



RESEARCH  
PROGRAM ON  
Livestock

*More meat, milk and eggs by and for the poor*

# Profiles of milk-producer groups in the More Milk in Tanzania project, Morogoro

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MAZIWA  
ZAIDI

## More Milk in Tanzania (MoreMilkiT)



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We extend our appreciation to all Maziwa Zaidi implementing partners and collaborators including local government authorities and value chain actors, especially dairy producers, input and service providers, and milk traders for their cooperation.

# Foreword

Smallholder dairy farming is growing in Tanzania at a rate of 6% per year, with estimated 190,000 farmers. Despite the fact that smallholder dairy farming is widespread in different parts of Tanzania where the climate is conducive, the supply of milk and milk products in these regions has not kept pace with the rapid increase in the human population. Productivity in existing smallholder dairy herds is constrained by the small size of farms, the distance of these farms from markets, animal health and reproductive problems, and lack of good quality animal feeds in sufficient quantities, especially during the dry season.

The More Milk in Tanzania project has been working with smallholder farmers in the five districts of Lushoto, Bumbuli, Handeni, Mvomero, and Kilosa, in the regions of Tanga and Morogoro. The project has worked with 30 producer groups; with each group being the foundation of a dairy market hub (DMH). As part of documenting the existence of the groups and increasing their visibility, the project has compiled a profile for each group. The group profiles also contain the results of the producer organizations sustainability assessment (POSA) that were used to gauge the level of sustainability of each group, and rank each group on a scale of one to four, using the following six key dimensions: financial health, access to dairy inputs and services, relationship with external environment, member loyalty, effective and transparent leadership, and management and engagement with the output markets.

This booklet contains vital information on the 30 producer groups. The information was shared with local government authorities (LGAs) at the district level. This information - contained in the profiles - provides a snap shot of the groups. It can be used by stakeholders who want to work with these groups, as it shows the entry point for each group based on the group's level of development.



15 May 2017

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## Glossary of terms

AI	Artificial Insemination
BOS	Business Opportunity Seminar
Faida MaLi	Faida Market Link, a local non-governmental organization
LGA	Local Government Authority
MoreMilkIT	More Milk in Tanzania, a four-year project funded by Irish Aid and implemented by ILRI
Olelili	A Maasai word for grazing land protected in wet season and being used during the dry season by lactating cows, young and sick ones while others are moved away to look for pastures and water
PO	Producer Organization
TZS	Tanzania Shillings

# Introduction

The International Livestock Research Institute in collaboration with Heifer International Tanzania, Faida Market Link, Sokoine University of Agriculture, and Tanzania Dairy Board has implemented the Irish Aid-funded More Milk in Tanzania project in Lushoto, Bumbuli, and Handeni districts in Tanga region, and Mvomero and Kilosa districts in Morogoro region. The project set out to pilot dairy market hubs (DMH), an approach to dairy value chain development that strengthens linkages between milk producers and other value chain actors. The project has facilitated the formation and registration of 27 milk producer groups, and worked with three existing groups to operationalize the concept of dairy market hubs. Efforts to grow dairy market hubs have included, among other things, the participatory formulation of site-specific plans for the 30 producer groups.

A site-specific plan documents the activities needed to establish a dairy market hub in a given project site. The plan highlights the fundamental challenges facing milk producers in a particular project site, the potential solutions, and the resources needed to execute the solutions. It is from these plans that project activities for each site were drawn. The plans include some challenges and activities that are not directly within the scope of the 'Maziwa Zaidi' projects, but which the groups can address with their own initiatives and/or perhaps in cooperation with the local governments. The plans are therefore blueprints for the groups' future engagements with other projects outside of Maziwa Zaidi. The inclusion of the roles of local governments also points to the possibility of achieving continued support from the local governments. As such, the plans provide a basis for the groups' long-term organizational development strategies and sustainability.

Attached to each group's site-specific plan is a group profile. The profile provides detailed information about the group including membership segregated by gender, registration status, achievements, and areas requiring immediate support. The plans and profiles have been handed over to local government authorities (LGAs) in the five districts to enable the LGAs continue strengthening and monitoring the growth of the groups. Livestock officers from LGAs at the village and district levels have been at the forefront in implementing activities stipulated in the site-specific plans. The LGAs highly appreciate the efforts made by MoreMilkiT project in facilitating the development of these groups and have pledged to continue supporting the development of the groups. This will include working with the groups in the future to implement dairy and other livestock-related development projects.

# Profiles of milk producer farmer groups in Kilosa district

## Mabwegere farmer group

1. This group is in Mabwegere village, Kitete ward, Kilosa district in the Morogoro region. It was officially registered on 14 March 2014 and assigned registration number MG/KLS/CBO/214. The group is registered as KIKUNDI CHA VIJANA NABOISHU-MABWEGERE. It has 40 members (8 male, 32 female), out of which 14 are youths aged under 35 years. The group has two women in leadership positions: an accountant and assistant secretary.
2. The group received training on group dynamics, following which they identified need for training in animal husbandry during site-specific planning. However, the timetabling of this training was interrupted by eruption of land conflicts in the village at the time (of the visit). The project also later prioritized strengthening business linkages, following its mid-term review.
3. **Significant change:**

The group used its social capital to negotiate sale of milk to an agent of Tanga Fresh Ltd. in Dumila, since May 2016, through linkages facilitated by their chairperson. They now sell between 60 - 80 liters/day and receive payment twice a month at TZS 600/litre. This linkage is important for the group because it has enabled sale of excess milk especially during the wet season. The members report that this linkage offers access to an alternative and more reliable market where they can sell their milk throughout the year (wet and dry season). Group members are also now linked with the milk traders trained by the project during business opportunity seminars (BOS) who buy milk from some of the members.
4. **Challenges:**
  - a) Collective bulking and sale of milk by this group the reliable but lower price (TZS 600/litre) offered by the agent of Tanga Fresh Ltd. is threatened by higher prices (about TZS 1000/litre) offered by informal milk traders. As in other surrounding areas, the group should explore how to also work with these traders.
  - b) A check-off off system is yet to be negotiated by the agent of Tanga Fresh and milk traders.
6. **Needs for follow up:**
  - a) Further strengthen business linkages with the agent of Tanga Fresh and individual milk traders to incorporate a check-off system. This approach should gradually improve productivity because it promotes use of inputs by interweaving input, output, and service transactions so that farmers access inputs or services on a deferred payment basis using their future milk delivery as collateral and as a means of repayment until such a time when collective bulking and sale will become viable.



- b) Training on animal husbandry, business skills and records keeping, and simple gross margin analysis.

### Producer organization summary data for Mabwegere

#### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	6.00	<b>60.00</b>
Engagement with milk market- if farmers group is in milk business	18.00	3.00	<b>16.67</b>
Effective and transparent leadership and management	19.00	9.00	<b>47.37</b>
Access to dairy inputs and services	16.00	-	-
Relationship with external environment	3.50	2.00	<b>57.14</b>
Member loyalty	10.00	2.00	<b>20.00</b>
<b>Total PO score</b>	<b>76.50</b>	<b>22.00</b>	<b>28.76</b>
<b>Stage</b>	<i>Stage II</i>		

#### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	<b>28.76</b>
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

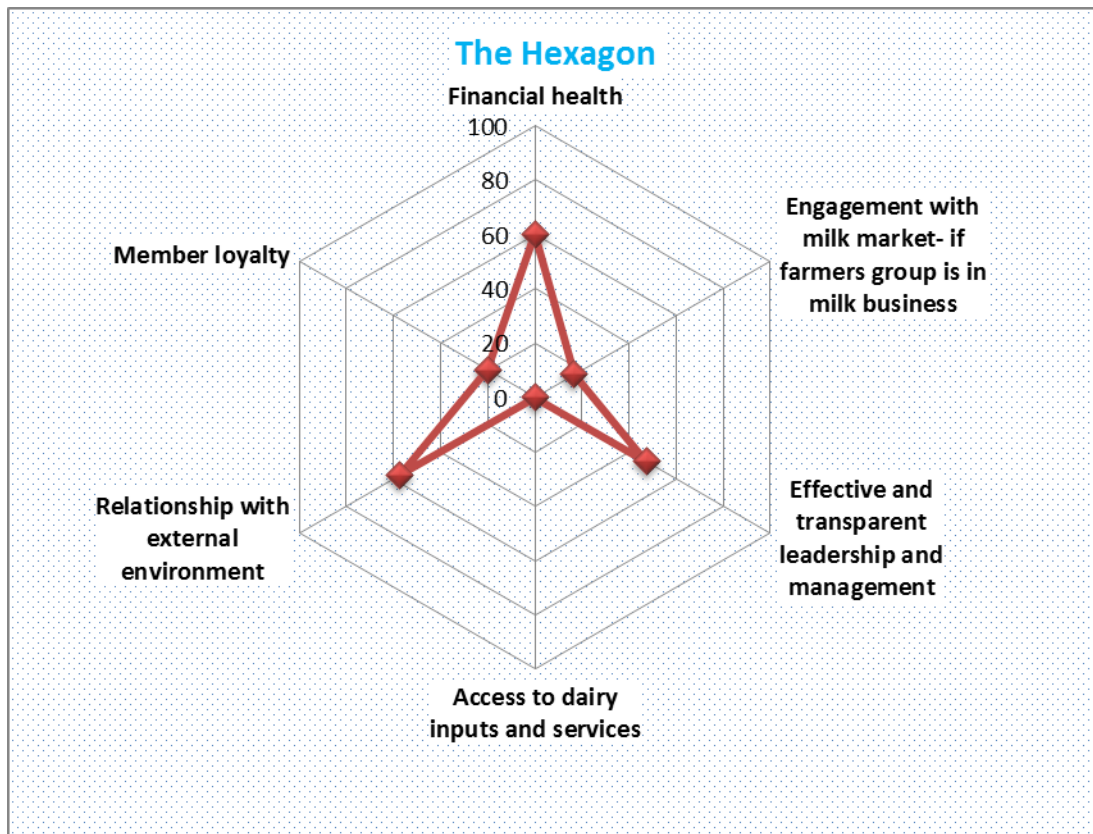
#### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	1.00	33.33
	Profitability	2.00	2.00	100.00
	Liquidity	2.00	-	-
	Capital structure	3.00	3.00	100.00
<b>Total</b>		<b>10.00</b>	<b>6.00</b>	<b>60.00</b>
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	1.00	14.29
	Suppliers	8.00	2.00	25.00
<b>Total</b>		<b>18.00</b>	<b>3.00</b>	<b>16.67</b>
Effective and transparent leadership and management	Representation and participation	7.00	4.00	57.14
	Effective Group supervision and control	7.00	3.00	42.86
	Effective Group management	5.00	2.00	40.00
<b>Total</b>		<b>19.00</b>	<b>9.00</b>	<b>47.37</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	-	-
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	-	-
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	-	-
Relationship with external environment	Partnership with actors	2.00	2.00	100.00
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	<b>2.00</b>	<b>57.14</b>
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	2.00	66.67
	Ownership	2.00	-	-
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>2.00</b>	<b>20.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>22.00</b>	<b>28.76</b>

## Producer organization analysis charts for Mabwegere



## The hexagon for Mabwegere producer group



## **Kwambe farmer group**

1. This group's registration number is MG/KLS/CBO/247. It was registered on 16 June 2014, and had 61 members (35 male, 26 female), following facilitation of its formation by the project. The assistant secretary and accountant are women.
2. In mid 2016, the group had 40 members, down by 21 members. The withdrawals were mostly by those who mistakenly anticipated transfer of dairy cattle without payment.
3. Following training in group dynamics, the group's priorities for capacity building that were identified during site-specific planning were: animal husbandry, housing, diseases control, feeding, breeding, and milking techniques. The original intention was to offer training in all these areas. However, these training needs were later refined to only capture those aspects related to fostering business linkages as the project reflected on how to avoid spreading itself too thin following recommendations of mid-term reviewers.

4. **Significant change:**

The group continues to exist and can be used to address various common problems.

