



**NRT**  
**Livestock to Market- Presentation to**  
**ECHO Partners , 1<sup>st</sup> -3<sup>rd</sup> March, 2016**  
**Nanyuki-Kenya**  
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## Topic

The use of livestock markets as an incentive in conservancy development and Rangelands mgt in the landscape, case study from NRT Trading livestock business-Livestock to Market program



## NRT BACKGROUND

- The Northern Rangelands Trust (NRT) is a not for profit organization established in 2004. Its mission is to develop resilient community conservancies which transform people's lives, secure peace and conserve natural resources in northern Kenya
- NRT remains the umbrella organization for community conservancies in northern Kenya currently with 27 conservancies covering an area of over 20,000 km<sup>2</sup> within 11 counties of Baringo, Garissa, Isiolo, Laikipia, Meru, Samburu, Marsabit, Turkana, Baringo, Garissa and Lamu Counties.

## Introduction

Livestock to Market is a social livestock enterprise owned by NRT through its commercial company called Northern Rangelands Trading Limited(NRTT).

The Livestock to Market Program (LTM) began in 2006 as a partnership between the Northern Rangelands Trust (NRT) and the Ol Pejeta Conservancy (OPC). To support the Conservancies in Northern Kenya which were upholding conservation of wildlife and environment. The objectives of the programme are as follows:

- To commercialize livestock marketing among pastoralists by providing an assured community market for livestock(Cattle).
- Assist pastoralists and families in the NRT Conservancies to build resilient livelihoods by providing a local, equitable, reliable, fair market for large numbers of cattle.



## Introduction cont'd

- Provide incentives to pastoralists to manage cattle for ready markets and over time, reduce herd sizes to manageable levels..
- Gain conservation leverage by linking market access to conservation outcomes ***through purchasing of cattle from conservancies which are upholding good grazing plans and management.***
- Directly benefit Conservancies through purchase of cattle and sale levies including the premium LTM contribution to the conservancy for every cow sold to support the social and economic requirements at community level .i.e. bursaries, medical support etc.

## Operations

LTM is a sustainable value chain programme operating on capital seed funding from a loan as a revolving fund geared towards sustainable livestock marketing and improved landscape accrued from gains made in conservation and better land management by communities under the NRT. This would emanate from improved grazing plans and management, manageable livestock numbers, efficient destocking programme and improved breeding and cattle management.;

The programme involves pastoralist producers, disease control actors (quarantine station at Lewa) and designated ranches and finally to the market through slaughter of the cattle at the Olpejeta slaughter house.

The process is a 4 tier process involving the following processes:

- Purchasing-Conservancies
- Quarantine-On Lewa
- Fattening-In the ranches
- Slaughter-Abattoirs
- Marketing-Nairobi markets



## Value Chain Organization flow chart

| Purchasing   | Quarantine   | Fattening   | Slaughter  | Sale  |
|--|--|---|--|---|
| NRT Core   | Lewa Conservancy   | Olpejeta conservancy and other affiliated ranches in Laikipia   | Abattoirs  | Nairobi and other meat outlets.   |
| Purchases guided by conservation leverage tables, equity and fairness. | <ul style="list-style-type: none"> <li>•CBPP testing</li> <li>•Identification using hot iron branding and microchips</li> <li>•Batching</li> <li>•Castration</li> <li>•Deworming</li> <li>•Tick control</li> <li>•FMD vaccination</li> </ul> | <ul style="list-style-type: none"> <li>•Tick control</li> <li>•Better management practices to slaughter</li> <li>•Routine FMD vaccination</li> <li>•Routine Disease control programmes</li> </ul> | <ul style="list-style-type: none"> <li>•Health Checks</li> <li>•Slaughter</li> <li>•Weighing</li> <li>•Grading</li> <li>•Chilling</li> </ul> | <ul style="list-style-type: none"> <li>•Chilled beef to customers using refrigerated vans.</li> <li>•5<sup>th</sup> Quarter sales to different customers</li> </ul> |

