

THE MINUTES OF ADAMAWA STATE COMMITTEE ON EXPORT PROMOTION MEETING FOR DEVELOPMENT OF STATE EXPORT 'S STRATEGY HELD AT DEPUTY GOVERNOR'S CONFERENCE HALL ON DECEMBER 11TH 2023

1. OPENING PRAYERS.

The meeting commenced with opening prayers, led by **Mr. Jonathan Solomon** (from Adamawa State Chamber of Commerce, Industry, Mines, and Agriculture) and **Malam Ibrahim Usman** (from Ministry of Entrepreneurship Development; for Christian and Muslim religion respectively).

1.1 INTRODUCTION.

Members introduced themselves and their respective organization, totaling 24 members & stakeholders (as per the attendance sheet).

Chairman's Welcome Address

The Chairperson, **Mrs. Saso Benson Ali** (Permanent Secretary, Ministry of Commerce, Trade, and Industry), welcomed stakeholders and thanked God for their safe arrival. She assured the meeting would be efficient and objective.

The chairperson stated that the meeting's purpose was to develop a roadmap for state export growth. The Chairperson emphasized leaving no stone unturned as we are planning for the year ahead."

2.0 MINUTES OF THE PREVIOUS MEETING

The secretary read the minutes of the previous meeting, and the following corrections were made.

2.1 CORRECTION AND OBSERVATION

- a. Replaced OSOP with SCEP in the heading
- b. Corrected the meeting date to May 12, 2023, instead of August 30, 2023
- c. Changed "commence" to "the meeting commenced" on page 1, section 1.0
- d. Replaced "huge" with "luge" on page 1, section 1.1
- e. Changed "MEXIM bank" to "NEXIM bank" on page 2, section 3.2

2.2 ADOPTION FOR THE PREVIOUS MINUTES

Motion for adoption was move by Mrs. Beatric Benjamin from NASME, which was seconded by Chief Paul Ogbonna from Private Assets Venture Nigeria Limited.

3.0 MATTERS ARISING FROM THE MEETING

3.1 MODALITY OF ACCESSING LOAN WITH NEXIM BANK.

The house requested the branch manager of NEXIM Bank to outline the requirements for accessing loans by farmers and business owners:

- **Compulsory Requirements:**
- Company's Profile, and it must be limited
- The company must have 3 years Financial Account (Audited)
- Feasibility Study / Business Plan
- NEXIM Bank application form
- Export contract
- Bank guarantee
- Properties as collateral (C of O)
- **Application Fees**
- ₦50,000 for large-scale businesses
- ₦20,000 for small and medium-scale businesses

3.2 LETTER OF INVITATION TO ADAS, AND OTHER STAKEHOLDERS FOR SCEP MEETINGS.

Chairperson mandates Secretariat to duplicate the letters and send possibly before the next general meeting. The letter was reported to have not been duplicated due to lack of computers and printers in the office which hindered printing of such document in previous meetings, this were the challenges presented by the secretariate, but samples were posted on the SCEP platform.

Suggestion was made that the SCEP should look into the matter all urgency to solve the growing delay in disseminating information.

4.0 Business of the day

4.1 DEVELOPMENT OF ADAMAWA STATE EXPORT STRATEGY.

The chairperson **Mrs. Saso Benson Ali** called on all stakeholders to contribute in this agenda and promote the state at the international market. She said, as a state we have a collective opinion to move our state to a greater height, which will go a long way to make history, to our unborn generation.

The Permanent Secretary and Chairperson of the Adamawa State Committee on Export Promotion reviewed past efforts and achievements of previous chairmen. She highlighted the selection of smoke fish as the "One State One Product" item for export. However, despite initial enthusiasm, smoke fish faced significant challenge

1. Lack of Comparative Advantage: Smoke fish is largely imported from Cameroon and Chad
2. Non-Compliance with International Standards: Processes involved in smoke fish production may not meet laboratory testing requirements.

After careful consideration, the committee decided to drop smoke fish and instead adopted Soya Beans and Groundnut as the two products to focus on for export. This decision aligns with the state's developmental strategy to diversify its economy and leverage its resources for global trade opportunities¹.

To achieve this goal, the chairperson formed sub-committees with specific terms of reference.

