**MAGOYE SMALLHOLDER FARMERS DAIRY COOPERATIVE**

**Outcome 2015-2019**

<table>
<thead>
<tr>
<th></th>
<th>2015</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Benefiting farmers</strong></td>
<td>509 members</td>
<td>560 members</td>
</tr>
<tr>
<td><strong>Total revenue</strong></td>
<td>EUR 246,999</td>
<td>EUR 223,386</td>
</tr>
<tr>
<td><strong>Mobilised loans</strong></td>
<td>EUR -</td>
<td>EUR -</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td>EUR 34,285</td>
<td>EUR 87,438</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>EUR 102,359</td>
<td>EUR 113,275</td>
</tr>
<tr>
<td><strong>Ratio equity / total assets (%)</strong></td>
<td>33%</td>
<td>77%</td>
</tr>
</tbody>
</table>

**Name:** Magoye Smallholder Farmers Dairy Cooperative  
**Year of establishment:** 2005  
**Commodities:** milk  
**Processing factory:** no  
**Start Agriterra:** 2016  

**Core business:**  
Magoye Dairy is engaged in the collection, bulking and chilling of milk collected from farmers within a 40 kilometer radius.

**BHAG:** To become the leading producer of high-quality milk among cooperatives in southern province of Zambia.

"Magoye smallholder farmers dairy cooperative has transformed from a mare farmer cooperative to a more organised farmer led business by increasing its milk volumes through improved extension.

Mr. Hapeela, Board Chairperson  
Magoye Smallholder Farmers Dairy Cooperative"
“Our income has increased through Agriterra support in extension”
Mr. Fulgasio Ndungu, Manager Magoye
Smallholder Farmers Dairy Cooperative

RESULTS

1
Members own 5 cows on average, that have an average milk yields of 3 litres per day (cross-breeds 5 litres, local breeds 1 litre)

2
Increased number of farmers making silage for animal feeding

3
Improved governance and management system. Improved accountability and financial records management

Increased milk volumes by 22% in 2018

GOALS:

- Increase milk production by 20% each year
- Reduce incidences of rejected milk by 90%
- Increase farmer outreach through effective extension system
- Increase member participation through good governance and increased transparency at the cooperative

Input Agriterra

2016-2017
Coaching the extension officer in the development of an extension strategy
Developed an electronic database for tracking milk payment
Board joint governance training
Coaching of the bookkeeper to improve the financial management

2018
Training of farmer in record keeping
Develop a marketing strategy for the Agro-shop
Coaching the management in financial management and business development

2019
Training of the extension officers and milk receivers in milk quality
Coaching of the board in financial management and Governance