

THE COMPLETE GUIDE TO TOMATO FARMING IN NIGERIA

**A STEP-BY-STEP HANDBOOK FOR
SMALL AND LARGE-SCALE FARMERS**



**Foundation for
Sustainable
Smallholder Solutions**

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1. INTRODUCTION

OVERVIEW OF TOMATO FARMING IN NIGERIA

Tomatoes (*Solanum lycopersicum*) are one of the most consumed vegetables in Nigeria, forming the base of many traditional dishes. However, despite the country producing over 3.7 million metric tonnes of tomatoes annually, according to Faostat, there remains a significant gap between demand and supply. This is due to factors such as poor post-harvest handling, limited access to improved seeds, and inadequate processing facilities.

Nigeria is one of the largest producers of tomatoes in Africa, yet it still imports processed tomato paste due to inadequate processing facilities and supply chain inefficiencies. Investing in tomato farming presents a profitable opportunity for farmers, agribusinesses, and entrepreneurs.



IN REGIONS LIKE KANO, KADUNA, JIGAWA, KATSINA, BENUE, AND PLATEAU, TOMATO FARMING IS A MAJOR LIVELIHOOD ACTIVITY. HOWEVER, DUE TO SEASONAL VARIATIONS, PRICES FLUCTUATE DRAMATICALLY, LEADING TO WASTAGE IN PEAK SEASONS AND SCARCITY IN OFF-SEASONS.



ECONOMIC POTENTIAL OF TOMATO FARMING

MARKET DEMAND AND CONSUMPTION

- According to an industry outlook report by ReportLinker, Nigeria will consume around 2.7 million metric tonnes of tomatoes by 2026.
- The demand for fresh and processed tomatoes continues to rise due to urbanisation and population growth.
- The average Nigerian household spends about 15–20% of their food budget on tomato-based meals.

PROFITABILITY OF TOMATO FARMING

Why Tomato Farming is Profitable:

- High turnover due to fast growth cycle (harvest within 60–90 days). A well-managed hectare of hybrid tomatoes can yield between 25–40 tonnes, with a market price of ₦200–₦1,000 per kg, depending on the season.
- Employment Creation: Tomato farming provides jobs for smallholder farmers, traders, transporters, and processors.
- Possibility of multiple cropping cycles per year (especially with irrigation).
- Strong local and export market for fresh and processed tomatoes. Nigerian tomatoes can be exported to neighbouring West African countries like Niger, Benin, and Ghana.

CHALLENGES AND OPPORTUNITIES IN TOMATO FARMING

Challenges:

- **Seasonal Price Fluctuations:** Prices crash during the rainy season due to surplus production.
- **Pests & Diseases:** The Tuta absoluta (Tomato Leaf Miner) can destroy entire farms.
- **Post-Harvest Losses:** Poor storage and transportation lead to high wastage (up to 40%).
- **Climate Change:** Erratic rainfall and rising temperatures affect yields.

Opportunities:

- **Adoption of Greenhouse & Irrigation Farming:** Allows year-round tomato production.
- **Processing & Value Addition:** Converting fresh tomatoes into paste, puree, or dried products extends shelf life.
- **Government Support:** The Central Bank of Nigeria (CBN) offers loans under the Anchor Borrowers' Programme for tomato farmers.



2. CLIMATE AND SOIL REQUIREMENTS

BEST CLIMATE CONDITIONS FOR TOMATO FARMING

- **Temperature:** Tomatoes grow best in 20°C – 30°C.
- **Rainfall:** Requires 600 – 1200 mm of annual rainfall.
- **Sunlight:** Needs at least 6–8 hours of direct sunlight daily.
- **Humidity:** High humidity increases the risk of fungal diseases like blight.

BEST FARMING SEASONS AND REGIONS IN NIGERIA:

- **Rainy Season:** Planting starts in March – May, harvesting occurs from June – August.
- **Dry Season Farming:** Using irrigation, planting starts in October – December, harvesting occurs from January – March (higher prices).

