



ZAGP News

The Newsletter for the Zimbabwe Agricultural Growth Programme (ZAGP)

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EDITORIAL

Linking Livestock Producers to Markets

Welcome to Issue 29 of ZAGP News, the newsletter for the European Union (EU) funded Zimbabwe Agricultural Growth Programme (ZAGP).

During the official opening of the Live Bird and Egg Market and Butchery facility in Mutare in September, Benjamin Meki, the Chairperson of the Manica Inclusive Poultry Association remarked, "This is a major milestone for us as poultry producers. For years, we have been struggling to sell our live or dressed chickens and eggs and we ended up relying on middlemen who offer us lower prices than what is prevailing in the market. The opening of this market place as well as the butchery means that we now have a reliable market for our produce".

This development is in line with one of the key outcomes of ZAGP, to ensure that livestock products have better access to markets and are more competitive. Livestock producers' market access is hindered by their small-scale operations, weak technical capacity, high vulnerability to diseases and difficulty in obtaining appropriate market information. They are also constrained by lack of access to inputs and finance, their remote location, high transportation costs, and the lack of business skills.

In this issue, we focus on ZAGP's interventions on effective market-based livestock production approaches which have the potential to increase output in terms of quantity, quality and prices; and improve

margins for all the actors in the value-chains leading to increased production, productivity and profits.

The projects focus on increasing access to profitable markets for livestock producers. They have established support infrastructure to improve physical access to markets. Support has also been extended to other critical components of the value-chains such as production, processing and marketing covering players such as the producers, processors, retailers, and other service providers.

Direct marketing is also being promoted by the associations and organised farmer groups. The interventions have promoted inclusive business linkages between producers and the market and leveraging private sector integrators to provide markets and business support services. Better access to markets allows producers to reliably sell more produce, with better quality and at higher prices. This, in turn, encourages farmers to invest in their own businesses and increase the quantity, quality and diversity of the goods they produce.

Finally, in the Livestock Policy Tracker section, focus in on pricing under the dairy-value chain, analysing the impact of the current milk pricing system on milk producers in Zimbabwe.

Happy reading!

(Cover photo: Nelson Nyanguru, a member of the Manicaland Inclusive Poultry Association, selling chickens at the Mutare Live Bird and Egg Market).

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ZAGPInfo



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ZAGP LIVESTOCK POLICY TRACKER

Pricing under the Dairy Value-Chain



Over the years, milk production has been decreasing and has continued to decline in the country due to a combination of policy and operational constraints affecting the dairy value chain. Production fell from 260 million litres in 1990 to the current estimate of 75 million litres per annum, which is way below the estimated local milk demand of 130 million litres per annum.

The excess demand is being met through powdered milk imports mainly from South Africa by processors under a duty-free quota system to approved importers. This has adverse effects on milk production and has been worsened by the cartelised producer pricing practices adopted by processors, leading to a vicious cycle of low milk prices, low profit margins, low milk production and high demand for imported milk powder against a background of high domestic production costs.

In the mid-1980s, milk producer prices were determined by the commercial farming sector using the cost-plus model followed by a cabinet review. Currently, the prices are determined by negotiations between the Dairy Processors Association and the Dairy Farmers' Association, being guided by the Dairy Act. The cost-plus model, that is, producer input costs plus a profit margin forms the base price paid by all processors. An additional premium is paid for quality milk under a scheme by the Dairy Services.

Economic and social implications of producer price on farmer welfare and the DVC growth

According to the Transforming Zimbabwe's Dairy Value Chain for the Future (TranZDVC) Policy Paper on Sustainable and Standardised Milk Pricing Policy (2021), the gross margin per animal for small-scale dairy farmers of two lactating cows is unprofitable.

The cost of producing 1 litre of fresh milk is **US\$0.84** against a producer price of **US\$0.71** per litre of fresh milk, giving a gross margin per litre of **-US\$0.13**. Thus, the return per dollar invested was **-US\$56.77**. The results ultimately show that small-scale dairy farmers are not economically viable, with a negative gross margin per cow of **-US\$83.47**, unless they adopt on-farm feed processing to cut the cost of feed, which is the major contributor to high production costs.

