FODDER STRATEGY BUSINESS OPPORTUNITIES



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Local Enterprise Authority







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CURRENT AFFAIRS AFFECTING AGRIC SECTOR : EL NINO

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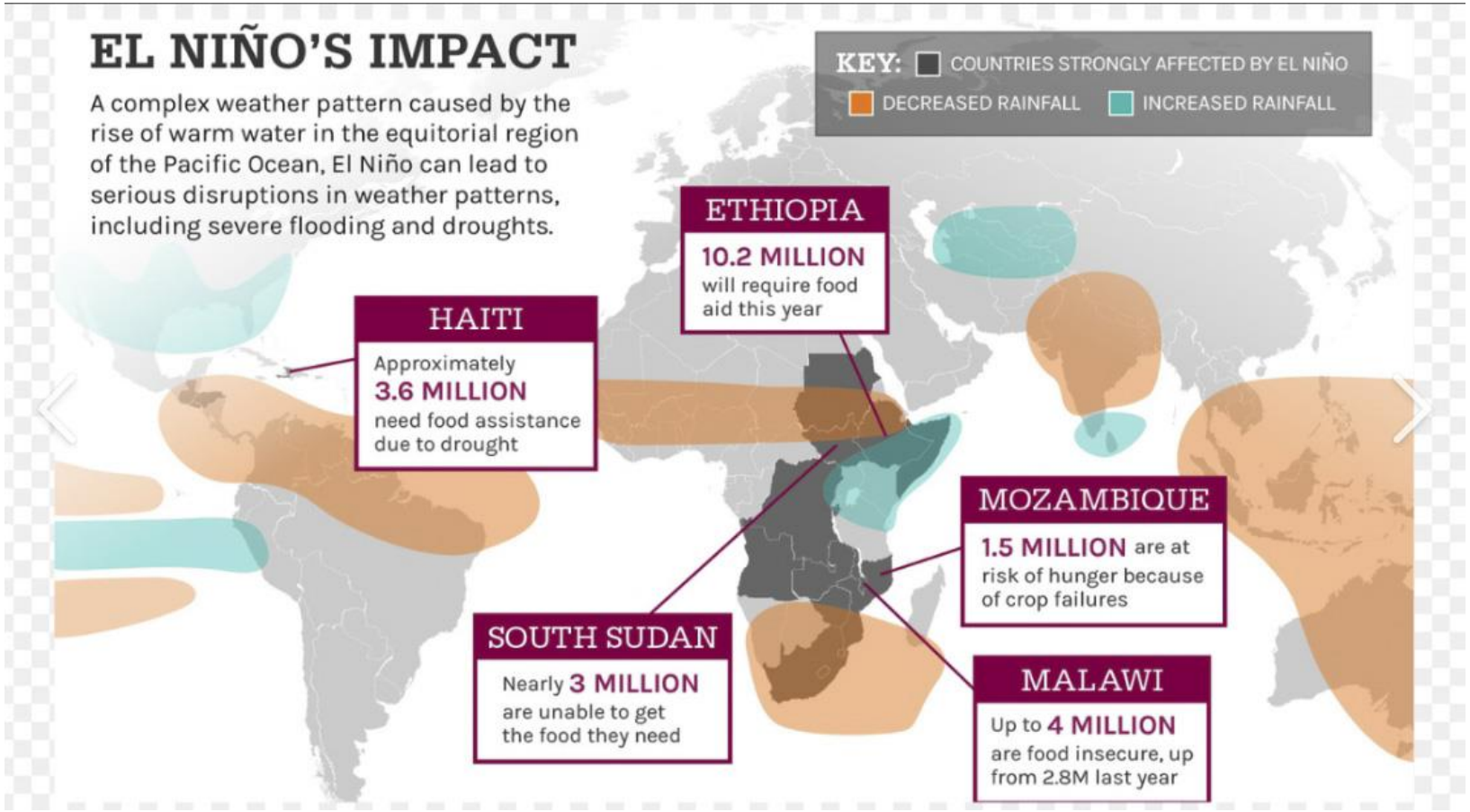
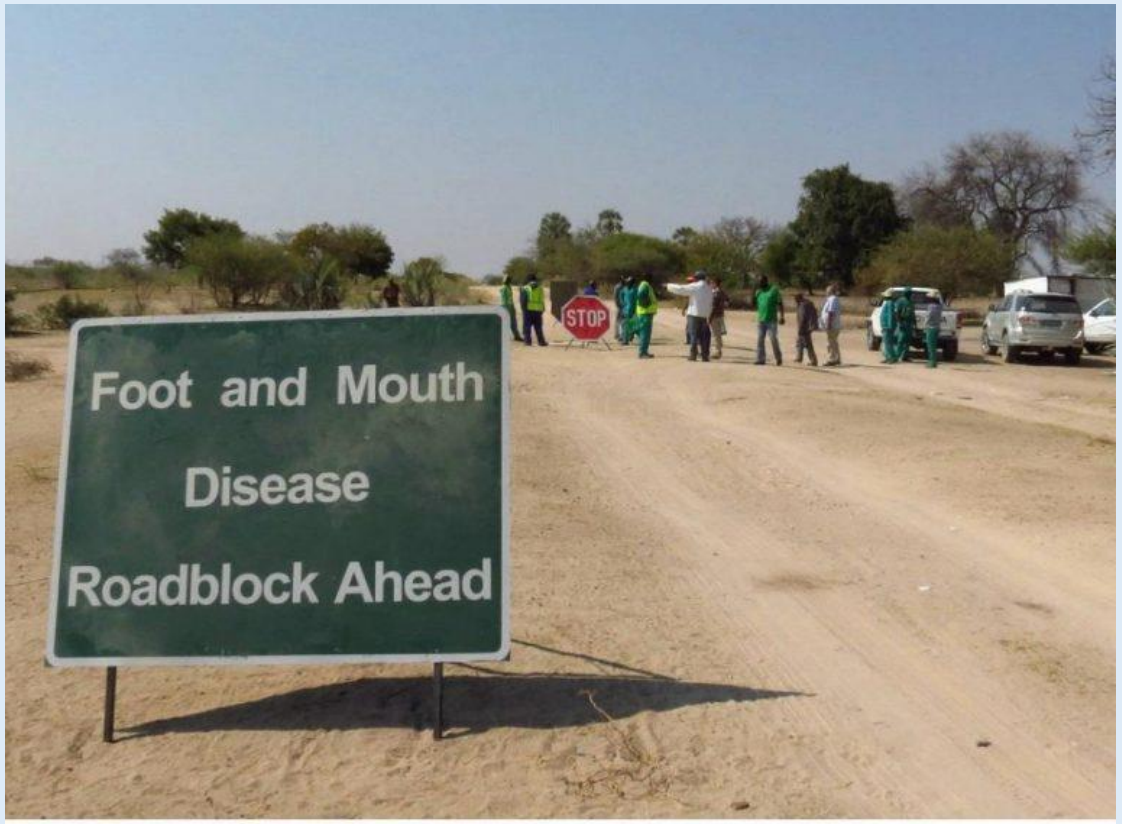


