

# Assessing the Potential for Private Sector Engagement in Integrated Landscape Approaches: Insights from Value-Chain Analyses in Southern Zambia

Supplementary material

## Document S1: Interview guide for interviews and focus group discussions

The interviews to collect primary data on Kalomo value chains (maize, cattle, tobacco, and charcoal) are divided into four sections:

- 1) INTRO AND RESPONDENT INFORMATION:** Introduction of the study explaining scope and purpose of the assignment to the respondent, obtain respondent's consent to be interviewed, introduce the Interviewer/Consultant (*By Interviewer/Consultant*).

Take note of:

- Name and affiliation/function of the respondent
- Date, location, and duration of the interview

- 2) MAPPING OF VALUE CHAINS:** The purpose of this section is to gather information on each value chain to develop a visualized map and a description of the overall functioning of the value chain. To consider the different functions of the local chain actors responding to the interview, tailored sections have been prepared by respondent type (see page 3 onwards) based on the following generic questions:

2.1 What are the key nodes/activities in each value chain?

2.2 Who are the value-chain actors?

- Include producers, cooperatives, traders, processors, marketers, companies, any other agents or organizations, government actors etc. as relevant (i.e., actors directly involved in different activities).

2.3 Describe the links between different actors and activities:

- What/how products, information, finances etc. move through the chain?
- Types and terms of business relationships/ transactions.
- Are there quality/sustainability/other performance requirements etc. related to commodity production?

- 3) GENERAL CONTEXT:** The purpose of this section is to gain understanding of the larger context where the value chain operates, the power relations and the role of the private sector:

3.1 Who/where are the most influential/powerful actors in the value chain?

- Are they public or private actors?
- What is their role, how do they function?
- How do they interact/connect with other actors and influence the value chain?

3.2 Are there other actors outside the immediate value chain that provide support to the different chain actors and activities (e.g., civil society, extension services etc.)?

- 3.3 Describe any enabling/constraining factors that have an impact on the functioning of the value chain and production.
- Factors related to e.g., land/resource rights, resource scarcity, climate change, credit access, role of Chiefs, policies, infrastructure etc.?
- 3.4 Any other points the interviewees want to highlight?

**4) ENVIRONMENTAL IMPACTS:** The purpose of this section is to relate the general issue of deforestation and forest degradation and the role of the private sector in the context and functioning of the chain:

- 4.1 What type of land use/production methods are associated with the value chain?
- What are the related environmental impacts?
  - Is deforestation/forest degradation linked to the value chain (*if not mentioned already*)?
  - If yes, what is causing it, where and why? How does it affect the value chain?
  - Any significant changes observed?
- 4.2 To reduce negative environmental impacts (deforestation/forest degradation), what needs to change in the value chain?
- How to mitigate impacts?
  - What/who can drive that change (specify if public or private actor)? What is/should be their role?
  - What/where are the biggest risks/rewards for more sustainable production in the value chain?

**Note:**

At the end of the interview, remember to thank the respondent and let them know that you may get back to them later for any further clarifications/questions, if need be.

**TAILORED INTERVIEW GUIDE FOR SECTION 2 (Mapping of value chains)**

**A) INPUT SUPPLIERS**

1. Identification Details/Information of Respondent

Date of Interview:	Name of Institution:
Name of Respondent:	Position:
Tel/Mobile:	Email:
Gender of Respondent:	Location/District:

2. Relevant Questions

- 2.1 What agricultural inputs for maize, tobacco, and cattle do you supply? (*i.e.*, seeds, fertilizers, pesticides, etc.)
- 2.2 Who are your main customers/buyers of these inputs, in terms of numbers of buyers? [(i) small-scale/medium-scale farmers or (ii) large-scale/commercial farmers]
- 2.3 Between maize, tobacco and cattle inputs, which ones are most demanded/bought most by farmers?
- 2.4 Do you meet the farmers’ demand for these items?
- 2.5 If not, how do you meet the shortfall in terms of inputs demanded?

<b>Input</b>	<b>Price per unit (use units given by the respondent)</b>

- 2.6 Do you provide after sell services and support to farmers? Yes/No
- 2.7 If yes to Q 2.6 above, what services and support do you offer (e.g., sustainable agriculture services, extension advice, free delivery within a certain radius, free trial inputs etc.)?

<b>Service or support provided</b>	<b>Cost (if any)</b>

- 2.8 Are there any quality/sustainability/other performance requirements etc. related to input supply services?
- 2.9 What challenges do you face in your maize, tobacco, and cattle input supply business?
- 2.10 Do you have any recommendations for addressing the challenges mentioned above?

