

VALUE NEWS

TALKING GOATS AND PIGS

January to March 2021



Co-funded by the CIPS Foundation



FROM THE TEAM LEADER'S DESK

VALUE Project Team Leader **NEWTON CHARI**

I welcome you to the Fifth issue of our quarterly newsletter – Talking Goats and Pigs, I hope you have had a fruitful start to the year 2021. In February 2021, the project entered its third year of implementation amidst a nationwide lockdown induced by the second wave of the Covid-19 pandemic.

I am happy to note that the team managed to keep the ball rolling during this period and recorded notable achievements namely, the importation of pig Artificial Insemination equipment for the two private sector integrators, initiating farmer interface meeting and cross cutting look and learn visits, finishing construction at some of the goat improvement centres and operationalizing the farmer associations.

To reduce the information gap among small and medium producers, we continue to work closely with government departments (Agritex and VET) and the Pig Industry Board to provide pluralistic extension services to farmers. During this period, we produced several manuals to guide farmers in their quest for commercialisation.

In this issue, we highlight the work we undertook during the first quarter of the year, showcase project impact on some of the project participants and offer tips to farmers on good animal husbandry. I hope you find this latest offering useful and informative.

HAPPY READING.

Zvikomborero Staff members illustrating how to groom a goat during a look and learn visit by small and medium scale farmers



Members of the Seke Pork Producer Business Association being taken through Mr. Martin Chivhiya's piggery unit during a look and learn visit.

PROJECT UPDATES

PVC LOOK AND LEARN EXCHANGE VISITS

There is an adage that says iron sharpens iron which holds true for farmers working as a collective. In this light, the project organised seven look and learn visits in seven pork value chain districts with support from the Pig Industry Board and several government departments such as Agritex, Department of Veterinary Services, Women's Affairs, Youth, and the SMEs department. The visits were organised at district level where farmers visited high performing farmers to promote scaling-up of good practices in animal husbandry and livestock business management.

At each event, experts from the Pig Industry Board and government capacitated farmers with essential knowledge on running efficient and profitable pig enterprises. The project team also took the opportunity to update farmers on the status and availability of the breeding stock with frameworks for placing orders developed.

IMPORTATION OF ARTIFICIAL INSEMINATION EQUIPMENT

The project took delivery of the Artificial Insemination equipment imported from South Africa. Pig producers will soon be able to access top quality semen tapped from the Grand Parent boars stationed at the two private integrator farms in Mashonaland West and East provinces. The project is finalizing setting up of the equipment with the Grand Parent boars also being prepared and trained for the tapping.

"We are excited about the artificial insemination programme which will go a long way to improve access to the top quality genetics by small and medium producers who in the past have had limited opportunities to access good breeds," said Project Team Leader Newton Chari.



OPERATIONALISATION OF GOAT IMPROVEMENT CENTRES

Operationalisation of the goat improvement centres is taking shape with a shift in focus from construction to stimulating commercial business services. During the first quarter of the year, several centres began to upscale commercial activities such as dipping services, mating services, bulk marketing of goat slaughter stock. For instance, in Rushinga, the inaugural goat auction was held where 41 goats were sold, and an arrangement was reached with some private drug suppliers reached for the stocking of the drug store.

In addition, the project facilitated capacity development trainings of twenty-seven (27) (21M, 6F) Community-Based Market Facilitators (MFs) from Mudzi, Rushinga, Mbire, Chikombwa, Buhera and Chipinge districts as part of efforts to stimulate collective action by goat producer associations and enhance the roles of BMUs in market development activities.





Sibongile's new structure.

LIVESTOCK MATCHING GRANT UPLIFTS SMALL HOLDER WOMAN GOAT PRODUCER

Sibongile is a goat producer based in Chipinge district of Manicaland province. She started rearing goats in 2015 with 5 does. After venturing into the trade, she faced numerous challenges including difficulties procuring inputs, accessing viable markets, poor animal housing structures, limited knowledge on good husbandry practices and depleting grazing land.

Amidst all these challenges, her goat herd grew posing further challenges and putting pressure on her goat pen, which was no longer fit for purpose, she desired to improve the pens but was hamstrung by lack of resources. Having joined the VALUE project, Sibongile was part of the farmers who applied for the livestock matching grants to upgrade her pens. Much to her delight, she was among the successful candidates awarded grants to improve their enterprises.

The project supported Sibongile to the tune of 70% of total costs of constructing the pens with



Sibongile's old structure.

a 30% contribution from her. With this support she managed to build a standard goat pen with technical assistance from the Department of Veterinary Services and Agritex.

