



ASSESSMENT OF GOVERNMENT ROLE IN THE GROWTH OF MECHANIZED AGRICULTURAL MARKETING SYSTEM

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ABSTRACT

Agriculture is the mainstay of many economies, whereby its marketing strategies and policies is of great importance in order to achieve positive results of outputs and harness other developmental objectives through its inputs. All over the world, the development of an enduring economy goes hand in hand with agricultural development and it is considered a catalyst for the overall development of any nation. Developed economists have always assigned the agriculture sector a central place in the development process due to income generated through this sector. However, the understanding of that role has evolved overtime. The Nigerian Government is said to be committed to the agricultural sector as indicated in various Policy documents. The objective of this study is to determine the extent of which Government play significant role to the growth of agricultural marketing. Questionnaire was the method used in gathering information for this study. After proper analysis of data, it was discovered that Nigeria Government have not played any significant role in the growth of mechanized agricultural marketing system in the Country, Government motivate mechanize farmers in agro production. It was concluded that Government has put more machineries in place and has introduced many programmes over the years to educate farmers and marketers such as: Agricultural Quarantine Services, National Programme on Food Security, ADP i.e. Agricultural Development Project, and so on. Although, the impact of such programmes have not been felt by greater percentage of the Bida Community due to misappropriation and mismanagement of allocated funds and resources channel towards such areas by those saddled with the responsibility. Nevertheless, government has played a vital role and is still playing more in the growth of agricultural marketing system. It was recommended that more accurate ways of information to farmers & agricultural marketers should be emphasized through the training and retraining of the people involved.

Keywords: Assessment, Government, Growth, Agricultural Marketing, System

INTRODUCTION

Developed economists have always assigned the agriculture sector a central place in the development process due to income generated through this sector. However, the understanding of that role has evolved overtime. Early development theorists emphasized industrialization, though they counted on agriculture to provide the necessary output of food and raw materials, along with the labour force that would gradually be absorbed by industry, but it has also go far beyond that to an extent of wealth (income) generation to the Government and individuals through international trade (import/export of produce) or local trading (taxes and sales of commodities in the markets within). Much later thinking moved agriculture more to the forefront of the development process; the hopes for technical change in agriculture and "green revolution" suggested that agriculture could be the dynamo for growth, (Wilber & Jameson, 1992). The industrial revolution of the Nineteenth century which catapulted the agrarian economies of the most countries of Europe got the impetus in Agriculture (Bricks Ojenagbo, 2011). Indeed, the importance of agriculture in any nation's economy cannot be over emphasized. For instance, in United States of America, agriculture contributes about 1.1% of the country's Gross Domestic Product. It is 13% of the in China, 2.6% in Australia, 9% in South Africa, 2.5% in Israel,



12% in Australia, 9% in Argentina, 13.5% in Egypt and in Nigeria it contributes 26.8% of the country's Gross Domestic Product. Similarly, agriculture provides major source of employment in most developing countries, accounting for 25% of the work force in Brazil, 32% in Egypt, 3.7% in Israel, 70% in Nigeria.

Statement of the Problem

The Nigerian Government is said to be committed to the agricultural sector as indicated in President Muhammadu Buhari's Administration policy statement. Although the agricultural policies emphasized on the enhancement of growth and development in all aspect of the agricultural sector in sustainable manner, but the functions of Government in the area of agriculture establishment, maintenance and regulation of slaughter houses, slab, markets, gardens, parks; also participation in the development of agriculture and natural resources, other than the exploitation of minerals as inclusive areas of its supervision have not been felt by the Nigerian society especially the common man on the street whose daily routine revolved around that. In re-affirmation to Local Government Reform (LGR) of 1976, the New Nigerian Agricultural Policy (Launched in 2001) was aimed at rationalizing the roles of the three tiers of government and the private sector in their promotional and supportive efforts to stimulate agricultural growth. It has spelt out definitive roles and responsibilities for the State and Local Governments as well as the private sector in order to remove role duplication and overlapping functions among them and stream line each functions aspect to be carried out by each body (FRN., 2002). Nevertheless, the hope for rapid and sustained development has been a mirage as successive Government have grossly under-performed in almost all the areas of their mandate as enshrined in the agricultural policies as formulated in other to see and feel the impact of Government through its role in agricultural marketing of farm produce over the years.

