KPSP SALUYU
TRANSPARENT AND PROACTIVE DAIRY COOPERATIVE
https://youtu.be/Yz8dd3NFEzk

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

BENEFITTING FARMERS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Members</td>
<td>315</td>
<td>409</td>
</tr>
</tbody>
</table>

EMPLOYMENT

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Staff</td>
<td>33</td>
<td>28</td>
</tr>
</tbody>
</table>

ACCES TO BANKS

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Working capital</td>
<td>EUR 185,000</td>
<td>EUR 155,000</td>
</tr>
</tbody>
</table>

BUSINESS VOLUME

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>EUR 835,000</td>
<td>EUR 1,260,000</td>
</tr>
</tbody>
</table>

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

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 per day,
in 2017 11300 kilo per day

Youth council elected in 2017
Saluyu has become more attractive to farmers (number of active members, member capital and volume of milk).

1. The role of Agriterra

- Saluyu has become more attractive to farmers
- Saluyu is working more efficiently (more volume, less staff and overhead)
- 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%)

"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).

**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