

DELIGHT AGRO SERVICES

Transforming Agriculture. Powering Communities.

SERVICE CATALOGUE

Advisory & Extension | Project Management | Agro-Processing Hubs

2025 Edition

About Delight Agro Services

Delight Agro Services is a Nigerian agricultural services company providing integrated solutions across the farm-to-market value chain. We combine deep agronomy expertise with a growing capability in distributed renewable energy, helping rural communities boost agricultural productivity and access reliable electricity through solar mini-grids.

This catalogue describes our core service offerings across four areas: Advisory & Extension, Mini-Grid Project Development, Project Management & Development, and Community Agro-Processing Hubs. Services are designed for smallholder farmer groups, cooperatives, community-based organizations, development partners, NGOs, mini-grid project developers, and impact investors.

Section 1: Advisory & Extension Services

Our Advisory & Extension services help smallholder farmers and farmer organizations improve their practices, increase yields, access markets, and build sustainable livelihoods. All services are delivered by qualified agronomists with field experience across Nigeria's major farming systems.

S1.1 Agronomic Advisory & Farm Planning

Tailored technical guidance to help individual farmers and farmer groups make informed decisions about crop selection, input use, land management, and seasonal planning — with the goal of maximising yield and profitability.

Target clients	Smallholder farmers, cooperatives, agribusinesses, development project beneficiaries
Service scope	Crop suitability assessment; soil testing and fertility analysis; input recommendation (seed variety, fertilizer, pest management); farm layout and cropping calendar design; irrigation advisory; risk mitigation planning
Delivery mode	On-farm visits, group sessions, telephone/WhatsApp advisory, written farm plans
Key outputs	Seasonal farm plan document; input schedule; agronomic monitoring report; yield projection
Engagement period	Single season (3–6 months) or multi-season retainer
Team	Lead Agronomist + Field Extension Officers
Fee basis	Per-farm flat fee Retainer Donor/project-funded — quoted on scope

S1.2 Good Agricultural Practices (GAP) Training

Structured training programmes equipping farmers with internationally recognised practices for safe, sustainable, and productive farming — covering food safety, soil health, water management, and responsible use of inputs.

Target clients	Farmer groups, cooperatives, outgrower schemes, NGO programme participants
Training modules	Soil preparation and conservation; certified seed selection and handling; responsible fertilizer and pesticide application; integrated pest and disease management (IPM); post-harvest handling and hygiene; record-keeping and farm business basics
Format	Residential workshops (1–3 days); field demonstration days; Farmer Field Schools (FFS); Train-the-Trainer (ToT) programmes
Cohort size	15–30 participants per cohort (optimal for participatory learning)
Certification	Delight Agro GAP Completion Certificate issued to all participants; ToT graduates receive trainer accreditation
Key outputs	Training curriculum and materials; participant register; pre/post assessment scores; completion certificates
Fee basis	Per-cohort fee (includes facilitation, materials, venue); donor/project-funded arrangements available

S1.3 Farmer Group Organisation & Cooperative Development

End-to-end support for forming, formalising, and strengthening farmer groups and cooperatives — building the institutional foundations that enable collective input purchasing, group marketing, access to credit, and productive use of community energy.

Target clients	Unorganised farmer communities, nascent groups, existing cooperatives seeking strengthening, mini-grid project communities
Service scope	Community mobilisation and farmer group formation; constitution and bye-law drafting; cooperative registration (CAC / State Ministry of Agriculture); leadership training and governance structures; financial management and record-keeping systems; group savings and internal lending facilitation; linkage to input suppliers and financial institutions
Delivery mode	Facilitated community meetings; governance workshops; one-on-one coaching with group leadership
Key outputs	Registered cooperative entity; governance documents; leadership training report; financial management manual; member register
Engagement period	3–12 months depending on starting point and formalisation requirements
Fee basis	Milestone-based fee Project-funded — quoted on scope

S1.4 Market Linkage & Off-taker Facilitation

Connecting farmer groups and cooperatives to reliable buyers, processors, and off-take partners — reducing reliance on exploitative middlemen, stabilising farm-gate prices, and enabling farmers to capture more value from their produce.