Botswana and its main food imports sources are to be highly affected by El Nino phenomena on. South Africa Zambia , Zimbabwe.

Heat stress expected to affect animals and crops Crop failure and high animal mortality expected in across the region.

CURRENT AFFAIRS AFFECTING AGRIC SECTOR : FOOT & MOUTH DISEASE



Regional collaboration needed to fight FMD in SA, Namibia, and Botswana

BY **Annelie Coleman** · 9 October 2026 7:00 pm · 2 min read

Ongoing communication and cooperation between South Africa, Namibia, and Botswana are critical to addressing challenges posed by foot-and-mouth disease (FMD) in the region.

EU Suspends Botswana's Beef Imports – Botswana Gazette

9 Mar 2026 · The European Union (EU) has announced an urgent amendment to its rules on importing fresh meat from Botswana …

The Namibian
https://www.namibian.com.na › eu-suspends-some...

EU suspends some Namibian meat imports over FMD

5 Oct 2026 · THE European Union (EU) has temporarily suspended the import of fresh beef, sheep and goat meat and some …

CURRENT AFFAIRS: AGRICULTURAL CENSUS 2025 STATISTICS

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- Cattle Population declined between by 6.1 % in 10 years.
- Cattle births declined by 14.3%



- Goats Population increased by 5.5 % in 10 years.
- Goats births increased by 5.2 %



- Sheep Population increased by 33.3%
- Sheep births increased by 35.7%

Botswana currently produces 10% of its dairy and imports 90%.



