







Welcome to all readers of ZAGP News, the monthly electronic newsletter for the Zimbabwe Agricultural Growth Programme (ZAGP).

Every month, we do a deep dive on one of the projects under ZAGP. In this this issue, the focus is on the Inclusive Poultry Value Chain (IPVC) project led by COSPE working in partnership with Welthungerhilfe (WHH), Sustainable Agriculture Technology (SAT), Cultivating New Frontiers in Agriculture (CNFA), and Livestock and Meat Advisory Council (LMAC).

In Zimbabwe, poultry products are the main source of animal protein for consumers. Due to the high cost of beef, pork and goat meat, chicken has emerged as the alternative source of protein for most consumers.

Small to medium-scale farmers constitute the largest production base of Zimbabwe's poultry industry. Facing a bleak future as a result of the numerous challenges, the interventions by the IPVC project are proving a glimmer of hope in addressing key issues of competitiveness, profitability and growth as well as contributing to an inclusive and enabling environment in the poultry sector.

With most projects under ZAGP having reached high gear, we are also happy to share with you, updates of their activities as they collectively implement approaches and innovations to address the bottlenecks affecting Zimbabwe's livestock sector.

We thank you for your continued readership, and as always, we value your feedback on this and other issues of ZAGP News.

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ZAGP NEWS FOCUS

Inclusive Poultry Value Chain (IPVC)



Small to medium-scale producers have been the key actors of the poultry sector in Zimbabwe. However, productivity remains sub-optimal, with poor linkages, high costs of transactions and insecure markets.

The Inclusive Poultry Value Chain (IPVC) project is set to run for three years from February 2019 to January 2022 and is led by COSPE, supported by Cultivating New Frontiers in Agriculture (CNFA Europe), Livestock and Meat Advisory Council (LMAC), Sustainable Agriculture Technology (SAT) and Welthungerhilfe (WHH).

Poultry Sector Background

Zimbabwe's broiler industry has recorded phenomenal growth since 2009, from 18 million chicks yielding 26,000 metric tonnes per annum to 91 million chicks yielding 143,000 metric tonnes in 2018.

Two-thirds of the production emanates from small to medium producers (SMPs) mainly supplying independent butcheries and supermarkets in low-income markets. However, even though SMPs have been the key actors of the poultry sector in Zimbabwe, productivity remains sub-optimal, with poor linkages, high costs of transactions and insecure markets.

Similarly, table egg production increased from 14 million dozen in 2009 (less than one egg per capita per month) and peaked at 55 million dozen in 2016, before declining to 36 million dozen in 2018 due to the outbreak of Avian Influenza in May 2017. As with broiler meat production, more than half the production is from SMPs. While there is tremendous room to increase production and consumption of table eggs, major constraints include supply of point of lay birds and the centralised marketing of table eggs.



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Challenges Within the Poultry Value Chain

Of a large set of factors affecting the Zimbabwe broiler competitiveness, the following are most critical:

- 1. Increasing inability to control domestic costs and prices.
- 2. Cost of feed.
- 3. Continuous influxes of illegal, low costs inputs.
- 4. Cost of compliance.
- 5. Highly pathogenic Avian influenza.
- 6. High poultry mortality.

Priority Areas for IPVC Interventions:

I. Increasing inability to control domestic costs and prices:

- Building the capacities of SMPs and market integration.
- Improving the social and environmental performance of out-grower schemes.
- Reducing cost-competitiveness of the value chain.
- 2. Cost of feed: Introduce replicable innovations that lower feed costs, (support local soya production, develop decentralized feed production systems using low-cost maize, support mobile input shops that reduce transaction cost or find alternative crops to maize especially in dry areas.
- 3. Illegal imports: Policy advocacy and marketing campaigns promoting the benefits of locally produced broilers.
- 4. Costs of compliance: Policy advocacy.
- 5. Highly pathogenic Avian influenza: National Avian Influenza Surveillance plan: Quality Management System (QMS) adopted by all target groups across the poultry value chain and policy advocacy for a national control and surveillance plan.
- **6. High poultry mortality:** Improved hygiene, better management practices and most importantly the adoption of a demand driven vaccination programmes for Virulent Newcastle Disease and other poultry diseases in their endemic areas.



