

Progress Report July to September 2018 **Goat Agribusiness Project**



1. 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 and the program involving contributions from all four partners was signed in August 2015, and the SLA in March 2016.

2. 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, uMkhanyakude and uThungulu 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.



3. Progress Report

CAHWs

In April, year three CAHWs (60 of them) have been selected and have received their first training.

As had been discussed in the previous PPSC, the issue of clear, stand along modules that could reflect alongside the training POEs had become a problem. This has been addressed and we have since developed training modules to cover a year's worth of training for CAHWs. These are on our GAP website and we are attaching these. This training was thus the first training done using the new goat book, new calendars and new modules.

An increasing number of CAHWs are raising the issue of stipends being expected and the fact that we cannot provide them is causing some degree of consternation amongst them. It is increasingly obvious to us that without some type of stipend, the project's long-term success will be crippled. To date, the project has subsidised CAHWs with stipends of around R500,000. As this cannot continue, we are requesting a meeting with national decisionmakers to see if we can reach some conclusion on this.

The total number of CAHWs we currently have are 202 paravet CAHWs (including 22 funded by NGOs) and 29 leather CAHWs. We are recruiting CAHWs to supplement numbers where they have left.



Enterprise Support- Enclosures, Goat Dips and Agrivet Shops

Although there has been some confusion, the Mboza area, which is part of uMhlabuyalingana Municipality, is part of this reporting procedure. At the initiation of the project the Mboza people were working with HPSA on chickens but in this reporting period, they have been brought on board in terms of goats and thus will form part of future reports and POEs. We have trained 8 CAHWs there and they have received vet kits.

We have built a goat dip at Mboza for the other Livestock Associations to visit and assess whether it would work for them. This is to be launched in this quarter. We are working with 6 dips in this sub area. Four enclosures have been built to pilot goat feeding.

Eight rams have been procured from Msinga and swapped with eight rams from Mboza farmers to check on the argument that they have bad genetics in the area from inbreeding and this is why the goats are so small. Within this year, we will be able to assess kids born from these rams and whether they will perform better and are bigger than the local kids.



Trainings

Training Materials

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, DRDLR and DARD.



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 include extensive model questions and model answer themes so that they can be used to accumulate certificate credits towards levels 3 and upwards.

The final version of the Indigenous Goat Production Training Modules have been printed. We held a 3-day staff workshop to test the materials and train the staff on using them in May at ATKV Drakensville. A facilitator guide is being finalised. In order to ensure consistency across the project areas, a training schedule has been developed and will be finalised and implemented in the next quarter for groups, dip tanks and livestock associations.



Innovation platform

An innovation platform is being planned for July to meet with various people in the value chain but focused around buyers and sellers to understand the needs of the buyers and to discuss options that we could start piloting post sales yards and auctions. Some of the thinking has been to enable Livestock Associations or CAHWs to become mini speculators so that they can amass goats in sufficient volumes so that they can drive into an area and take a load out.



In December 2017, DRDLR requested us to reflect on how much benefit the work that we are doing is bringing to individual farmers that work with. This came at the same time as the project was trying to understand commercialisation and the marketing value chain. To this end, GAP added a new section to the information gathering done annually at the project dip tanks trying to understand what the offtake during peak sacrifice season in December/January was. These forms have been returned and analysed. 5600 farmers sold a total of **24 million rand in goats** (sold, sacrificed or used) in GAP's 65 dips in December/January.



These are indigenous goats. This information was self-reported so the number is likely higher. This extrapolated to all the diptanks in KZN with significant numbers of goats would work out to approximately R400 000 per dip tank in internal sales during this period. Giving a total of around R400 million-rand worth of goats privately traded in a period of a month.

The numbers for the rest of the year would be lower but it does show a significant number of goats are not being recorded as being marketed or sold but are nevertheless changing hands. This research will be the first step the goat innovation platform of sales that is planned for the next quarter. The project will be tracking this currently invisible market going forward.



Research

Two research initiatives are underway with farmers in project areas. The one is to clearly track the costs of keeping kids alive in the GAP enclosures through the winter period and through sharing the experiments with farmer groups, there will also be a greater take up among farmers applying these ideas to their own herds. There are enclosures in every district and kraals and enclosures have been chosen and neighbouring control herds have been identified. The control herds will demonstrate what kids on the same veterinary treatment regime would look like without being fed the supplementary feed in the enclosures.

The second experiment seeks to explore larger commercial herds and what the costs and implications would be for 100 kids. A kraal belonging to the Mchunu family has been identified and an agreement signed detailing responsibilities and contributions by both GAP and the farmer.

