

Wednesday 28 August 2019 – Azure Hotel

**SNV Kenya, Kenya Market-led Dairy Programme / 3R Kenya Project
Forage Seminar and KMDP Project Close Out Reception**

Enhancing Productivity through Forage Interventions in the Kenyan Dairy Sector

Wednesday 28 August 2019 – Azure Hotel - Westlands, Nairobi



Government of the Netherlands





Kenya Market-led Dairy Programme



Funded by the Embassy of the Kingdom of the Netherlands

Implemented by SNV Kenya

Phase I: July 2012 – December 2016 (EUR 5.5 mln)

Phase II: October 2016 – August 2019 (EUR 4.0 mln)

“Increased Dairy Sector Competitiveness and Sustainability”



KMDP's clients in the dairy value chain

- KMDP-I/II: 35 dairy coops/4 processors (Kinangop, HC, Meru, BioFoods)
- Membership 35 coops = 60,000 smallholders/1,200 lead farmers
- 150 Medium and Large Scale Farmers
- All major milk sheds in Kenya
- Total milk intake Happy Cow, Meru Union, MSFs/LSFs: 300,000 ltr/day
- Growth in milk production: 5-10% per year
- 2018: 110 million ltr x KES 35 = US \$ 38.5 million
- Key interventions:
 - Coops Management and Governance
 - Training & Extension Units
 - Private Dairy Advisory & Training
 - Farm Management and Recording
 - Feed & Fodder
 - Milk Quality
 - B2B Linkages to Input/Service Providers



KMDP Intervention Areas

a. Skills/knowledge gap

- Practical Dairy Training Centers/Training Modules
- Private Dairy Advisory Services
- Coops Training & Extension Services
- Cow Signals East Africa editions



KMDP Intervention Areas

b. Commercial Fodder Supply/Services

- Commercial Fodder Producers
- Agricultural Contracting Services
- Rumen8 ration formulation software





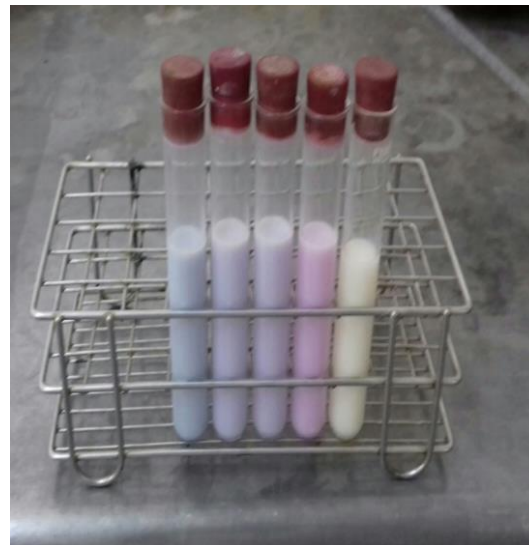
SERVICE PROVIDERS ENTERPRISES (SPES)



KMDP Intervention Areas

c. Milk Quality

- Feasibility studies Quality Based Milk Payment
- Implementation of QBMP pilot (Happy Cow Ltd)



KMDP Intervention Areas

d. Medium/Large Scale Farmers

- Best practice total farm & fodder management
- Farm recording pilot
- Modular cow house design
- Rumen8 ration formulation



KMDP Intervention Areas

e. Policy and Regulatory Environment

- Milk Quality studies and seminars with Kenya Dairy Board
- Kenya Dairy Processors Association: Strategic Plan
- National Fodder Conference – State Dept. of Livestock



KMDP Intervention Areas

f. International Exposure

- International study tours, exhibitions, training
- Promote and facilitate international B2B linkages
- Feasibility studies and publications





KMDP Innovation Fund

- 6 Projects in forage sub sector
- Quality Based Milk Payment pilot project Happy Cow
- 2 Projects in practical dairy training and education
- 1 Project in farm recording software/KPIs
- 2 Cow barn design handbooks (small & medium scale)
- Pilot Rumen8 dairy ration formulation software
- Feasibility studies

SNV grants: EUR 1.0 million

Investors: EUR 1.5 million



KMDP Documentation & Learning

- KMDP Repository: more than 40 reports, publications
- Over 200,000 downloads
- Several videos about KMDP's key-interventions
- Seminar and workshop presentations

www.cowsoko.com/KMDP



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What next after KMDP?



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DAIRY PARTNERSHIP



Milk
Quality



Forage &
Nutrition



Inclusive
Business Models



Networking
& Influencing



Innovation



2SCALE





NEADAP

NETHERLANDS EAST AFRICAN
DAIRY PARTNERSHIP



Milk
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Inclusive
Business Models



Networking
& Influencing



Innovation



Implementing partners

- SNV
- Wageningen University
- Bles Dairies
- Agriterra

Themes

- Milk Quality
- Forage & Nutrition
- Inclusive Business Models
- Networking & Influencing
- Innovation

2SCALE

Implementing partners: IFDC, SNV



the sustainable
trade initiative

Implementation dairy component in Kenya: SNV



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www.cowsoko.com/kmdp