Region	Climate Suitability	Peak Production Period
Kano, Kaduna, Katsina	Suitable for dry-season farming	November – April
Benue, Nasarawa, Plateau	Ideal for rain-fed farming	May – October
Ogun, Oyo, Ekiti	Moderate success with irrigation	Year-round
Lagos, Rivers, Delta	Humid climate requires disease-resistant varieties	Year-round with greenhouse

SUITABLE SOIL TYPES

- **Best Soil:** Loamy, well-drained soil with organic matter.
- **Avoid:** Waterlogged, acidic, or highly compacted soils.
- **pH Range:** 6.0 – 6.8 (slightly acidic to neutral).

SOIL TESTING AND PREPARATION

How to Test Your Soil:

- **pH Testing:** Use a digital soil pH meter or a local extension service.
- **Nutrient Analysis:** Send soil samples to a laboratory for nitrogen, phosphorus, and potassium (NPK) analysis.

Soil Amendment: If pH is below 6.0, add lime; if above 7.0, add sulphur to adjust acidity.

Steps in Land Preparation:

- Clear the land of weeds and debris.
- Plough the soil to a depth of 20–30 cm for aeration.
- Harrow the field to break up large soil clumps.
- Add organic manure (5–10 tonnes of compost or poultry manure per hectare).
- Create raised beds or ridges (improves drainage and prevents root rot).

3. SELECTING THE RIGHT TOMATO VARIETY

Choosing the right variety determines yield, disease resistance, and marketability.

LOCAL VS. HYBRID TOMATO VARIETIES

Type	Advantages	Disadvantages
Local (Open-Pollinated)	Cheap, adapted to Nigerian conditions	Lower yield, susceptible to diseases
Hybrid (F1)	High yield, disease resistance, uniform fruits	More expensive, requires good management

RECOMMENDED TOMATO VARIETIES FOR NIGERIA

Variety	Yield (Tonnes/Ha)	Resistance	Best Use	Features
Roma VF	20 – 30	Fusarium Wilt	Processing	Firm fruits, good for processing
Kilele F1	35 – 40	Heat and Disease Resistant	Fresh & Processing	Heat tolerant and long shelf life
UC82B	18 – 25	Moderate Disease Resistance	Fresh Market	Compact plant, moderate disease resistance
Platinum F1	30 – 40	High Disease Resistance	Fresh & Processing	High yield, resistant to bacterial wilt
Chibli F1	35 – 45	Heat & Disease Resistant	Fresh & Processing	Heat-tolerant, long shelf life
Cobra 26 F1	35 – 50	Bacterial Wilt Resistant	Dry-Season Farming	Tolerates wet conditions, early maturity

KEY FACTORS IN CHOOSING A VARIETY

- Market demand: Check what buyers prefer—fresh tomatoes or processing types.
- Disease resistance: Choose varieties resistant to fusarium wilt, bacterial wilt, and mosaic virus.
- Yield and profitability: Hybrid seeds are more expensive but offer higher returns.



4. LAND PREPARATION AND PLANTING

LAND PREPARATION STEPS

- **Remove Weeds:** Use a hoe, tractor, or herbicide.
- **Plough & Harrow:** Loosen soil for better root penetration.
- **Add Fertiliser:** Apply organic manure or 10-10-10 NPK fertiliser before planting.
- **Create Ridges or Beds:** Space them 1 metre apart to improve drainage.

SEED NURSERY PREPARATION

- Use seedling trays or nursery beds to germinate seeds.
- Cover with light soil and water daily.
- Seeds germinate in 5-7 days.

TRANSPLANTING SEEDLINGS

- After 3-4 weeks, seedlings should be 15-20 cm tall.
- Transplant in late afternoon or early morning.
- **Spacing:** 45-60 cm between plants and 60-100 cm between rows depending on the varieties. Indeterminate varieties require more spacing than the determinate and semi-determinate ones.
- Water immediately after transplanting to prevent shock.

5. CROP MANAGEMENT AND CARE

WATERING AND IRRIGATION

- Tomatoes require consistent moisture, especially during fruiting.
- Use drip irrigation to conserve water and reduce fungal diseases.
- Avoid excessive watering, which can cause root rot.

FERTILISER APPLICATION

- **Before Planting:** Apply organic manure (poultry/cow dung).
- **2 Weeks After Transplanting:** Use NPK 15-15-15 fertiliser.
- **At Flowering Stage:** Apply NPK 10-10-20 for fruit development.

STAKING AND PRUNING

- **Staking:** Use wooden stakes or bamboo to support plants.
- **Pruning:** Remove lower leaves to improve airflow and prevent diseases.

