



EAST AFRICA DAIRY DEVELOPMENT NEWS

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

**SPECIAL
Edition**

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*Commissioning of Lelan Highland Dairies Limited
& Kabiyet Dairies Company Limited*



EADD Today

The Journey of a Thousand Miles Begun with One Step...

Livestock and Agriculture Ministers' Commission milk chilling plant in Kibiyet District



Minister for Livestock, Hon. Mohammed Abdi Kuti unveiling the plaque at Kibiyet Dairies Company Limited



"This is the fastest growing development initiative I have ever been involved in. And today, you are even talking of 9,100 kilograms of milk...I am excited, the EADD team is so excited and we are excited more to see the government... I believe in public private sector relationships for sustainable rural development. No one person can do it. We will do it together." Dr. Sahr Lebbie, Heifer International Vice President for Africa Program

Kibiyet Dairies Limited, the long awaited gizmo for collecting, bulking, chilling and selling of raw milk was commissioned in a colourful event presided by the Minister of Livestock, Hon. Dr. Mohammed A. Kuti and assisted by Minister of Agriculture, Hon. William Ruto.

The entire community of Kibiyet District gathered in thousands to witness the celebration of this great achievement in the dairy industry. Despite the delay in the arrival of the guest of honour, residents sat anxiously albeit the scorching sun eagerly waiting to witness the marking of a historic moment in their community. Their journey of a thousand miles had just begun for them.

Dignitaries including Permanent Secretary in the Ministry of Livestock, Heifer International Africa Program, Dr. Sahr Lebbie, area Member of Parliament Hon. Koech, Sigor Member of Parliament, District Commissioner, Chairman of New Kenya Cooperative Creameries (NKCC), and Managing Director NKCC amongst many more dignitaries were in attendance.

Minister for Livestock, Hon. Dr. Mohammed Kutu, applauded the donor, Bill and Melinda Gates Foundation for the implementation of the dairy project in Kenya in particular and the East Africa Region in general. He assured the farmers that his Ministry will continue to work with EADD with an aim of improving the livelihood of the country's Dairy farmers by getting good milk prices', especially for the small scale farmers.

The Minister challenged the project to attempt to address the issue of unreliable feeds during the dry seasons by building the capacity of farmers in terms of feed conservation techniques and use of farm by products during the dry season.

Raising his concerns on the cost and accessibility of Artificial Insemination services particularly after the privatization of these services in Kenya which limits the use of the service to farmers, the Minister had this to say, "This is leading to poor quality dairy cows, especially to the small scale farmers. It is important for EADD to support the cooperatives and private veterinarians to start their own AI services in order to lower the cost and at the same time provide access to the services."

In his concluding remarks, the Minister promised four full government scholarships of members of the Kibiyet community on Animal Health training. In addition, he ordered the posting of two additional extension workers to Kibiyet District.



The Minister for Agriculture, Hon. William Ruto thanked EADD project for the facilitation in setting up Kibiyet Dairies Company Limited. "The cooler is a milestone in the Ministry of Agriculture and in Kenya to alleviate poverty ensuring that farmers get the best services." Added Ruto

"We do not want this milk cooler to belong to the processors but rather owned by the dairy farmers. The farmers should negotiate for better prices by seeking the best offers from the highest bidder. This is business and in business there is no room for friendship." Ruto insisted and further added on. "The facilitators of this project have given us a great tool for empowerment so that the dairy farmers can get the competitive price for their products."

"If the price of water is around Kshs.80 per litre, how can a litre of milk cost Kshs. 20? Yet for milk to be found, the cow has to be well fed, use Artificial Insemination, salt lick, dairy meal, taken to the dip and also milked. Can all this work really cost Kshs. 20? Why should the price of water cost more than that of milk, yet milk is more nutritious?" asked Ruto. The Minister challenged Kenya Dairy Board to finding out the real cost of milk by calculating the cost of production to determine the price of milk per litre.