Research Question

How effective is the role of Government in the growth of mechanized Agricultural Marketing?

Objective of the Study

To know the extent of effectiveness of the role of Government if any, in the growth of Agricultural Marketing

Hypothesis

Hypothesis for this study is:

H_0 : Government role is not effective in the growth of mechanized Agricultural Marketing

LITERATURE REVIEW

Concept of Agricultural Marketing

Agricultural marketing is composed of two words agriculture and marketing



Agriculture: - Is a science, art, business, culture and technique of raising field crops and livestock rearing for economic purpose in the broadest sense, means an activities aimed at the use of natural resources for human welfare (i.e), it includes all the primary activities of production. But generally, it is use to mean growing and raising crops livestock.

Marketing: - Is as critical performance in agriculture as farming itself. Therefore, market reform and marketing system improvement ought to be an integral part of policy and strategy for agricultural development. Although, a considerable progress has been achieved in technological improvement in agriculture by the use of high-yield variety through seeds, chemical fertilizers and by the adoption of plants protection measures, the rate of growth in farming in developing countries limping behind the desired levels. This has been largely attributed to the fact that not enough attention has been devoted to the facilities and services which must be available to farmers that would support agricultural sector reform for its development. Marketing is one of those facilities needed for over-all economic development of nations (Enyioha, 2017).

Agricultural marketing: - Compose of two words- agriculture and marketing. The term agriculture in its broadest sense means a science, art, business, culture and technique of raising field crops and livestock rearing for economic purpose. In the broadest sense, means an activity aimed at the use of natural resource for human welfare, which also includes all the primary activities of production. But generally, is use to mean growing and or raising crops livestock. Agricultural marketing system in developing countries including India can be understood to compose of two major sub-systems viz., product marketing and input (factor) marketing. The actors in the product marketing sub-system include farmers, village/primary traders, wholesalers, processors, importers, exporters, marketing cooperatives, regulated market committees and retailers. The input sub-system includes input manufacturers, distributors, related associations, importers, exporters and others who make available various farm production inputs to the farmers (Enyioha, 2017). Agricultural marketing in a broader sense is concerned with the marketing of farm products produced by farmers and of farm inputs and services required by them in the production of these farm products. Thus, the subject of agricultural marketing includes product marketing as well as input marketing. The subject of output marketing is as old as civilization itself. The importance of output marketing has become more conspicuous in the recent past with the increased marketable surplus of the crops and other agricultural commodities following the technological breakthrough. On one hand-surplus production in agriculture resulted in problem of distribution to consumption centers and on the other transformed agriculture into a commercial venture where market needs came to the lime lite. Input marketing is a comparatively new subject.

Agricultural Marketing in Nigeria

Agricultural marketing scenario in the country has undergone a sea-change over the last six decades owing to the increases in the supply of agricultural commodities and consequently in their marketed surpluses; increase in urbanization and income levels and thereby changes in the pattern of demand for farm products and their derivatives; slow and steady increase in the linkages with the overseas markets; and changes in the form



and degree of government intervention in agricultural markets. Therefore, the framework under which agricultural produce markets function and the factors which influence the prices received by the farmers now need to be understood in a different perspective compared to that in the past. The role of marketing now starts right from the time of decision relating to what to produce, which variety to produce and how to prepare the product for marketing rather than limiting it to when, where and to whom to sell