Botswana Imports 600 Brazilian Dairy Cattle to Reduce Milk Import Dependence

Botswana has completed the importation of 600 cattle from Brazil as part of an effort to expand domestic milk production

October 10, 2026

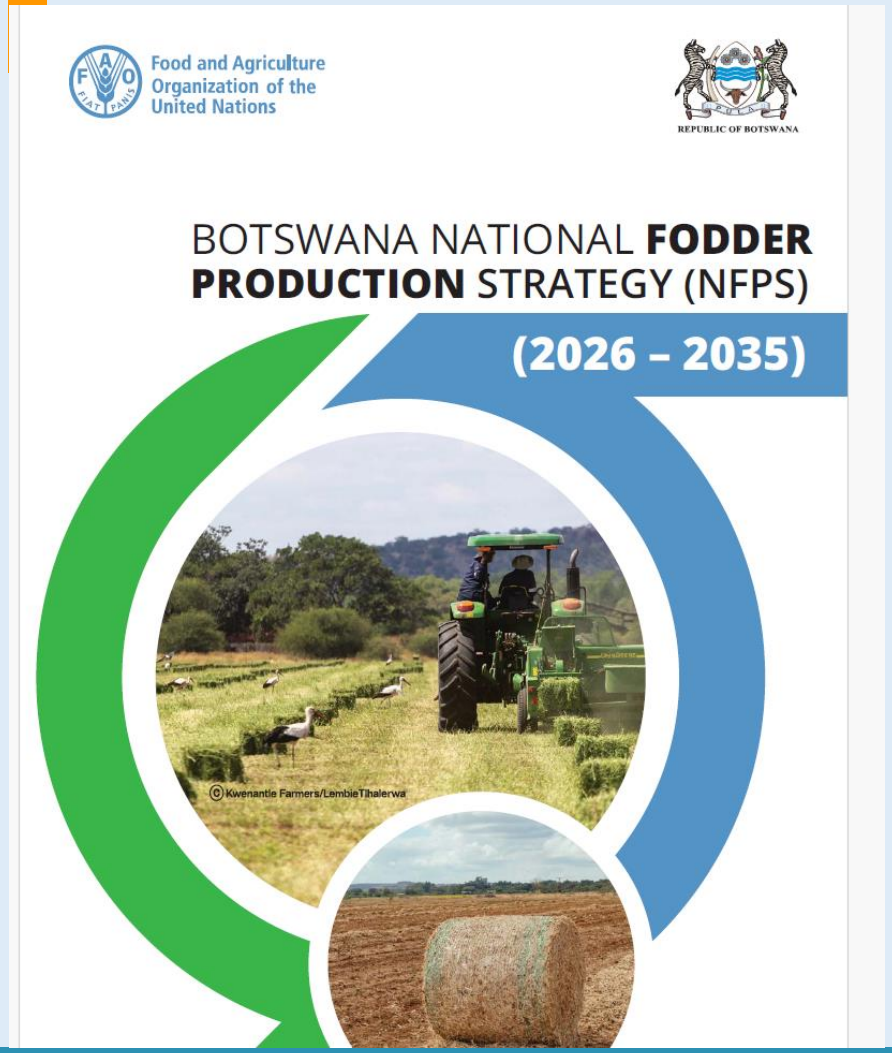
Botswana has completed the importation of 600 cattle from Brazil as part of an effort to expand domestic milk production, reduce dependence on imported dairy products and build a more productive commercial dairy industry.

Feed constitutes 50-65% of inputs in a dairy enterprise.

Increase local production to 30%

"The real measure of success will not be the number of cattle imported, but how much additional milk the investment delivers and how much of the country's dairy demand local producers can eventually meet.."- NEXT BIG FARM

CURRENT AFFAIRS AFFECTING AGRIC SECTOR : FODDER STRATEGY LAUNCH



- The new National Fodder Production Strategy (2026–2035) was launched by FAO and Ministry of Lands and Agriculture in June 2026 .
- Strategy aims to reduce dependence on imported animal feed, strengthening livestock productivity and improving resilience against climate shocks and disease disruptions in the livestock sector.
- *"Feed security is the foundation of a resilient livestock industry for any country. More so for an arid country like ours..-* Minister Dikoloti remarks at the strategy launch.

