



2SCALE

Stories from the Field

Beefing up cattle cooperatives

In Burkina Faso, Netherlands-funded livestock-intensification programs implemented previously by 2SCALE partners have led to massive increases in productivity and income. 2SCALE is building on these successes to connect more small-scale beef producers to commercial markets.

Sixty kilometers north of the capital Ouagadougou, project interventions in Tanghin Kossodo have convinced most households to shift from extensive production (where animals are mainly range-grazed, with some supplemental feeding) to intensive production, where animals are fed, housed and closely monitored. Intensive systems require more investment, but yield much higher returns.

Ten years ago, the local herdsmen formed the *Union Provinciale des Groupements d'Éleveurs Wend-waoga de Oubritenga* (UGEWO). The benefits of collective action soon became apparent, and the local union joined the national livestock association – which linked them with 2SCALE partners, beginning a long and successful collaboration.

We brought in livestock experts who worked with the union to introduce cattle-fattening as a business: providing training on animal husbandry, improving nutrition, strengthening marketing, improving business planning and budgeting and linking cattle owners to credit providers.

2SCALE consortium



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Training program on fodder production: indigenous species can improve animal nutrition while reducing feed costs.

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— *Salfo Ouédraogo, president of the cattle producers' union UGEWO*

The union, which comprised seven groups with 153 members in 2002, now has 31 groups with 1,993 members. The number of technical and financial partners has increased from two in 2007 to 14 in 2013. In 2006, members had a total of 102 cattle. Today they handle more than 2,000 in every fattening cycle.

By fine-tuning feeding regimes, the fattening period has been reduced from six months to three months. Feeding costs have decreased, while meat quality has improved.

“We now understand the market much better; and we sell as a group instead of individually,” said union president Salfo Ouédraogo. “During each three-month period, we sell about 700 cattle. During the period 2007-2012, sale income was more than €380,000. The profit margin per animal has increased five-fold, from €23 in 2008 to €114 today.”

Room for Improvement

2SCALE supported the construction of cattle barns (as part of experimental action research) to ensure the animals are properly housed and fed. Preliminary results indicate that the barns have increased growth rates and significantly reduced disease infections. Project teams are also working with the union to assess equipment and credit needs and link the union with financial institutions that could provide credit for equipment purchases.

The union continues to grow in membership as well as expertise, promising higher profits for cattle owners and more reliable supplies for beef producers. Oubritenga has shown how market incentives can transform the livestock sector, even in poor, remote communities.

The 2SCALE project is funded by the Netherlands government and implemented jointly by IFDC, ICRA and BoP Inc. 2SCALE was launched in June 2012. In the next 5 years we aim to develop 500 viable, sustainable agribusiness clusters in twelve countries across Sub-Saharan Africa, reaching 1.15 million farmers.