The possible annual income from such a herd would be R100 000 and the farmers sales in 2017 added up to some R70 000. The experiment would model the costs involved in keeping the kids alive to sales age would then demonstrate the possible cost benefit ratio on these larger herds.





Monitoring

In April, we completed the censuses in the 65 existing dip tanks. We have started the 25 new dip tanks and we are doing a second round of goat sales and usage by project members as mentioned in the previous report. We are also GPS-ing the new dips and we are working with a mapping company in Pietermaritzburg to put the dips we are working with on a map so that we can reflect the exact locations and be able to project this as a comparison to all the dips in the province.

The CAHWs receive extensive training on census taking as it is their task every year and we are trying to improve the quality of the data collected so that we can better use this information. For every census at every dip, there are approximately 300 families interviewed. The CAHWs are paid per filled in sheet with funds provided by NGOs as part of their match funding. This is both an extensive and expensive endeavour. Some 22,000 families will have been interviewed by the end of this quarter.

As mentioned in the previous report, baselines are also carried out yearly. This is a much more extensive exercise with each questionnaire being 15 pages and taking up to 3 hours to complete. These are also paid for by project funds but here the CAHWs are paid per interview. The random sample that was collected the first year is interviewed each year to try and track change in the project's impact.

Municipality	Total Membership	Women	Men	Youth	Disability	Enclosures
Zululand	685	405	172	108	5	15
Thukela	552	353	148	48	5	30
Mzinyathi	1480	941	384	98	14	77
Uthungulu	577	235	142	78	0	14
Umkhanyakude	1573	990	335	234	22	30
	4867	2924	1181	566	46	166
Total groups						
Zululand	25					
Thukela	25					
Mzinyathi	72					
Uthungulu	20					
Umkhanyakude	54					
	196					

Other Stakeholder Meetings and visibility activities

GAP met with Mr Terry Strachen to look at current future partnering opportunities with the Royal Show. He offered the GAP program to use the Royal Showgrounds for any training or meetings that need to take place as part of their CSI.

The Royal Show was held from 25th of May until the 2nd of June. GAP had a stand at the Royal Show for the second year in a row. It was a great success with many farmers, traders and school children coming to get information on goat sale opportunities, block recipes, training materials and exploring partnerships. The GAP team presented during the SABC Living Land workshop. There were also opportunities make contact with companies that sell medicines.



The stand itself a Gold Medallion for the display. Visitors were given mini examples of blocks, the block recipe and a pamphlet describing the partnership and the work it does. On the second to last day of the show, at the Indigenous Veld Goats (IVG) Society organised an auction of breeding stock and the GAP program was invited to get farmers to bring goats from the Jozini and Msinga area. 50 goats were added to make 200 goats on sale. This was the first ever indigenous goat auction at held at the Royal Show. It went very well. All but 3 of our goats were sold. Prices ranged from R1000 to R1700 for young female goats. The highest price achieved was R8500 for a ram belonging to the chairman of the IVG, Hilton Sanders. A further auction is being planned for October where our farmers have been invited to bring breeding stock. Currently the entry fee as well as the commission seem higher than what farmers will accept. We are in negotiations around this.



GAP presented at the Indigenous Goat Association Farmer's Day at Owen Sithole College of Agriculture in April. This generated good connections where we have been able to provide books and have links with Limpopo goat farmers. This will be ongoing contact. They have since requested another 150 books for all of their members.

There is an ongoing dialogue with the ADA, part of it linked to the cancellation of the abattoir and them requesting us to build goat dips with the money allocated for the abattoir. Although this has been approved, legal documents have yet to be signed. We have had further meetings with ADA and they have suggested we request an amount of around R500,000 to be allocated to building new goat dips in dip tank areas that we are already working. We are engaging them on dip tank areas and the costs that it would involve for them to supply materials for these dips.



In April, GAP was approached to give input to a project linking African Farmers Association of South Africa (AFASA), Umgeni Municipality through a proposed goat project with funds from National Radical Agrarian Socio Economic Transformation (RASET) programme. We had at length discussions around how we would link with this project and how we would avoid overlap and competition. We had meetings Mr Jerry Mfusi who has moved to Department of Economic Affairs to explain our concerns about duplication that could be caused by this project. We also tried to meet Mr Ngwane at EDTEA to find out how we could support this program. Eventually, however, our insistence that everything had to go through the MOU and SLA that was already led to the project facilitators pulling back. We agreed that they carry on without us but not use any of our materials or models.

We have been in contact with the CFO of Spar to discuss alternative methods of funding goat purchases and sales as the current Spar money transfer system gives inadequate limits to cover even a small goat sale.

