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Supply Chain Proposal

GOAT FARMERS ASSOCIATION

An Initiative to propel Goat farmers into being formalized for Market trading of Goats. This association is focused on developing support programs for farmers across the country to be able to leverage the opportunity towards commercial Goat farming.

- 01** GOATS FOR MARKETS
- 02** OPPORTUNITIES FOR LOCAL FARMERS
- 03** THE PROPOSED INITIATIVE
- 04** QHAKAZA GOATS IMBIZO EVENT OBJECTIVES
- 05** THE ASSOCIATION LEADING THE INITIATIVE
- 06** EXECUTIVE LEADERSHIP
- 07** OUR ASSOCIATION MEMBERSHIP
- 08** GOAT SUPPLY CHAIN
- 09** PROPOSED INVESTMENT
- 10** OUR MILESTONES
- 11** WE HAVE MARKETS
- 12** IN CONCLUSION



GOATS FOR MARKETS

OPENING MARKETS TO LOCAL FARMERS

OVERVIEW OF OUR INITIATIVE

Agriculture and farming plays a significant role in stimulating a sustainable Economic framework for job creation of any country. Livestock farming holds a large portion of what Agriculture and farming contributes towards this objective. Whether it's through live animal exchange (Auctions, Exporting) or product Processing, there are many industries that are created through livestock farming.

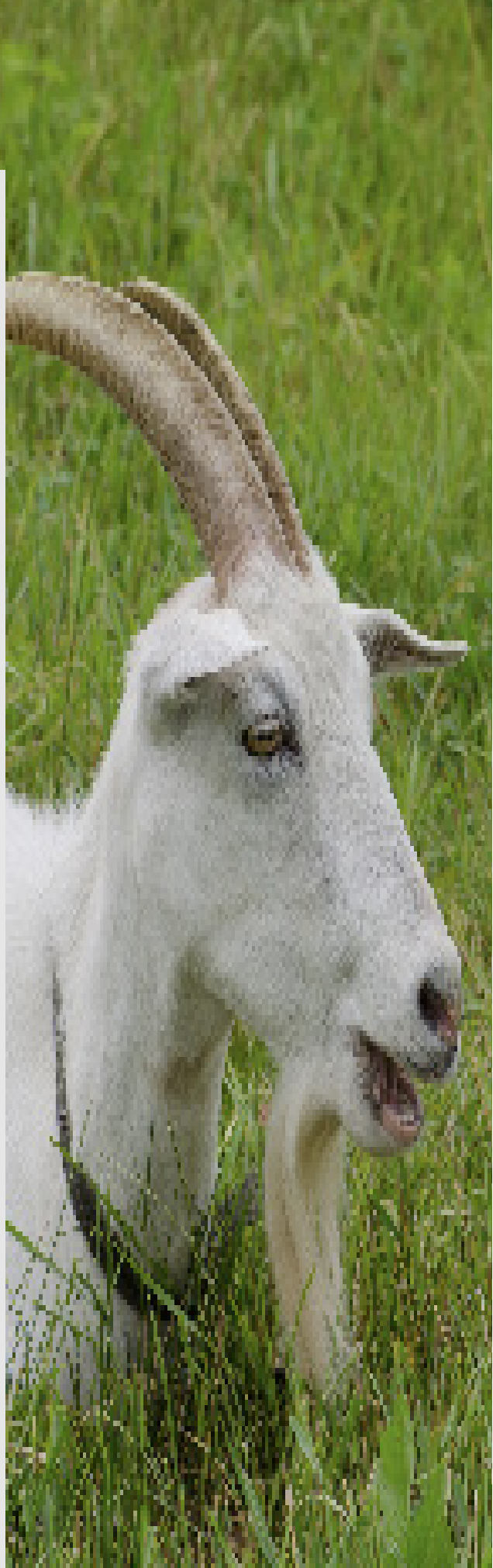
Through research, Goat Farming industries have proven that they can contribute a large portion to the overall percentage of the creation of opportunities towards economic development. With the proper control towards animal production, farming management, supply of raw materials, business resources , economies of scale and opportunities towards finding markets, this industry proves to be undoubtedly profitable.

