IFDC North and West Africa

Market Systems for Agribusiness ● Resilience, Climate Adaptation, and Mitigation ● Last-Mile Input Delivery ● Technology Scaling ● Soil Fertility Management ● Seed and Fertilizer Sector Development ● Enabling Environment ● Collaborating, Learning, and Adapting

Founded in 1974, the International Fertilizer Development Center (IFDC) is a non-profit public international organization that combines science-backed innovations with policy-enabling and market systems-based approaches. IFDC has been working to support the food security and economic development of smallholder farmers in Africa since 1975. In 1987, IFDC established its first office in West Africa in Lomé, Togo. IFDC has more than 35 years of experience in the region developing fertilizer data management, visualization, and dissemination methods; increasing the adoption of efficient and targeted fertilizer techniques; supporting seed sector development and professionalization; building more inclusive farm-to-market agribusiness clusters; and enhancing interactions between scientific, financial, and government bodies. IFDC has implemented activities in Benin, Burkina Faso, Chad, Côte d'Ivoire, Egypt, Gambia, Ghana, Guinea, Mali, Mauritania, Niger, Nigeria, Senegal, Sudan, and Togo and currently has nine country offices in the region. IFDC also has host-country agreements and Memoranda of Understanding (MoU) with several Ministries of Agriculture for fertilizer market and policy development, agribusiness development, and capacity building.

Our Work in the Region

Soil Values – Burkina Faso, Mali, Niger, and Northern Nigeria

2024-2033 – €100 million, Netherlands Directorate-General for International Cooperation (DGIS)

Soil Values aims to improve the soil fertility and productive capacity of 2 million hectares of farmland in Burkina Faso, Mali, Niger, and Northern Nigeria. In 2025, multi-level training on agroecological practices, sustainable soil management, and climate-resilient intensification reached 120,919 producers, including 46,849 women and 63,130 youth. Training sessions focused on improving soil fertility, soil and water conservation, composting, organic fertilization, and climate-smart technologies. The program advanced analytical activities, such as gender and social inclusion studies, soil mapping, strategy development, and mapping of key services and actors. Six doctoral research projects were initiated, with one candidate conducting field work in Nigeria. Digital systems were strengthened through continued development of the Geoportal, the LandScale platform, and the monitoring and evaluation dashboard. Entrepreneurial foundations were reinforced through innovative business models, including Zainer service provision in Burkina Faso and mobile agro-input services in Mali and Nigeria, supporting sustainable adoption and scaling.

Toward Sustainable Clusters in Agribusiness through Learning in Entrepreneurship (2SCALE) – Burkina Faso, Côte d'Ivoire, Egypt, Ethiopia, Ghana, Kenya, Mali, Niger, Nigeria, and South Sudan

2012-2018, 2019-2025 – €190 million (€62.5 million through public funding), Netherlands DGIS and private sector and financial institution co-investment

2SCALE was the largest incubator of inclusive agribusiness in Africa, building networks that connected farmers and small-scale entrepreneurs (buyers and support service providers), enabling them to build and grow businesses. The program focused on 23 commodities, including staple crops, oilseeds, and feed and fodder. Phase 1 helped 600,000 farmers increase incomes and 2,500 entrepreneurs improve sales. 2SCALE finalized 69 agribusiness partnerships, with over €50 million co-invested by the private sector and €10.3 million in financially inclusive contracts. Phase 2 expanded access to nutritious foods for 1 million base-of-the-pyramid consumers; strengthened the livelihoods of 750,000 smallholders (50% women and 40% youth); and supported 5,000 micro-, small-, and medium-sized enterprises. After 13 years of implementation, 2SCALE closed out in 2025 by consolidating and transferring its approach, training national partners through Inclusive Agribusiness Clubs and its "Driving Inclusive Agribusiness" course, and institutionalizing coaching within agribusiness clusters to ensure continuity beyond the life of the program.