Challenges within the Egg Value Chain

- I. Overall egg production in the value chain has stagnated in recent years after a strong recovery post-dollarization. This plateauing is largely thought to be caused by a relatively low and stagnating per capita consumption of table eggs in Zimbabwe.
- 2. Lack of information on the potential benefits of egg production as a core livelihood.
- 3. Lack of access to business services constrain the production of egg SMPs and limit the availability of eggs in the markets.
- 4. Cultural favouring for meat and the lack of knowledge of the nutritional benefit of eggs, limit the market growth potential.

Solutions to these are:

IPVC will stimulate the egg market growth through a two-phase plan:

- I. A consumer survey to better understand egg consumption attitudes and knowledge of health benefits
- 2. A marketing campaign considering the consumer survey and targeting predominantly the lower-income population with messages about the benefits of buying and eating eggs.

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Decent Rural Employment Organisational Development Legislation and Regulation Market Information Access Cost of Compliance Management Sector Financing Options Quality Management Systems Input Suppliers Producers Processors Markets Financial Institutions Employment Sector Financing Options Processors Markets

IPVC Objectives

To build on the recent successes of the poultry sector, the IPVC project seeks to promote an "efficient poultry value chain (VC) that contributes to inclusive green economic growth in Zimbabwe". The IPVC will achieve this by addressing key issues of competitiveness, profitability and growth as well as contributing to an inclusive and enabling environment in the poultry sector.

The IPVC project will predominantly focus on broiler (meat) and layer (table eggs) production with the primary beneficiaries of the project being established and emerging independent or contracted SMPs.

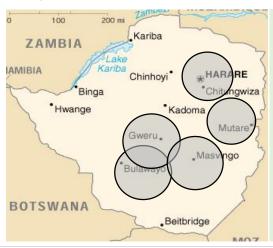
IPVC Methodology and Approach

IPVC is conducting analyses to identify, measure and document the performance of the Value Chain and highlight any inefficiencies and challenges, especially those experienced by SMPs.

IPVC is addressing these challenges by engaging SMPs (Project Beneficiaries), private and public sector actors (potential integrators) as well as consultants in the codevelopment and implementation of practical, needs based, innovative, replicable and sustainable solutions.

The inclusive approach towards value chain organisation, capacity building and integration will mitigate against risks of intervention relevance and continuation post-project.

Private Sector Integrators may be any company or organisation involved at any node along the poultry value chain which it is championing, or interested in championing, offering innovative business partnerships that are inclusive, transformative, and bankable. The partnerships will have potential for significantly improving market competition, reducing costs, increasing net incomes and realising positive social impacts of the value chain.



The IPVC partners have identified five clusters which exhibit high poultry production for analysis, engagement and implementation of activities. The scope of the project is to work with SMPs and VC actors that operate within a 100km radius of poultry consumer markets in Harare, Mutare, Bulawayo, Gweru and Masvingo.



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Key IPVC Activities

Decent Rural Employment (DRE)

IPVC has begun developing an innovative participatory process to engage commercial actors in defining DRE and how they can adopt and promote core labour standards. Lessons learned, and best practices will be shared to inform how this process could be replicated in other sectors of the Zimbabwean economy.

Waste-to-energy Solutions

SMPs' henhouses consume large quantities of fuel, wood and/or low-quality charcoal. Biogas – powered heating system for small-scale producers will be promoted for better natural resource management.

This will reduce the time burden on women for the collection of fuel wood and reduce henhouse's indoor air pollution and mortality.

Youth Inclusion

The mapping exercise will be conducted with the youth hired with the support of the Zimbabwe Youth Council. Following the mapping exercise, IPVC will facilitate the integration of these youth in the extension teams of the integrators. At least 50% of the youth will be hired by integrators as part time business service providers by end of the action.

Smart Integration of Gender

The action is going to prioritize the active participation and leadership of women and girls.

The selection of the SMPs will be done with the support of Zimbabwe Women in Trade and Development and at least 50% of the selected SMPs will be women-owned businesses.

At least 10,000 subsistence farmers growing indigenous chickens in the poultry hubs will benefit from improved access to veterinary medicines, substantially reducing mortality and improving productivity.

