

# PARTNER FACT SHEET



## Projected Impact



Increase the annual production capacity of Entreprise SALMA from the current 1,300 tons/year of animal feed to 4,000 tons/year by 2024.



Increase the incomes of 100 small producers of raw materials, including 50 new producers, by at least 40,000 FCFA per producer per month by 2024.



Create 30 direct jobs, especially for women and youth.



*Livestock farming has been practiced for centuries in Niger and continues to be practiced by 87 percent of the working population. But demand for animal feed far outstrips current supply. Photo credit: Entreprise SALMA*

## About Entreprise SALMA

Entreprise SALMA, an agribusiness, was founded in 2014 to support the efforts of the Niger government and the main players in the livestock sector by locally manufacturing and marketing quality livestock feed, reducing the need for imports. The company produces feed for sheep, cattle, and goats based on fodder, agro-industrial products, and minerals.

## Co-Investment Partnership

The USAID-funded West Africa Trade & Investment Hub (Trade Hub) awarded a \$439,355 co-investment grant to Entreprise SALMA for the production and commercialization of enriched and compounded animal feed in Niger. The grant will help modernize Entreprise SALMA's feed production capacity and strengthen the quality and quantity of the supply of raw materials from local producers to increase Entreprise SALMA's sales as well as the producers' incomes. This grant will cover the purchase of a modern animal feed production unit with a capacity of 5 to 10 tons per hour, a truck for transporting raw materials and finished products, a 500 KVA generator, and will serve in part as working capital.

## Partnership Opportunities

Livestock farming is a traditional activity in Niger, practiced by 87 percent of the working population either as a main or supplemental activity. However, the effects of climate change in Niger and the COVID-19 pandemic have led to considerable and continuous deficits in feed production, covering only about half of the food needs of Niger's livestock. Demand is far higher than supply. Imports help solve this deficit, but there is real potential for local livestock feed production in the country. The Trade Hub grant will help improve and modernize the company's feed production and increase its purchases of raw materials from local producers. The grant will leverage Salma's contribution, an additional \$496,080, for a total of \$935,435 for the project.



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