

## OLKALOU DAIRY LTD



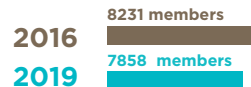
**BHAG:** To process the entire 55,000 litres/day of milk by September 2020 and increase revenue by 25%.



### Outcome

2016-2019

#### BENEFITING FARMERS



#### TOTAL REVENUE



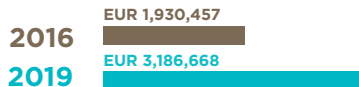
#### MOBILISED LOANS



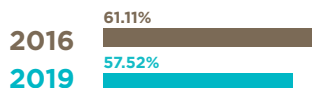
#### EQUITY



#### TOTAL ASSETS COOPERATIVE



#### RATIO EQUITY / TOTAL ASSETS (%)



**Name:** Olkalou Dairy Ltd  
**Year of establishment:** 2016  
**Commodities:** milk  
**Processing factory:** Processing plant in year 2020 which is ongoing  
**Start Agriterra:** 2018

**Core business:** As a value chain based company, Olkalou provides the members with services through the milk value chain from production, processing and marketing. The services includes milk bulking and chilling, agro-vet shop services for animal feeds, supplements & medicine, A.I services, soil analysis and fuel pump.



*“There is no better time for partnership than now. We thank Agriterra for injecting new ideas in regards to our preparation for processing. The advice on the processing plant layout will go a long way in scaling up our business and eventually pay our farmers better prices.”*

Kenneth Wachira, CEO Olkalou



*“Olkalou has demonstrated strong farmer patronage with a very ambitious growth plan in milk processing. The organisation has a potential of commanding a sizable market share within the country in the next 5-10 years.”*

Hillary Maket, business advisor Agriterra



## Input Agriterra

2018

Developing a long-term marketing Strategy

Training in Basic Financial Management of Key staff and board

2019

Develop an effective and sustainable services strategy

Training Cooperative Governance to board and management

Designing the layout of processing equipment



## RESULTS

1 ✓

Mobilisation of USD 500,000 towards investment of milk factory

2 ✓

Strong professional management board working harmoniously

3 ✓

Establishment of a marketing department



Advice



Training



Exchange

## GOALS OLKALOU DAIRY

Invest in Full processing of milk in year 2020 into; pasteurized pouch, yoghurt and mala.

Pay a stable price of Ksh 35 to its members throughout.

AGRI  
TERRA

