



Zimbabwe  
**AGRICULTURAL  
GROWTH**  
Programme



Funded by the European Union



# VALUE NEWS

TALKING GOATS AND PIGS

JULY – SEPTEMBER 2020



Co-funded by the CIPS Foundation



## FROM THE TEAM LEADER'S DESK

VALUE Project Team Leader **NEWTON CHARI**

I am delighted to welcome you to the Third issue of our newsletter – Talking Goats and Pigs. In this issue we highlight key achievements over the last quarter and also provide a detailed overview on our work on markets development and financial inclusion.

Our programming continued under strict adherence to the Covid-19 pandemic guidelines put in place by the government and the world health organisation resulting in achievement of several key milestones. I am happy to update you that construction works continued unabated at 10 out of 12 goat improvement centres and the two pork value chain integrators. We managed to establish district level farmer associations

for both value chains paving the way for formalisation of their commercialisation efforts.

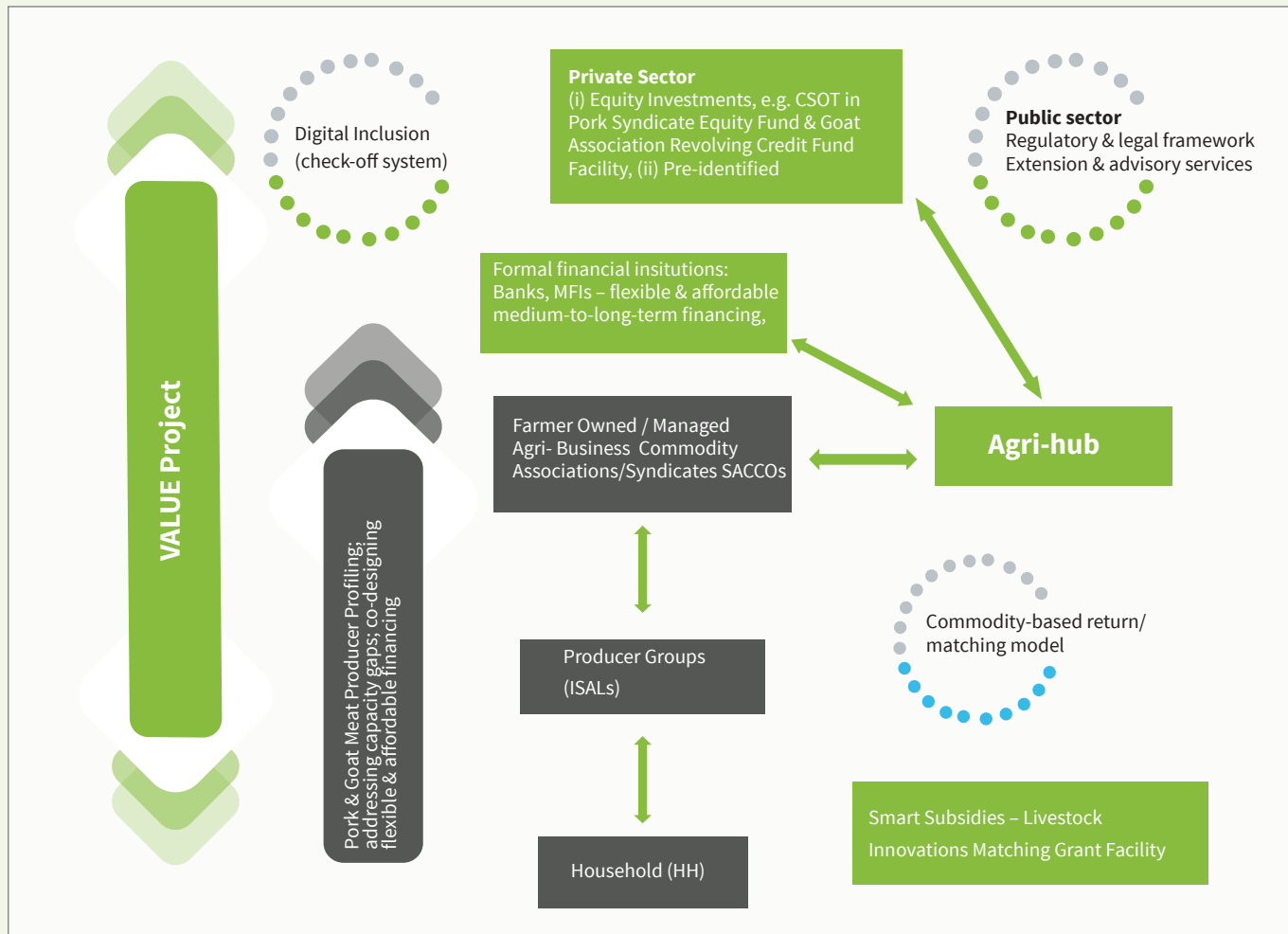
In addition, we held a couple of policy and advocacy meetings with government line ministries, farmer unions and key value chain actors as part of our efforts to contribute towards the enhancement of the domestic agribusiness environment for small and medium livestock players.

