



## Pro-ARIDES

Programme Agroalimentaire pour la Résilience Intégrée  
et le Développement Economique du Sahel

### Support for the Moringa value chain (*Karakara case in Niger*)

Pro-ARIDES role and strategy on value chains: Strengthening economic resilience through market access and the development of inclusive value chains is one of the objectives (trajectory 2) of Pro-ARIDES. The program provides advice, training and technical coaching to private players for better market understanding and positioning on the different links of a value chain. In connection with trajectory 1 and 3, which support the resilience of productive potential, a package of activities is delivered to farming households and private players to promote opportunities for access to institutional markets. Pro-ARIDES' food systems approach opens up broader perspectives that will contribute to strengthening the national strategy of purchasing local produce for food and nutritional needs in order to facilitate agricultural revival. This trajectory targets three systemic changes that consist in i) seizing the opportunities offered by the growth and diversification of demand for local food products ii) fostering the emergence of viable local enterprises, women's and youth farmers' organizations in the different links of the food system iii) a better performance of systems for delivering advisory support services.

#### Context

The food systems approach in order to apprehend all intra- and inter-component relationships as well as different influence factors. In order to take the multi-sectoral and multi-actor character of so-called support approaches are valued in certain aspects of design and implementation. The promotion of inclusive value chains is an important means for agricultural development through the implementation of strategies that directly improve food security and create jobs and economic value in an inclusive and sustainable way. The inclusive value chain approach implemented by Pro ARIDES helps to facilitate its positioning on the development of resilient food systems. The value chain analysis studies have helped to identify promising value chains.

In fact, the aim is to understand how each player behaves according to the link of interest on the factors of gain or loss of value. This will make it possible to focus the program's contribution on the types of activities needed to strengthen the sector's competitiveness. The main effect of the trajectory is to achieve economic resilience for households, associations and cooperatives, and agri-food SMEs. In Niger, moringa development has been selected as a priority among others. At national level, *Moringa oleifera* is the seventh most important vegetable crop, with a sown surface of 1,425.45 ha. The country's annual production is estimated at 9016.42 tonnes with an average yield of 23 t/ha (MAG 2013). It is estimated that 60% of Nigeriens eat a moringa-based dish every day (2SCALE/SNV,2020).

This gives us an indication of the potential market for moringa and its by-products. The development of the moringa value chain was chosen in the commune of Karakara, which is one of the largest moringa production basins in the Dosso region, with more than 2,000 producers according to PO leaders and decentralized government technical services. This moringa production supplies the Dosso city market and other surrounding communes. The Dosso urban market alone absorbs around 60% of moringa production in the Karakara commune. According to data from the Dosso regional environmental department, 102.719 tonnes of fresh moringa leaves were sold on the Dosso market in July 2022. Over 55% of producers sell their produce themselves in the surrounding villages and markets, and also collect it from other producers. These producers are organized into POs and umbrella organizations, but they are not specialized in moringa. As part of the implementation of these activities linked to trajectories 1 and 2, the Pro-ARIDES program has positioned itself to support the Karakara town council in drawing up an economic development plan for the moringa leaf value chain.



## Goals

Through the elaboration of this PDE, the Karakara town council, with the support of the Pro-ARIDES program, aims to achieve two objectives:

### In the short and medium term

- Organize the various players in the moringa value chain,
- Improve the quality of moringa produced, with particular emphasis on ecotoxicity (control of excessive and uncontrolled use of phyto products and chemical fertilizers),
- Supporting processors in processing, conservation and innovation techniques for new moringa-based by-products, etc.

### Long-term

- Conquering sub-regional and international markets,
- Promote the “moringa de karaka” label in the same way as violet de galmi,
- LSpecialization of players in all links of the value chain

## Moringa value chain development plan at a glance

The diagnosis reveals six main stakeholder groups: growers, input suppliers, collectors, transporters, processors/traders, resellers. Producers are the most important group, but it is the Karakara and Dosso collectors who regulate the flux to maintain the price of the product at a remunerative level. The **processing link is underdeveloped**, with the same players processing and selling moringa. Five intervention villages with a total of 292 moringa producers are targeted by the program in the commune of Karakara. According to the baseline study, around 11% have a primary school education and 3% are literate. The **yield per hectare is 217.8 kg per harvest season**. These producers are mainly farming households with an average annual income of 83,548 FCFA, which is lower than that of agro-pastoralists and pastoralists. This situation can be explained by the low number of diversified sources of income (only 40% of farming households declared having more than 2 sources of income) and poor access to financial services (88.3% have no access to any services). Moringa is produced exclusively as a pure variety and rarely in association. Propagation is by direct sowing or planting of nursery-raised seedlings.

Faced with these findings, the Pro-ARIDES support consists of increasing and diversifying household sources of income by strengthening processing/conservation capacities and facilitating access to financial services (advisory support, credit). Following the organization of producers, a sales counter is set up afin to channel offres according to the seasonality of production.

And the process of facilitating access to financial services is underway, notably through the launch of the investment fund.

On a more technical level, **support is provided to growers through local advice and field schools** to reinforce their knowledge of production techniques and pest control.



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