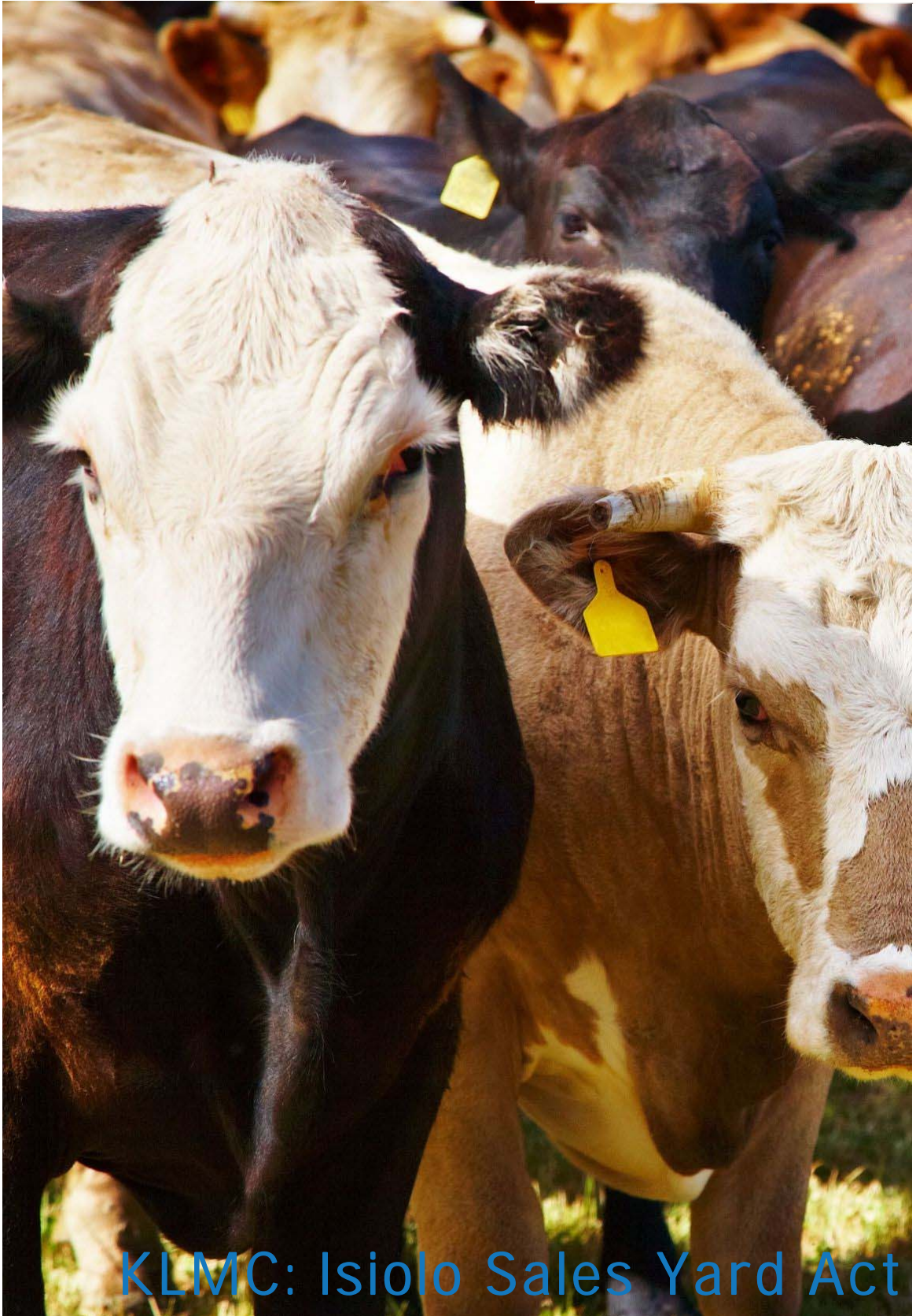


Impact assessment



KLMC: Isiolo Sales Yard Act

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Impact assessment

KLMC: Isiolo Goods Yard Act 2016

1. Background

1.1 Kenya Livestock Marketing Council

The Kenya Livestock Marketing Council (KLMC) is a business membership organisation working in 18 arid and semi-arid land (ASAL) counties in Kenya to promote and develop livestock production and trade. It does this by strengthening institutional frameworks to enhance market access for livestock producers and traders in these regions. Through its established systems for providing timely, reliable and relevant market information, KLMC is able to present evidence-based research and influence county and regional trade policies for more favourable policies and service delivery for pastoralists.

Advocating the interests and rights of members on livestock matters is undertaken in collaboration with other stakeholders. Consultative fora with producers, traders, transporters, butchers and consumers are commonly used to harmonise trade in livestock and livestock products in order to reduce poverty and increase economic empowerment. By building the capacities of members to manage sustainably livestock related infrastructures, undertake community-based disease surveillance and control measures KLMC is able to enhance product value addition and entrepreneurship skills.

1.2 Outline of the project

Collaboration between KLMC and the Business Advocacy Fund (BAF) on the Isiolo livestock markets began in 2010 when KLMC, with support from BAF, engaged 16 Local Government Authorities in the process of developing partnership agreements that would lead to better management of the livestock markets and sale yards across the country. KLMC wanted to establish institutional frameworks around markets that would encourage pastoralists to sell their animals using new and existing market infrastructures. This would help them combine their bargaining power, bypass brokers, increase trade and lead to better market systems.

KLMC was successful in this venture and managed to implement public private partnership agreements (PPPAs) in 37 markets across 15 (of the targeted 16) Local Government Authorities. Under the agreements, the yards were to be co-managed by Livestock Marketing Associations (LMAs) on behalf of the then District Livestock Marketing Councils (DLMCs) – the local branches of KLMC – and the local municipal councils. The LMA officials were elected by the communities living near the sale yards and would jointly see to the running of the markets together with municipal officials. Their involvement would ensure a more active participation in the markets by the local pastoral communities due to an enhanced sense of ownership and influence.

This first project set the stage for the second one. With the introduction of devolution and change in government structure in 2013, there was a need for further intervention to accommodate the new changes into the established structures. Management of livestock markets was devolved to counties. More importantly, however, was that Article 207 of the 2010 constitution called for the establishment of a county revenue fund into which all county funds are to be deposited. It also listed conditions under which funds were to be withdrawn such as Part 2 of Article 207 which states that “money may also be withdrawn from the revenue fund of the county government only

- As a charge against the revenue fund that is provided for by an Act of Parliament or by legislation of the County.
- As authorised by an appropriation by legislation of the County.”