5. **Needs for follow up:**

- (a) The production-related training needs
- (b) Explore growth linkages between milk sales and inputs/input service provision, with or without check-off system. This linkage need not to be tied to operating as a group because it can also happen with individual producers.
- (c) Explore with the farmers what other activities they can engage in as a group

## Producer organization summary data for Kwambe

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	2.00	10.53
Access to dairy inputs and services	16.00	-	-
Relationship with external environment	3.50	-	-
Member loyalty	10.00	-	-
<b>Total PO score</b>	<b>76.50</b>	<b>2.00</b>	<b>2.61</b>
<b>Stage</b>	<i>Stage I</i>		

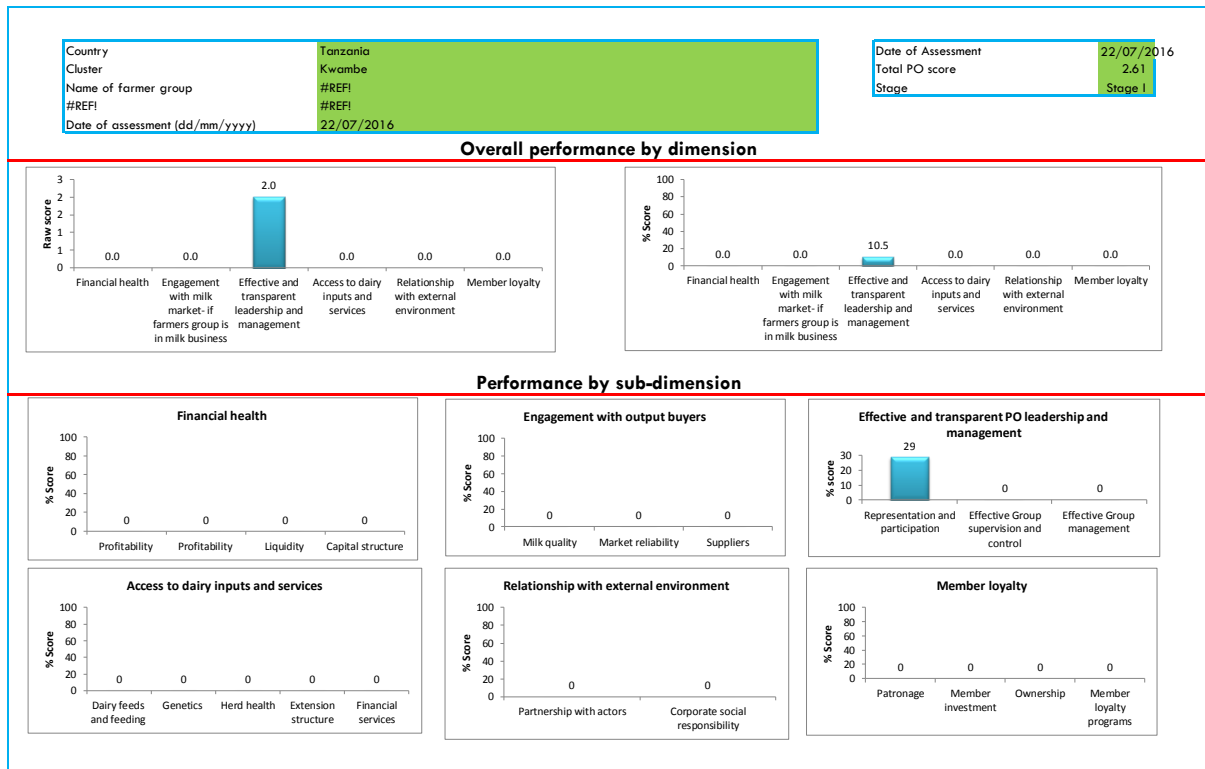
### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	2.61
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

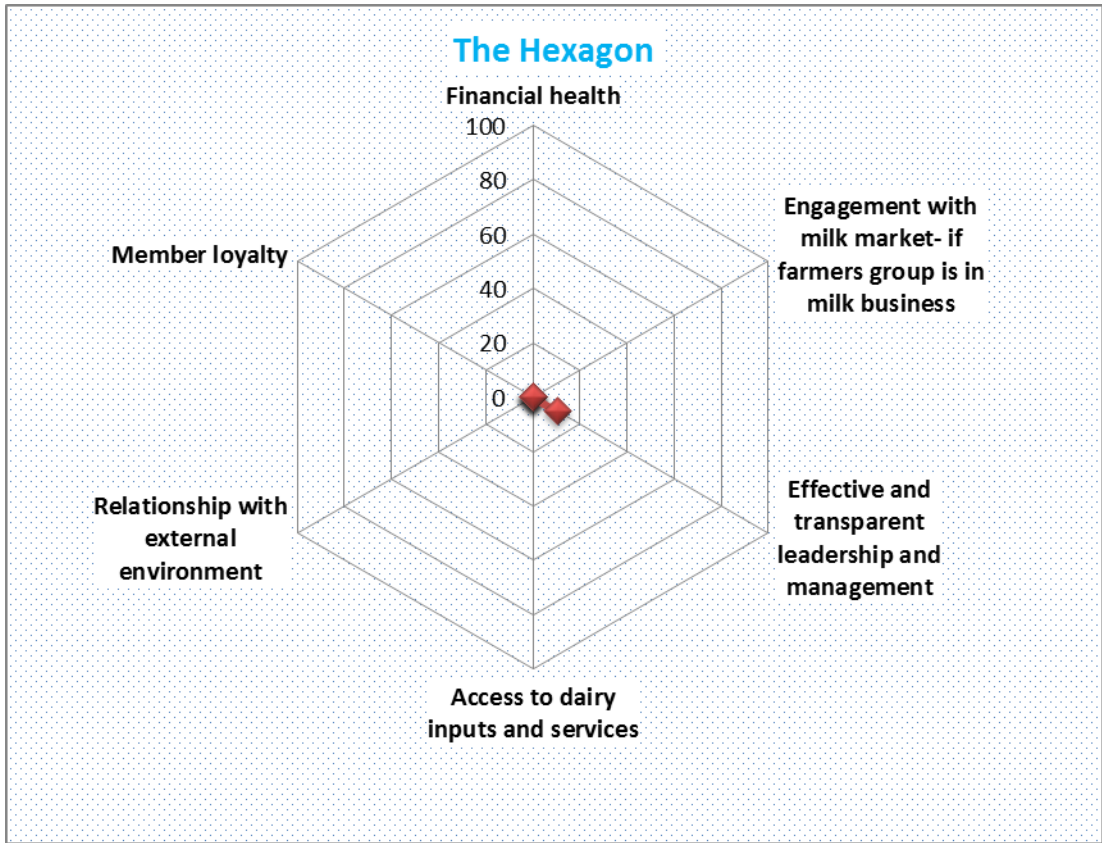
### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	2.00	28.57
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>2.00</b>	<b>10.53</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	-	-
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	-	-
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	-	-
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	-	-
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	-	-
	Ownership	2.00	-	-
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
<b>PO Total</b>		<b>76.50</b>	<b>2.00</b>	<b>2.61</b>

## Producer organization analysis charts for Kwambe



## The hexagon for Kwambe producer group



## **Ulaya Kibaoni farmers group**

1. This group is also known as JUMAUKI. MoreMilkiT facilitated its registration on 25 November 2013. The groups registration number is registration number MG/KLS/CBO/413. The group had 38 members (22 male, 16 female).
2. The group had 29 active members (16 male, 13 female) in mid 2016. The withdrawals were mostly by those who mistakenly anticipated transfer of dairy cattle without payment.
3. The group received training on group development, as well as animal husbandry i.e. feeding, pasture establishment and preservation, housing, construction of cattle shed, breeds and breeding, milking technique, and entrepreneurship skills.
4. **Significant change:**  
The project linked the producer group to sign contracts with service providers for inputs like veterinary drugs via check-off system. Therefore, members can get drugs on credit from the supplier as compared to the time before the project.
5. **Challenges:**  
Members of the group aspire to acquire improved breeds but they need to first establish a stable market for their milk. This may be overcome if ASAS Dairies Ltd. goes ahead to install a milk cooling tank in the area as it has indicated. The group is also thinking of how to overcome lack of feeds during the dry season, withdrawal of government vaccination campaigns against different diseases, and lack of certified service providers and drugs for livestock are also challenges.

## Producer organization summary data for Ulaya Kibaoni

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	4.00	21.05
Access to dairy inputs and services	16.00	2.00	12.50
Relationship with external environment	3.50	-	-
Member loyalty	10.00	2.00	20.00
<b>Total PO score</b>	<b>76.50</b>	<b>8.00</b>	<b>10.46</b>
<b>Stage</b>	<i>Stage I</i>		

### Stage intervals

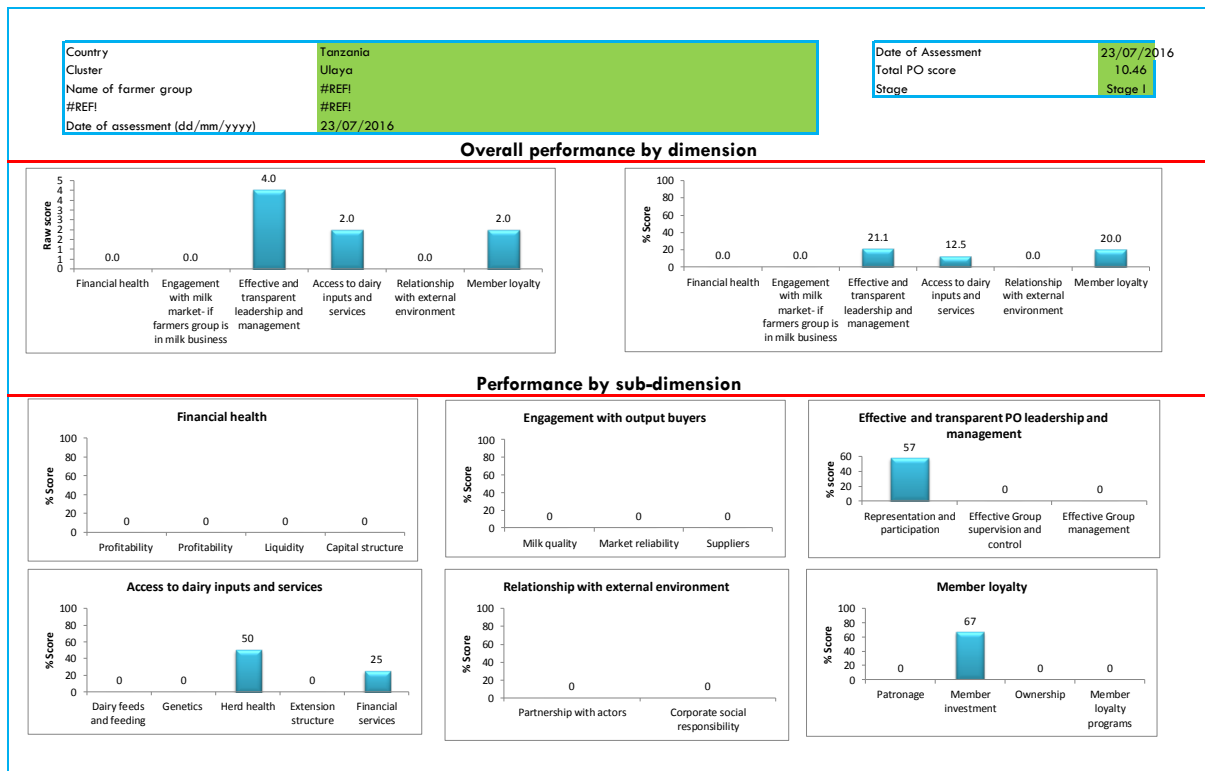
Stage	Score Range	PO Score
Stage I	0-20	10.46
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

### PO Summary data by sub-dimension

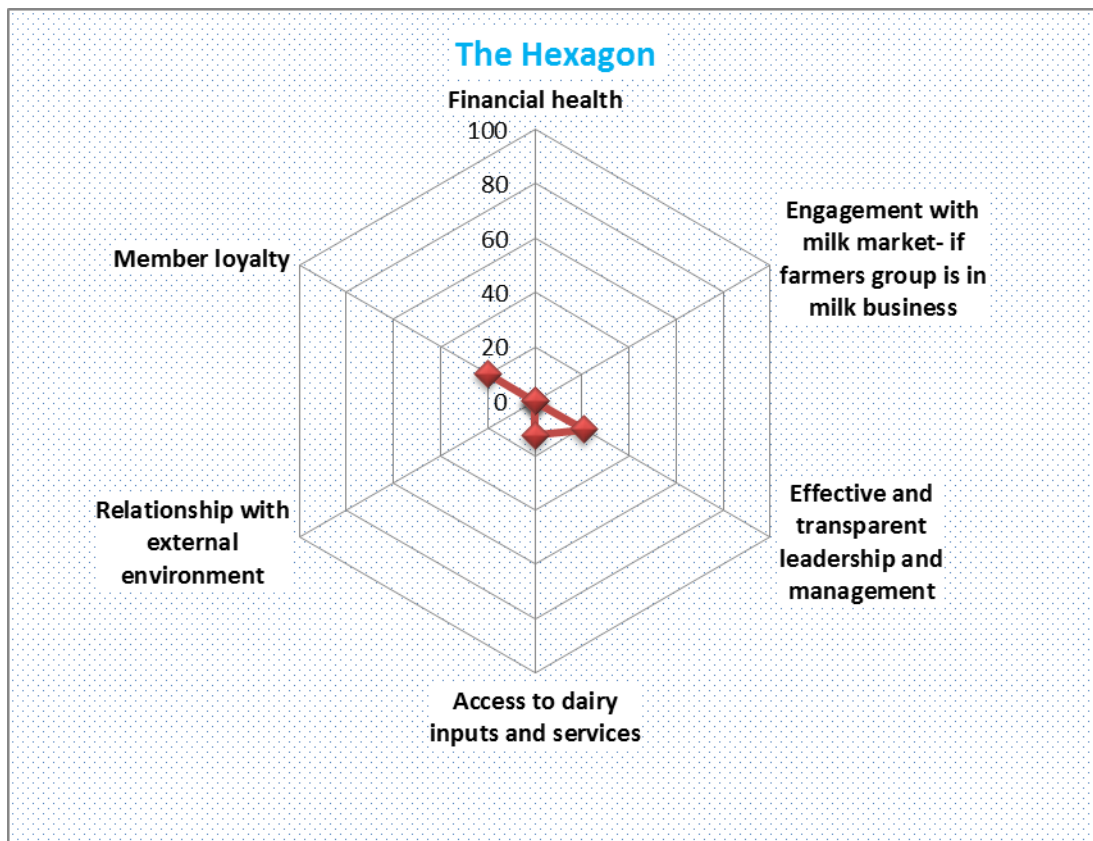
Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	4.00	57.14
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>4.00</b>	<b>21.05</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	-	-
	Genetics	2.00	-	-
	Herd health	2.00	1.00	50.00
	Extension structure	3.00	-	-
	Financial services	4.00	1.00	25.00
<b>Total</b>		<b>16.00</b>	<b>2.00</b>	<b>12.50</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	-	-
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	2.00	66.67
	Ownership	2.00	-	-
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>2.00</b>	<b>20.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>8.00</b>	<b>10.46</b>



