MINUTES ON ARTIFICIAL INSEMINATION BUSINESS MODEL ASSESSMENT VALIDATION MEETING HELD AT PROTEA HOTEL, LUSAKA TOWER.

Innovation Community: Dairy

Date: 20th November, 2015.

Time: 09:30hrs

Present: Mutale Mubanga (Yendeleta Ltd), Mungule Chikoye (FOSUP), Mungaila Tapson (Monze Dairy), Bright Chisamba (Namwala Dairy), Dr. Mzota Lungu (ULTRAVETIS), Fulgasio James Ndungu (Magoye Dairy), Edweil S. Mwaanga, (Vet-24), Malcolm Chiyoba (Hope Vet-Agric Services), Zunga Siakalima (Mapepe Dairy Cooperative Society), Ellison Musimuko (MFL), Renier Van Vanum (Breeding Impulse Zambia), Jodiah Chinene (Indo Zambia Bank), Matimba Munyama (Lilayi Cooperative), Elijah Munyama (K.A.T.C), Samuel Chikonka (Greenlife Seedlings), Lucas Munankwenka (Niko Dairy), Sokwani W. Chilembo (Yendeleta Trading Ltd), Linda Moono (Mapepe Dairy Cooperative), Chiyokoma Fanwell (Mapepe Dairy Cooperative), Thokozile Njovu (Soteria Farm Palabana), Dean Lihonde (MUSIKA), Rebeccat Sitali (Palabana Dairy), Richard Wamunyima (Palabana), Mweemba Maundu (Palabana Dairy), Alex Valeta (ATRADE), Reurt Boelema (Ki Samen), Marnix Sanderse (Agriterra), Claire van der Kleij, (AgriProFocus), Nchimunya Kasongo (AgriProFocus) and Henry Chibutu (AgriProFocus).

Agenda:

- Welcome Remarks
- Feedback from presentation made by Alex Valeta
- Feedback from participants
- Action points

Welcome Remarks:

Claire van der Kleij, AgriProFocus Country Coordinator welcomed everyone to the meeting, giving a brief introduction of AgriProFocus and the role of the network. This was followed by a brief talk by Marnix Sanderse from Agriterra. He explained the work of Agriterra and why they participated in the assessment. Lastly, Kapoche Mwale from the Dairy Association of Zambia explained their role and interest in the Market Study. A representative of SNV was unable to be present, so Claire van der Kleij provided the interest of SNV in promoting business services at cooperative level.

The presentation of initial findings was made by Alex Valeta, consultant from ATrade in Zambia and Reurt Boelema from Dutch AI company, Ki Samen.

Feedback from Participants:

- Dr. Singh from Varun sought clarification on the figures quoted for Artificial Insemination. He suggested that they be elaborated further, specifically the cost components of the AI package. It was specifically asked if the consultant could review how it is possible for AI service to be provided at 40-60 kwacha, and what this consists of.

- Renier van Vuuren from Breeding Impulse agreed with Dr. Singh on the costs stated in the study for Artificial Insemination. In addition, he stated that 80% of the cows are not ready for AI, as they first need deworming, vaccination and vitamins/minerals before they are ready to conceive. Furthermore, he stated that
there is no sustainable AI model for the private sector, due to a lack of critical mass. Currently they provide the service at 200 kwacha. Also, he is of the opinion that sexed semen is not financially viable in the Zambian context. He suggested that for AI would be able to be more viable and efficient if it is provided in a package, which includes AI and animal health support. Also to make a viable model it is essential to organise farmers. In addition, AI trainings should not only be given to the farmer owner but other workers should be included in training sessions, this was greatly emphasised.

- Mungule Daudi Chikoye advised that the consultants should revisit the AI training institution in Mazabuka so that they can look at the curriculum and report on the numbers of trainees produced per year and relate this to the number of trained manpower needed at national level. There was further emphasis on the need to move to more practical oriented training in AI and not the current 2 week courses.

- Participants also agreed that the biggest challenge faced by the farmers is conception rate.

- Participants also enquired on whether farmers were asked to state which breeds were most desired when contracting Artificial Insemination technicians. Commenting on this, the Dutch Consultant Reurt explained that farmers sometimes selected breeds that were not suitable for the Zambian Climate. He believes cross-breeding of Jerseys with local breeds can produce suitable offspring.

- Reurt also observed that the Zambia as a country does not have a breeding goal. He proposed this is something KI Samen could work together on with DAZ to provide a long term strategy for breeding and AI.

- Claire van der Kleij pointed out that there was need for actual costs and figures to be included. It was suggested that in the study an overview should be given of each cooperative separately to see the profit and costs of AI for each individually.

- Dr. Mwanga from Vet 24 stated that sometimes farmers were not willing to pay for Artificial Insemination. However, Mapepe and Palabana Cooperatives disagreed with this statement.

From these discussions, the following was agreed;

**Action Points:**

- The Consultants would meet with Artificial Insemination Training Institutions such as NAIC and TEVETA to get more information.

- Clear and specific profit and cost analysis per cooperative will be done in the study.

- 3 Business Models will be highlighted in the study: cooperative, public and private sector models. These will include; their advantages, disadvantages and a comparative analysis. A specific model will be recommended for each cooperative.

- The Consultants would include the suggestions made and complete the report by 4th December, 2015.