

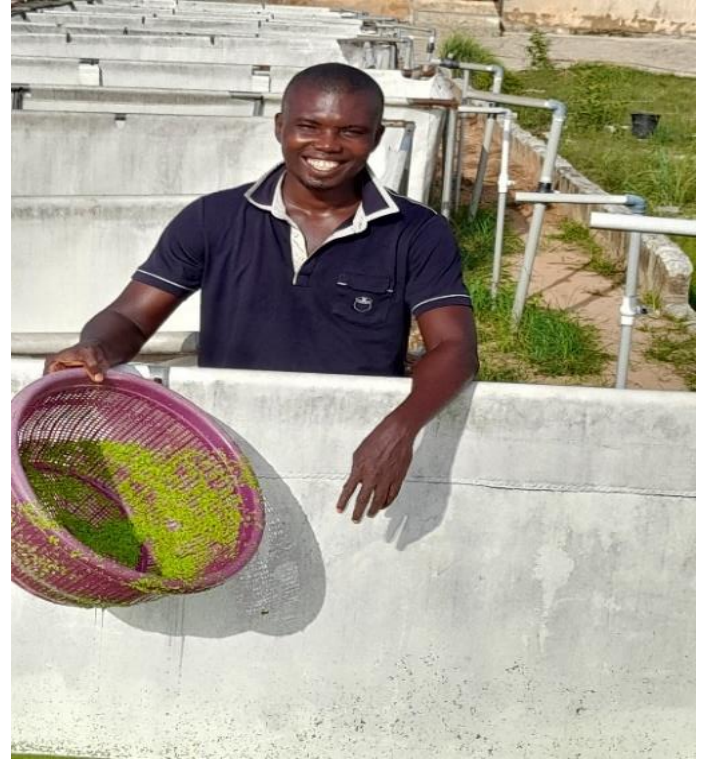
Nelmito Farms Doubles Production and Revenues Following Adoption of Juvenile Business Model

How it Started

- Catfish hatchery and grow-out farming enterprise
- Had conflicts with fingerling customers due to fish mortality rates of over 40% and harvest shortages.

Encounter with the 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 in financial literacy and record-keeping
- Embarked on aggressive promotion campaigns to convince smallholder farmers to use juveniles instead of fingerlings, leveraging training on the use of empirical evidence from the juvenile production business case
- Trained out-growers on how to grow fish to table size in under 3 months, resulting in up to four cycles per year.



Mr. Lucky Mitolo, CEO of Nelmito Farms, inspects his catfish hatchery in Delta State, Nigeria.

The Impact

- Outgrowers began to report a drastic reduction in mortality rates to less than 5%.
- Production capacity increases to 200,000 juveniles per quarter from 80,000 pieces.
- Revenues increases to N7 million (USD 15,000) per quarter from N2.8 million (USD 6,000)
- Expanded facility with a 120,000 juvenile stocking concrete tank
- Grows customer base, from less than 50 small producers, to over 80 big producers and 2 bulk off-takers.

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.