



GOVERNMENT OF EBONYI STATE

**EBONYI STATE EXPORT STRATEGY AND GUIDELINES DOCUMENT
MINISTRY OF COMMERCE & INDUSTRY**

20TH DECEMBER, 2023

MEMBERS OF EBONYI STATE COMMITTEE ON EXPORT (SCEP)

1. The permanent secretary Ministry of Commerce & Industry -Chairman
2. Director of cooperative
3. Director of Industry
4. Director of Commerce

Representatives of the under listed organisations:

5. Farmers Association(AFAN)
6. National association of small scale Industry(NASSI)
7. City chamber of Commerce, Industry and Mines
8. Association of Nigerian Exporters(ANE)
9. Manufacturers Association of Nigeria
10. Federal ministry of commerce and Investments
11. State Ministry of information
12. State Bankers committee
13. State Ministry of Agriculture
14. State ministry of Environment
15. Nigerian investment promotion Council (NIPC)
16. Nigerian customs
17. Raw material Research and Development Council
18. Nigerian Export Promotion Council
19. National Agency for Food And Drugs Agency (NAFDAC)
20. Corporate Affairs Commission (CAC)
21. National Youth Council (NYCN)
22. Ministry of solid Mineral
23. Ministry of women Affairs
24. Standard Organization of Nigeria (S.O.N)
25. National Association of Women Entrepreneur (NAWE)
26. Ministry of Culture and Tourism
27. Governor's Representative
28. Ebonyi Export Club (EBEC).

Public Sector

Ministry of Commerce and Cooperative Services
Ministry of Agriculture and Forestry
Ministry of Information
Ministry of Women Affairs and Social Development
Nigeria Custom Services (NCS)
Ebonyi State Agricultural Commodities Association
Scientific Research Council
Ministry of Finance
Nigeria Shippers Council (NSC)
Ebonyi State Development and Investment Promotion Agency (EBSDIPA)
Small and Medium Enterprises Development Agency of Nigeria (SMEDAN)
Bank of Industry (BOI)
Central Bank of Nigeria (CBN)
Bank of Agriculture (BOA)
Nigeria Export and Import Bank (NEXIM)
Federal Ministry of Industry, Trade and Investment (FMITI)
Standard Organization of Nigeria (SON)
National Agency for Food and Drug Administration Control (NAFDAC)
Nigeria Export Promotion Council (NEPC)

The specific sector strategies emerged from the work of dedicated teams for each of the priority sectors (MDAS) *which met for numerous consultations. The MDAS are stated below.*

Private Sector

Nation Youth Council of Nigeria (NYCN)
National Association of Small Scale Industries (NASSI)
Ebonyi State Chambers of Commerce, Mines and Agriculture (EBSCCIMA)
Ebonyi State Consumer Protection Committee (EBSCPC)
Ebonyi State Exporters Association (Export Cluster)
Manufacturer Association of Nigeria (MAN)
Ebonyi State Agriculture Commodity Association (EBSACA)

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EXECUTIVE SUMMARY OF THE EXPORT STRATEGY IN EBONYI STATE

Ebonyi state has comparable advantage in food and cash crops such as cassava, rice, yams, potatoes, amongst others. It is also richly blessed with abundant natural solid minerals such as iron ore, zinc ore (sphalerite) ands, lead ore (galena), granites, limestone oxide, salt sands marcasites and many more (see Appendices),

The state Government is ready for strategic partnership that will help maximize the potential in both the agricultural and solid mineral sector. With the present drive by the Nigerian Export Promotion council (NEPC) for a zero oil-product economy, aimed at diversifying the Nigerian Export capacity, each state is to select a single crop that it has the highest comparative advantage. Ebonyi state selected Cassava in the agriculture produce and also a range of its vast solid mineral endowment.

It is no gainsaying that the necessary precondition for investments and export is the securing of an enabling environment which the state Government has done a lot in the area of ease of doing bbusiness, enabling Tax incentives, Agricultural funding , strong collaboration with Raw material Research council, standard Organization of Nigeria , NEPC and many others.

Strategic Goals

The overarching goal of this strategy is to diversify and strengthen the state's economy by increasing export revenues, creating jobs, and enhancing the competitiveness of local industries. The key objectives are:

- ❖ **Capacity Building:** Equip local industries and exporters with the knowledge, skills, and infrastructure required to meet international standards and access global markets.
- ❖ **Product Development:** Focus on the development of key exportable products, including rice, cassava, palm produce, and minerals like lead and zinc, ensuring value addition and compliance with global quality standards.
- ❖ **Market Expansion:** Identify and pursue opportunities in high-potential export markets across Africa, Europe, Asia, and the Americas, with a focus on establishing strong trade relations through the African Continental Free Trade Area (AfCFTA).
- ❖ **Sustainability and Innovation:** Encourage environmentally sustainable production practices, modernize agricultural methods, and promote the use of technology to increase productivity and reduce waste.