Poultry Information Management Systems (PIMS)

This information system is mainly going to be used by the Zimbabwe Poultry Association (ZPA). ZPA aims to support poultry farmers but can only do so with adequate information. For the system to be functional, farmers need to be at the centre of it as they are the ones who input the information into the system.

The key features of the system:

- An interactive platform to be used by SMPs.
- Prompt to upload monthly performances on value chain processes.
- Allows real time tracking of performance.
- Integrators to determine the demand for inputs using this information.
- Farmers to be responsible for inputting information.
- The information they will input includes feed consumed, mortalities, disease symptoms, number of birds and batch numbers of chicks.
- System will be linked to Global Positioning Systems (GPS).
- Allows offline use.
- Allows partners to access the information.



The youth are set to set to benefit from the project interventions. At least 50% of them will be hired by integrators as part-time business service providers.



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The IPVC project will predominantly focus on broiler (meat) and layer (table eggs) production with the primary beneficiaries of the project being established and emerging independent or contracted SMPs.

Poultry Business Association (PBA).

The Poultry Business Association (PBA) is a physical space which offers services to farmers, farmer associations and groups. IPVC, with the assistance of the Zimbabwe Poultry Association (ZPA) will facilitate the PBA and not over take any other interests. The poultry business Association is not an IPVC product. IPVC is identifying champions in the poultry value chain in different clusters and mobilising the champions who can be farmer associations, farmer groups or individual farmers, to form a Poultry Business Association. The PBA has four main value propositions, which are to: reduce cost of production, increase revenue, leverage on service and offer a range of services.

Value Chain Analysis Study

IPVC conducted a Value Chain Analysis study during its inception phase. The study revealed that, in the stock feed sector, and overall, the poultry industry, remains uncompetitive in comparison with world and regional markets, largely due to comparatively high cost of raw feed materials.

The high cost of raw materials is linked to low productivity and overall production levels, which are often below local demand and thus requiring importation of maize and soya.

Production is linked to macro-economic policies around land tenure and productivity of the small to medium-scale farmers. Following the collapse of commercial sector because of fast track land reform almost two decades ago and small to medium scale farmers no longer have access to the Grain Marketing Board (GMB) guaranteed Agricultural Finance Corporation (AFC) credits after these organisations lost their monopoly.

To restore the competitiveness of Zimbabwe's poultry value chains there is a need for the poultry industry organisations to work with the relevant public sector entities such as Department of Veterinary Services (DVS) and the Ministry Health and Child Care (MoHCC), including the port authorities, to craft a competitiveness strategy for the poultry sector.

The progress of the smallholder sector in the last 10 years has been eroded by the costs of doing business in Zimbabwe, economic reforms that have increased costs, high and expensive financing with extreme interest rates that discourage borrowing funds for project implementation. The most important areas of action are policy reforms, reducing the cost of compliance and improving the information management system within the sector.



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Kimberly Nyatanga, a pig farmer from Marondera, runs a 12-sow unit in partnership with her husband.

Located about 15 kilometres South East of Marondera Town in Ward 23, Tarara Farm lies on a spacious swathe of land littered by various species of vegetation which break only to accommodate an array of buildings, giving the impression of a hive of activity. The worn-out dust road betrays frequent movement into the plot where one's attention is immediately drawn by the cacophony of sounds bellowing out of the pig sties – this is a pig farm on the rise.

The owners, Brian and Kimberly Nyatanga, a young and energetic couple recount the journey they took to establish the farm and outline their dreams for this project.

"This has become our new life and these pigs have given us hope. We are currently operating a 12-sow unit, our goal is to reach a 200-sow unit. In addition, we have plans to fully integrate operations, through the establishment of an abattoir and biogas digester." Kimberly Nyatanga the co-owner says.

As with 992 small and medium scale farmers registered so far under the VALUE project, the hopes of commercialising their pig production are faced with a plethora of challenges that must be surmounted. Kimberly becomes pensive as she narratives some of the challenges they are currently facing in realising their dream of fully commercialising their pig production.

"The market prices for the product are very low, stock feeds and veterinary drugs are costly making it difficult to sustainably continue production."