"The project has made a huge difference in our lives, we are grateful for the support we received to build new goat pens which have better air circulation and have raised floor which make it difficult for predators to kill our goats," said a jubilant Sibongile.

Small holder farmers like Sibongile are now working together to procure drugs and vaccines from the nearby Goat Improvement Centre - a facility offering business services such as animal nutrition, animal health, aggregation of stocks for bulk sales at competitive prices.

SMART SUBSIDIES SECOND FUNDING WINDOW

The project opened the second funding window under the Smart Subsidies component which is focusing on financing investments at the Association and Syndicate levels. These are 'once-off, non-reimbursable in-kind transfer to associations, for a specific purpose, based on the condition that the recipient makes a minimum matching contribution of 30% for the same purpose. Key to the achievement of the project objectives is promotion of collective action by the smallholder farmers through their associations.



This funding window is specifically earmarked for the twenty (20) farmer associations from the participating districts under the VALUE Project as part of catalysing collective action on the inputs and output markets to achieve and benefit from economies of scale for the smallholder farmers. The application technical guidelines have been shared with the associations which are now consulting their membership on the most viable and high impact investment areas. A total of \$ 5 500 is available for each association to access through a competitive bidding process that entail details appraisal of the proposed investments for

social, technical, economic, environmental, and financial feasibility.

Engagements with financial institutions and potential investors to bring in equity and cover the financing gap on the proposed association investments. Available funding options include Co-Financing, Equity Financing and Guarantee Finance which will be determined by the attractiveness of the proposed investments by the farmer groups. The application and approval stages are indicated in the flow chart below.

MATCHING GRANTS FACILITY APPLICATION & AWARD - PROCESS FLOW

Call for Expressions of Interest (EOI)	Application Processes	Evaluation of applications	Award & Procurement of Assets	Monitoring for compliance	Linkage to Financial Institutions
Open to Pig & Goat Anchors & Small-to-medium Farmers Associations	Completion & submission of Expression of Interest & Business Application Forms to AGRITEX or DVS officers	Valuation of matching assets by assessment committee Recommendation for award by district committee chaired by	Award & Procurement of Capital Assets.	Site visits - physical verification.	Based on production records. Compliance to Financial Institutions lending standards.

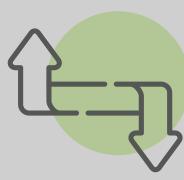
PRIVATE SECTOR ENGAGEMENT PROCESSES IN THE VALUE PROJECT

The VALUE Project has been building partnerships with the private sector and these have largely been influenced by business incentives and the need to build resilient and inclusive market systems under the PVC and the GVC. Private sector players in the financial services sector, technology sector, agricultural input supply as well as private actors in the meat processing and marketing industry

have been identified and prioritised as critical in delivering the commercialization agenda for the VALUE project. The Project believes that active and productive engagement with the private sector is a crucial element of market-driven solutions to the challenges facing smallholder producers in the PVC and the GVC. In partnering with the private sector, the following characteristics are being considered in the engagement processes:



BALANCE: We recognize the need to strike a balance between the development objectives of project partners and the commercial objectives of the business partners. Environmental protection versus larger profit margins is a common example, but creative partnerships find ways to accomplish one without compromising the other.



FLEXIBILITY: The private sector is necessarily dynamic, which enables it to respond to market shifts and opportunities. Our programming and structure require maximum flexibility – as allowed by our project-based donor framework - to respond and evolve appropriately to that environment



SCALABILITY/REPLICABILITY: We recognize that scalable programs are indispensable for most private sector engagements. This requires attention to efficiency, standardization, a smart use of subsidies, and a sustainability plan that does not usually include partners in a direct delivery role.

For long term sustainability the project is also building the capacity of Goat Producers Business

Associations and Pork Producers Business Syndicates to build partnerships with the key.



Sipho (with red cap) standing with other Course participants soon after completion at the Pig Industry Board.

A LIFE-CHANGING EXPERIENCE AT THE WEAENER TO FINISHER TRAINING HELD AT THE PIB

BY SIPHO NCUBE, MEMBER OF THE NORTON PORK PRODUCER BUSINESS SYNDICATE

From 22 to 27 March 2021, I was privileged to be participate in the weaner to finisher training programme organised by the

VALUE project for young and women farmers at the Pig Industry Board. My experience during the weeklong training was eye opening and life changing, we were trained and equipped with useful knowledge and skills needed to successfully complete the weaner to finisher production stage. I learnt of the importance of standard housing as a prerequisite in any fattening scheme, key considerations for a standard pen includes accurate pen sizes, adequate slope to ensure water drainage, strong walls and floors, reliable water and feed delivery systems, efficient waste management systems and the East to West orientation for the pens to avoid sun burns on the animals.