Target clients	Organised farmer groups, cooperatives, agri-processing enterprises, mini-grid anchor load businesses
Service scope	Buyer and off-taker identification and vetting; negotiation support for supply agreements and offtake contracts; produce aggregation logistics advisory; quality and grading standards alignment; market information services (price data, demand forecasting); linkage to certified warehousing and commodity exchanges
Delivery mode	Market scouting visits; buyer-seller roundtables; contract facilitation workshops; ongoing advisory
Key outputs	Signed offtake or supply agreements; market linkage report; quality standards guide; aggregation plan
Engagement period	One-off facilitation or ongoing seasonal advisory
Fee basis	Facilitation fee Success-based component Project-funded

Section 2: Mini-Grid Project Development Services

Our Mini-Grid Project Development services support developers, investors, NGOs, and government agencies in taking mini-grid projects from community identification through to bankable feasibility and regulatory readiness. We combine technical rigour with on-the-ground community experience — particularly in agri-based rural communities where our agricultural relationships open doors.

S2.1 Community Energy Needs Assessment & Demand Survey

A rigorous, data-driven evaluation of a community's current energy situation, consumption patterns, productive use potential, and capacity to pay — forming the evidential foundation for every mini-grid investment decision.

Target clients	Mini-grid developers, rural electrification programme managers, NGOs, government agencies, impact investors
Service scope	Household energy audit surveys (kerosene, diesel, phone charging expenditure); productive use load inventory (mills, pumps, cold storage, welding, market stalls); public institution load assessment (health centres, schools, water systems); willingness-to-pay (WTP) and ability-to-pay analysis; community demographic profiling; demand projections over 5–10 year horizon; energy service tier classification per SEforALL Multi-Tier Framework (MTF)
Data collection	Structured household and enterprise questionnaires; focus group discussions; key informant interviews; physical load enumeration; GPS mapping of settlement and key loads
Key outputs	Demand survey report; load profile (hourly and seasonal); WTP analysis; demand forecast model; site summary scorecard; GIS community map
Sample size	Minimum 30% household sample; 100% enumeration of productive and institutional loads
Standards applied	SEforALL Multi-Tier Framework; ESMAP Mini-Grid Demand Assessment Toolkit; Nigeria REA survey protocols
Engagement period	2–4 weeks field work + 1–2 weeks analysis and reporting
Fee basis	Fixed fee per site (varies by community size) — quoted on terms of reference

S2.2 Site Feasibility Studies & Resource Assessments

Comprehensive technical and commercial evaluation of a proposed mini-grid site — assessing the renewable resource base, system design options, infrastructure requirements, and financial viability to produce a bankable feasibility report.

Target clients	Mini-grid developers, project financiers, DFIs, rural electrification agencies, EPC contractors
Technical scope	Solar resource assessment (GHI data validation, shading analysis); site topography and land suitability; grid proximity and extension cost analysis; mini-grid system conceptual design and sizing (HOMER Pro / PVsyst modelling); distribution network layout and preliminary cable schedule; equipment options and technology selection matrix; grid-arrival risk assessment
Financial scope	Capital expenditure (CapEx) estimation; operating expenditure (OpEx) modelling; tariff adequacy analysis; financial model (IRR, NPV, DSCR, payback period); subsidy and grant requirement assessment; preliminary carbon credit potential
Regulatory scope	NERC licensing pathway identification; REA programme eligibility screening; land tenure and right-of-way assessment; permitting checklist

Key outputs	Bankable feasibility report; system sizing summary; financial model (Excel); site drawings and GIS layers; regulatory roadmap; executive summary for investor presentation
Standards applied	IFC Performance Standards; ESMAP Mini-Grid Toolkit; HOMER Pro modelling best practice; Nigeria NERC Mini-Grid Regulations 2016/2023
Engagement period	4–8 weeks depending on site complexity and data availability
Fee basis	Fixed fee per site — quoted against terms of reference; multi-site discounts available

S2.3 Environmental & Social Impact Assessment (ESIA)

Systematic identification, evaluation, and management of the environmental and social risks and opportunities associated with mini-grid development — ensuring projects meet regulatory requirements, funder standards, and community expectations.