## Producer organization analysis charts for Ulaya Kibaoni



## The hexagon for Ulaya Kibaoni producer group



## **Ihombwe Mfilisi farmer group**

1. This group also known as AMKA. It was registered on 8 October 2013, and assigned registration number MG/KLS/VU/954. It had 36 members (16 male, 20 female). Currently, the group has 50 members of whom 40 members are fully paid up.
2. The group received training on group development and entrepreneurship skills as identified during site-specific planning.
3. The group representatives have also had a tour to ASAS Dairies Ltd. for learning purposes and to explore a business linkage.
4. **Significant change:**  
After being in a group and receiving the trainings, the group managed to renovate one cattle dip tank in their village. The dip tank is currently being used to dip their cattle, hence reported reduction of incidence of animal diseases.
5. **Needs for follow up:**
  - a) The group needs improved breeds for high milk production once they have established a reliable market for their milk. They have also reported a shortage of grazing land and water.
  - b) Follow up with ASAS to install the cooling tank in the village as they have indicated.

## Producer organization summary data for Ihombwe Mfilisi

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	4.00	<b>40.00</b>
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	5.00	<b>26.32</b>
Access to dairy inputs and services	16.00	-	-
Relationship with external environment	3.50	1.50	<b>42.86</b>
Member loyalty	10.00	3.00	<b>30.00</b>
<b>Total PO score</b>	<b>76.50</b>	<b>13.50</b>	<b>17.65</b>
<b>Stage</b>	<i>Stage I</i>		

### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	<b>17.65</b>
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

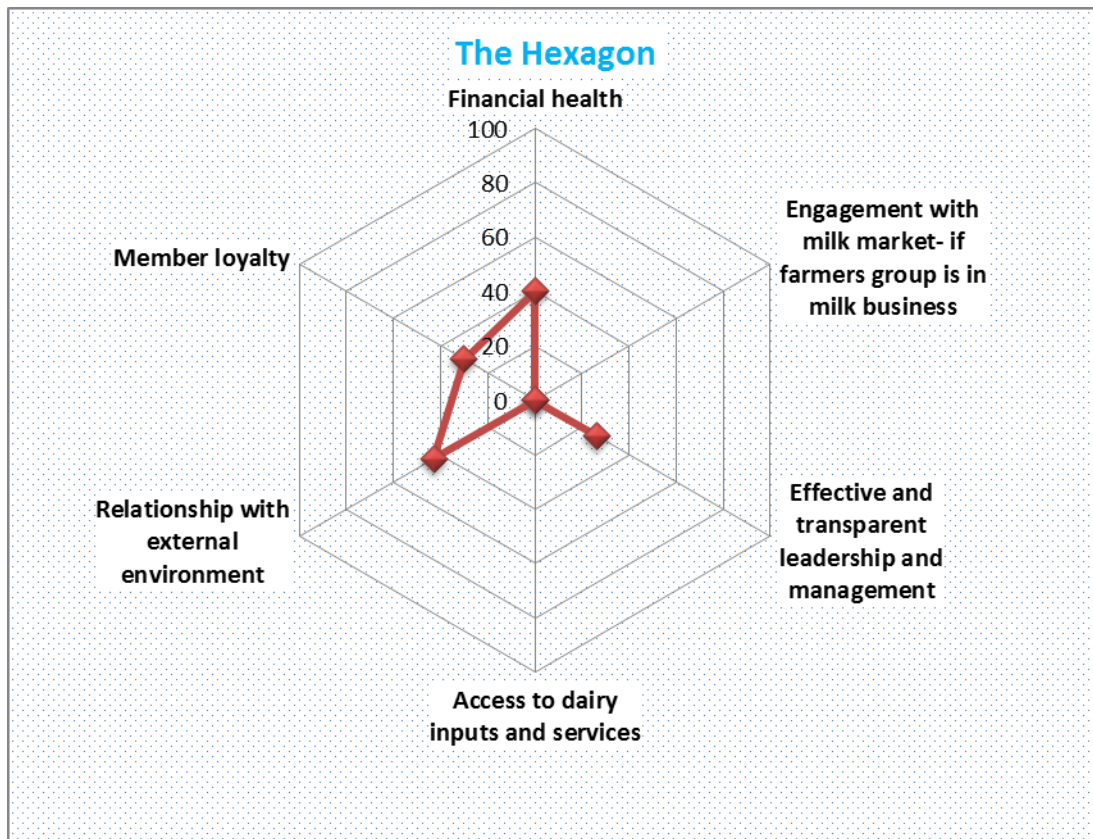
### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	1.00	33.33
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	3.00	100.00
<b>Total</b>		<b>10.00</b>	<b>4.00</b>	<b>40.00</b>
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	<b>-</b>	<b>-</b>
Effective and transparent leadership and management	Representation and participation	7.00	4.00	57.14
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	1.00	20.00
<b>Total</b>		<b>19.00</b>	<b>5.00</b>	<b>26.32</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	-	-
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	-	-
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	<b>-</b>	<b>-</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	1.50	100.00
<b>Total</b>		<b>3.50</b>	<b>1.50</b>	<b>42.86</b>
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	3.00	100.00
	Ownership	2.00	-	-
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>3.00</b>	<b>30.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>13.50</b>	<b>17.65</b>

## Producer organization analysis charts for Ihombwe Mfilisi



## The hexagon for Ihombwe Mfilisi producer group



## **Mbwade farmer group**

1. This group operates as a cooperative society, since its registration on 9 September 2012. Its registration number is registration number MGR/KLS/CBO/244. It has 77 members (40 male, 37 female). Out of the 77 members, 32 are below 36 years of age. All members have paid the registration fee.
2. The group identified scarcity of pasture during dry season, breeds, diseases, and milk techniques as the constraints during the site-specific planning facilitated by MoreMilkiT project. To address these constraints, the project trained the group members on animal husbandry including pasture establishment and preservation, breeds and breeding, diseases and disease control.
3. **Significant changes:**
  - a) After the training, the group members established a demo plot for pasture in an *olelili* (a protected area in wet season and being used to graze milking cows, young and sick during the dry season while others are moved away to look for pastures and water) where members access pasture seeds. This has improved the availability of milk for household use throughout the year.
  - b) After forming the group, the group members have started developing some business activities such as: men are fattening cattle for beef while women are engaging in poultry keeping. They have also started a savings and credit scheme.
4. **Challenges:**

Seasonality of milk production with low volumes of milk during dry season, high price of inputs, counterfeit inputs, and lack of a nearby place to bulk milk for collection especially during the wet season. Currently, livestock keepers in the area deliver milk individually to chillers at Kimamba.

## Producer organization summary data for Mbwade

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	7.00	<b>70.00</b>
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	8.00	<b>42.11</b>
Access to dairy inputs and services	16.00	1.00	<b>6.25</b>
Relationship with external environment	3.50	3.50	<b>100.00</b>
Member loyalty	10.00	7.00	<b>70.00</b>
<b>Total PO score</b>	<b>76.50</b>	<b>26.50</b>	<b>34.64</b>
<b>Stage</b>	<i>Stage II</i>		

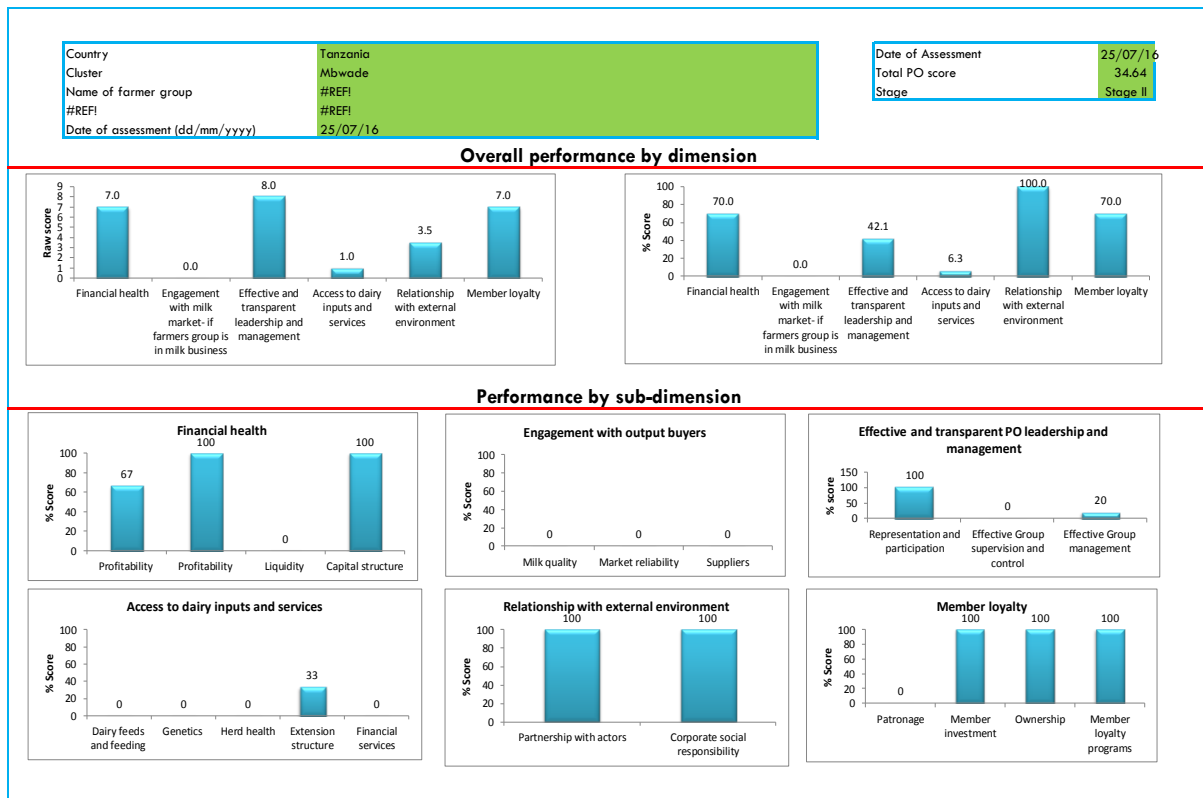
### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	
Stage II	21-40	<b>34.64</b>
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