Return per dollar invested and gross margin per litre basis were found in the milk pricing study to be both negative at **-US\$56.77** and **-US\$0.13**, respectively. The gross margin per animal for medium and large-scale dairy farmers was positive, at **US\$182.82** and **US\$831.36**, respectively, implying that the enterprise at both production scales is viable. Large scale farmers are also operating profitably, though with a less return per dollar invested as compared to medium-scale farmers **US\$198.91** for large-scale farmers versus **US\$283.35** for medium-scale farmers).

From the current scenario, the average milk producer price is only **23%** of the final consumer price of **US\$1.60** per litre. Such a scenario seems to imply that vertically integrated processors get a larger share of the profit margins compared to milk producers. Consequently, the performance and sustainability of the Zimbabwean dairy value chain (DVC) is compromised and growth is inhibited. As much as duty-free powders cover the shortage gap in raw milk supply and demand, there has not been a supply and demand matching aspect considering optimality to promote sectoral growth and since such a challenge has been noted there is no stable and sustained growth until such areas are managed at policy level.

Recommendations on production, productivity and viability of the sector



OPTION 1:

Maintain or increase milk producer price slightly. Emphasis on cost-cutting

Milk producer prices must be maintained or increased slightly by not more than 3% while are the same intensifying adoption of cost cutting measures by dairy farmers.

OPTION 2:

Price increase incentive

The regional average of the milk producer price per as a proportion of the retail Ultra-High Temperature (UHT) milk price is 44% (standard deviation= 14 percent). In Zimbabwe, the milk producer price as a proportion of the retail UHT price is 35%.

TranZDVC recommends that the country matches the regional average without increasing the retail price of a litre of UHT milk. Based on the current retail price of UHT of ZWL\$173.88, farmers will be paid ZWL\$76.51 per litre or US\$0.89 per litre (using the official exchange rate). The recommendation, which serves as a price increase incentive to farmers while matching the regional prices, has the following implications:

a) Short-term: "Stepping Up" strategy. Current dairy farmers will invest in expanding or scaling-up their production units (new and productive breeds, more milking cows and adequately fed cows).

An increase in the producer price while the retail price is maintained, implies that processors' margins will be reduced in the short run. Several processors who rely on dairy farmers will enter the "Hanging-in" phase or "Stepping-out" phase at the worst. This is the current phase in which the dairy farmers are.

b) Medium-to- long term: National milk productivity and production will increase significantly. In a free market economy, a significant increase in supply with minimum fluctuations in the aggregate demand for milk, the producer price will adjust downwards. What does this mean for processors and farmers?

For processors, their margins will increase and surpass the current status quo. more milk intake means an increase in production/ processing capacity, which is currently way below 100%; and production/ processing costs will reduce significantly due to economies of scale.

For farmers, although the price will adjust downwards, they will still operate above cost due to economies of scale. This scenario will result in a win-win situation.

OPTION 3:

A win-win situation

A combination of selected features of Option 1 and the entirety of Option 2. For Option 1, the emphasis is on cutting costs. The anticipated outcome is again a win-win situation that will increase the profit margins for both farmers and processors more than in Option 2.



OPTION 4:

Optimum quantities of imported powders

Regarding milk powder imports, TranZDVC recommends a tariff rate quota (TRQ), a two-tier policy which combines a tariff and a quota and is more flexible in the event of exhaustion of the quota while there is still a local supply gap.

IPVC Launches Mutare Live Bird Market and Butchery Cold Chain Facilities



Mutare Live Bird Market and Butchery Sales (End of September 2021)



793
LIVE BIRDS



228kg
OF MEAT



37
CRATES OF
TABLE EGGS

The Mutare Live Bird and Egg Market and butchery facility were officially opened in the high density suburb of Chikanga Phase Two in the city of Mutare on 9 September 2021. The facilities are run by the Manica Inclusive Poultry Association (MIPA), one of the five Poultry Business Associations established under the [Inclusive Poultry Value Chain \(IPVC\)](#) project.