Importance of Ebonyi State Export Strategy and Guidelines

The Ebonyi State Export Strategy and Guidelines is a critical document developed to address the growing need for economic diversification, enhance the state's competitiveness in global markets, and create sustainable pathways for economic growth and development. Several key factors underscore the importance of this strategy for Ebonyi State:

1. Economic Diversification

Nigeria's economy has long been dependent on oil exports, leaving the country vulnerable to fluctuations in global oil prices. Ebonyi State, like much of the nation, is seeking to reduce its reliance on a single revenue stream by boosting non-oil exports. The export strategy aims to position the state's abundant agricultural products, mineral resources, and processed goods as new sources of foreign exchange and economic stability. This diversification will foster a more resilient and sustainable economy for Ebonyi.

2. Leveraging Ebonyi's Natural Resources

Ebonyi is blessed with vast natural resources, particularly in agriculture and minerals. Despite this, the state has not fully maximized its potential in the export market. The strategy is designed to capitalize on key exportable products such as rice, cassava, yam, palm oil, and minerals like lead, zinc, and limestone. By focusing on value addition and meeting global quality standards, the state will enhance its product offerings and increase their appeal in international markets.

3. Job Creation and Poverty Reduction

Export-driven growth has the potential to significantly increase employment opportunities and reduce poverty levels in the state. By empowering local industries, especially small and medium-sized enterprises (SMEs), and enhancing their access to export markets, the strategy will spur job creation across multiple sectors. This, in turn, will improve livelihoods, reduce poverty, and contribute to inclusive economic growth across Ebonyi.

4. Global Market Access through AfCFTA

The African Continental Free Trade Area (AfCFTA) agreement offers significant opportunities for Ebonyi to expand its trade relationships within Africa and beyond. This strategy seeks to position Ebonyi as a key player in regional and continental trade by reducing trade barriers, increasing the state's export volume, and tapping into larger markets. By aligning with AfCFTA objectives, the strategy allows Ebonyi to take full advantage of the reduced tariffs and increased market access that come with regional integration.

5. Enhancing Competitiveness and Standards

One of the key challenges facing potential exporters in Ebonyi is the ability to meet international standards and certifications required for global trade. The export strategy provides clear guidelines on how businesses can improve product quality, comply with international regulations, and adopt sustainable practices. It also encourages the modernization of production techniques, the adoption of technology, and the pursuit of innovation, all of which will enhance the competitiveness of Ebonyi's products in the global marketplace.

6. Infrastructure Development

The export strategy emphasizes the need to develop critical infrastructure to support trade activities. Efficient transport networks, storage facilities, processing plants, and logistics hubs are essential to facilitating the smooth flow of goods from producers to international markets. The strategy outlines initiatives to invest in and improve infrastructure that will support exporters and enhance supply chain efficiency, reducing costs and delays.

7. Policy Alignment and Business Environment

The strategy provides a roadmap for creating a conducive business environment, aligned with both state and national policies that promote exports. This includes simplifying administrative procedures, reducing export bottlenecks, and improving the regulatory framework to make it easier for businesses in Ebonyi to access global markets. By providing clarity and guidance on export procedures, the strategy empowers businesses with the information they need to navigate the export landscape.

8. Sustainability and Long-term Growth

Sustainability is at the core of this strategy. By promoting environmentally friendly practices, responsible resource use, and the adoption of green technologies, the strategy aims to ensure that the state's economic growth is not only robust but also environmentally sustainable. In this way, future generations will continue to benefit from the state's natural wealth while protecting its resources.

Objectives

The Ebonyi State Export Strategy and Guidelines aims to transform the state's economy through strategic interventions that enhance export capacity, diversify the economic base, and increase global competitiveness. The following objectives have been identified to guide the successful implementation of this strategy:

1. Diversify the State's Economic Base

The primary objective of the export strategy is to reduce reliance on domestic markets and traditional revenue sources by expanding the range of goods and services exported from Ebonyi. This includes developing high-potential sectors such as agriculture, agro-processing, minerals, and manufactured goods to drive sustained economic growth.

2. Increase Export Capacity and Value Addition

One of the core objectives is to enhance the capacity of local industries and SMEs to produce exportable goods that meet international quality standards. By promoting value addition across key sectors, such as agricultural processing and mineral beneficiation, Ebonyi aims to increase the value of its exports and make its products more competitive in global markets.

3. Expand Market Access

The strategy seeks to open new international markets for Ebonyi's products by leveraging trade agreements such as the African Continental Free Trade Area (AfCFTA) and exploring opportunities in Europe, Asia, and the Americas. This involves identifying high-demand markets, building strong trade relationships, and supporting exporters in overcoming entry barriers.

