

Dairy



If undelivered please return to the Mediae Company, P.O. Box 215- 00502, Karen

So you would like to keep dairy cows?



Ken

Ken decided to get a dairy cow and sell the milk. It made him a good profit.

Before starting a business, you must find a market and do a budget. A budget is where you write down all of the costs of a business. It will tell you whether your business might work and how much money you might make.

You will need to build a cow shed and buy a cow. How will you pay for this? Will you grow your own fodder or buy it? You also need to find a market for your milk.

How do you find a market?



PRODUCT

Is there a demand for milk?

Can you process the milk into other products?

What does the market expect?



PRICE

What price will you sell at?

Does the price change often?

Can you make a profit?



PLACE

Where will you sell?

Will a buyer collect from your farm?

Talk to your neighbours.



PROMOTE

How will you advertize?

OLX?

Social media?

Posters and flyers?

How do you do a budget?

1. Find out your **costs**. Think of all of the things you need to keep a cow. Find out how much they cost. Some things you will only need to pay for once, such as the cow shed.

2. Work out how much money you will make in a milking cycle. How long will it be until your cow gives milk? How much milk do you expect it to give?

3. Your biggest costs are your start-up costs. These are costs that you hopefully only pay once, such as the cow shed and your cow. As start-up costs are so high, you might not make a profit in the first milking cycle. It will take some time for you to be able to repay the investments you made when starting your dairy business but, once you break even, you can start making profit.

Amount made - Cost = Total Profit

To break even, your 'total profit' for the first milking cycle must be at least 0.

What is a rolling budget?

This includes all costs for each month. For example:

Date	Details	Budget	Money out
Feb 2017:	Supplements	3,500/=	4,000/=
	Vets and medical fees	2,000/=	1,800/=
	Loan repayment	5,000/=	5,000/=
	Miscellaneous (this is any costs you did not expect)	4,000/=	3,600/=
	TOTAL	14,500/=	14,400/=
Mar 2017:	Supplements	4,000/=	4,000/=
Apr 2017:	-	-	-

Sometimes prices change. You can change your budget as you go. If your actual expenses are **the same** or **less than** the budgeted expenses, you can meet your targets.

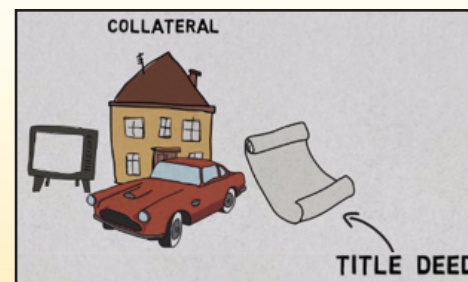
Start-up costs	
Item	Budget
Cow shed	35,000/=
Cow	60,000/=
Milking equipment	10,000/=
Other costs	-

Can you afford to buy and keep a dairy cow? Do you need a loan?

When starting a new business, many farmers need help with money. Start-up costs can be high. It takes time for your business to start making money.

If you do not have enough money to cover your business expenses, you may need to borrow money. There are many ways for you to borrow money for your business. Look at different options. Visit banks and talk to SACCOs. Ask how you can repay your loan? Can you pay with your mobile phone?

The bank will charge you a percentage of your loan, called **interest**. This is how the bank makes money from you. Choose a loan with low interest.



The bank will ask for **collateral**. This is something they can have if you fail to repay the loan. They will also look at:



It is very important that you meet all loan repayments. If you cannot pay, see your bank in good time.

Some banks do not let you pay back the loan early. Others will charge you more for paying early. Some will make you stick to the monthly plan. If you can, pay back your loan early.

WATCH OUT

There are often hidden costs with loans. Read all of the terms and other paperwork carefully. If something is not clear, ask the bank.

Loans are not for everyone. If you can, it is better to save money. Do not forget you have to pay for a loan.

Building a Cow Shed

Roof over sleeping and feeding area. Protects your cow from sun and rain.

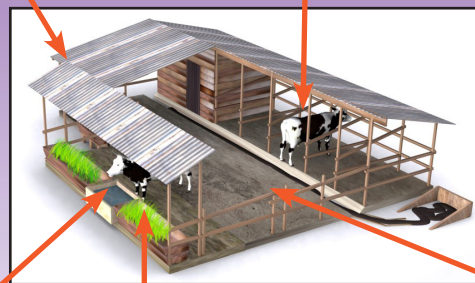
Your cow needs space to lie down. Build the pen 4ft x 7ft.

Clean your cow shed every day.

Your cow must always have clean water. Catch rainwater off the roof.

Feeds in troughs at least 3 ft above the ground.

A sloping floor will help waste to drain away.



Choose a Good Dairy Cow

Buy a cow that is healthy. Do not buy the first cow that you see. Ask the owner lots of questions. Look at the cow's records. Barter for a good price. Look out for:



4. A strong, square udder with well-spaced teats
5. Straight wide and strong legs and feet
6. A cow that breeds easily and calves easily.

Is the cow vaccinated for ECF?

Has the cow ever had any problems?

Will the cow calve down in 1 month?

Which breed?

Exotic breeds give more milk than local breeds. **Friesians** (below) give more milk than Ayrshire, Guernsey or Jersey.



Feeding your Dairy Cow

To make lots of good milk, dairy cows need a varied diet. Most cows need about 6 kg fodder and 1 kg dairy meal per day.