1) SUB-COMMITTEE ON PROJECT IMPLEMENTATION STRATEGY

Terms of Reference:

1. Agree and finalize on what products to be adopted by the state.
2. Set targets on:-
 - what volume/output to achieve the target in terms of land cultivation/ farm input and members of small holders required to cultivate the land.
 - **Storage / Perseveration**
 - Engaging in processing, screening off takers (local and international)
3. Source Available international Fund for project activities and implementation

MEMBERSHIP:

1. Ministry of Agriculture (Chairperson)
2. Raw Materials Research and Development Council (RMRDC)
3. NIRSAL (Nigeria Incentive-Based Risk Sharing System for Agricultural Lending)
4. Federal Ministry of Agriculture

5. All Farmers Association of Nigeria (AFAN)
6. Ministry Information
7. Adamawa Export and Import
8. Nigeria Shippers Council

2) SUB-COMMITTEE ON PRODUCTION, COOPERATIVE SOCIETIES FORMATION AND OPERATION

- Terms of References
- Identify existing cooperative groups (if any)
- Create cooperative group (from them into clusters)
- Link off-takers with producers' cooperative groups
- Supervise the operations of each cooperative group in collaboration with NEPC and relevant officers
- Work on best practices for best product qualities, (capacity building training, in collaboration with NEPC)
- Work on product certification (where necessary).
- **MEMBERSHIP INCLUDES**

- Ministry of Entrepreneurship Development (Chairman)
- Ministry of Commerce Trade and Industry
- NASME
- NEPC

Chambers of Commerce, Trade, Mine, Industry and Agriculture

- NAFDAC
- Manufacturing Association of Nigeria
- ADAS
- women affairs
- Nigerian Customs

- Adamawa Investment

3) SUB-COMMITTEE ON PRODUCT VALUE CHAIN, PROJECT MONITORING AND EVALUATION

TERMS OF REFERENCE:

1. Create windows of opportunities in selected product value- chains in collaborate with NEPC and Governor's Office.
3. Develop template for monitoring and evaluation on progress of the project.
4. Follow up on project timeline and activities.
5. Ensure compliance with project objectives.

MEMBERSHIP:

- | | | |
|--|-------|----------|
| 1. NIRSAL | _____ | chairman |
| 2. NEYIM Bank | _____ | member |
| 3. Central Bank of Nigeria (CBN) | _____ | member |
| 4. Raw Materials Research and Development Council (RMRDC) | _____ | member |
| 5. Nigerian Customs Service | _____ | member |
| 6. Federal Ministry of Industry, Trade and Investment | _____ | member |
| 7. Manufacturers Association of Nigeria (MAN) | _____ | member |
| 8. Groundnut Farmers Association | _____ | member |
| 9. Farmers Association of Nigeria (FAN) | _____ | member |
| 10. National Association of Small and Medium Enterprises (NASME) | _____ | member |
| 11. All Farmers Association of Nigeria (AFAN) | _____ | member |
| 12. SON | _____ | member |

4) SUB-COMMITTEE ON COORDINATION

Purpose: Oversee and coordinate the activities of all sub-committees.

TERMS OF REFERENCE:

1. Supervise and monitor other sub-committees.

2. Review and deliberate on sub-committee reports.
3. Ensure alignment with the main committee's objectives.
4. Facilitate information sharing and collaboration among sub-committees.
5. Evaluate performance and provide feedback.

MEMBERSHIP

1. Honorable Commissioner of Commerce (Chairman)
2. Sub-Committee Chairmen
3. SCEP (State Committee on Export Promotion) Secretariate
4. NEPC (Nigerian Export Promotion Council)

5.0. INAUGURATION OF SUB COMMITTEE

The inauguration of sub-committee was scheduled for next quarter meeting. Meanwhile, the Chairperson mandated all the 3 subcommittee to mobilize their respective members for the inauguration.

5.1. CLOSING REMARK BY THE CHAIRPERSON:

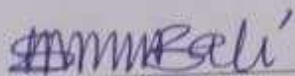
The chairperson Mrs. Saso Benson gave the closing remark as she thanked all the stakeholders and the NEPC for the success of the meeting. She also wished, everyone safe return to their respective destination. She called for adjournment of the meeting till next quarter.

5.2. ADJOURNMENT

Mallam. Kawuyo Usman from Adamawa Export and Import Group moved the motion for adjournment till next quarter meeting in 2024 and he was seconded by Mrs. Alice Bernard Naandatti from NAFDAC.

5.3. CLOSING/DEPARTURE

The meeting came to a close at 1:18pm as every stakeholder departed the venue of the meeting.



Saso Benson Ali
(chairperson)
Perm. Sec. Ministry of Commerce



Mr. Iliya Pwagalari
(Secretary)
Director Commerce