Target clients	Mini-grid developers, project financiers and DFIs, government agencies, EPC contractors, NGOs
Regulatory basis	Nigeria Environmental Impact Assessment Act (Cap E12 LFN 2004); Federal Ministry of Environment EIA guidelines; IFC Performance Standards 1–8; World Bank Environmental and Social Framework (ESF); Equator Principles (for financed projects)
Environmental scope	Baseline environmental survey (air, water, soil, biodiversity); identification of sensitive receptors; land use change assessment; construction-phase impact assessment (noise, dust, waste, habitat disturbance); operations-phase impact assessment (EMF, vegetation management, e-waste); cumulative impact review; climate risk screening
Social scope	Socio-economic baseline survey; stakeholder identification and mapping; community consultation process documentation (Free, Prior and Informed Consent — FPIC); land acquisition and resettlement screening (RAP trigger assessment); gender and social inclusion analysis; livelihoods impact assessment; grievance redress mechanism (GRM) design
Key outputs	ESIA report (Executive Summary + full technical report); Environmental and Social Management Plan (ESMP); Stakeholder Engagement Plan (SEP); Grievance Redress Mechanism (GRM) framework; Resettlement Action Plan (RAP) if triggered; non-technical summary for community disclosure
Disclosure	Community disclosure meetings facilitated in local language; public comment period managed; funder disclosure requirements met
Engagement period	6–10 weeks (baseline surveys, stakeholder engagement, report preparation, disclosure)
Fee basis	Fixed fee — scaled by project size and funder requirements; quoted on terms of reference

S2.4 Productive Use Equipment Sourcing, Procurement, Installation & Maintenance

End-to-end management of productive use equipment — from identifying the right machines for a community's needs, through procurement, delivery, installation, commissioning, and long-term

maintenance — ensuring agro-processing and other productive loads are deployed, running, and generating economic value.

Target clients	Mini-grid developers, rural electrification programmes, NGOs, cooperatives, agribusinesses, development finance institutions
Equipment scope	Electric grain mills and hammer mills; rice hullers and threshers; groundnut and palm oil presses; solar water pumps and irrigation systems; cold storage and refrigeration units; egg incubators and poultry processing equipment; welding and fabrication machines; barbering and salon equipment; water treatment and purification units
Sourcing & procurement	Needs and load assessment to match equipment to community energy profile; supplier identification, vetting and price benchmarking; procurement negotiation and purchase order management; quality inspection before delivery; import duty and customs facilitation where applicable
Logistics & installation	Transportation to site; foundation and civil works (where required); equipment installation and electrical connection to mini-grid supply; safety testing and pre-commissioning checks; full system commissioning and operator handover
Training	Equipment operator training for community users and entrepreneurs; basic maintenance and troubleshooting training for local operators; user manuals adapted for low-literacy contexts
Maintenance service	Preventive maintenance schedules and service contracts; corrective maintenance and fault response; spare parts supply chain management; performance monitoring and utilisation reporting
Key outputs	Equipment procurement report; installation completion certificate; operator training register; maintenance schedule; utilisation and productivity monitoring report
Engagement period	Procurement and installation: 4–12 weeks. Maintenance: ongoing retainer or call-out basis
Fee basis	Equipment cost + service fee (sourcing, logistics, installation). Maintenance retainer quoted annually.

S2.5 Community Engagement, Surveys, Exclusivity Signing, Enumeration & Data Collection

Structured, professional community engagement services that build trust, gather the data mini-grid developers need, secure exclusivity agreements with communities, and enumerate every connection point — forming the social and informational foundation for successful project development and financing.