GOAT FARMING A SUSTAINABLE MEASURE TO DEVELOPMENT OPPORTUNITIES FOR LOCAL FARMERS

Goat farming is one of the easier and more manageable forms of farming. This type of farming can contribute to the development of local economies, even at the most rural areas. The ease of Management and the ease for Goats to be able to adapt to almost any harsh environment, makes it a lucrative business to assist even in creating income poorest households.

Limitations to progress for Goat Farmers

The sad reality is that as much as most rural based households take part in Goat farming, many rural farmers do not make it past the growing and reselling activeness, mainly because of the limitation to knowledge of how to access more broader markets as well as other opportunities that a Goat farmer may participate in. This the limits the opportunities for many farmers, especially black emerging to be able to convert this form of farming into a lucrative business.



The Proposed Initiative

COORDINATED GOAT FARMING FOR LOCAL ECONOMIC DEVELOPMENT

Our Goat farmers Association has formulated an initiative to mentor goat farmers into Markets. Such Markets targeted are

- **Goat meat Processing**
- **Goat Dairy & Milk Production**
- **Goat Hides for leather.**
- **Mohair for Cashmere clothing**

Our Goal is to open markets locally for goat farmers to increase quality supply quality Goats for productization & Live trade in order to penetrate internationally for Processed products from Goats that will be farmed in Kwa Zulu Natal. Our Intention is:

- **Training Goat farmers into Commercial Farmers**
- **Associate Goat projects & organise farmers**
- **Provide ongoing support to farmers**
- **To Formalise live goatexchange programs & platforms to add value to general farming done in rural areas.**

AN INITIATIVE OF RURAL DEVELOPMENT

Goats as a commodity have always been part of the localised Rural economy where people have been using them for trading and wealth. We believe the experience is there – and with it we can develop the local farmers into proper traders and developers of breeds needed for commercialization of goats.

We have partnered with Amakhosi as the lead custodians of land, Department of Agriculture and other local stakeholders to allow potential farmers to have access to land and infrastructure, whilst allowing us to help our farmers to be mentored towards proper farming methods for trade.

GOATS ARE ESSENTIAL & SUSTAINABLE



Advancement of Goat Farming knowledge

We have structured a Training program that will be suitable to channel any Novice Goat farmers into commercial goat farming. Our trainings are guided by Extensive research on sustainable breeding and value chain programs that will assist in formalising goat farming in South Africa.

BMJ MBATHA CHAIRPERSON OF QHAKAZA GOATS ASSOCIATION

QHAKAZA GOATS FOR MARKETS OBJECTIVES

The Qhakaza Goats FOR MARKETS INITIATIVE that is meant to address the drastic issues and difficulties faced by most black Goat farmers as well as present opportunities. Some of these issues include discussed will be:

01

ACCESS TO NEW MARKETS

We want to see more black natives being commercial Goat Farmers and being able to develop farming enterprises servicing local and international Goats demand. Also increasing Goat Farming Training, acquiring & merging modern and indigenous farming knowledge.

02

VALUE CHAIN & PRODUCTS

We want to see more farmers being part of the value chain creation of Goat farming. More products such as Meat products, processed foods as well as the creation of other raw materials for trade such as Skins & cashmere. This will increase job opportunities.

03

FARMING ASSISTANCE AND AID

More black native farmers struggle to be sustainable due to farming challenges, animal mortality as well as theft in their local areas, which increases risks of failure in their farming ventures.