4. Promote Sustainable Export Practices

Sustainability is a key objective of the export strategy. The state aims to encourage environmentally friendly and sustainable practices across all export sectors. This includes promoting the efficient use of resources, reducing waste, and adopting technologies that minimize the environmental impact of production and processing activities.

5. Create Employment and Reduce Poverty

By increasing export activities and supporting industries involved in export production, the strategy seeks to create jobs and reduce poverty across Ebonyi State. The expansion of value-added production, especially in agriculture and manufacturing, will generate employment opportunities in rural and urban areas alike, contributing to economic empowerment and improved livelihoods.

6. Improve Infrastructure and Logistics

The strategy outlines initiatives to enhance the infrastructure required for efficient export activities, including roads, storage facilities, and processing plants. Improving logistics networks will help reduce costs, improve supply chain management, and ensure that products reach international markets efficiently and on time.

7. Build Capacity and Enhance Competitiveness

A critical objective is to build the capacity of Ebonyi's exporters to compete in international markets. This includes training programs for entrepreneurs, exporters, and SMEs on international standards, compliance, and certification requirements. The strategy will also support innovation and the adoption of modern production techniques to improve product quality and increase productivity.

8. Strengthen Policy and Regulatory Frameworks

The export strategy seeks to align state policies with national export promotion frameworks and international trade regulations. By streamlining regulatory procedures, reducing export-related bottlenecks, and ensuring transparent trade practices, the strategy aims to create an enabling environment for businesses to thrive and expand their global reach.

9. Attract Investment in Key Export Sectors

The strategy aims to create a conducive environment for both domestic and foreign investors to participate in the development of Ebonyi's key export sectors. By promoting investment opportunities in agriculture, mineral extraction, and manufacturing, the state hopes to attract capital that will enhance export production capacity and infrastructure development.

10. Foster Partnerships and Collaboration

Collaboration is essential to the success of this strategy. The document outlines plan to foster partnerships between the public and private sectors, development agencies, financial institutions,

and international trade bodies. These partnerships will provide the necessary financial, technical, and advisory support to ensure that export-oriented businesses in Ebonyi can thrive.

The Process Developing the State Export Strategy

The development of the Ebonyi State Export Strategy and Guidelines followed a collaborative and data-driven approach. The process began with a comprehensive analysis of the state's economic structure, focusing on its export potential across sectors such as agriculture, mining, and manufacturing. This analysis helped to identify areas where Ebonyi could maximize its competitive advantages on the global stage.

Consultations with key stakeholders, including government agencies, the private sector, and development partners, played a vital role in shaping the strategy. These discussions provided crucial insights into existing challenges and opportunities, ensuring that the strategy addresses the needs of the state's export community.

The process involved extensive market research to identify viable international markets for Ebonyi's products. Understanding global demand and emerging trade trends allowed the strategy to target sectors with high export potential, especially in agricultural products like rice, yam, and cassava, as well as mineral resources. Ebonyi's unique strengths in these areas were considered while mapping out market entry strategies.

Engagement with stakeholders was prioritized to ensure inclusivity and relevance. Various workshops, focus groups, and one-on-one consultations were held with exporters, industry associations, financial institutions, and international organizations. This inclusive approach ensured that diverse perspectives were reflected in the strategy, fostering broad ownership and support for its implementation.

Key challenges facing the state's export development were identified, including infrastructure gaps, limited access to finance, and difficulties in complying with international standards. Opportunities such as the state's rich natural resources, proximity to regional markets, and growing trade partnerships were also highlighted. The strategy seeks to transform these challenges into opportunities for growth and expansion.

Strategic prioritization followed, focusing on sectors where the state can achieve the greatest impact. This prioritization considered factors such as market demand, resource availability, and the capacity of local businesses to scale up their operations. The strategy emphasizes value addition in key sectors, aiming to increase the competitiveness of Ebonyi's exports by ensuring that products are processed locally before entering international markets.

Actionable initiatives were then developed to support the state's export goals. These initiatives include capacity-building programs, infrastructure improvements, and financial support mechanisms tailored to the needs of businesses involved in export. The strategy also promotes policy reforms to streamline export processes, reduce bureaucracy, and encourage investment in export-oriented industries.

Throughout the process, efforts were made to align the state's export strategy with Nigeria's national trade policies and international agreements such as the African Continental Free Trade Area (AfCFTA). This ensures that Ebonyi can fully leverage national and regional trade opportunities, increasing its integration into global markets.

The draft strategy underwent a thorough review process, where stakeholders were invited to provide feedback. This feedback was carefully considered and incorporated into the final document to ensure that it addresses the concerns of all relevant parties and remains flexible enough to adapt to changing market conditions.

