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MINUTES OF THE SECOND MEETING OF THE STATE COMMITTEE ON EXPORT PROMOTION COUNCIL HELD ON WEDNESDAY, 16TH APRIL, 2025 AT THE CONFERENCE HALL OF THE PMINISTRY OF COMMERCE, INDUSTRY, TOURISM AND SOLID MINERALS

1. Opening Prayer

The meeting commenced with an opening prayer led by Alh Mohammed Kati Machina at 11:18 AM.

2. Introduction of Members

Although this was the second meeting of the committee, members reintroduced themselves to enhance familiarization and collaboration.

3. Opening Remarks by Honorable Commissioner

The Honorable Commissioner, RT Hon Kaigama Umar, welcomed all participants and emphasized the strategic importance of export promotion in Yobe State. He acknowledged the commitment of the committee members and encouraged collaborative efforts to advance export activities.

He highlighted several key objectives:

- Strengthening market linkages to ensure direct access for local exporters.
- Encouraging risk-taking among the face of financial challenges.
- Reinforcing quality standards and regulatory compliance to enhance international competitiveness.
- Urging committee members to explore innovative strategies that will position Yobe State as a leading export hub.
- Reaffirming the State Government's commitment to supporting exporters through financial incentives, infrastructure development, and policy backing.

The Hon. Commissioner concluded by expressing his confidence in the committee's ability to drive meaningful progress, noting that export promotion is crucial in boosting foreign exchange earnings and improving the livelihood of citizens.

4. Updates on Sesame Seed Processing Machines & Other Clusters

The Honorable Commissioner announced:

- The Nguru Sesame Seed Package and Processing Plant has successfully completed its test run and is fully operational.
- Processing plants in Potiskum, Machina, and Damaturu LGAs are completed and will undergo testing soon, Insha Allah.
- Following successful tests, the state will await His Excellency Hon. Mai Mala Buni for the official opening ceremony.
- Efforts are underway to organize an Agricultural Show to engage farmers, dealers, and exporters.

5. Discussion of the Meeting

Financial Support & Market Expansion

- The Managing Director Yobe Investment Company Limited, Hamza Saidu, emphasized that the state government has created an enabling environment for export activities.
- Encouraged committee members to galvanize exporters into action despite missing the 2025 harvest season, as ample stock is still available.
- Noted that Sudan's sesame industry has weakened due to insurgency, creating a market gap Yobe can exploit.
- Farmers should be encouraged to use organic fertilizer, making Yobe's sesame products stand out internationally.
- Sesame is now referred to as "Quiet Gold" due to its growing value.

Funding Challenges & Risk-Taking

- On funding challenges and Risk taking, the Managing Director Yobe Investment announced NEXIM Bank's collaboration with the state government to offer single-digit interest loans to exporters.

Memorandum of Understanding has already been sign between the State Government and Nexim Bank.

- Fidelity and Jaiz Bank have also expressed interest, but finding risk-takers remains a challenge.
- The MD Suggested the Honorable Commissioner lead by example to inspire confidence among exporters.

Local Dealership & Challenges

- Concerns raised about Kano dealers misrepresenting Yobe due to insurgency narratives for their personal business advantages.
- Director of Commerce, Alh Audu Abubakar Daya, advised forming a Subcommittee to:
 - Engage existing dealers directly.
 - Establish alternative dealership models if cooperation proves difficult.
 - Create a local exporting system instead of relying on Kano Exporters coming to buy from us and takes all the credit.
- The committee learned that Dawanau Market in Kano has over 200 packaging plants, yet sources sesame from Yobe, leading to discussions on creating a local processing and export network instead.

Regulatory Compliance & Export Standards

- Honorable Commissioner questioned why exports have not yet commenced, despite the presence of key regulatory agencies.
- MD responded, stating they are awaiting the constitution of management boards for the processing plants.
- State Coordinator, NEPC Usman Ahmad, emphasized the importance of quality control and international standards to increase global market acceptance.
- Addressed the problem of low export activities and provided statistics showing setbacks in cassava exports over the past two years.

Nigeria Customs Service & Export Promotion Guidance

- Ibrahim Yerima, representing the Nigeria Customs Service, emphasized that exporters must understand key mechanisms to ensure seamless trade operations and compliance with regulatory standards.
- He highlighted the following critical export frameworks that exporters in Yobe should leverage:
 - **Export Promotion Initiative (EPI):** A program designed to enhance Nigeria's global trade competitiveness.
 - **Export Expansion Grant (EEG):** A financial incentive for exporters to scale up production and meet international demand.
 - **Export Processing Zones (EPZ):** These designated zones provide tax and tariff reliefs, making exports cost-effective and easier.
 - **Import and Export Bank (NEXIM):** A specialized financial institution supporting exporters with loans and credit facilities tailored for international trade.
 - **Export Promotion Council Guidelines:** Policies that define quality control measures, documentation requirements, and global trade regulations.