This posed a challenge for the established LMAs because it hindered access to the livestock market cess needed to run the markets.

To eliminate this hurdle, KLMC sought further BAF support in 2014 to partner with its county branches (now renamed as County Livestock Marketing Councils (CLMCs)) and 13 county governments to amend and enact a model County Livestock Sale Yard Bill proposed by the Kenya Law Reform Commission (KLRC). The bill would be amended to allow the participation of the local communities (LMAs) in the maintenance, repair and collection of revenue in livestock markets. Cess collected from the markets would be shared using a pre-agreed formula and would be used by the LMAs to maintain the markets.

In Isiolo county, which is one of the counties where PPPAs had been signed, there are 15 livestock markets: Isiolo town, Eskot, Duse, Oldonyiro, Kipsing, Belgesh, Bulesa, Biliku, Merti, Bibi, Korbesa, Madogashe, Sericho, Mbarambati and Malka Dada. These markets are distributed roughly according to the wards in the county. Of these, Isiolo, Eskot, Biliko, Duse, Kipsing and Oldonyiro are the active markets while some such as Belgesh and Mbarambati are seasonal. Kinna market was destroyed and is not currently operational.

Experience prior to devolution had led the local communities and donors to be disillusioned with the ability of local authorities to run the markets on their own. Many of the markets were in a state of total disrepair due to mismanagement and theft of roofing and fencing materials. Donors were willing to fund the reconstruction of these markets but wanted to be sure that the new market infrastructure would be well maintained and that markets would be run in a sustainable manner.

Funding was given to construct new sale yards in the county starting with Oldonyiro which was completed in 2015, followed by the Duse, Kipsing, Kinna, Merti markets and the Isiolo livestock market in 2017 on condition that the co-management model would be used to run the markets. Oldonyiro market was selected to pilot the system.

Given that KLMC had seen to the establishment of the LMAs, what was required was the legislation and regulations to cement and solidify the co-management system into law.

The new project therefore involved engaging a consultant to study the effectiveness of the proposed system, experts to provide legal expertise with the bill, organisation of workshops to sensitise the county executive members and the county assembly committee members on the proposed bill and targeted lobbying for the bill to be passed.

2. Outcome

KLMC engaged a consultant in May 2015 who carried out a study of the state of the existing LMAs and the need for the sales yard bills. The research showed that in order to harness the full benefits for the establishment of the system:

- There was need to have a legal framework in place to support the co-management model and make it work effectively for the markets
- While the LMAs were in place at the markets, not all were running as they should. If adopted, the sales yard bill would allow for a proper constitution of the LMAs and appointment of CLMCs. Their roles would be properly outlined and this in turn would allow them effectively to adopt and carry out their duties, particularly those unrelated to revenue collection
- The sales yard bill would lead to better financial accountability from both the LMAs and the County governments

In partnership with the County Director of Veterinary Services who, according to the Isiolo Sales Yard Act, may chair the committee that oversees the livestock sales yards in the county, KLMC developed the draft bill and carried out sensitisation workshops to have it adopted.

The county assembly debated the bill in November 2016 and passed it in November 2016 after adopting reforms resulting from public participation. Governor Godana Doyo Adhi assented to the Act in December 2016 and Isiolo became the first of the 13 ASAL counties to pass the Act.

The Act establishes the livestock sale yards, outlines how they are to be administered and makes provisions for the welfare of the animals during transportation. It also outlines how the sale or auction of animals is to be done and gives stiff penalties if rules are contravened.

The county gazetted the sale yard Act and proceeded to develop regulations to implement the Act. The draft regulations were ready by August 2017 and are currently awaiting the signature of the CECM for Livestock, Agriculture and Fisheries.

The regulations outline how the committee will be constituted and run, how the committee is to oversee the elections of the LMAs, calls for the establishment of the Livestock Sales Yard Management Fund and how it is to be administered and finally establishes the market days for various markets in the county.

3. Impact

3.1 Qualitative assessment

According to KNBS data¹, only ten per cent of Isiolo County land is agriculturally viable. Livestock related activities make up 70 per cent of the economic activities in the county and 41 per cent of the people in the county live a nomadic lifestyle. This means that the sale yard act is important legislation for the county because it deals with the largest economic activity in the county and affects a large part of the population.

Though the act has not yet been effected, many sellers at the Isiolo markets felt that the Act needed to be implemented for the following reasons:

- the LMA needed to be empowered to be able to position the Isiolo markets strongly amongst other competing markets in neighbouring countries like Laikipia. They felt that they were losing buyers to other markets in Limuruti and that sales volumes were going down, particularly this year.
- They felt that co-management would bring transparency to the revenue collection process of the county. In their view, Oldonyiro market collected relatively more revenue due to the involvement of the LMA which gets 50 per cent of the proceeds. Since co-management has been piloted at Oldonyiro market, sellers at other markets benchmark with the Oldonyiro market and see it as the market that is running optimally.
- The way the markets are designed and built is done in such a way so that there are single file ramps and loading ramps. Entry ramps lead to the livestock sale yard and holding yards. The loading ramps make it easier to load animals into the vehicles. These facilitate the movement of livestock into the sale yards and are important for the revenue officers and the veterinary officers to do their work because they allow the veterinary officer to see all animals as they come into the market and quarantine the diseased, while the revenue officer can count the animals for revenue purposes. In some of the markets, at the moment, these single file entry ramps are hardly used which makes it difficult to know the correct figure of animals brought to the market. This affects the revenue that is reported.
- Veterinary officers are meant to attend all market days in all the markets and carry out inspections so as to cull sick animals as they are coming into the market. Disease surveillance is important because nomads cross borders all the time. Veterinary officers can track diseases and catch them before they spread. However, they are scarce in the county and inspections are infrequent due to this shortage.
- They also felt that implementing co management would ensure that market facilities were well maintained e.g. repairs would be done quicker. There are

¹ KNBS Statistical Abstract 2018

repairs which are pending such as at the Isiolo market where the loading ramp was not working.

- One of the main reasons why the markets were established in Isiolo County was due to the interference of brokers. Before markets were established, buyers would roam around Isiolo looking for livestock and each seller would bargain individually leading to very erratic prices. Brokers would come in to get a share of the money. To this day, the markets still have brokers and Buyers and sellers still fall victim to brokers. This points to a problem with the system.
- The act will allow more engagement from the community and diversify the economic activities going on in the market. Oldonyiro market is already an example of this dynamism as people sell other goods in the market during livestock auctions.