ENERGY



VITAMINS & MINERALS



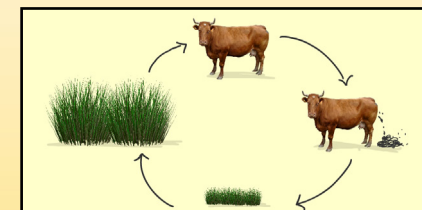
For dry cows in calf:
Give ½ glass (100g) of Maclik Plus every day.



For milking cows:
Give 1 glass (200g) of Maclik Super every day.

Give 1 kg **Fugo Dairy Meal** for every 2 litres of milk the cow gives over 5 litres. e.g. if your cow gives 7 litres a day, give 1 kg dairy meal.

Grow your own fodder crops like Calliandra and Napier Grass. Use manure from your cow to fertilise the crops.

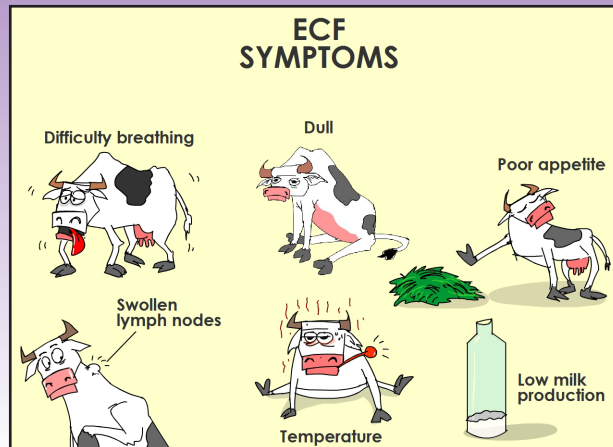


Deworming

If your cow's hair is falling out, it may have worms. De-worm your cow with Nefluk or Nilzan every 3 months.



East Coast Fever (ECF)



ECF is a disease spread by Brown Ear Ticks. ECF can kill your cow. You can cure ECF, but your cow will never make as much milk.

Dipping your cow every week helps to stop ECF. Ask a vet to **vaccinate** your cow.

Mastitis

Mastitis is a disease that attacks the udder. It is caused by bacteria which do well in areas of poor hygiene and in bad feed. A cow with mastitis will give less milk. The milk is not good to drink. Test milk before milking with a **strip cup**.

Keep your cow shed clean

Clean your cow shed every day with clean water. Spray the resting area and milking parlour with 25 ml **Kupacide** in 10 litres of water.

Practice good milking hygiene

Clean the udder well before milking with clean, warm water. Each cow should have its own cloth.

After milking, it takes at least 10 minutes for the teats to close. If your cow lies down, bacteria can get into the teats. Feed your cow to keep it standing up.

Using a Strip Cup



1. Before milking, squirt a stream of milk from each teat into the strip cup.



2. Inspect the cup for signs of abnormal milk. Look for blood, flakes or lumps.

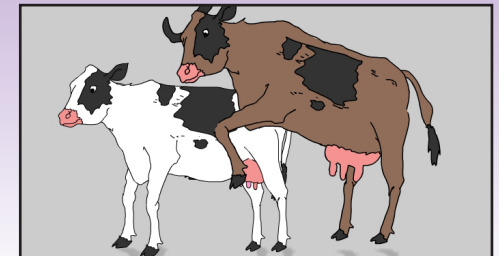
Artificial Insemination (AI)

By using AI for your cow, you will get a better calf. You can choose qualities that you want in your calf. Use semen from Coopers CRV catalogue. Choose the bull before your cow comes on heat. Once your cow is on heat, call your vet. You only have 12-18 hours to do AI.

SIGNS YOUR COW IS ON HEAT



A swollen vulva and clear discharge are the most important signs. Call the vet to do AI when you see this.

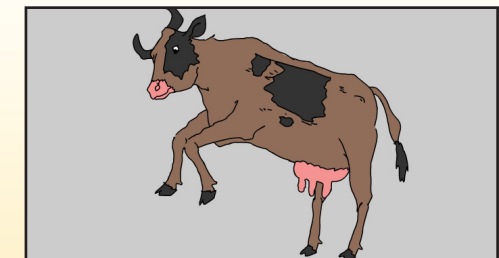


Allows itself to be mounted and mounts



Gives less milk

If you see bloody discharge, you are too late. Your cow was on heat 3 days ago. You will have to wait until the next heat in 18-22 days before you can do AI.



Restless

If the discharge is white, yellow or smelly, call your vet. Your cow may have an infection.

Why keep records?

Keeping records of your cow helps you to keep track of your cow's health and breeding.

- You will know when it will come on heat.
- You can avoid inbreeding by recording which semen you used for AI.
- If you sell your cow, the buyer will ask to see your records.

Name of cow	Date served	Bull/sem en used	Calving date	Sex of calf

For more information on Cows

For more information on keeping dairy cows contact:

Coopers on +254 20 420 6000 or email info.kenya@coopers.co.ke

Unga Farm Care (EA) on 0719 065 222 or email information@unga.com

Use our budgeting tool, **Budget Mkononi**, on our website www.dontlosetheplot.tv and learn the costs of keeping dairy cows and how much profit you can make.



Sign up to our mobile service iShamba for expert advice on keeping dairy cows. Simply SMS the word 'VIJANA' to 21606.

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