

## **Appendix B**

### **VAIMS: LIVESTOCK PRODUCER SURVEY**

The aim of this questionnaire is to acquire primary data on the operations of livestock producers (with specific reference to small-scale livestock, more specifically small stock) in the SADC region to:

- better understand their production practices and to evaluate the linkages with other segments in the value chain, and
- to identify constraints and ways to improve the functioning of the value chain,

The questionnaire is divided into the following sections, namely:

- 1: GENERAL HOUSEHOLD INFORMATION
- 2: HOUSEHOLD ASSETS AND ACTIVITIES
- 3: DETAIL OF LIVESTOCK OPERATIONS
- 4: LIVESTOCK PURCHASES
- 5: LIVESTOCK SALES
- 6: COSTS OF PRODUCTION
- 7: INFRASTRUCTURE
- 8: MISCELLANEOUS INFORMATION

## VAIMS: Livestock producer survey

DATE

TIME STARTED

TIME ENDED

Name of Enumerator

Enumerator code

District (code):

Ward (code):

Village (code):

### SECTION 1: GENERAL HOUSEHOLD INFORMATION

1.1 Respondent's name

1.2 Respondent's relationship to household head

*Codes*

- 1= Household head
- 2 = Spouse
- 3 = Child
- 4 = Other relative
- 5= Other member

1.3 Number of people in household

#### 1.4 Household head information

Gender	<input type="text"/>	<i>Codes</i> 1=Male, 2=Female
Marital status	<input type="text"/>	1=Married, 2=Single, 3=Divorced/separated, 4=Living together, 5=Widow/widower, 9=Other
Age (years)	<input type="text"/>	
Years of schooling	<input type="text"/>	
Primary activity	<input type="text"/>	1=Student, 2=Farmer, 3=House/farm help, 4=Government/parastatals employee 5=Private sector employee, 6=Self-employed (non- farm), 9=Other
Years in village	<input type="text"/>	

**SECTION 2: HOUSEHOLD ASSETS AND ACTIVITIES**

**2.1 Please detail the percentage of income received from following activities:**

	<b>% today</b>	<b>% 1 years ago</b>	<b>% 5 years ago</b>
Livestock production			
Crop production			
Livestock trading			
Crop trading			
Off-farm employment			
Own business (non-farm)			
Remittances			
Other			
<b>TOTAL</b>			

**2.2 Please provide an estimate of your total household income, from all working members of the household**

(including business income, pensions, and remittances)

				LC (today)	
				LC (5 years ago)	

**2.3 How long have you been engaged in farming activities?**

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years

**2.3.1 Do you have any training in farming activities?**

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Code:  
1=Yes,  
2=No

**2.3.1.1 If yes, specify**

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**2.3.2 Why are you in this business?**

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**2.4 How many employees do you employ?**

Full-time employees

	<b>Number of employees</b>	<b>Daily wage rate</b>
Male		
Female		

Part-time employees

Male		
Female		

## 2.5 Please provide information on access to land and land use

Plot ID	Size of each plot (ha)	Land ownership (code)	Current land use (for land used by household) (code)
1			
2			
3			
4			
5			

### Codes

#### Land ownership

1= Family owned, 2=Rent in (no payment), 3=Rent out (payment), 4=Rent in (payment), 5=Freehold title, 9=Other

#### Land use

0=Idle/fallow, 1=Crop cultivation, 2=Livestock grazing/fodder/fodder trees, 3=Fruit trees/gardening, 9=Other

## 2.6 Do you have

Cattle		Code: 1=Yes, 2=No
Sheep		Code: 1=Yes, 2=No
Goats		Code: 1=Yes, 2=No
Poultry		Code: 1=Yes, 2=No

### 2.6.1 What breeds do you use?

	Now	5 years ago	reason for change
Cattle			
Sheep			
Goats			
Poultry			

### 2.6.2 What are livestock mainly used for?

	Draft power	Own consumption	Religious reasons	Selling of surplus	
Cattle					Code: 1=Yes, 2=No
Sheep					Code: 1=Yes, 2=No
Goats					Code: 1=Yes, 2=No
Poultry					Code: 1=Yes, 2=No

**SECTION 3: DETAIL OF LIVESTOCK OPERATIONS**

**3.1 Please specify current inventories, purchases, sales, and inflows/outflows in the past 12 months**

	Stock this year	This time last year	Animals purchased in the last 12 months	Animals born in the last 12 months	Consumed at home in the last 12 months	Animals died in the past 12 months	Reason for losses (code)	Animals sold in the past 12 months
<b>Cattle</b>								
Adult female								
Young female								
Breeding bulls								
Calves								
Other								
<b>TOTAL</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>		<b>0</b>
	Stock this year	This time last year	Animals purchased in the last 12 months	Animals born in the last 12 months	Consumed at home in the last 12 months	Animals died in the past 12 months	Reason for losses (code)	Animals sold in the past 12 months
<b>Sheep</b>								
Adult female								
Young female								
Breeding rams								
Lambs								
Others								
<b>TOTAL</b>								