3.2 Quantitative assessment

Since the Sales Yard Act and the regulations have not yet been implemented, the only way to illustrate quantitatively the potential impact of the Act is to show how revenue collection fares in markets that already have adopted the co-management model – that is, in Kipsing and Oldonyiro – compared to markets that have not.

To do this, it is important to have an idea of the revenues collected by the county government that are related to the livestock markets. According to the 2019 Isiolo County Finance Act, Isiolo County collects the fees and levies related to the livestock sector from the following four main categories – the livestock market cess, the slaughterhouse charges, the meat inspection (vet) charges, and the hides and skins cess. The amount of cess collected from each of these activities is laid out in Tables 12, 13 and 14 in the annex. There have been some minor changes to the figures since the first Finance Act passed in 2013 but these changes are small and do not affect revenue collected in any significant manner.

In addition, the 2019 Finance Act also stipulates that the levies laid out in Table 4 are to be collected from Kipsing and Oldonyiro Markets. This is because both markets have seen growing market activity that goes beyond the livestock trade. There are many traders who now sell other items during livestock auctions such as food stuff, items of clothing etc. as market days at Oldonyiro are also days to stock up on other essentials for the livestock sellers. Revenue collection by the county from these four sources since devolution was introduced is illustrated in charts 1 to 4. Chart 1 has the reported revenue from livestock auctions in Isiolo markets from the start of devolution, chart 2 shows the reported revenue from Isiolo slaughterhouses for the same time period. Chart 3 is the reported revenue from veterinary and meat inspection and chart 4 shows revenue reported from hides and skins.

