



Internship DAZ, Zambia

Title: Supporting the research base of DAZ

Client: Dairy Association of Zambia (DAZ)

Period: Starting August 2017

Duration: 3-4 months

Introduction

DAZ is a commodity association for the dairy sector in Zambia. DAZ has a membership of over 5,000 active and registered individual producers united in 73 primary cooperatives. DAZ is involved in lobbying & advocacy for the dairy sector, facilitates linkages to inputs, credit and the market for its producing members and provides extension support and training. DAZ has a strategic plan for the coming 5 years that outlines clear and achievable growth ambitions in terms of membership count, productivity, production and consumption of dairy products.

Agriterra performed a company assessment of DAZ in November 2015 which resulted in a partnership and 2016 action plan for the implementation of the following:

- Financial Management Training
- FACT Lobbying & Advocacy training
- Governance training
- Workshop Elaborate DAZ Strategic Plan 2017-2021

Rationale

In the last quarter of 2016, DAZ developed its new Strategic Plan 2017-2021 with facilitation support from Agriterra. The new Strategic Plan will be presented to the 2017 DAZ AGM (date to be confirmed) for approval by DAZ members. The Strategic Plan has the following Strategic Objectives:

1. Increase dairy production and productivity for the formal market.
2. Promote domestic consumption of milk and other dairy products.
3. Work with relevant authorities and stakeholders in developing food safety, hygiene and quality standards; and ensuring self-regulation of the dairy sector.
4. Lobby relevant authorities and other stakeholder on issues concerning the dairy industry.
5. Work in collaboration with relevant government ministries, development partners and other stakeholders in jointly developing the dairy sector.
6. Ensure the financial sustainability and accountability of DAZ in order to meet members' needs.
7. To be the official mouthpiece of the dairy industry in Zambia.

With respect to Strategic Objective 1, the key objectives are as follows:

- Yield increase from 8 litres to 15 litres per cow per day.
- Raw milk supply from dairy farmers increased from 70 million litres to 95 million litres.
- Processors supported to utilise their maximum processing capacities.
- National raw milk production increased to 900 million litres per annum by 2021.

With respect to Strategic Objective 4, the key objectives are as follows:

- Concerns affecting the dairy industry addressed.
- Reduction in cost of production for raw milk.
- Enhanced competitiveness.



- Reduced raw milk factory gate price.
- Reduced interest rates.

Strategic Objective 1 of the new DAZ Strategic Plan is considered the most important objective for DAZ in the coming years. This is because despite significant growth of milk production over the past decade, Zambia produces the least volume of milk in the Southern African region. For processors this is a key challenge, as they produce below capacity and are in need of higher volumes delivered through formal channels in order to meet increased domestic demand. Besides, a sizeable number of dairy farmers sell their raw milk on the informal market. These farmers constitute a yet untapped part of the market. However, the amount of milk produced by this group has not been properly documented due to lack of a proper milk recording system.

Strategic Objective 4 relates to the lobby activities of DAZ. One of the key lobbying issues that DAZ aims to address on behalf of its members is the high cost of production of raw milk. The high factor cost of production attributed to high factory gate prices is making Zambian dairy products uncompetitive in the region, causing Zambia to import dairy products such as milk powder. Imports of fresh milk from Poland and Kenya have so far been thwarted due to interventions by the Government of Zambia based on grounds of rules of origin and low quality of milk, respectively. But with increased competition from the region, the Zambian dairy sector will need to look for ways to reduce production cost from both a cost efficiency and lobbying point of view.

The Assignment

Against the above background, DAZ aims to conduct studies to acquire more information from its members that will inform DAZ's strategy regarding capacity building and lobbying & advocacy.

Firstly, DAZ is planning to conduct a milk production study in key cattle districts to determine national milk production. This study will serve as a baseline to assess future growth of the dairy sector and to discern the actual gap between milk supply and milk demand in Zambia.

Secondly, DAZ is planning to conduct a study on the high cost of production for raw milk with the aim of using the findings to inform DAZ's lobby for reduction of taxes and levies related to milk production.

For both studies, information needs to be sourced from the DAZ membership of small, emergent and commercial farmers scattered across Zambia. The assignment involves supporting DAZ to perform research to gather this information and present the key findings.

Objectives

- Support DAZ in research to assess national milk production in Zambia.
- Support DAZ in research to assess the cost of raw milk production in Zambia.

We are looking for

A well-motivated student who is ready for an interesting internship in Zambia. Good communication and writing skills, business-minded, adventurous, disciplined, precise, independent, good/fluent in English, result-driven and willing to work in (rural) Zambia for several months and prepared to travel to remote areas of Zambia. Experience in performing field research in the dairy sector is a plus.

Application

Send your CV and a motivation letter to the Agriterra office at vacature@agriterra.org before 3 March with reference to "Assignment Zambia-DAZ".



Prior to the internship the candidate is expected to take part in an introduction workshop.

About Agriterra

Agriterra is an agri-agency founded and steered by the farmers' organisations and agricultural cooperatives in the Netherlands. Its mandate is to strengthen producers' organisations and cooperatives worldwide. For farmer-led business initiatives, Agriterra specifically supports business development services in the pre-investment phase such as feasibility studies, market surveys, business planning and capacity building components.

In addition Agriterra provides:

- Brokerage services to link farmer-led business development initiatives with investors, banks and other primary and supportive stakeholders in the value chain.
- Advisory services often employing Agripool advisors: experts stemming from co-operative and private agribusiness companies from the Netherlands and beyond with a specific thematic or sector expertise.