6. PEST AND DISEASE MANAGEMENT

Tomato plants are vulnerable to various pests and diseases, which can significantly reduce yield. Proper management practices can help minimise losses.

COMMON TOMATO PESTS IN NIGERIA AND CONTROL MEASURES

Pest	Symptoms/Damage	Control Methods
Aphids	Small green/black insects sucking sap from leaves, causing curling and yellowing.	Use neem oil spray, introduce ladybugs (biological control), apply insecticidal soap.
Whiteflies	Tiny white insects on leaf undersides, causing wilting and transmitting viral diseases.	Use yellow sticky traps, apply insecticides like dimethoate or neem-based sprays.
Tomato Hornworms	Large green caterpillars eating leaves and fruits.	Handpick and destroy, use <i>Bacillus thuringiensis</i> (BT) biopesticide.
Tomato leaf miners (Tuta absoluta)	Leaf mining, leaf spotting and yellowing, stunted growth, fruit and stem damage	IPM measures which includes sanitation, crop rotation, LED light trapping and application of selective insecticides such as emamectin benzoate, spinosad and indoxacarb.
Cutworms	Cut seedlings at the base, killing young plants.	Apply wood ash around stems, use biological pesticides.
Root-Knot Nematodes	Swollen, knotted roots leading to stunted growth and yellowing.	Rotate crops, plant nematode-resistant varieties, use neem cake in soil.

COMMON TOMATO DISEASES AND THEIR MANAGEMENT

Disease	Symptoms	Prevention and Treatment
Early Blight (<i>Alternaria solani</i>)	Dark brown spots on leaves and fruits, premature leaf drop.	Use resistant varieties, apply copper-based fungicides, practice crop rotation.
Late Blight (<i>Phytophthora infestans</i>)	Water-soaked lesions on leaves, rapid spreading, fruit rot.	Use fungicides like Mancozeb, remove affected plants, avoid overhead watering.
Bacterial Wilt	Sudden wilting of healthy plants, brownish vascular tissue.	Plant resistant varieties, practice crop rotation, sterilise soil.
Tomato Mosaic Virus (TMV)	Mottled yellow leaves, distorted growth, stunted plants.	Remove infected plants, control aphids and whiteflies (vectors).
Powdery Mildew	White powdery substance on leaves, reducing photosynthesis.	Apply sulphur-based fungicides, improve air circulation by pruning.

INTEGRATED PEST MANAGEMENT (IPM) FOR SUSTAINABLE CONTROL

- Use resistant varieties to reduce disease outbreaks.
- Practice good farm hygiene by removing diseased plants.
- Encourage beneficial insects (ladybugs, predatory wasps) to control pests naturally.
- Use organic pesticides like neem oil, garlic spray, and diatomaceous earth.
- Apply chemical pesticides as a last resort, following safety guidelines.

7. HARVESTING AND POST-HARVEST HANDLING

WHEN TO HARVEST TOMATOES

Harvesting time depends on the variety and market preference.

Maturity indicators:

- **Breaker stage (light red):** Good for long-distance transport.
- **Pink stage:** Ideal for selling in local markets.
- **Fully ripe (deep red):** Best for immediate consumption or processing.

PROPER HARVESTING TECHNIQUES

- Harvest in the morning or late afternoon to reduce heat stress.
- Use sharp scissors or pruning shears to cut the fruits without damaging the plant.
- Handle with care to avoid bruising and spoilage.

SORTING, GRADING, AND PACKAGING

Separate damaged, underripe, and fully ripe tomatoes. Classify based on size, colour, and quality.

- **Grade A:** Large, firm, ripe tomatoes for fresh markets.
- **Grade B:** Medium-sized, slightly soft tomatoes for local sales.
- **Grade C:** Overripe or damaged tomatoes for processing.

Package using ventilated crates or baskets to prevent rotting.

STORAGE AND PRESERVATION METHODS

Method	Best For	Storage Duration
Cold Storage (10–15°C)	Fresh tomatoes	2–3 weeks
Drying (Sun/Solar Drying)	Making tomato powder	Several months
Processing (Tomato Paste/Puree)	Value addition	6–12 months
Controlled Atmosphere Storage	Large-scale commercial storage	Several months



8. MARKETING AND SALES STRATEGIES

UNDERSTANDING THE MARKET DEMAND

- **Peak season:** March – June (high supply, low prices).
- **Off-season:** July – February (low supply, high prices).
- Year-round production using greenhouses or irrigation can yield higher profits.

