

INDONESIA

KPSP SALUYU KUNINGAN

<https://youtu.be/Yz8dd3NFEzk>



BHAG: To become number one raw milk provider in Kuningan regency and deliver optimal value for members



Outcome

2015-2019

BENEFITING FARMERS

2015	315 active members (35 women and 35 youth)
2019	364 active farmers (50 women and 60 youth)

TOTAL REVENUE

2015	EUR 915,835
2019	EUR 1,627,712

MOBILISED LOANS

2016	EUR 45,500 (working capital, grants and investment)
2017	EUR 54,000
2018	EUR 34,200
2019	EUR 0

EQUITY

2015	EUR 55,004
2019	EUR 136,866

TOTAL ASSETS COOPERATIVE

2015	EUR 471,819
2019	EUR 600,718

RATIO EQUITY / TOTAL ASSETS (%)

2015	12%
2019	23%

Name: KPSP Saluyu Kuningan
Year of establishment: 2006
Commodities: milk
Processing factory: Currently working towards Mozzarella processing facility
Start Agriterra: 2015

Core business:
 KPSP Saluyu is a organisation of farmers. They all bring their milk to the cooperative for their marketing. KPSP Saluyu Kuningan has ten Milk Collection Points without cooling facilities, four with cooling units and a central cooling unit.



“Current production is 12 Ton milk per day which should become 20 Ton milk per day in order to become a magnificent cooperative.”

Anthonius Aman, Cooperative Manager



“Aim is to build a strong financial stable cooperation which operates cost efficient. The cooperative invests in cooling tank to increase the milk quality and improve the improve the cost efficiency.”

Agnes Janszen, business advisor Agriterra



RESULTS

1

Saluyu has become more attractive to farmers (number of active members, member capital and volume of milk)

2

Saluyu is working more efficiently (more volume, less staff and overhead)

3

A well established youth council with a business plan for calf rearing project



Input Agriterra

2016

Training in extension, communication and Human Resource Management



2017

Technical assistance on milk quality
Training on membership registration and member commitment
Establishing a youth council



2018

Assisting in establishing a business plan for Mozzarella production
Training on internal capitalisation



2019

Emphasis has been on financial management: for Saluyu and for their members



GOALS KPSP SALUYU:

- To improve the quality of milk
- To increase milk production and handling and the income of farmers
- To invest in value added activities
- To improve the financial management system and member management

