**Name:** KPSP Saluyu Kuningan  
**Year of establishment:** 2006  
**Commodities:** milk  
**Processing factory:** Currently working towards Mozzarella processing facility  
**Start Agriterra:** 2015  

**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.

```
### Outcome 2015-2019

<table>
<thead>
<tr>
<th></th>
<th>Benefitting Farmers</th>
<th>Total Revenue</th>
<th>Mobilised Loans</th>
<th>Equity</th>
<th>Total Assets Cooperative</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>315 active members (35 women and 35 youth)</td>
<td>EUR 915,835</td>
<td>EUR 45,500 (working capital, grants and investment)</td>
<td>EUR 55,004</td>
<td>EUR 471,819</td>
</tr>
<tr>
<td>2019</td>
<td>564 active farmers (50 women and 60 youth)</td>
<td>EUR 1,627,712</td>
<td>EUR 54,000</td>
<td>EUR 136,866</td>
<td>EUR 600,718</td>
</tr>
</tbody>
</table>

**Ratio Equity / Total Assets (%):**  
- **2015:** 12%  
- **2019:** 23%

---

**BHAG:** To become number one raw milk provider in Kuningan regency and deliver optimal value for members.

“Current production is 12 Ton milk per day which should become 20 Ton milk per day in order to become a magnificent cooperative.”  
Anthonius Aman, Cooperative Manager
A well established youth council with a business plan for calf rearing project Saluyu has become more attractive to farmers (number of active members, member capital and volume of milk)

Saluyu is working more efficiently (more volume, less staff and overhead)

A well established youth council with a business plan for calf rearing project

“\(^{\text{Aim is to build a strong financial stable cooperation which operates cost efficient. The cooperative invests in cooling tank to increase the milk quality and improve the improve the cost efficiency.}}\)\) Agnes Janszen, business advisor Agriterra

Input Agriterra

2016
Training in extension, communication and Human Resource Management

2017
Technical assistance on milk quality
Training on membership registration and member commitment
Establishing a youth council

2018
Assisting in establishing a business plan for Mozzarella production
Training on internal capitalisation

2019
Emphasis has been on financial management: for Saluyu and for their members

RESULTS

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
A well established youth council with a business plan for calf rearing project

GOALS KPSP SALUYU:
- To improve the quality of milk
- To increase milk production and handling and the income of farmers
- To invest in value added activities
- To improve the financial management system and member management