

## **Progress Report October 2017 to March 2018**

### **Goat Agribusiness Project**



**A goat sale launch at Nongoma**

## **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 into 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.



**Leather CAHWs trained on making bags and pouches**

### **3. Progress Report**

#### **CAHWs**

During this period CAHWs in the Umhlabuyalingana municipality passed their assessment and will get their vet kits in the third quarter.

Year two CAHWs (50 of them) have completed their initial trainings and will be assessed in the 4<sup>th</sup> quarter and should get their vet kits before end of March.

The leather CAHWs have received their first batch of sewing machines and the training on these has started as well as the placement of these machines and sewing equipment in secure homesteads which the CAHWs can access easily with public transport. An agreement will be signed with these places that secures the equipment and allows access to the CAHWs during worktime. Where possible we are trying to link this with the local municipality so that they will take this over under the local economic portfolio. By the end of the 3<sup>rd</sup> quarter, all groups will have received training on practical leather making. This has been done using cheap and readily available impala skin until we have a ready supply of goat skin.

Where CAHWs have left, we have worked to refill these posts but this is an ongoing problem as a result of not having stipends.

The total number of CAHWs we currently have are 160 paravet CAHWs (including 22 funded by NGOs) and 29 leather CAHWs. We have 80 dips we are working with. The target for year 2 is 65. We have delivered supplemental feed set up kits to the 25 new dips.



**CAHWs treating at a farmer's yard during the Wesbank visit**

#### **Enterprise Support- Enclosures, Goat Dips and Agrivet Shops**

##### **Enclosures**

As referenced in the previous report, we have finished building the enclosures for the current financial period. In order to get quantitative data on the use of enclosure and the reduction of kid mortality, we are embarking on a study across the project area which will use CAHWs and farmers where we have enclosures to give us a clear



idea of how much it costs to feed kids through the first 3 months and what the financial benefits gained against these expenditures are. This will in future give us and government institutions a real sense of what farmers need to invest for what benefits. This research will be done over two breeding seasons which will take about 16 months as they have a winter and a summer season and a five month gestation and three month feeding.

Part of this will fall to the DARD budget in terms of research but as well as some stipends for CAHWs who are supporting the research.



**A goat dip tank launch at Msinga Top**

### Goat Dips

The project is continuing to promote goat dip tanks and has so far built 15 dip tanks in the project area. They have been successful both in getting farmers to collaborate around joint dipping of their goats. But they have also set up a demand for dip tanks in almost all the areas we are working in. The link with the Department of Agriculture Vet to supply dip to these tanks is still under discussion but it seems that there is a good chance for this. We foresee these goat dip tanks could be a useful intervention in all the areas going forward. The budget for these is not secured and still needs to be secured. The various shapes and sizes that the farmers have built them in has also given us opportunity to find best practice in terms of shape, size and layout. We are also promoting the dip tanks in the latest version of the goat book based on these experiences.

### Agrivet Shops

By the end of the 3<sup>rd</sup> quarter we will have launched 10 agrivet shops across the project area. We have tried to get a spread of rural, peri urban and urban locations so as to gauge which would be the best option going forward. We have supported businesspeople who already have a shop and premises that are already in use for more than just goat medicines. This has varied from vet shops to spaza shops to shopping centres. To date, the shop owners report good sales and support from farmers but there is a continuing issue of where to get stock that is secured within a cold chain but is also at wholesale prices so that they can pass on these savings to farmers at competitive prices.

As part of the integration between the agrivet shops and the CAHWs there is an assumption that CAHWs will get their top ups from agrivet shops rather than the project bringing medicine to the area and compete with the agrivet shop by taking

business away from them. To this end, we are implementing a system where the CAHWs will produce invoices showing they have bought medicine themselves from local suppliers and the project will give them the equivalent of what they have bought from the project budget through the vet shop. The plan is to give 3 of these top ups.



