

SUCCESS STORY: AGRICULTURAL MECHANIZATION SERVICES ENABLE SMALL ENTREPRENEURS TO GROW

Eji Christopher Tractor Services, a land preparation entrepreneur in Ebonyi State, grew its customer base from 70 to 200 smallholder farmers and achieved 100% growth in revenue from N2.5million (USD5,550) in 2022 to N5 million (USD11,100) in 2023 through land preparation and threshing services.

Before its encounter with Extension Activity, Eji Tractor Services was engaged in tractor hiring services with extension services. This led to his low level of farmer clients, patronage, and income. At its encounter with Extension Activity, the MSME was trained in demand stimulation, financial literacy, and record-keeping, which helped it to engage in mechanization campaign in farming communities. He said, *"I thank Extension Activity for providing us the knowledge to incorporate extension services in our business. It is a game changer for me. My farmers are happier with my type of tractor services to them. I have higher patronage since I started partnering with Extension Activity. I thank USAID for this initiative"*.



Eji Christopher (left) explains his tractor operations to the Extension Agent during field visit. Photo Credit: Nigeria Agricultural Extension and Advisory Services Activity.

Mr. Simon Anigor is a client to Eji Tractor Services. He said, *"I used the services of Eji Christopher Tractor Services for my rice production last farming season. Using the mechanized land preparation services from the company, I cultivated 5ha, as against a previous 2ha. The mechanization land preparation practice saved me more time and labor for other agricultural activities and increased my productivity from 2.4 tons/ha to 3.8 tons/ha. "This has tremendously improved my net profit"*. Mr. Simon Anigor thanked Agricultural Extension Activity for the opportunity provided for his business to use the Most Impactful Practices in their farming endeavors, as increased production and yield improved his family's livelihood.

Mr. Eji attested to the fact that the remarkable improvement in his customer base impacted on his business revenue in 2023 enabling him to diversify and expand his business. Through increased review from tractor business, he acquired a mechanized rice thresher at N550,000 to diversify his business.

The Feed the Future Nigeria Agricultural Extension and Advisory Services Activity is a USAID development initiative that supports MSMEs to provide extension services to farmers to enable them to increase their productivity and income.