<b>Goats</b>	<b>Stock this year</b>	<b>This time last year</b>	<b>Animals purchased in the last 12 months</b>	<b>Animals born in the last 12 months</b>	<b>Consumed at home in the last 12 months</b>	<b>Animals died in the past 12 months</b>	<b>Reason for losses (code)</b>	<b>Animals sold in the past 12 months</b>
Adult female								
Young female								
Breeding rams								
Kids								
Others								
<b>TOTAL</b>								
<hr/>								
<b>Poultry</b>	<b>Stock this year</b>	<b>This time last year</b>	<b>Animals purchased in the last 12 months</b>	<b>Animals born in the last 12 months</b>	<b>Consumed at home in the last 12 months</b>	<b>Animals died in the past 12 months</b>	<b>Reason for losses (code)</b>	<b>Animals sold in the past 12 months</b>
Adult female								
Young female								
Chicks								
Others								
<b>TOTAL</b>								

Code: 1=Disease, 2=Drought, 3=Theft, 4=Don't know

### 3.2 What is your current breeding (growth/expansion) strategy?

Increasing breeding herd		Code: 1=Yes, 2=No	Increasing surplus (off-take)		Code: 1=Yes, 2=No
Decreasing breeding herd		Code: 1=Yes, 2=No	Decreasing surplus (off-take)		Code: 1=Yes, 2=No
Keeping breeding herd stable		Code: 1=Yes, 2=No	Keeping surplus (off-take) stable		Code: 1=Yes, 2=No

## SECTION 4: LIVESTOCK PURCHASES

4.1 Please provide information on the livestock purchases you made in the last 12 months

	Month of last purchase (1=Jan, 2=Feb. 12=Dec.)	Number of animals purchased	Average price per animal (LC)	Where do you obtain price information (code)	Approximate average weight of purchased animal (kg)	Transport cost from market (per load)	Purchased from (code)	Where purchased ? (code)	Form of payment (code)	Reason for purchase (code)	Number of purchases per year
<b>Cattle</b>											
Calves											
Heifers											
Steers											
Bulls											
Cows											
<b>TOTAL</b>											
<b>Sheep</b>											
Adult female											
Young female											
Breeding rams											
Lambs											
Others											
<b>TOTAL</b>											
<b>Goats</b>											
Adult female											
Young female											
Breeding rams											
Kids											
Others											
<b>TOTAL</b>											

	Month of last purchase (1=Jan, 2=Feb ... 12=Dec.)	Number of animals purchased	Average price per animal (LC)	Where do you obtain price information (code)	Approximate average weight of purchased animal (kg)	Transport cost from market (per load)	Purchased from (code)	Where purchased ? (code)	Form of payment (code)	Reason for purchase (code)	Number of purchases per year
<b>Poultry</b>											
Chicks											
Growers											
Hens											
Mature birds											
<b>TOTAL</b>											

**Codes**

**Where do you obtain price information:** 1=Negotiated by farmer and seller, 2=Fixed by buyer, 3=Fixed by seller, 4=Fixed by government, 5=Newspaper, 6=Radio, 7=TV, 8=Extension officer 9=Third party, 10=word of mouth

**Purchased from:** 1=Large private farm, 2=Government farm, 3=Smallholder farm, 4=Individual trader/broker, 9=Other

**Where purchased:** 1=Farm gate, 2=Village market, 3=Parallel local sales pen, 4=Local collection point, 5=Local business center, 6=Local dip tank, 7=Regional auction 8= Regional town, 9=Other

**Purpose of purchase:** 1=Replace animal that died, 2=Increase herd size, 3=Breed improvement, 4=Speculation, 5=Resale, 9=Other

**Form of payment:** 1=Contract, 2=Spot cash payment, 3=Loan, 4=Exchange, 9=Other



**4.2 On average, what percentage of your purchases are made from the following channels?**

	Cattle	Sheep	Goats	Poultry
Village market				
Local sales pen				
Local collection point				
Local business center				
Local dip tank				
Regional auction yard				
Commercial farm				
Small farm				
Government farm				
Other				

**4.3 How has your use of the channels in Q4.2 changed in the last 5 years?**

	Cattle	Sheep	Goats	Poultry
Village market				
Local sales pen				
Local collection point				
Local business center				
Local dip tank				
Regional auction yard				
Commercial farm				
Small farm				
Government farm				
Other				

Code: 1=Increased, 2=Stayed the same, 3=Decreased

**4.4 Who pays for transport costs at purchase?**

	Code: 1=Farmer, 2=Buyer, 3=Broker, 9=Other
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**4.5 Do you use a broker or middleman for purchase?**

