

# Atavistic Hatchery Doubles Revenue Following Adoption of Juvenile Production

### How it Started

- Atavistic Farms' hatchery constrained by high fingerling mortality, poor water management, and low patronage
- Sold 2 million juveniles per quarter.

### Encounter with Extension Activity

- Introduced to juvenile as a most impactful practice (MIP) by Feed the Future Nigeria Agricultural Extension and Advisory Services Activity "Extension Activity" in 2021
- Received training on: water and fish health management, the use of juveniles, business development, record keeping and utilization, financial literacy, and market demand stimulation.



Mr. Albert Agidah, CEO Atavistic Farms, feeding juvenile fish in one of his 52 ponds

### The Impact

- Expanded pond facilities from 25 to 52 units.
- Developed a customer network of 400 smallholder fish growers
- Sells 4 million juveniles per quarter (12 million per annum)
- Generates NI 40m (USD 305,000) in sales
- Employs 6 full-time staff (including one woman) and 5 part-time staff (including one woman).
- Plans to expand juvenile production to 15 million per annum.

*The Feed the Future Agricultural Extension and Advisory Activity supports micro, small and medium enterprises to provide extension information and advisory services on most impactful agricultural practices to farmers to enable them improve farm productivity and to grow sales.*