"I am hopeful that the coming in of the VALUE project will go a long way in addressing some of the viability challenges I have mentioned and provide a launch-pad for commercialising our production"

Under the pork value chain, the project will facilitate the establishment of Pig Producer Business Syndicates (PPBS) in Mashonaland East and West corridors which will have Business Management Units that will drive the development of viable pork value chains for small scale farmers.

For instance, the project will provide market linkages, establish and refurbish abattoirs and cold chain facilities in the two provinces.

Technical and non-technical trainings that include animal health management, localised feed formulation, leadership skills and pork business development will be facilitated to support farmer transformation. In addition, the PPBS will be capacitated to ensure bulk procurement of veterinary drugs through collective bargaining.



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Community members offloading the centre pivot equipment at the Balu Cattle Business in Centre in Umguza district.

The Beef Enterprise Strengthening and Transformation (BEST) project received equipment for centre pivot at Balu Cattle Business Centre (CBC) in Umguza district, Matabeleland South province. The Balu CBC is one of the two sites that will grow commercial fodder under the ZAGP. Fodder production helps increase farm carrying capacity, insures beef farmers against drought. It is also the cheapest available cattle feed resource and it is high quality to fatten cattle for slaughter without using bought-in concentrates. Use of fodder reduces cost of beef production substantially. When production costs are low, the farmer gets high gross margins, hence increased profits. The net effect of low production costs is reduced prices for beef on the market, with resultant increase in per capita beef consumption.

Farmers in Umguza will have access to improved pasture grasses from Balu CBC to feed their cattle. They will benefit through seed material and training on fodder production through a pluralistic extension model involving private and public sector agents. Training will include conservation, storage, marketing and utilization of fodder. Selected champion farmers will pilot commercial fodder production where they will multiply fodder seed for sale, sell fresh forage, hay and related products.



Farmers at the Balu CBC are optimistic that the beef cattle production challenges they face will be addressed by the BEST project.



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Zimbabwe Beef School - 2019 Edition



The BESTproject team during Beef School in Bulawayo. Participants were drawn from various sectors across the beef value chain.

The BEST project team attended the Zimbabwe National Beef School 2019 edition hosted by Zimbabwe Herd Book in Bulawayo. Various beef value chain stakeholders including Government, stock feed companies, animal breeders, veterinary drug companies, and livestock farmers participated. Presentations were from local and international livestock experts from Australia, Europe, United States of America and Namibia.

A total of 44 (36 males: 8 Females) participants from the BEST project, government stakeholders, BEST staff and farmers attended.

The Deputy Minister of Lands, Agriculture, Water, Climate and Rural Resettlement, Honourable Vangelis Haritatos graced this prestigious event. In his opening remarks, he acknowledged the assistance from the European Union in funding BEST project. He was impressed with the partnership with private sector players as this will yield sustainable results.

The eighth Beef School offered an impressive presentation of cutting edge technology from animal breeding experts from America, Australia, Europe and Namibia.



Deputy Minister of Agriculture, Hon. Haritatos giving the keynote address. He encouraged beef producers in Zimbabwe to embrace current innovations and trends to improve production.

Technology mainly cantered on adoption of precision livestock farming techniques for measuring productive, reproductive, physiological and other traits of economic importance in beef cattle. This ensures real time availability of information and improves performance of beef cattle.

Veld management, bush encroachment, cultivating pastures to feed cattle as well as control of theileriosis were take home topics for BEST beef producers.

Johan Mouton, Pasture Expert from Namibia, challenged smallholder farmers through the following equation:

"Bull + Cow + 5 tonnes dry matter = Calf."

Furthermore, he explained that the only way to make beef farming lucrative is proper management of natural veld, to control bush encroachment, cultivate pastures to feed cattle and prepare nutritious hay for dry season feeding.

The Beef school was an opportunity for BEST team and farmers to learn better approaches to enhance beef farming, establish networks with value chain actors and appreciate the variety of products offered by private sector companies who exhibited during the event.



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ZAKIS Facilitates Development of an In-service Training Mobile Application for Extension Services.

The Zimbabwe Agriculture Knowledge Innovation Services (ZAKIS) project is championing a technical capacity building digital solution which will facilitate in-service training for research, extension and education. Currently, the work being done by the Department of Research and Specialist Services (DR&SS) is not sufficiently being absorbed by the extension training unit, and when it is, there are serious financial constraints to train the extension workers using the traditional provincial and district workshop model.