**The Hlabisa monthly sales yard**

### Sales Yards

A set of 12 gates specially made for goat sales have been handed over to six livestock associations and an exchange visit took place at Mona Market near Nongoma and involved over 40 Livestock Association members across the project area and staff. This was for them to see how the gates are used to establish small markets on a monthly basis in each area. At Mona, where we started the sales system, they are on their fourth monthly sale. And there have been further sales in all of the other areas except Nkandla so far. The gates are handed over to the Livestock Association as a structure and the LA agree to make them available at the monthly sales. The CAHWs from each area mobilise the farmers to bring goats to the sale and ensure that the quality in terms of size and health are worth being brought to the market. Buyers are also informed by the LA and the project and they transact individually for goats that they find in these structures. The cost of this sale system is almost nothing. The challenges in the system are that buyers feel vulnerable carrying cash to the venues and so have ask us and the LA to try and find alternative systems for paying the farmers electronically or otherwise. This is a problem with the auctions and the project continues to try and find solutions that will be innovative and safe. Sales of R360,000 have been generated through this. The plan is to motivate the LA to have monthly in as many parts of their areas as they can.





**Leather CAHWs show of the products they have made**

### **Trainings**

The project is currently revising the livestock training materials starting with the training calendars that were never completely printed. The new series will have calendars on indigenous goats, cattle and chickens and then a further one on value adding and resources. These have been extensively revised to reflect experiences from the work so far with the Livestock Associations and farmers. They are being developed in English and Zulu and will be printed in the 3<sup>rd</sup> quarter.

A series of livestock books linked to this project is also being revised starting with the book on indigenous goats. Here also, an extensive revision will be based around experiences in the field and new innovations from the GAP pilot. The previous book was used by tertiary training colleges and other state supported processes. The goat book will be printed in the fourth quarter. The chicken and the cattle book are also being revised for 2018 as well as the corresponding AgriSETA materials.

The third quarter has been focusing on training of dip tanks and related groups. We have 172 of the groups. They are being formalised- the numbers and details of membership. There were 1 071 trainings from October to December all AgriSETA compliant.



**Children attend a chicken vaccination and goat training**

## **Auctions**

During this quarter, an auction was held in Weenen, a first for the Mzinyathi area since the inception of the project. 216 goats were sold for R232,000 rand. This auction went reasonably well although the goats were not in very good condition at the end of the 3-year drought. A follow up sale, as reported above, is currently being planned.



**The first Uthukela auction in Weenen**

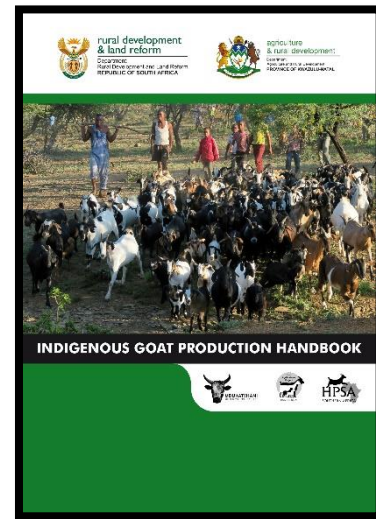
In King Cetshwayo District, we continue to not be able to report an auction. This is to a large degree because of the proposed MEC launch at Makhabeleni as reported in the previous report. As of this report, this is planned for the final quarter of this year however we are in negotiations with DRDLR and DARD to have an auction more centrally in the King Cetshwayo District which would also follow on discussions to move into Eshowe area in terms of new dip tanks for the year 2018-19. It is hoped that this will pave the way to easier sales and auctions in this area than have been the case so far. The exact nature of why Nkandla Municipality cannot get an auction or sale implemented is unknown. However, DRDLR have tried cattle auctions in the same areas and have had the same problems.

Two more auctions are planned for 4<sup>th</sup> quarter in Zululand and Umkhanyakude respectively and it is hoped that with the apparent breaking of the drought that these farmers will get good animals to and good prices at these events.

## **Innovation platform**

The next innovation platform is being planned for the second week of December. The purpose will be to look at indigenous goat research- what relevant research has been carried out and where gaps are. Additionally, we will present the second version of the indigenous goat production handbook as well as the 3 training calendars (both English and Zulu). A schedule for meetings as well as proposed activities for 2018 will be presented at the meeting.