Chart 1: Isiolo County Livestock Auction Revenues 2014-2019

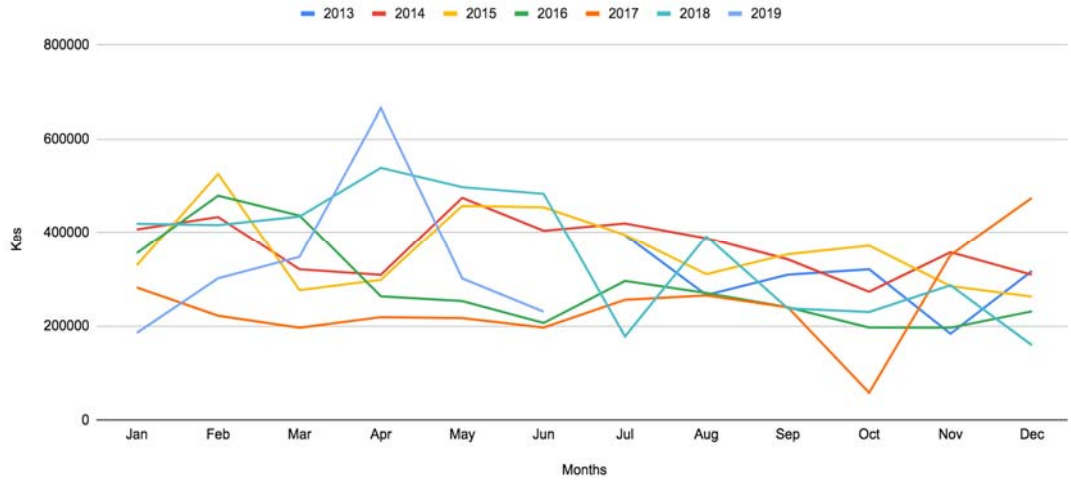


Chart 2: Isiolo County Slaughterhouse Revenues 2013-2019

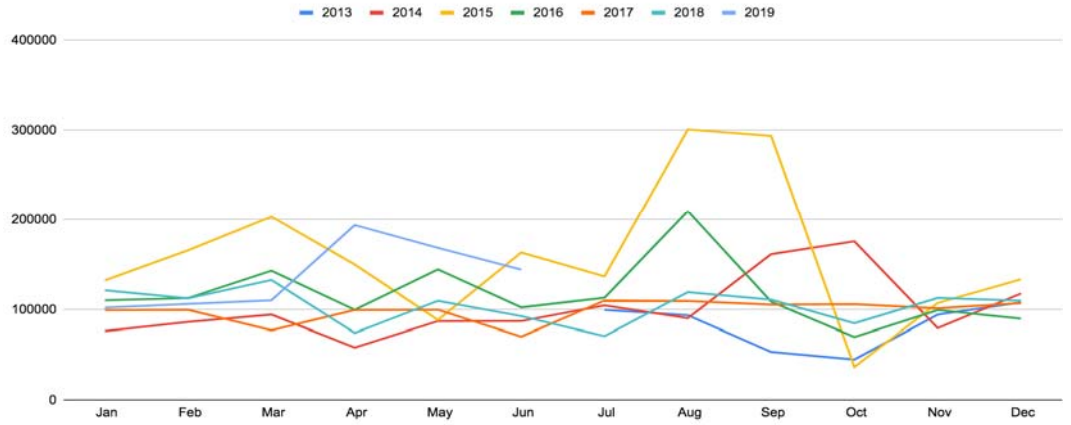


Chart 3: Isiolo Veterinary and Meat Inspection Revenue 2013-2019

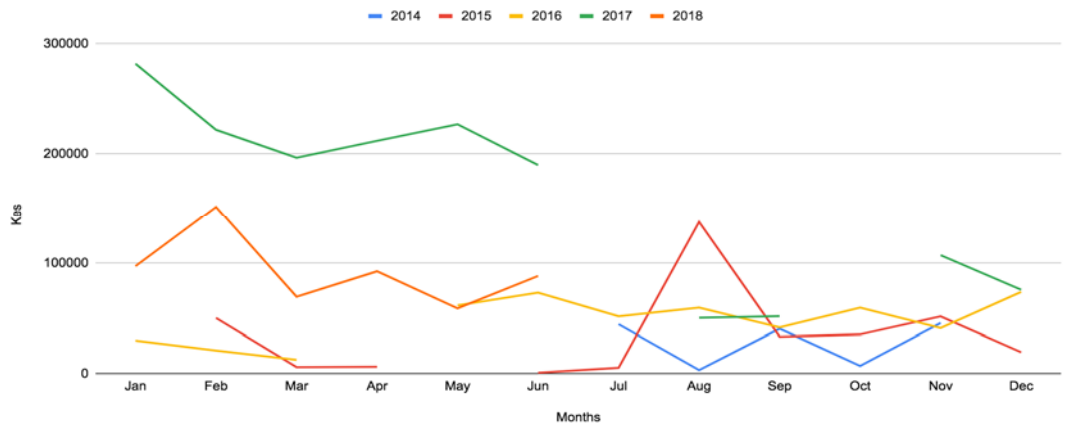
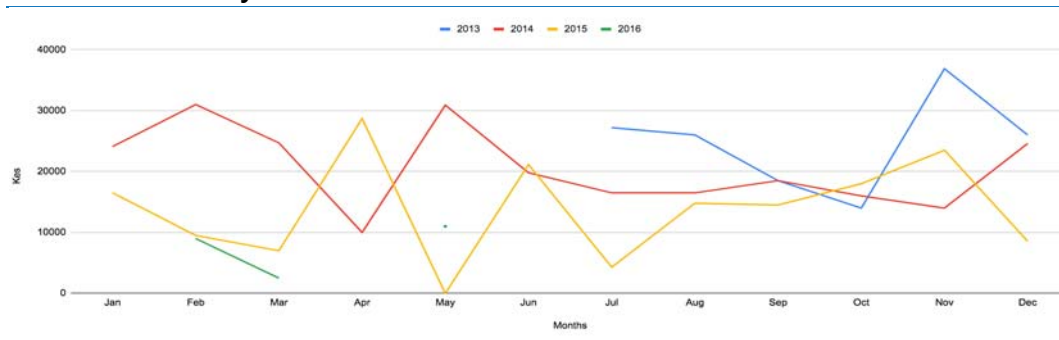


Chart 4: Isiolo County Revenue from Hides and Skins 2013 - 2019



These charts show that there has been no significant change to the collections over the years and that these collections are in line with seasonality of the market prices shown in chart 9 and 10. Chart 3 and chart 4 also illustrate that the county is inconsistent or amiss in collecting or in reporting revenue from the hides and skins and veterinary and meat inspections. From information garnered from the markets, veterinary inspectors are few in the county so this chart could also point to the problem of availability of veterinary inspectors for the markets.

Since the Sale yard Act has not come into effect yet and the revenue sharing model is only working in the Oldonyiro and Kipsing markets, the impact of how the act will affect the county has to be shown through a comparison of revenue collected from Oldonyiro and Kipsing to that collected from other markets as shown in the chart 5, 6, and 7 below.

Chart 5: Livestock Cess Revenue

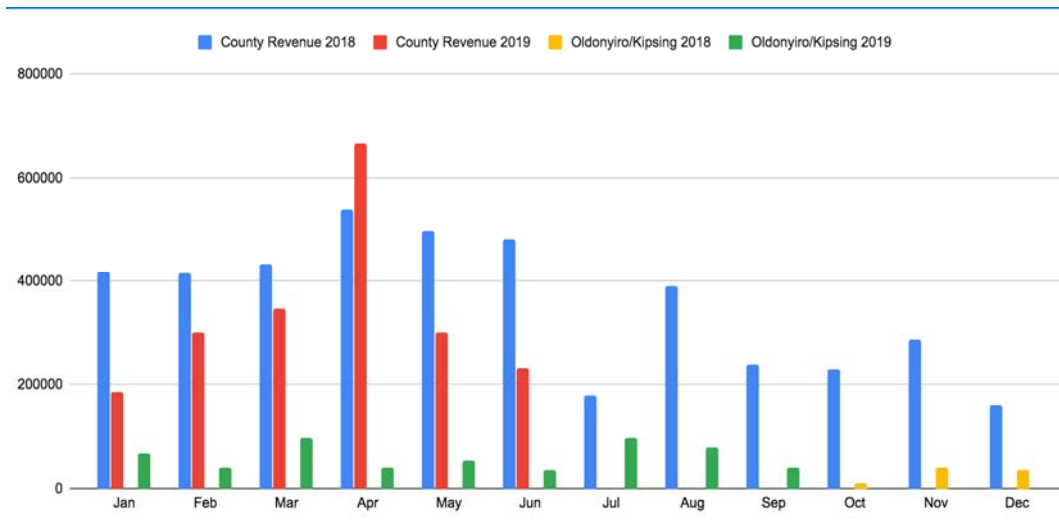
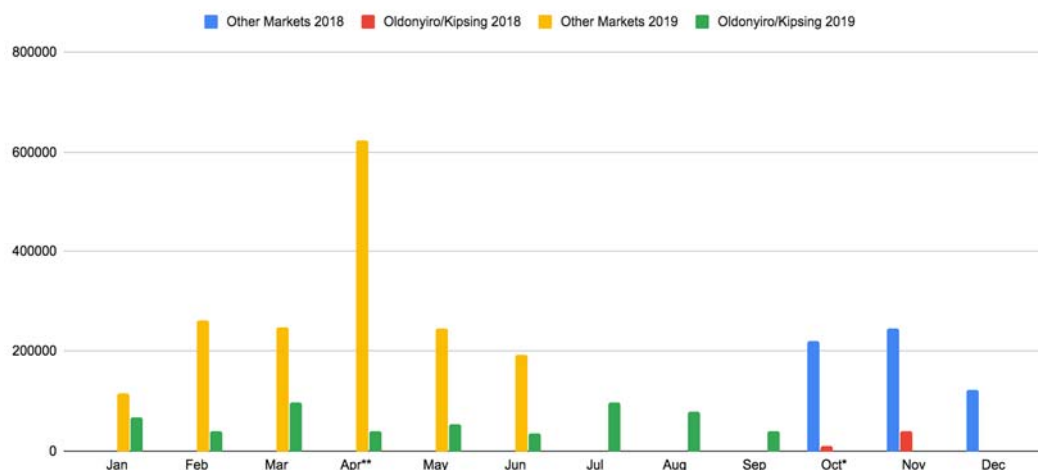


Chart 5 has been included due to the incomplete nature of the 2019 data collected and so as to give a comparative effect with 2018 figures where 2019 figures are missing. It shows total county revenue from livestock cess (including the contributions from Oldonyiro and Kipsing) compared to the contributions of Oldonyiro and Kipsing separately. At first glance at the figure, it is not clear that the cess from Oldonyiro and Kipsing is quite considerable but chart 6 and 7 are included to show that distinction.