Establishment of Regulated Market in Nigeria

Agriculture is one of the most critical sectors of the agro-economy. Growth and development of agriculture and allied sector directly affect well-being of people at large, rural prosperity and employment; and it forms an important resource base for a number of agro-based industries and agro-services. While the total production and productivity is being constantly augmented, it is essential to provide the farming community with better marketing facilities with suitable infrastructures in order to enable them in getting remunerative prices for their produce. Value addition in agriculture holds huge potential for enhancing the living standard of majority of the people (Abbott, 2006). Prior to independence, the major concern of the Government policy related to agricultural marketing was to keep the prices of food for the consumers and agro-raw materials for the industry in check. However, after independence, the need to protect the interest of farmers and to provide them incentive prices to augment the production of agricultural commodities was also felt. Recognizing the defects like losses to the farmers in terms of undue low prices, higher costs of marketing and considerable physical losses of the produce in the agricultural marketing system which the farmers had to face. The Government, with a view to establishing a mechanism to monitor the market conduct, introduced from time to time several mandatory regulations. Regulation and development of primary agricultural produce markets was taken up as an institutional innovation and construction of well laid out market yards was considered as an essential requirement for regulating the practices in primary wholesale markets which empowered British Resident to declare any place in the assigned district a market for sale and purchase of agricultural produce and constitute a committee to supervise the regulated markets. This Act became the model for enactment in other parts of the country. An important landmark in the agricultural marketing scene before independence in the country has been the recommendation of the Royal Commission on Agriculture, 1928 for regulation of marketing practices and establishment of regulated markets, of the measures taken to improve the situation was to regulate the trade practices and established market yards in the countryside. For example, in pursuance, Government of India prepared a Model Bill in 1938 and circulated to all the States but not much headway was made till independence. Later, most of the States enacted Agricultural Produce Markets Regulation (APMR) Acts during sixties and seventies and put these in operation. All primary wholesale assembling markets were brought under the ambit of these Acts. Well- laid out market yards and sub-yards were constructed and for each market area, an Agricultural Produce Market Committee (APMC) was constituted to frame the rules and enforce them. Thus, the organized agricultural marketing came into existence through regulated markets. Organized marketing of agricultural commodities has now been promoted in the country



through a network of regulated markets. The basic objective of setting up of network of physical markets has been to ensure reasonable gain to the farmers by creating environment in markets for fair play of supply and demand forces, regulate market practices and attain transparency in transactions. To cope up with the need to handle increasing agricultural production, the number of regulated markets has been increasing in the country. While by the end of 1960, there were only few regulated markets in the country, today the number has increased tremendously. These regulated markets are wholesale markets. Besides, the Country has Rural Periodical Markets all over the Country including Bida in Niger State.

Need for Reforms in Agricultural Marketing

'Agriculture Marketing' laws have been regulated by various Governments since independence through implementation of different agricultural policies. In order to remove restrictive provisions in the marketing laws and monopolistic approach of markets management committees, provision of better price realization to the farmers through improved and alternative marketing channels, enhance investment in development of post-harvest marketing infrastructure, reforms in the sector are required. Federal Government has been engaging with the States for more than a decade to implement reforms in the sector. Furthermore, through advisories issued to the States from time to time, Bank of Agriculture (BOA) has been requesting the States to reform their marketing regulations and align these with the provisions in the Act of its formations, all these in collaboration with Central Bank of Nigeria and Africa Development Bank (AFDB) with its Headquarters in Abidjan Coted'voire who is headed by a Nigeria Mr. Akinwumi Adesina. With all these, the pace of reforms however, has been far from satisfactory (John, 2012).

Nigeria Government Funding in Agricultural Development

The successful implementation and enforcement of the entire bond of agricultural policies of this country hinge crucially on the national, state and local institutions designed and established for agricultural development. It will be their responsibility to ensure that government's goals in agricultural development are fulfilled in line with set objectives and operational modalities.

Responsibilities of Various Tiers of Government

In order to reduce areas of overlap and duplication of efforts between the three tiers of government in the country, the responsibilities of the Federal, State and Local Governments are clearly indicated in this section. The exact mode of operation in some of the areas of intervention are contained in subsequent subsections.

