VALUE CHAIN ANALYSIS OF THE ARTISANAL FISHERIES OF THE Ogun WATERSIDE AREA, NIGERIA
BY AYANBOYE, A.O
Importance of Fish

Fish in its different forms contributes substantially to the diet of Nigerians.

It is more acceptable than other forms of animal protein as there are no social, cultural or religious taboos associated with its consumption in Nigeria.

It represents 28 percent of the animal protein content of the average Nigerian diet.
The value chain analysis describes the full range of activities which are required to bring a product or service from conception, through the different phases of production and delivery to final consumers.

Value chain analysis is a useful analytical tool in understanding the policy environment in terms of efficiency in allocation of resources.
NIGERIAN FISHERIES SECTORS

- Marine: offshore; inshore industrial; and coastal and brackish-water artisanal fisheries.
- Inland: rivers, flood plains, lakes, reservoirs and ponds.
- Aquaculture: fish farms (commercial or subsistence)
The Picture of Nigerian Coastal Artisanal Fisheries

Artisanal fish production is the mainstay of Nigerian domestic fishing industry.

It operates mainly in the remote rural, coastal and inland fishing areas of Nigeria.

It makes up for 85-90% of total domestic fish catch in Nigeria.

It provides economic support and livelihood for millions of coastal and riverine rural dwellers, particularly in the Niger Delta, central and eastern parts of the country.

About 6 million people are currently engaged in artisanal fish production and its ancillary activities.
Nigerian Coastal Area

Of the 36 states in the country (Nigeria), 9 (Lagos, Ogun, Ondo, Edo, Bayelsa, Rivers Akwa Ibom and Cross River) are located in the coastal zone.

The coastline in Nigeria, and especially of the Ogun Waterside Area of Ogun State, is well-endowed with river networks, and a large expanse of exclusive ocean waters for commercial fishing.
OBJECTIVES

1. To identify the existing actors in the value chain
2. To establish the value chain
3. Estimate their marketing margin of the actors.
Figure 1: Map of Ogun State showing Study Area (Ogun Waterside L.G.A).
THE STUDY AREA

- Ogun state waterside coastal waters are rich in diverse fisheries resources
- It recorded 475 species of finfish including cartilaginous fishes like sharks, skates and rays.
METHODOLOGY
Study population and Sampling procedure

- A total of 120 respondents (fishermen and fisherwomen) were selected randomly from four fishing villages (Makun-omi, Oni, Iwopin and Agbalegiyo) in the lagoon area of Ogun Waterside local government area.

Data collection

- Quantitative data was collected with the aid of structured questionnaire

Analytical techniques

- The tools include descriptive statistics such as frequency and percentages, and budgetary analysis
Marketing Margin Analysis: - Marketing margin is the difference between selling price and purchasing price. It is expressed as follows:

- Marketing Margin = \( \frac{\text{Selling price} - \text{Purchase Price}}{\text{Selling Price}} \times 100 \)

Gross Margin Analysis: - The gross margin is taken as the difference between the total value of production and the total variable cost of production.  
GM = TR – TVC  
Where = Profit;  
TR = Total Sales Revenue = selling price  
TVC = Total Variable Cost = Purchasing price
### Table 1: Study Size and Location

<table>
<thead>
<tr>
<th>Chain Actor</th>
<th>Fishing Communities</th>
<th>Fishermen</th>
<th>Fish Processors</th>
<th>Fish Traders</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Makun-Omi</td>
<td>10</td>
<td>20</td>
<td>20</td>
<td>50</td>
<td></td>
</tr>
<tr>
<td>Oni</td>
<td>10</td>
<td>15</td>
<td>15</td>
<td>40</td>
<td></td>
</tr>
<tr>
<td>Agbalegiyo</td>
<td>10</td>
<td>10</td>
<td>10</td>
<td>30</td>
<td></td>
</tr>
<tr>
<td></td>
<td>30</td>
<td>45</td>
<td>45</td>
<td>120</td>
<td></td>
</tr>
</tbody>
</table>
FINDINGS

- The study identified three (3) major actors in the value chain. They are:
  - Fishermen
  - Fish processors
  - Fish traders
THE FISHERMEN

- Fishermen are majorly male at Makun-omi and Agbalegiyo fishing villages, while both female and male fishermen are found at Oni fishing villages.

FISHING GEAR USE

- The fishing gears commonly employed by the fishers in all the fishing villages include: Gillnets, Cast nets, Long lines, Lift nets, Beach-seine nets, Drift nets and assorted Traps (Malian gura, cane, wire, stow net).
FISHERMEN’S CATCH

Local Name: Korowo

Family Name: Channidae
Local Name: Ikekere
Family Name: Pomadasydae
Species: Pristiporma jubelini [Cuvier,1830]

Local Name: Epia
Family Name: Cichlidae
Species: Sarotherodon galilaeus
The fish processors were both male and female.

Most (85.8%) of the sampled fish-marketers were female.
THE VALUE CHAIN

- Fishermen
  - Wholesalers (at waterside)
    - Women Processors
    - Wholesalers (at Urban Market)
  - Wholesalers (at Urban Market)
    - Retailers (at Urban Market)
      - Urban Consumers
MARKETING MARGINS AND NET PROFIT FOR VARIOUS AT EACH CHAIN (US/KG)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Fishermen</th>
<th>Fish Traders</th>
<th>Fish Processors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fishermen’s price (Waterside price)</td>
<td>1.81</td>
<td>2.91</td>
<td>3.15</td>
</tr>
<tr>
<td>Marketing cost</td>
<td>0.21</td>
<td>0.11</td>
<td>0.05</td>
</tr>
<tr>
<td>Consumer purchased Price</td>
<td>2.91</td>
<td>3.15</td>
<td>3.93</td>
</tr>
<tr>
<td>(A) Marketing margin</td>
<td>1.09</td>
<td>1.33</td>
<td>2.12</td>
</tr>
<tr>
<td>(B) Net profit (MM – Cost)</td>
<td>0.88</td>
<td>1.22</td>
<td>1.74</td>
</tr>
</tbody>
</table>
Constraints to value chain development in the study area

- Over 79.2 and 62.4% of the fisherman and fish processors respectively reported poor transportation network to their coastal communities as a very severe constraint to the development of the fish value chain.

- While 82.2% of the middlemen regarded poor storage facilities as a major and very severe constraint to the fish value chain development as
CONCLUSION AND RECOMMENDATION

- From this study it would be seen that fish value chains in Nigeria are not yet developed to meet international market requirements as limited value addition (if any) is done in the industry, with the result that market for fish and fish products are limited to domestic markets.
- There are no exports of Artisanal fishery in the study areas, and so the value-chain is a short and simple.
- Smoking is the only method of fish preservation.
No value addition

The study recommends that there is need to develop a comprehensive and effective road networking in the study area.

Good and storage facilities/cold rooms should be provided by government

There is also the need to improve the marketing structure to give room for value addition product
THANK YOU