Minister for Agriculture, Hon. William Ruto



Minister for Agriculture, Hon. William Ruto addressing the crowd

Ruto discouraged the community from valuing their herds by merely counting the horns and legs. “The true value of your herds lies in the output of meat and milk.” Ruto says.

On Artificial Insemination (AI), Ruto urged the farmers to discard the old ways of using the bull and adapt the modern breeding methods which are disease free and of high quality which will help them improve on breeding. He requested the Area MP to apportion some of the Community Development Fund (CDF) to invest in AI kits for each cattle dip to make it available to farmers.

As part of his contribution towards the establishment of a village bank Ruto made a contribution of Kshs. 500,000.

Sharing a light moment



From left: Dr. Sahr Lebbie, Heifer International Vice President for Africa Program, Minister for Agriculture Hon. William Ruto and Minister for Livestock Hon. Mohammed Abdi Kuti

The Journey...Launch of Lelan Highlands Dairy Limited

In a joyous occasion to mark a great day in the calendar of Lelan Highlands Dairies Limited, thousands of farmers turned out to witness the official launch of Lelan Highlands Dairies Limited's new milk chilling tank.

The chilling tank with a capacity to chill 10,000 kgs of milk per day was officially commissioned by the Minister of Livestock Development Hon. Dr. Mohamed Kuti, assisted by the Minister of Agriculture Hon. William Ruto, members of parliament and local leaders from the respective constituencies, representatives from the Kenya Dairy Board and other government officials as well as various stakeholders of the Kenyan dairy industry.

EADD staff were on site to celebrate with the farmers led by the Regional Director Moses Nyabila, Heifer Kenya Country Director Alex Kirui and EADD Kenya Country Project Manager Augustine Cheruiyot.



From Left: Minister for Agriculture, Member of Parliament Sigor, Minister for Livestock join in traditional song and dance



From left: Ministers' for Livestock (left) and Agriculture (right) unveil Lelan plaque

Speaking during the launch, the two ministers commended farmers of Lelan for rallying together and taking their own destiny into their hands by purchasing the chilling tank which will now provide ready market for their milk. The ministers especially challenged the farmers to work closely with EADD in improving the quality of their dairy cows through artificial insemination. Without enough milk to fill the tank, their business will be running at a loss hence plunging them into more poverty.

The key pillars of the launch were exhibition and training activities organized as a complementary field day for dairy farmers. Several exhibitors and Business Development Service providers interacted with farmers to provide insights on their products and explore future collaborations with farmers. Among the industries that exhibited included milk processors, financial institutions, agrovets and other dairy stakeholders. Farmers were also given an opportunity to register as member-shareholders of the company.

The chairman of the company Mr. Keneth Lomaipong in his speech spoke highly of their new venture and promised that they will reach the tank's capacity by end of the year. He appreciated EADD for bringing the farmers together and for the training activities and logistic support they have received during the setting up of their company. "Even though it has been a bumpy ride, today we are very happy that we have this building and the tank to set up our business, we will work very hard with EADD's support to take farmers of Lelan to a new level", he said.

“Do not count your cows by their horns and hooves but by the output in milk and meat”

Hon. William Ruto, Minister for Agriculture

During the occasion, the Minister of Agriculture assured farmers that the government will support their project and pledged that 5 new tractors will be delivered to help jumpstart the milk transport business.

The launch of Lelan cooling plants is the onset of a vibrant hub of economic activities in the areas as spin-offs of the cooling plant activities spread to other agricultural and commercial ventures. During the launch milk collection was at 2,800kgs and increasing daily.



Minister for Agriculture addressing the crowd in Lelan



Part of the crowd in Lelan. Residents had gathered in thousands.



Minister for Livestock planting a tree in Lelan

A Word From

Abraham Rugut, Chairman, Kabiyet Dairies Company Limited

Kabiyet Dairies Company Limited, Chairman Abraham Rugut is a proud man who has seen Kabiyet Dairies grow from scratch in less than a year to a vibrant source of income for farmers today.