MIPA is working in collaboration with the City of Mutare, the Department of Veterinary Services (DVS), and the Mutare Informal Traders Association targeting the Mutare urban market, independent butcheries, and public institutions by offering both individual and wholesale orders of different chicken breeds and eggs.

Franck Porte, the European Union Delegation Head of Cooperation, His Worship, the Mayor of Mutare, Councillor Blessing Tandi, Dr Joshpat Nyika, Department of Veterinary Services Chief Director, and Itai Kariparire, the Mutare Informal Traders Association Chairperson presided over the event.

Speaking at the official opening of the facilities, Porte, noted that in the last two years, the IPVC project has focused on organising farmers around Zimbabwe's main cities through Poultry Business Units (PBUs), improving productivity and marketing.

"The next step is to strengthen access to profitable markets. This market infrastructure is a key investment to facilitate marketing and in particular, aggregation for bigger contracts" said Porte.

IPVC Launches Mutare Live Bird Market and Butchery Cold Chain Facilities



Through the project's PBUs in Harare, Masvingo, Gweru, Mutare and Bulawayo, poultry farmers are being linked to markets through construction of market sheds for live-bird and egg selling and providing butchery facilities for dressed birds in high density urban suburbs.

"The Mutare Live Bird Market actors include association members, local farmers from the community and walk in customers. In addition to having an end market linkage for selling their produce, members of MIPA get to benefit from free extension and capacity building services to farmers. The live-bird market is set to intensify production and commercialisation by linking the farmer to the buyers thereby cutting out the middleman. The market is also expected to increase production as farmers will be able to sell their produce and realise profits quickly", said Benjamin Meki, the Chairperson of MIPA.

The dominant market channels for small to medium-scale producers are the live-bird market channel and home-dressed chickens. In addition, the greatest consumption of poultry products is in high density suburbs, and these are also served by independent butcheries and supermarkets, besides the roadside vendors.

"As small-scale poultry producers, our main challenge is competing with big companies in production. When prices drop at these companies, it means that we lose customers, and we end up having to consume our produce (eggs and meat) or giving them away for free as no one will be buying. The introduction of the market will enable us to grow our clientele while having a well-established place to sell our produce" said Rosemary Ngorima, a poultry.

The planned live-bird markets and butcheries across the project's five clusters are expected to be fully operational by end of October 2021. The live-bird markets each have a capacity of 1,584 broilers and the butchery cold chain facilities have a capacity of 2,000kg of poultry meat.



(Top) The Live Bird Market facility in Chikanga Phase Two, Mutare. (Bottom) Franck Porte and His Worship, the Mayor of Mutare, Councillor Blessing Tandi officially opening the facility.

The Launch in Pictures



VALUE Spearheads Direct Meat Marketing for Goat and Pork Producers



Challenges Facing Goat and Pork Producers

- Production, productivity and off-taking of goats and pigs from the smallholder sector is low. This has been attributed to knowledge gaps experienced by the farmers with respect to information on the markets (input, output, business development services and financial services markets), weak animal husbandry practices, poor and tired pig genetics and at times, exposure to diseases in general and outbreaks.
- The high cost of feed, which constitute 80% of the production costs makes it very difficult for the pig farmers to operate viably.
- Pig farmers' management practices are marred by none keeping of records. This negatively affects their ability to access financial products and services.
- Product quality remains low and the cost of accessing services and compliance is very high to the Small to Medium-Scale Producers (SMPs).

Direct Marketing Approaches

The [Value-Chain Alliance for Livestock Upgrading and Empowerment \(VALUE\)](#) project is premised around promoting direct meat marketing by the Goat Producers Business Associations and the Pork Producers Business Syndicates with the licensed independent butcheries and large chain supermarkets in the urban markets of Bulawayo and Harare.

Profiling of the licensed independent butcheries has been one of the key interventions being implemented as part of analysing the demand side conditions and key variables that will have a direct impact on the supply side conditions and responses. Meat supply contracts between the farmers' associations and the licensed butcheries are being negotiated and signed for as part of the Wholesale Meat Marketing Strategy that is guiding the access to market component.

