



## **NIGER STATE INVESTMENT PROMOTION AGENCY (NSIPA)**

### **NSIPA CORPORATE PLAN**

#### **1.0 Executive Summary**

The Niger State Investment Promotion Agency (NSIPA) is committed to driving sustainable economic growth and development by attracting, retaining, and facilitating investments in key sectors of the state's economy. This corporate plan outlines the strategic vision, mission, objectives, and actionable initiatives for NSIPA over the next five years (2024-2029). By leveraging Niger State's unique resources, strategic location, and government incentives, NSIPA aims to position the state as a leading investment destination in Nigeria and West Africa.

#### **2.0 About**

The NSIPA is a statutory government Agency saddled with the responsibility of coordinating investment activities which includes; investment promotion, encouraging sustainable investors relation, advocating for favorable investment policies, driving investment facilitation and providing aftercare services to existing investors. It is also the first point of call for all investors coming into Niger State to do business.

The Agency also warehouses a One Stop Investment Centre (OSIC) which is a One Stop Shop (OSS), that houses all relevant MDAs and Private Sector representatives aimed at removing administrative bottlenecks, streamlining processes and procedures in the cause of business entries and thereby, reducing time and cost of doing business. The OSIC is also saddled with the responsibility of fastracking of the granting business approvals, permits, licenses and authorizations through effective, efficient, transparent and corrupt free environment.

#### **3.0 Vision**

To position Niger State as most preferred investment destination in Nigeria and be among the top three (3) performing states in ease of doing business in Nigeria by 2029

#### **4.0 Mission**

Advocating for a more conducive enabling investment reforms that is capable of transforming the state economy through sustainable growth and development in all sectors of economy

#### **5.0 Mandate**

- To shorten and simplify administrative procedures for the issuance of business approvals, permits and licenses including company incorporation.
- To reduce the cost of Doing Business in Niger State through transparent and corrupt-free dealings with Investors.

- To remove bottlenecks faced by investors in establishing and running businesses by intervening, advocating and following up on behalf of investors.
- To provide speedy, efficient and transparent services to foreign and domestic investors.
- To trigger reforms in the public sector by adoption of best practices

## 6.0 Services

- Granting business approvals, permits, licenses and authorizations.
- Policy advocacy.
- Provision of general, sector, industry and specific information on Niger State's investment environment, legal and regulatory policies.
- Investment facilitation, after care services and follow up on behalf of investors in all State Ministries and Agencies
- Real time linkages with Federal Ministries, Departments and Agencies.
- Business Development Service.
- Monitoring and evaluation of the business and investment climate in the State
- Stakeholders identification, mapping, and engagement
- Ease of doing business advocacy
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## 7.0 Strategic Plan (2024-2029)

1. **Increase Investment Inflows:** Attract significant domestic and foreign direct investments (FDI) into Niger State.
2. **Develop Key Sectors:** Focus on agriculture, agro-processing, renewable energy, infrastructure, and industrialization.
3. **Enhance Ease of Doing Business:** Streamline regulatory processes and improve investor support services.
4. **Promote Public-Private Partnerships (PPPs):** Leverage PPPs for infrastructure and sectoral development.
5. **Strengthen Institutional Capacity:** Build NSIPA's capacity to effectively deliver on its mandate.
6. **Brand /Image Building of the State:** Position the state as a preferred investment destination through targeted marketing, branding, promotional activities and advocacy campaigns has been our almost point of call

## 8.0 Action Plans

1. Investment Promotion / Attraction
  - i. **Develop Sector-Specific Investment Profiles:**
    - a. Highlight opportunities in agriculture, renewable energy, and industrial sectors.
    - b. Publish comprehensive investment guides.

- ii. **Organize Investment Forums and Roadshows:**
  - a. Host annual Niger State Investment Summit.
  - b. Conduct targeted roadshows in domestic and international markets.
  - c. Stakeholders Engagements and Public Private Dialogues (PPD)
- iii. **Digital Marketing and Outreach:**
  - a. Launch a robust investment portal featuring opportunities, incentives, and procedures.
  - b. Utilize social media and online platforms to engage potential investor

## 2. Investors Relation /Ease of Doing Business

- i. **Strengthening One-Stop Investment Center (OSIC):**
  - a. Provide streamlined services for business registration, land acquisition, permits and license.
  - b. Business Clinic
- ii. **Policy Advocacy/ Reforms:**
  - a. Process reengineering
  - b. Simplify and digitize approval processes for businesses.
  - c. Collaborate with relevant agencies to improve the investment climate.
- iii. **Investor Aftercare Program:**
  - a. Establish a dedicated team to address investor challenges and ensure retention
  - b. Diagnostic analysis on businesses and companies to track investment inflows into the state.