	Code: 1=Yes, 2=No

**4.5.1 If yes, how much do you pay him/her per animal?**

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**4.6 Do you use contracts to purchase livestock?  
(IF NO, GO TO SECTION 5)**

	Code: 1=Yes, 2=No
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**4.7 If contracts are used, do they specify:**

	1=Yes, 2=No
age	
sex	
breed	
weight (measured)	
weight (apparent)	
condition of animal	
free of disease	
specified use of feed or medicine	
pelt condition	
pelt colour	
time of delivery	
place of delivery	
advance payment	

**4.8 If contracts are used, what proportion of purchases is made with them?**

Code: 1=0-25% 2=25%-50%, 3=50-75%, 4=75%-99%, 5=All purchases

## SECTION 5: LIVESTOCK SALES

5.1 Please provide information on the livestock sales you made in the last 12 months

	Month of last sale (1=Jan, 2=Feb 12=Dec.)	Number of animals sold	Average price per animal (LC)	Where do you obtain price information (code)	Approximate average weight of sold animal (kg)	Transport cost from market (per load)	Sold to (code)	Where sold? (code)	Form of payment (code)	Reason for sales (code)	Number of sales per year
<b>Cattle</b>											
Calves											
Heifers											
Steers											
Bulls											
Cows											
<b>TOTAL</b>											
<b>Sheep</b>											
Adult female											
Young female											
Breeding rams											
Lambs											
Others											
<b>TOTAL</b>											
<b>Goats</b>											
Adult female											
Young female											
Breeding rams											
Kids											
Others											
<b>TOTAL</b>											

	Month of last sale (1=Jan, 2=Feb ... 12=Dec.)	Number of animals sold	Average price per animal (LC)	Where do you obtain price information (code)	Approximate average weight of sold animal (kg)	Transport cost from market (per load)	Sold to (code)	Where sold? (code)	Form of payment (code)	Reason for sales (code)	Number of sales per year
<b>Poultry</b>											
Chicks											
Growers											
Hens											
Mature birds											
<b>TOTAL</b>											

**Codes** Code: 1=Negotiated by farmer and seller, 2=Fixed by buyer, 3=Fixed by seller, 4=Fixed by government, 9=Other

**Where do you obtain price information:** 1=Negotiated by farmer and seller, 2=Fixed by buyer, 3=Fixed by seller, 4=Fixed by government, 5=Newspaper, 6=Radio, 7=TV, 8=Extension officer 9=Third party, 10=word of mouth

**Sold to** 1=Large private farm, 2=Government farm, 3=Other smallholder, 4=Local small butcher/abattoir, 5=Individual trader/broker, 6=Consumer, 7=Commercial slaughterhouse, 9=Other

**Where sold:** 1=Farm gate, 2=Village market, 3=Parallel local sales pen, 4=Local collection point, 5=Local business center, 6=Local dip tank, 7=Regional auction, 8=Regional town, 9=Other

**Purpose of sales:** 1=Household expenses, 2=Business, 3=Culling, 4=Social obligations/festivals, 9=Other

**Form of payment:** 1=Contract, 2=Spot cash payment, 3=Loan, 4=Exchange, 9=Other

**5.2 On average, what percentage of your sales are made to the following channels?**

	Cattle	Sheep	Goats	Poultry
Village market				
Local sales pen				
Local collection point				
Local business center				
Local dip tank				
Regional auction yard				
Commercial farm				
Small farm				
Government farm				
Other				

**5.3 How has your use of the channels in Q5.2 changed in the last 5 years?**

	Cattle	Sheep	Goats	Poultry
Village market				
Local sales pen				
Local collection point				
Local business center				
Local dip tank				
Regional auction yard				
Commercial farm				
Small farm				
Government farm				
Other				

Code: 1=Increased, 2=Stayed the same, 3=Decreased

To market      From market

		Code: 1=Farmer, 2=Buyer, 3=Broker, 9=Other
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**5.4 Who pays for transport costs at sales?**

**5.5 How much does transport cost?**

	Cows	Young cattle	Goats	Sheep
Cost to market				
Distance to market				
Other transport costs				

**5.6 What mode of transport is used to take animals to market?**

Cattle	
Sheep	
Goats	
Poultry	

**5.7 Do you use a broker or middleman for sales?**

	Code: 1=Yes, 2=No
	Code: 1=Yes, 2=No

**5.7.1 If yes, how much do you pay him/her per animal?**

**5.8 Do you use contracts to sell livestock?  
(IF NO, GO TO SECTION 5.11)**

	Code: 1=Yes, 2=No
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**5.9 If contracts are used, do they specify:**

	Code: 1=Yes, 2=No
age	
sex	
breed	
weight (measured)	
weight (apparent)	
condition of animal	
free of disease	
specified use of feed or medicine	
pelt condition	
pelt colour	
time of delivery	
place of delivery	
advance payment	