WHERE TO SELL TOMATOES IN NIGERIA

- **Open Markets:** Mile 12 (Lagos), Wuse Market (Abuja), Onitsha Market (Anambra), etc.
- **Supermarkets and Grocery Stores:** Supply to Shoprite, Spar, and local supermarkets.
- **Tomato Processing Companies:** Sell to industries that make paste and sauces.
- **Online & Social Media Sales:** Use Facebook, Instagram, and WhatsApp to reach buyers.

BRANDING AND VALUE ADDITION

Branding is essential for increasing the value of fresh and processed tomatoes. For fresh tomatoes, using clean packaging and quality labelling can attract premium buyers, such as supermarkets and health-conscious consumers. Processed tomato products, such as tomato paste, dried tomatoes, and tomato powder, offer farmers and agribusinesses a way to reduce post-harvest losses while tapping into a more lucrative market.

Exporting tomatoes also presents a significant opportunity, but farmers must ensure they meet international food safety regulations and quality standards to access foreign markets. For local sales, selling in bulk to wholesalers ensures quick turnover, while packaging in crates adds value for premium customers, such as supermarkets and grocery stores. Processing tomatoes into paste, puree, or dried products allows for higher-value sales and extends shelf life, reducing wastage and increasing profitability.

PRICING STRATEGIES

Effective pricing depends on factors such as market demand, seasonality, and processing level. Fresh tomatoes experience significant price fluctuations, so farmers can store or process their produce when prices are low and sell during periods of high demand. Establishing direct supply contracts with retailers, restaurants, and processing companies can also help stabilise prices and ensure consistent revenue.

9. COST ANALYSIS AND PROFITABILITY

ESTIMATED COST OF TOMATO FARMING PER HECTARE

Expense Item	Estimated Cost (₦)
Land Preparation	50,000 – 100,000
Seeds	30,000 – 60,000
Fertiliser and Manure	80,000 – 150,000
Pesticides and Fungicides	40,000 – 80,000
Labour	100,000 – 200,000
Irrigation (Drip System)	150,000 – 300,000
Harvesting and Transport	50,000 – 100,000
Total Estimated Cost	500,000 – 1,000,000 per hectare

EXPECTED YIELD AND REVENUE PROJECTIONS

- **Yield per hectare:** 10 – 40 tonnes
- **Selling price per kg:** ₦200 – ₦800 (depending on season)
- **Potential revenue:** ₦2,000,000 – ₦10,000,000 per hectare
- **Profit margin:** ₦1,000,000 – ₦9,000,000 after expenses

FINANCIAL PLANNING & FUNDING OPTIONS

- **Government grants:** Anchor Borrowers' Programme (CBN), NIRSAL loan scheme.
- **Agricultural loans:** Bank of Agriculture (BOA), commercial banks.
- **Private investors & cooperatives:** Partnering with agribusiness investors.



10. CHALLENGES AND SOLUTIONS

Challenge	Solution
High post-harvest losses (up to 40%)	Use cold storage or solar dryers to reduce losses.
Pest and disease outbreaks	Grow disease-resistant hybrid varieties.
Market price fluctuations	Process tomatoes into paste, dried, or canned products.
Limited market access	Diversify sales channels (online, local markets, supermarkets).
Seasonal price fluctuations	Grow off-season using irrigation.

GOVERNMENT POLICIES AND SUPPORT

- CBN Agricultural Loan Schemes (Anchor Borrowers' Programme).
- Federal Ministry of Agriculture Initiatives (input subsidies, farmer training).
- Nigeria Incentive-Based Risk Sharing System for Agricultural Lending (NIRSAL).

HOW TO ACCESS GOVERNMENT SUPPORT

To access government support for tomato farming in Nigeria, farmers should first register with recognised farmers' associations and cooperatives. These organisations often serve as intermediaries between farmers and government agencies, making it easier to access funding, training, and subsidies. Additionally, farmers can apply for grants and loans through official agricultural banks such as the Bank of Agriculture (BOA) and programmes like the Anchor Borrowers' Programme by the Central Bank of Nigeria (CBN). These financial aids provide capital for purchasing inputs, improving farm infrastructure, and expanding production.