Upon completion, the strategy was endorsed by the state government and launched publicly, marking the beginning of the implementation phase. A monitoring and evaluation framework has been put in place to track progress, address emerging challenges, and ensure that the strategy delivers on its goals for long-term economic development.

Policy Thrust

The Ebonyi State Export Strategy is driven by a forward-looking policy framework designed to harness the state's economic potential and position it as a key player in both national and international markets. The policy thrust is focused on creating an enabling environment for exporters, fostering innovation, and promoting sustainable economic growth. The guiding principles of this policy are as follows:

- I. Economic Diversification:** The core of the policy is to diversify Ebonyi's economy by expanding the range of goods and services that can be competitively exported. The strategy focuses on transitioning from reliance on domestic consumption and traditional sources of revenue to promoting exports in high-potential sectors such as agriculture, mining, and manufacturing. This diversification will reduce economic vulnerability and create new growth opportunities.
- II. Value Addition and Industrialization:** To maximize the economic benefits of export activities, the policy emphasizes the importance of value addition across all sectors. Rather than exporting raw materials, Ebonyi is focused on increasing local processing and manufacturing capabilities, particularly in agriculture and minerals. This approach is expected to boost export revenues, create jobs, and enhance the competitiveness of Ebonyi's products in global markets.
- III. Capacity Building and Innovation:** A key thrust of the policy is the development of local capacity to meet international standards and compete globally. The strategy supports initiatives to build the technical, managerial, and financial capacities of local businesses, especially small and medium-sized enterprises (SMEs). Innovation and the adoption of new technologies are also promoted, enabling businesses to improve productivity, meet international certification requirements, and add value to their products.
- IV. Infrastructure Development:** The policy prioritizes the development of critical infrastructure to support the export sector. This includes improving road networks, expanding storage and processing facilities, and enhancing logistics capabilities. By upgrading infrastructure, the state aims to reduce the cost of doing business, improve supply chain efficiency, and ensure timely delivery of products to international markets.
- V. Export Market Expansion:** Ebonyi's policy thrust includes expanding access to international markets by leveraging trade agreements such as the African Continental Free Trade Area (AfCFTA). The strategy promotes the exploration of new markets in Africa, Europe, Asia, and the Americas, ensuring that Ebonyi's products are able to compete and thrive globally. Support will also be provided to exporters in navigating market entry challenges, including compliance with international trade regulations and standards.
- VI. Sustainability and Inclusive Growth:** Sustainable practices are at the heart of Ebonyi's export policy. The strategy promotes environmentally friendly production processes, efficient resource use, and the adoption of practices that ensure long-term sustainability. Additionally, the policy seeks to foster inclusive growth by ensuring that the benefits of export-led development are shared widely across the state, with a focus on creating jobs and reducing poverty in rural and urban areas alike.
- VII. Public-Private Partnerships:** The policy encourages strong collaboration between the public and private sectors to drive export growth. Public-private partnerships (PPPs) will be a key mechanism for financing and implementing key projects, such as infrastructure development, export financing programs, and capacity-building initiatives. By working

together, the government and private sector can create a supportive ecosystem that facilitates business growth and export success.

VIII. Regulatory Reform and Streamlined Processes: To create a more conducive business environment, the policy supports regulatory reforms aimed at simplifying export procedures, reducing bureaucratic bottlenecks, and ensuring compliance with international trade laws. The focus is on creating a transparent, efficient, and business-friendly regulatory framework that will make it easier for exporters to thrive in Ebonyi.

IX. Investment Promotion: A critical component of the policy is attracting both domestic and foreign investment to key sectors of the economy. By offering targeted incentives and creating an investor-friendly environment, the state seeks to attract investment that will stimulate growth in industries with high export potential. The policy also encourages reinvestment in local industries, further boosting production capacity and enhancing the state's export profile.

Features of Ebonyi State Export Strategy

The Ebonyi State Export Strategy is a comprehensive framework aimed at unlocking the state's export potential and driving sustainable economic growth. The strategy is designed with key features that address the unique needs of the state's economy, position it to compete globally, and ensure long-term success for businesses and industries involved in export. These features are as follows:

Sector-Specific Focus

The strategy highlights key sectors with high export potential, particularly agriculture, mining, and manufacturing. The focus is on sectors where Ebonyi has a natural competitive advantage, such as rice, yam, cassava, palm oil, and mineral resources like lead, zinc, and limestone. By concentrating on these industries, the strategy aims to build a strong foundation for export-led growth and economic diversification.

Emphasis on Value Addition

A critical feature of the strategy is its emphasis on increasing the value-added component of Ebonyi's exports. This means encouraging local processing and refining of raw materials before they are exported. By developing agro-processing and mineral processing industries, the state can enhance the competitiveness of its products, increase export revenues, and create higher-quality jobs.

