

Zambia Dairy Transformation Programme (ZDTP)

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Welcome to the latest edition of the ZDTP Newsletter.

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Gloria Kasengele began farming about six years ago and belongs to the Chinchi Wababili Co-operative in Fisenge.

Farmer spotlight: Gloria Kasengele

Gloria Kasengele began farming with her brother in Fisenge about six years ago and switched to dairy in 2018 when he passed on.

She was encouraged into the dairy industry by other women in her community and has since gained a reputation for being one of the best farmers in her area.

A member of the Chinchi Wababili Co-operative, Gloria has seen a lot of improvements to her dairy business after implementing advice from ZDTP farm visits, training sessions and participating in the programme's Real Time Monitoring (RTM) initiative.

RTM is about using record keeping to capture the cost of production of a dairy business over time.

Gloria says her records show that making her own feed has made a dramatic improvement to her profitability. She is pleased to be able to run her farm enterprise and pay salaries without panic.

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Seasonal advice

From approximately July through November, silage (or hay) produced during the wet season will be the only fodder available on farms for dairy cows as the natural pastures are now of no nutritious value. Farmers are advised to improve the feed value of crop residues by adding molasses or urea and to make their own concentrate (Dairy 19 equivalent) from soya beans or sunflowers mixed with maize bran - see fact sheets F01B, F02, F02A and F02B for further information (<https://www.zambiadairy.com/fact-sheets>).



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ZDTP training programmes have also helped inform better milk hygiene practices on Gloria's farm, such as prioritising cleanliness to avoid mastitis and other animal diseases, how to keep milk safe after milking and how to test for mastitis using Sunlight detergent as a reagent.

Gloria has also implemented good feeding practices – for example, using troughs rather than putting fodder on the ground.

She knows how to keep her animals healthy and is proud to say her milk is rarely rejected by her local Milk Collection Centre.

Gloria says that long term she would like to grow her herd so as to produce 100-150 litres per day and to start adding value to her milk.

She is encouraging fellow farmers in her area to take their dairy businesses seriously and is always keen to share what she has learnt over the past few years.



Fisenge farmer Gloria Kasengele making silage in drums.

TRAIN THE TRAINERS

Dairy industry representatives in Zambia united as 'Champions of Change' following training sessions

A group of dairy industry advisors from across Zambia have completed training on how to transfer knowledge successfully to farmers and other field extension workers.

The innovative Training of Trainers (ToT) sessions were facilitated by the ZDTP and led by Dr Alan Pearson, New Zealand-based Group Chairman of Prime Consulting International Ltd, in April 2022. They were held in a classroom setting and included a field trip to a nearby farm and Milk Collection Centre in Liteta. The course was so well-received another ToT session is planned for August 2022.

Dr Pearson says the purpose of the sessions was for the 31-plus participants from the public and private sector to learn more on how to transfer technical

knowledge successfully to smallholder farmers and other dairy industry workers. Participants of the ToT sessions, which included key people from two leading dairy processing companies Lactalis and Zammilk, are now members of a 'Champions of Change' group. They will act as key contacts in the sector for those seeking to improve their farming practices and dairy businesses.

Dr Pearson says the focus of the training was how to bring about change in the Champions' communities effectively for the benefit of the dairy industry as a whole. "I think it was really eye opening for the extension workers who took part and relevant to what they do in the field every day," he says.

"One of the biggest hurdles they face is assuming that all farmers are immediately ready to learn new ways of doing things that would benefit them. That's not always the case. Farmers need first to understand the benefits of changes from their existing practices. The sessions introduced the participants to new ways of thinking. All advice, whether it's about milk hygiene, breeding or business management, needs to be tailored to where smallholders are on their learning journey."

Concepts introduced included the training process (i.e., tools, preparation, delivery, measuring impact, follow up), the Training Triangle, the Five Point Dairy Plan and the AIDA method (Attention-Interest-Desire-Action) for bringing about behavioural change. The sessions also allowed for valuable networking between participants, many of whom work in remote locations. As members of the Champions of Change group, they will now connect regularly via WhatsApp to share ideas and opportunities for growth, while still being supported and mentored by the ZDTP over the next 18 months.

Dr Pearson says the ToT sessions marked an important milestone for the ZDTP as they signified the end of the programme's "proof of concept" phase, working directly with farmers in Central Province and the Copperbelt, and the start of efforts to bring what had been learnt to others across the industry.

"We have created worked examples of improved dairy practices. This is the turning point where we start to retreat from doing that and support others to foster their implementation. The programme has been transformative for the farmers and dairy co-operatives that we have worked with over the past five years, but this is taking that knowledge out to the wider industry."