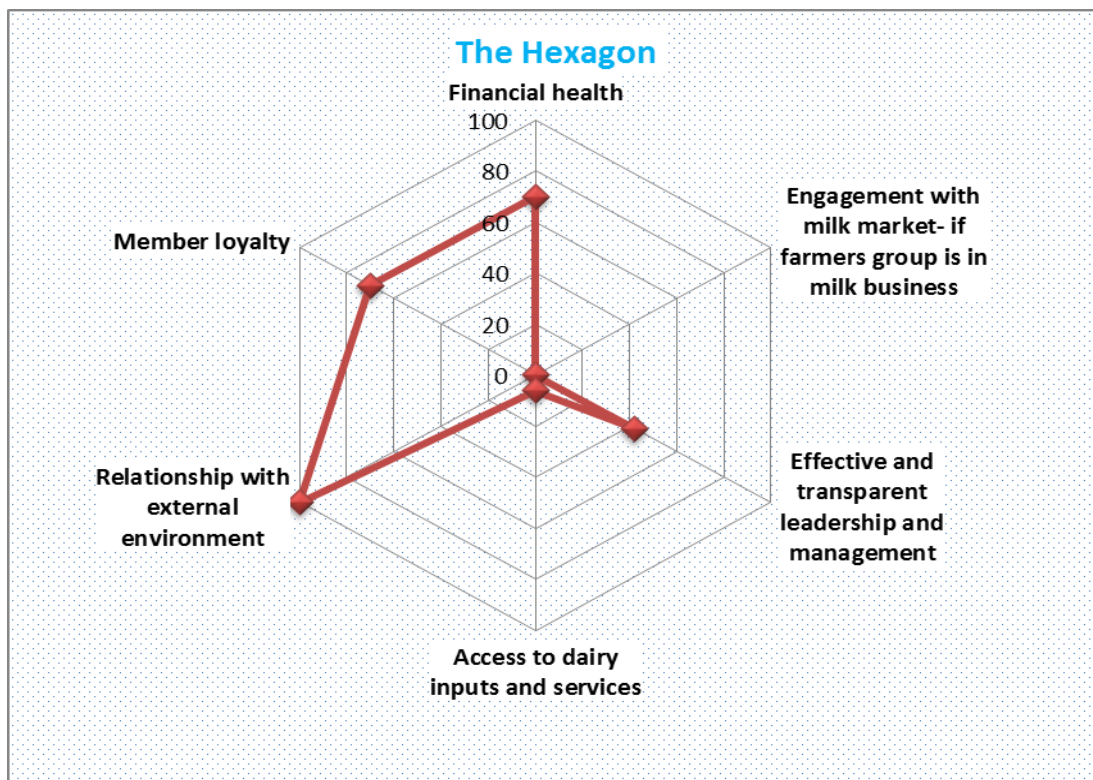
### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	2.00	66.67
	Profitability	2.00	2.00	100.00
	Liquidity	2.00	-	-
	Capital structure	3.00	3.00	100.00
<b>Total</b>		<b>10.00</b>	<b>7.00</b>	<b>70.00</b>
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	7.00	100.00
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	1.00	20.00
<b>Total</b>		<b>19.00</b>	<b>8.00</b>	<b>42.11</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	-	-
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	1.00	33.33
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	<b>1.00</b>	<b>6.25</b>
Relationship with external environment	Partnership with actors	2.00	2.00	100.00
	Corporate social responsibility	1.50	1.50	100.00
<b>Total</b>		<b>3.50</b>	<b>3.50</b>	<b>100.00</b>
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	3.00	100.00
	Ownership	2.00	2.00	100.00
	Member loyalty programs	2.00	2.00	100.00
<b>Total</b>		<b>10.00</b>	<b>7.00</b>	<b>70.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>26.50</b>	<b>34.64</b>

## Producer organization analysis charts for Mbwade



## The hexagon for Mbwade producer group



## **Madoto farmer group**

1. This group is also known as Ereto-Madoto group. It was registered on 8 June 2014, and assigned registration number MG/KLS/CBO/423. It had 38 members (26 male, 12 female). Currently, 21 members (3 male, 18 female) are active; the rest dropped out because their expectation that the project would give them dairy cattle was unmet.
2. During the site-specific planning, the group identified animal husbandry as a need. Thus, group members received training on animal husbandry, i.e. diseases and diseases control, pasture establishment and preservation, feeding, breeding and milking techniques, and group dynamics.
3. Men consider that women are the ones supposed to deal with milk therefore majority of group members are women.
4. Members sell milk to traders trained by the project on business planning who, they say, offer fair prices compared to the bulk milk collection centers available in the area.
5. **Significant changes**  
The group have:
  - a) initiated a goat-fattening project
  - b) started a savings and credit service
6. **Challenges:**
  - a) No check-off linkages established with service/input service providers
  - b) shortage of drinking water for cattle during dry season
  - c) unavailability of feeds
  - d) lack of improved breeds



## Producer organization summary data for Madoto

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	2.00	10.53
Access to dairy inputs and services	16.00	1.00	6.25
Relationship with external environment	3.50	-	-
Member loyalty	10.00	2.00	20.00
<b>Total PO score</b>	<b>76.50</b>	<b>5.00</b>	<b>6.54</b>
<b>Stage</b>	<i>Stage I</i>		

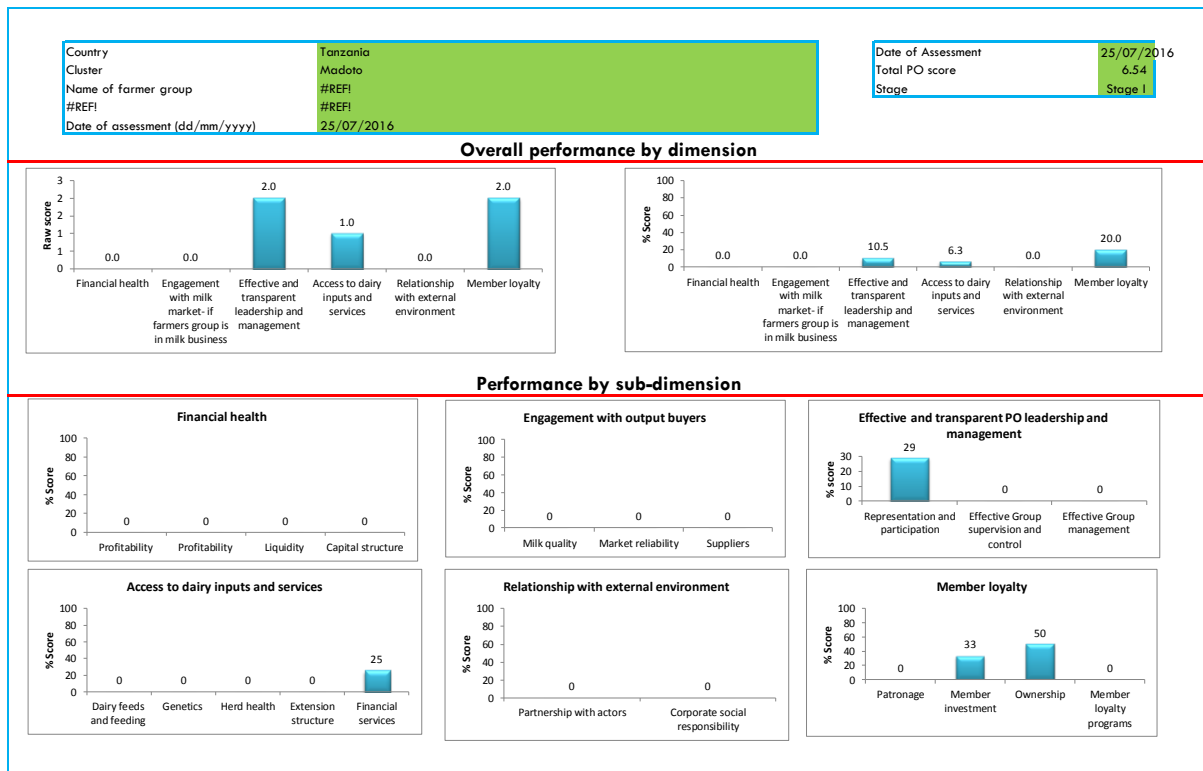
### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	6.54
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

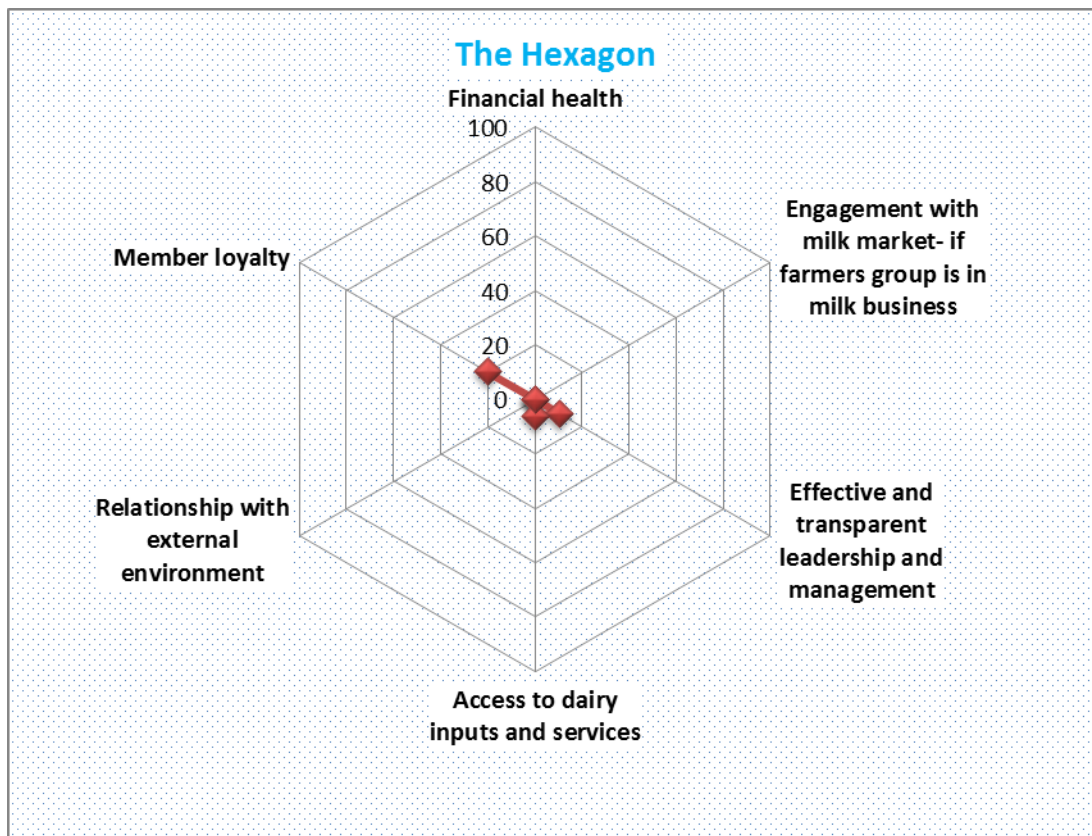
### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	2.00	28.57
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>2.00</b>	<b>10.53</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	-	-
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	-	-
	Financial services	4.00	1.00	25.00
<b>Total</b>		<b>16.00</b>	<b>1.00</b>	<b>6.25</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	-	-
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	1.00	33.33
	Ownership	2.00	1.00	50.00
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>2.00</b>	<b>20.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>5.00</b>	<b>6.54</b>

## Producer organization analysis charts for Madoto



## The hexagon for Madoto producer group



## **Twatwatwa farmer groups**

There are three 'Maziwa Zaidi groups' in the village.

### **(a) Engolon Emaa group**

1. This group was registered on 17 March 2014. Its registration number MG/KLS/CBO/418. It had 64 members (34 male, 30 female). Currently, the group has 30 active members (12 male, 18 female). The number decreased when the village was split, and the group was divided into two groups.
2. Members sell milk individually to traders, and obtain input service from Kilosa market, and in Morogoro town.
3. As per site-specific plan, the group received training on animal husbandry (that is cattle shed construction), breeds, feeding, diseases and diseases control, milking technique, and group dynamics.
4. **Challenge:**  
There are no service providers with whom contracts for check-off arrangements can be made.
5. **Need for follow up**  
Follow with milk processors to explore if a milk cooling and collection centre is viable in the area.

### **(b) Mapitinebo group**

1. This group emerged after some members who split from Engolon Emaa group moved to a new area. It was registered on 27 October 2015 and had 71 members (23 male, 48 female). It was assigned registration number MG/KLS/CBO/458.
2. Following the site-specific planning, the members identified animal husbandry knowledge as a major problem. The group therefore received training on: cattle shed construction, breeds, feeding, diseases and diseases control, and milking technique.
3. **Significant change:**  
The group is fattening cattle and selling for higher price. This has yielded TZS 200,000 for the group.
4. **Challenge:**  
The group is facing challenge in milk bulking because there is no cooling tank in the area. They are waiting for response from ASAS after initial contacts with the group and hope that the business will start.

### **(c) kordon group**

The group was registered on 2 February 2016. Its registration number is MG/KLS/CBO/0471. It has 67 members (15 male, 52 female).

**Need for follow up:**

The group needs to be linked with a market for selling their milk as well as a source for improved breeds.