## 3. Investment Facilitation

- i. **Agriculture and Agro-Processing:**
  - a. Promoting and Facilitating large-scale farming and agro-industrial zones.
  - b. Facilitate access to irrigation, storage, and transportation infrastructure.
- ii. **Renewable Energy:**
  - a. Support solar energy projects leveraging Niger State's abundant sunlight.
  - b. Partner with private sector players to establish mini-grids in rural areas.
- iii. **Infrastructure Development:**

Encourage investments in transport, housing, and industrial parks through PPPs

## 4. Public-Private Partnerships (PPPs)

- i. **Develop PPP Framework:**
  - o Create a clear policy framework for PPPs in Niger State.
  - o Identify and promote viable PPP projects in key sectors.
- ii. **Build Partnerships:**
  - o Collaborate with development partners, multilateral organizations, and local businesses.

## 5. Institutional Strengthening

- i. **Staff Capacity Building:**
  - o Provide training programs for NSIPA staff on investment facilitation and promotion.
  - o Establish partnerships with global investment promotion agencies for knowledge exchange.
- ii. **Resource Mobilization:**

- Secure funding from the state government, donor agencies, and partnerships to support NSIPA's activities.
- iii. **Monitoring and Evaluation:**
  - Develop a comprehensive performance tracking system to assess progress and impact.

## 6. Branding and Marketing

- i. **Launch a Niger State Investment Brand:**
  - Develop a unique logo, slogan, and messaging strategy.
  - Promote success stories and testimonials from existing investors.
- ii. **Targeted Advertising Campaigns:**
  - Run campaigns on local and international media platforms.
  - Highlight Niger State's unique selling points (e.g., largest landmass, agricultural potential).
- iii. **Strategic Partnerships:**
  - a. Partner with national and global media outlets for positive coverage
  - b.

## 9.0 Key Performance Indicators (KPIs)

- 1. **Investment Inflows:**
  - Annual FDI and domestic investment growth (target: 15% annually).
- 2. **Ease of Doing Business:**
  - Reduction in the time required to start a business (target: 30% decrease).
- 3. **Sector Development:**
  - Increase in agro-processing projects (target: 15 major projects by 2029).
- 4. **PPP Projects:**
  - Number of successful PPP agreements signed (target: 20 major agreements by 2029).
- 5. **Institutional Capacity:**
  - Staff training hours completed annually (target: 100 hours per staff member).

## 10.0 Financial Plan

- 1. **Funding Sources:**
  - State government budget allocations.
  - Grants from development partners and international donors.
  - Revenue from services provided by NSIPA (e.g., 2% of investor facilitation fees).
- 2. **Budget Allocation:**
  - Aftercare Service and promotion: 30%.
  - Capacity building and operational costs: 25%.
  - Sectoral development initiatives: 35%.
  - Contingency: 10%.

## 11.0 Risk Management

- 1. **Political and Economic Risks:**
  - Mitigation: Strengthen collaboration with state and federal governments to ensure policy stability.
- 2. **Security Challenges:**
  - Mitigation: Partner with security agencies to ensure investor safety and improve perceptions.

### 3. **Global Market Risks:**

- Mitigation: Diversify target sectors and markets

## **12.0 Implementation Timeline**

- **Year 1 (2024):**
  - Resuscitation of the One Stop Shop (OSS).
  - Process Re-engineering
  - Launch investment portal and branding campaigns.
  - Host the first Niger State Public Private Dialogue (NSPPD).
  - Attracted 2 Investment Projects
  - Administered Pioneer Status Incentives to Four (4) Companies
- **Years 2-3 (2025-2026):**
  - Expand the Sector-Specific Incentive Policy and also develop a Compendium of Investment Incentives.
  - Aftercare Service / Investment Tracking of FDI Inflow into the State
  - Sign at least 5 PPP agreements.
  - Workable Ease of Doing Business Council
  - Organize Niger State Investment Climate Summit
  - Establish the Business Membership Organization (BMO)
  - Complete SABER requirements for 2025
  - Capacity Building / Training for Staff
- **Years 4-5 (2027-2029):**
  - Consolidate gains from investments.
  - Conduct impact assessments and refine strategies
  - Evaluate Policies, Programs & Projects

## **13.0 Conclusion**

NSIPA's Corporate Plan provides a roadmap to transform Niger State into a premier investment destination. By implementing strategic initiatives and fostering collaboration with stakeholders, the Agency aims to unlock the state's economic potential, improve the state business environment favorably, create jobs, and improve the standard of living for its citizens