- (a) Federal Government: The main areas of direct involvement of the Federal Government will be:
 - i) The provision of the general policy framework within which agriculture will develop and guidance to state and other public agencies on areas of emphasis for investment, particularly in strategic products.



- ii) Research into all facets of agriculture, including the provision of breeding stock and foundation seeds of improved varieties, brood stock and improved fast-growing hybrid species as well as fish seed. Pest control, construction and maintenance of other areas.
 - iii) Advise on agricultural produce tariff and pricing policy through representations in appropriate policy formulation committees and the promotion of sale of exportable agricultural produce outside the country.
 - iv) The maintenance of a reasonable flow of resources into agriculture and rural development by way of matching grants, subventions and investments in conjunction with Federal, State and other specialized projects and by creating conditions which facilitate resources flows from other sources.
 - v) Training of manpower for agricultural development, establishment of an Agricultural Insurance Scheme and the promotion of appropriate technology in agricultural production, preservation, processing and storage through the development of prototypes and pilot projects as a follow-up to research inventions.
- (b) State Governments: The state governments should be primarily responsible for the following activities:
- i) The promotion of primary production of all items of agricultural produce (including crops, livestock and fisheries) through;
 - a. The maintenance of a virile and effective extension of service which can deal with problems of production, preservation, storage, processing and marketing; and
 - b. The promotion of the production of inputs for crops, livestock, fish and forestry using the combined activities of government and private agencies.
 - ii) Ensuring access to land by those who wish to engage in farming;
 - iii) The training of manpower for agricultural development and the control of plant and animal pests and diseases.
 - iv) The establishment of appropriate institutions for administering credit to small scale farmers, pastoralists, fishermen and fish farmers.
 - v) The maintenance of buffer stocks of agricultural produce for purposes of price stabilization and investments in rural development, including rural roads and water supply so that the standard of living of rural dwellers is improved.
- (c) Local Governments: The Local Government authorities will be expected to take over progressively the responsibility of the State Government with respect to;
- i. The Provision of an effective agricultural extension services
 - ii. The provision of rural infrastructure and mobilization of farmers for accelerated agricultural and rural development through cooperative organizations and the communities, which includes the provision of land for new entrants into farming in accordance with the provisions of the Land Use Decree; and
 - iii. The coordination of data collection at the primary levels

The Roles and Responsibilities of the Private Sector

The philosophy of government is that agriculture is essentially a private-sector activity with the government playing largely support roles and providing facilitating services. In



this regard, the private sector will be expected to spear-head the drive for the realization of the objectives of agricultural policies in Nigeria. In particular, the private-sector will be expected to play a leading role with respect to:

- i) Investment in all aspects of agricultural production;
- ii) Agricultural produce storage, processing and marketing;
- iii) Agricultural input supply and distribution;
- iv) Agricultural mechanization
- v) Provision of certain types of rural infrastructure; and
- vi) Support for research in all aspects of agriculture.

Mechanisms for Periodic Policy Review

Having dealt with the issues of institutional design, it becomes necessary to highlight the mechanisms through which the policy objectives, instruments and strategy will be adequately and efficiently monitored. Experience with agricultural policy in Nigeria shows that two important issues have to be given attention. The first is policy stability and continuity. The second is the need to be forward looking in planning. Both are briefly examined hereunder:

- (a) **Policy Stability:** Past agricultural policies in Nigeria have been characterized by frequent changes or instability. This instability results not from some unpredictable exogenous, factors but more often than not, from changes in government or in the personality of the operators of the system. When governments changes and different operators emerge on the scene, there is always the tendency for the value system underlining previous agencies to change. This is because formulation of these policies has never reflected the fundamental values and goals of the aggregate society nor were they formulated on the basis of principles that were of general acceptance to the populace. Stability in policies which ensures that the objectives, strategies as well as the programmes which ensures derive from them remain valid over a reasonable length of time is a pre-condition for the success of the new economic order in Nigeria. While, therefore, this is not intended to be a rigid policy document as it is expected that over time, such modifications or revisions in policies that may be induced by unforeseen circumstances, external factors, and unavoidable errors will be made, government realizes that continuity of policy and its attendant programmes is of crucial importance to investment in agriculture. Government is therefore committed to ensuring that the present set of policies for the agricultural sector will remain largely operational for at least the next fifteen years. Government will also ensure that monitoring and evaluation of policies will be vigorously pursued on a continuous basis so as to correct deviations from laid down guidelines as soon as they are discovered.
- (b) **Perspective Plan:** For a policy to be meaningful, it must have definite beginning and a specific lifespan within which stated objectives have to be achieved. However, since action taken by government to influence economic activities are likely to be continuous beyond a given plan period, it is necessary that a futuristic approach is adopted. In using a perspective plan as a mechanism of policy discipline, the following objectives will be achieved. First, a perspective plan will enable government to link past policies with those of the present and the future in order to facilitate orderly transition or



ensure smooth continuity. Second, conflicts among the objectives of agricultural policy as well as conflicts between agricultural objectives and those of the overall economy will be more easily identified and resolved. Third, a perspective plan will enable government to identify necessary modifications in programmes and projects.

Lastly, such a plan will help in identifying areas or issues requiring new approaches.

It is therefore, the intention of government to look far ahead and beyond the present economic conditions in order to ensure a stable and healthy investment environment for the economic and social development of the country. It is the responsibility of such plans to ensure that government's goals in agricultural development are fulfilled in line with the set objectives and operational modalities.

Policy on Support Services

- (a) **Agricultural Extension, Technology Development and Transfer:** The major objective of the agricultural extension and technology transfer policy of the government is to teach the rural people to raise their standard of living with minimum assistance and by their own efforts. Government will therefore, be concerned with the dissemination of useful and practical information relating to agriculture, the practical application of such knowledge and the mobilization of farmers' resources for the purpose of improving their welfare.
- (b) **Strategies:** While it is recognized that the agricultural extension system in the country is at present plagued by administrative, manpower and • financial problems, government is committed to overcoming these problems in a bid to assist small-scale farmers. The state government whose responsibility it is to mobilize the farmers will be assisted.
- (c) **Agricultural Credit:** The objective of agricultural credit policy is to make adequate investment funds available to the agricultural sector at the right time and at such rates as will make returns from agriculture more attractive than before to the society. Such policy involves a structural adjustment in fiscal and monetary policy as they affect agricultural sector (i.e also through loans to farmers and advance mechanized farming implements) and changes in the operating of existing institutions.

METHODOLOGY

This research adopted a survey design where questionnaires were administered to generate the relevant data from the staff of Edu-Soko Farm Bida in Bida Niger State. According to Awotunde and Ugodulhwa (2014), a research design or questionnaire is a plan that guides the researcher in conducting a study so that he/she can collect evidence that either supports or refutes claims about educational phenomenon. Accordingly, Regression analysis was used in analyzing the data in order to give a clear picture of the relationship between the objects of the study. The staff of Edu Soko Farm are fifty (50) in number and all of them were considered for the study since they are manageable size. The method of sampling used for this study is judgmental method.



Presentation of Data

Table 1: Nigerian Government plays significant role(s) in the growth of Agricultural Marketing System.

Responses	Frequency	Percentage
Yes	46	92%
No	4	8%
Total	50	100%

Source: Survey Data 2018

From above, 46 or 92% of the respondents agreed that Nigerian government plays significant role(s) in the growth of Agricultural Marketing System while 4 or 8% disagreed.