Infrastructure Development

Recognizing the importance of infrastructure to successful export activities, the strategy emphasizes the need for developing critical export-supporting infrastructure. This includes improving transportation networks (roads, railways), establishing processing facilities, and creating logistics hubs. Adequate storage, warehousing, and handling facilities are also prioritized to ensure that products reach international markets in top condition.

Capacity Building and Skills Development

The strategy includes targeted initiatives aimed at building the capacity of local businesses to meet international standards and export requirements. This feature focuses on training programs, workshops, and technical assistance to help businesses, especially small and medium-sized enterprises (SMEs), become export-ready. By equipping local businesses with the necessary skills and knowledge, the strategy enhances their ability to compete in global markets.

Trade Facilitation and Regulatory Support

The strategy simplifies export procedures and promotes reforms that reduce bureaucratic delays,

ensuring that the export process is efficient and transparent. It supports compliance with international trade regulations and certification standards, helping businesses navigate complex requirements with ease. This feature is aimed at creating a business-friendly environment that fosters export activities and reduces the cost of doing business.

Market Expansion and Diversification

A key feature of the strategy is its focus on expanding Ebonyi's access to international markets. The strategy seeks to identify new opportunities in emerging markets, as well as strengthen existing trade relations with established partners. By leveraging trade agreements like the African Continental Free Trade Area (AfCFTA), the strategy ensures that Ebonyi's products can reach diverse markets across Africa, Europe, Asia, and beyond.

Sustainability and Environmental Responsibility

Sustainability is a core principle embedded in the export strategy. The strategy promotes eco-friendly practices across industries, ensuring that resources are used efficiently and responsibly. This feature ensures that export growth does not come at the expense of environmental degradation, and it encourages the adoption of sustainable production techniques that align with international environmental standards.

Public-Private Partnership (PPP) Model

To drive export growth, the strategy emphasizes the importance of collaboration between the public and private sectors. Public-private partnerships (PPPs) are encouraged to finance and implement critical projects, such as infrastructure development and capacity-building initiatives. By fostering cooperation between government, private sector actors, and international partners, the strategy creates a shared vision for export success.

Access to Finance and Export Credit

Recognizing the challenges businesses face in accessing finance, the strategy includes mechanisms for improving access to export financing and credit. By working with financial institutions to provide tailored financial products, such as export credit guarantees and trade financing, the strategy ensures that businesses have the financial support they need to grow their export activities. This feature is designed to mitigate financial risks and enhance the liquidity of export-driven enterprises.

Monitoring and Evaluation Framework

A robust monitoring and evaluation framework is integrated into the strategy to ensure its successful implementation. This feature ensures that the progress of export activities is regularly tracked, and necessary adjustments are made to stay aligned with the strategy's goals. The framework includes performance indicators and regular reporting mechanisms to assess the effectiveness of interventions and make data-driven decisions.

Incentives for Exporters

The strategy provides incentives for businesses involved in export, such as tax reliefs, reduced tariffs, and access to special export zones. These incentives are designed to encourage more businesses to engage in export activities, increase the state's export volume, and make Ebonyi a more attractive destination for investors looking to participate in the global supply chain.

Alignment with National and Regional Policies

To ensure coherence, the strategy is aligned with national trade promotion frameworks and regional agreements like the African Continental Free Trade Area (AfCFTA). This alignment allows Ebonyi to leverage national policies and trade incentives, while also taking advantage of regional

market access opportunities. The strategy thus ensures that Ebonyi's export activities are integrated into broader trade initiatives.

SECTORAL ANALYSIS

In 2022, agriculture contributed around 36 percent to the state GDP. The State Committee on Export Promotion (SCEP) is embedded within the Economic Sector comprising of Commerce and Industry, Agriculture, Mines, Trade and Investment.

HARNESSING OF AGRO- MINERAL AND INDUSTRIAL/ INVESTMENT POTENTIALS OF EBONYI STATE

A close study of the Trade and Investment map of Nigeria discloses glaring opportunities and possibilities and today Ebonyi stands out as the Treasure Island and choice destination for genuine Investors who must have to imbibe the tenets of the people's charter of needs policy of the State Government so as to be able to comfortably invest in the state. From a simple character of largely rural and crude production activities in agriculture, mining and quarrying in the pre-statehood era, the economic landscape of Ebonyi has evolved gradually into a melting pot of a very modern and upcoming Trade and investment Bus Stop.

A. Trade and Investment Ventures in Ebonyi State.

(i). The Ultra-modern International Market at Abakaliki Capital City

(ii) The state of art microcosm copy of Dubai Shopping mall replicated in the state known as Ebonyi shopping mall located at the heart of the capital city.

(iii). The revamped Nkaliki Poultry Farm with a capacity to produce 9000 broilers/week and 4 2 million eggs year.