Feed the Future Sustainable Opportunities for Improving Livelihoods with Soils Space to Place (SOILS-S2P) – Ghana, Malawi, Niger, Tanzania, and Zambia

2023-2025 – $27 million, U.S. Agency for International Development (USAID)

SOILS-S2P was a collaborative effort led by the USAID Bureau for Resilience, Environment, and Food Security in partnership with IFDC, U.S. universities, the U.S. Department of Agriculture Agricultural Research Service, and international and national soil experts. SOILS-S2P developed a low-cost Space to Place approach that leveraged digitized soil maps (Space) and farm(er)-level characteristics (Place) to deliver spatially appropriate soil fertility management recommendations, fostering the adoption of effective agronomic technologies and fertilizer recommendations while maintaining or surpassing current productivity levels. The project provided localized and improved recommendations for mixed production systems in sub-Saharan Africa, encompassing maize, cereal-root crops, and highland and agropastoral systems, to reduce fertilizer wastage by 60% for smallholder farmers over the subsequent two to three cropping seasons for the achievement of optimal returns.

Enhancing Growth through Regional Agricultural Input Systems (EnGRAIS) Project for West Africa – ECOWAS Member States, Chad, and Mauritania

2018-2025 – $23 million, USAID

The EnGRAIS project aimed to increase the availability, quality, and use of appropriate and affordable fertilizers for smallholder farmers across West Africa. It focused on developing a more competitive, inclusive, and private sector-led regional fertilizer market to support higher agricultural productivity and food security in the region. Activities included improving policy and regulatory frameworks, supporting fertilizer business associations and agro-dealer networks, and developing tools such as a fertilizer and seed recommendation map and fertilizer market information products to guide decision-making and investment.

Communal Approach to the Agricultural Market in Benin Phase 2 and Phase 3 (ACMA2 and ACMA3) – Benin

2017-2022, 2022-2027 – €21.1 million, Embassy of the Kingdom of the Netherlands

ACMA2, implemented across Benin's Ouémé, Plateau, Zou, and Collines states, successfully concluded having significantly enhanced food and nutritional security among rural populations by increasing the incomes of direct economic actors, including men, women, and young people. Its three key objectives – improving agricultural productivity, promoting trade among agribusiness clusters, and reducing trade barriers – were achieved, underscoring its transformative impact on agricultural productivity, inclusivity, and economic growth within the targeted communities. ACMA2 impacted

9,500 individuals, including farmers, processors, and traders, with 57% women, 33% youth, and 43% men. The dissemination of vital information and practices via its ICT4Ag platform attracted 29,000 subscribers. Notably, the initiative facilitated the cultivation of over 75,000 hectares, leading to the sale of more than 100,000 metric tons of agricultural products valued at over 27 billion CFA francs. Additionally, it provided access to over 4.1 billion CFA francs in credit for activities including production, processing and marketing activities, including 370 million CFA francs through digital finance channels. ACMA3 continues this intervention in the Collines, Donga, and Borgou departments, working on maize, cassava, soy, groundnut, small ruminants, poultry, and market gardening. The project aims to impact 200,000 actors while bringing at least 50 billion CFA francs worth of agricultural products and inputs to market. In 2025, ACMA3 directly reached 44,727 individuals (40% women, 55% youth) and partnered with Terranauta and Benin Fertilisant to pilot biofertilizer production training for local market gardeners across five municipalities.

Value4Dairy – Nigeria

2024-2027 – $400,000, FrieslandCampina WAMCO and the Gates Foundation

The Value4Dairy project aims to enhance Nigeria's dairy industry by improving production efficiency, strengthening cooperative models, and expanding market access. Value4Dairy has significantly strengthened smallholder dairy systems, increasing both production and farmer capacities. In 2025, the average daily volume of milk sourced by FrieslandCampina WAMCO reached about 15,000 liters, while roughly 5,000 Fulani milk producers received pertinent information on the dairy farming business. Around 1,500 settled Fulani milk producers participated in cooperatives and were trained on good dairy practices, and improvements were made on 1,000 hectares of pasture field developed by smallholder dairy farmers. Value4Dairy trained 65 dairy farmers on good dairy farming practices and directly empowered 200 women through dairy farming businesses and dairy product sales, laying the groundwork for sustained growth in the local dairy value chain.

Hydro-Agro-Meteorological Information System (SIHAM)/West Africa Food System Resilience Program (FSRP)– Phase 2 – Togo

2025-2026 – €300,000, World Bank, Global Agriculture and Food Security Program (GAFSP), and Government of Togo

The SIHAM/FSRP project aims to strengthen food systems in West Africa by improving how weather and climate information is generated and shared. Its Hydro-Agro-Meteorological Information System (SIHAM) enhances access to timely, reliable forecasts, especially for small-scale producers, for better agricultural decision-making. In 2025, the project made strong progress, preparing to scale services to 250,000 farmers and delivering 29,641 text messages to 1,014 pilot-phase farmers. The upgraded SIHAM V2 digital platform was developed, and field diagnostics were conducted in 11 Planned Agricultural Development Zones (ZAAPs), providing important baseline data. Partnerships with national institutions strengthened data sharing, while 27 master trainers were equipped to cascade training to extension agents and farmer-trainers. The project identified 50 farmer organizations as potential hubs for agribusiness clusters and selected 20 sites for Digikiosk installations. The project expanded its multilingual outreach, and it is set to deliver enhanced services in 2026.