## Producer organization summary data for Twatwatwa

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	4.00	21.05
Access to dairy inputs and services	16.00	1.00	6.25
Relationship with external environment	3.50	1.50	42.86
Member loyalty	10.00	1.00	10.00
<b>Total PO score</b>	<b>76.50</b>	<b>7.50</b>	<b>9.80</b>
<b>Stage</b>	<i>Stage I</i>		

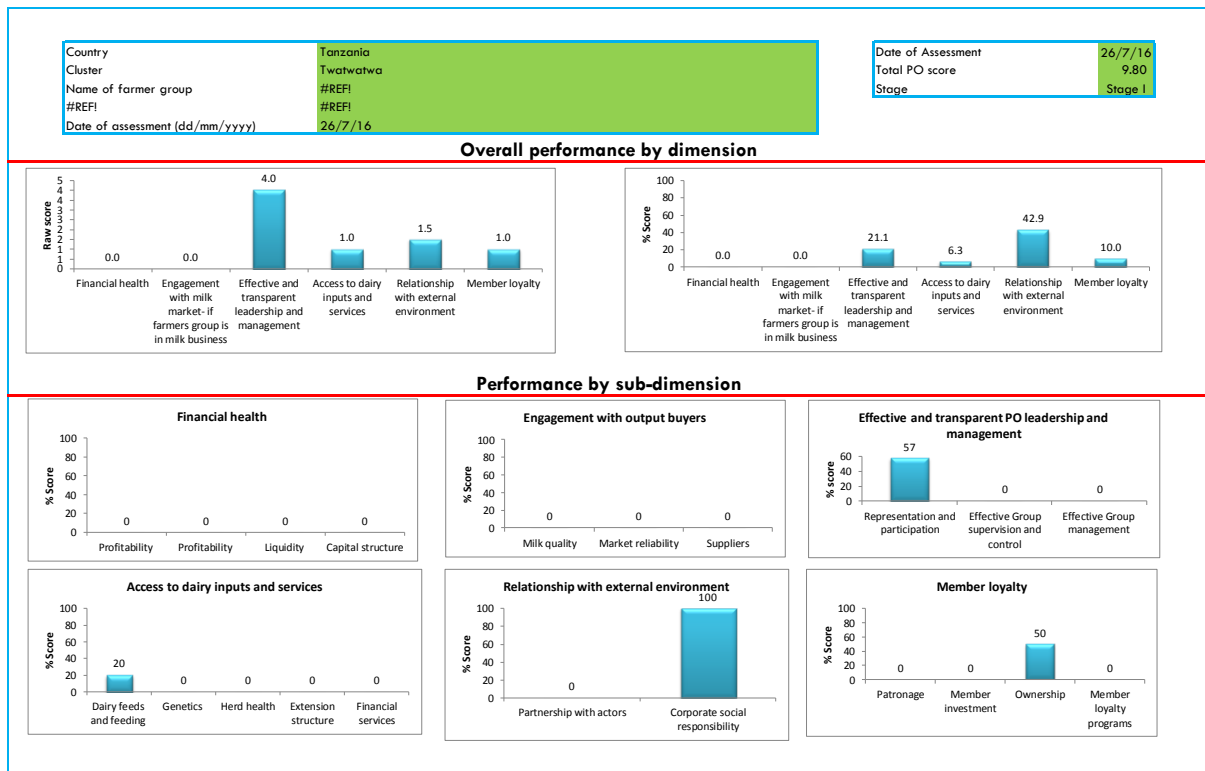
### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	9.80
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

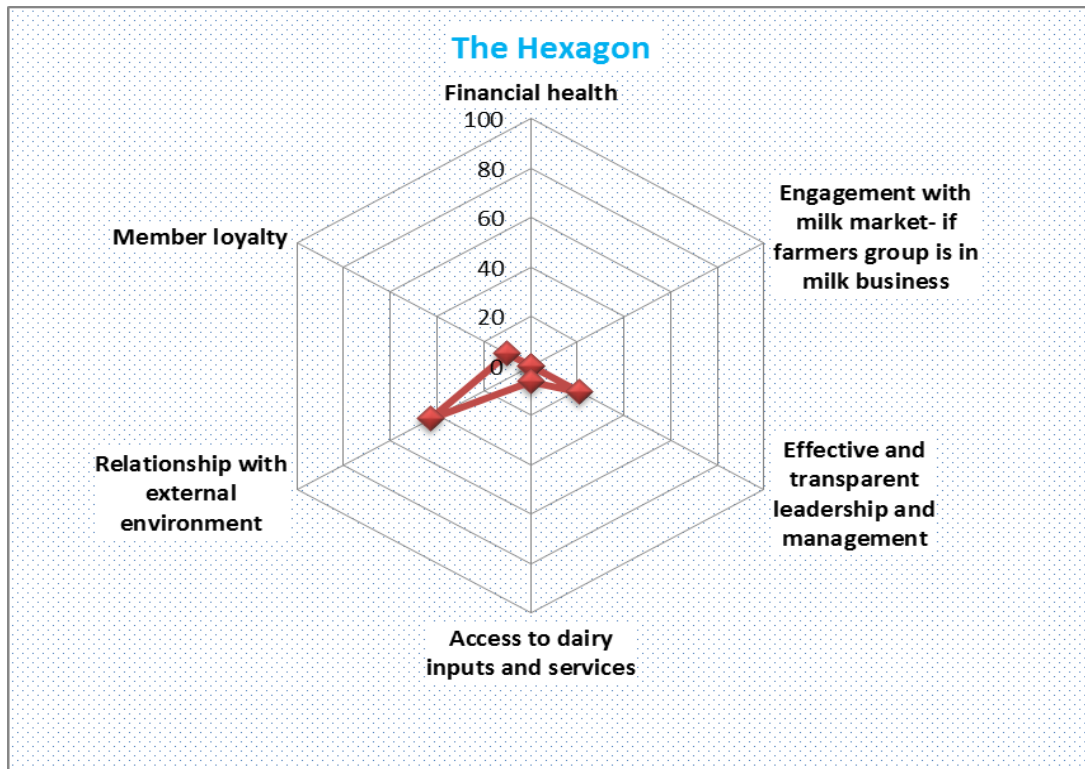
### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	4.00	57.14
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>4.00</b>	<b>21.05</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	1.00	20.00
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	-	-
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	<b>1.00</b>	<b>6.25</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	1.50	100.00
<b>Total</b>		<b>3.50</b>	<b>1.50</b>	<b>42.86</b>
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	-	-
	Ownership	2.00	1.00	50.00
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>1.00</b>	<b>10.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>7.50</b>	<b>9.80</b>

## Producer organization analysis charts for Twatwatwa



## The hexagon for Twatwatwa producer group



## Profiles of milk producer farmers in Mvomero district

### Manyinga farmer group

1. The group was assigned number MG/MVD/CBO/00257 on registration. It had 40 members (28 male, 12 female). It was registered on 5 February 5, 2014 with the support of the More MilkiT project.
2. The group operates as an innovation platform. It has several committees which visit members and advise them on various issues concerning animal management. The committee visit members every month, and they give feedback or a report during the meetings.
3. The group members sell milk individually in the area, with the project's assistance it has signed a contract with input service provider where group members can go and get service/inputs through a check off and required to pay not more than one month later.
4. **Significant changes:**  
Low knowledge on animal husbandry was identified as the constraints during site specific plans therefore the project conducted training to group members on animal husbandry as well as entrepreneurial skills.

"The trainings have been an eye opener to us because it has helped us gain knowledge on animal management which has led us to improve on the way we manage our animals." - Daniel Sanane

Not only that but also, through the facilitation from the project, the group has been linked with service providers where they get service on check off system and required to pay after one month.

5. **Challenges:**  
The group members believe that availability of improved breeds, together with knowledge acquired on animal husbandry, will make them improve the productivity and enable them to manage milk bulking.
6. **Need for follow up:**  
Therefore, the group is asking for support to get improved breed through loans. The group also requested for feedback after research activities.

## Producer organization summary data for Manyinga

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	5.00	26.32
Access to dairy inputs and services	16.00	7.00	43.75
Relationship with external environment	3.50	-	-
Member loyalty	10.00	3.00	30.00
<b>Total PO score</b>	<b>76.50</b>	<b>15.00</b>	<b>19.61</b>
<b>Stage</b>	<i>Stage I</i>		

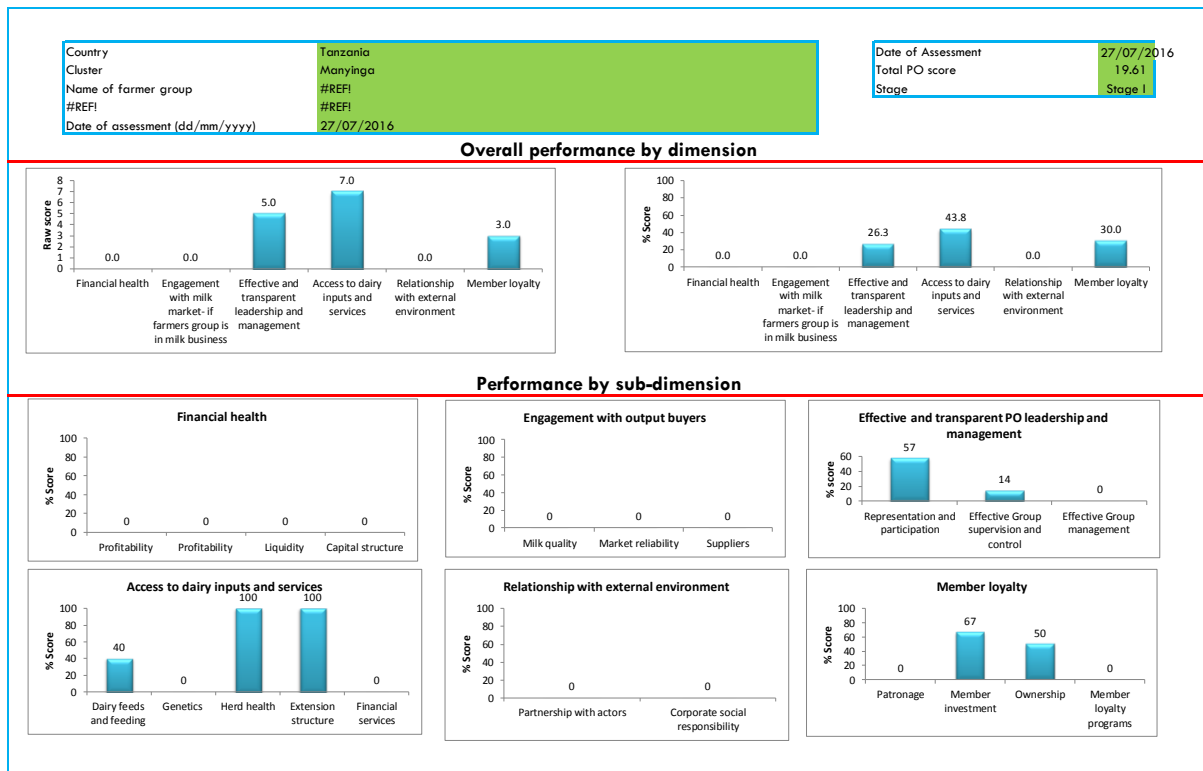
### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	19.61
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

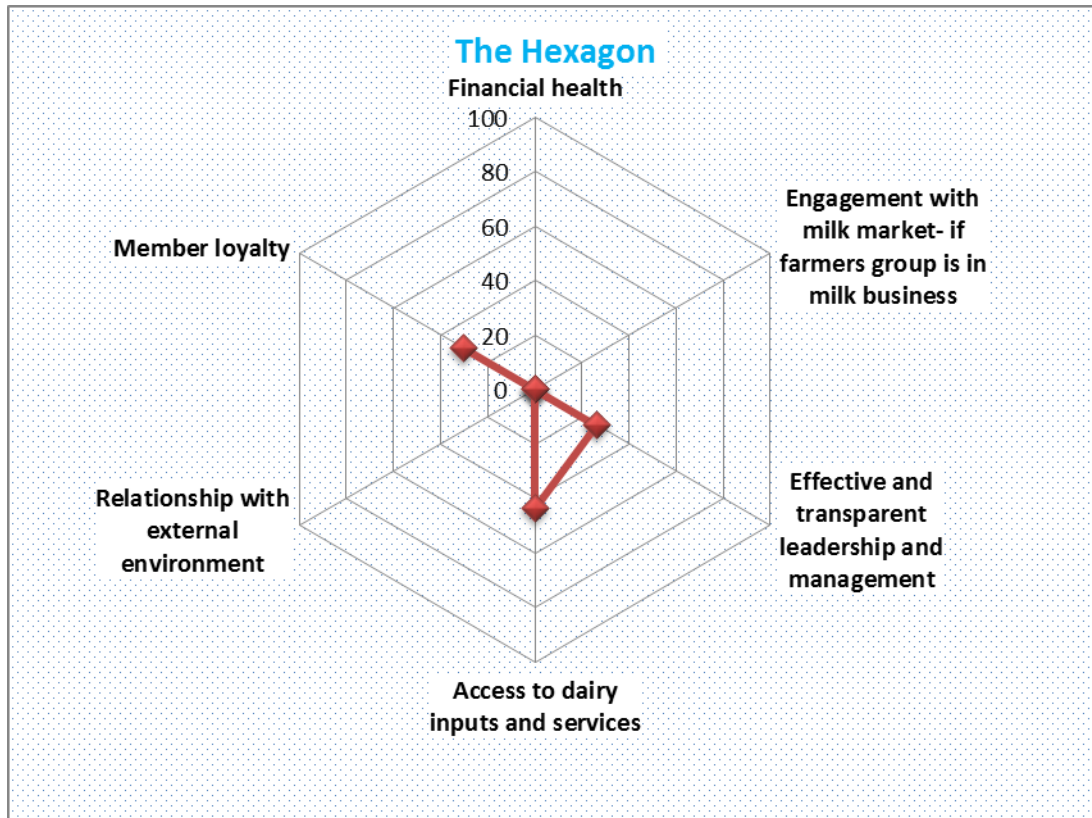
### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	4.00	57.14
	Effective Group supervision and control	7.00	1.00	14.29
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>5.00</b>	<b>26.32</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	2.00	40.00
	Genetics	2.00	-	-
	Herd health	2.00	2.00	100.00
	Extension structure	3.00	3.00	100.00
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	<b>7.00</b>	<b>43.75</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	-	-
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	2.00	66.67
	Ownership	2.00	1.00	50.00
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>3.00</b>	<b>30.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>15.00</b>	<b>19.61</b>