**TAILORED INTERVIEW GUIDE FOR SECTION 2 (Mapping of value chains)**

***B) FARMERS (emergent and commercial farmers)***

**1. Identification Details/Information of Respondents**

Name of District:

Number of participants:

Average Age of Members:

Average Education:

Total		Men		Women		M/Youths		F/Youths	
Total		Men		Women		M/Youths		F/Youths	
Total		Men		Women		M/Youths		F/Youths	

**2. Relevant Questions**

2.1 Are growing of maize and tobacco, charcoal production and cattle ranching a common practice in this area?

2.2 What inputs do you use (seeds, fertilizers, pesticides etc.), where do you source/buy them from and at what price for the commodities mentioned in question 2.1?

Commodity	Input type	Main source	Price per unit

2.3 What's the volume of your production (hectares/tonnes/number or animals per year)?

2.4 Cost of production/extraction/production

Cost of production. This has to be in units given by the respondents. Where they can't estimate the costs, ask them estimate how much they would charge for their labor if they were hired to harvest for other people.

(A) Product	(B) Cost (ZMK/unit)	(C) Man-days required to harvest the quantity in column B
Maize		
Cattle		
Tobacco		
Charcoal		

2.5 Where and/or to whom do you sell your crops?

**Maize**

Buyer Type (e.g., traders, processors, companies (name), other households, any other?)	Proportion of Sales (%)—sum should be 100%	Price per unit (ZMW)	Mode of transaction (e.g., cash, credit, contract/out-grower)	Point of sale (e.g., production site, village, roadside, urban markets)

### Tobacco

Buyer Type (e.g., traders, processors, companies (name), other households, any other?)	Proportion of Sales (%)—sum should be 100%	Price per unit (ZMW)	Mode of transaction (e.g., cash, credit, contract/out-grower)	Point of sale (e.g., production site, village, roadside, urban markets)

### Cattle

Buyer Type (e.g., traders, processors, companies (name), other households, any other?)	Proportion of Sales (%)—sum should be 100%	Price per unit (ZMW)	Mode of transaction (e.g., cash, credit, contract/out-grower)	Point of sale (e.g., production site, village, roadside, urban markets)

### Charcoal

Buyer Type	Proportion of Sales (%)—sum should be 100%	Price per unit (ZMW)	Mode of transaction (e.g., cash, credit, contract)	Point of sale (e.g., production site, village, roadside, urban markets)

- 2.6 Are there any quality/sustainability/other performance requirements etc. related to production?
- 2.7 Has the production of these crops contributed to improvements in your livelihoods or incomes? (*provide a brief explanation of how this is so*)
- 2.8 Are there any underlying factors (bottlenecks/challenges) inhibiting commercialization/productivity of maize, tobacco, charcoal, and cattle?
- 2.8.1 If yes, what are the major challenges?
- 2.9 Do you have any recommendations for improving or sustaining maize, tobacco, charcoal and cattle production and marketing?

## TAILORED INTERVIEW GUIDE FOR SECTION 2 (Mapping of value chains)

### C) AGGREGATORS

#### 1. Identification Details/Information of Respondent

Date of Interview:	Name of Institution:
Name of Respondent:	Position:
Tel/Mobile:	Email:
Gender of Respondent:	Location/District:

#### 2. Relevant Questions

2.1 What do you aggregate/store/bulk? (maize, tobacco, cattle)

2.2 Where do you source/buy these commodities (*mentioned in Q2.1*)?

#### Buying

Commodity	Source	Proportion of Sales (%)—sum should be 100%	Price per unit (ZMW)	Mode of transaction (e.g., cash, credit, contract)	Point of sale (e.g., production site, village, roadside, urban markets)

Commodity ( <i>maize, tobacco and cattle</i> )	Stored Quantity (MT)	Maximum Storage Capacity (MT)

#### Selling

Commodity	Buyer (e.g., locally, nationally, export)	Proportion of Sales (%)—sum should be 100%	Price per unit (ZMW)	Mode of transaction (e.g., cash, credit, contract)	Point of sale (e.g., production site, village, roadside, urban markets)

2.3 What are the major marketing and handling costs of your enterprise? (Research assistant, please fill the table below)

<u>Product</u>	<u>Transport cost per MT</u>	<u>Transport cost per Km</u>	<u>Transport cost per MT per Km</u>	<u>Packaging</u>	<u>Storage</u>	<u>Council levies</u>
<u>Maize</u>						
<u>Tobacco</u>						
<u>Cattle</u>						

2.4 What is the name of the major service provider for each of the services mentioned in Q2.3?

<u>Service provided</u>	<u>Name of service provider</u>

2.5 Are there any quality/sustainability/other performance requirements etc. related to the traded commodities?

2.6 Has the production of these crops contributed to improvements in your livelihoods or incomes? (provide a brief explanation of how this is so)

2.7 Are there any underlying factors (bottlenecks/challenges) inhibiting commercialization/productivity of maize, tobacco, charcoal, and cattle?

2.7.1 If yes, what are the major challenges?

2.8 Do you have any recommendations for improving or sustaining maize, tobacco, charcoal and cattle production and marketing?

