



EAST AFRICA DAIRY DEVELOPMENT NEWS

EADD is a project of Heifer International in partnership with ILRI, TechnoServe, ABS TCM and ICRAF

EADD Today

A Publication of EADD Kenya Country Office

INAUGURAL Edition



East Africa Dairy Development

In partnership with



Highlights of Last Quarters Activities

Word From The CPM



Engagement Agreement Signing Ceremonies



EADD Fosters Closer Links with Kenya Dairy Board



Business Development Services Survey Findings Released



DFBA's receive capacity building on Leadership Skills and Good Governance



Meet the EADD Kenya Family



Welcome to East Africa Dairy Development Project Kenya Country Office

From The Editor's Desk

EADD Kenya Country office is pleased to welcome you to the Inaugural edition of our newsletter dubbed "EADD Today."

In this edition we highlight on stories that climaxed last quarters events.

Engagement agreement signing ceremonies between East Africa Dairy Development Project (EADD) and Kabiyet Dairies Company Limited, Metkei Multipurpose Limited, Kieni Dairy Products Limited and Lelan Highland Dairies Limited. These were significant activities for EADD Kenya where the requests made by the farmers for support through facilitation for the establishment of a chilling plant was formalized by signing an engagement agreement.



One hub launch and three training launches were held last quarter. The activities were organised by the EADD team in collaboration with Government officers and various BDS providers on site. The launches involved exhibition and training activities such as cattle feeding (ICRAF), quality milk practices(Heifer), Best breeding practices(ABS), banking, government policies and cooperative development activities (please scroll through the photo gallery).

During the quarter, the quality team embarked on a fact finding activity to determine the level of milk spoilage and the causes. The findings were then shared with the cooling plant management. A workshop was held between EADD and Kenya Dairy Board with the hope of fostering closer links between the two organizations. Discussions were held on quality interventions in the dairy sector.

The list seems endless of news coming from the information desk. How about give you an opportunity to get started on your reading.

On behalf of EADD Kenya Country i would like to acknowledge the new staff who have joined the family. Steve Otieno - Senior Business Advisor, Ben Omunga - Assistant Coordinator, Mr. Langat – Livestock Production Specialist and Ezekiel Bor - Investment Advisor. Karibuni sana!!!

**For comments or feedback please write to:
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A Word from the Country Project Manager

EADD is funded by the Bill and Melinda Gates Foundation. EADD's vision is to transform the lives of 179,000 families—or approximately one million people—by increasing average household dairy income from \$1 per day to at least \$2 per day by year 10 of the project through integrated interventions in dairy production, market-access and knowledge application.

By taking an integrated industry support approach, focusing on the creation of sustainable businesses, EADD is able to achieve its vision. EADD brought together five key partners lead by Heifer International which lead on production and animal health to initially pilot the project in Central and Rift Valley province, these partners include; ABS leading on breeding and genetics, ICRAF leading on feed and fodder; TechnoServe leading on Business and marketing.

EADD through this partnership facilitate the farmers and their farmer associations in the following areas:

- Assessing the feasibility of setting up a milk chilling plant and development of a business plan to guide the investment and operations of the milk chilling plant;
- Setting up of the chilling plant;
- Identify suitable operational manager and staff for the chilling plant operations and offer capacity building for the operations manager and staff with a clear exit strategy;
- Technical assistance on general management for the staff and the board;
- Obtaining finance for the set up of the chilling plan and initial working capital;
- Identifying milk buyers and working closely with the board to negotiate for sales contracts;
- Operations of the chilling plant with the objectives of reducing costs and increasing output quality and sustained profitability in the long term;
- Organizing learning trips to other successful dairy businesses and farming for the management



Augustine Cheruiyot

Cont'd... From the CPM

committee, farmers and management staff to learn from how others have succeeded;



- Assessing the feasibility of and establishing business development services that assist the farmer in accessing services that they need to improve their dairy

businesses;

- Improving operations by advising on appropriate management technology that will assist the management to run the business better. This will mainly be, but is not limited to, information and communication technology (ICT);
- Link farmers to (BDS) dairy service providers (AI, Vet, agrovets, dairy equipment suppliers);
- Facilitate cattle registration with Kenya stud book;
- Develop best feed practices that are site specific;
- Facilitate farmers over a two year training course to improve on dairy production and enhance group leadership and dynamics;

- Facilitate linkages to high quality genetics and breeding program at affordable cost

The EADD requires that the farmer Dairy farmer business associations need to meet some conditions before accessing these services. These conditions include a minimum of 1,000 farmers registering and contributing at least 10% equity of the cost of setting up a chilling plant.

