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A FEASIBILITY REPORT / BUSINESS PLAN FOR THE DEVELOPMENT OF A SEVEN HUNDRED HECTARES MAIZE PLANTATION AT SNIPES ANIMAL AND CROPS FARM LAGOS STATE, NIGERIA BY SNIPES CROPS INDUSTRY AND NESTLE FARMERS COOPERATIVE SOCIETY LIMITED.

AGREEMENT

The undersigned reader acknowledges that the information provided in this business plan is a confidential intellectual property; therefore the reader agrees not to disclose it to a third party without the express written permission of the promoters of the proposed business.

It is acknowledged by the reader that information furnished in this business plan is in all respect confidential in nature, other than information which is in the public domain through other means and that any disclosure or use of same by the reader, may cause serious harm or damage to the promoters of the proposed business.

Upon request, this document is to be immediately returned to the promoters of the proposed business

Signature: SNIPES TJ

Name: MR. TIJANI OLAOLUWAKIITAN

Date: 11TH February 2020

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**Executive Summary/ Project Description**

This business plan examines the feasibility of and indeed economic viability of the development of a 700 hectares maize plantation and the establishment of a maize processing plant in Lagos by Snipes crops industry and Nestle Nigeria PLC. The farm will produce about 2,200 tonnes of maize in a production cycle. The maize processing plant will process about 5,200 tonnes of maize into edible maize flour, corn meal and maize cake for livestock . There is high domestic demand for these products because of our huge population and production constraints leading to shortage of the commodity. Production is currently popular in the North-western states with Kaduna state as the lead producer. . Nigeria imports significant quantity of maize and its derivatives to augment domestic shortages.

The proposed project will create economic opportunities, impact positively on the people and help conserve scarce foreign exchange. The entire maize to be processed will be sourced locally through direct production, contract farming in Lagos State and direct purchase from smallholder farmers in other production areas. The project will create market access, improve income of farmers and contribute significantly to food security. It will also generate satisfactory returns for sponsors and investors.

**Sponsorship**

The project is sponsored by Nestle Nigeria PLC. Nestle Nig. PLC. is promoting the productivity of smallholder farmers in Nigeria through the Nestle’s agripreneurship program. Which is in partnership with International Fertilizer Development Centre (IFDC)

**Management**

The management will comprise of a democratically elected Board of Directors at the apex of the organization structure. This will be made up of shareholders and member of the cooperative who have stake in the survival, growth and profitability of the business as well as distinguished agribusiness professionals of proven integrity and vast experience in the project area. The prime objective of the board will be to give strategic directions and policies that will ensure long term success of the organization. The board will ensure that the organization complied with all standards set by regulatory authorities.

The Managing Director/President shall be responsible for the co-ordination of the day to day management of the cooperative business. He is accountable to the Board of Directors; he will mobilize organization resources to achieve set goals. He will manage business risks and focus on wealth creation.

**Technical Assistance**

Nestle Nigeria PLC has a working relationship with IITA (International Institute of Tropical Agriculture, Ibadan) through an executed MOU. IITA has mandate in Maize production and processing and will provide technical assistance in this regard. Nestle Nigeria PLC also has a working relationship with BOA (Bank of Agriculture), the Bank of Agriculture has agreed to finance production of the 700hectares of Maize through a loan at 9% interest rate (anchor borrower’s scheme) given to the cooperative

Nestle Nigeria PLC will fund the processing factory and access finance for the Corn flour extraction equipment from BOI (Bank of Industry) at the rate of 9% . The cooperative will also seek grant from United State Africa Development Foundation(USADF). Nestle Nigeria PLC has relationship with commercial banks and will approach one for loan to clear the land which will be leased to members of the cooperative.

Nestle Nigeria plc has a working relationship with Lagos State Government, Lagos State Ministry of Agric, Farmers’ Union, Agric Cooperatives and individual farmers. Nestle Nigeria plc will get technical support from this relationship in the area of production through contract farming or outgrower scheme.

Nestle Nigeria plc has working relationships with and linkages to industry players in the project area who will offtake products through a purchase and sale contract agreement. They include Flour Mill of Nigeria Limited, Obasanjo Farms Ltd, Animal Care, Amo Farms, Farm Support and others. The corn flour will be sold through cooperatives and other distribution channels. The maize starch will be sold to players in the paints and cosmetics industry.

**Market and Sales**

Market orientation: domestic; North-West & North-East, Nigeria

Market Share: 5% niche market in North-West, North-East Nigeria

Users of Products: edible maize flour, corn meal and maize cake for livestock, maize starch for paint and cosmetics industries in South East.

**Competition analysis**

Niger state alone produced 44% of national output between1999 and 2017. Kaduna State followed with 27% of national output within the period. Taraba, Plateau and Adamawa state produced 6% and below in the period. The five state mentioned above produced 94% of national output within the period. The only places where significant production took place in South West, Nigeria was in Saki West L.G.A. in Oyo State and Akure North L.G.A in Ondo State. Based on this above analysis, competition in terms of production in South West, Nigeria is non- existent Compare to the demand for produce.

**Tariff and Import Restriction**

Forex restriction on food importation and zero duty on imported agricultural equipment will favour the project under consideration.

**Market Potential**

There is strong demand for maize and maize derivatives in the Southern part of Nigeria. The state of infrastructure though not perfect still supports production and trade within Nigeria.

**Profitability**

Weather, biological, chemical, physical and environmental factors such as temperature, sunlight, water, air, soil conditions, varieties of seed, pests, diseases, price fluctuations and other risks e.g. cow invading the farm could affect yield and profitability. However, technical, scientific and financial based solutions will be employed to hedge against risks and safeguard profit. Irrigation option will be factored in to ensure two cycle of production in a year.