(v) The Industrial estates located at Uburu, Ohaozarar LGA and Ntsurakpa/Ishieke axis of Ebonyi state.

(vi). The Ultra-modern SATAKE Rice Miling Plants at the three Senatorial zones of the state (Iboko for Ebonyi North; Ikwo for Ebonyi Central and Osso Edda for Ebonyi South)

(vii), The Ultra-modern MEGA Water Industries at Oferekpe of Ikwo L.GA, Ezillo in Ishielu LGA and Ukawu of Oncha LGA.

(viii) Ebonyi Pipes Production Company LTD etc

There is also a preponderance of commercial retailing and general wholesale of mainly consumer items like foods and beverages, and other commodities of trading, haulage, transportation of both Stone minerals, Industrial and domestic products has soared in Ebonyi and its environs. This transport business in tum generates auxiliary businesses of spare parts and maintenance services in the state.

Crops yield of yam, rice, maize, cassava, groundnuts, cocoyam and sweet potatoes are very reasonable. Fruit farming for oranges and mangoes are also high yielding in the state. Their yields can sustain very Viable processing industries in these regards.

Mining, Quarrying and allied industries dependent on solid minerals have great potential in Ebonyi State.

NIGERCEM cement factory situated at Nkalagu, Ebonyi State was the premier cement factory in Nigeria because of the abundance of quality limestone in the area. Government is currently addressing the preliminaries towards actualizing the establishment of new cement plants in the shortest, possible time. Solid minerals which are in commercial quantities include Lead, Zinc, Copper, Aluminum, Coal, Lignite, Gypsum, Salt (largely locally produced), Granites, Kaolin, Clay, Barite, Sand, Laterite etc.

B. Ebonyi State and its agro-industrial derivatives.

It is not yet determined in which area of Ebonyi state is more endowed agricultural resources. The land in Ebonyi is lush, abundant, fertile and productive. Ebonyi soil is indeed reputed to be the richest and highest yielding for rice, yam and cassava cultivation and about 30 other cash and food crops in West Africa. Ishielu LGA is predominantly known for the production of potatoes, yam, cassava and rice. There is therefore Vast potentials and opportunities for large scale farming and agro – industrial ventures of any size in the state. Ebonyi being an agrarian state has an added advantage in terms of any kind of agro-business and industries. The fertilized land and massive road network make it easier for agriculture to thrive in the state. The availability of gigantic rice processing plants in the 3 zones of the state and Ezillo Farm/storage plants are contributing factors to enormous agricultural development in the area. Ebonyi has added advantage on major cereal crops such as (Rice, maize etc), all tuber crops (Yam, Cassava, Wateryam etc), sesame seeds, fruits of all kind etc and value chains associated with them.

C. Commerce and Industry

In area of Commerce & Industry, Ebonyi International Market, Ebonyi Shopping mall, industrial estates, newly constructed international airport and other gigantic edifices are begging for investors use in the state.

Ebonyi is ripe for any kind of industrial project owing to the availability of raw materials, labor and security in the state.

Ebonyi Shopping mall located in the heart of the capital city is a gigantic edifice that has thousands of spaces for allocation to investors for banking services, production companies of all kind, media houses, restaurants, eateries, etc.

In area of Commerce, the rural areas need to be opened up for commercial purposes. The state government has linked all the 13 LGAs with durable ring roads that will beat the taste of time. Construction of markets in those areas will be germane and viable projects that calls for investors' attention.

INVESTMENT POTENTIALS OF EBONYI STATE.

(Solid Mineral Resources and Industrial Locations and uses)

S/N	NAME OF MINERALS	LOCATIONS	EXPLOITATION /DORMANCY	UTILIZATIONNN
1	Brine (Salt)	1.Uburu – Ohaozara LGA 2.Okposi – Ohaozara LGA 3.Ameri – Ikwo LGA 4. Amasiri – Afikpo North LGA 5. Ochege – Onicha LGA 6. Idembia – Ezza South	Locally Exploited	Refining yields edible salt, caustic soda, soda ash, sodium hypochloride, chlorine etc
2	Granite	1.Ishiagu – Ivo LGA 2.Ezillo – Ishielu LGA 3.Otam – Izzi LGA 4.iyimagu -Izzi LGA 5. Ngbo – Ohaukwu LGA 6. Akpoha – Afikpo LGA	Mostly being exploited by certified both local and foreign firms while in some areas are yet to be mined	Chippings for road constructions, bridges, building etc
3.	Lead-Zinc-Copper	1. Ameka – Ezza S. 2.Enyigba – Abakaliki LGA 3.Ameri- Ikwo LGA 4.Ishagu – Ivo 5. Nkpumaakpatakapa –Izzi	High Grade exploitation by RSL while in some areas are locally mined	Pencils, solders, beraings, alloys, ammuniton, batteries, bronze, brass, lithographic plates, galvanizing cables, conductors etc
4	Sands	Afikpo North Ishielu Ikwo Uburu	Highly exploited locally	Building bridges, road construction, houses etc
5	Limestone, dolomite, Dolerite	Ishielu (Okpoto, Ezillo & Nkalagu) Ohaukwu (Ngbo& Effium) Ebonyi (Isheke)	Not exploited. NIGERCEM not working.	Cement, animal feeds, fertilizers, glass, water treatment, tanning, chalk etc
6	Barites	Nwezenyi – Igbeagu Izzi, Ivo	Dormant	Drilling Mud for oil companies
7	Kaolin	Oziza/Ndibe beach (Afikpo North) Afikpo South Ishagu (Ivo)	Locally exploited	Ceramics, Pharmaceuticals, paints, detergent, robber etc