These 10% ranges from Kshs.1 million to Kshs.1.5 million depending on whether they will be constructing or leasing a building for the cooling plant. So far we have four sites which have met these conditions; Lelan Highland Dairies in west Pokot, Kabiyet Dairy farmers in Nandi North, Metkei Multipurpose Ltd in Keiyo District and Kieni Dairy Products Ltd in Kieni West District.

Farmer mobilization and sensitization is presently going on in various sites including Cheptalal, Cheborgei, Olenguruone, Chepkorio, Longisa. These sites were identified by an id-depth site selection process led by ILRI in collaboration with all the partners.

This year will see five other new sites added to the list. We do therefore encourage farmers to take full ownership of their milk marketing through dairy farmer group participation and subsequent establishment and farmer owned chilling plants.

Engagement Agreement Signing Ceremonies

EADD – KENYA and Kabiyet Dairies Company Limited Engagement Agreement signing ceremony as witnessed by Technical Advisory Committee members and Heifer International Vice President (Africa Region) Dr. Sahr Lebbie



Dr. Sahr Lebbie, (Vice President for Africa Program, Heifer International), Alex Kirui (Country Director, Heifer Project International – Kenya) and Abraham Rugut, Chairman, Kabiyet Dairies Company Limited exchanging engagement agreement documents.

“There is need to have a solid farmer organization that will enable negotiate for better prices with the processors, suppliers and push necessary policy agendas with the government.” These were words of Alex Kirui, Country Director, Heifer International.

An engagement agreement signing ceremony between EADD and Kabiyet Dairies Company Limited was held on Thursday, February 12, 2009 at Kabiyet market, Nandi North District.

This is a very important activity for EADD Kenya where the request made by the farmers for support through facilitation for the establishment of a chilling plant is formalized by signing an engagement agreement. This document detail what farmers expect to achieve through collaboration with EADD.

Engagement Agreement Signing Ceremonies Kabiyet Story...Cont'd

The ceremony was graced by the EADD Kenya Technical Advisory Committee Team and Dr. Sahr Lebbie, Vice President for the Africa Program, Heifer International. The Technical Advisory Committee members present were Moses Nyabila, Regional Director, EADD Project; Alex Kirui, Country Director, Heifer International; Fred Ogana, Country Director, TechnoServe; Nathaniel Makoni, Country Director, ABS TCM; Josephine Kirui, Senior Dissemination Officer, ICRAF; EADD's Regional Finance and Administration Director, Julius Anyega and EADD Kenya Country Manager, Augustine Cheruiyot.

In his opening remarks Dr. Sahr Lebbie commended the Board of Directors on the progressive developments since his last visit in August 2008, when the project was at inception. "Who would have thought we would get to this stage in the project?" he asked the enthusiastic board members. "We have started very well especially with the leadership you have provided within this short period. If you can deliver what you have delivered as the interim board, what will happen when you are officially appointed as the board?" Sahr challenged the board.

Sahr encouraged the board to take ownership of the project since it was designed to be owned and driven by the people. "If you do not own this process the project will never work, we will be pouring money down the drain." He said. And this is what he had to say as his concluding remarks "EADD is all about leaving development in the hands of the people. EADD is here to work with you, catalyse things, encourage you... we cannot develop this site for you but you will have to develop it yourself."



Technical Advisory Team sharing a light moment



From Left: Moses Nyabila (Regional Director), Dr. Sahr Lebbie, (Vice President for Africa Program, Heifer International), Alex Kirui (Country Director, Heifer Project International – Kenya) and Edwin Maiyo (Vice Secretary, Kabiyet Dairies Company Limited) take a look at the developments in the project site.