**Technical Feasibility**

The projects (production of maize and maize starch extraction) are technically feasible.  In terms of technology, which involve the crushing of maize seed and extraction of starch, the industrial processes are simple and a specialist in starch extraction with more than 20years experience is part of our team. The needed equipment for starch extraction are readily available and our experts have hand on experience in the usage and maintenance of the equipment.

On the maize production, we have specialists in mechanization, irrigation, farm management, crop production, weed science, market development, agric extension and accounting as part of our management team. We also have specialists in quality control as part of our management team. The state of infrastructure in Lagos is adequate and suitable for the location of the farm/firm for efficient production, processing and marketing. Raw materials will be produced and sourced locally.

The major competitors in the South West are GRAND CEREALS and JOF with the Grand Soya oil brand and Executive Chef brand. Grand Cereal has an installed capacity of 150tonnes per day in Lagos and 100tonnes per day in Jos While JOF has a capacity of 120tonnes per day in Akure, ABUAD farms will target a market niche and penetrate through cooperative societies to make our brand popular. From our analysis, integration of production and processing will give us a competitive advantage.

We are implementing our project using best international practices, sustainable production and due consideration for the environment. Although some degree of deforestation will occur, the EIA(Environmental Impact Assessment) report shows little or no damage to the environment as it relates to the issue of climate change. Organic fertilizer will be substituted for chemical fertilizer within three years of farm operations.

**Government Support and Regulation**

The project conform with the economic diversification objective of the  government. It also supports foreign exchange and import reduction conservation of government. It creates economic opportunities, market access, improved income for farmers and support food security objective of government. The project will benefit from government intervention fund in the agriculture sector.  The project will also benefit from the favourable policy of zero duty for agricultural and equipment import. Restriction of forex for all food products will also widen market opportunity. The project will contribute significantly to employment, output increase, stable price and stable exchange rate.

**Project Timeline**

The project will be completed within 7 months preferably between March, 2020 to October, 2020 because land clearing is mostly done in the dry season.

**Estimated Project Costs and Revenue**

**Fixed Cost**

(A) **Land Clearing**

|  |  |  |  |
| --- | --- | --- | --- |
| Activity | QTY | ₦ | K |
| Land clearing | 1 Hectare | 270,000 | 00 |
| Cross cutting | 1 Hectare | 40,000 | 00 |
| Rome ploughing | 1 Hectare | 60,000 | 00 |
| Sub total | 1 Hectare | 370,000 | 00 |
| Total | 1 Hectare | 259,000,000 | 00 |

 (B) **Equipment**



**(C) Vehicle**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Type | Model | QTY | ₦ | K |
| Pick-up truck | HILUX | 2 | 30,000,000 | 00 |

(D) **Irrigation**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Type | QTY | Model | USD | ₦ | K |
| Hose REEL | 1 | 140-440MT | 28,186 | 10,146,960 | 00 |

**Operating Cost**

|  |  |  |
| --- | --- | --- |
| Working Capital |  |  |
|  | ₦ | K |
| Ploughing/Ha | 23,009 | 00 |
| Harrowing/Ha | 12,000 | 00 |
| Sub total | 35,000 | 00 |
| For 700 Ha | 24,500,000 | 00 |
| Mechanization and storage | 200,000 | 00 |
| For 700 Ha | 140,000,000 | 00 |
| Input/Ha | 98,323 | 00 |
| Fr 700 Ha | 68,826,100 | 00 |
| Area yield insurance | 16,332 | 00 |
| Produce aggregation | 6,500 | 00 |
| Geo Spatial Service | 5,400 | 00 |
| Sub total | 28,232 | 00 |
| For 700 Ha | 19,762,400 | 00 |
| Total cost per hectare | 33,245 | 00 |
| Total cost for 700 Ha | 23,271,500 | 00 |
| Loan principal and interest (cost per Hectare) | 324,567 | 00 |
| Total cost for 700 Ha | 227,196,900 | 00 |
| Loan principal and interest (cost per Hectare) | 321,234 | 00 |
| Total for 700 Ha | 224,863,800 | 00 |
| Irrigation cost for 700 Ha (excluding fixed cost) | 53,362,233 | 00 |

**Amortization**

|  |  |  |
| --- | --- | --- |
|  | ₦ | K |
| Land clearing amortization (per hectare) | 50,000 | :00 |
| Land clearing amortization ( 700 hectare) | 35,000,000 | :00 |

**REVENUE**

|  |  |  |
| --- | --- | --- |
| Yield per hectare 3tonnes @  ₦185,000 per ton |  |  |
|  | ₦ | K |
| Revenue per hectare | 543,000 | :00 |
| For 700 Ha | 380,100,000 | :00 |
| Net revenue for 700Ha (without amortization) | 345,100,000 | :00 |
| Net revenue with amortization (700 Ha clearing) | 415,100,000 | :00 |
| 2nd production cycle |  | :00 |
| Net revenue | 380,100,000 | :00 |
| Net revenue with amortization (700 Ha land) |  | :00 |
| Annual Net Revenue (1st + 2nd cycle) | 760,200,000 | :00 |

Currency conversion rate :  ₦  360.00 to USD

**Funding Mechanism**

Nestle Nigeria Plc will provide 700 Ha of cleared farmland around the Snipes Animal and Crops Farm then lease it to members of the Nestle Farmers’ cooperative. Nestle Nigeria Plc will also lease 16,000MT capacity silo as equity contribution

Equity investor to provide equity for equipment and vehicles purchase

Where possible equity investor to provide equity for working capital or otherwise secure loan at the rate of 9% through government intervention window at the Bank of Agriculture, Bank of Industry and Commercial banks.

**Conclusion**

The project is technically feasible and commercially viable. It is therefore recommended for funding.