



SNV Livestock & Pastoralism

We link pastoralists to livestock value chains to fulfil an exponentially growing demand for meat and increase the income of livestock farmers and pastoralists.

The opportunity

The demand for cattle meat (i.e. beef, pork, goat and sheep) is growing rapidly as cities in developing countries expand and standards of living increase. The U.N. is forecasting that demand will quadruple by 2050.

The challenge

Domestic producers are not able to fulfil the growing demand, and in many developing countries imported meat takes a large share of the market, as it has the quality standards that urban consumers require. This meat is often dumped at low prices that distort domestic livestock markets and hinder local producers to compete. Pastoralists' and livestock farmers' current traditional way of working has low yields and they are not able to meet the requirements of supply chains that require consistent timing and quality.

In addition, many sedentary farmers are fencing-off traditional open access grazing areas and transhumance corridors, limiting transhumance. This has caused increasing conflict and insecurity. This situation is compounded by the impacts of climate change (e.g. extended droughts), the threat of global animal borne diseases and concerns about greenhouse gas emissions from the livestock sector.

Our approach

SNV develops targeted interventions to grow production fulfil the increasing demand. Building on our decades-long experience, SNV matches pastoralists and sedentary farmers with livestock processors and traders, and aligns their mutual interests and needs. We improve governance, strengthen advocacy and conflict prevention to ensure pastoralists mobility. We develop market-based extension and input services, to improve cattle quality. We support processors to establish links with off-take agreements, pro-

mote transparent market pricing and work with processors to improve value chain governance. Our approach consists of the following elements:

- **Road side assistance:** we improve farmers' resilience and productivity, by improving access to water-points, dry-season feeding options, herd management and livestock housing. To promote pastoralists mobility, SNV supports dialogue and strengthens civil society organisations. Where supply chains cross boundaries, we support them to influence inter-governmental trade agreements. We also improve conflict resolution systems and work with authorities to integrate these into formal governance structures to increase their validity. We also work with mobile service providers to provide pastoralists with satellite based information about water points, herd concentration and market prices via their phones.

Our donors and partners

SNV implement livestock projects for several donors: the Australian Department for Foreign Affairs and Trade (DFAT), the Dutch Ministry for Foreign Affairs and its Embassies (Dutch MFA), the European Union and its agencies (EU), the International Fund for Agricultural Development (IFAD), the Netherlands Space Office (NSO), the Swiss Agency for Development and Cooperation (SDC), and the U.S. Agency for International Development (USAID).

We work together with many partner organisations, such as the International Livestock Research Institute (ILRI), Orange S.A., Heifer and CARE.



- **Cattle-care:** we develop market-based extension- and input services that improve productivity and professionalise the value chain. We establish practical learning sites (i.e. Field Schools or model farmers). We support paid services for animal health control & prevention, including veterinary services and agro-vet input shops.
- **Transparent trade:** We stimulate transparent quality-based market pricing systems (e.g. through grading and by using simple tools like measuring tape), and direct off-take arrangements from cattle providers to traders. Bringing physical livestock markets towards pastoralists along transhumance routes, improves herd quality, increases reliability of supply, and reduces tensions from transhumance. Livestock markets attract many support services and ambulant traders that can improve supply chain efficiency and increase incomes.
- **Weight Watchers:** we increase the supply of quality meat, by creating a pivotal buffer of intensive sedentary farming between pastoralists and processors that allows for a timely supply of cattle to processors, while making optimal use of the flexibility of pastoralism. These farmers bring the quality of meat to standards that processors require, by fattening up cattle under improved hygienic circumstances. We promote sustainable intensification, by stimulating proper paddocking and fencing, fodder production and water management to bridge (extended) dry periods.
- **Into the city:** we work with processors (slaughter poles & abattoirs) and traders to develop markets for their products and strengthen their supply chain linkages. We stimulate the use of off-take agreements between livestock farmers, traders, and processors. We provide technical, administrative and marketing assistance to processors to improve their processes, strengthen value chain linkages both forward and backward; logistics arrangements, and; support them to develop business cases that attract investments.