## Producer organization analysis charts for Manyinga



## The hexagon for Manyinga producer group





## MANGAE FARMER GROUP

1. This group is also known as Emaa Mangae group. It was registered on 27 March 2014. Its registration number is MG/MVDC/CBO/00267. It had 59 members (25 male, 34 female). Women hold four out of five leadership positions. Only the chairperson is a man.
2. Currently, the group has 71 members (11 male, 60 female). The members attribute the increase in milk production to training received from the project on animal husbandry.
3. During site, specific plan the group identified lack of improved breeds and pasture establishment and preservation as the constraints in dairying. Thus, the project conducted training on pasture establishment and preservation. Some group members are preserving pasture through *olelili* (preserving pasture in an enclosure near the homestead) which is used during dry season. They also received training on entrepreneurship skills and group dynamics.
4. **Significant change:**  
Before the training on pasture preservation group members had a challenge of milk availability at house hold level during the dry season because all of cows were taken to far place to look for water and pasture. However, after the training on pasture preservation they started making *olelili* where pastures are preserved to be used during the dry season and a now able to leave more cattle behind.
5. **Challenge:**  
Securing a market for their milk. This is among the groups that are expecting to engage with ASAS Dairies Ltd. to install a milk bulking and collection centre.
6. **Need for follow up:**  
The group members were requesting assistance with following up with ASAS Dairies Ltd. to start business with the group.

## Producer organization summary data for Mangae

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	4.00	21.05
Access to dairy inputs and services	16.00	2.00	12.50
Relationship with external environment	3.50	-	-
Member loyalty	10.00	1.50	15.00
<b>Total PO score</b>	<b>76.50</b>	<b>7.50</b>	<b>9.80</b>
<b>Stage</b>	<i>Stage I</i>		

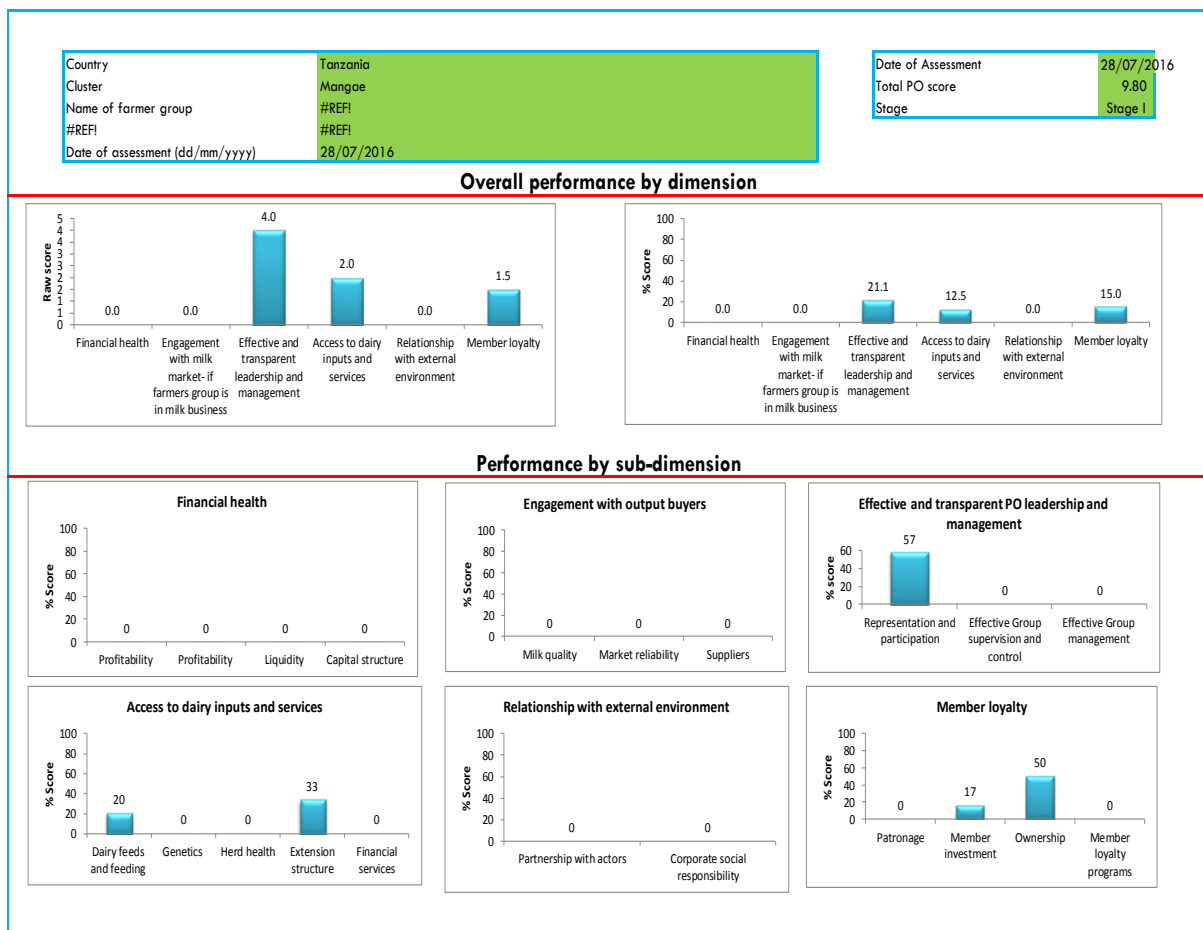
### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	9.80
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

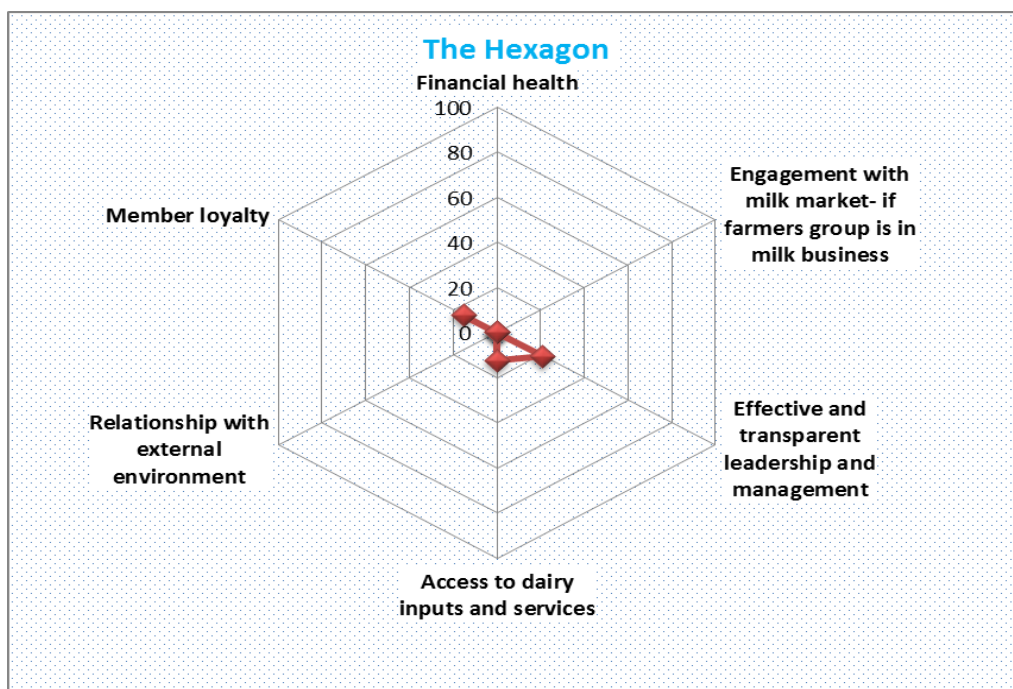
### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	4.00	57.14
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>4.00</b>	<b>21.05</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	1.00	20.00
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	1.00	33.33
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	<b>2.00</b>	<b>12.50</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	-	-
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	0.50	16.67
	Ownership	2.00	1.00	50.00
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>1.50</b>	<b>15.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>7.50</b>	<b>9.80</b>

## Producer organization analysis charts for Mangae



## The hexagon for Mangae producer group



## **Wami Luhindo farmer group**

1. The group was registered on 12 June 2014, and assigned registration number MG/MVDC/CBO/00270. It had 30 members (13 male, 17 female). All group members have paid their registration fee. The group has a bank account.
2. During site-specific planning the group identified low knowledge on animal husbandry as the constraints towards livestock keeping. Therefore, the project responded by training group members on animal husbandry especially on pasture establishment and preservation, breeds and breeding, as well as feeding as per members' request.
3. The group members sell milk individually at Wami Dakawa township.
4. **Significant change:**  
Group members have utilized knowledge on animal husbandry as some members have bought improved breeds and some are preserving pasture in *olelili* for use during the dry seasons.
5. **Challenge:**  
Lack of water for livestock which makes it difficult for those wishing to keep improved cattle to do so, because such cattle cannot walk long distances in search of drinking water and pastures during the dry season.

## Producer organization summary data for Wami Luhindo

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	2.00	10.53
Access to dairy inputs and services	16.00	1.00	6.25
Relationship with external environment	3.50	-	-
Member loyalty	10.00	3.00	30.00
<b>Total PO score</b>	<b>76.50</b>	<b>6.00</b>	<b>7.84</b>
<b>Stage</b>	<i>Stage I</i>		

### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	7.84
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

### PO Summary data by sub-dimension

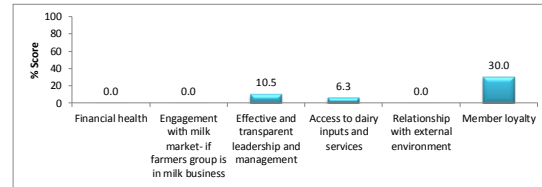
Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	2.00	28.57
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>2.00</b>	<b>10.53</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	1.00	20.00
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	-	-
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	<b>1.00</b>	<b>6.25</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	-	-
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	3.00	100.00
	Ownership	2.00	-	-
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>3.00</b>	<b>30.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>6.00</b>	<b>7.84</b>

## Producer organization analysis charts for Wami Luhindo

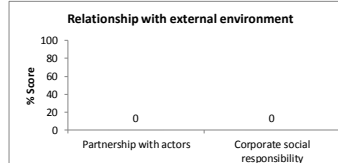
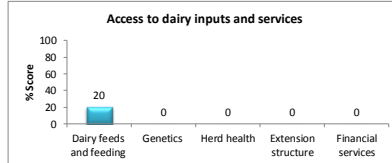
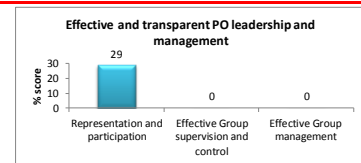
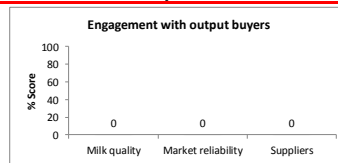
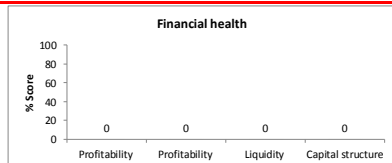
Country	Tanzania
Cluster	Wami Luhindo
Name of farmer group	#REF!
#REF!	#REF!
Date of assessment (dd/mm/yyyy)	29/07/2016