The strategy is aimed at increasing the profit margins of the SMP through reducing the role of the middlemen and ensuring farmers integrate their value chain activities and move closer to the consumers.



The direct meat marketing strategy which anchors the marketing interventions has high cost of services including the high slaughter fees by the abattoirs pegged at an average of US\$8.00 per porker and an average of US\$6.00 per goat. Transport costs are also very high, and this is worsened by the geographical locations of some of the districts such as Binga, Mbire and Chipinge which are far away from the urban markets which offer the highest premiums for meat sales.

These key cost drivers significantly reduce the profit margins of the SMPs as they outsource them to established actors. Farmers are leveraging on economies of scale on the transport costs and the slaughter fees that the abattoirs are charging. Negotiations are taking place for farmers to pay the fees through the use of the fifth quarter which the abattoirs are agreeable to.

Cattle Business Centres Improve Access to Markets for Beef Producers

The [Beef Enterprise Strengthening and Transformation \(BEST\)](#) project is promoting the Cattle Business Centre (CBC) model which offers critical beef value chain services for a fee. The CBCs bring in large numbers of cattle to a central location, which is convenient for value-chain actors such as buyers, local authorities, Department of Veterinary Services and the Zimbabwe Republic Police.

The market access interventions under BEST, seek to counter some of the challenges within the beef value-chain such as:

- Some cattle off-takers reportedly refusing to buy under-weight animals (less than 300kg) for direct slaughter and for pen fattening.
- Cost of feedlotting estimated at US\$ 180 for an average 50 fattening day period. This is risky for local cattle breeds and older cows that have low daily weight gains.
- Pen fattening is seasonal (August to December) and is based on commercial diets that are expensive. Farmers are forced to apply for cash loans, which attract high interest rates such as 25%.
- Farm-level fodder production is low and farmers cannot afford to maintain large herds in productive body condition. Very few farmers get excess fodder to sell to others.
- Very few buyers are willing to participate in public cattle auctions, which gives the PSP monopoly resulting in depressed market prices due to low competition.

Best is implementing a combination of strategies to address these market-related constraints:

- On-farm feed formulations, bush meals and scaling-up fodder production to reduce costs feed.
- Engaging micro-finance firms to reduce interest rates from current 25% to 10-15%. Project will negotiate customised loan schemes specific for pen fattening payable between 45 and 90 days opposed to standard annual repayments.
- Provision of bulls and heifers with improved genetics. This aims to produce steers that weigh above 300kg at pen fattening, which is the minimum acceptable induction mass in feedlots.
- Policy interventions to make sure local councils have by-laws that prohibit cattle sales outside public auction dates. This will increase participation in public cattle auctions by off-takers.

The interventions are helping improve production oriented towards commercialisation by ensuring increased access to input and output markets and offtake at market prices. Access to high nutrient diets (fodder, commercial diets) directly increases daily animal growth rates, and calving rates due to maintenance of a healthy and well-nourished body condition all-year round.

The feeder finance scheme offers loan facilities which allow farmers to pen fatten their cattle and improve quality and live weights before selling. Direct sales offered at CBCs are a guaranteed market that is offering fairer prices than middlemen. Payment is fair, being based on weight and on-hoof grades, which gives an incentive for producing good quality cattle.

Cattle auctions create competition among off-takers; farmer gets more value because the highest bidder buys the animal. Due to the increased competition, some of the buyers also bring cash to outcompete credit buyers. When farmers get affordable drugs and medicines, they keep healthy cattle that are highly productive.

● **US\$966,994**

Value of cattle sold to through auctions and walk-ins

● **13,461**

Hay bales produced at the Lapache CBC, Mwenzezi district

● **122MT**

Fodder crops grown by farmers during the 2020/21 season

● **297**

Cattle inducted for pen fattening in 2021

Market Access Enhancement through Capacitation of Regulatory Authorities



Spectrophotometer delivered to GAL

The Central Veterinary Laboratory (CVL) and Government Analyst Laboratory (GAL) are the regulatory authorities for disease diagnosis and food safety certification of animal products destined for local, regional and international markets. Both units have been constrained in their operations due to obsolete equipment.