04

QHAKAZA GOATS ASSOCIATION

The Goat Industry is growing rapidly but it is evident that Black emerging are slowly being excluded in the greater supply chain of quality goats. This is due to the lack of exposure and knowledge towards the growing towards commercializing their farming practices. We have established a number of interventions to be able to assist farmers become developed towards sustainable goat farming practices

Qhakaza Goats Association: This Farmers association is focused on creating programs to develop Goat Farmers through skill and know how of livestock management through trainings: From animal health and Farming management & exposing emerging farmers to greater opportunities like value chain intergration to thier prodction. Some of these programs Include

Our Vision is to see more Black African Natives part of the commercial trade & industry of Goats.

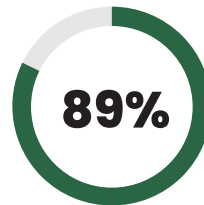
Our Mission is to formalize Goat Farmers with the tools and knowlege to be part of the growing industry.



90%

FARMER TRAININGS

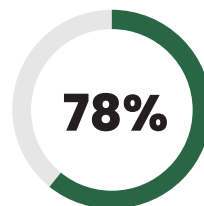
We administer trainings from Health Management to Farm Project management to Stud Breeding as well value creation.



89%

MARKET RESEARCH

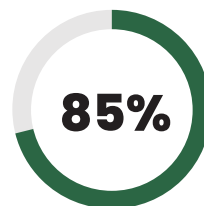
We conduct Research and Data collection surveys for customer and Markets development



78%

FARM ENTERPRISE DEVELOPMENT

We assist emerging farmers to get into commecerical Goat Trading as well as other industries e.g. Feeds, Medication, exporting.



85%

VALUE CHAIN MANAGEMENT

Overssing the creation of products and raw materials from goats to product creation & processing.



EXECUTIVE LEADERSHIP

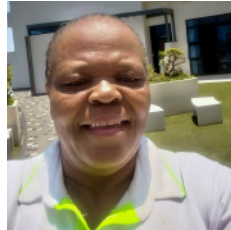
QHAKAZA GOAT FARMERS ASSOCIATION EXECUTIVE COMMITTEE



Buhlebenkosi M.J Mbatha

CHAIRPERSON

The Association is led by Buhlebenkosi M.J. Mbatha - who has over 7 years in Goat farming and 10 Years in brand Marketing. His skills in Brand Management & product development has created the opportunity for farmers to be mentored out of general goat farming - into bigger marketing opportunities.



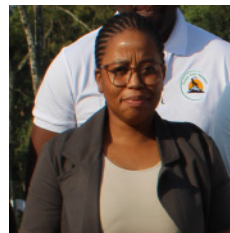
Bongisiwe Zulu
Deputy Chairperson



Thokozani Makhaphela
Secretary



Manqobiziwe Thwala
Treasury General



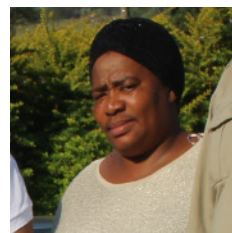
Sengiphiwe Gumede
Land Evaluation Department



Scelo Dlamini
Assets & Infrastructure



Bhekuyise Mbatha
Agri Projects Manager



Surprise Phakathi
Livestock Management



Thokozani Fakude
Projects & Logistics

OUR VISION

"What we sort to create is a centralised system to source and Breed Goats in larger Quantities into the same Higher Quality goat standards, in order to Supply Local and International Markets. To managing emerging Farmers into commercial. The End Product supply will be live Goats as well as Processed Goat Products"

OUR MISSION

"To create a well managed and planned Programs where we mentor and monitor Operational Goat Farmers, through the Right Feeding and Medicinal Programs to Help administer the Same quality of Goat Animals. Also, to control the Supply Chain and constant supply of Live goats as well as for Processing A grade quality Goat Products."

Our Association Through Membership



Qhakaza Goat Farmers Association was inceptualised in 2019 - but was non-functional due to difficulties for the previous leadership. But since 2021 we have formalised and trained over 250 farmers into understanding the importance of quality oriented breeding.