## TAILORED INTERVIEW GUIDE FOR SECTION 2 (Mapping of value chains)

### D) PROCESSORS

#### 1. Identification Details/Information of Respondent

Date of Interview:	Name of Institution:
Name of Respondent:	Position:
Tel/Mobile:	Email:
Gender of Respondent:	Location/District:

#### 2. Relevant Questions

##### **Sourcing of Inputs/feedstock**

2.1 Where do you source the raw materials for processing (if more than one source, indicate the one with largest quantities and why)?

Commodity	1. Commercial Farmers	2. Small-scale farmers (individuals)	3. Small-scale farmers (cooperatives)	4. Contract/out-grower scheme	5. Middle men, specify	6. Imports	7. Other, Specify
Maize							
Tobacco							
Cattle							

Reason for purchasing largest quantities from the above-mentioned source: ?

2.2 What are your terms of payment for purchased products/raw materials?

	1. Advance payment	2. Cash on delivery	3. Payment within 2 weeks	4. Payment after 2 weeks	5. Payment after 1 month
Maize					
Tobacco					
Cattle					

##### **Contract farming/out-grower schemes**

2.3 For contract farming or out-grower schemes:

Do you have written contracts with your suppliers?	Maize	Tobacco	Cattle
<i>Yes/No</i>			
If yes, do these contracts indicate the price at which you buy the inputs?			
<i>Yes/No</i>			
What type of assistance do you provide/advance to your farmers?			

<i>1. None; 2. Financial; 3. Inputs; 4. Extension</i>			
If answer is 2 or 3, how do you recover what you advance farmers?			
<i>1. No recoveries effected; 2. Cash repayment after sales; 3. Direct deduction from their sales; 4. Supply of inputs equivalent</i>			
Do you intend to continue in this arrangement (contract farming or out-grower schemes)?			
<i>Yes/No</i>			

2.4 Mention three major problems do you face with contract farming/out grower scheme?

- 1).....
- 2).....
- 3).....

### Processing

2.5 What do you use as raw material (*Maize, tobacco, cattle*)?

Product	Processing (Yes/No)	What is the installed processing capacity for each mentioned product? (mt/month)	At what capacity are you producing/processing each mentioned product? (mt/month or %)
Maize			
Tobacco			
Cattle			

2.6 If not producing/processing at full capacity, what is the reason? (indicate all that apply)

- 1. Inadequate supply of raw materials; 2. Inadequate financial capacity; 3. Limited market for processed products; 4. Other (specify)*

2.7 What is the monthly feedstock/raw material requirement for operating at full processing capacity? (in Mt)

### Marketing/Sales of processed products

2.8 Where do you sell your processed products?

- 1. locally (within the Country); 2. export; 3. both (locally & export)*

2.9 If answer is 3 both (*locally & export*), which one is your major market?

- 1. locally (within the Country); 2. export*

- 2.10 What is the major payment method for your sales?  
 1. *Advance payment*; 2. *Cash on delivery*; 3. *Payment within 2 weeks*; 4. *Payment after 2 weeks*; 5. *Payment after 1 month*
- 2.11 Are you currently able to satisfy your major market for your products?  
 1. *Yes* 2. *No*
- 2.12 If No to Q2.11 above: what are the major reasons for your failure?  
 (i) .....  
 (ii) .....  
 (iii).....

**General Questions**

- 2.13 Are there any quality/sustainability/other performance requirements etc. related to processing?
- 2.14 Has the marketing of these products improved your livelihood (if relevant)?
- 2.15 In your opinion, what are the main underlying factors (bottlenecks/challenges) inhibiting the growth of your processing enterprise?
- 2.16 Do you have any recommendations for interventions that would support further development or growth of the processing enterprise?

## TAILORED INTERVIEW GUIDE FOR SECTION 2 (Mapping of value chains)

### E) MARKETERS (Retail & Wholesale)

#### 1) Identification Details/Information of Respondent

Date of Interview:	Name of Institution:
Name of Respondent:	Position:
Tel/Mobile:	Email:
Gender of Respondent:	Location/District:

#### 2) Relevant Questions

2.1 Where do you source/buy the local maize, tobacco, or cattle products you sell?

2.2 How much do you purchase the products you sell?

Product	Source (supplier)	Price per unit	Purchase volume

2.3 How much do you sell the products mentioned above?

Product	Price per unit	Buyer

2.4 Are there any quality/sustainability/other performance requirements etc. related to processing?

2.5 Has the marketing of these products improved your livelihood (if relevant)?

2.6 Are there any underlying factors (bottlenecks/challenges) inhibiting the development and growth of the maize, tobacco, charcoal, or cattle product marketing?

2.6.1 If yes, what are the major challenges (e.g., product availability etc.)?

2.7 Do you have any recommendations for improving the development and growth of maize, tobacco, charcoal, and cattle product marketing?