Date of Assessment	29/07/2016
Total PO score	7.84
Stage	Stage I

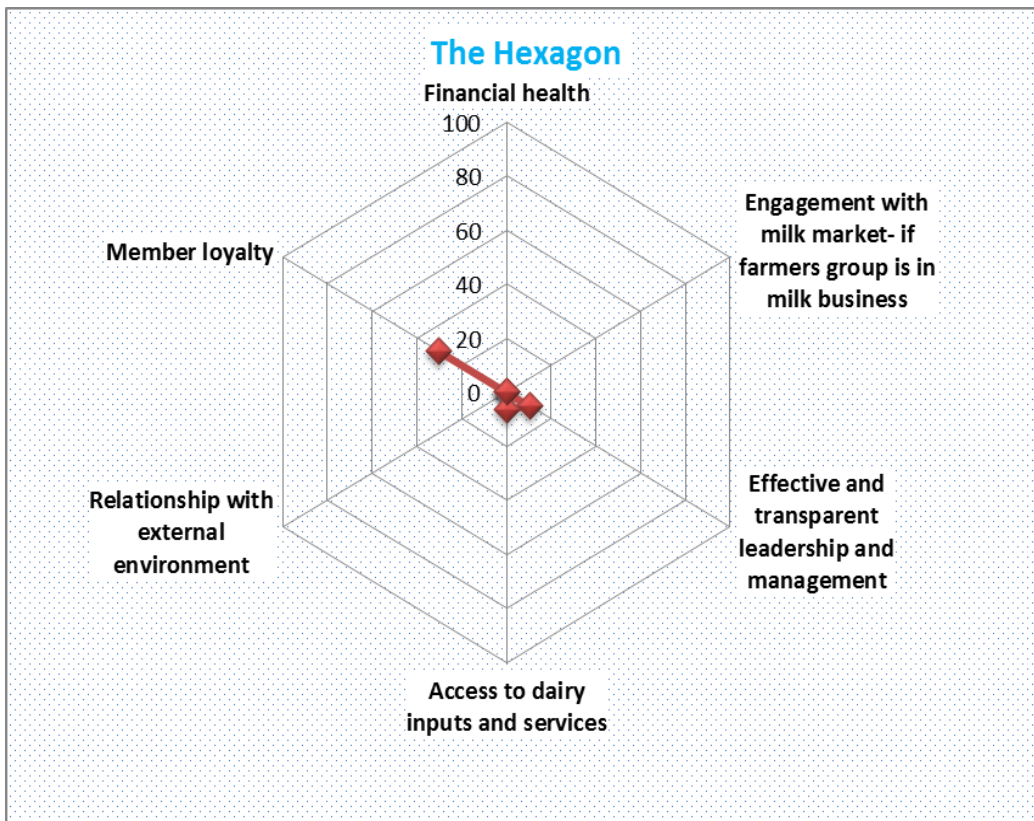
### Overall performance by dimension



### Performance by sub-dimension



## The hexagon for Wami Luhindo producer group



## Wami Dakawa farmers group

1. The Tenabo Kibaya group in Wami Dakawa village has 59 members (32 male, 27 female). Its registration number is MG/MVDC/CBO/00239. The group was formed by livestock keepers in collaboration with 'Maziwa Zaidi' in 2013 with the aim of improving production and marketing of milk and dairy products. One out of five leadership positions in group leadership is held by a woman.
2. The production system is predominantly extensive. There are many milk buyers in Wami Dakawa Village. Twenty-four of these traders have been trained on milk health quality control and certified by the Tanzania Dairy Board.
3. Other buyers in the village are Tanga Fresh and Desa (Tan Dairy Ltd.) who own chilling plants.
4. **Challenge:**  
The area experiences strong seasonal effects of rainfall that necessitate closure of these chilling plants for three to four months in a year. The seasonality is also associated with high fluctuation in farm gate price and milk collection centers where they range from TZS 500 to 740 per liter.
5. **Needs for follow-up:**  
Growing business linkages with service provider and check-off with milk traders on the following: provision of animal feeds (especially minerals), AI service (currently costing TZS 10,000 per service and purchase of fodder and forage seeds. The group is requested the training on animal husbandry.

## Producer organization summary data for Wami Dakawa

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	2.00	10.53
Access to dairy inputs and services	16.00	2.00	12.50
Relationship with external environment	3.50	-	-
Member loyalty	10.00	-	-
<b>Total PO score</b>	<b>76.50</b>	<b>4.00</b>	<b>5.23</b>
<b>Stage</b>	<i>Stage I</i>		

### Stage intervals

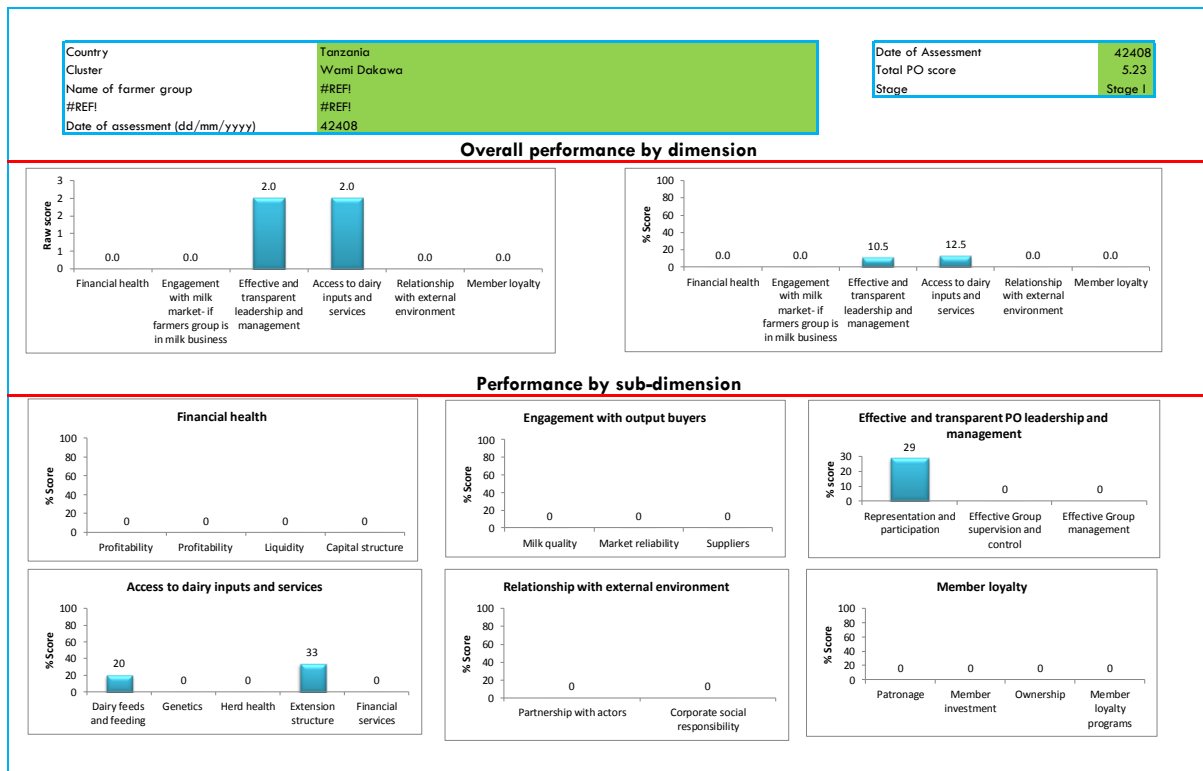
Stage	Score Range	PO Score
Stage I	0-20	5.23
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

### PO Summary data by sub-dimension

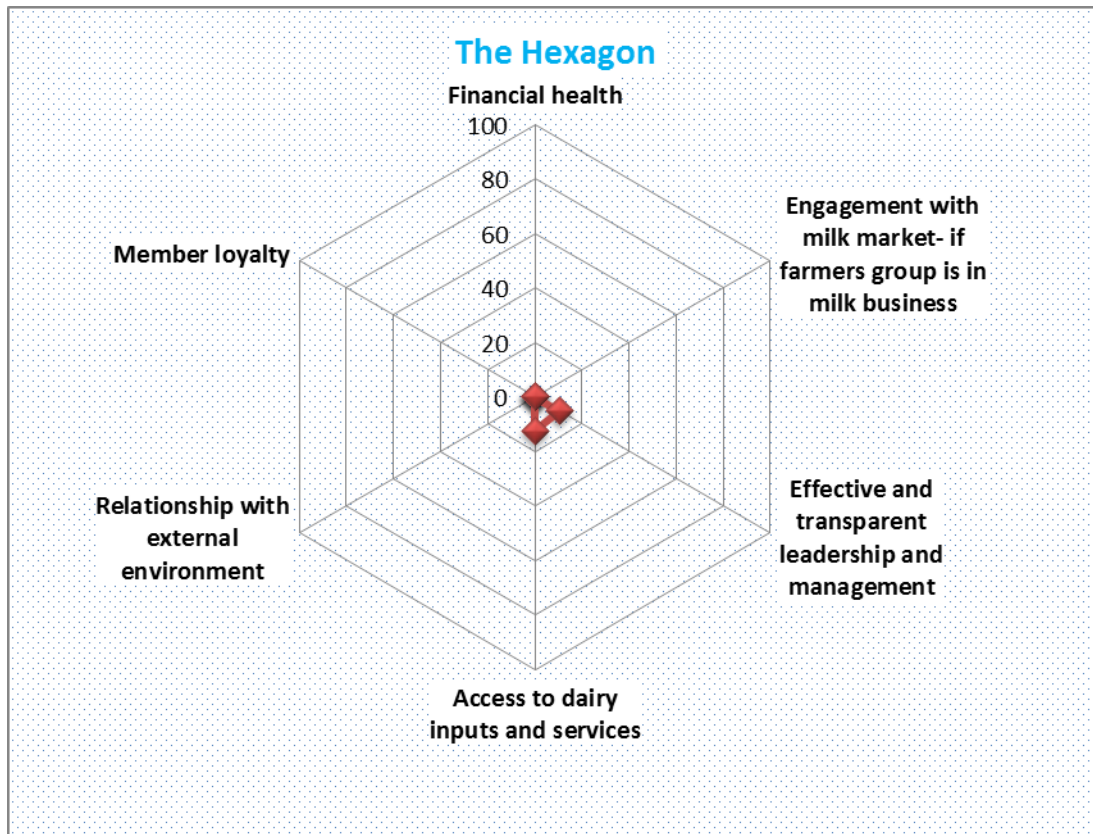
Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	2.00	28.57
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>2.00</b>	<b>10.53</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	1.00	20.00
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	1.00	33.33
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	<b>2.00</b>	<b>12.50</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	-	-
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	-	-
	Ownership	2.00	-	-
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
<b>PO Total</b>		<b>76.50</b>	<b>4.00</b>	<b>5.23</b>



## Producer organization analysis charts for Wami Dakawa



## The hexagon for Wami Dakawa producer group



## **Kambala farmer group**

1. The group was registered with the assistance of 'Maziwa Zaidi' on 22 May 2014. Its registration number is MG/MVDC/CBO/00286. It has 45 members (23 male, 22 female). The aim of the group is to increase the volume of milk through good animal management and collective marketing.
2. During site-specific planning the group identified low knowledge on animal husbandry especially on housing, disease control, feeding, and breeding, calf rearing and milking techniques as the constraints towards milk production. However, they have not yet received this training because of a shift in the project focus following mid-term review.
3. The group members have been trained on group development and entrepreneurship skills in line with the shift in project focus. The group has utilized this knowledge on entrepreneurship by reviving the chilling plant in their area which was left by Shambani milk graduates.
4. **Challenge:** The main challenge facing the business is low volume of milk during the dry season.
5. **Significant Change**  
Following the formation and training of group on group dynamics, the group members collectively bulking 1,500 liters of milk in a dry season and 2000 liters in wet season and selling it to Dar Fresh on a daily basis.
6. **Need for follow up:**  
The group is still requesting for the training on animal husbandry.