I was particularly upgraded by the training on conducting Artificial Insemination (AI) which I learnt has many advantages including that it is a cheaper way of breeding pigs as one boar semen

can service upto 400 sows, reduced occurrences of sexually transmitted diseases and eliminating costs of maintaining a boar especially by small and medium scale farmers. The cost of procuring semen is affordable currently pegged at USD5 per dose with a single sow requiring two doses making it USD10 to service a sow using AI.

The training also covered several theoretical and practical topics namely biosecurity, animal health (drugs and vaccines), essential tools, record keeping, feed cumulative chart, gross margin analysis and marketing.

Following the training, I have begun work on upgrading my pig sties to ensure that they meet expected standards, in addition, I will be procuring weaners from our integrator so that I immediately put the new knowledge to practice.

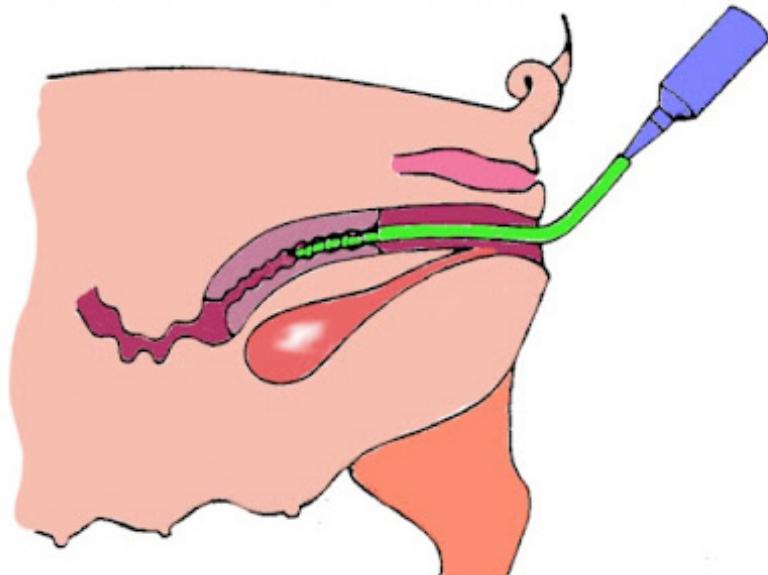
TIPS FOR SUCCESSFUL ARTIFICIAL INSEMINATION

There are numerous advantages in using Artificial Insemination in pigs and these include access to genetically superior boars, reduction in disease transmission and lowered boar housing and feed

costs. It is important to note that careful attention to detail must be observed to successfully use AI in a production system. **For AI to be successfully done it depends on effective heat detection, proper hygiene, appropriate handling and storage of insemination doses, and proper insemination technique.**

Training on artificial insemination is offered at the Pig Industry Board.

Artificial Insemination in the Sow



STRATEGIC BUSINESS PLANNING AND CAPACITY BUILDING WORKSHOP FOR GOAT PRODUCER BUSINESS ASSOCIATIONS HELD

In March 2021, the project held Business Strategic Planning and Capacity Building workshops for the twelve goat value chain districts (Binga, Mudzi, Mbire, Lupane, Nkayi, Gwanda, Beitbridge, Matobo, Buhera, Chipinge, Chikomba and Rushinga) to develop business plans, build the capacity of farmer associations to self-manage as well as build relationships with other market actors under the Goat Value Chain.

The key outcomes from the workshops included the draft strategic plan for the associations which captured activities on the recruitment of personnel to manage the Business Management Units, growing the association through the recruitment of members, profiling of farmers in the associations and their production capacity, the adoption and access to improved goat breeds and developing and nurturing relationship with meat processors and buyers.

The visioning process undertaken by the groups outlined the farmers' desire to increase their production capacities and explore new marketing opportunities to increase profits. The major challenge identified by the farmer groups relate to reduced profits margins as they were heavily reliant on middlemen in the marketing efforts.

The workshops also provided a platform for farmers to dialogue with private sector market

actors. These engagements with the private sector provided an opportunity for farmers to understand the product offerings from the market and the expectations in terms of quality, quantities and the related payment terms and conditions. Other district associations such as Rushinga have already partnered with private sector for the supply of livestock drugs and vaccines at the goat improvement centres.



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