

# BAMSCOS

## PRODUCTIVITY INCREASE BY GOOD EXTENSION SERVICES



BHAG: Processing up to 100,000 litres of members' milk by 2022



## Outcome

2016-2019

### BENEFITING FARMERS



### TOTAL REVENUE



### MOBILISED LOANS



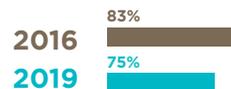
### EQUITY



### TOTAL ASSETS COOPERATIVE



### RATIO EQUITY / TOTAL ASSETS (%)



**Name:** Baringo Agricultural Marketing Services Cooperative Society  
**Year of establishment:** 2012  
**Commodities:** milk  
**Processing factory:** no  
**Start Agriterra:** 2017

**Core business:**  
 Collecting and bulking milk from farmers

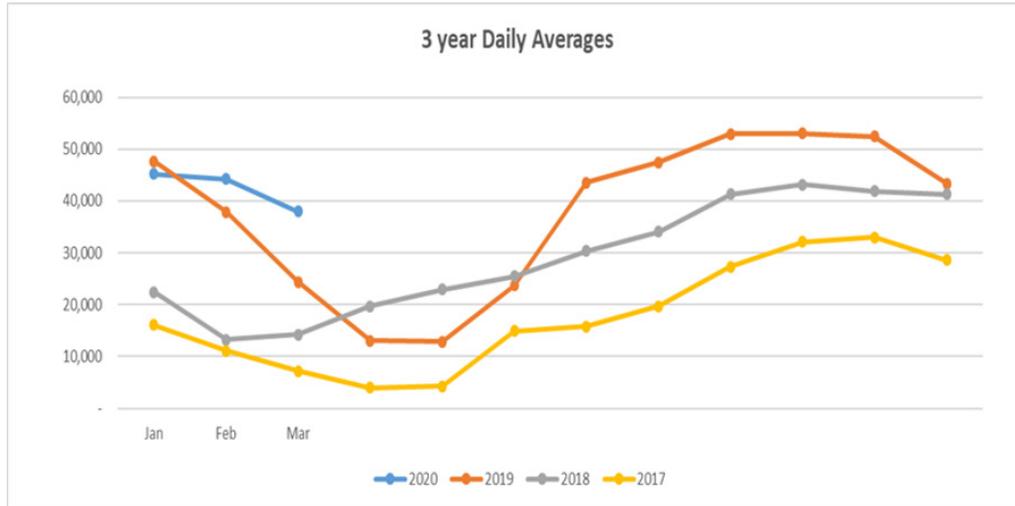


*“Agriterra has proved to be an enabler and a catalyst towards our ambitions, the much needed bridge to the land of bread and honey.”*

Rogers Changwony, manager of BAMSCOS

“Through this intensification of the extension services, our members deliveries increased by 29% in 2019, excluding the investments we made in our hay farm and other direct investments made by the members themselves in their own farms worth thousands of dollars.”

Chairman of the extension sub-committee of the board



## Input Agriterra

### 2017:

Workshop on sustainable services to develop a new extension strategy

Reviewing the strategic plan 2022

Supporting BAMSCOS' PCs to jointly bulk their milk and market them together

### 2018:

4 year business and market entry strategy

Trainings on governance, financial management and FACT

Implementation of the extension strategy

### 2019:

Intensification of the extension services project that included review the extension strategy

Supporting BAMSCOS with more extension staff through jobsjobsjobs

Internal capitalisation workshop to develop an internal financing strategy

## RESULTS

1 ✓

Joint bulking and marketing of milk from all the PCs as one!

An elaborate extension strategy and a commensurate structure

2 ✓

Consistent increase in milk deliveries by more than 138% over the period

Developed a business plan that enabled financing of the milk processing plant upto a tune of €360,000

3 ✓

Set up management structures in BAMSCOS and strengthened financial management



## GOALS:

- Operationalise BAMSCOS' milk processing plant
- Grow the average milk deliveries to the union by more than 20% year on year until 2022