ToT participants visit a farm in Liteta, Central Province, facilitated by Dr. Alan Pearson (ZDTP-E Dairy Business Technical Specialist) and Kelvin Mulusa (ZDTP-E Field Extension Manager).

Get in touch with Kelvin Mulusa by emailing kelvin@primeconsultants.net to find out more about the Champions of Change group and to connect with who is active in your area.

ZDTP exhibits at AgriTech Expo

Representatives from the ZDTP were proud to be amongst 150 exhibitors at the three-day AgriTech Expo Zambia event in April, which attracted about 15,000 farming professionals from across the country. The expo brought together different players within Zambia's agricultural industry and the ZDTP stand was a popular one, with farmers from various regions keen to learn more about the positive contributions the programme has made to the Zambian dairy industry. Some were already aware of the ZDTP's activities, while others were new and wanted to know more about things like where to access cows and other inputs for productive dairy farming. This interest was captured, with dairy farmers encouraged to add their contact details to an attendance list. More than 60 new farmers from various parts of the country have now been added to ZDTP communications channels such as WhatsApp groups and the newsletter database. Some strategic linkages with other organisations were established at the event too. ZDTP information material was available at the expo. In fact, the newsletters and fact sheets proved so popular that more were requested. The high interest in the ZDTP stand indicates the ZDTP is continuing to impact positively on the country's dairy development. Held at Chisamba's GART Research Centre, the expo included an address by his excellency Mr Hakainde Hichilema, the President of the Republic of Zambia, who spoke of his Government's ongoing support of the agriculture sector. This was the eighth AgriTech Expo Zambia, showcasing new and state-of-the-art agricultural solutions.

Fresh, locally-produced Zambian milk gets big tick

Locally-produced fresh milk in supermarkets and chain stores should translate into more money in Zambian farmers' pockets, should they adhere to a recent Presidential directive. According to an article in the Zambia Daily Mail, his excellency Mr Hakainde Hichilema, the President of the Republic of Zambia, declared that Zambia should not be importing milk powder at the expense of milk producers in the country. The comments were made at a National Agricultural Field Day held in Mpongwe, organised by the Zambia National Farmers Union. President Hichilema also said that milk on the shelves of supermarkets and chain stores fitted well within the 'Buy Zambia' campaign. According to the Zambia Daily Mail article, the Dairy Association of Zambia (DAZ) said it expected the comments to spur growth in the dairy sector. Dairy cooperative members and individual farmers would be looking at ways of improving production to increase their earnings, DAZ said, with prices determined by the forces of supply and demand. It is hoped the directive will also lead to an investment in Milk Collection Centres, a reduction in milk going to waste and a cessation of import permits for milk powder. Zambia produces about 600 million litres of milk per annum and only 70 million litres pass through the milk processing companies. The rest is currently traded informally.

PROGRAMME UPDATES

Adoption of climate-smart agricultural practices

Mitigating the effects of climate change has always featured strongly in ZDTP advice to smallholder dairy farmers and it appears many have listened.

A recent survey of 50 farmers supported by the ZDTP found the majority had adopted some climate-resilient agricultural practices and good environmental on-farm practices, having been introduced to them via the programme.

Techniques that have been displayed at the ZDTP's six demonstration plots include conservation farming, potholing, making silage from crop residues for the dry months (rather than burning them) and nutrient recycling by applying organic manure to crop fields.

In addition, the ZDTP has been encouraging farmers to plant fodder early and to plough in winter as a way of conserving soil moisture.

The survey showed the most common climate-resilient agricultural practices adopted were:

- establishing a reliable year-round water supply for animals (89%);
- crop rotation (76%); and
- rotational grazing (68%).

The most common good environmental on-farm practices adopted were:

- avoidance of waterway pollution from soil or manure (91%);
- not burning crop stubble (84%); and
- manure spreading (66%).

As well as helping farmers become more climate resilient, a lot of these practices will help them save money. For example, potholing, which is a strategy for small farms that consists of tilling only where crops are planted, saves labour costs.



An example of potholing practices at the ZDTP demonstration plot on Maureen Mubanga's farm in Kwanshama, before and after planting.

A few words from our new Programme Country Manager

By **Marnix Sanderse**

Agribusiness has always been my passion, coming from a country – The Netherlands – that is the second largest exporter of agricultural products in the world. What is exciting about the dairy sector in Zambia is that it offers a daily income and has the ability to quickly transform the lives of Zambians in rural areas.

I have been a big supporter of the ZDTP since the programme started in 2017 and I now want to do my part in continuing the transformation that ZDTP triggered. It gives me great joy to re-engage with farmers and other advocates of the dairy sector whom I got to know years back, through my role leading the Zambia office of Agriterra, and to meet new inspiring people who are as excited as me to help push forward sustainable and inclusive growth in the sector to benefit the incomes of all dairy farmers alike.

