

FARMER-LED COMPANIES TEAM

making cooperatives bankable



At Agriterra, the term ‘farmer-led company’ means a company where the involved farmers have the control, directly or indirectly. This control comes either because it is a membership organisation with farmers as members or because agricultural organisations hold the shares and participations.

Farmer-led companies – usually cooperatives – lend their services to primary agriculture. They become clients of our team because they need knowledge, means or capacity to realise their ambitions and plans for growth. These companies are striving towards a strong, competitive market position and the team farmer-led companies can help them achieve this ambition.

The team helps mainly by giving advice and technical help in entrepreneurship, business planning, financial

management and day-to-day management. These things will make the companies bankable, or in other words, ripe for investment. A further step is that agribusiness advisers with Agriterra, working in the region, approach investors and banks in order to ensure the success of the investment plans.



DAIRY MEANS BUSINESS IN KENYA

Kiambaa Dairy is a dairy cooperative with more than 1,300 dairy-cattle farmers in the Kiambu District about 60 km from Nairobi, the capital city of Kenya. The cooperative collects the milk and then cools and sells it. It also provides members with services and products, such as artificial insemination services, feed concentrate and cattle medicines. Kiambaa has its day-to-day management in order and wants to grow further.

Agriterra, together with the development organisation SNV, is advising Kiambaa Dairy on production, supply, marketing and on new processing possibilities for the milk. Kiambaa itself expects more members and more milk supply per member because of this initiative. With the support of Agriterra, the cooperative is working on a bankable business plan to expand its services.

Via Agriterra, Kenyan dairy cooperatives like Kiambaa Dairy can access knowledge from employees of FrieslandCampina and other companies and farms in the Dutch dairy sector. The first step is to make supplying and processing milk as efficient as possible so that the yield can grow therefore.

Agriterra enables this cooperation “from cooperative to cooperative”. More than 10,000 farmers and female farmers and their families are profiting from this already, in Kenya alone.