Dr. Sahr Lebbie, addressing farmers at the Site

Engagement Agreement signing Ceremonies Lelan Highland Dairies Limited

Editors Note

THE JOURNEY: *In my current travels while searching for stories for this edition of EADD Today, I stumbled upon the love of my life who took my breath away. Rugged terrain coupled with a serene and tranquil environment are the words that can best describe Lelan. A land where the air is fresh and unadulterated. Kapsait View Point provides an intimate and breathtaking experience with nature. The point gives a birds eye view of all the project sites where milk is envisaged to be drawn from.*

Kapsait View Point

The Lelan Highland Dairies Limited, Dairy Farmer Business Association (DFBA) training on leadership and governance and business planning was held in Kitale after the site met the EADD minimum requirements in farmer numbers currently at 1,429 and minimum share capital of 1.1 million.

The training was attended by 15 directors and the climax was signing of an engagement agreement between EADD Project represented by the Country Project Manager and Lelan Highland Dairies Limited represented by the chairman, treasurer and the secretary.

Engagement Agreement Signing Ceremonies Lelan Highland Dairies Limited...Cont'd



Augustine Cheruiyot, Country Project Manager receiving the engagement agreement from the Chairman Of Lelan Highland Dairies Limited.



Amos Mwasi, Business Advisor trains directors on organizational structure. The Board of Directors were taken through a rigorous training on leadership and governance.



A Director of the Lelan Highland Dairies Limited participating in the training

EADD and Kenya Dairy Board Links Fostered

“Today marks a great day for us. We have always desired to be part of a project line in the EADD project where a common goal and a sustainable project in the dairy industry is shared. And the outcomes of this meeting will fit within the broader intervention and both parties (KDB and EADD) will have a common way forward instead of having fragmented interventions.” These were words of Joyce Kiio, Dairy Development Officer, Kenya Dairy Board.



Joyce Kiio, Dairy Development Officer, Kenya Dairy Board

Representatives from EADD Quality team and Kenya Dairy Board were engaged in a three day workshop held in Eldoret where discussions were held on quality interventions in the dairy industry. KDB was represented by officials from Eldoret, Kitale, Naivasha, Nyeri and Nairobi.

In his opening remarks, EADD Kenya Project Manager, Augustine Cheruiyot praised KDB on developments on quality standards and the lead they have taken in Kenya. The Kenya Project Manager expressed his hope for a fruitful engagement between EADD and KDB on key activities on quality interventions.



Augustine Cheruiyot, Country Project Manager appraising participants on EADD project framework

Stakeholders looked at challenges on quality that are experienced at both farm and plant level and their possible interventions. At farm level, poor milking environment, poor cow and udder health, unhygienic milk handling by milkers, poor milk handling and transportation, poor on farm milk preservation and lack of on farm testing were some of the the challenges identified to be experienced by farmers. At cooler level areas of challenge were poor milk collection handling and transportation, insufficient platform for quality testing, lack of consistent quality control records and unclean plant operations.

The three day workshop also included a field visit to two existing chilling plants namely Kipkelion Dairy Plant Ltd and Tanykina Dairy Plant Ltd in Kipkaren. The plant visits created a forum where the stakeholders could appreciate the challenges on quality that the Plants experienced and thereafter look for viable solutions.



During the visit various issues were raised and discussed among them was on the use of plastic containers. The EADD Dairy Technology Team would work closely with Kenya dairy board as well as plant managers towards changing the scenario.



Edna Chumo (left), Manager for Kipkellion Dairy Plant Limited, takes the team through the daily operations of the plant.

Business Development Services Survey Findings Released

Improving EADD Understanding of Business Development Services (BDS) Approach

The findings of a survey carried out on behalf of East Africa Dairy Development Project will be used to improve delivery of private service providers in the dairy sector within EADD project sites.

The Business Development Services (BDS) Diagnostic is a market assessment which was commissioned by TechnoServe (TNS) within East Africa Dairy Development (EADD) Project framework to help the consortium understand the dynamics of business development services (BDS) market in Kenya. Consequently, design and implement interventions that sustainably improve competitiveness of smallholder dairy farmers.

The diagnostic is expected to help EADD appreciate the uniqueness of each market and the need to apply best BDS practice and principles in order to achieve the outputs and outcomes that are envisaged.