**5.10 If contracts are used, what proportion of purchases is made with them?**

Code: 1=0-25% 2=25%-50%, 3=50-75%, 4=75%-99%, 5=All purchases

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**5.11 Rate the quality attributes buyers look for; 1 (not at all) - 3 (always)**

age	
sex	
breed	
weight (measured)	
weight (apparent)	
condition of animal	
free of disease	
specified use of feed or medicine	
pelt condition	
pelt colour	
time of delivery	
place of delivery	
advance payment	

**5.12 What percentage of animals in stock are consumed on-farm?**

Code: 1=0-25% 2=25%-50%, 3=50-75%, 4=75%-99%, 5=All

**5.13 For animals slaughtered at home, what is done with byproducts?**

	Channel	Last price received
Offals		
Hides/Feathers		
Others		

Code=1 Kept; 2=Sold to trader, 3=Sold to processor, 9=Other

## SECTION 6: COSTS OF PRODUCTION

### 6.1 Please detail the different costs of production incurred by your farm

Production input costs	Physical units	number purchased	Where purchased	Costs per unit	Unit	Who paid for this (code)	Total cost per transaction	Frequency of transactions	Unit of transaction	Total capital cost per week
Animal purchases		animals			price/animal		0		number	0
Feeding expenses		kg feed			cost/kg		0		number	0
Animal health, viz vaccines		number			cost/use		0		number	0
Antibiotics		total cost			cost/use		0		number	0
Treatments (ticks, etc.)		treatments (number)			cost/use		0		number	0
Labour costs		number employees			wage/person		0		number	0
Electricity		kWH			cost/kWH		0		number	0
Land costs (rental)		total cost			cost/unit		0		number	0
Housing costs (rental)		total cost			cost/unit		0		number	0
Spares		number			cost/unit		0		number	0
Other		number			cost/unit		0		number	0

Code

**Who paid for this** 1=Yourself, 2=Government, 3=Other

**Frequency of transactions** 1=Day, 2=week, 3=month

**Where Purchased** 1=Village, 2, Co-operation, 3=General store, 9=Other



## SECTION 7: INFRASTRUCTURE

### 7.1 Rate quality/availability of the following (1=poor, 9=very good)

Fences	
Animal handling facilities	
Water sources	
Buildings/sheds	
Vehicles	
Machinery and other equipment	
Animal feeding facilities and equipment	

## SECTION 8: MISCELLANEOUS INFORMATION

### 8.1 Sources and reliability of information

Type	Sources (code)	Reliability (code)
Production practices		
Input use		
Animal health issues		
Markets (physical)		
Price		
Product standards		
Traceability		
Risk management		
Government services		

Code 1=Extension officer, 2=Newspaper, 3=Government, 4=Third party, 5=word of mouth, 6=None 7= Other

Code (rank 1=not reliable. 9=very reliable)

### 8.2 Innovation/upgrading

How have you established relationships with buyers?		Code 1=Social ties, 2=Offer best price, 3= Convenience, 4=Long term arrangement, 5=Association, 9=Other
Have you tried establishing new relationships with other buyers?		Code 1= Yes, 2=No
If yes, why?		Code 1=Want better price, 2=Want more consistent market, 3=Want new markets, 9=Other
How have you established relationships with sellers?		Code 1=Social ties, 2=Offer best price, 3= Convenience, 4=Long term arrangement, 5=Association, 9=Other
Have you tried establishing new relationships with other sellers?		Code 1= Yes, 2=No
If yes, why?		Code 1=Want better price, 2=Want more consistent market, 3=Want new markets, 9=Other

**8.3 How has your livestock business changed over the last 5 years? (rank 1=not important, 9=very important)**

	1= Yes, 2=No	Rank
more animals in herd/flock		
higher productivity of animals		
greater use of technology (breeding, AI, etc)		
diversification of herd (raising of other types of animals)		
diversification of business activities (raising feed, slaughter for business purposes)		
specialization of livestock activities (e.g., breeding for larger farmers)		
Other		

**8.4 Chain governance**

Who determines prices in the following channels?

	Purchase price	Sales price
Village market		
Local sales pen		
Local collection point		
Local business center		
Local dip tank		
Regional auction yard		
Commercial farm		
Small farm		
Government farm		
Other		

Code: 1=Negotiated by buyer and seller, 2=Fixed by buyer, 3=Fixed by seller, 4=Fixed by government, 5=Other

**8.5 Constraints**

What do you view as the most important constraints to your business? (Rank 1=not important, 9=very important)

Low sales prices for products	
High input costs (e.g. feed)	
Poor access to markets	
Limited knowledge of new market opportunities	
Low access to credit	
Low productivity of animals	
Animal diseases	
High variability in prices	
Poor support from extension services	
Government policy	