This has been predominantly triggered by the unstable and non-performing macro-economic environment in Zimbabwe, which has resulted in budgetary allocation cuts from the fiscus towards agriculture. This has led to less resources allocated toward human resource capacity building.

To respond to these overarching challenges, ZAKIS is developing an in-service training mobile application (App) which will allow the training unit to develop online courses informed by recent and current research. This will allow extension officers to capacitate themselves remotely, wherever they are based. A grassroots level extension officers' needs assessment has been conducted under the leadership of the Matopos Agriculture Centre of Excellence (MACE)

and the app's key features were defined.

Services to be accessed will include:

- Value chain refresher content.
- Activity trackers of key programmes such as the annual national crop and livestock assessments.
- A reporting function which captures ward, zonal, district and provincial reports.
- Site specific weather indicators.
- Ministry of Lands, Agriculture, Water, Climate and Rural Resettlement news and circulars which allow all extensionists to access real time communication from their headquarters.

A prototype was developed and presented during the week ending the 1st of November 2019 to the directorate and heads of institutions within the Ministry of Lands, Agriculture, Water, Climate and Resettlement. The application was a welcome innovation and it was agreed that the next phase should be the development of the first minimum viable product which will be reviewed by the ministry staff and tested using the ZAKIS project areas as a pilot.

Information and Communication Technologies (ICTs) are effective drivers of agricultural growth and transformation. The in-service training app will address the challenge of insufficient resources to continuously develop skills of field based extension workers.





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SAFE Project for Animal Health and Food Safety in Zimbabwe

As part of raising awareness for food safety on animal source foods the FAO Sub-regional Coordinator for Southern Africa (ad interim), Dr Alain Onibon explains how the SAFE project is important to the whole agricultural sector in creating a conducive environment for increased livestock productivity and trade through improved food safety delivery services.

In Zimbabwe, through the project "Transforming Zimbabwe's Animal Health and Food Safety Systems for the Future"- SAFE, there is a deliberate attempt to address issues of food safety. This project, funded through the European Union, focuses on animal health and food safety delivery systems.

The overall objective of this project is to transform the delivery systems for improved livestock productivity, food safety for consumer safety (focusing on animal source foods) and enhancing market access.

Ultimately, this project seeks to strengthen policy and regulatory frameworks, development of efficient integrated information management systems for animal and public health, capacity development of public and private sector institutions dealing in animal health and food safety and coordination and advocacy on compliance and resource provisions for sustainable service delivery beyond the project lifespan.

This project seeks to review and align relevant policies, regulations and guidelines so as to strengthen the regulatory function of the authorities. This will address one of the identified gaps which has been used to slip in unsafe foods onto the market.

Apart from strengthening the capacity of the regulators, the project seeks to invest in specific infrastructure, for example, provision of solar powered cold chain facilities at the animal health management centres. The provision of these cold chain facilities would see improved range of services offered to the livestock farming sector for example sample collection, storage and analysis for treatment and surveillance of animal diseases. This ensures that the farmers produce good quality products for the domestic, regional and international markets.

Through equipping key national and sub-national analytical and diagnostic laboratories such as the Government Analyst Laboratory, Central Veterinary Laboratory and provincial veterinary laboratories, this project will enable these labs undertake the expected tests and support services for improved animal disease control and food safety.

SAFE plays a foundational role in that its successes will spur further investment into ensuring food safety and food security. It also has a built in mechanism for sustainability, as it explores establishing Private, Public Partnerships that ensure service delivery motivated by viability and profits. The recent scoping exercise by the SAFE project to potential sites revealed the good appetite for the private sector to engage with the government and other stakeholders especially on dairy, poultry and beef processing and handling operations.



Good hygienic standards are key in ensure food safety.



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George Mudanga, a pork value chain integrator for the Mashonaland West Corridor. He is one of the top pig producers in Chegutu district.

The Technical Assistance to ZAGP (TA-ZAGP) team visited Braford Farming in Chegutu district in Mashonaland West province. Established in 2011, the sprawling and highly productive farm is run by George Mudanga, who is involved in livestock, crop and horticultural production. He is one of the top pig producers in the district.