The [Transforming Zimbabwe's Animal Health and Food Safety for the Future \(SAFE\)](#) project interventions are improving capacity for provision of these essential services to livestock value-chains. Management of trade-sensitive livestock diseases is critical for the country for both local and international market penetration.

CVL and GAL are the regulatory authorities for disease diagnosis and food safety certification of animal products destined for local, regional and international markets. Both units have been constrained in their operations due to obsolete equipment. SAFE project interventions are improving capacity for provision of these essential services to livestock value-chains.



Humidifiers delivered to DVS for vaccine production

Theileria vaccine production

Two humidifiers and four tick dissection kits were procured and delivered to the Department of Veterinary Services (DVS) for Theileria vaccine production. Renovation of the tick production unit is set to commence from October 2021. Vaccines will improve disease prevention and result in healthier animals that meet the sanitary standards set by local and international livestock buyers.

Improving food safety monitoring systems

Sanitary and Phytosanitary and Food Safety services are critical not only for exports but also for domestic consumer protection. SAFE is supporting the Government Analyst Laboratories to improve credibility and diagnosis for food borne diseases, as well as residue of hazardous chemicals to improve food safety monitoring systems.

GAL has been supported with a Spectrophotometer, transforming the testing capacity of the regulatory laboratory. SAFE project also facilitated training of five technicians by an international expert on operations of the equipment. Coupled with ISO 17025:2017 accreditation that SAFE is supporting at GAL, results from this laboratory will easily gain international recognition which is good news for players along the food chain who might want access to international markets.



Rehabilitation of AHMCs in progress

Rehabilitation of Animal Health Management Centres (AHMCs)

At farmer level, SAFE is working with DVS in the rehabilitation of Animal Health Management Centres to strengthen the regulatory function of DVS whilst leveraging on private sector financing to improve animal health service delivery. The model will enhance capacity for animal disease prevention, early detection, diagnosis and control, increasing productivity and quality of livestock products for the market.

To date, two AHMC out of 26 have been equipped with solar power in preparation for transformation into a fully equipped epidemiological units. The model for engagement of private sector actors is being worked out and players keen to partner with the DVS will soon be called to express their interest in providing services through the refurbished AHMCs.

TranZDVC's Efforts to Boost Milk Production and Improve Access to Markets

The [Transforming Zimbabwe's Dairy Value-Chain for the Future \(TranZDVC\)](#) project is working on addressing markets access challenges within the dairy value-chain. These challenges include:

- Access to viable markets: it is a “chicken and egg situation” as start-up producers have low volumes to attract viable markets; whereas the viable markets are the key to increase in their volumes.
- Unviable producer prices with markets slowly responding to changes in the exchange rate.
- Limited growth/viability of existing communal markets, commonly caused by poor governance.
- Limited access to reliable infrastructures, i.e., electricity and roads.
- Limited access to cold-chain facilities.
- Sparsely populated milk producers.

MARKET ACCESS INTERVENTIONS



I. Development of Inclusive Business Linkages Between Producers and The Market (Large and Small Processors and Integrators)

Private sector integrators provide markets and business support services to Milk Collection Centres (MCCs). This involves engaging the integrators to determine viable geographical catchment areas of their interest, identifying MCCs located within their catchment areas and jointly designing interventions to address identified constraints.

The project called for proposals within the framework of Window One of the Matching Grants Facility (MGF) from any agribusiness interested in serving as an integrator or anchor enterprise.

Under this strategy, the action publicised the availability of support for integrators that would like to establish business linkage schemes with farmers. To date, eight such linkages have been supported.

a) Partnership with processors

Under this model, the processor assumes responsibility for the day-to-day management of the MCC and allocates personnel to receive milk, undertake quality control, process milk, do record keeping and administer payment to the farmers.

The processors also provide additional services such as feed and technical assistance on a cost-recovery basis, for example, the Kefalos-Marirangwe MCC partnership. TranZDVC strengthened this model through purchasing of productive assets required to improve production.