What I like about the ZDTP is the highly practical and business-oriented approach towards dairy farming. It is really about giving dairy farmers the knowledge and tools to make more money from their farming businesses.

Real Time Monitoring (RTM), silage making, demo plots, sustainable business models and other tools introduced by the ZDTP are creating tangible results that farmers are feeling in their pockets. They are also helping farmers become more resilient to climate change. In addition, it is great to see farmers who have been quick to adopt ZDTP best practices help their fellow farmers to do the same.

Another important angle of the ZDTP that I appreciate is the support towards sector policies that will create a stable, enabling environment for dairy farmers to thrive. Good relations with the Ministry of Fisheries and Livestock are an essential part in ensuring that whatever work is done remains embedded in the local context beyond the end of the programme.

The two-year extension of the ZDTP is all about engaging industry members to take up and continue the work that we have done in a sustainable way. After five years of supporting farmers directly, our aim is to embed best practices and sustainable business models into the wider dairy industry by facilitating collaboration between cooperatives, processors, input suppliers, financial institutions and the Government.

We will be reaching out to different industry members across the Government, private and non-profit sectors to encourage them to work with ZDTP and as a collective so that we will have more impact as a whole.

Everyone will need to make an investment in collaborative dairy networks that serve the common interest of growing the dairy industry. By better understanding each other, more trust will be built that will provide a foundation for sustainable relations that will continue to exist until after the ZDTP has ended.

I look forward to help building these relations in the coming 18 months.

ZDTP expands its reach to Southern Province

With the relocation of our Regional Extension Officer (REO) Linda Moono from Kitwe to Choma, the ZDTP has now expanded its reach to the Southern Province. Linda has started engaging with existing dairy programmes in the province, including those led by GIZ, SNV, World Vision and Mendel University to identify opportunities for creating synergy in the work she is doing.



"It gives me great joy to re-engage with farmers and other advocates of the dairy sector whom I got to know years back, through my role leading the Zambia office of Agriterra, and to meet new inspiring people who are as excited as me to help push forward sustainable and inclusive growth in the sector."

- ZDTP Programme
Country Manager
Marnix Sanderse

ZDTP farewells Tania Thomson



"It was a real highlight to work with such a talented and enthusiastic bunch of people - and to witness their improved knowledge, confidence and understanding of the dairy industry in Zambia."

- ZDTP former
Programme
Country Manager
Tania Thomson

Seeing farmers moving from making a loss to a profit is one of the many highlights Tania Thomson listed before leaving her job as Programme Country Manager.

The development professional with experience working in Africa, Asia, Latin America and the Middle East says working with the ZDTP team for five years was "a real privilege". A major highlight was observing changes in farmers' and cooperatives' attitudes, as they came to see and run their farms as businesses and appreciate the difference between income and profit.

Another highlight was seeing farmers moving from making a loss to a profit and cooperatives paying off loans and improving their financial literacy, i.e., committing to only taking on debt they could afford to repay "as well as sometimes making the tough decision to get rid of unproductive animals to improve the efficiency of their business".



Tania, centre, with the ZDTP team on her last day.

Tania says being part of a project that listened to farmers and worked with them to provide them with advice and support tailored to their situation as well as the Zambian context was gratifying.

"These solutions will be available, accessible and affordable beyond the term of the ZDTP – for example, using Sunlight dishwashing liquid in a Rapid Mastitis Test and introducing recipes for home-made concentrates that reflect what is available locally to farmers."

Working closely with Ministry of Fisheries and Livestock (MFL) representatives was another enjoyable aspect of the job, Tania says. "Feeling part of that team and having the opportunity to work with some very dedicated, passionate and knowledgeable people has been extremely rewarding in terms of local ownership of the project and sustainability of interventions."

With respect to the ZDTP team, she says, "it was a real highlight to work with such a talented and enthusiastic bunch of people – and to witness their improved knowledge, confidence and understanding of the dairy industry in Zambia".

"I'm looking forward to keeping in touch with ZDTP team members and colleagues from MFL and other organisations to see how their careers progress and would welcome the opportunity to work with them again in the future.

"I know we've had a positive impact on the dairy industry in Zambia and am confident the team and other dairy professionals can continue to support the transformation of the dairy sector over the coming years."

The views expressed in this publication are those of the implementers of the programme and do not necessarily reflect those of the New Zealand Government. For further information, please contact ZDTP Country Manager Marnix Sanderse by emailing marnix@primeconsultants.net.