As he confidently takes the team on a tour of his piggery, the state of the pig housing infrastructure and the condition of the animals is evident of the passion he has for the venture and the high level of expertise, horned by over nine years of experience in pig production.

Explaining his journey into farming, Mudanga said, "Braford Farming started operations in 2006 and the pig rearing enterprise started in 2011. Currently, I am running a 130 sow unit and supplying an average of 30 pigs to major retailers and butcheries in Harare every week".

Mudanga is an integrator under pork value chain component of the Value Chain Livestock Upgrading and Empowerment (VALUE) project. The project will develop the technical and management capacity of Braford Farming to become an effective and visionary value chain champion.

Mudanga will be expected to create innovative privatepublic-community partnerships to improve production and productivity of pig farmers in Mhondoro, Zvimba, Kadoma and Chegutu districts.

"My role as an integrator will help tackle some of the challenges faced by smallholder farmers involved in pig farming. These include poor breeding stock, high cost of semen, lack of extension services, high cost of stock feed, lack of markets and high transport costs. Also, access to abattoirs and cold chain facilities and unavailability of drugs are adversely affecting the farmers", added Mudanga.

Working with 10 champion farmers and 20 anchor farmers, Braford Farming will be capacitated to support at least 500 pig farmers in the four districts.

"Once we have mobilised these farmers, this will lead to the establishment of a Pork Production Business Syndicate (PPBS) which will be involved in the production and marketing of pigs. Essentially this will be a cluster for mentorship training and capacity building to progressively increase breeding stock to commercially optimal levels".



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According to Mudanga the average birth rate of his sows is 12.5 compared to that of smallholder farmers at 10 and below. Production levels will be improved through breed improvement – new genetics to be passed on to champions and anchor farmers and subsequently to the smallholder farmers. Other key activities will focus on artificial insemination, reducing the cost of feed through on-farm feed production and establishment of cold chain facilities.

Braford Farming will lead the Mashonaland West PPBS while Shamiso Farm in Marondera will focus on the Mashonaland East PPBS. The two corridors are targeting 1,000 pig producers.

"I see a brighter future for pig producers for the Mashonaland West corridor. The PPBS will improve breeds, increase production and ultimately lead to increased incomes, increased job opportunities and safer and better value food products", said Mudanga as a parting short.



Mudanga demonstrating the feeding system in use. With his sow birth rate at 12.5, he stressed the importance of feed quality and breed type as some of the success factors for pig farmers.

EVENTS

VALUE Project Participates at the Pig Symposium

The Value Chain Alliance for Livestock Upgrading and Empowerment (VALUE) project's pork value chain initiative attended the Pig Symposium held at the Agricultural Research Trust in Harare on 10 October 2019. Under the pork value chain, the project is implementing activities in eight districts (Mhondoro Ngezi, Chegutu, Makonde, Zvimba, Goromonzi, Murehwa, Marondera and Seke) in a bid to upgrade and empower small and medium scale farmers to commercial pig production.

Speaking during event, the VALUE Team Leader, Newton Chari said the project is modelled to upgrade and empower small scale pig farmers from their current suboptimal levels to become commercial producers. On its part, the project will facilitate access to viable markets, offer trainings on various piggery related issues and ensure access to improved genetics. A total of 44 farmers and Agritex officers drawn from the eight districts participated in the symposium gaining valuable insights from other value chain actors.

Media coverage of the launch of the pork value chain:

https://www.herald.co.zw/small-farmers-to-benefit-from-pig-goat-programme/



World Egg Day 2019 Campaign

On the I Ith of October 2019, IPVC joined the world in celebrating World Egg Day. In celebrating World Egg Day, the Inclusive Poultry Value Chain produced a 60 second jingle to be played on national radio. The jingle was aired on Radio Zimbabwe and Star FM together with I5-minute infomercials on the health benefits of eggs. Different egg recipes and egg health benefit facts were posted on our social media platforms:

- Facebook Inclusive Poultry Value Chain Zimbabwe
 <u>@IPVCZim</u>
- Twitter Inclusive Poultry Value Chain Zimbabwe
 <u>@IPVCZim</u>

Follow the link to listen to World Egg Day jingle.