Fodder production lucrative opportunity

Naomi Leepile
TSABONG

There is need for Remote Area Development Programme (RADP) farm managers to transition from passion-driven, subsistence farming to commercial production to unlock the economic potential of remote settlements, Tsabong District Council chairperson, Mr Elias Motlhanke has said.

Speaking at the official opening of the 2nd annual national RADP Farm Management and Capacity Building Workshop at Lobu farm, Mr Motlhanke observed that several RADP farms had operated for years beneath their full potential due to an over-reliance on traditional approaches rather than market-driven strategies.

He said fodder production presented a lucrative, untapped opportunity that farm managers should capitalise on, to supply both local and national agricultural markets. To realise this shift, Mr Motlhanke advised farm board members and managers to build strategic partnerships that could unlock funding, facilitate benchmarking with high-performing operations, and accelerate ongoing technical training.

Reinforcing the call for commercialisation, Department of Social Development Community Development, deputy director, Mr Mmolotsi Mokotedi, urged participants to view the workshop within the broader context of the agricultural value chain.

Mr Mokotedi stated that the training sought to promote sustainable livestock feeding systems using locally available resources, while simultaneously strengthening farm management, financial planning, and governance, to boost productivity and sustain rural livelihoods. He highlighted integrated farming systems, such as pairing aquaculture with commercial horticulture, as proven methods for complementing traditional livestock enterprises and diversifying farm revenue streams.

Traditional leadership also backed the initiative, with Kgosi Gilbert Botsheleng of Khuis, appealing to delegates to treat the week-long training with utmost seriousness, noting its direct impact on building resilient, sustainable livelihoods for marginalised communities.

Running through October 16 under the theme: Promoting Sustainable Fodder Production for Resilient Livestock Systems in the RADP Farms, the gathering brought together farm managers, board members, and rural extension officers to address pressing agricultural threats, including persistent drought and livestock disease outbreaks.

The week-long workshop will culminate in the official closing by the Minister of Local Government and Traditional Affairs, Mr Ketlhalefile Motshegwa on Friday.
BOPA



Participants at the 2nd Annual National RADP Farm Management and Capacity Building Workshop at Lobu Farm recently. Tsabong District Council chairperson, Mr Elias Motlhanke urged farm managers to strengthen fodder production, conservation and processing to address feed shortages and ensure the sustainability of community livestock projects. Photo: Tsabong District Council



Tsabong District Council chairperson Mr Elias Motlhanke

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Rural communities under the RADP programme being encouraged to take up fodder production lucrative opportunity. – *Training event at Lobu Farm, October, 2026*

INTRODUCTION: AGRIC SECTOR COUNTRY ASPIRATIONS

THE GROWTH TARGET

INCREASE THE CATTLE HERD FROM THE CURRENT 1.7 MILLION TO 5 MILLION CATTLE.

Driven by herd expansion and increased productivity.

AGRICULTURE AMBITION

Raise agriculture's contribution from 2% to 6%- 10% within five years.

