



# KPSP SALUYU

## TRANSPARENT AND PRO-ACTIVE DAIRY COOPERATIVE

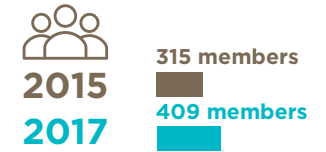
<https://youtu.be/Yz8dd3NFEzk>



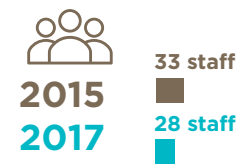
A lot of progress has been made: starting with improvement of the administration and financial management and by increasing milk collection



### BENEFITTING FARMERS



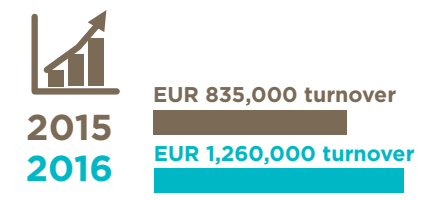
### EMPLOYMENT



### ACCES TO BANKS



### BUSINESS VOLUME



**Location:** Cigugur, Kuningan, West Java

**Year of establishment:** 2006

**Commodities:** milk

**Processing factory:** Currently working towards Mozzarella processing facility

**Start year of Agriterra intervention:** 2016

### Core business:

KPSP Saluyu is a organisation of farmers. They all bring their milk to the cooperative for their marketing. KPSP Saluyu Kuningan has ten Milk Collection Points without cooling facilities, four with cooling units and a central cooling unit.



### Huge progress in milk production:

in 2015 **6900 kilo** milk per day, in 2017 **11300 kilo** per day

## Input Agriterra

2016-2017  
2 peer-to-peer expert missions and 4 trainings

- Extension and communication/ job profiling
- Workshop/training on youth council
- Workshop/training increase member commitment
- Workshop/training improve milk quality/standardisation
- Governance training and coaching on bookkeeping system
- Developing business plan for Mozzarella production

Youth council elected in 2017





“Current production is 12 Ton per day which should become 20 Ton per day in order to become a magnificent cooperative.”

Anthonius Aman, Cooperative manager

**2020 GOAL:  
TO SUPPRESS BACTERIA IN MILK  
WITH LESS THAN 500; CURRENTLY  
IT IS ONE MILLION!**

#### RETURN ON INVESTMENTS

From 2016 till 2017 Agriterra spend EUR 83,000.

In the same period members capital grew by 17%, from EUR 30,000 (2015) to EUR 35,000 (2016).



## The role of Agriterra

- ✓ **1** Saluyu has become more attractive to farmers (number of active members, member capital and volume of milk).
- ✓ **2** Saluyu is working more efficiently (more volume, less staff and overhead)
- ✓ **3** Saluyu has become ambitious and is looking to add value to the milk by planning to produce Mozzarella themselves.

**AVERAGE INCOME PER ACTIVE MEMBER:  
2015 EUR 2190 AND 2016 EUR 2910 (increase with 33%)**

## Results

- Invested in a new truck and milk tank
- Successfully applied for a loan at Rabobank for EUR 195,000 (2016)
- Considered as a more trustworthy party by other investors
- Successful applied for a loan for farmers from Sucofindo of EUR 35,000 for buying additional cows
- Milk quality much better than at other Frisian Flag Indonesia coops
- New secretary (young farmer member)
- Government more interest to financially contribute as a side effect
- New Saving Loan Procedures has approved by GAM

**AGRI  
TERRA**