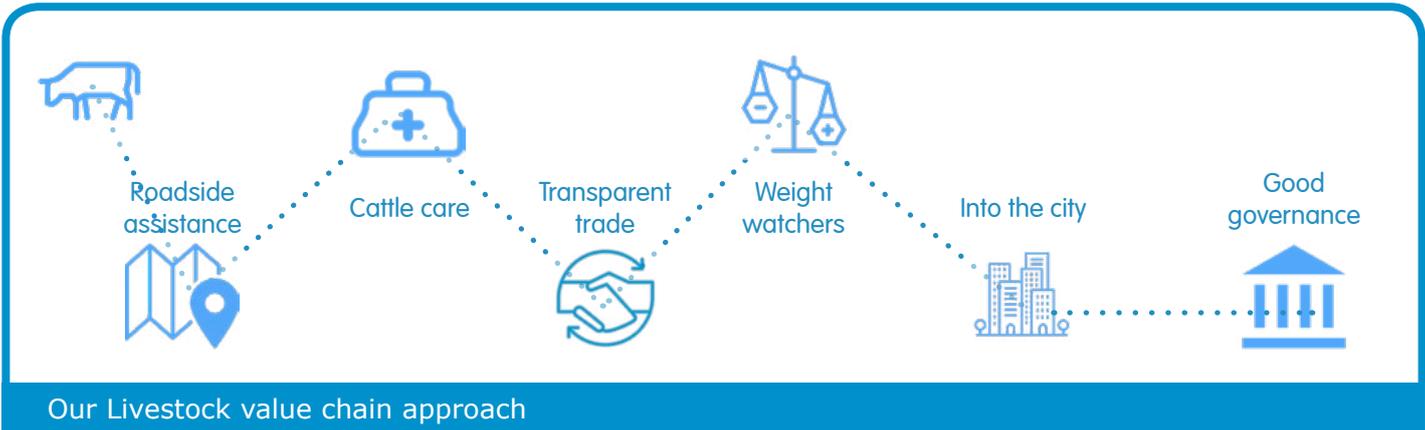
Meet Mamadou

For centuries pastoralists like Mamadou have trekked across the unforgiving Sahel to reach the bustling markets along the continent's west coast to sell their live- stock. He faces a 500 kilometre trek, and in reality, he and his herd will cover more ground as they can only steer their cattle through corridors in order to avoid conflicts with farmers while crossing their plots. However, it can happen that these corridors are not well demarcated, or have been taken over by farmers. Whenever their passage is blocked, they seek alternative routes, often resulting in conflicts. Moreover, they need to go where fresh grass and water can be found. That is not an easy task. Over the years weather patterns have become extremely unpredictable. Where Mamadou once moved on the calendar, he uses the weather forecast from 'Garbal' an agro-information service from mobile operator ORANGE Mali, that allows him to take informed decisions.

- **Good governance:** stable market regulations support trust building in the value chain and improve efficiencies. SNV cooperates with authorities and value chain actors at the regional, national and transnational level to improve infrastructure, legislation and taxation, provide public animal health services, and make targeted public investments in markets and infrastructure. Good information services, provision of public hygiene services, livestock dipping services, and market infrastructure are important public services that stimulate wider economic development.

In addition to growing incomes and professionalising value chains, our projects give special attention to the position of women and young people, whose position is often marginalised. Our projects address gender imbalances, and create employment opportunities for young people, through our dedicated methodologies **Balancing Benefits**, and **Opportunities for Youth Employment (OYE)**.

Our Transparent trade approach was used in the in **the Kenya Livestock programme**. SNV developed community managed, livestock markets in 21 locations in (semi-)arid and regions to connect pastoralists and traders early, improving cattle quality. The **PROSUL project in Mozambique** is implementing the Weight Watchers element, by working with livestock farmers who fatten up cattle from pastoralists before selling them to processors.



Our Experience

SNV has extensive experience running large and complex livestock projects.

SNV currently implements livestock projects across six countries with a value to SNV of €26.4 million. The total value of these projects is €58.9 million.