## Economic gains to conservation

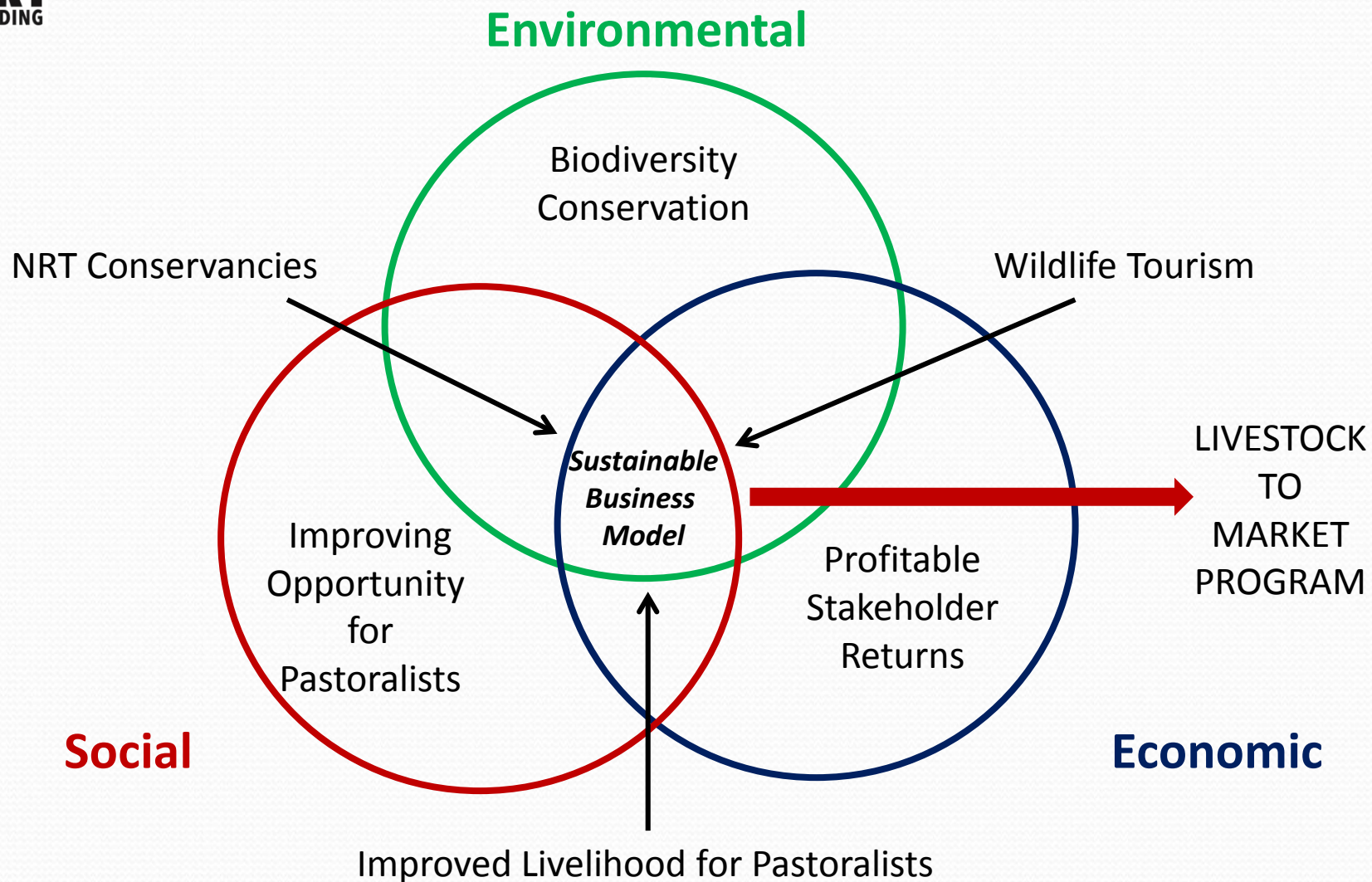
- Improved grazing management and plans with involvement of the community in decision making and implementation which is all inclusive.
- Change of business mindset by the community for economic growth by investment to other business opportunities.
- Increased and sustainable CSR for the community sustainability and development via conservation fees contribution to support education,
- Increased and enhanced banking opportunities via Mpesa and conventional banking thus growing the saving culture.
- Enhanced training and knowledge base for communities
- Alternative choices to investment such as youth and women enterprise development enhanced e.g. Moran enterprises and beadworks.
- Increased Tourism ventures i.e. Hotels, camps, beds, employment.

LTM remains the single most important life changing programme among pastoralist communities owing to their rich livestock resource.





