Business Profile

Siongiroi Dairy Plant Limited (SDPL) was incorporated in 2000. SDPL is a dairy company that was formed by smallholder farmers in Siongiroi, sub-county of Bomet, to organize and manage milk markets with the main objective of improving the economic and social well-being of farmers and residents. The firm aggregates milk from smallholder farmers and then chill and markets the milk on behalf of the farmers to two main milk processors: Brookside Dairy Limited and Highland Creamers and Foods Limited, amongst others. SDPL also supplies its farmers/producers with agro-vet products on cash or credit based on their financial strength. Furthermore, SDPL offers extension services such as farmer training, field days, breeding services and others.

Through its collaboration with MEDA as part of the M-SAWA project, SDPL aims to support 1,500 SEs (M750, F750) in Bomet and Narok counties to improve their dairy production and marketing of raw milk. This will be accomplished through equipping farmers with improved skills on animal feeding and calf management as well as enhancing milk prices and improving farmers earnings through market research and educating farmers on financial literacy and adoption of appropriate technologies.

Key Commitments

Business: 1) To equip farmers with the right skills on animal feeding and calf management; 2) To increase milk production per cow per day throughout the year/lactation periods; 3) To enhance milk price through market research and educate farmers on good accounting practices and adoption of appropriate technology to improve farmers’ earnings.

Gender: 1) Nominate and build the capacities of gender focal persons (GFP) at SDPL to spearhead SE trainings to encourage active participation of both men and women in milk production; 2) Train at least 500 women on leadership and encourage them to take active roles in decision making within SDPL.

Environment: 1) Train farmers on mixed farming techniques to utilize the cows’ manure and increase land productivity; 2) Train farmers on environmental protection and encourage willing farmers adopt new technologies (i.e. tapping of biogas systems) that will provide electricity and bio-slurry (organic fertilizer).

Highlights of Progress to Date (As of 30th September 2018)

1. Business – SDPL has reached 811 farmers (M479, F332) with trainings to improve milk production and dairy management in both Bomet (732 farmers - M432, F300) and Narok (79 farmers - M47, F32). SDPL has distributed 28 aluminum milk cans to 14 (14M) farmers to transport milk from the farm to the dairy plant. To tackle the ongoing challenge of milk rejection at the collection centre, SDPL has facilitated the acquisition of alcohol milk testing guns, lactometers, and weighing scales benefiting 9 farmer groups containing 152 SEs (F47, M105). SDPL has contracted 12 farmers to produce hay for use during dry season and is working with 7 demo farms accessible to all farmers in the project.

2. Gender – 2 GFPs (M1, F1) were appointed to help sensitize on gender matters at the company and farmer levels. MEDA Gender Specialist trained 24 SDPL staff members (19M, F5) on gender equality awareness using a Train the Trainer (TOT) model. Further the GFPs sensitized 3 groups (M18, 57F) and SDPL is in the process of developing a gender policy manual with the help of a consultant. In addition, 332 (41%) of 811 farmers participating in the project are female.

3. Environment – SDPL has developed various environmentally friendly training modules in areas of mixed farming techniques and adoption of environment friendly techniques used to sensitize 811 SEs (M 479, F332). Demo biogas systems have been established to train SEs on alternative energy sources. MEDA Environmental Specialist delivered an environmental sensitization training on climate change adaptation to 24 (M19, F5) SDPL staff members using a TOT model.

* NOTE: Figures are based on information provided by the Lead Firm as of 30th September 2018, but not yet fully validated.