



## Goat Agribusiness Project Report

April 2017- March 2018

### Introduction

The KZN Goat Agribusiness Project is a partnership between Department of Rural Development and Land Reform (DRDLR), Department of Agriculture KZN (DARD KZN), Mdukatshani Rural Development Project (MRDP) and Heifer Project South Africa (HPSA). To this end a MOU and a SLA has been entered into and the program involving contributions from all four partners was signed in August 2015, and the SLA in October 2016.

### Background

The KZN Goat Agribusiness Project seeks to improve home food security and rural livelihoods and lead to helping to lift farmers in the 5 local municipalities of Umzinyathi, Zululand, uThukela, Umkhanyakhude and King Cetshwayo out of poverty. This will be done through a process of improving goat productivity and increasing commercialisation of homestead herds in these areas.

The project will create microbusinesses for local unemployed youth who will support farmers' productivity with these businesses. These young people will broadly be known as Community Animal Health Workers (CAHW). They will be trained up and given equipment to set up their small businesses.



A GAP project farmers goat herd

### Auctions

The auctions set out to establish prices of goats so that in future speculators would not take advantage of farmers. They also created awareness of the importance of commercialising indigenous homestead kept goats in farmers minds. They were to establish an awareness to buyers of goats of the numbers and qualities of goats that were available in each of these areas. They were also a way to launch the project to farmers that weren't part of the project as well as municipal and tribal authorities. The final

part was to identify and build up African auctioneers that could compete with AAM and Vleismart in rural indigenous auctions.

The project achieved success in all of the above, especially given that many of these municipalities and farmers had never attended an auction or had a goat auction in the area in their lifetimes. The auctions though have established an important benchmark in terms of prices for different ages, sizes and sex of goats.



Goats ready for auction, Jozini

Seven auctions were held of the six that have been budgeted for. This was due to some degree to cost saving by using an auctioneer from Vryheid. This was cheaper, but the project had to put in far greater staff time and vehicle mileage into each of these auctions. The other auctions were done through AAM using an African auctioneer, Mr Sibisi, who we are building up to eventually be able to carry out auctions by himself. He is not affiliated to the project.

The numbers of the goats presented were discussed and agreed upon with the auctioneers and farmers beforehand. To this extent, the numbers were capped as our experience shows that over 500 goats, the prices decline, and we run out of time as goats are sold individually rather than in lots. Before this funding, the project ran an auction with 2000 goats and by the end, goats were selling at R50 compared to the average price of R900-R1000 that farmers expect and get at these auctions.

In four of these areas, this was the first ever goat auction to be held and so probably took more effort and cost to the organisations than would normally be the case. Msinga and Jozini which were on their fourth and third auction respectively both went quite easily and needed minimal preparation.



Auctions are large well attended affairs, Debe area King Cetshwayo Municipality



Going forward, we will be planning another round of auctions but also looking at how we can reduce costs compared to sales. Other models are also being tested and planned so as to increase volumes of goats out of the project areas. The next round of auctions will also try to pilot how large these auctions could be and whether the project could successfully promote selling in lots at the auctions. These two principles are inter-related.

One of the reasons that the project was able to run seven auctions inside the budget of six auctions was that the Department of Agriculture Vet was able to lend the project livestock enclosures and provide a state vehicle to deliver them to auction sites. This created a huge cost savings and needs to be recognised and should continue for future auctions.

Date	Location	Goats sold	Revenue
Apr-17	Msinga Auction	216	R232 260
Jun-17	Jozini Auction	248	R218 540
Nov-17	Weenen Auction	253	R285 906
Feb-18	Hlabisa Auction	246	R284 782
Feb-18	Nongoma Auction	188	R169 200
Feb-18	King Cetshwayo Auction	167	R163 055
Mar-18	Msinga Auction	407	R404 625
<b>Total</b>		<b>1725</b>	<b>R1 758 368</b>



An innovation platform meeting with Cedara scientists

## Goat Research

The goat research component was comprised of two separate processes. The first was to create and maintain an innovation platform which is a structure to bring together different stakeholders and institutions across the goat value chain. The innovation platform meets to discuss a specific issue, highlight research needs and questions that need to be posed to researchers. It also is a good gathering point around all known information around a particular topic.

The innovation platform met four times to look at various points of interest in the goat value chain. The most recent one in this process was in December 2017. The innovation platform met to comment, critique and finalise the Indigenous Goat Production Handbook that has been printed under the auspices of Department of Agriculture and Rural Development (DARD).