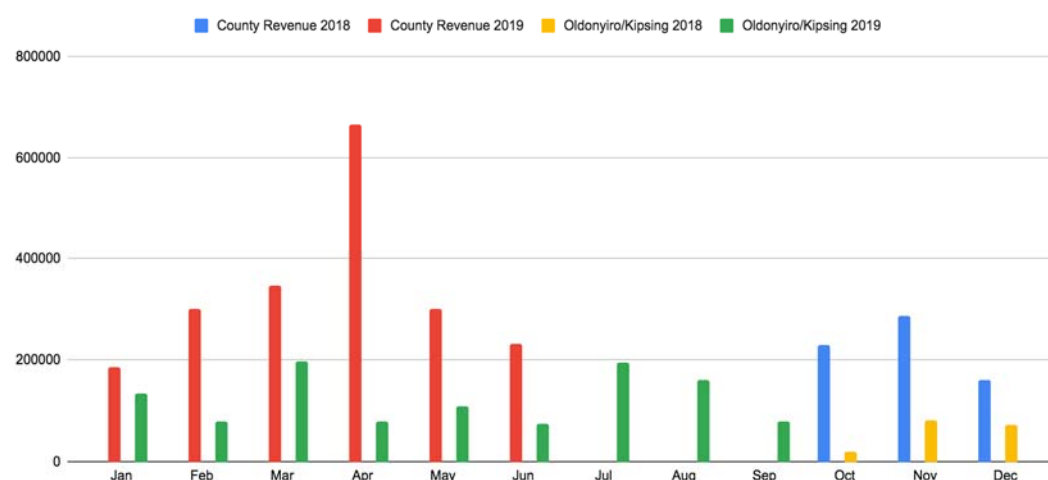
Chart 6: Revenue from Oldonyiro and Kipsing markets



Source: Data from Oldonyiro/Kipsing County Revenue Officer and the County revenue performance reports. (*October 2nd, 2018 – Insecurity. **April 2019 – cash transfers from the world food program to pastoralists due to drought affected market revenues in Oldonyiro and Kipsing. Insurance companies also paid some livestock owners.)

Oldonyiro and Kipsing markets have fully adopted the co-management model. The efficiency of revenue collection from the two markets for the past one year is clear and significant given that the figures shown in the chart 6 above are only for the livestock market auction cess. The revenue reported in this case is 50 per cent of the total revenue collected since the other half of the revenue goes to the LMA. Market stall fees which are to be collected as shown in Table 5 are reported under a different category by the county in the revenue performance reports and are not included in these figures. In other words, if Oldonyiro and Kipsing did not keep 50% of the collection, this is how their contribution to county revenue as compared to that of the other 13 markets would look like.

Chart 7: Revenue from Oldonyiro and Kipsing (including 50% of LMA contributions)



Data from Oldonyiro/Kipsing County Revenue Officer and the County revenue performance reports. (*October 2nd, 2018 – Insecurity. **April 2019 – cash transfers from the world food program to pastoralists due to drought affected market revenues in Oldonyiro and Kipsing. Insurance companies also paid some livestock owners.)

Chart 7 above shows that Oldonyiro and Kipsing collections contribute a big part of the livestock auction cess collected by the county especially given that both markets predominantly sell sheep and goats due to insecurity related to cattle

rustling. Between October 2018 and September 2019 about 77 cattle were sold in Oldonyiro market alone. If we are to look at the percentage of contributions from Oldonyiro and Kipsing markets, then for that one year illustrated above, they can be seen in the table below.

Table 1: Percentage contribution of Oldonyiro and Kipsing Markets to total county livestock cess

2018			2019					
Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
4.5	14.3	22.8	36.6	13.2	28.3	6.0	18.3	16.2

In a nutshell, if Isiolo county implements the Sale Yard Act, it can expect to see higher revenue from Livestock Auction Cess and this will in turn affect collections. Implementing the sale yard act will also see an increase in the other two categories, i.e the slaughterhouse cess and the veterinary and meat inspection cess because the regulations call for a veterinary to be there at each market day to inspect the animals and treat or quarantine the diseased animals and for meat to be inspected before export.

Another way to show the impact of the co-management system is to show how the LMA makes use of the 50% contribution that it collects. Data shown in Table 2 below shows how the collections are used.

Table 2: 2015-2019 LMA collections in Oldonyiro Market

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2019 Amount Banked	35550	24700	3000	39000	6150	19560	38100	31350	18000			
2019 LMA Market Expenditure	58350	61100	51600	84000	47100	3500	60750	48600	48600			
2018 Amount Banked	41570	13000	11480	13430	14920	12320	4700	15260	22450	18600	25050	18030
2018 Market Expenditure	60750	36450	48600	36450	60750	49800	35000	58350	57200	47150	51400	36930
2017 Amount Banked	22140	12190	11220	12810	15650	27250	16590	22770	25050	19635	12200	11260
2017 Market Expenditure	54800	68500	54800	54800	68500	54800	54800	63400	55200	19635	69000	55200

As can be seen, since 2015 when Oldonyiro market was opened, a figure of about KES 12,150 is paid out every market day for armed security from the police, cleaning services and for the watchmen. If there are four market days in a month this amounts to about KES 48,000. If the figures in the table above exceed this figure of Kes 48,000/- on any given month it is because the money has been used to buy furniture, stationery, pay transport for LMA officials to visit another market or other such expenditures which are necessary for the proper functioning of the LMA. This data shows that due to the involvement of the community in the running of the market, the market is able to function as it should.

Another important outcome of the LMAs is that Oldonyiro market now has a SACCO with about 200 members. Isiolo market has one with about 150 members.

Both SACCOs allow buyers and sellers to access loans that are used to improve their livelihoods and improve their economic activity.

3.3 Outstanding issues

- The key outstanding issue is that the Sales Yard Act which came into effect in 2016 upon its gazettelement has never been implemented. The national elections in 2017 ushered in a new county government which disputed the 50:50 revenue sharing formula established in the Act. The county has asked that the Act be amended to revise the formula down to 40:60 so that the county can receive the giant share of the revenues collected.
- For the Act to be implemented, it requires regulations to be developed and passed by the county government. These regulations were developed in 2017 and were ready for signing by August of the same year but are awaiting the amendment of the Act for implementation in Isiolo markets. This means the following;
- All Isiolo markets except Oldonyiro and Kipsing, are yet to adopt the new system. All the revenues collected in the other markets go to the county.