Target clients	Mini-grid developers, NGOs, rural electrification programmes, development finance institutions, impact investors, government agencies
Community engagement scope	Initial community entry and stakeholder mapping; sensitisation meetings with community leaders, women groups, youth, and key associations; Free, Prior and Informed Consultation (FPIC) process facilitation; community energy committee formation and capacity building; ongoing communication management throughout project development and construction
Survey services	Household socio-economic surveys; energy expenditure and consumption surveys; willingness-to-pay (WTP) and ability-to-pay assessments; productive use enterprise surveys; key informant

	interviews and focus group discussions; GPS mapping and spatial data collection
Exclusivity & agreements	Negotiation and facilitation of community exclusivity agreements with mini-grid developers; documentation of community resolutions and consent; liaison with traditional rulers, community development associations (CDAs), and local government; support for land access and right-of-way agreements
Enumeration	Comprehensive building and household enumeration for connection planning; assignment of unique household and enterprise IDs; photographic documentation of structures; categorisation by load type (residential, commercial, productive use, institutional); enumeration linked to GIS mapping
Data collection & management	Design of data collection tools (ODK, KoboCollect, paper-based); enumerator recruitment, training and quality control; real-time data validation and cleaning; structured database delivery in client-specified format (Excel, GIS, CSV)
Key outputs	Community engagement report with stakeholder register; signed exclusivity agreement; consent documentation; household enumeration database; GPS-tagged structure map; survey dataset and analysis report; community energy committee formation report
Standards applied	IFC Performance Standards on Stakeholder Engagement; Nigeria REA community engagement protocols; ESMAP demand assessment guidelines
Engagement period	3–6 weeks per community depending on size and accessibility
Fee basis	Fixed fee per community (scaled by household count and service scope) — quoted on terms of reference

Section 3: Project Management & Agro-Processing Hub Services

These services bring together Delight Agro's full capabilities — combining project development expertise with agricultural operations know-how to design, build, and operationalise the facilities and systems that unlock rural productivity and energy value.

S3.1 Project Management & Development

End-to-end project management support across the full lifecycle of agricultural and energy access projects — from concept and design through implementation, monitoring, and close-out. Delight Agro acts as a trusted implementation partner for developers, NGOs, government agencies, and impact investors who need structured, accountable project execution on the ground.

Target clients	Mini-grid developers, agribusiness investors, NGOs, development finance institutions, government agencies, international development partners
Service scope	Project concept development and logical framework (logframe) design; work plan and milestone scheduling; budget development and financial tracking; stakeholder coordination and partner management;

	procurement and contract management; risk identification, monitoring, and mitigation; progress reporting to funders and boards; monitoring, evaluation, and learning (MEL) framework design and implementation; project close-out documentation and lessons-learned reporting
Project types	Solar mini-grid and productive use deployment projects; agri-value chain development programmes; rural infrastructure and processing hub projects; farmer organisation and cooperative development projects; food systems and nutrition-sensitive agriculture projects
Reporting standards	Donor and DFI reporting formats (World Bank, AfDB, USAID, EU, GIZ); logical framework analysis (LFA); results-based management (RBM) frameworks; MEL systems aligned to DCED standards
Engagement models	Embedded project manager (resident or part-time); project management office (PMO) support; advisory and oversight only; full implementation partnership
Key outputs	Project implementation plan: stakeholder register and engagement log; procurement and contract tracker; monthly/quarterly progress reports; MEL framework and data collection tools; final project completion report and lessons-learned document
Engagement period	Project duration — typically 6 months to 3 years; milestone-based engagement available
Fee basis	Monthly retainer Lump-sum per project phase Percentage of project budget — quoted on scope and duration

S3.2 Design, Establishment & Operationalisation of Community Agro-Processing Hubs

A flagship Delight Agro service — providing the full package to design, physically establish, and operationalise solar-powered community agro-processing hubs that serve as anchor productive use loads for mini-grids while transforming agricultural productivity and rural incomes. We handle everything from site assessment and equipment selection through to operator training, business model design, and ongoing operational support.