HortiNigeria – Nigeria

2021-2025 – $10 million, Embassy of the Kingdom of the Netherlands in Nigeria

The HortiNigeria project fostered a sustainable and inclusive horticulture sector in Nigeria, enhancing food and nutrition security in Kaduna, Kano, Ogun, and Oyo states. Prioritizing smallholder farmers, particularly women and youth, the project targeted the tomato, pepper, onion, and okra value chains, empowering 77,000 smallholder farmers and agro-dealers with knowledge on eco-efficient practices and business management. Targeted interventions drove productivity increases of 70% for onion, 100% for tomato, and 160% for cabbage, and the program piloted 21 innovations benefiting 2,400 entrepreneurial farmers. HortiNigeria strengthened the sector by creating 900 jobs and establishing 101 business-to-business linkages across all states. The project also contributed to key policy reforms, including the National Seed Policy framework, an increase in the NIRSAL Credit Risk Guarantee for plastic vegetable crates from 30% to 50%, and an advancement of critical reforms within the National Tomato Policy. Through these activities, HortiNigeria strengthened Nigeria's agricultural landscape, promoting sustainable growth and resilience.

Agricultural Production Activities in Sikasso (APSA) – Mali

2022-2025 – $1.5 million, USAID

The APSA project, led by RTI International with IFDC as a partner in Mali's Sikasso region, aimed to sustainably increase the productivity of key agricultural value chains to enhance the consumption of nutritious food and strengthen the resilience of farm households. APSA applied a farmer-centered approach that built on existing producer organizations to improve the production ecosystem in the Sikasso area. Objectives included strengthening cooperatives, promoting climate-smart agricultural practices, and improving farmers' decision-making capacity.

Integrated Seed Sector Development in the Sahel (ISSD/Sahel) – Mali and Niger

2020-2025 – €11 million, Embassy of the Kingdom of the Netherlands

ISSD/Sahel aimed to enhance rural incomes, employment, and food security in Mali and Niger by developing a sustainable, market-driven seed sector. By integrating formal and informal seed systems, the project ensured smallholder farmers could access quality seeds, fostering entrepreneurship, job creation, and market expansion for Dutch seed companies while building local capacity. ISSD/Sahel achieved significant progress in strengthening the seed sector. In total, 150,350 households adopted the use of certified seeds for at least one priority crop. The project also supported 792 seed enterprises and cooperatives, established 141 seed sales outlets, and organized 2,965 demonstration plots to support the distribution of high-quality seeds. Additionally, 1,377 women gained employment through project-supported enterprises and cooperatives. The project also developed national seed roadmaps for Mali and Niger, providing long-term strategic frameworks to guide future investments and strengthen national seed systems.

Feed the Future Senegal Dundël Suuf – Senegal

2019-2025 – $13 million, USAID

Dundël Suuf operated across five agroecological zones of Senegal, addressing issues related to inappropriate fertilizer use, limited adoption of advanced technologies, inadequate fertilizer quality control, and inefficient subsidy programs to boost soil fertility and agricultural productivity. The project aimed to increase agricultural productivity in Senegal and thereby contribute to a sustained reduction in hunger, poverty, and malnutrition. Dundël Suuf focused on expanding the availability and use of quality fertilizers through more efficient private sector-led input supply systems and on improving soil fertility with appropriate, environmentally sound technologies.

Agricultural Value Chain Development Project (PDCVA-G) – Guinea

2018-2025 – $350,000, Islamic Development Bank (IsDB)

PDCVA-G aimed to reduce poverty and sustainably improve living conditions in the four natural regions of Guinea. As an implementing partner, IFDC was involved in training producers on integrated soil fertility management (ISFM), urea deep placement (UDP) technology, and agribusiness. These sessions, which reached 120 trainees during the life of the project, promoted an understanding of key concepts, encouraged participants to share enriching experiences, and provided an opportunity to discover agricultural realities on the ground through guided tours of processing and production units.