Livelihoods for Resilience Activity (GRAD-II) | 2016 - 2021 | Ethiopia | total value: €49.6 million, value to SNV: €4.7 million | USAID

CARE International is the lead implemented of the GRAD-II project. It targets 97,900 households in three regions in Ethiopia. The aim is to graduate people from government assistance by achieving long term food security, increasing incomes, and building resilience to external shocks, such as surging food prices. The project will train women, men, and young people to build resilient livelihoods by improving their agricultural and financial skills, create access to loans, market information, and high-quality inputs (such as fertiliser and veterinarian products). The project will also strengthen community mechanism by establishing cooperatives. For the project, SNV is working in Ethiopia's rural highlands to contribute technical expertise and leadership in market systems analysis, value chain selection and development, agricultural extension innovations, and private sector engagement.



Resilience and Economic Growth in the Sahel-Accelerated Growth (REGIS-AG) 2015 - 2018 | multi-country | total value: €28.6 million, value to SNV: 3.1 million | USAID

The project is increasing resilience in targeted agro-pastoral and marginal agricultural zones of Niger and Burkina Faso, by improving the incomes of small-holder cowpea, small ruminants and poultry farmers. The project is identifying analysing bottlenecks and opportunities in the consumer market; strengthening vertical and horizontal relationships in value chains; strengthening the supply of quality inputs and other support services; improving the enabling environment, and; accelerating private sector investment. REGIS-AG is part of USAID's Resilience in the Sahel Enhanced (RISE) initiative. REGIS-AR is focused on supporting producers' organisations that are beneficiaries of two RISE production-oriented partner projects, REGIS-ER and DFAP. To date more than 48,000 households have been benefitted from project activities.



Project de Renforcement de la resilience des populations (PRESEC) 2017-2020 | Cameroon | €7.4 million | EU

The PRESEC project was launched to enable people to carry out income-generating activities in a situation where many are forced to leave their communities because of growing insecurity coupled with food insecurity caused by climate change. To achieve this, SNV will strengthen local organisational capacities, improve the quality of basic services and develop local agricultural value chains. The project will reach around 80,000 people including women, children and refugees.



Mali Livestock Technologies Scale Up Project (ILRI)

2016– 2019 | Mali | total value €5.4 million, value to SNV €480,000 | USAID

The purpose of the project is to increase income, food and nutrition security of actors in the cattle, sheep, and goat value chains in the Mopti, Timbuktu and Sikasso regions. The project is improving overall productivity and quality of livestock produced by training farmers on best practices and new techniques. In 2017, the first year of results, 600 households increased their income. More than 300 farmers increased their climate change resilience for example by planting fodder crops, creating silage that can be used in dry periods and implementing conservation agriculture techniques. The project also started farmer schools, trained service providers to increase the quality of input services, supported advocacy campaigns for pastoralists and strengthened innovation platforms and action groups.



Mobile Data for Moving Herds Management and Better Incomes (MODHEM).

2015– 2018 | Burkina Faso | total value: €5.3 million, value to SNV €4.1 million with a €876,000 contribution from SDC | NSO

The MODHEM programme uses innovative satellite geo-data to inform pastoralists and sedentary livestock farmers on weather patterns, the availability and quality of grazing areas and water sources. The project collaborates with Orange to provide the target group with information through a paid SMS or call-centre service. Information from satellites is supplemented with information about local livestock prices and current herd densities on specific points. With the service, pastoralists and sedentary farmers can make informed decisions on where and when to sell their cattle. The project began promoting the information service in 2017, reaching 33,000 herdsman and farmers. The project will evaluate the service’s usage and impact of the information on productivity, in 2018.



Enhanced community resilience to drought through innovative market based systems approaches | 2012– 2017 | Kenya | total value €2 million | EU

SNV improved access to markets for pastoralists in Northern Kenya by developing physical cattle markets in arid and semi-arid regions. The markets were developed together with local governments and are co-managed by the local communities. By attracting traders to these remote areas pastoralists’ movements were shortened and herd quality significantly improved. By also providing market price information, and developing transparent quality based pricing systems, margins for pastoralists increased by 20-30%. The markets also increased local economic activity by attracting market related services and activities. Sales of milk increased also a consequence of the improved market access which provided herders with an additional income stream. Women in the target area were stimulated to diversify their herds by adding camels which are more resilient to droughts and have a more consistent milk production. The latter element of the project received considerable international media attention for its innovative approach (for example from BBC, Netherlands Radio, Deutsche Welle and CNN). Overall 80,000 households benefitted from the project.



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 For further information on our approach and projects, please contact:
 Catherine le Côme ✉ clecome@snv.org