Target clients	Mini-grid developers, rural electrification programmes, development finance institutions, state governments, agricultural development agencies, NGOs, impact investors
What is a hub	A community agro-processing hub is a dedicated facility — typically solar-powered via a mini-grid — housing multiple shared agro-processing machines (grain mills, oil presses, threshers, cold storage, water treatment, etc.) operated as a productive enterprise serving the surrounding farming community. Hubs reduce post-harvest losses, increase farm-gate value, generate employment, and anchor mini-grid revenue through reliable productive load.
Design scope	Community needs and demand assessment for processing services; site identification and land tenure advisory; hub layout and civil works design; equipment selection, sizing, and load profiling for mini-grid integration; solar PV and energy storage sizing for hub loads; business model and governance structure design; financial viability analysis and investment case
Establishment scope	Equipment procurement, quality inspection, and logistics to site; civil and structural works supervision; equipment installation and electrical connection to mini-grid supply; system commissioning and performance testing; health, safety, and fire risk assessment; signage, branding, and operational documentation

Operationalisation	Hub manager and operator recruitment support; operator training on all equipment (use, maintenance, safety); business management and record-keeping training; pricing and cost recovery model setup; mobile money payment system integration; community sensitisation and customer onboarding; linkage to input suppliers and commodity off-takers
Ongoing support	Preventive maintenance scheduling and execution; corrective maintenance and spare parts supply; performance monitoring (utilisation, revenue, kWh consumed); quarterly operational review and improvement advisory; operator refresher training
Equipment types	Electric grain mills and hammer mills; rice parboilers and hullers; palm and groundnut oil presses; cassava processing (grater, presser, fryer); cold storage and refrigeration units; solar water pumps; feed mills for poultry/aquaculture; welding and fabrication sets
Standards applied	IFC Performance Standards; ESMAP Productive Use of Energy guidelines; Nigeria REA rural enterprise guidelines; Good Manufacturing Practice (GMP) for food processing facilities
Key outputs	Hub feasibility and design report; equipment specification and procurement package; civil works drawings and BOQ; installation completion certificate; operations manual; operator training register; business plan and financial model; monthly operational performance reports
Engagement period	Design and establishment: 3–9 months. Operational support: 12-month minimum retainer recommended post-commissioning.
Fee basis	Design phase: fixed fee. Establishment: cost-plus or fixed lump sum. Operational support: monthly retainer — all quoted on scope and hub scale

Why Delight Agro Services

Our Differentiator	What It Means for You
Agri-energy integration	We sit at the intersection of agriculture and energy — understanding both the farming community's needs and the mini-grid developer's requirements. This is rare and valuable.
Existing community relationships	Our agronomic work in rural communities means we already have trust and access — dramatically reducing community engagement timelines and risks for mini-grid developers.
Productive use focus	We don't just count households. We identify and size productive loads — mills, pumps, cold storage — that make mini-grids financially viable and impactful.
Hub design to operation	We are one of the few organisations that can take an agro-processing hub from concept and design through equipment procurement, installation, and full operationalisation — including business model and operator training.

Project management depth	We bring structured project management capability — logframes, MEL frameworks, donor reporting, and milestone management — making us a reliable implementation partner for DFIs and development programmes.
Field-first approach	Our services are designed for Nigerian rural realities — red dirt roads, seasonal access constraints, mobile-money ecosystems, and local governance structures.
Standards compliance	All assessments are delivered to international standards (IFC, ESMAP, SEforALL MTF, NERC) to meet the requirements of DFI funders and development partners.

How to Engage

Step 1	Contact us with a brief description of your project, community, or challenge. We will schedule an initial scoping call within 48 hours.
Step 2	We prepare a tailored Terms of Reference (ToR) and fee proposal based on your specific needs and context.
Step 3	Upon agreement, we mobilise a field team and begin work on the agreed timeline — with regular progress updates throughout.
Step 4	Final outputs are delivered with a debrief session. We remain available for follow-on questions and implementation support.

Get in Touch

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