Feasibility Study Report: Grape Value Chain Project in Kano State

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Introduction

This study assesses the feasibility of establishing a grape value chain in Barkum, Kano State. The project aligns with national agricultural diversification goals and aims to reduce import dependency.

Technical Feasibility

- **Climate Suitability:** Kano's semi-arid climate (hot days, cool nights) is suitable for grape cultivation.
- **Soil Requirements:** Sandy loam soils with good drainage are available in Barkum.
- **Infrastructure:** Drip irrigation, trellis systems, cold storage, and processing units are planned.
- **Expertise:** The College has existing expertise in crop production, food processing, and solar drying.

Market Feasibility

- **Demand:** High and growing for fresh and processed grape products.
- **Supply Gap:** Nigeria imports $8.53M worth of grapes annually.
- **Market Entry:** Branded "Kano Grapes" with quality certification.
- **Export Potential:** ECOWAS region presents significant opportunities.

Financial Feasibility

- **Total Investment:** ₦200,000,000
- **Funding Schedule:**
  - Year 1: ₦140,000,000
  - Year 2: ₦60,000,000
- **ROI Projection:** Positive by Year 3, with full recovery by Year 5.
- **Risk Mitigation:** 10% contingency budget included.

Operational Feasibility

- **Timeline:** 2-year implementation (2026–2027)
- **Phases:**

    - Phase 1: Farm establishment & processing setup
    - Phase 2: Capacity building & market launch
- **Training:** 200 farmers/women to be trained in grape production and processing.

Risk Analysis

- **Production Risks:** Pest/disease outbreaks, water scarcity.
- **Market Risks:** Competition from imports, price volatility.
- **Mitigation:** IPM practices, irrigation systems, strong branding, partnerships.

Social and Environmental Impact

- **Employment:** 150+ direct and indirect jobs.
- **Nutrition:** Improved access to nutritious fruit products.
- **Environment:** Use of solar dryers, organic fertilizers, and drip irrigation promotes sustainability.

Conclusion

- **Feasibility:** Highly feasible based on technical, market, financial, and operational analysis.

Recommendations

1. Secure funding and begin land preparation by 2026.
2. Establish cooperative and PPP frameworks early.
3. Pursue certification and branding concurrently with production.
4. Monitor and evaluate progress against set objectives.