

## THE DAIRY VALUE CHAIN – KISORO DISTRICT IN UGANDA

### ANSWERS TO THE QUESTIONS:

#### How business services were made more accessible through your programme?

➤ **Access to Market:**

- Facilitated market linkage to processing plant through an MOU amongst 4 stakeholders
- Assisted in the establishment of the milk collection centre with milk cooler and contribution to the purchase of a milk truck
- Linkage to private sector to assist technical management of the collection centre and purchase all the milk

➤ **Access to Financial Credit:**

- Milk bi-monthly payments done in the bank, regular payments increased farmers' creditworthiness
- Also records of milk supplies at the collection centre are considered indicative of one's capacity to pay back loaned money
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➤ **Access to Market Information**

- Trained Information Board Managers in receiving and disseminating information profitably

➤ **Access to extension services:**

- Trained a number of Community Based Facilitators to enhance veterinary extension services in the area
- Linkage to other development partners like AFRISA enhanced knowledge in farming as a business; improved pastures; improved breeds

➤ **Access to input Credit:**

- Farmers' cooperative subsequently started a Veterinary Drug shop on their own, and the processing plant also confidently gave input credit with deductions being made at the payment time
- Creation of the revolving fund; every six months some dairy animals are purchased from this fund and distributed to members.

## **What challenges were overcome?**

### ➤ **Low milk prices:**

- Immediately the market linkage was complete, the milk price doubled at the collection centre and tripled elsewhere in the community; this motivated even the youth to embrace the enterprise
- Women and youth with one or two animal producing a few litres were also able to sell their milk at the collection centre and consequently paid through their bank accounts, thus improved on their credit worthiness

### ➤ **Animal Mortality reduced:**

- The training of Community Based Facilitators in basic veterinary services helped reduce on incidents of animal mortality, since extension services were now more accessible;
- For Community Based Facilitators (majorly youths) this has been a job creator in a way; a small fee is normally charged for each visit
- Access to credit also improved

### ➤ **Dairy animals made affordable for the poor – esp. women and youths:**

- Revolving fund; this assisted farmers especially women and the youth who initially could not afford the animals on their own
- Access to credit also contributed to the affordability

## **How could utilizing SSC benefit your initiative?**

### ➤ **Technical Capacity Building:**

- Business skills and governance for cooperatives
- Technical capacity in AI
- Further build on skills for Community Based Facilitators

### ➤ **Infrastructure Capacity:**

- Equip the cooperatives for cottage processing especially
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### ➤ **Enterprise expansion:**

- Support to individuals to increasing milk production; capacity of the processing plant is 40,000 litres per day
- Support general upscaling of the good practices