From then we have created a strong membership structure through our Qhakaza Goat Farmers Membership Program that is fixated on developing new farmers into breeders as well as formalized goat traders.

Our Statistics are sitting at:

- **120 Full Members**
- **We'e trained over 250 people in 2 years.**
- **7 Running Farming Projects**
- **3 Offtake agreements with markets**
- **Supplier Database of Livestock**
- **4 Regional Offices in KZN**

“Our Goal is to Formalise Goat Farmers into Commercial Farmers for Sustainable Markets and Productization of Goats”



**QHAKAZA GOAT FARMERS ASSOCIATION
MEMBERS AGM ESHOWE 2022**

Our Project: Increase Goat Supply Chain

Fact about the Goat Market:

We have formulated a Supply chain model for Goat production in order to increase the numbers of the quality stock we need to open markets. This is to enable farmers to be able to tap into the demand that exists.

- Goats give birth 2 times a year (150)
- At a ratio of 1:50 - Each ewe (Female goat) is able of giving Birth to 2 - 3 Offsprings.
- KZN currently imports over 850 000 goats per year.
- Goats can be used for Meat/Milk/Cashmere/Skins
- The Goat Market is estimated at 422 Million in Net value
- Profits can range from R1800 - R2100 in just Meat Carcasses.

Supply Chain management no

Our Mission is to increase Goat production with committed Farmers who will be trained as well as affiliate to the strategy that our association has developed. We have locked


The Goat Farmer Supply Chain strategy

- One main farm that will hold quality Genetics Goats
- Secondary farms that will be given 15 - 30 goats each in order to farm
- There will be an assessment and support officer overseeing the production, feeding, medication procedures.
- Each farm will is estimated to produce - 75 Goats per breeding cycle - 150 yearly - Excluding possibilities of Mortality.
- These goats will cater to 4 Primary markets: Meat, skins, Milk, Cashmere
- Average weight expected from each Goat is 40 - 65kg for Females (Ewes) - 80kg - 110kg.
- There will be a feeding Plan/Vaccination and Medications
- Assistance on raising an Investing Platforms with external Private and Public Investors.


Goat Supply Chain:

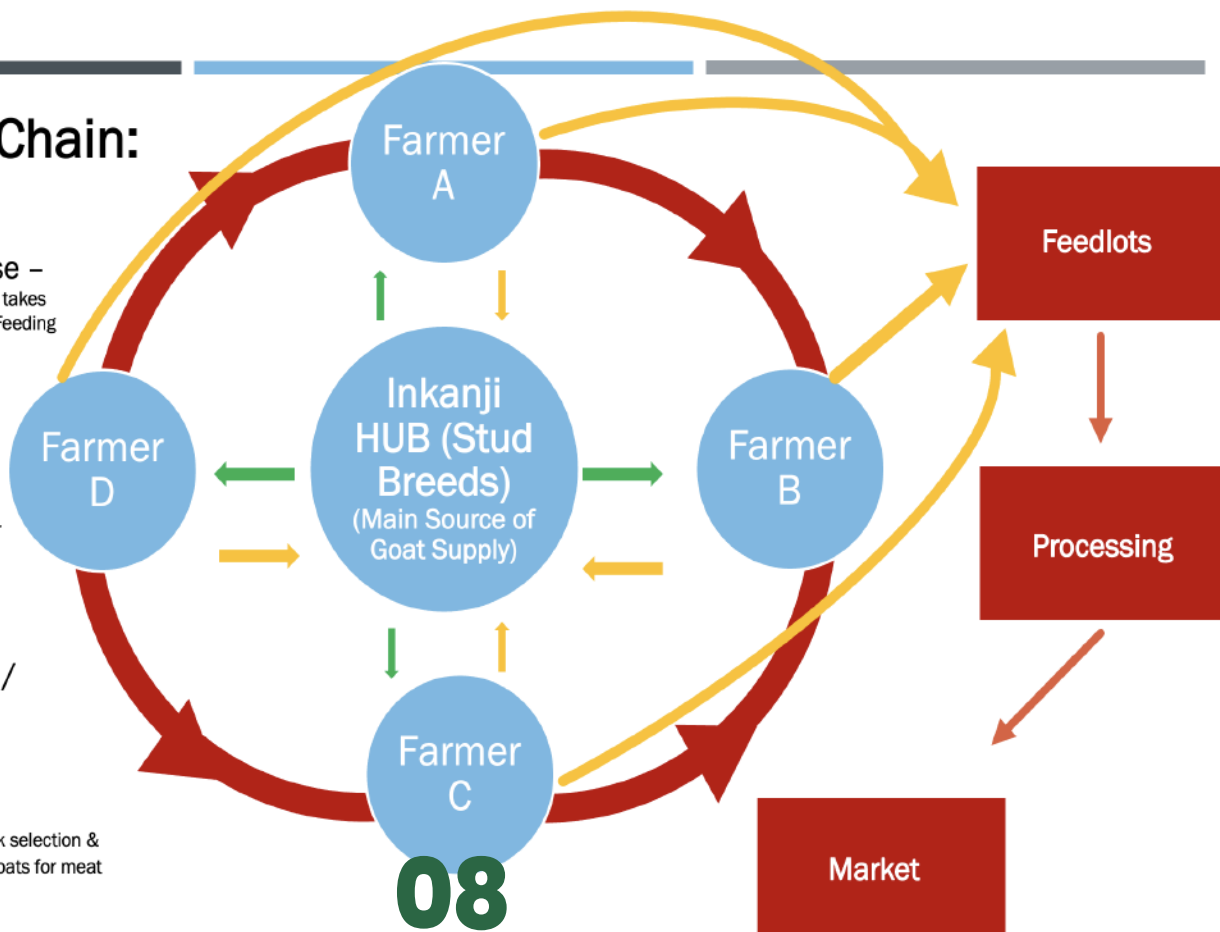
KEYS:

 Farming Enterprise - Where the whole production takes process (Ewes & Kidding / Feeding

 Goat Supply - Goat ewes

 Goat Yields (Weaners for Meat / Milk for Dairy)

 Medicinal / Feeds / Maintenance / Financial Support



Inkanji Hub - Will control the Buck selection & Genetics of the main breed types. Boer Goats for meat & British for Goats for Milk

Proposed Investment

Proposed Financial Injections

The Estimated financial injection **R 1 023 480.00** as starting capital for each project to acquire the initial working assets. These are just price estimations of the Assets needed, prices may change depending on selling units.

Assets	Qty	Price	Total Price
Goat Purchases-Ewe	100	R 4 300	R 430 000
Goat Purchases-Ram	2	R 10 500	R 21 000
Plantation of grazing pastures	3	R 60 000	R 180 000
TOTAL			R 631 000,00

Item	Amount
Feeds	R 100 800,00
medicines	R 20 480,00
Accounting Services	R 6 000,00
Electricity & Water Consumption	R 24 000,00
Salaries	R 72 000,00
Maintenance	R 16 800,00
Bank charges	R 2 400,00
Business Training & Market facilitation	R 150 000,00
Total	R 392 480,00

Sale Projections – Meat market Est.

- Estimated Goat Weight Intended: - **56% of 40 KG = 22KG**
- 40 KG – Average - **Carcass: R87 x 22 kg = R1914**
- Dressing Percentage: 56% - **Skins: R60 – (1 goat)**
- Goat Breed types Large frames - **Manure: R40/60 KG**
- Broerboks/Savannas/IVG - **Offals: R350**
- **Goat Heads – R60**
- **= R2424 Profits from One Goat sold for processing.**

Goat Production from Breeding

- Offsprings Goats: 2 – 3
- 2 times a year*
- Period to get Pregnant again:
- 6 – 8 Months*
- Period to harvest Goats
- 6 –15 Months*