11. CONCLUSION AND NEXT STEPS

Tomato farming in Nigeria presents a highly profitable opportunity for farmers who plan properly. With the right knowledge, inputs, and management practices, farmers can achieve high yields and maximise profits.

One key strategy for success is reducing losses through efficient post-harvest handling and storage. Additionally, adding value through processing—such as producing tomato paste or dried tomatoes—can significantly increase earnings.

For beginners, it is advisable to start with a small pilot farm to gain experience before expanding to a larger scale. By doing so, you can refine your techniques, minimise risks, and set a strong foundation for long-term success.

If you are ready to begin, visit any of our Farmers' Hubs in your location to get everything you need to start, including inputs, knowledge, and support for pre-cultivation, cultivation, and post-harvest stages. SEE THE NEXT PAGE FOR HUB LOCATIONS.

FARMERS' HUB LOCATION

State	LGA	Community	Hub Name	Hub Manager	Phone Number
Abuja	Kwali	Yangoji	ROSEROKA AGRISERVICES CENTRE	Roseline Omoroka	8060797010
Abuja	Gwagwalada	Gwagwalada	ETEMA FARMS AGRISRVICES CENTER	Gladys Etema	8130790059
Abuja	Kuje	Chibiri	AJIMAFARM AGRISERVICES CENTRE	Hannah Mairiga	7031917545
Benue	Makurdi	Apir	CONMA AGRISERVICES HUB	Aorga Kator Jeremiah	9131582213
Benue	Gboko	Akaaha	LIGSON AVISA FARMERS HUB	Terry Ligom	7034595275
Benue	Gboko	Bar Stream	FA-TOM SULE AGRISERVICES CENTER	Comfort Loho	8149046855
Benue	Gboko	Mbashimbe Ipav	FARMERS HUB MBASHIMBE IPAV	Thomas Azenda	8104442350
Benue	Buruku	Tyav Abuta	VEEKPE AGRISERVICES HUB	Gabriel Aondoaver Veekpe	8082362651
Ekiti	Ekiti West	Erio Ekiti	TAPFA ERIO FARMERS HUB	Ifelola Olubumi	8036365504
Ekiti	Ado	Erifun	ERIFUN FARMERS INOVATIVE HUB	IFEOLUWA ADETUNJI	7035030333
Ekiti	Egbedore	Awo	FARMERS HUB AWO	Ezeh Chidinma Mary	8068393919
Jigawa	Kikirsama	Turabu	HARUNA TURABU & SONS ENT.	Shuaibu Haruna	8107305010
Jigawa	Birnin Kudu	Juwan Tudu	SABO SAGIRU AGRISERVICES CENTRE.	Sabo Sagiru	7038097734
Jigawa	Taura	Taura	GARBA UBALE AGRISERVICES CENTRE.	Garba Ubale	8033142340
Kaduna	Ikara	Pampaida	RIFKATU EMMANUEL AGRISERVICES CENTRE	Rifkatu Emmanuel	8021330230
Kaduna	Makarfi	Tasha-Ruwa	MAIMUNATU NADAB AGRISERVICES CENTRE	Maimunatu Nadabo	8160088774
Kaduna	Giwa	Shika	Farmers Guide Agriservices Center	Jafar musa	8060495738
Kaduna	Lere	Saminaka	NATHAN JINDA AGRISERVICES CENTER	Nathan Jinda	9074650001 8117088876 8031587172
Kaduna	Kabau	Zumtum	FARMERS HUB ZUMTUM	Rabiu Aliyu	8023166272 8094899511