Table 2: The role(s) of government in the growth of Agricultural Marketing if any, is effective

Response	Frequency	Percentage
Yes	10	20%
No	40	80%
Total	50	100%

Source: Survey Data 2017

The table above indicated that 10 respondents representing 20% are of the view that Government's role in the growth of Agricultural Marketing is effective while 40 respondents representing 80% are of the view that the role Government is ineffective.

Table 3: The extent to which Agricultural marketing policies can be strategized to attract government intervention in creating and accessing market for Agricultural produce

Response	Frequency	Percentage
Large extent	14	28%
Minimal extent	34	68%
No extent	2	4%
Total	50	100%

Source: Survey Data 2018

As shown above, 14 respondents representing 28% opined that Agricultural marketing policies can be strategized to attract government intervention in creating and accessing market for Agricultural produce at a large extent, 34 (68%) subscribed to this believe to a minimal extent while 2 respondents representing 4% did not hold any believe on this.

Hypotheses

Restatement of the hypothesis:



Null Hypothesis (H_0): The role of Government in the growth of Agricultural Marketing is not effective.

Alternative Hypothesis (H_1): The role of Government in the growth of Agricultural Marketing is effective.

Decision Rule:

Reject null hypothesis (H_0) if $P < 0.05$

Variables Entered/Removed

Model	Variables Entered	Variables Removed	Method
1	The role of Government in the growth of Agricultural Marketing is not effective ^b		Enter

a. Dependent Variable: The role of Government in the growth of agricultural marketing is effective

b. All requested variables entered.

Model Summary^b

Model	R	R Square	Adjusted R Square	Std. Error of the Estimate
1	.273 ^a	.075	.056	.26633

a. Predictors: (Constant), The role of Government in the growth of agricultural marketing is not effective

b. Dependent Variable: The role of Government in the growth of agricultural marketing is effective

ANOVA^a

Model		Sum of Squares	Df	Mean Square	F	Sig.
1	Regression	.275	1	.275	3.880	.055 ^b
	Residual	3.405	48	.071		
	Total	3.680	49			

a. Dependent Variable: The role of Government in the growth of agricultural marketing is effective

b. Predictors: (Constant), The role of Government in the growth of agricultural marketing is not effective



Coefficients^a

Model	Unstandardized Coefficients		Standardized Coefficients	T	Sig.
	B	Std. Error	Beta		
(Constant)	.845	.125		6.763	.000
I The role of Government in the growth of agricultural marketing is not effective	.202	.103	.273	1.970	.055

a. Dependent Variable: The role of Government in the growth of agricultural marketing is effective

Residuals Statistics^a

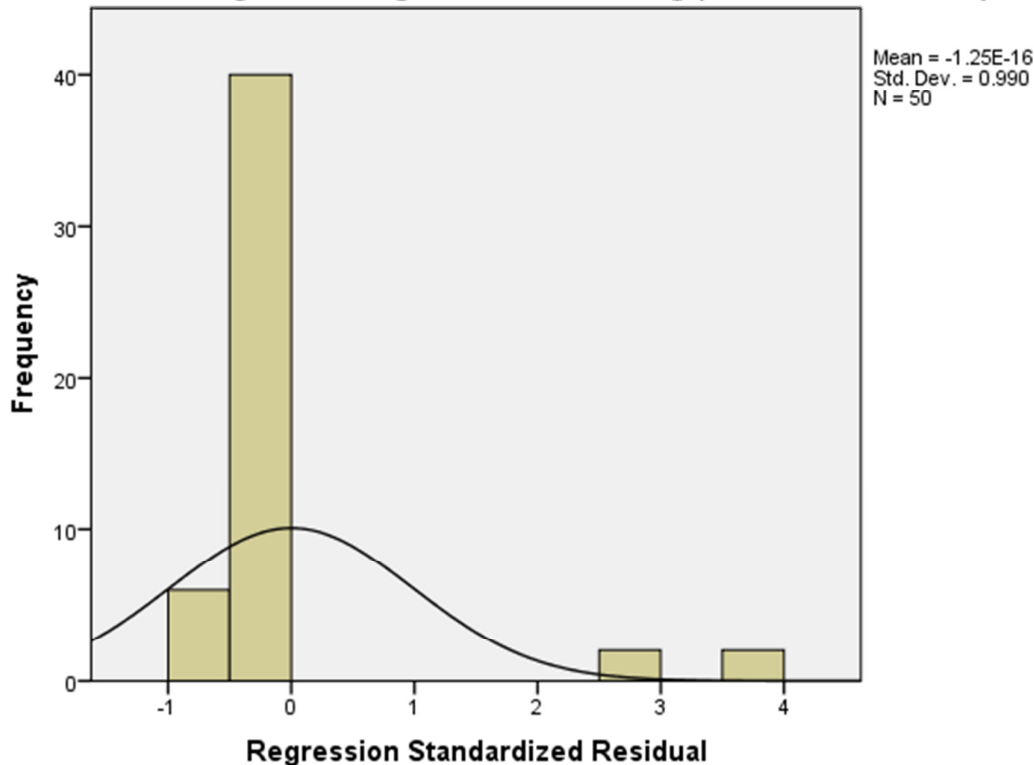
	Minimum	Maximum	Mean	Std. Deviation	N
Predicted Value	1.0476	1.2500	1.0800	.07495	50
Residual	-.25000	.95238	.00000	.26360	50
Std. Predicted Value	-.432	2.268	.000	1.000	50
Std. Residual	-.939	3.576	.000	.990	50