In a bid to increase understanding of BDS market development approach within EADD, TechnoServe commissioned FIT resources to carry out a market assessment in Kenya between September and October 2008 (with their sub-contractor; Research International). The consortium deemed it important to carry out a market assessment to understand the characteristics of the BDS markets in relation to existing supply, demand and transactions in the dairy sector in some key sites in Kenya.

As part of the scope of work (SOW) for the BDS diagnostic, TechnoServe organized for a presentation of the BDS market assessment findings to EADD staff from all partner organizations within the project. This BDS presentation was held at Eldoret with the objective of disseminating diagnostic findings to all EADD implementers and reinforcing key BDS principles and concepts. A total of 30 EADD staff from Heifer, ABS, ICRAF and TechnoServe participated.



The findings and recommendations presented will contribute to the market focused sub sector approach of the EADD aimed at improving the functioning of BDS markets for the benefit of dairy smallholder farmers. Sites evaluated in Kenya were Mweiga, Kipkelion, Siongiroi, Olkalou, Kipkaren, Metkei and Chepkorio.



Photo 1,2 & 3: Research International's Joseph Kingori and FIT Resources', Ailsa Buckley present findings of the survey to the EADD Team

Metkei DFBA's receive capacity building on Leadership Skills and Good Governance



Michael Muthui, Organizational Development Coordinator training Board of Directors

Directors of the Metkei Multipurpose Limited were trained on good governance and leadership skills. This training was spearheaded by Michael Muthui, Organizational Development Coordinator, East Africa Dairy Development Project.

Training on good governance and leadership is fundamental to this project because the management of chilling plants need to appreciate their roles considering that the company is a conglomeration of four different societies. Metkei Multipurpose Limited is formed by four societies namely Metkei Cooperative Society, Tulwobei Cooperative Society, Kapkitony Cooperative Society and Kipsaos Cooperative Society.

The training is hoped to achieve a more competent management of the chilling plants resources and affairs in a manner that is open, transparent, accountable, equitable and responsive to the farmers and shareholders needs. It is hoped that the training will shape the strategic thinking of the directors in countering the challenges associated with their enterprises.

Good governance is an important element for sustainability of the societies and eventually the company. In the presence of corruption, poor control of funds and abuses of power development of the society will inevitably suffer. When asked why it is important to train the directors on good governance and leadership, this is what the Organizational Development Coordinator had to say “the training will improve their capacity in leadership and management and consequently provide strategic direction in the management of the cooling plant investment.”

Mr. Cheboi, the Chairman of Metkei Multipurpose Limited on evaluation of the training termed it “wholesome and long overdue as an important ingredient in the success of the cooling plant.” He called for regular training in the project site.

Similar training on good governance and leadership was held in other EADD project sites namely Lelan and Kibiyet.

Trainer of Trainer (TOT) Training on Clean Milk Production and Udder Care



Mildred Kosgei, Senior Dairy Specialist uses a dummy udder to train TOT's on clean udder care

EADD Project in its effort to achieve its objective of sustaining production and quality of milk through improved animal health care and nutrition identified Training of Trainers (TOT) as farmer trainers. The process of identifying TOTs was successfully done in November 2008 which culminated to the Kipkaren Hub and Training Launch in November 2008.

So far the group has carried out farmer and cow registration. Dairy technology team is mandated to improve milk quality across the milk market by ensuring the

reduction of 98% lost through milk spoilage is achieved.

Twenty seven (27) Trainer of Trainers (TOTs) from Kipkaren division were taken through a one day training session by the EADD quality team on clean milk production and udder care. The TOTs are sequentially expected to pass the same knowledge to the farmers through theoretical and practical sessions.

There was a blend of participants from different sectors including four Ministry officials, from the Ministry of Agriculture

and the Ministry of Livestock and Fisheries – Veterinary Department. The enthusiastic trainers were taken through topics such as milk production process, factors affecting milk quality and sources of contamination.

Kipkaren division was well represented in the training with participants from the different locations including Kipkaren, Kapkoimur, Lolkeringet, Kurgung, Chepterwai, Kamasai, Chemnoet, Kaptich and Kimngoror.

Memories are made of these...



Engagement Agreement Signing Ceremony at Metkei Multipurpose Limited



Technical Advisory Team at a demo farm in Kipkaren Division



Julie Kariuki (right), Senior Business Manager, EADD exchanges Engagement Agreements with officials of Kieni Dairy Products Limited



Dominic Menjo (left), Senior Livestock Specialist explains to EADD officials on the data capturing method at Kipkaren Dairy Plant Limited during the Technical Advisory field visit.