TRACKING PROGRESS

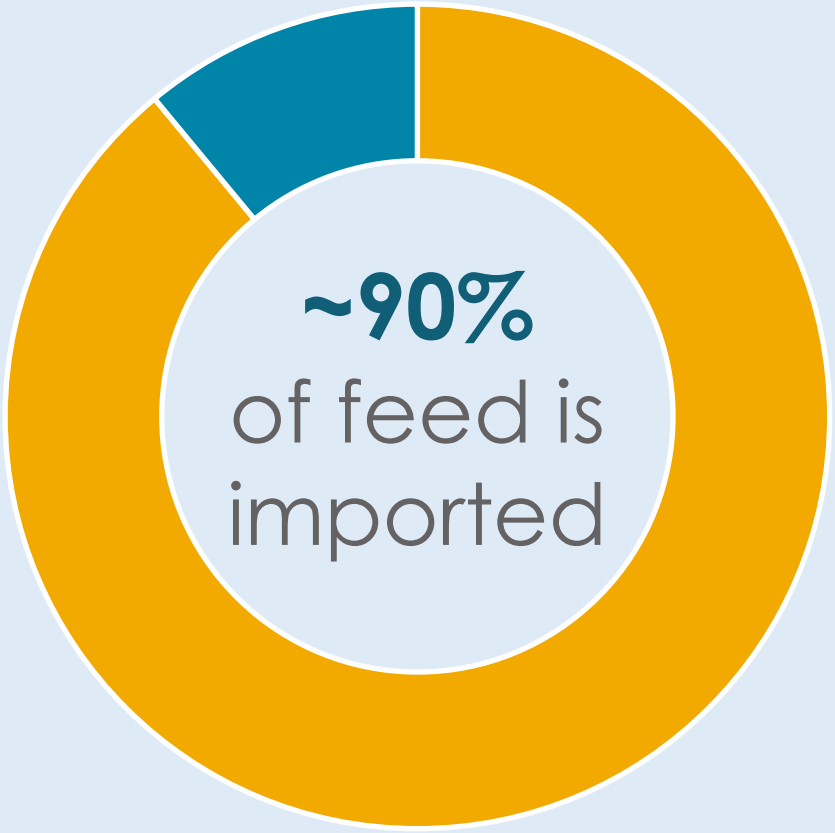
The 2025 Agricultural Census to be used as the baseline for monitoring BETP implementation in the sector (SB, 2026).

FEED-SECURITY GAP

Botswana is not feed secure; import dependence and El Niño increase production vulnerability.

The fodder demand gap must be addressed to support the national herd expansion ambition and increase feed security.

Nine in every ten bales come from outside Botswana



- **Imported feed (88–90%)**
- **Produced locally (10–12%)**

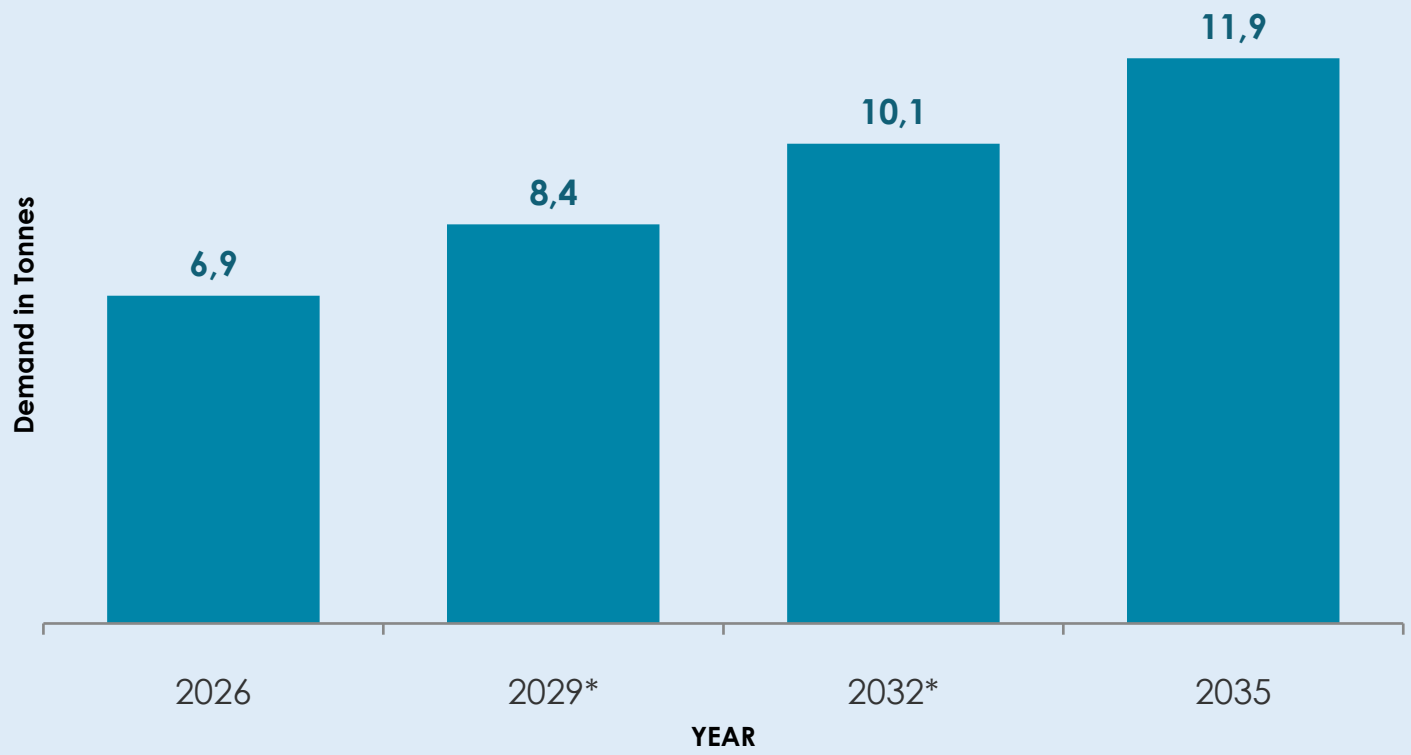
- National herd **1.7 million cattle, 1.27 million goats and 323,000 sheep** and a growing dairy, poultry and feedlot operations.
- Traditional grazing can no longer carry the national herd, and drought is making the shortage worse every season.