The second stream of this research component is an amount ringfenced within the departmental budget to fund research that answers questions specific to indigenous goats and African farmers. A committee comprising of the GAP Project partners plus researchers has been meeting and to date has approved three research proposals. Two of these are based at universities. The first being

*“Reproductive output of goats across different quality sites”* as part of a doctorate thesis based at the University of KZN and being carried out by Ms Manqhai Kraai. The second being *“The Socio-Economic and Cultural Values of Indigenous Goats in Msinga”* as part of a master thesis based at University of Western Cape under the PLAAS institution and being carried out by Mr Michael Malinga.



Ms Manqhai Kraai following goats, gathering data for her doctorate

The third research project that was approved is one to be carried out internally in the GAP project looking at reducing kid mortalities in indigenous goat herds using home built enclosures for supplemental feeding. This was piloted in December 17- January 18 and is to be rolled out across the five municipal areas April/May/June kidding season. Some of the preliminary findings was presented at the KZN SASAE Branch Congress in Durban in March 2018.



The SASAE meeting GAP was presented to

Further proposals have been put forth to the committee members. The most current one being testing goat meat for toughness, taste and nutritional value to be carried out internally with the Cedara goats. This has not been approved formally yet.





A goat dip being demonstrated in Nquthu area to MEC Mthembu and Premier Mchunu

## Training Materials

The training materials that have been developed over a period of 10 years with DARD are being re-written and revised to incorporate new knowledge, new ideas and the commercialisation aspect of goats that this project is supporting. The starting point of this process was to re-write the training calendars which frame a lot of the theory and principles of the livestock trainings that we do. The calendars were reduced from four calendars to three. The general management calendar was not reprinted but rather incorporated into each of the livestock types. Those being goats, chickens and cattle. The knowledge gained through the experience of the project, veterinary companies, extension and veterinary staff was incorporated both in the flow of information as well as which areas to prioritise in training. These sets of calendars were revised, checked by departmental officials for correctness and have been printed in Zulu and English. They are being made available to project and departmental staff.



The various GAP training materials revised and printed so far this year

The next priority was a revised goat book that would support the GAP program most directly. This book was extensively rewritten and many of the sections have been expanded so as to assist farmers in their commercialisation efforts. This book is now being printed and these books will also be made available to project and departmental staff. The pdf version of this book has already been extensively distributed both nationally and internationally and through the International Goat Association network and is available on [www.gapkzn.co.za](http://www.gapkzn.co.za). We expect to launch it at the South African Animal Science Association as the previous edition had already received favourable mention in the newsletter from the association. The Zulu version of this book is yet to be translated but then will be distributed accordingly although in the past our experience has shown that both farmers and extension officials prefer the English version.

The indigenous cattle and chicken books are currently being revised based on feedback we have received on the previous editions including lecturers from Mangosuthu Tech who use it to train future extension staff for the department. All of these books are being printed under the auspices of the GAP project and DARD.



Bags and cushions made by leather CAHWs by the second training

### SETA Training

Following on the revision of the books and training calendars, GAP has also rewritten the training modules to fit into the AgriSETA accreditation that it has received. These training modules have been finalised and are now in a format that is being used to train the current generation of CAHWs. These materials continue to be developed so that they can be eventually used without support from GAP staff. These editions will include extensive model questions and model answer themes so that they can be used to accumulate certificate credits towards levels 3 and upwards. In February 2018, SETA auditors came to the GAP offices and went through the training venue, systems and materials and have agreed to give a further 3 years accreditation dependent on the future of SETA institutions.





### Leather CAHWs triumphantly hold up their creations

As part of the goat value chain, an important but unused component are the many skins that are often discarded after the traditional ceremonies. The GAP plan has been to provide a value adding segment to this leather industry both at the traditional level but also higher up both at the commercial and the tourist market. The so called leather CAHWs have been trained on leather processing and tanning albeit with difficulty as they would need to work in relatively large groups to make tanning worthwhile. The next step has been to look at working tanned leather items to make into handbags and computer cases among other commercial items.

To this end, a series of trainings have been embarked upon by GAP to train the same leather CAHWs on sewing of skins and making these sorts of products. This would work together with the industrial sewing machines that were procured with funding from Department of Rural Development and Land Reform (DRDLR). Two series of trainings have been held with the latest one being in March 2018. Most students are now able to sew bags and cushions. A difficulty has been to find trainers with SETA accreditation around any of the levels of this process be it sewing with industrial machines or



The first group of Paravet CAHWs trained with the AgriSETA training modules at HPSA head office

crafting leather products or tanning skins at a small scale. As a result of this, the costs have been larger than anticipated so in negotiations with DARD officials managing this we have concentrated our resources on the leather CAHWs and will draw from our own reserves animal health trainings. These are ongoing and the first phase should be completed by the end of March.



The Weenen auction, attracted many fine goats like this castrate