Chemical Usage & Contaminants in Sesame

- Ali Umaru Koli, representative of Standard Organization of Nigeria (SON) raised concerns over excessive chemical usage, which negatively impacts export acceptance.
- Urged the Ministry of Agriculture to create awareness among farmers.
- Farmers Association Representative (Alh. Usman Nagari) noted that awareness campaigns have reduced chemical contamination in beans by 80%.

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Formation of Export Subcommittee

To facilitate direct sesame seed exports, the committee agree to co-opt the following Sub-committee consisting of:

- DG, Yobe Investment Company Limited
- DG, Chamber of Commerce, Industry, Mines, and Agriculture
- Coordinating Officer, NEPC
- Representative, Ministry of Agriculture
- Director of Industry (Secretary)

6. Presentation of Export Strategy Document

- The Export Strategy Document (SABER Program: 2023-2027) was presented and copies shared for further input.

7. Any Other Business (AOB)

- Capacity Building Programs to educate exporters on trade compliance.
- Common Facility Development Initiatives to boost infrastructure.
- Cluster-Based Export Strategies to enhance the local processing framework.

8. Closing Remarks & Adjournment

The MD, Yobe Investment Company Limited, officially declared the meeting closed at 1:33 PM.

Next Meeting Scheduled: June 18, 2025, where further updates on export strategies and market expansion will be discussed.

Audu Abubakar Daya

Director of Commerce,
For: - Hon Commissioner

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MINISTRY OF COMMERCE, INDUSTRY, TOURISM AND SOLID MINERALS IBB STATE
SECRETARIAT DAMATURU.

ATTENDANCE SLIP SHEET IN RESPECT OF THE MEETING OF STATE COMMITTEE ON EXPORT
PROMOTION HELD ON MONDAY 27TH JANUARY, 2025. AT CONFERENCE HALL

| S/N | NAME | ORGANIZATION | RANK | GSM | SIGN |
|-----|----------------------|-------------------------|--------------|-------------|--------------------|
| 1 | Rt Hon. KATAMMA UMAR | MCIT & SM | Hon. Comm | 08143112222 | <i>[Signature]</i> |
| 2 | HANZA SAIDU | Tobe Inv. Corp | MOLCOO | 0862307777 | <i>[Signature]</i> |
| 3 | Abu Abirigama Dmya | MCIT | Doc | 07031073872 | <i>[Signature]</i> |
| 4 | Usman Ahmed | NEPC | Sc. | 08036972585 | <i>[Signature]</i> |
| 5 | IBRAHIM YERIONA | CUSTOMS | SC | 08136434304 | <i>[Signature]</i> |
| 6 | BAWA BULAMA | Tobe Invest. Corp | HOD (INVEST) | 08035335343 | <i>[Signature]</i> |
| 7 | Md. Kalli Kudu | MCIT & SMD | Director | 07032047243 | <i>[Signature]</i> |
| 8 | Suleiman BABA GIMBA | MINISTRY OF INFORMATION | Director | 08034393016 | <i>[Signature]</i> |
| 9 | Ali Umaru Koli | SON | PSO | 08068015707 | <i>[Signature]</i> |
| 10 | ASMAU ALYU SULKYMAN | MCIT & SM | DOI | 08036172835 | <i>[Signature]</i> |
| 11 | SAIE ABIBA | MANR | DPPC | 08036531664 | <i>[Signature]</i> |
| 12 | Abdullahi Adamu | MCITS | HOD HR | 08038668210 | <i>[Signature]</i> |
| 13 | Mustapha Galadima | Tobe Shippers Ass | President | 08030952634 | <i>[Signature]</i> |
| 14 | Muhammad IC-NACHOWA | MOCCIMA | DG | 08034389884 | <i>[Signature]</i> |
| 15 | Ali Usman Ngari | AFAW | CHM | 08080547448 | <i>[Signature]</i> |
| 16 | Ali. Ahmed Mustapha | AFAW | Sec | 08065157979 | <i>[Signature]</i> |

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| S/N | NAME | ORGANIZATION | RANK | GSM | SIGN |
|-----|--------------------------|--------------|------------|-------------|------|
| 17 | Abubakar Hussaini Biriri | NEPC | TOP | 08062909629 | |
| 18 | Zakari Abubakar | NEPE | STAFF | 07069577398 | |
| 19 | Suleman M. Abdulkusti | MCITS SM | CCO | 09022328019 | |
| 20 | FATIMA BOMAI ACCAMA | MCITS | CCO | 08038537262 | |
| 21 | Ibrahim Umar Ibrahim | MEI TSM | CO | 08068644338 | |
| 22 | Sani Musa | Rm Rde | SC | 08036547283 | |
| 23 | LAWAN' ALUSA DADINSEL | NAFDAC | STATE COOR | 08034392965 | |
| 24 | Isah Saadu Moh'y | NAFDAC | PRO | 08067447581 | |
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