I invite you to go through this issue which provides a cocktail of project news, updates and information on our effort to contribute to the growth of the goat and pork value chains in Zimbabwe.

*(Cover photo: Imported goat breeding stock housed at Zvikomborero Farm in Chikomba district)*

# INCREASING ACCESS TO VALUE CHAIN FINANCING

## BLENDED FINANCING MODEL FOR PVC & GVC ENTERPRISES DEVELOPMENT



## PROJECT UPDATES

Value Chain financing has been identified as a key pillar in the VALUE Project Livestock Market Systems Development strategy. The project approach to increasing access to finance has been informed by the challenges being faced by the Small to Medium Producers (SMP) as outlined in the Scoping Study Reports and from the interface with key market actors under the PVC and the GVC. The challenges being faced by the SMP and other livestock market actors relate to:

- Financial Products/Services on the market which are not tailor-made/aligned with goat & pig production cycles.
- Low productivity among SMP-led goat and pig value chains to justify investments in these enterprises.
- Lack of collateral – fixed assets, movable property or joint liability collateral.
- Supply chain coordination challenges among goat and pig SMPs.
- The credit history among goat and pig producers is limited and in some instances non-existent.

- Limited knowledge of financial services/products on offer, including requirements and servicing of loans.
- Lack of experience in negotiating for tailor-made goat & pig enterprise financing packages.

The VALUE Project is using a Blended Financing Approach that focuses on multiple financing arrangements including loans from Formal Financial Institutions including banks and MFI, livestock matching grants and equity financing as well ISAL schemes at the farmer group levels. High level engagements have been made with Empower Bank and MET bank for possible tailor –made financial products that suit the production cycles of the smallholder farmers in the PVC and the GVC. Multiple stakeholder dialogue platforms have been convened in some of the participating districts to increase awareness on the available products and possible solutions to address the challenges facing the SMPs.



*Rodney Musara of Ward 24 Murehwa district is one of the recipients of the Livestock Matching Grants supported to install a biogas digester*

## EIGHT DISTRICT PORK PRODUCER SYNDICATES ESTABLISHED

Eight District Pig Producer Associations (DPPAs) were established in Mashonaland East and Mashonaland West provinces in collaboration with key stakeholders namely the Pig Industry Board (PIB), Agritex, Department of Veterinary Services, Ministries of Women’s Affairs and SMEs, Youth, Rural District Council (RDC) as well as local government representatives.

**“The farmers greatly appreciated the formation of the District Pig Producer Associations which will in turn affiliate to the provincial Pig Producer Business Syndicates which are vehicles of driving commercialisation for small and medium pork producers”**, said George Mudanga of Braford farming – the Mashonaland West Integrator.

Chegutu, Mhondoro Ngezi, Zvimba and Makonde now have own producers’ associations for Mashonaland West production corridor, whilst Seke, Marondera, Goromonzi and Murehwa have created own associations for Mashonaland East production corridor with support from Shamiso Farms (Mash East integrator) and the government line ministries.

The district associations are avenues for farmers to address several challenges affecting the competitiveness of small and medium scale producers in the pork value chain through collective action from input supply to marketing to increase production and marketing efficiencies. During the meetings, farmer representatives were trained on topics that include commodity leadership, governance skills, conflict



A cross section of participants at a syndicate establishment meeting held in Makonde district

resolution, constitution development, managing business activities and value chain actors' engagement among others.