Fertilizer Research and Responsible Implementation (FERARI) – Ghana

2019-2024 – $5.78 million, OCP, Mohammed VI Polytechnic University (UM6P), and partner institutions

FERARI was a public-private program in Ghana that integrated the development of the fertilizer value chain with transdisciplinary research by Ph.D. and postdoctoral researchers, supervised by internationally renowned universities, and

built the research capacity at the involved institutions. Six Ghanaian universities and two research institutions engaged in the program, training over 50 master's and bachelor's students, six doctoral students from Ghana, and 13 master's students from across Africa. FERARI developed the evidence base for a systematic approach to supporting widespread adoption of balanced fertilizers in less developed markets of sub-Saharan African countries, specifically Ghana, to improve food and nutrition security. Activities aligned with Ghanaian government programs, such as Planting for Food and Jobs and the Fertilizer Expansion Programme. Over the life of the program, FERARI conducted more than 450 on-station, on-farm, and farmer-managed fertilizer response trials of maize, rice, and soybean, which were demonstrated to about 2,000 farmers, and completed a baseline survey of 1,450 farmers to understand farm livelihoods. FERARI also facilitated the establishment of a Fertilizer Science and Soil Health master's program and an International Modeling and Mapping Center at the University of Cape Coast and provided responsible fertilizer recommendations to government and private sector partners, including the addition of sulfur to NPK to enhance crop yield.

Feed the Future Nigeria Rural Resilience Activity (RRA) – Nigeria

2019-2024 – $1.9 million, USAID

RRA, implemented through a consortium led by Mercy Corps, with IFDC and Save the Children, reached 45,000 beneficiaries across the four Nigerian states of Adamawa, Borno, Gombe, and Yobe. IFDC oversaw interventions related to community seed production development, livestock feed development, on-farm and post-harvest handling, contract farming, mechanization, producer organization development, and climate-smart agriculture, engaging public and private extension service providers, input providers, and others to ensure technologies were mainstreamed. RRA worked within value chains selected for their potential to drive economic expansion, resilience, and inclusion of vulnerable groups, especially youth and women, in conflict-affected northeast Nigeria. By closeout, the project had supported the cultivation of 333,000 hectares, facilitated production of 11,500 metric tons of seed, enabled 354,540 farmers to adopt climate-smart agriculture practices, and created nearly 2,600 jobs through seed and mechanization interventions.

Support for Fertilizer Sector Reform Project (PARSEN) – Niger

2018-2024 – $4.5 million, Millennium Challenge Corporation (MCC)/Millennium Challenge Account (MCA)

The Government of Niger implemented a fertilizer sector reform process through PARSEN, with technical assistance from IFDC, resulting in the development and adoption of a Fertilizer Sector Reform Plan. Key achievements included the establishment of the Niger Fertilizer Market Observatory (OMEN) and the Niger Fertilizer Technical Committee (COTEN), along with eight regional Fertilizer Technical Committees, a Common Fertilizer Fund, and the Directorate of Fertilizer Inspection and Control (DICE), which trained and appointed 51 fertilizer inspectors and laboratory technicians. The government adopted six national decrees and laws regulating the fertilizer trade, and the private sector was strengthened through the Nigerien Association of Importers and Distributors of Fertilizers (ANIDE), with over 200 fertilizer suppliers trained and authorized. A targeted e-voucher subsidy system, piloted in 10 rural districts, was scaled up, registering 32,000 beneficiaries and subsidizing fertilizer use on 24,250 hectares by program closeout, alongside digital tools for monitoring fertilizer reference prices.

Transforming Irrigation Management in Nigeria (TRIMING) Extension Service Supervision – Nigeria

2016-2022 – $840,000, World Bank in collaboration with the Federal Ministry of Water Resources

TRIMING was implemented in northern Nigeria to improve access to irrigation and drainage services while strengthening institutional arrangements for integrated water resource management and agriculture service delivery in selected large-scale public schemes in northern Nigeria. IFDC promoted improved technologies and built the capacity of farmer organizations to enhance productivity in rehabilitated schemes and increase farmer participation in selected crop value chains. A total of 283 farmer groups were trained on productivity-enhancing technologies and extension strategies, including more than 7,000 farmers in the tomato and rice value chains; 3,644 clients adopted improved agricultural technologies; and over 120,000 smallholder farmers were reached by project interventions.