a. Dependent Variable: The role of Government in the growth of agricultural marketing is effective



Histogram

Dependent Variable: The Nigeria Government has not played any significant role in the growth of agricultural marketing (EDU-SOKO FARMS)



Regression analysis was used to test the hypothesis. From the test of hypothesis, the Anova table shows that the P value is 0.055. Since the $P > 0.05$ accept H_0 and reject H_1 . Also from the graph shows the number of respondents that agree.

Summary of Findings

From the discussion of the result above, it was found that Government has not played any significant role in the growth of agricultural marketing Discussions of Findings and Conclusion

Discussing findings in agricultural marketing

- Data analysis in table 1 shows that 46 respondents agree that the Nigeria Government have not played any significant role in the growth of mechanized agricultural marketing system in the Country and 4 respondents say no.
- Analysis of data in table 2 shows that 10 respondents representing 20% of the total population are of the opinion that Government plays effective role in the growth of Agricultural Marketing system in the Country. While 40 respondents representing 80% of the population are of the opinion that Government role has been ineffective (that is negative impact) over the years.



- Analysis in table 3 shows that 14 respondents representing 28% opined that Agricultural marketing policies can be strategized to attract government intervention in creating and accessing market for Agricultural produce at a large extent, 34 (68%) subscribed to this believe to a minimal extent while 2 respondents representing 4% did not hold any believe on this.

The writers therefore conclude that government has not played much vital role in the growth of agricultural marketing system in the following areas:

- Provision of good and access road network to rural areas where most mechanized farms are located.
- Provision of loan and seedlings to remote farmers to ease their farming activities.
- Provision of subsidy facilities to rural farmers who are actually in dire need of government intervention.
- Sourcing for markets for the farm produce by linking farmers with industrial sector, international buying firms and so on.

RECOMMENDATIONS

The following recommendations are made in order to enhance the participation of government in the growth and development of Agricultural Marketing in Nigeria. The government needs to focus more on agricultural sector if its goal to diversify the economy by looking beyond Oil and Gas is to be achieved. Agricultural loan should be made available and accessible to deserving farmers rather than being politicized. This means that a committee of personalities with tested integrity should be constituted to disburse agraric loans to rural farmers who will genuinely add value to the economy by using the loan for the sole purpose of farming. Government should bring back its policies on agriculture such as extension programmes, subsidy, provision of hybrid seedlings, creation of market for farm produce, and so on to farmers at giveaway prices and ensure that as much as possible benefit.

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