



Farmers of the beef and dairy sector in the tropics: South America (left), Central America (center) and East Africa (right). Photos: CIAT.

Context

- **Extensive and unproductive** beef and dairy systems in a context of climate change and increasing demand for animal source food
- Increased adoption of **sustainable technologies** (e.g. improved forages) or management approaches (e.g. rotational grazing) is desired
- **Bottleneck:** Economic benefits are often unknown to producers and other value chain actors
- CRP helped to generate information for various countries in **Latin America, North and East Africa**

Our innovative approach

- **Focus at value chain level:** cost-benefit analysis, ex-ante economic analysis, business model development, willingness-to-pay studies, seed systems, private sector involvement
- **Information sharing** approach through roundtables and other multi-actor platforms, ICT and innovative technology transfer models
- Strong interaction with **public and private sector**



CLIMATE CHANGE & GREENHOUSE GAS REDUCTION

Making money with sustainable intensification: Opportunities for the beef and dairy sector in developing countries

- Sustainable intensification of the beef and dairy sector is a key debate but the adoption of new technologies is still limited
- The transformation however, offers important business opportunities both at farm and value chain level – consumer demand is changing
- To take advantage of these business opportunities, framework conditions need to be improved, i.e. access to inputs, information and credit



RESEARCH
PROGRAM ON
Livestock

Feeds & Forages
Livestock & the Environment

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Outputs/Outcomes

- High profitability at farm level (e.g. silvo-pastoral systems in [Colombia](#) and [Nicaragua](#); improved forage grasses in [Colombia](#) and [Kenya](#))
- Potential economic benefits at regional level (e.g. improved forages in [Colombia](#) and [East Africa](#))
- Business models for feed processing and marketing (e.g. hay in [Tanzania](#), forages as [cash crop](#) and [silage](#) in India, pellet/mash production in [Tunisia](#))
- Forage seed production and marketing (e.g. [global forage hybrid seed market](#), scaling of [new barley variety](#) and artisanal seed sales in [Tunisia](#))
- Product (beef, dairy) differentiation and price premiums (e.g. sustainable beef ([a](#), [b](#)) and [zero deforestation cheese](#) in Colombia)

Future steps

- Support in product differentiation efforts (e.g. development of sustainability standards and certificates)
- Support in shaping the legal framework for sustainable beef and dairy systems
- Support in developing seed, extension and credit systems to assure availability of required inputs

Partners

NARS in the involved countries, private seed companies, roundtables, CCAFS, international donors

Alliance



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