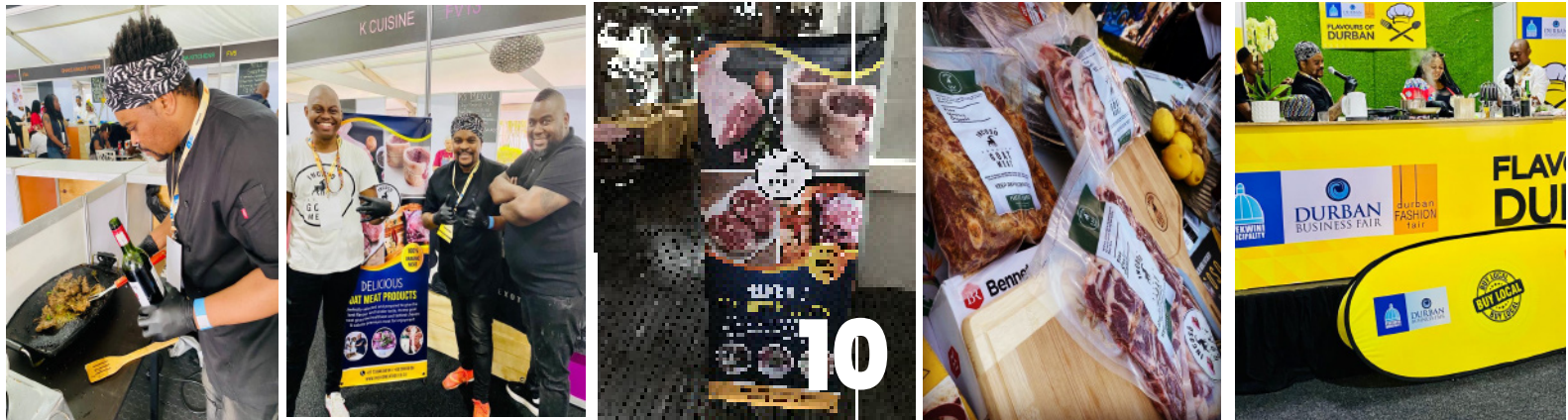
OUR MILESTONES



OUR TRAININGS & WORKSHOPS ACROSS THE COUNTRY



PRODUCTIZATION OF GOAT MEAT & BRAND MARKETING OF - INCOSO GOAT MEAT BRAND





WE HAVE THE MARKET

Incoso Goat Meat is Our flagship – Product that has been created in order to sustain the demand of goat meat in the market and has Brand Positioned Goat meat in the market.

ALL INDUSTRY PLAYERS INVITED FOR EXHIBITION

ESTABLISHMENT OF TRADE & Exhibition Events

We will also have a Market day during this event where Goat Resellers, Breeders as well as product creators can be able to exhibit and sell to the audience in attendance.

OPENING FARMERS TO NEW MARKETS



VALUE ADDED FARMING IS ESSENTIAL

WE HAVE GOAT MILK MARKETS AS WELL

We are currently securing markets in Europe for Goat Milk Goat Cheese and Mohair for Cashmere products. This will enable our breeders to be able to supply growing markets a broad.



In Conclusion



As A Goats specializing association we do believe that the opportunities that can be opened with such an initiative are vast and this can be another initiative to fight socio-economic problems that face our rural and semi rural communities. We also believe that developing what Africans have been doing for centuries, assisting them towards advancement can be a meaningful step towards having people in our societies partakers of a growing economy.

We therefore extend an invitation to any institution that will see the opportunity to partake in this great course towards formalizing and teaching our domestic farmers to be part of this growing economy. As well as to move towards the greater horizon of having more successful Goat Farming projects coming from our local communities.

Kind regards

BMJ MBATHA (CHAIRPERSON OF QHAKAZA GOATS ASSOCIATION)

