

Gambia Goat Dairy – 3 Phase Plan

7 March 2018

Overview - Transforming The Gambia's Livestock Industry

- **Short Term Goal:** proof of concept and pilot project success
- **Ultimate Goal:** creation of a robust Gambian dairy sector. Gambia Goat Dairy (GGD) transitions to its role as a processing center purchasing dairy from an extensive network of highly productive smallholder producers

Phase 1 – Pilot Project (~5 years, \$160,000 from grants)

- **Goal:** creation of a sustainable commercial goat dairy with processing and sales capabilities
- **Key Factors**
 - o Maximizing West African Dwarf milk yield
 - o Basic, small-scale value chain development
 - o Proof of concept via data acquisition (milking, demand, sales, farm finances, etc.)
- **Implementation Overview**
 - o Ensure feedstuff availability → establish consistent, adequate milk production → product development and processing (cheese, yogurt, milk, meat) → product distribution and sale

Phase 2 – Extension Service Establishment (5+ years, \$500,000+ from grants and investments)

- **Goal:** outreach and inclusion of Gambian smallholders
- **Key Factors**
 - o Effectively prescribe GGD's techniques to smallholders with few goats so that they can produce milk for GGD to purchase and process
 - o Understanding and planning value chains, cooperatives, and processing elsewhere in The Gambia; progressively spreading east
 - o Concurrent, ongoing research on West African Dwarf productivity, scaling options (cows, sheep, etc.), impact, demand evaluation, product reassessment, etc.
- **Implementation Overview**
 - o Smallholder buy-in and autonomous production → GGD purchase and processing of smallholder-produced milk → larger scale product distribution and sale

Phase 3 – Dairy Industry Establishment (10+ years, \$1,000,000+ from grants and investments)

- **Goal:** progression past few-animal systems and establishment of large, consolidated dairy operations that achieve economies of scale
- **Key Factors**
 - o Ongoing extension and outreach to include most smallholder operations
 - o GGD transition from role as producer to processor and distributor
 - o GGD provision of 25% of Gambia's total protein requirement
 - o Concurrent, ongoing research on productivity, impact, demand, etc.
- **Implementation Overview**
 - o Smallholder consolidation and increased productivity → scaling of GGD processing and sales capability → continued strengthening of Gambian dairy sector