The association committee members are now working on constitution development, mobilising groups to initiate collective action activities to reduce transaction costs during production and marketing as well as private sector engagement for win-win partnerships. The committees, with support from private integrators and other value chain partners, will guide farmers towards improving production, productivity and profitability on their business enterprises to realise more profit. The Business Management Units (BMUs) will be established to support syndicates value chain business activities through lowering costs on input supply (feed, veterinary drugs and vaccines), transport and logistics and value addition and processing.

## 9 DISTRICT GOAT PRODUCER BUSINESS ASSOCIATIONS ESTABLISHED

Nine district goat producer business associations were established in Gwanda, Beitbridge, Matobo, Mudzi, Rushinga, Nkayi, Binga, Buhera and Chikomba districts in collaboration with Ministry of Women Affairs, Department of Veterinary Services and Agritex

## FUNCTIONS OF THE GOAT PRODUCERS BUSINESS ASSOCIATIONS (GPBA)

*Development of inclusive business for association members, with the aim of improving inclusiveness of small holder farmers in the long term*

*Coordination of goat farmers toward commercialization of goat breeding*

*To facilitate value added business activity and to provide a hub to aggregate orders to access convenient input*

*To promote good husbandry practices, through training course and field days*



*Provision of improved breeds to local farmers (i.e. buying improved breeds at affordable price, provide access to improved bucks for mating at an affordable fee)*

*To facilitate lobby and advocacy initiatives for the creation of an enabling agribusiness environment*

*Dissemination of good husbandry practices and goat breeding standards acquired from the Goat Breeders Association of Zimbabwe and the Zimbabwe Herd Book*

*Dissemination of information on goat market (prices, diseases, etc.)*



## TRUCK IMPORTATION FOR PORK PRODUCTION SYNDICATES

The project has procured two 10-tonne trucks for Mashonaland East and West production corridors to support syndicate pork business development initiatives. Findings from the pork value chain scoping studies indicated that transport and logistics were among the major challenges contributing to increased production costs especially for small to medium

farmers operating individually. The trucks will go a long way in reducing the transport and logistics costs in the procurement of feed and drugs as well as delivery of pigs to abattoirs and markets among other issues with organised farmer groups able to hire the trucks collectively at reasonable fares through their associations.

## YOUNG COUPLE'S DREAM OF RENOVATING PIG STIES REALISED THROUGH THE LIVESTOCK MATCHING GRANT PROGRAMME



Tucked away at the base of a small hill and surrounded by several species of indigenous trees lie modest housing structures a stone throw from which are located old pig sties being spruced up by a joyful bunch of builders. This is Junior Gwata's house – an energetic young woman from Murehwa district's ward 9, she has run this pig enterprise since 2005 with her husband.

**“We started this project in 2005 with a two-sow unit and have gradually grown it to the current 14-sow unit that you can see. In our journey we have been faced with several challenges include high feed costs, erratic water supply and an aging infrastructure,”** says Junior.

Having been selected to participate in the European Union funded VALUE project, Junior underwent comprehensive training on how to run a commercially viable pig enterprise, animal health, biosecurity, appropriate animal housing, among others.

**“The trainings conducted by the project made us realise that even though we had good pig breeds, our pig sties were not up to acceptable standards. We however did not have the requisite finances to renovate them,”** added Junior

Through the local government extension personnel, junior learnt of the smart subsidy initiative set up by the project as part of its value chain upgrading strategies and she applied for a grant to renovate her old pig sties.

She was successful in her application and received materials such as cement, roofing sheets, roofing timber among other material worth \$US1,458. On their part, Junior and her husband chipped in with a 30% contribution that covered labour, brick moulding, purchase of river sand and quarry stones.

The young couple is optimistic about the future of their enterprise.

“Our target is to run a 25 sow-unit by end of next year (2020) and make further investments towards putting in place more reliable water sources for our project.

Junior is among 43 other farmers in the goat and pork value chains registered under the VALUE project to receive support under the first window of the Livestock Matching Grant.