Rugut says the mobilization efforts and education of farmers by the East Africa Dairy Development Project (EADD), which started one year ago had yielded fruits beyond the expectations of many farmers.

The chairman explains that initially when the mobilization process by EADD started many farmers were skeptical and reluctant to embrace the idea but the perception has since changed.

“We had a paltry 300 membership by last year a month after registering the Cooperative but the number has increased steadily to the current 2,100 members who owns fully the milk chilling business”, he explains.

He says after the registration of the cooperatives they embarked on recruitment drive of farmers and sensitizing them on the importance of the working together as a group.

“There is power in unity. Through EADD mobilization efforts, farmers joined hands which led to the realization of Kshs. 1.2 million by last year December as farmers’ shares which was invested in the new company”, says Rugut.

He explains each share was being sold at Kshs. 20 and each farmer was entitled to a maximum of 100 shares.

Rugut adds that through the support of EADD the farmers had also been able to sign a reliable supply contract with New KCC, which had enabled farmers to have a steady income.

“Middlemen used to offer Kshs. 13 per litre but since the Company was established the prices have increased considerably. We are now selling our milk to New Kenya Corporate Creameries at Kshs. 24” he added

Through the help of EADD, Rugut added that the farmers had been able to purchase a cooling plant, which had enabled them market their milk without difficulties.

He explained the first day the cooler started operating in June this year, farmers delivered 1,623 litres of milk and the supply



has steadily increased to over 9,000 litres today. In June the farmers earned Kshs.3.5 million for their deliveries while in July they got Kshs. 5.5 million.

The company has directly employed seven people at the cooling plant, opened a veterinary shop and opened milk collection centres in Koisolik and Sangalo areas and also offers Artificial Insemination services to the farmers on a check off system.

The company’s future plan is to establish cooling plants in Sangalo and Koisolik due to the high milk production in those areas.

EADD has also played a key role in sensitizing the farmers on dairy production through exchange visits for farmers, he said.

A Word From Kenneth Lomaipong, Chairman, Lelan Highland Dairies Limited

Though Pokot and Marakwet districts have been a home for dairy farmers for many years rampant insecurity, poor road network and lack of market had adversely affected the farmers.

However ready market for the milk and mobilization and education of farmers initiated by the East Africa Dairy Development Project (EADD) has given farmers hope.

According to Lelan Highland Dairies Company Limited Chairman, Mr Kenneth Lomaipong before they started working with the EADD, marketing of milk was a major challenge, which led to exploitation of farmers by middlemen.

“Most farmers sold their milk individually to middlemen at throw away prices while others operated dairy cooperatives which did not have clear management structures, which hampered their activities”, says Lomaipong.

The chairman adds most of the self help groups in Marakwet and Pokot started way back in 1997 failed to secure market for the farmers milk, which saw farmers sink deeper and deeper in poverty despite high production.



“When EADD was introduced to us by the Ministry of Veterinary and Livestock Production officials, we welcomed the idea and since we started working closely with the organization we have started reaping the fruits”, says Lomaipong.

Through the assistance of EADD, Lomaipong says they had established Lelan Highlands Dairies Limited, which brings together 18 smaller cooperative societies and self-help groups in Lelan and Tapach divisions in Pokot and Kapcherop and Kapyego in Marakwet.

He adds that the company had also acquired a cooling plant, which had already been installed, hired staff and signed a contract to supply milk to processor, (Brookside Limited).

“Since we started working with EADD in 2008 we have 3,000 registered members. The membership fee per farmer is Kshs. 200”, adds Pkemoi.

The chairman explains that the farmers are also encouraged to be shareholders of the company by buying shares at Ksh. 1,000 per share. 1,600 farmers have paid up their shares.

