

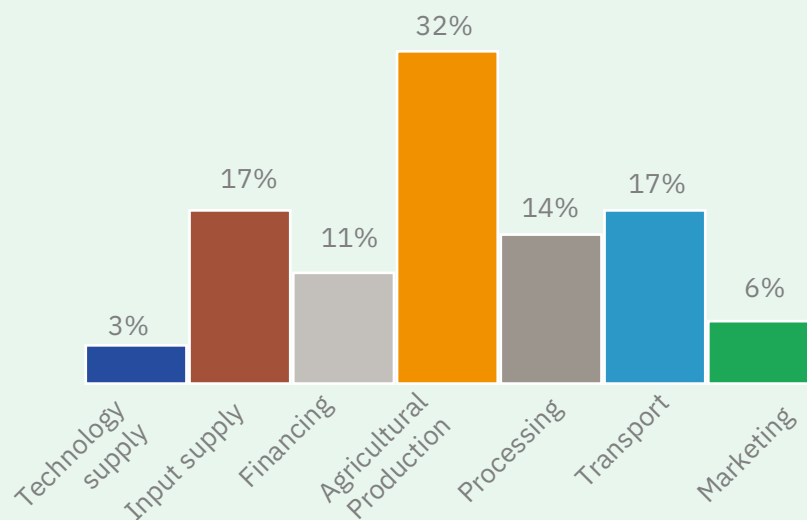
NEADAP report

Dairy extension by cooperatives



NEADAP partners Agriterra and Wageningen University & Research surveyed 42 cooperatives in East Africa about how they deliver dairy extension. Here are the highlights.

Cooperatives' activities



The cooperatives in the survey are engaged in multiple activities in support of their members.

Important extension topics



Dairy herd productivity



AI and breeding services



Animal nutrition and health



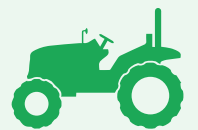
Animal housing and welfare



Hygienic milk production, handling & transportation



Value addition and entrepreneurship



Farm economics and management

Key messages

For decision-makers

- Extension by cooperatives can reach many dairy farmers across the longer term.
- Cooperatives should invest in computer and software for extension services.
- Training in soft skills, such as communication, is critical for cooperatives offering extension.
- Cooperatives can learn about extension from other cooperatives and from other stakeholders.

For professionals

- Start with a needs assessment and profile of the members.
- Develop a sound business plan for the extension services.
- Assign responsibilities for the extension services.
- Focus extension on milk volumes and on milk quality at farm level and collection centres.

SWOT Analysis

S

STRENGTHS

Client relations
Experienced staff
Service Packaging / adaptability
Capital
Strategic plan
Trust and reputation

W

WEAKNESS

Fund Constraints
Weak structures / inefficiencies
Poor technology
Few staff
Inexperience
Bureaucracy
Farmers unwilling to pay

O

OPPORTUNITIES

Increased investments in dairy value chain
Increasing demand for dairy extension services
Networking
New technologies
Political goodwill
Changes in climate
Social capital/trust

T

THREATS

Natural calamities
Resource constraints
New entrants
Pests and diseases
Inflation
Poor networking
Poor policies
Benefactor over-reliance
Limited skilled employees
Trust issues
Poor infrastructure

5C Framework

5 capabilities assessment for dairy advisory service provision by cooperatives



Capability to act and commit



Capability to deliver on development objectives



Capability to adapt and self-renew



Capability to relate to external stakeholders



Capability to achieve coherence

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