Revised training materials being readied for print

## Monitoring

As part of the drought figures that are presented below and the discussions that were presented at the REID Annual Meeting, it became obvious that although that we are able to monitor and present mortalities and ownership figures the current form does not track sufficiently the productivity of these herds and the offtake that is not reflected in sales and auctions that we have initiated. This would include own use for meat and sacrifice. As well as animal leaving the herd for fines or cultural transactions like lobola. It also doesn't reflect private sales which are increasing as speculators "find" new goat owning communities through our sales and auctions. We have changed the census documentation and are currently piloting it so that the 2018 figures cover this and are able to reflect much better both the productivity and the offtake of these herds that we are working with.

The website continues to be updated with new diptanks and information related to each of these diptanks.

Municipality	Total Membership	Women	Men	Youth	Disability	Enclosures	Groups
Zululand	535	345	112	78	0	15	20
UThukela	452	303	108	38	3	30	20
UMzinyathi	1390	911	364	88	14	77	69
King Cetshwayo	382	213	125	44	0	14	15
Umkhanyakude	1393	870	285	214	17	30	48
	<b>4152</b>	2642	994	462	34	166	172

## Drought numbers

Our monitoring of the dip tanks in the project area showed some alarming figures on mortality on the drought that has been going on for the last three years. This has created a situation where it is difficult to see how much of our interventions created

better productivity for our farmers as they were suffering through what the press called a 100-year drought. Although we don't think it was this bad, it was at least the worst drought in 50 years in the Msinga area where we do keep rainfall records.

We pulled the following figures from the eight dip tanks in Msinga representing 2,400 families. And then cross referenced it with the census done across the project interviewing 13,400 farmers. On the face of it, cattle farmers have come off worse losing 43% of the herd compared to 29% for goats with a monetary loss three times the value of losses to goat farmers.

Furthermore cattle numbers have stayed depressed after the drought had broken whereas goat numbers recovered rapidly. We further modelled this against all the dip tanks in the province to try and get a figure of rural livestock losses so as to highlight the huge loss of family wealth caused by droughts like this. These figures were presented at a national drought conference held in Hoedspruit and also attended by various academics as well as government officials. They were the only figures that in any way represented what communal farmers were facing in the country.

Estimated totals for the province						
Year	Cattle deaths	Goat deaths	Chicken deaths	Cattle values lost	Goat values lost	Chicken values lost
2014	144 000	492 800	1 646 400	R 1 434 000 000	R 739 800 000	R 246 960 000
<b>2015</b>	<b>822 400</b>	<b>1 723 200</b>	<b>3 099 200</b>	<b>R 8 218 000 000</b>	<b>R 2 583 600 000</b>	<b>R 464 880 000</b>
2016	68 800	331 200	428 800	R 5 552 000 000	R 497 700 000	R 64 380 000



**The European Union visits the Jozini project area**

### **Other Stakeholder Meetings and visibility activities**

The project was approached by Goats Unlimited, an organisation that is promoting goats and goat commercialisation in the province, to support them in the second Goat Agribusiness Conference that was held in Durban in October. We were not



able to provide them with funding despite an offer to cover some of their costs but we did supply the conference with goat books and calendars as our contribution to supporting them. GAP project staff and DRDLR representatives attended the very informative conference. The conference did make clear that there is a growing interest in goat commercialisation both in business and parastatals. And that the state needs to start formulating a policy of how, when and why to support the increasing number of goat projects coming up at every level of state.

DARD hosted a Colloquium looking at the future of agriculture in the province. There were various speakers including DRDLR and Ben Cousins from UWC PLAAS who both presented the GAP project and the successes to date. This generated much interest and requests for expansion into other areas.

The GAP project was invited to present the GAP program at the Agriparks meeting in Richard's Bay and there seems to be increase interest in the whole Agriparks concept to include goats into the model. GAP needs to model how they would interface with these government initiatives. Our work in Vulamehlo has proceeded to a point where we have agreed on running this area as a pilot between us and the Department of Agriculture and the Office of the Premier. GAP believes that this sort of partnership should be a way of us scaling goat commercialisation without us having to revisit the whole programme in terms of budget and staffing.



