



MUKURWE'INI

VALUE TO MILK BY PROCESSING



A 50.000 liters capacity processing plant, started running in July 2014



BENEFITTING FARMERS



2013

2016

total members unknown

22,654 total members

EMPLOYMENT



2013

2016

69 staff

176 staff

ACCES TO BANKS



2013

2016

EUR 35,150 working capital

EUR - 166,445 working capital

BUSINESS VOLUME



2013

2016

EUR 4,436,381 turnover

EUR 7,838,104 turnover

Input Agriterra

2013-2017

7 peer-to-peer expert missions and 4 trainings

- elaboration of extension plan and operation plan
- technical support starting up the processing plant
- business approach for extension services
- efficiency and controls in the finance department
- basic financial management training
- exchange visit with Ugandan dairy cooperative
- elaborating a new extension strategy



Advice



Training



Exchange

Location: Mukurwe-ini, Kenya

Year of establishment: 1990

Commodities: Milk

Processing factory: A 50.000 liters capacity processing plant, established in 2014

Start year of Agriterra intervention: 2012

Core business:

Mukurwe'ini Wakulima Dairt Ltd. is a well-functioning cooperative that has the right structures to succeed in a dynamic dairy environment. It is important for them to continue building and professionalising both the extension services and the marketing department.

Top 3 results of the coop

- Establishing a processing factory that has ensured that farmers price went up 30%.
- Setting up extension services and a marketing team and marketing plan.
- Strengthening of the governance structures by professionalising the board and the management staff.

35.000 kg of milk/day (2016/2017)

2014 EUR 0,23 per liter

2017 EUR 0,29 per liter

AGRI
TERRA





GOAL 2020

TO START AN ULTRA-HIGH TEMPERATURE PROCESSING LINE IN ORDER TO SERVE NEW POTENTIAL MARKETS IN FAR FLUNG AREAS WITH QUALITY MILK AND AT THE SAME TIME REDUCE MARKET REJECTS DUE TO A SHORTER LIFE SPAN OF THE FRESH MILK.

INVESTMENTS

From 2013 to 2016, Agriterra spend EUR 341,473.

In the same period, the members capital grew by 3%, from EUR 707,623 to EUR 726,375.

The sales grew by 177%, from EUR 4,436,381 to EUR 7,838,104.



Role of Agriterra

- Setting up the processing plant, first by coming up with a business plan and assisting in acquiring a loan. During implementation, using Agripool missions for factory layout, technical design and startup of the plant and many follow-ups thereafter.
- Setting up extension services from scratch and continuous support to improve extension.
- Marketing strategy and marketing support.
- Strengthening the governance structures.

Ambitions

- Start a Ultra-High Temperature Line
- Expand the market and grow the market share of their own brand *Royal fresh*
- Increase volumes and quality by better extension to members
- Improve dairy operations and quality

Members capital