TranZDVC's Efforts to Boost Milk Production and Improve Access to Markets

b) Partnership with anchor entities. Under this model, the anchor entity (commercial farm), allocates milk storage facilities, allowing dairy farmers to take advantage of its workforce to receive milk and common bulk collection services. Portlet Farm, an anchor entity in Makonde district in Mashonaland West province is working with 21 farmers under the Chitomborwizi Dairy Network. The farm installed a 30kva solar system to power the milk cooling tanks. Portlet Farm also benefitted from a silage cutter and three solar powered boreholes that are being used by three of its members on their demonstration plots in their different clusters. This is enabling the farmers to irrigate maize to be used for silage. The anchor entity may undertake this as part of its own outreach support or charge an agreed fee for its services.



“In 2018-19 prior to TranZDVC project interventions, Chitomborwizi Network of dairy farmers had losses of up to 2,000 litres of milk per collection due to intensive power cuts. This would sometimes translate to 15-20% of their monthly milk volume being rejected by the processor. During power outages, the milk bulking centre would at times run using a diesel powered generator which had its own challenges of exorbitant fuel costs coupled with unavailability.” – John Crawford, Portlet Farm

c) Contracting private sector service providers. Under this model the MCC contracts a service provider to manage the MCC and provide technical assistance. The service provider may supply additional services such as feed, animal medicines on a cost-recovery basis. Under the Reddane farm model, farmers pay US\$0.06 per litre for management and the full cost of inputs supplied.

2. Building Service Delivery Capacity of MCCs.

- a) The project organises training in business, financial management and governance to MCC management and staff.
- b) Financing of MCCs to improve operating capacity under MGF Window Two facility through purchase of productive assets such as bulk tanks, backup solar power, boreholes, MCC buildings and solar tricycles among others.

Agricultural Centres of Excellence Commercial Enterprises Poised for Growth



The commercial enterprises that were established at all the ACEs and DACEs by the [Zimbabwe Agricultural and Knowledge Innovation Services \(ZAKIS\)](#) project are now fully operational. The enterprises operate projects in the horticulture, broiler chickens and aquaculture value-chains. They were established to generate income that allows the centres to become self-sustaining while providing low-cost knowledge sharing services to farmers.

The business activities generated a combined gross profit of **US\$10,678.90** in the 2020-2021 financial year and the centres are now repeating the production cycles in each value chain.

The centres have secured markets within their localities and in nearby towns. These markets are providing a source of income that allows the self-financing of future production. The ongoing production has seen an increase in volumes and the number of clients. The centres plan to sustain their markets through entering into contractual agreements with off-takers like boarding schools and renting market stalls from the local government to sell horticultural produce.

Lessons learned and emerging good practices

These include the following:

- Accountability for produce, income, and expenditure is critical, and each site needs to develop this culture.
- It is important for the sites to study the market requirements and ensure that production quality and quantity are aligned with market demands.
- There is need to maximize the number of production cycles in a year. The target is to get to three production cycles per area in a year to maximize on sales and ensure supply consistency.

PROJECT NEWS

EU Ambassador Tours Matopos Agricultural Centre of Excellence

The European Union (EU) Ambassador to Zimbabwe Timo Olkkonen toured the Matopos Research Institute Agricultural Centre of Excellence (MACE) established by the ZAKIS project on 22 September 2021. Ambassador Olkkonen was joined by Dr Josphat Nyika, Department of Veterinary Services Chief Director and Dr Dumisani Kutwayo, the Acting Chief Director of the Ministry of Agriculture's Agricultural Research, Innovation and Development Directorate.

The tour covered various activities under implementation by MACE in collaboration with IPVC and VALUE. These included the refurbished nutrition laboratory, mealworm-based feed production, dual-purpose chicken breed (DPCB) trials and the small ruminants breeding project and the Goat Holding Centre.



Upgraded feed analysis laboratory

ZAKIS refurbished and installed equipment in the nutrition laboratory at the Matopos Agricultural Centre of Excellence. The laboratory informs farmers on nutritional value of on-farm feed formulations and fodder.