3.4 Sustainable development goals and the livestock auctions

Demographic data collected from the markets shows that on some days the number of women trading in the markets exceeds the number of men. This can be explained by the fact that more women come to the market to sell sheep and goats to meet household expenses. However, there are a number of women traders in the market who also sell cattle and who are now specialising in buying cattle from other far flung markets like Merti where prices are cheaper and reselling in the markets closer to urban areas. They take advantage of their knowledge of the area and security issues to make a profit. Many of the women have now been able to undertake other development projects due to income from the livestock auctions and the livestock markets. Without the livestock markets, there would be difficulties for women in the region to sell their livestock as they often fall prey to brokers. This is in line with the attainment of SDG 5 which speaks about gender equality. These markets offer women and youth an equal chance to sell their livestock and the sale yard allows them to achieve one of the targets of SDG 5 to ensure women’s full and effective participation and equal opportunities for leadership at all levels of decision making in political, economic and public life.

Table 3: Traders at the Isiolo Market on 18 September 2016

Category	No. of Livestock Sellers	No. of Livestock Buyers		Other service providers
		Local	External	
Men	20	6	8	15
Women	22	15	5	12
Youth	4	6	-	20
Totals	46	27	13	47

*Data collected by KLMC

Table 4: Livestock traders in isiolo Market on 23 September 2016

Category	No. of Livestock Sellers	No. of Livestock Buyers		Other service providers
		Local	External	
Men	20	10	8	20
Women	16	15	3	15
Youth	2	4	-	10
Totals	38	27	13	45

*Data collected by KLMC

Table 5: Livestock Traders in isiolo market on 26 September 2016

Category	No. of Livestock Sellers	No. of Livestock Buyers		Other service providers
		Local	External	
Men	15	12	10	15
Women	20	17	6	10
Youth	4	6	8	15
Totals	39	35	24	40

*Data collected by KLMC

4. Progress

As an ASAL area with very few resources, Isiolo relies heavily on livestock for its economic development. From the 2009 census, the veterinary office has an estimate of the following animals in Isiolo.

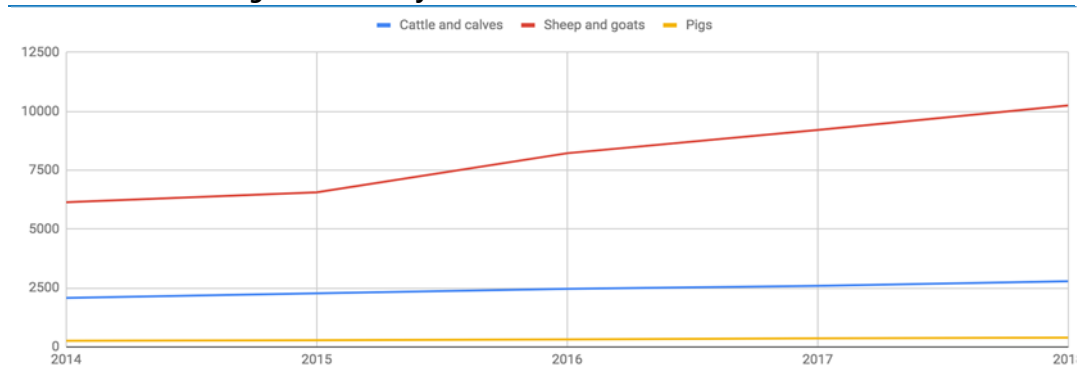
Table 6: Livestock in Isiolo county based on estimates from the 2009 Census

Species	2009 census	2015 projection	2017 projection
Cattle	198,424	253,244	263,847
Sheep	361,836	531,355	636,246
Goats	398,903	586,119	716,192
Camels	39,084	45,309	49,015
Donkeys	22,189	25,310	25,298

These figures give an idea of the size of the livestock market and therefore the potential of sales in these markets. In its County Integrated Development Plan (CIDP), Isiolo plans to grow its livestock market and expand its markets so as to become a prime meat producing county. At the heart of this plan is the livestock markets and commercialisation of pastoralism. This requires the county to change

the traditional outlook amongst pastoral communities so that the herders are willing to sell their livestock instead of keeping large herds as it is now. Kenya's population is expected to double in the next 30 years and the country already has a beef deficit of 300 MT². The demand for livestock products has been growing and will grow even further as shown below:

Chart 8: Animals slaughtered in Kenya 2014-2018



At the moment, the county is completing a modern abattoir with the capacity to slaughter 1,000 sheep and goats, 300 cows and 100 camels daily³. It also has a new airport which can be used to transport fresh livestock products from its abattoir to other parts of the country and to markets outside the country. Once the abattoir is complete, Isiolo will rely on its markets to supply the abattoir with meat for exports. For exports, the county needs to match livestock demand to supply and ensure that its meat finds its way to its exports markets quickly. This cannot happen without the livestock sales yard Act which will ensure:

- That the markets can meet the demand for the export market
- That the markets are price efficient
- That the animals bought from the sale yards are healthy and without disease

Isiolo can position itself as a source of meat products both in the county and internationally but to do this Isiolo needs to these three things stated above by:

- Changing local pastoralist mentality which is heavily influenced by cultural practices of keeping large herds of animals as a sign of wealth. Many animals die due to drought and diseases. By commercialising pastoralism, the county can help herders sell more animals rather than keep large herds just for the sake of having many animals.
- Commercialisation which will create food security for pastoralists who will have more disposable income and can buy animal feed for their animals in case of drought.

² Beyond the Juicy Meat is Unexplored Business available here <https://www.nation.co.ke/business/seedsforgold/Beyond-the-juicy-meat-is-unexplored-business/2301238-5130272-12j3n31/index.html> accessed on 10th November 2019.

³ 2018 Isiolo County Fiscal Strategy Paper

- attracting export markets to buy from Isiolo county, the LMAs will have to function as efficiently as the Oldonyiro LMA and adopt the co-management model. By marketing Isiolo livestock to new markets, the LMAs can create more demand for their products.
- Instituting traceability of livestock from farm to fork. Traceability is very important as a tool to trace the source of animal diseases but also as a way to raise prices. Traceable meat attracts better prices because it attracts a higher willingness to pay. Should problems arise with the meat, the meat is easily tracked back to the source.

However, to meet the demand required by export markets, and commercialise pastoralism, the prices have to be very attractive so that herders can start thinking of ways to have a steady supply of animals. The September 2018 Isiolo report by the National Disaster Management Authority (NDMA) shown in the chart below illustrates the market prices for cattle, sheep and goats in 2019 as compared to the combined average prices of the last 5 years. Prices are seasonal and depend a lot on the supply of livestock in the market. Both charts point to a seasonal trend consistent with the rainfall patterns in the country. Price data from the NDMA is used because of the longer data collection range. The sales yard act can lead to a more robust market and stable prices due to market efficiency.