Click Click!!!



Photo 1: Esther Karanja showcases the different types of fodder during the Olkalou Training Launch



Photo 2: Farmers gathered during the launch



Silvia Wafula and David Njenga demonstrating to farmers on how to make tube silage during the Siongiroi Training Launch



Beata Nzove, Dairy Specialist showing a TOT on how to check for mastitis using a porta check



From Left: Augustine Cheruiyot, CPM; Alex Kirui, Country Director Heifer; Provincial Director of Livestock during the Siongiroi Training Launch



Participants taking part in the demonstrations during the Siongiroi Training Launch

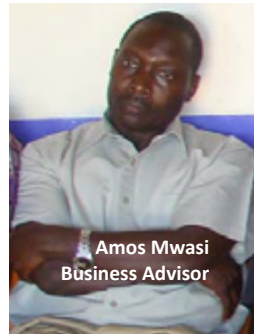
EADD Kenya Family



Alex Kirui, Country Director
Heifer



Ambrose Munene
Sharpshooter



Amos Mwasi
Business Advisor



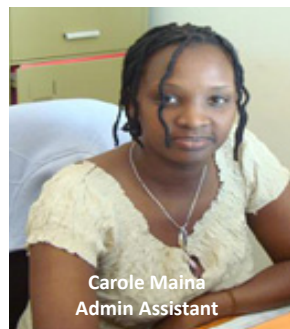
Augustine Cheruiyot
Country Project Manager



Ben Omunga
Sharpshooter



Beata Nzove
Dairy Specialist



Carole Maina
Admin Assistant



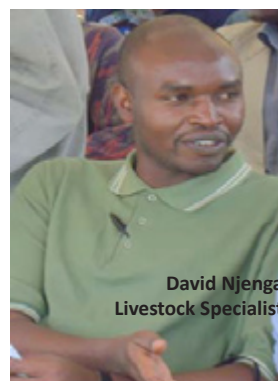
Charles Terer
Driver



Cheruiyot Lang'at
Livestock Specialist



Daisy Bii
Investment Advisor



David Njenga
Livestock Specialist



Dedas Mwamburi
Sharpshooter



Dominic Menjo
Senior Livestock Specialist



Emmanuel Juma
Business Advisor



Esther Karanja
Dissemination Facilitator



Ezekiel Bor
Investment Advisor



Francis Kariuki
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Fred Ogana
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EADD Kenya Family



Gloria Mwakio
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Immaculate Omondi
Asst Researcher



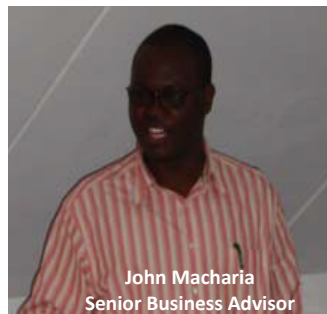
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Business Advisor



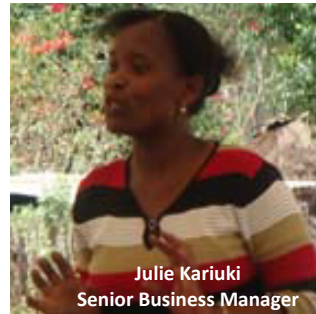
Jane Kithuka
Information Officer



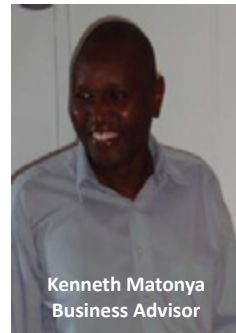
John Kibor
Sharp shooter



John Macharia
Senior Business Advisor



Julie Kariuki
Senior Business Manager



Kenneth Matonya
Business Advisor



Kimetto
Driver



Meg C
Data Clerk



Michael Muthui
Organizational Devpt
Coordinator



Mildred Koshei
Senior Dairy Specialist



Nathaniel Makoni
Country Director, ABS TCM



Patrick Mudavadi
Dissemination Facilitator



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Philip Musembi
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Phineas Muriuki
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