

INNOVATIVE DAIRY SUPPORT SERVICE CONFIGURATIONS IN KENYA

Jan van der Lee^{1*} and Gerald Katothya²

¹ Wageningen UR Livestock Research, PO Box 338, 6700 AH Wageningen, the Netherlands

² Gerald's address, City, Region, Postcode, Country

*Corresponding author email: jan.vanderlee@wur.nl

In Kenya, new private and hybrid support service configurations for dairy farming are emerging. These have been slow in coming after public support services where cut back some 2 decades ago. The recent acceleration in support system development is due to demand growth, processor competition, agribusiness focus of development interventions, and governance devolution. This paper analyses private driven and farmer organization driven input & service supply models in order to learn from recent experiences. The research follows a multiple case study approach, mainly using interviews with key actors along the value chain. It shows how these models vertically integrate services and focus on entrepreneurial farmers. It highlights governance and coordination issues, including willingness of farmers to pay for services, dynamics of side-selling, and need for renewal of the innovation agenda. Recommendations address integration, stability, and focus on quality.

Keywords: dairy development, input and service supply models, Kenya, extension