Before, there was a turnaround of two weeks per sample and now, it takes three days. At least 20 samples now done daily against an original value of three samples daily. A total of 236 feed samples have so far been analysed for broilers, cattle, small ruminants and rabbits since the new equipment. Samples are drawn from farmers, researchers, NGOs and students.

EU Ambassador Tours Matopos Agricultural Centre of Excellence



Small ruminant breeding project

MACE is focusing on the multiplication and crossing of Boer and Kalahari Red goats to indigenous goats as breed upgrading and these are sold to farmers as breeding stock.



Insects for feed Innovations (Mealworm)

The project is supporting the testing and registration of the mealworm-based feed by the Fertilizer Farm Feeds and Remedies Institute under DR&SS. Private sector engagement to take up the feed have been kick-started.



Goat Holding Centre

As a strategy to improve access to profitable markets for goat producers, VALUE established the Goat Holding Centre (GHC) for collation of goats for auctioning close to the city of Bulawayo market.

The GHC is a strategic marketing infrastructure expected to play a pivotal role in linking farmers to buyers and ensuring they receive fair value for their goats.



Dual-purpose chicken breed (DPCB) trials

IPVC is conducting trials to evaluate the feasibility of commercialising the dual purpose breeds by smallholder farmers. Intensive and semi-intensive feeding systems are being tested against three strains of dual-purpose chicken breeds. The three strains are the Boschveld, black Astrolorp and Sasso. Lucerne pastures have been established to increase protein supply for the intensive poultry feeding trial in a bid to lower the production cost of the chickens.

EU Delegation Head of Cooperation in Manicaland



Franck Porte, the European Union Delegation Head of Cooperation visited IPVC and TranZDVC projects in Mutasa district in Manicaland province and also participated in the official opening of the Live Bird and Egg Market and butchery facility in the city of Mutare.

Franck's first port of call was the Satellite Poultry Business Unit (PBU) at Watsomba Business Centre in Mutasa District. The PBU is operated by the Manica Inclusive Poultry Association (MIPA). MIPA is a farmer-owned poultry business association (PBA). Services provided to the members include supply of day-old chicks, feeds and drugs. MIPA has a registered membership of 501 (362 Female, 139 Males). In the past 12 months, the PBU has provided a total of 228MT of commercial feed and 48,669-day old chicks, in addition to drugs. Through the business unit, farmers have been able to collectively market 3,100kg of meat to the Zimbabwe Consolidated Diamond Company and other private buyers.

He also visited 1686 Dairies, an enterprise operated by Mrs Rudo Sithole in Mutasa district, Manicaland province. This was part of his familiarisation of ZAGP projects in the province, where he also visited the Inclusive Poultry Value Chain (IPVC) project.

Sithole is a "Woman in Dairy" who started as a small-scale dairy farmer whose enterprise grew into medium-scale, and which currently produces 308 litres per day from 14 milking cows, up from milking 120 litres per day from eight cows. She received two in-calf heifers from TranZDVC Project in 2021 and was also supported with a 70% contribution towards setting up gravity-fed fodder irrigation system.

On the 9th of September 2021, The EU Head of Cooperation was joined by the Chief Director, Department of Veterinary Services, Dr Josphat Nyika, the Mayor of Mutare, His Worship Councillor Tandi, several councillors of Mutare, the Chairperson of the Mutare Information Traders Association, the representative of the Minister of State in the President's Office, several government technical officers, IPVC staff and TA ZAGP team) for the official launch of the Manicaland Inclusive Poultry Association Live Poultry Bird and Egg Market in Chikanga Township.

Upcoming Events – October 2021

- **21 October 2021** - Official launch of the Artificial Insemination (AI) Station at Braford Farm, in Mashonaland West
- **26 October 2021** - Commissioning of mobile feed plants and electric scooter egg transportation system (Harare)
- **28 October 2021** - Dairy database and Dairy Sector Strategic and Investment Plan (DSIP) launch (Harare)
- **28 October 2021** - Live Bird Market official opening and World Egg Day celebrations (Kwekwe)