Chart 9: Cattle prices compared to the Short Term Average (2014 - 2019) in Isiolo County

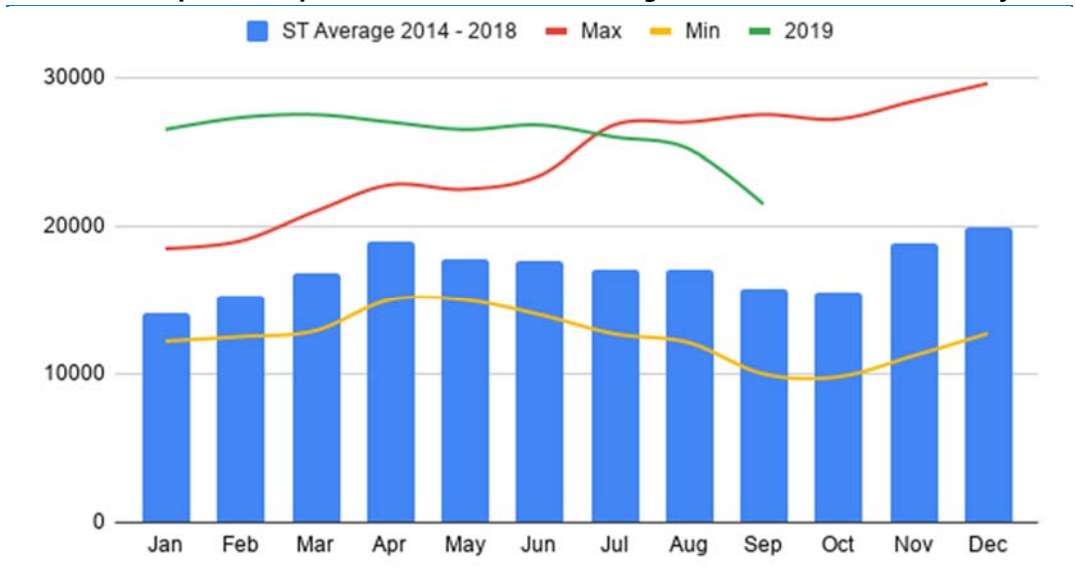
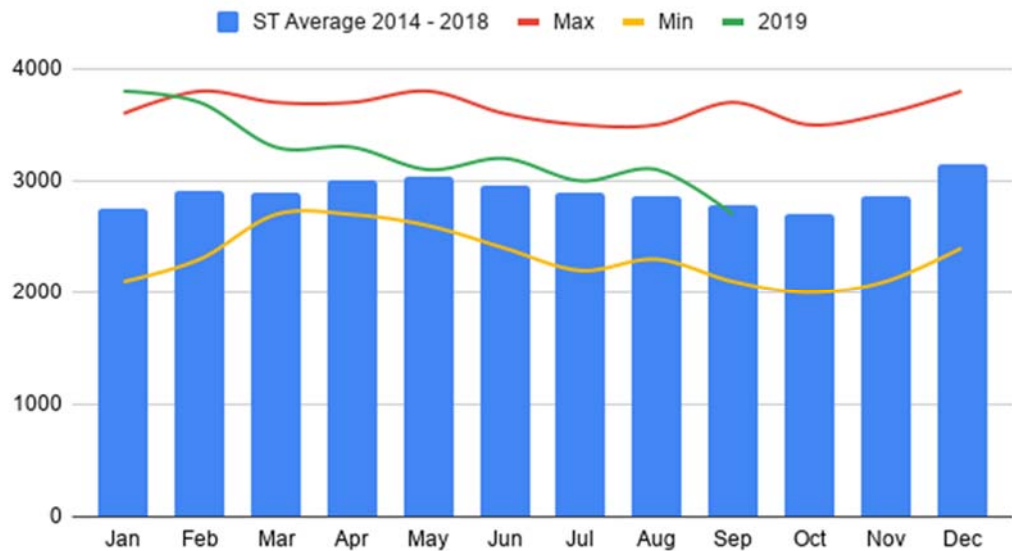


Chart 10: 2019 Goat Prices compared to the Short Term Average (2014-2019) in Isiolo County



The Isiolo sales yard, once fully adopted and implemented will grow local sectors such as animal feeds, tanneries and leather processing industries and increase county revenue from these sectors. A livestock policy is currently being developed which will encompass all these activities and allow Isiolo to position itself as a central hub for livestock produce.

Another important outcome that can be expected is that the county government will be able to increase its revenue from the livestock markets which it can in turn pour back into livestock activities to grow the sector. Since the inception of devolution, Isiolo county has only contributed 0.2% annually to the Gross County Product (GCP) nationally. Of the 47 counties, Isiolo lags in this aspect. If the county can bolster its livestock production and trade, it can increase its GCP significantly. Table 6 shows the counties GCP in until 2017.

Table 7: Gross county product 2013-2017

current prices in KES 'million				
2013	2014	2015	2016	2017
10,237	11,664	13,020	14,262	15,850

Source: 2018 KNBS Statistical Abstract

Table 8 shows the revenue that the county has collected from its livestock related activities since 2013 as reported in its annual revenue performance reports. This table shows that the county only met its revenue projections for the livestock sector in the 2015/2016 financial year and that is because in that year it also significantly lowered its target for the livestock auction.

Table 8: Revenue: target vs actual, 2013-2019

		2013	2014	2015	2016	2017	2018	2019
Livestock auction	Target	0	6,000,000	6,000,000	3,500,000	4,808,175	6,000,000	4,808,175
	Actual	1,790,540	4,436,980	4,317,275	3,424,477	2,978,760	4,272,936	2,031,641
Slaughter houses	Target	0	1,500,000	1,500,000	1,500,000	1,500,000	1,993,353	1,993,353
	Actual	495,480	1,222,435	1,914,770	1,405,860	1,188,300	1,254,370	826,640
Hides and skins	Target	0	400,000	400,000		0	0	0
	Actual	148,584	246,600	166,500	22,500	0	0	0
Vet/meat inspection	Target	0	500,000	2,000,000		1,864,000	0	0
	Actual	0	141,870	347,588	527,615	1,615,400	558,925	0
Total Targeted		0	8,400,000	9,900,000	5,000,000	8,172,175	7,993,353	6,801,528
Total Collected		2,434,604	6,047,885	6,746,133	5,380,452	5,782,460	6,086,231	2,858,281

A look at data from three livestock markets in Isiolo shows that in one year, the average total sales value was USD 4,379,000 for sheep and goats and the cattle market had an average sales value of USD 2,680,000 bringing the total value to around USD 7,059,000. Isiolo has 15 markets so the total annual average value of livestock sales in Isiolo can be surmised from these figures in the last table in the Annex. These three markets give a glimpse of the size of the isiolo livestock trade and the impact it has on the whole region.