“The maximum number of shares per farmer are five in order to make all the farmers equal owners. We have also dairy management groups, Artificial Insemination (AI) services and farmers have been enlightened on the planting of animal feeds to enhance production”, says Lomaipong.

EADD, he adds, had linked the company to financial institutions such as K Rep and Kenya Commercial Bank (KCB) and taken farmers to exchange programmes with other farmers.

“We are committed to improving peoples’ lives through dairy farming. We are currently selling a litre of milk at Kshs. 22 up from Kshs. 12 and we have a bargaining power, which we did not have,” He concluded.

Success Story

narrated by EADD Farmer Laban Kipkemboi Talam

Two years ago Laban Kipkemboi Talam had resigned his life to fate as his sole source of income, which was dairy farming had failed to yield fruits.

However the story is different for Talam today he boasts of a bank account, steady income and also of being a shareholder of the Kariakari Dairies Company Limited.

During an interview Talam attributed his success to the East Africa Dairy Development Project (EADD), which he explains had enabled him fend for his family and meet his financial obligations.

“When the Ministry of Livestock officials visited Kariakari and introduced farmers to EADD, I immediately got captivated because I had an interest in dairy farming,” said Talam.

EADD, added Talam had also trained him in dairy management and livestock feeds preparation, which had enabled him to train other farmers and take care of his cows.

Before EADD moved in the area Talam used to get three litres from each of his cows but the situation has changed as he now gets 9 litres per day.

The prices were also deplorable as middle men used to purchase milk at Kshs. 10 but Kariakari Dairies Company Limited has enabled us to earn Kshs. 24 per litre by selling the milk to New KCC, said Talam.

Talam, 30 years, who is also the Chairman of Silanga Youth Group explained that he had embarked on training his members



Laban prepares plastic tube silage with the help of his wife

how to prepare silage for their dairy cows and new livestock management techniques to enhance high production.

He has started the construction of a zero grazing unit after receiving some assistance from EADD and also plans to change the breed of his dairy cows.

He explains that his group had also borrowed Kshs. 46,000 from the youth fund and purchased three heifers for members.

Success Story

narrated by EADD Farmer Emmanuel Lomwai Achipa

After many years of keeping indigenous cows that were less productive and regularly targeted by cattle rustlers residents of Lelan in Pokot Central district have started rearing exotic breeds.

One of those residents is Emmanuel Lomwai Achipa who has high quality exotic Aryshire cows that are productive thanks to EADD mobilization and educating of farmers.

Dairy feeds for the herd had been a serious challenge for Achipa who is the Kapsait sub location assistant chief but the introduction of pasture that can grow in the chilly hills of Pokot by EADD has given hope to hundreds of dairy farmers.

“I have attempted to grow pasture for my livestock but the chilly weather that characterize the area made it impossible but the recent introduction of oats, Rhodes and other pastures that can withstand the weather in this area by EADD is a big achievement”, says Achipa.



Emmanuel at his farm with part of his herd

Achipa who is also a member of the Setat Self Help Group explains that he was introduced to EADD by his group, which is a member of the Lelan Highland Dairies Limited.

He adds that since farmers in the area started working with EADD they had been educated in

livestock husbandry and taken to tours in Nairobi, Rift Valley and Central provinces for exchange visits where best practices are borrowed and shared.

“For the past one year that I have been working EADD my dairy herd have improved in milk production. Marketing of the milk has also improved”, he says.

Achipa adds that EADD had given him the capacity to maintain his herd and pointed out that he intended to add several Friesian dairy cows.

“Though Artificial Insemination (AI) among the Pokots is viewed as a taboo I have started utilising the services as they would ensure me a quality breed of dairy cows”, he says.

As an administrator he adds that he had started sensitizing farmers through public baraza's on the importance of dairy farming.

Photo Gallery

It all started in Lelan...