Junior standing in one of the renovated pig sties

# IN PICTURES SOME OTHER RECIPIENTS OF THE MATCHING GRANTS



**Takudzwa Makwengura of Ward 8 Murehwa**  
Takudzwa was supported to procure a 5000 litre water tank, metal water stand and all the plumbing material to improve access to water for pig sties



**Loveness Tonhechewa** received support to upgrade her goat housing, Above standing with the old pole structure and below standing with the new standard structure



A solar powered borehole was installed at Tarara farm in Ward 23 of Marondera to address access to water challenges

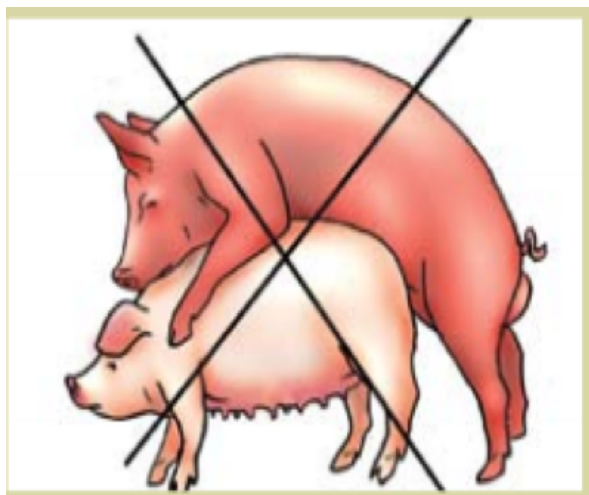


**Sibongile Musayemura of Chipinge district** standing in front of her new goat housing built with support from the project

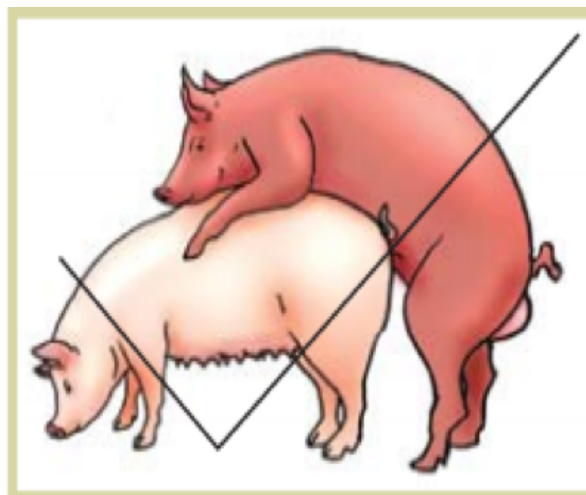
# NATURAL MATING DOS AND DON'TS IN PIG PRODUCTION

<https://www.youtube.com/watch?v=wxJZ0RDegQ0>

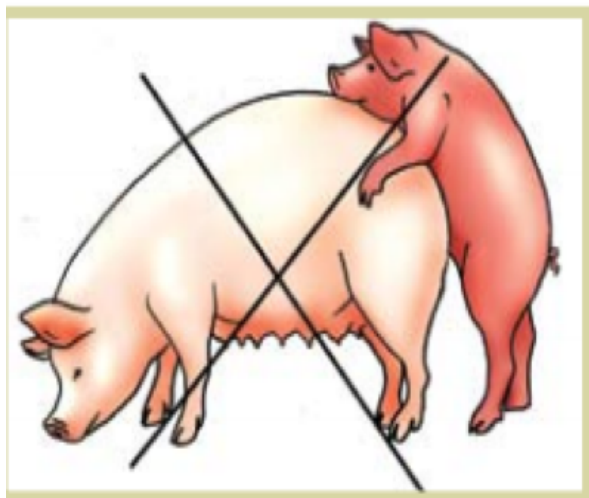
## DON'T



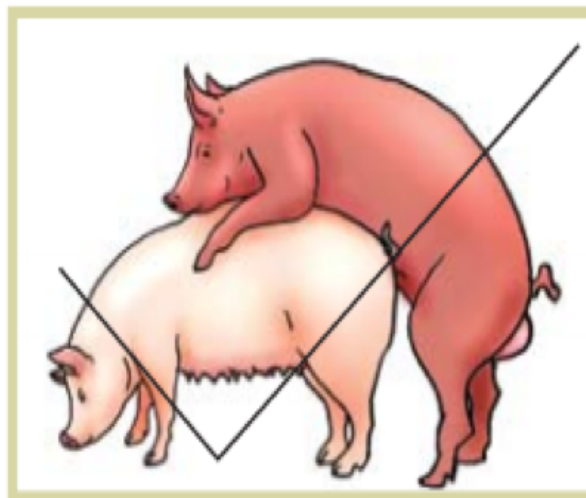
*Too big male*



*Similar body size*



*Too small male*



*Similar body size*

## DO

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