On the 20th of June, GAP will attend the Meat Goat Working Group workshop that is linked to the Red Meat Research and Development of South Africa. This will be held in Middleburg, Eastern Cape. Two years ago, the group met and formed a National

Goat Task Team which GAP was part of. We developed a framework and implementation plan for the development of a policy and strategy for the goat industry in South Africa. The GAP model is reflected in the framework as a best case for working with communities.



Community participation

We continue to have staff present at Livestock Association meetings to pick up problems and disease outbreaks or extension service shortcomings. Meeting with livestock associations and traditional leadership structures also continue.





3.2 Progress in relation to pre-determined milestones

1st Quarter Year 3

Milestone	Year 3	Progress
Animal Health and leather CAHWs identified and trained- 3 per dip tank	There are a total of 195 trained animal health CAHWs with vet kits and uniforms	An additional 60 animal health CAHWs (third year) have been identified and trained. They have received their first phase of training in April.
Censuses/diptanks	25 additional diptanks have had a census with relevant agreements in place with diptanks, LAs, tribal	All 65 existing diptanks have carried out a census. The new 25 dips have had their censuses in this first quarter. We have carried out baselines in the dip tank areas. The census

	authorities and municipality for a total of 65 diptanks	and baseline information is being analysed and will be shared as soon as it is ready. We have started collecting a third level of data which is sales. We collected December and Easter sales.
Auctions	14 sales yards (non permanent sites) are having regular auctions (2 per livestock association)	We have had 3 sales at Weenen with total sales of 139 goats and approx. R146,000 in sales. One sale at Mzinyathi selling 11 goats and R10,750 in sales. One sale in Mona selling 7 goats with R6,750 in sales. An auction was held on the 2 nd of June at the Royal Show for breeding stock. 47 goats out of the 50 goats sent from Msinga and Jozini were sold. The highest price for a 9 month old female was R1700. Total sales were R48,150.
Agivet shops	12 agrivet shops are equipped and selling in Keatsdrift, Pomeroy, Weenen, Tugela Ferry, Nkandla top, Nkandla bottom, Nongoma, Jozini, Mkuze, Hluhluwe, Hlabisa, Manguzi	There are 10 agrivet shops established. They are going very well. Management has visited them this quarter and identified a challenge to be getting new stock at wholesale price. A wholesale account is now open with MSD and we will be able to facilitate this with the agrivet shops. Additionally, we have been able to negotiate discounts at the Greytown TWK. Two other agrivet shops will be established by the end of June in Jozini and Manguzi area.
Experiments	1800 women are taking part in experimentation groups around goat nutrition and productivity (20 per 90 dip tanks)	We have 196 groups in the 5 districts with 2924 women taking part in experimentation groups. Total membership is 4867.
Goat enclosures- kid feeding	195 goat enclosures for kid feeding are being used (3 per 65 dip tanks)	120 have been built. Ongoing research around these enclosures is taking place. An additional 4 enclosures have been built in Mboza.
Innovation platforms and research	Quarterly innovation platforms are taking place with proposed research topics emerging and lessons learned are being documented and disseminated	An innovation platform will be held in July to look at different sales models- besides the auctions and the monthly sales. Research is ongoing with kid enclosures. A new experiment is being carried out with large herds of kids (100 kids) to look at investment and survivability.
Increased productivity	Goat productivity has increased by 50%	A data specialist has been hired and will start analysing data. In experiment groups, kid mortality has been reduced in the experimental shelters. This needs to be scaled out to the large group.
Livestock Association training	7 livestock associations have received quarterly trainings in agreed upon topics	Livestock Associations are being trained quarterly.

Dip tank trainings	90 dip tanks have received bi annual trainings	These are ongoing.
Herd commercialisation	3500 farmers have commercialised their herds (500 per LA)	In December, in 65 of our dips, 5634 farmers generated an income of R24 million rand.
Exchange visits	At least one exchange visit per project (5 total) has happened with lessons learned documented. At least one visit to another country has taken place where goat markets are formalised.	Farmer exchanges are happening regularly and farmers' theme days. A follow up exchange visit will happen to Namibia in the second quarter.
Ongoing monitoring and evaluation	Ongoing collection, compilation and analysis of data. Lessons learned collected and shared. Annual surveys. Ongoing reporting to relevant stakeholders.	90 censuses have been carried out in the first quarter. A baseline form going into more detail was developed and interviews conducted across the province. A follow up survey will be conducted annually to compare progress. An audit of all records has been completed with records being captured electronically, analysed and posted on the GAP KZN website.



4. Conclusion

The project is going well.



A Sangoma in Weenen buying a goat from a GAP monthly market