Milk chilling tank



Milk reception



Women group waiting to receive chief guest



Women group ushering chief guest in song and dance



Guests being ushered with traditional song and dance



Tree planting: Minister for Livestock



Tree planting: Minister for Agriculture



Tree planting: Area Member of Parliament, Sigor



Then the guests toured the milk chilling plant, Lelan Highland Dairies Limited

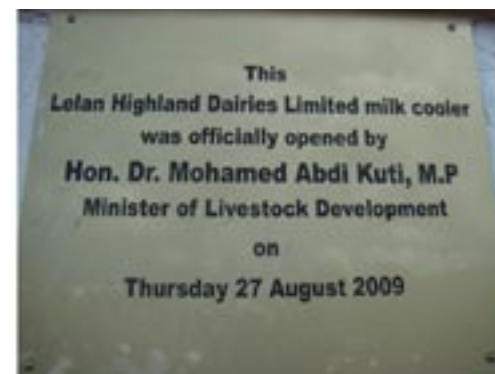
Photo Gallery



The Ministers' take a closer look at the milk chilling tank



They finally unveiled the plaque...



From the chilling plant to Murkokoi centre (venue the function) from Left: Minister for Livestock, Minister for Agriculture and Country Director, Heifer International



The traditional dances engaged the guests



Artificial Insemination (AI) service providers were in attendance



Alex Kirui, Country Director, Heifer International addresses the crowd



EADD Regional Director, Moses Nyabila speaks to the crowd



Minister for Agriculture gives his speech



Residents had gathered in thousands to witness this great occasion



Demonstration plots/model farms were also set for farmers to be trained

Photo Gallery

Then flew to Kabiyet....



Arrival of Guest of honour



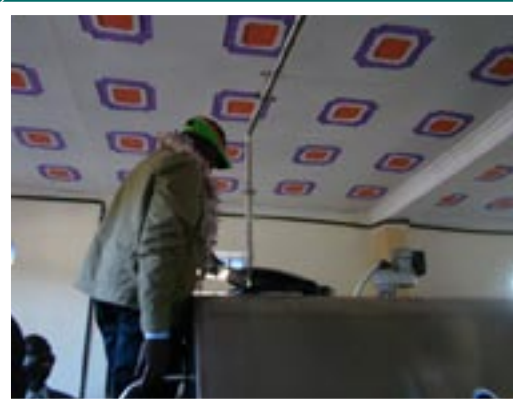
Greetings and introductions as women group welcomed the guests with traditional dance



The Minister for Livestock unveiled the plaque at Kabiyet Dairies Company Limited



The Minister of Livestock takes a look into the Milk Chilling tank



The Minister of Agriculture followed suit



The Ministers' were taken through a tour of the plant



They paid a courtesy call at the offices of Kabiyet Dairies Company Limited where they signed the visitors book



The Chairman (left) briefs the guests about the village bank which is under construction



The guests exchanged pleasantries with local leaders and board members and thereafter embarked on their walk to the venue of the function



Photo Gallery



....and they proceeded to Kabiyet ODM grounds, where thousands had congregated and anxiously waiting...



....as they quenched their thirst the guests were entertained by different dance group amongst them were these energetic school children who requested for a dance with the guests.



And the guests obliged to the children request



And they danced some more...



The Minister of Livestock signing the visitors book



The Chairman narrating the history of the milk chilling plant

Photo Gallery



Chairman New KCC, the processors/buyers of raw chilled milk gives his speech



Dr. Sahr Lebbie introduces EADD Regional Director



Dr. Sahr Lebbie introduces EADD Kenya, Country Project Manager



Dr. Sahr Lebbie introduces EADD Steering Committee Member, Steve Staal



Dr. Sahr Lebbie introduces EADD Regional Adviser



Dr. Sahr Lebbie shares a light moment with the guest of honour



Local area Member of Parliament speaks to the masses



Minister for Agriculture advises residents of good dairy farming practises



Women had turned up in large numbers



Minister for Africulture driving his point home



...and the masses listened keenly...



Minister for Livestock briefs farmers on new government policies in dairy

Credits

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