**The King Cetshwayo Municipality showing dip tank sites**

As part of our own contribution to the GAP program, our funding partners from Wesbank and the European Union visited the project area in the 3<sup>rd</sup> quarter. They were pleased with progress of the project and the GAP partnership. DRDLR staff were invited to the onsite visits as were DARD staff.

On the side of Mdukatshani, a further funding agreement has been signed effective 1 November 2017 until 2020. This funding is the part of the NGOs contribution to the GAP program and represents support of the GAP program by outside parties.

## **Community participation**

The DRDLR in King Cetshwayo Municipality jointly arranged a meeting with the GAP program and the LA representatives to renegotiate the dip tank expansion for 2018. This meeting was very productive. We presented the GAP program. Many of the areas that we had not started working in expressed interest in taking part in the auctions and having the GAP program presented at their local Livestock Association meetings so that they could start working towards some sort of collaboration.



**Preparing the dip in Nkandla for a farmer exchange visit**

### **3<sup>rd</sup> and 4<sup>th</sup> Quarter Year 2**

Milestone	Year 2	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 50 animal health CAHWs have been identified and trained. They have received their second phase of training and will be assessed in the 4 <sup>th</sup> quarter to receive their vet kits. Leather CAHWs received SETA training on sewing. They have received additional training on sewing leather and are making bags with impala skins.
Censuses/diptanks	25 additional diptanks have had a census with relevant agreements in place with diptanks, LAs, tribal authorities and municipality for a total of 65 diptanks	Completed. This information is currently being analysed to project drought mortalities and going forward questionnaires will be more specific about production and use so that this can be fed back to the project.
Auctions	14 sales yards (non permanent sites) are having regular auctions (2 per livestock association)	Two auctions were held in the first quarter. Another was held in Weenen in the 3 <sup>rd</sup> quarter where 216 goats were sold. Procurement of sales yard gates has been done and handed over to 7 livestock associations. Sales have started using the sales yard gates in all of the areas except Nkandla. The Nkandla sale was held up by DARD as they wanted to do a MEC led launch. This has since moved out of this



		period so a meeting as been held with King Cetshwayo associations to agree on an auction venue in the 4 <sup>th</sup> quarter.
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	In the first quarter, 3 agrivet shops were launched. Three more were launched in the 2 <sup>nd</sup> quarter and 4 more in the 3 <sup>rd</sup> quarter. They are going very well.
Experiments	1300 women are taking part in experimentation groups around goat nutrition and productivity (20 per 65 dip tanks)	There are 4,152 members are active in the 65 dip tanks and 172 farmer's groups.
Goat enclosures- kid feeding	195 goat enclosures for kid feeding are being used (3 per 65 dip tanks)	Only 120 have been built. See further notes around budget issue on this line item. We propose an additional 3 in the 25 new dip tanks for a total of 195 if our budget realignment is approved.
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 December to look at goat research- what has been carried out and where the gaps are. It will also finalise the second version of the goat book and training calendars. These are expected to printed in the 4 <sup>th</sup> quarter.
Increased productivity	Goat productivity has increased by 25%	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	65 dip tanks have received bi annual trainings	In the second quarter, 45 trainings. There have been 4004 trainings since the beginning of the year.
Herd commercialisation	1750 farmers have commercialised their herds (250 farmers per livestock association)	Since the beginning of the project over 3000 goats have been sold through auctions and sales generating over R3 million in farmer's income.
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.	Namibia was in the first quarter. An exchange visit to Mozambique was held in the 2 <sup>nd</sup> quarter. Additionally, farmer exchanges are happening regularly and farmers theme days. In the 3 <sup>rd</sup> quarter, a farmer's exchange was held in Mona where livestock associations, farmers and staff from all the municipalities visited the goat sales yard at Mona to see how it works.
Ongoing monitoring and evaluation	Ongoing collection, compilation and analysis of	65 censuses have been carried out in the first quarter. A baseline form going into more

	<p>data. Lessons learned collected and shared. Annual surveys. Ongoing reporting to relevant stakeholders.</p>	<p>detail was developed and over 600 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.</p>
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**A goat dip tank – in Msinga some 900 goats get dipped on a goat dip day**



#### 4. Conclusion

The project is going well.