FARMERS' HUB LOCATION

State	LGA	Community	Hub Name	Hub Manager	Phone Number
Kaduna	Samaru	Sabongari	FARMERS HUB SAMARU	Dr Dahiru Jibrin Mohammed	7038785335
Kano	Bichi	Mazarawa-aawa	YUSUF HALIRU AGRISERVICES CENTRE	Yusuf Haliru	8026394788
Kano	Minjibir	Wasai	SALISU SHUAIBU AGRISERVICES CENTRE	Salisu Shuaibu	7045644179
Kano	Dawakin Tofa	Yanshado	MUKTAR GARBA AGRISERVICES CENTRE	Muktar Garba	8084821019
Kano	Dawakin Kudu	Kofar Arewa	GARBA HALADU AGRISERVICES CENTRE	Garba Haladu	8067353808
Kano	Bagwai	Bauje	YUSUF JADDA AGRISERVICES CENTRE	Yusuf Jadda	8036015669
Kano	Tofa	Yansabo	AMINU LIMAN AGRISERVICES CENTRE	Aminu LIMAN	7030211425
Kano	Makoda	Gawon Bature	MUSA USMAN AGRISERVICES CENTRE	MUSA Usman	8067180855
Kano	Kura	Dan Hassan	DAN JUMAI AGRISERVICES CENTRE	Abdurazaq Alhassan	7030504709
Kano	Kura	Imawa	MAAP NIGERIA LIMITED AGRISERVICES CENTRE	latifat Ajeigbe	8022967565
Kano	Bunkure	Tugugu	TALATU IDRIS AGRISERVICES CENTRE.	Talatu Idris	9061742624
Nasarawa	Lafia	Farin kasa	RUTHYFARINKASA AGRISERVICES CENTRE	Ruth Yakubu	8065563574
Nasarawa	Obi	Murya	LIFE RELIEF AVISA FARMERS HUB	Roland Akpu	8136213351
Nasarawa	Karu	Zango	AJAKO AVISA FARMERS HUB	Gambo Ajako	8051215253
Nasarawa	Doma	Angwan Father	OTU OSEYI RICE PROCESSING AGRISERVICES CENTER	Jibril Doma	8031851337
Nasarawa	Lafia	Ashangwa	AZIHMENSON FARM & AGRISERVICES CENTER	Alexandra Awuka	8034998347
Nasarawa	Nasarawa Egon	Nasarawa Egon	FRUITFUL FARMERS HUB	Theresa Markus	8065660314

FARMERS' HUB LOCATION

State	LGA	Community	Hub Name	Hub Manager	Phone Number
Ogun	Yewa North	Ayetoro	LEMMY SUCCESS AGRISERVICES CENTRE	Lekan Olusesan	8067524901
Ogun	Odogbolu	Odogbolu	GREENALY AGRISERVICES CENTRE	Cynthia Ogba	9039599018
Ogun	Ijebu Ode	Odolewu	FOURLAS FOODS AGRISERVICES CENTRE	Sedun Wasiu	8028071609
Ogun	Obafemi-owode, Kobape	Konadun Village	YOMITE FARMS & AGRISERVICE CENTER	Abdulrahman Abdulraheem	8061269372810 3859444
Ondo	Akure	Adofure	FUNMABE MULTIVENTURES AGRISERVICES CENTRE	Festus Ogundele	8033748669
Ondo	Idanre	Idanre	LOYE AGRISERVICES CENTRE	Adeloye Ogunsakin	7069699213
Ondo	Akure North	TEMITOPE	ELIZAVIC AGRO & AGRISERVICES CENTER	Victor Akinseye	8060361278
Ondo	Akure South	ILERE	EMMATEX RESOURCE FACILITY AGRISERVICES CENTRE	Taiwo Akintade	8105574770
Osun	Osogbo	Oshogbo	LAG INNIATIVE AGRIBUISNESS FARMERS HUB	Ajewole Blessing .E.	7046371162
Oyo	Atisbo	Ago-are	SUNDAM AGRISERVICES CENTER	Adedamola Olasunkanmi	9033390686
Oyo	Lagelu	Aboke Village	AGRICWAS FARM & AGRIBUSINESS	wasiu Ajibola	8149698844
Oyo	Akinyele	Moniya	TEP AGRISERVICES CENTRE	Umar Khadija	7061364728
Oyo	Akinyele,	Ijaye Farm Settlement	TAN-KUNFADES MULITI BUISNESS & AGRISERVICES HUB	Sunday Adebayo	8051446150
Plateau	Bassa	Kitai-angol; Bassa	JAM INTERGRATED FARMS	Jummia Madaki	8034425315
Plateau	Riyom	Sham	DANGWOL INTERNATIONAL AGRISERVICES CENTER	Dalyop Dachung	8036210052

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ORGANISATIONS. CONTACT US
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