P500 million+/annum

Was spent importing fodder and feed in 2024 alone, these are funds that could flow to local enterprises instead.

Feed demand will nearly double by 2035

6.9m → 11.9m tonnes
projected national feed demand, 2026 to 2035



That shortage is an opportunity, and it is not going away. The buyers already exist, the demand is proven, and Government has declared fodder a strategic growth industry through BETP prioritization.

** Interim years illustrative between the strategy's reported 2026 and 2035 figures. Source: BNFPS (2026).*

Feed demand detail by Crop(Cultivated)

Cultivated fodder requirements to increase from 750K MT to 8.3 M MT in the strategy period

Table 13. Current and Projected Cultivated Fodder Requirements by Fodder Value Chain in Botswana

Year	2026	2030	2035
Cultivated fodders (ha)	90,749	619,321	920,139
Cultivated fodders (MT)	750,017	5,118,546	8,329,374
Grass Fodders (MT)			
Napier	157,898	1,077,589	1,753,552
Brachiaria	157,898	1,077,589	1,753,552
Buffel	118,424	808,191	1,315,164
Maize silage	157,898	1,077,589	1,753,552
Maize grain	78,949	538,794	876,776
Legume fodders (MT)			
Lablab	39,475	269,397	438,388
Lucerne	23,685	161,638	263,033
Cow peas	15,790	107,759	175,355

- This cultivation will require massive investments in inputs and production.
- Rainfed and irrigated production systems under 920 000 hectares will be required to meet the demand.

* *Interim years illustrative between the strategy's reported 2026 and 2035 figures.*
Source: BNFPS (2026), Page 33.

Potential Value of Cultivated Fodder Production

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Table 22. Value Proposition for Cultivated Fodders in Botswana by 2030

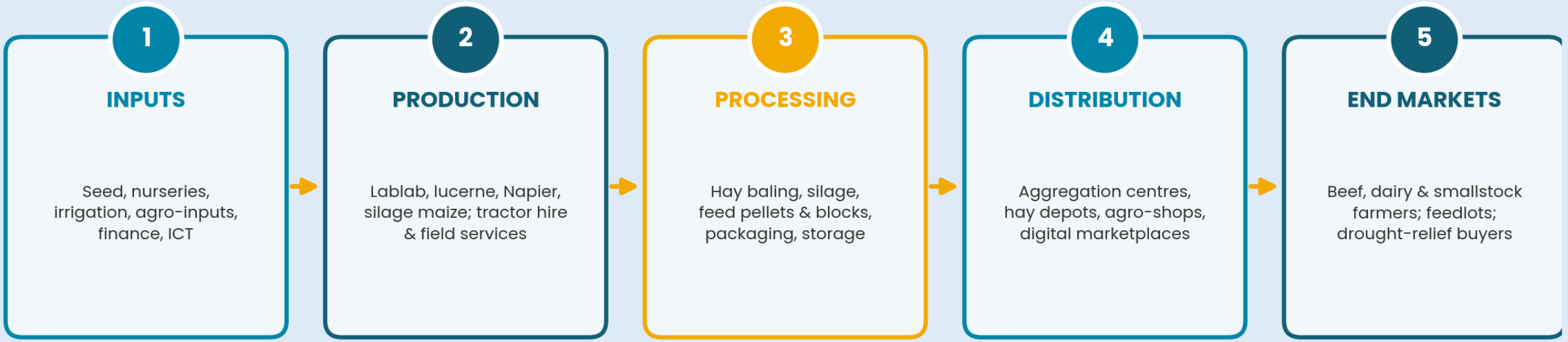
Value Chain	Production volume (MT)	Area (ha)	Total investment cost (BWP)	Net margin per annum (BWP)	Jobs created
Grasses					
Napier	1,048,500	52,425	7,450,247,813	3,725,123,906	12,417
Brachiaria	1,048,501	45,587	4,972,572,976	2,486,286,488	8,288
Buffel grass	786,384	32,766	3,681,276,483	1,840,638,242	6,135
Silage (Maize)	1,048,500	104,850	5,914,457,438	2,957,228,719	9,857
Maize grain	524,248	65,531	3,175,779,705	1,587,889,852	5,293
Legumes					
Lablab	262,124	65,531	1,749,956,207	874,978,103	2,917
Lucerne	157,278	26,213	982,908,861	491,454,431	1,638
Cow peas	104,850	209,700	2,653,690,590	1,326,845,295	4,423
Grand Total	**4,980,385**	**602,603**	**30,580,890,072**	**15,290,445,036**	**50,968**

