



# 2SCALE

## Stories from the Field

### Adding spice to ginger

**G**inger farmers in Nigeria are scaling up production as well as processing, targeting new markets across the country. Key to this expansion was training and market linkages through the 2SCALE project.

Kaduna state produces almost five times as much ginger as the rest of Africa combined. The biggest player in Kaduna is the Jaba Ginger Farmers' Cooperative, comprising 54 smaller cooperatives and over 1,500 farmers. The cooperative was formed in 2009, during a previous Netherlands-funded project implemented by 2SCALE partners. In the past year it has expanded significantly, with support from 2SCALE.

"Your training is what has brought us to where we are today," said Kenneth Suwa, chairman of the Jaba Cooperative. "Now we sell not only fresh ginger but also processed products. More than 90 percent of our members clean and grade their produce. We are even buying crop residues from maize farmers to make compost for our ginger fields." Kenneth himself has progressively expanded his fields, and now has three hectares of ginger and a separate seed nursery. "Two years ago I harvested 60 bags," he said. "Last year it was 112 bags. This year I expect 120, maybe 130 bags."

Production by the cooperative has doubled in the past two years. Prices have improved because growers are able to access different markets: locally, in Kaduna metropolis, or the 'internal' market, selling to small-scale processors within the cooperative.

2SCALE consortium



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*Local women's cooperatives produce powdered ginger and other products, adding value and creating new income streams.*



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— *Kenneth Suwa, chairman of the Jaba Cooperative*

But problems still remain. “We produce the best ginger in Nigeria, but marketing is still difficult,” Kenneth explains. “Some of us have transport only on Friday, which is market day. The rest of the week, it’s too expensive to bring our produce to market. So the middlemen always make more money than we do.”

2SCALE teams are working with the cooperative to address these and other challenges such as price fluctuation (between 6,000 and 12,000 Naira (\$ 38 to 76) per kilogram depending on quality and season) and the lack of drying facilities.

A key partner is AACE Foods, a Nigerian food processing firm that buys several commodities (ginger, pepper, soyabeans) from 2SCALE agribusiness clusters. The Jaba cooperative has sold Naira 6.8 million (\$ 42,500) worth of ginger to AACE, starting from 3 tons in 2011, rising to more than 15 tons in 2013.

AACE Foods and 2SCALE are working together to introduce simple, low-cost technologies – for example, a solar drier with a wood frame and plastic sheeting that can be built in less than two hours. They’re also planning to help build a warehouse in Kwoi, the local government headquarters, and to link the cooperative with a micro-finance institution in Kaduna, which will provide credit to buy inputs and farm equipment.

Kenneth Suwa explains the cooperative’s vision. “I want someone to come and say, give me a trailer full of ginger (30 tons). Nobody can fill a trailer by himself – but we are a cooperative, and together we can deliver whatever the market wants.”



*The 2SCALE project is funded by the Netherlands government and implemented jointly by IFDC, ICRA and BoP Inc. 2SCALE was launched in June 2012. In the next 5 years we aim to develop 500 viable, sustainable agribusiness clusters in twelve countries across Sub-Saharan Africa, reaching 1.15 million farmers.*