

Market Based Approaches to CBA

Lessons from the *Enhanced community resilience to drought through innovative market based systems* project (Kenya)

Netherlands

Development

Organisation



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Connecting People's Capacities

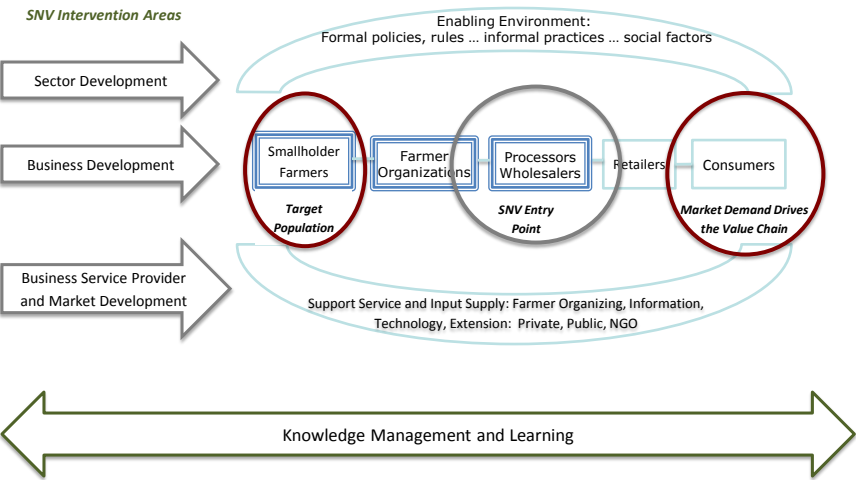
Development of women led camel milk co-operatives

- Project: Enhanced community resilience to drought through innovative market based systems (EU). Focusing in Northern Kenyan Counties of Isiolo, Marsabit, Samburu, Baringo, Wajir and Tana River.
- To catalyse development of women led camel milk Co-operatives.
- Identified and engaged 173 camel milk producers along two main camel milk supply routes in Isiolo.
- Worked with Anolei Women Camel Milk Co-operative (from Pastoralist Communities)
- Getting milk supplied from over 70kilometres away

Isiolo’s camel milk value chain

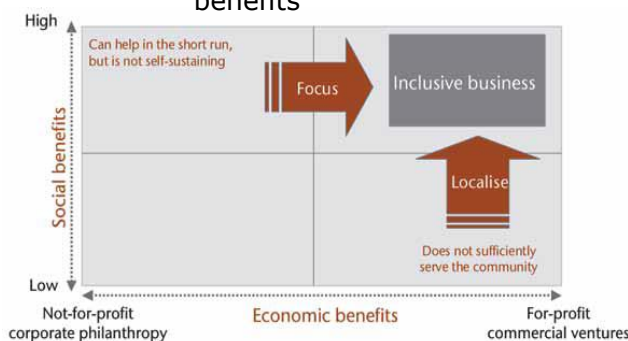


SNV VCD and IB Approach



Inclusive Business (IB)

Business models that engage low income segments along the value chain of businesses as suppliers, distributors or consumers in a win - win situation to create economic benefits, social benefits (inclusion) and environmental benefits



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Activities

- Training on milking techniques, milk handling and hygiene
- Supply of equipment, milking buckets (300) and aluminium cans (205) through a cost recovery mechanism.
- Bulking and cooling centre established in collaboration with Anolei Women Camel Milk Cooperative.
- Technical backstopping for the management of the bulking centre was provided by Vital Camel Milk processor which also provided a market option for the co-operative's milk.
- Enhance community's understanding of drought and its management, raise the participants' awareness on drought management through effective early warning information system, understand community's traditional coping

mechanisms

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Results

- 173 producers and traders engaged in profitable camel milk business in Isiolo County.
- 100 women registered with Anolei trained on cooperative management, OD and financial management conducted
- A bulking centre for the co-op have been acquired and a 3000 litres cooler purchased
- 42% increase in volumes of milk handled by co-operative.
- 45% reduction in operational cost leading to increase in incomes for the members
- Increased net profit for traders from Euros 4,000 to Euros 7,000 monthly.
- Software installed for ease of data capturing and recording by the co-operative.

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