8	Fillers Earth/ Laterites	All parts of Ebonyi state	Partly exploited	Brewery, Civil Constructions of all kind etc
9	Charcopyrite, False Gold, Uranium	Enyigba (Izzi) Ishagu (Ivo) Enyigba (Izzi)	Dormant	Ornaments, Gold Plating, Power generation
10	Coal/lignite	Ubeyi (Afikpo)	Dormant	Power Generation, battery tc
11	Pyrites	Enyigba Ameri	Dormant	Motor Brushing, Vehicle parts
12	Copper ore, iron ore and quartz	Enyigba Abakaliki	Locally exploited	Wire and alloy, metal fabrication, diode, scientific equipment, wrist watch etc
13.	Tar /Share	Ishiagu	Partially exploited	Asphalt tar for road construction

Deliberate Policies towards Rapid Promotion of Trade and investments In Ebonyi State.

- A cocktail of incentives and deliberate policy that genuine investors who apply for plots get their allocation within three days of application.
- State laws on business and investment, incorporate incentives such as annual capital allowance and tax holidays.
- Regimen aimed at creating and promoting an enabling environment for the private sector to thrive and drive the business and economy.
- Industrial estates and layouts have been developed at Abakaliki, Onueke (Airport axis) and Afikpo areas of the state to encourage investments.
- There is an open-door policy on investment; land is available and manpower is enthusiastically made available to investors
- Provision of a secure environment which has the nation's best climate for social peace, low crime rate, friendly and hospitable people who are industrious, simple and open minded
- An aggressive investment promotion programme complemented with an open-door policy and invitation to investors literally from around the world.
- National and International training of skilled manpower arising from a massive and sustained investment in education and human capital development by the government.
- Creating an investor/host community **peaceful negotiation table** in line with the overflowing basket mineral deposits with energy production values.
- Ebonyi tourist sites also present enormous investment opportunities. Government development policy initiatives are highly in favor of this area (**eco-tourism**) as a strategy for diversifying the state revenue base and fast tracking the development of rural areas.

- Complementing the the tourism potentials of the state, there are battery of luxury hotels which help to provide a balanced mix of business and pleasure in the state.

EBONYI STATE EXPORT SUPPORT STRATEGIES (RELATED TO PRODUCT AND MARKET EXPANSION)

The state export interest in non-oil is focused on optimization of local content and the empowerment of local **agricultural produce and solid minerals** in the state.

The objective is to sustain inclusive and diversified economic growth in non oil products thereby creating an enabling environment for economic activities to flourish in the state.

STRATEGIES FOR PROMOTING EXPORT ACTIVITIES IN THE STATE

1. Enabling business environment for registration of businesses.
2. Tax incentives.
3. Access to funds-loans and grant to SMEs, MSMEs,
4. Cluster production and farming to increase volume of production and market expansion.
5. Off-takers investors to support farmers for cassava and solid mineral in providing pre-harvest, harvest and post-harvest ancillary services such as inputs, storage, haulage, etc.
6. Export incentives – such as Export support incentive:-Export Expansion Grant scheme (EEG), Tax Relief on Interest Income (TRIP), Export Development Fund Scheme (EDF), Export Credit loan scheme.
7. Gender inclusiveness
8. Sensitization and training for stakeholders on Export opportunities and support.
9. Partnership with Nigerian Export Promotion Council
10. Budget inclusion or funding SCEP to improve the efficiency of the committee, empower the committee to take up more export led activities and to provide funds to support the state export strategy.

EXPORT GUIDELINES:

1. REGISTRATION

- a. Registration as an Exporter with NEPC
- b. The Registration process is solely through E- registration platform of NEPC. (www.nepc.gov.ng)
- c. The Exporter must be dealing on made-in-Ebonyi products as indicated above.

