



Training Module No 1

Theory

1. Goat Agribusiness Project Overview



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Overview of GAP project

1. The project
2. The opportunity
3. The demand for goats
4. The GAP project
5. Commercialisation at scale
6. 5 interventions
7. Other value chain ideas
8. Extension ideas

Project aims

- Strengthening rural value chains around livestock working with Department of Agriculture and Livestock Associations
- Commercialising indigenous goats in KZN
- Working with rural African women goat owners in their homes
- Working with the rural youth setting up microbusinesses
- Supporting research in African livestock systems
- Creating materials for use by governmental staff
- 5-year project started in 2016
- Partnership between NGOs and two government departments
- Covers 5 districts in KZN
- Focuses on:
 - Rural areas
 - Women farmers
 - Youth
 - Goats
 - Research



GAP Objectives

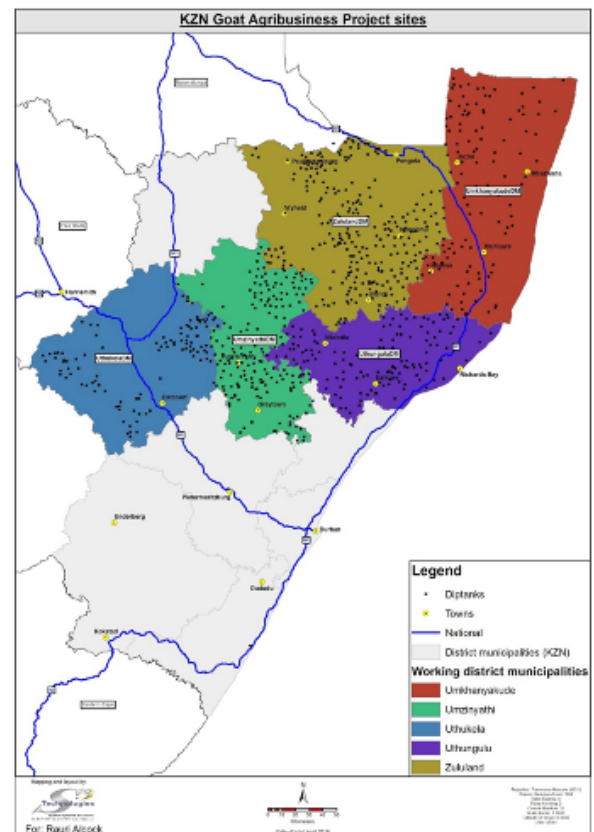
- A joint project between the Department of Agriculture and Rural Development and two NGOs, Mdukatshani and HPSA
- To improve productivity of goats in community areas, leading to commercialisation of 7 000 women farmers
- To create micro-businesses with local youth to support farmers
- Piloted in 5 municipalities

An example:

A widowed female farmer in Msinga, MaNdllovu, had 20 goats and grew them to over 180 in 4 years, excluding the sale of 50 goats during that time. The kraal cost R3 000 to build and on the face of it, she gained R180 000.

Where are the goats going?

- KZN had 172 000 human births (in 2013). This would require a total of 400 000 goats.
- KZN had 84 000 deaths. This would require approximately 214 000 goats.
- There were 3 500 customary marriages. This would require 42 000 goats.
- This excludes traditional fines, coming of age ceremonies, sales for school fees, acquiring a job, passing matric or varsity. This would add another 200 000 goats?





What are we importing?

- Farmers have goats, yet we are bringing in 1 million from other provinces and countries.
- The KZN herd is estimated at over 2 million goats, which at their current productivity would add 600 000 more annually at existing low productivity rates.
- No-one has any idea of the current status of sales in SA.
- So 1.6 million goats are being 'used' every year in KZN.
- There is currently unlimited demand as we have been approached by Saudi Arabia, India and China for goat exports.

The solution to this need

- GAP aims to increase productivity in these African homes across the province, which will lead to more goats being available for sale.
- The current productivity problems have been identified as kid deaths and abortions caused by hunger.
- The project is initiating interventions towards these challenges.



Five examples of intervention points:

1. Supplemental feeding – enclosures

- Kids often die in the first three months. This is generally related to stress around hunger, so keeping kids alive is a priority.
- Pregnant ewes abort when there are nutrition problems.
- Intervention is to feed kids from three weeks old for 2 hours a day.



2. Supplemental feeding – blocks

- High energy blocks at a price and size that works for farmers.
- No urea so not poisonous to goats or other homestead animals.
- Blocks are made by hand with the five ingredients pictured below and set in a modified block machine.
- These are sold to farmers at R15 per block (blocks are 1kg). Profit margin is 20%.



3. Supplemental feeding – Stover

- Blocks cannot be fed on their own – roughage is needed to complete supplementation.
- Almost any home grown plant leftovers can be used. These are processed through a hammer mill and mixed with Lucerne together with the block and fed to kids.
- This reduces mortality by 60 percent.
- Fed to pregnant females, this reduces abortions.



4. Goat dips

- These are cheap to make – the price per goat is low.
- It is easy to teach goats to be dipped.
- Dipping reduces mange and ticks.
- Dipping is quick – 2 000 goats per hour.
- Children can help to herd goats to the dip.
- Each goat has to be caught individually and thrown into the dip.



5. Auctions

- The GAP project sees auctions as a way to set prices.
- Auctions also create awareness of the project.
- Auctions trigger smaller, more regular markets.
- Auctions are held biannually in project areas, with attendance numbers between 120 and 2 000 per auction.
- These auctions have generated R7 million so far.



Other value adding options for indigenous goats

1. CAHWS
2. Leather tanning
3. Crafts
4. Traditional attire
5. Monthly sales
6. Cold chain
7. Agrihubs
8. Meat products



CAHWs (Community Animal Health Workers)

- Local young educated youth trained and kitted out with vet kit.
- They are set up as small businesses and weaned off inputs.
- They help to fix diseases and conditions cheaply and locally.



Agrivet shops

Medicine, feed and supplies at local level with assured supply and quality. They link services to create a critical mass of animal types serviced and offer services like stover and blocks, and auctions.



Cold chain support

- Assuring medicines and especially vaccines reach the animal while they are still working.
- Fridges are exclusively used and checked by vet companies and vet technicians and promoted by the livestock association.



Skins processing – traditional and modern

- Many skins go unused or are wasted in over 1 million sacrifices per annum.
- Set up skinning and unprocessed goat skin sellers.
- Make better traditional and modern goat skin products complimenting the quality of goat skins.



Other Markets

- Start auctions and speculator sales monthly at pension days, built around Traditional courts (safety, security and scrutiny against stock theft).
- Quarterly district-wide stock sales to absorb excess and set prices.
- Specific to buyers' interests at that time – breeders' market, meat market, Eid market, etc.



Meat

- 2018 meat prices: Beef: R41/kg; Mutton: R60/kg. An adult goat of 40kg would yield 16kg meat (40% dressing percentage). At mutton prices (R60/kg) you would get R960 worth of meat from this goat.
- 2017 price for a 40kg live goat: R1 400. You'd have to pay R90 a kilogram for this goat meat, or lose R440 per goat at expensive mutton prices.

