

PROMISING RESILIENCE PRACTICES



PEACE, PROSPERITY AND REGIONAL INTEGRATION



Enhancing livelihood resilience through livestock marketing in Kapoeta

Through the link to the market in Kapoeta, Juba and Torit, the people of Mogos were able to sell more than 403 animals through the cooperative between December 2008 and May 2009, generating about € 1,900

Introduction

Like most areas in Southern Sudan, Mogos is remote and largely inaccessible to outsiders. The community depends on livestock production for their livelihood. There is an extreme attachment to livestock among the Toposa and the practice of selling animals is not common. Livestock are only sold at a time of food shortages.

There is no formal livestock market in the Mogos area. Men and women who wish to sell their animals have to walk for three days with their animals in order to reach the nearest livestock market in Kapoeta town. There is no guarantee that they will find a buyer when they get there. On account of the fear and inconvenience of walking another three days back with unsold animals, producers are forced to sell them at a throw away price or at times, barter their animals for food or clothes in Kapoeta town.

The Netherlands Development Organization (SNV) South Sudan, in collaboration with a local capacity builder, Greater Kapoeta Cooperatives Development Agency, started working with Mogos community to establish a livestock marketing cooperative in 2008.

SNV's action is designed to enhance rural livelihoods through increased access to the local livestock market, and also to establish a community-based livestock cooperative that works with communities and farmers in promoting livestock production and marketing in order to expand economic opportunities for poor pastoral households in Eastern Equatoria.



INTERVENTION AREA

Market access, trade and financial services



LOCATION

Mogos is a Toposa pastoral community located in the semi-arid county of Kapoeta East in Southern Sudan



STAKEHOLDERS AND PARTNERS

SNV, Greater Kapoeta Cooperative Development Agency, Ministry of Agriculture in Eastern Equatoria State, with funding from the European Union



BENEFICIARIES

Cattle keepers' community in Mogos. Although cattle-keeping is dominated by men, women constitute 30 percent in the cooperative and they are responsible in the sale of small ruminants.

Methodological approach

- SNV supported the Greater Kapoeta Cooperative Development Agency to develop cooperative training materials, undertake community mobilisation and train communities on cooperative formation and membership development. The agency then worked with the Mogos community to mobilise people and register initial members for the Mogos Cooperative.
- **Market research and establishing initial market linkages:** SNV undertook an initial market research to understand livestock marketing trends and challenges in Eastern Equatoria.
- **Developing a local marketing strategy:** SNV worked jointly with the Greater Kapoeta Cooperative Development Agency and the Mogos Cooperative leadership to assess the nature of problem facing the producers.
- **Supporting governance development and registration of a primary cooperative:** SNV has worked with Greater Kapoeta Cooperative Development Agency to ensure that Mogos Cooperative has a strong and accountable leadership.
- **The members of the Cooperative participated in the State Farmers' Day organised by the State Ministry of Agriculture in Torit town:** This was an eye-opener for pastoralists from Mogos to see for themselves the value of their livestock.
- **Innovative marketing strategy:** The capacity of local sales agents was built to create an interface between the producers and the buyers.
- **Supporting Greater Kapoeta Cooperative Development Agency to establish market linkages in Torit and Juba towns:** Through its networks in Torit and Juba, SNV provided market leads that have enabled linkages between the cooperative and regular buyers of livestock and livestock products.

Results

- The Mogos cooperative is now supporting about 6,500 livestock producers as a result of the cooperative campaigns and education facilitated by Greater Kapoeta Cooperatives Development Agency. The Cooperative has been registered by the government and is now a legal entity able to transact under its own name. It is now able to finance its own operations with minimal external support. Community members are now motivated to join the cooperatives because livestock marketing is becoming easier and they can negotiate prices with their own trusted sales agents. Membership of the Cooperative has risen by 26 percent.
- The appointment and training of sales agents by the cooperatives created a ready local market for livestock especially for the women who can now sell their animals locally through these sales agents. The sales agents

are able to sell large number of animals on behalf of producers. This has not only made it easier for producers to market their livestock, but has also improved prices for producers.

- Through the link to the market in Kapoeta, Juba and Torit, the people of Mogos were able to sell more than 403 animals through the cooperative between December 2008 and May 2009, generating about € 1,900. Household incomes increased, giving families the possibility to a dignified, productive livelihood.
- Women, who usually control the sale of small livestock like sheep and goats, are the most enthusiastic members of the group as they make up nearly 30 percent of all members of the cooperative. More than 3,204 litres of milk was also sold during the same period, bringing badly needed income to women who mostly handle the milk trade.
- The cooperative has established a livestock holding ground that will enhance quality of livestock sold to markets.
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Sustainability

- The growing market for livestock in urban areas is creating a vibrant market for this pastoralist community.
- There is growing attention from the government and international development actors on livestock production and marketing in pastoralist areas, with the recognition that it holds the key for future prosperity of the Toposa community, especially for women.

Replicability and upscaling

- Expand implementation of a livestock marketing cooperative livelihood programme to other states, reaching more South Sudanese cattle keepers
- Increase awareness for sale of livestock by organising farmers' days to inform interested individuals about working through sales agents. This creates a sense of ownership.
- Reinforce livestock protection by contributing to the current market demand the quality of animal and animal products demanded by consumers. This will be done by strengthening government counterparts' capacities to reach South Sudanese in rural areas.

Sources

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