## Producer organization summary data for Kambala

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	4.00	21.05
Access to dairy inputs and services	16.00	1.00	6.25
Relationship with external environment	3.50	1.50	42.86
Member loyalty	10.00	2.00	20.00
<b>Total PO score</b>	<b>76.50</b>	<b>8.50</b>	<b>11.11</b>
<b>Stage</b>	<i>Stage I</i>		

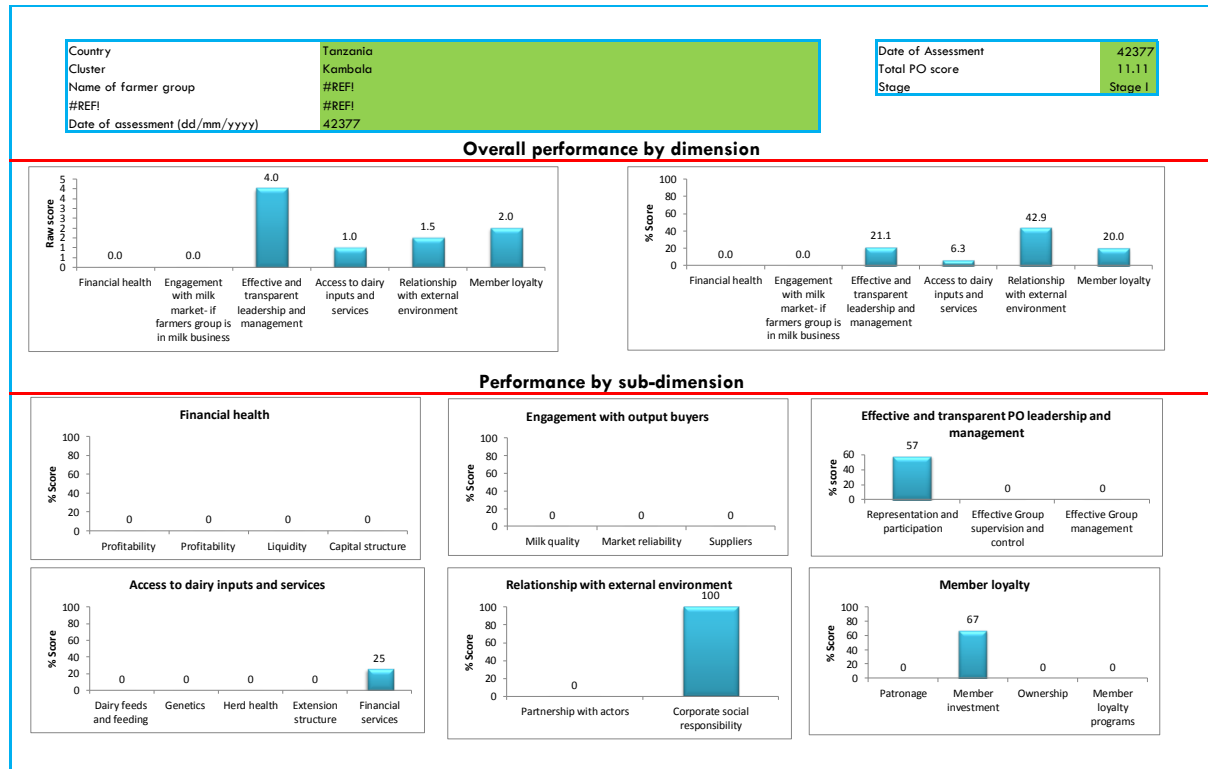
### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	11.11
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

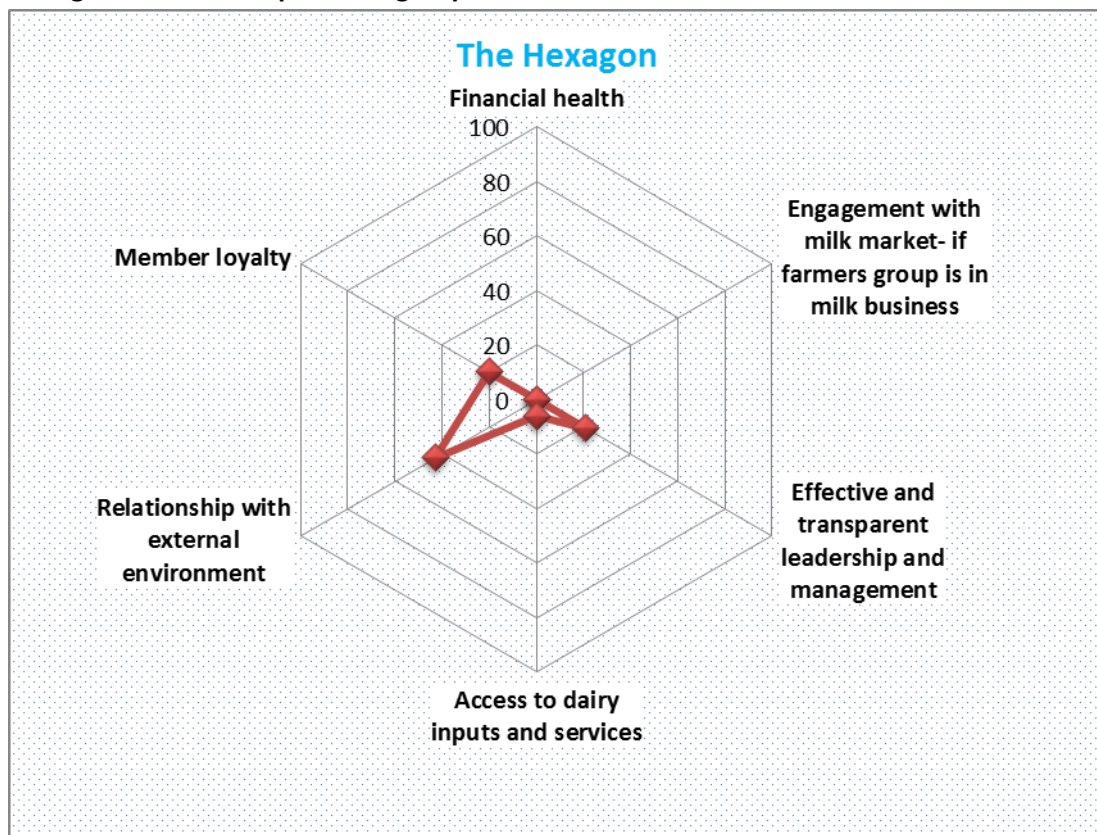
### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	4.00	57.14
	Effective Group supervision and control	7.00	-	-
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>4.00</b>	<b>21.05</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	-	-
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	-	-
	Financial services	4.00	1.00	25.00
<b>Total</b>		<b>16.00</b>	<b>1.00</b>	<b>6.25</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	1.50	100.00
<b>Total</b>		<b>3.50</b>	<b>1.50</b>	<b>42.86</b>
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	2.00	66.67
	Ownership	2.00	-	-
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>2.00</b>	<b>20.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>8.50</b>	<b>11.11</b>

## Producer organization analysis charts for Kambala



## The hexagon for Kambala producer group



## **Wami Sokoine farmer group**

1. This group was registered on 24 April 2014 with registration number MG/MVDC/CBO/00323. The group was formed with the intention of training members on animal husbandry and searching for milk market in the wet season. The group has 30 active members (18 male, 12 female).
2. The group identified low knowledge on animal husbandry, especially on feeds and feeding, breeds and breeding, diseases and disease control, and pasture establishment and preservation, as the constraints towards milk production. The group did not receive any trainings because they were demanding to be paid allowances, a demand that was against the principles of engagement by the project.
3. The group members sell milk individually, and they have various committees which deal with various issues in the group.
4. Within the village there is a pasture demo plot established where farmers are getting pasture seeds for planting in their *olelili* to feed calves and milking cows that remains at home during the dry season when other cattle are taken away from home searching for water and pastures.
5. **Significant change**  
During the site-specific planning the group identified low knowledge on animal husbandry as a constraint. However, this issue was addressed, as explained above.
6. **Challenge**  
Despite the initiative of preserving pasture, there is still a pasture problem in the area which causes them to migrate during the drought in search of pasture and water. Seasonal milk production and lack of a market for selling milk, and lack of improved breed are other challenges facing the group.
7. **Need for follow-up**  
Training on animal husbandry especially breeding and breed improvement, calf rearing, disease and disease control.

## Producer organization summary data for Wami Sokoine

### PO Summary data by dimension

Dimension	Maximum score	PO score	Percentage score
Financial health	10.00	-	-
Engagement with milk market- if farmers group is in milk business	18.00	-	-
Effective and transparent leadership and management	19.00	5.00	<b>26.32</b>
Access to dairy inputs and services	16.00	1.00	<b>6.25</b>
Relationship with external environment	3.50	-	-
Member loyalty	10.00	2.00	<b>20.00</b>
<b>Total PO score</b>	<b>76.50</b>	<b>8.00</b>	<b>10.46</b>
<b>Stage</b>	<i>Stage I</i>		

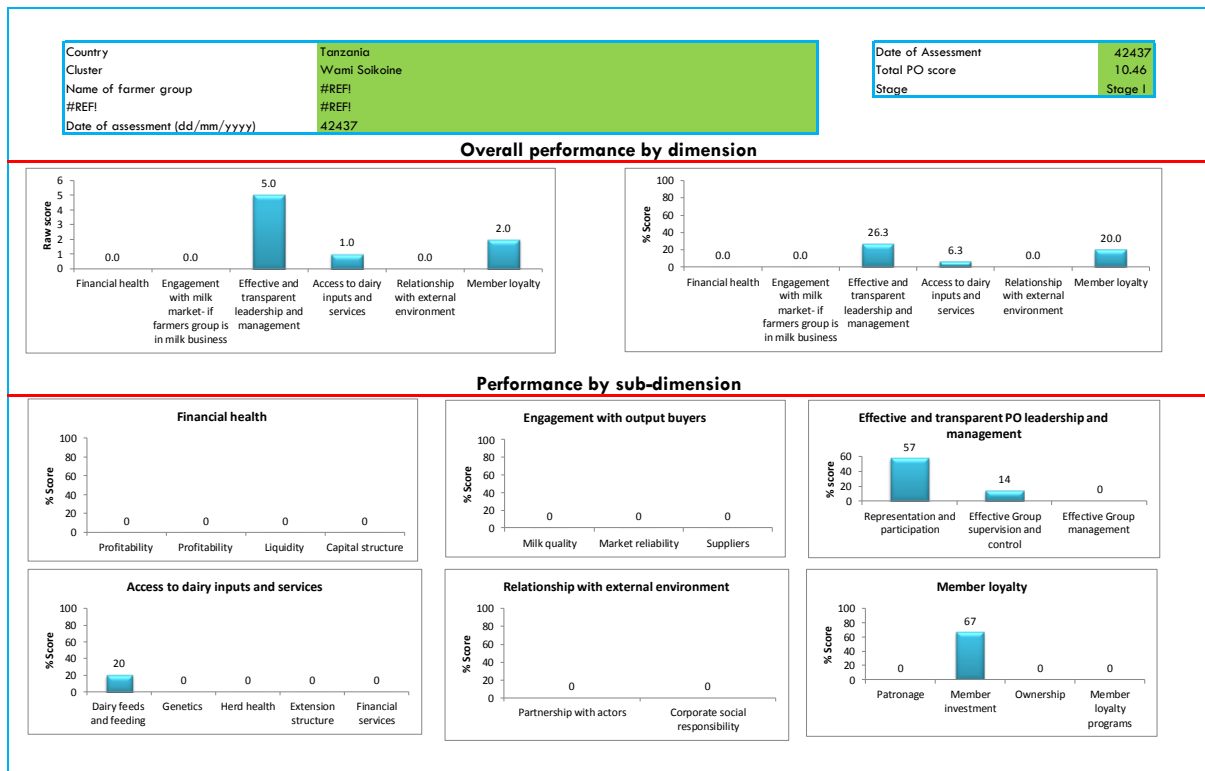
### Stage intervals

Stage	Score Range	PO Score
Stage I	0-20	<b>10.46</b>
Stage II	21-40	
Stage III	41-60	
Stage IV	61-80	
Stage V	81-100	

### PO Summary data by sub-dimension

Dimension	Sub-dimension	Maximum score	PO Score	Percent score
Financial health	Profitability	3.00	-	-
	Profitability	2.00	-	-
	Liquidity	2.00	-	-
	Capital structure	3.00	-	-
<b>Total</b>		<b>10.00</b>	-	-
Engagement with milk market- if farmers group is in milk business	Milk quality	3.00	-	-
	Market reliability	7.00	-	-
	Suppliers	8.00	-	-
<b>Total</b>		<b>18.00</b>	-	-
Effective and transparent leadership and management	Representation and participation	7.00	4.00	57.14
	Effective Group supervision and control	7.00	1.00	14.29
	Effective Group management	5.00	-	-
<b>Total</b>		<b>19.00</b>	<b>5.00</b>	<b>26.32</b>
Access to dairy inputs and services	Dairy feeds and feeding	5.00	1.00	20.00
	Genetics	2.00	-	-
	Herd health	2.00	-	-
	Extension structure	3.00	-	-
	Financial services	4.00	-	-
<b>Total</b>		<b>16.00</b>	<b>1.00</b>	<b>6.25</b>
Relationship with external environment	Partnership with actors	2.00	-	-
	Corporate social responsibility	1.50	-	-
<b>Total</b>		<b>3.50</b>	-	-
Member loyalty	Patronage	3.00	-	-
	Member investment	3.00	2.00	66.67
	Ownership	2.00	-	-
	Member loyalty programs	2.00	-	-
<b>Total</b>		<b>10.00</b>	<b>2.00</b>	<b>20.00</b>
<b>PO Total</b>		<b>76.50</b>	<b>8.00</b>	<b>10.46</b>

## Producer organization analysis charts for Wami Sokoine



## The hexagon for Wami Sokoine producer group

