

Commerce, Industry and Tourism

The Challenge:

There has emerged in the last decade, a consensus on the critical role of competitive markets and entrepreneurs in economic development. The primary barrier to economic growth is often not so much a scarcity of capital, labour or land as it is a scarcity of both the dynamic entrepreneurs that can bring these together and the markets and mechanisms that can facilitate them in this task.

This sector, given the necessary attention, is quite capable of creating employment for Niger State's teeming youth and unleashing the potentials of budding entrepreneurs. Entrepreneurship, that process of using private



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initiative to transform a business concept into a new venture or to grow and diversify an existing venture or enterprise with high growth potential, is what drives economies.

The State, since its creation has not succeeded in floating and sustaining viable ventures despite the advantages of abundant raw materials and cheap labour. There has been no deliberate policy of government on entrepreneurship development. The y, the

business environment was not conducive for investors' funds despite Government's best efforts. It simply fell short of expectation. Specifically, the major challenges facing the sector include: weak government policies and legislation, inadequate infrastructural facilities (electricity, water, and roads), multiple taxations, bureaucratic bottlenecks in land acquisition and certification and the dearth of credit opportunities.

Strategies:

The strategies of overcoming these challenges are:

1. Creating the enabling environment for business to thrive through appropriate legislations
2. Establishing the SME/MFB Agency
3. Creating the enabling environment for the operations of micro finance banks in the State.
4. Encouraging private public partnerships, in establishing SMEs/Cottage industries
5. Re-establishing the SME and Large Industries Layout through the PPP
6. Fast track land acquisition and certification processes
7. Developing a comprehensive tourism policy, and
8. Pursuance of 13%

derivation on Solid Minerals

Eight policy targets have been developed to specifically address these challenges. The policy targets are:

Policy Target 1:

Coverage of Micro Finance Services to the poor extended.

This policy target has the following strategies:

- Updating the State MFI Directory for networking
- Exposing operators to best practices in

Micro-Finance

- Facilitating the recapitalization of potential MFIs to attain MFB status
- Encouraging the establishment of at least 3 MFB in each geopolitical zone of the State

Policy Target 2:

Performance of Micro and Small and Medium Enterprises Enhanced:

Meeting the objectives of the policy targets is based on these strategies:



Gurara Falls

- Establish/Resuscitate SME/MFB Agency in Minna
- Enhance the Business Information Unit of the Agency
- Publish the State Cottage, Small and Medium Scale Enterprises policy
- Establish 3 SME clusters/
Network 1 each in the geopolitical zones.
- Training of staff of coordinating institutions -
- Packaging SMEs to access the SMIEIS Fund
- SMEs operators trained in management skills to enhance standardization and productivity
- Encourage research into Shea Butter processing for export 2008-2011, and
- Promote annual Trade and Agric Fairs in collaboration with the



LGAs in the State
between 2007-2011

Policy Target 3: Improve Industrial Base of the State

The strategies that shall be used to attain this policy target are:

- Review and publish State industrial Plan 2007
- Review and resuscitate the industrial layouts in Minna (2008), industries layout in Garam, and SME layout in Suleja between 2008-2011
- Acquire land for proposed Industrial Layouts in the State
- Review and resuscitate ailing companies

(Zungeru Fertilizer Company and NSDC) in the State preparatory to privatizing them between 2008-2011

- Establish outposts along artisanal mining zones
- Encourage indigenous participation in the extractive industry 2007-2011
- Collaborate with Federal Ministry of Solid Minerals on 13% derivation to the State
- Establish Building Material Market at Suleja and Minna; one regional market at Mokwa and an International Market at Babanna and
- Establish Auto Mechanic Village at Suleja and Minna

Policy Target 4:

To enhance Tourism Infrastructure in the State

- Develop a Comprehensive Tourism policy for the State
- Complete the Suleja Hotel preparatory to its privatization 2008-2011
- Promote the construction of Kainji Lake Water Front Resort and cruise boat and tour services between 2008-2011
- Establish recreational parks around Shiroro and Zungeru, to enhance their tourism potentials between 2008-2011
- Develop Gurara Falls into a viable Hospitality Resort.
- Establish recreational neighbourhood parks in Minna, and major cities to enhance healthy living between 2008-2011

Policy Target 5:

Promote the States' Arts, Culture and Crafts.

This policy target shall be attained through these strategies:

- Upgrade the State museum in Minna between 2008-2011
- Computerise the State Archive and provide furniture and fittings to enhance operations
- Promote arts and crafts potential - woven cloth, mats, hats e.t.c. between 2007-2011, and
- Promote notable annual festivals of music, Durbar e.t.c in the State to boost tourism.

Policy Target 6:

Reposition the State Media Corporation for the promotion of investment.

This policy target shall be attained through a strategy that involves:

- Upgrade the operations of Newline, TV Station, and radio divisions for better information dissemination.
- Encourage Private TV and Radio Broadcasting Stations to start operations in the State between 2008-2011

Policy Target 7:

Establishment of State Bureau of Public, Private Partnership (BPPP)

- Constitute the PPP team
- Produce the PPP policy for Niger State
- Organize regular fora for investors and partners



Build capacity of
State Officials on PPP
on a sustainable basis

Policy Target 8:

Promote Sports and
Youths Development

Promoting Sports and
Youths Development shall
involve these strategies:

- Construct a Sports Complex in Minna
- Promote grassroots /schools sport in Niger State
- Promote Sports Medicine and physiotherapy
- Provide logistics for sports men and women to establish a Sports Academy in Niger



