2. DOCUMENTS REQUIRED FOR NEPC REGISTRATION

a) Limited Liability Company

- Certificate of incorporation'
- Form CAC 1.1(Particulars of Directors)
- Memorandum and Articles of Association

b) Cooperative society

- Certificate of Registration
- Bye Laws

c) Government or Non-Government Organisation

- Certificate of Registration
- Constitution of the Government or Non-Government Organization

SERVICES FEES

1. New Registration	N 13,500
2. Renewal of old certificates	N 13,500
3. Late Renewal of late certificates	N13,500
4. Mutilated old certificate	N13 500
5. Lost old Certificates	N 13,500

N.B -All certificates issued before 3/4/2017 on expiry will be required to migrate to the online platform by registering for new certificates on the platform

Prices after Migration

1. Renewal of certificate	N7,500
2. Late renewal of certificate (after 3months of expiry)	N12,500
3. Lost or mutilated certificate	N 12,500

Time line is 24 working hours after confirmation of payment. Delivery is within 72working hours.

Institutional mechanisms and Activities:-

- a. CBN Anchor Borrowers Fund
- b. Tax exemption certificate
- c. Export processing zones facilities
- d. CAC free registration for MSMEs
- e. Inter-institutional collaboration between Federal and State regulatory agencies involved in Export processing and packaging (e.g. SON, NAFDAC, RMRADC, State Ministry of Agriculture and Natural Resources, Ministry of Trade and Investment, etc.)

APPROPRIATE INTERVENTIONS SUCH AS CAPACITY BUILDING AND SENSITIZATION ACTIVITIES THAT WOULD CONTRIBUTE TO INCREASING THE EXPORT CAPACITY OF FIRMS IN THE STATE.

1. The Local Government sensitization on Export

2. Capacity building training on market strategy for women-owned businesses (Dec 2021).
3. Sensitization programme on active Youth Inclusiveness in Non-oil export(march,2021)
4. Workshop on inclusive and sustainable digital presence of MSMEs in Nigeria (Ebonyi state)

APPENDIX 1

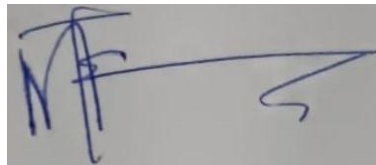
LIST OF NON- OIL EXPORTABLE PRODUCTS IN EBONYI STATE FROM 13 LGAs as at December 2023

S/N	LOCAL GOVERNMENT AREA	AGRO COMMODITIES	SOLID MINERALS	MANUFACTURE (SEMI PROCESSED AND FULLY MAN)
1.	Onicha local government area	Rice, yam, palm oil, bitter cola, ogbono, charcoal, garri, mat, salt groundnuts, log of woods, okro, cashew nuts, castor seed maize	Iron ore, zinc ore (sphalerite) ands, lead one (galena)	
2.	Abakaliki local government area	Rice, melon ogbono	Zinc ore, quart umenite, lead, limestone, dolerite (pyroclastic)	

3.	Afikpo north local government area	Rice, cassava (garri) palm oil, sweet potatoes, groundnut, maize	Sands, quartz, kaolin, fullers earth, coal/lignite	
4.	Ebonyi local government area	Cassava, rice, potatoes maize, yam	Iron sand, lead iron ore, zinc ore	
5.	Ezza south local government area	Rice, yam potatoes, cocoyam, ogbono watermelon, cucumber, melon, seed cassava, maize, gunia corn vegetables	Lead, zinc, granites, limestone oxide, salt sands marcaite	
6.	Afikpo south local government area	Yam, rice, red oil, vegetable leafs, water leafs, water yam and cassava	Zinc, kaoliri, laterites, crude oil, natural gas, phosphate.	
7.	Ivo local government area	Yam, cocoyam, beans, rice, maize, cassava, plantain, dawa, pumpkin leave, watermelon, potatoes, okro plantain varieties in abundance	Granite, barites, marble stone, chalcopyrite (fool's gold), fluorite	

9	Ikwo local government area	cassava, sweet potatoes, rice	sands, brines (salt) pyrites	
10	Ezza north local government area	yam, cassava, palm-oil	marble stone sands	
11	Ohaozara local government area	honey, tanjuna, salt, rice, yam, palmoil, mazie, coco yam, garri	phosphates, cnjpsum, sands	
12	Ishielu local government area	yam, cassava, palm-oil, palm-nut, sweet potatoes, rice, water yam, plantain	phosphates, cnjpsum, sands	
13	Izzi local government area	cassava, mellon, ogbono rice, dried okro, palm-oil, sesame, coconut	chalcopryrite (fools gold), iron one, pyrites, copper ore, zinc	

SIGNED:



**Mrs. Mojibade Ekuma
Permanent Secretary
Ministry of Commerce & Industry/
State Committee Chairman of Export Promotion**