Table 22 in the strategy shows the estimated investment and profit margins for cultivated fodder crops /annum by 2030.

- Primary production along has potential to create 5o thousand jobs per annum. It is however to be noted that this margins assume proper crop husbandry, management best practices.
- Agro climatic conditions (location) and production systems are key factors as well.

Fodder Value Chain Opportunities

You don't have to be a farmer to profit from fodder value chain, there is a business opportunity at every link of the chain, whether you are starting up, expanding or diversifying.



Ten businesses you can enter with relatively low start-up requirements (suitable for SMMEs)

1. Seed multiplication
2. Lablab production
3. Silage making
4. Hay baling
5. Tractor & baler hire
6. Feed pellets
7. Aggregation centres
8. Irrigation installation
9. Digital marketplaces
10. Feed transport

Prioritized for faster uptake by entrepreneurs and SMMEs, based on low capital entry requirements.

Fodder industry that has potential to create job where they're needed most: Estimated Potential Jobs



each figure ≈ 25,500 jobs

255,000

cumulative jobs from cultivated fodder, 2026–2030

≈ 51,000 jobs a year by 2030

+ 14,000 more each year from rangeland investment

Most of these jobs can potentially be created in rural Botswana, where opportunities are scarcest and unemployment is high and land is lying fallow.

Key Ecosystem Support Services for Fodder Value Chain Enterprises

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Enterprise and Entrepreneurship support SOEs.



Government Extension Services & Programs (key being MoLA as Fodder Strategy Coordinator)



Research and innovation (Universities and innovation research institutions)- NARDI, BUAN,BITRI & Others



Financing Institutions (Developmental Financing Institutions and commercial)- CEDA, NDB & Commercial Banks



Private sector consultancy services across the value chain

LEA's Role In Enterprise Development

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Business advisory services, business plans, viability analysis, market surveys.



Training: Entrepreneurship, market-readiness, finance-readiness and business-management training, records keeping.



Mentoring and coaching to turn learning into sustained improvement.



Market access: Branding, packaging, quality and procurement preparation, markets, exhibitions, buyer seller opportunities



Incubation & Technology: Technical support and finance facilitation.



National footprint to increase access: countrywide offices, the knowledge bank website with training calendar and business tools to increase access.

FINALLY……



Coordinated value chain ideal

- Value-chain development requires coordination, alignment and structure.
- Uncoordinated actions will confuse entrepreneurs and waste resources.



Scale local capability

- Scale local fodder production, value addition, technology and reliable market linkages to reduce import dependence, strengthen livestock resilience and create meaningful rural jobs.



A national enterprise opportunity

- Botswana's fodder deficit is more than a production challenge; it is a national enterprise opportunity for enterprise development and scaling.



We need to Act together now!

- Entrepreneurs, smallholder farmers, SMMEs, financiers and support institutions must act together to implement the Fodder Strategy.

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Thank you

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