5. Lessons

KLMC felt that the lessons learned from their advocacy were:

- There is a need to hasten their advocacy work so that no change of government occurs while they are still pursuing a particular policy. The delays and setbacks caused by the new county government have taken the advocacy work almost back to square one even though the Act was implemented.
- The need to continue to work closely with the county government on various livestock policy issues to continue to tackle the existing bottlenecks

ANNEX

Table 9: Livestock Market County Charges

Livestock Market Cess			
Item Description	Unit	Current charges (KShs)	New charges (KShs)
Local cess			
Donkey or cattle cess			
Buyer	Per head	100	100
Seller	Per head	100	100
Goat or sheep			
Buyer	Per head	60	60
Seller	Per head	60	60
Camel cess			
Buyer	Per head	200	200
Seller	Per head	200	200
Export cess			
Cow or camel	Per head	200	200
Sheep or goat	Per head	100	100
Hide (cow)	Per head	15	15
Skins (sheep or goat)	Per Skin	10	10

Source: 2019 Isiolo Finance Act

Table 10: Slaughter House Charges

County Cess			
Item Description	Unit	Current Charges	New Charges
Cow	Per head	100	100
Goat/ Sheep	Per head	60	60
Camel	Per head	100	100
Emergency Slaughter	Per head	100	200
Slaughter Charges - Flayers	Small Stock	-	50
	Large Stock	-	500
Slaughter Charges - Offal Washers	Small Stock	-	30
	Large Stock	-	100

Source: 2019 Isiolo Finance Act

Table 11: Meat Inspection (Vet) Charge

County Cess			
Item Description	Unit	Current Charges	New Charges
Cow	Per head	100	100
Goat/ Sheep	Per head	60	60
Camel	Per head	100	100
Emergency Slaughter	Per head	100	200
Meat Inspection		Cattle – 200	Cattle – 200
		Camel – 200	Camel – 200
		Sheep –50	Sheep –50
		Goat -50	Goat -50
Certificate of Transport		50	50
Livestock Movement Permits		Cattle – 10	Cattle – 10
		Camel – 10	Camel – 10
		Sheep –5	Sheep –5
		Goat -5	Goat -5
Dispatch Note for Hides and Skins	Per Consignment	200 Per Consignment	200 Per Consignment
Animal Examination	Per Animal	100 Per Animal	100 Per Animal
Laboratory Services, CBPP Screening, Other Tests	Per Cow	30 Per Cow	30 Per Cow
	Per Sample	50 Per Sample	50 Per Sample
FMD		50 Per Cow 50 Per Sheep/Goat	50 Per Cow 50 Per Sheep/Goat
Sheep and Goat Pox		5	5
LSD		10 Per Cow	10 Per Cow
Blanthrax (Black quarter and Anthrax)		20 Per Cow/Camel 10 Per Goat/Sheep	20 Per Cow/Camel 10 Per Goat/Sheep
Enterotoxaemia		5 Per Sheep/Goat	5 Per Sheep/Goat

Table 12: New Oldonyiro Market Stalls Charges

Stalls Rent 1-22 Per Month 600
Open Air Market Per Space 50 Per Day

Table 13: Livestock sales in 3 Isiolo markets for 1 year

		Shoats					Cattle				
		Total off-take	Lowest Price (USD)	Highest Price (USD)	Ave (USD)	TOTAL VALUE (USD)	Total off-take	Lowest Price (USD)	Highest Price (USD)	Ave (USD)	TOTAL VALUE (USD)
Isiolo Market	Oct-18	2020	16	97	57	114130	323	140	556	348	112404
	Nov-18	3266	20	110	65	212290	489	130	620	375	183375
	Dec-18	3783	22	120	71	268593	647	120	633	377	243596
	Jan-19	4111	16	93	54	223520	633	135	580	358	226298
	Feb-19	3003	18	99	58	175240	420	150	557	354	148470
	Mar-19	2741	17	95	56	153157	544	165	540	353	191760
	Apr-19	2,998	19	110	74	221852	404	130	550	405	163620
	May-19	3,110	20	98	69	214590	513	125	530	390	200070
	Jun-19	2,805	15	95	62.5	175312	527	105	560	385	202895
	Jul-19	4230	17	97	57	241110	900	140	500	320	288000
	Aug-19	3,812	13	110	62	234438	1385	139	450	295	407883
Sep-19	3783	14	120	67	253461	884	131	522	327	288626	
Oldonyiro Market	Oct-18	1,631	12	76	44	71764	7	120	260	190	1330

	Nov-18	1728	20	97	59	101088	4	145	250	198	790
	Dec-18	2213	22	105	64	140526	5	130	225	178	888
	Jan-19	1354	14	75	45	60253	0	0	0	0	0
	Feb-19	1486	15	78	47	69099	0	0	0	0	0
	Mar-19	1320	17	80	49	64020	6	135	23	79	474
	Apr-19	1476	15	83	49	72324	5	120	260	190	950
	May-19	1435	14	86	50	71750	12	115	250	183	2190
	Jun-19	1200	18	95	57	67800	8	140	275	208	1660
	Jul-19	1800	14	97	56	99900	10	140	360	250	2500
	Aug-19	1500	16	10	13	19500	8	130	300	215	1720
	Sep-19	1450	12	90	51	73950	12	120	350	235	2820
Eskot Market	Oct-18	2300	18	59	39	88550	5	160	280	220	1100
	Nov-18	2449	15	60	38	91838	4	143	230	187	746
	Dec-18	2701	14	72	43	116143	0	135	257	196	0
	Jan-19	2,353	13	70	48	112944	7	155	290	223	1558
	Feb-19	1,879	12	67	48	90192	0	165	265	215	0
	Mar-19	2,007	13	65	46.5	93325.5	7	145	315	230	1610
	Apr-19	1,988	13	66	45.5	90454	0	0	315	158	0

	May-19	1,500	13	64	45	67500	8	120	315	218	1740
	Jun-19	1,342	12	71	47.5	63745	5	125	315	220	1100
	Jul-19	1300	12	85	49	63050	0	0	0	0	0
	Aug-19	1100	14	90	52	57200	0	0	0	0	0
	Sep-19	900	13	85	49	44100	0	0	0	0	0