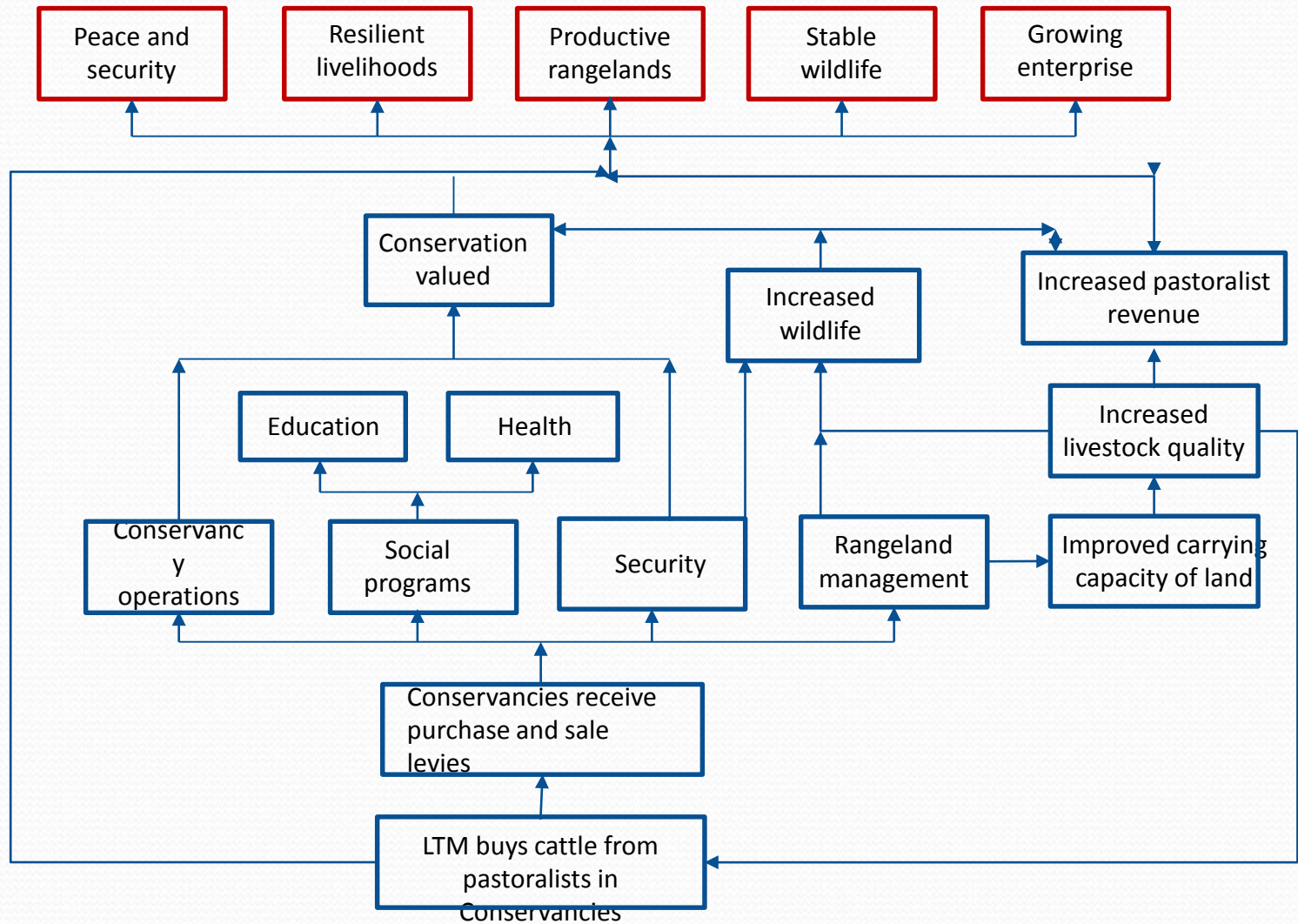
1 is a Sustainable, Social, Economic and Environmental -Impact Business



# LTM Provides Real Social and Conservation Benefits

## NRT Goals

## Conservancy Benefits





## Challenges

- Diseases and un-coordinated disease control programmes between County and National governments
- Grazing conflicts among communities
- Land degradation and Poor land management
- Bad politics, incitement, insecurity and cattle rustling
- Limited business skills and donor support mindset
- Drought and poor livestock breeding skills.
- Duplication of efforts by different actors and limited training efforts towards better livestock production and marketing.

>>>>>>>>>Thank You>>>>>>>>>



















