



## Heifer International

Heifer International is a global development organization on a mission to end hunger and poverty in a sustainable way. Working with farmers and their communities to identify and invest in business opportunities that deliver living incomes, Heifer International creates solutions to local challenges designed to build inclusive, resilient economies. Since launching in 1944, Heifer International has assisted more than 35 million people, with millions more now on a pathway to living incomes.

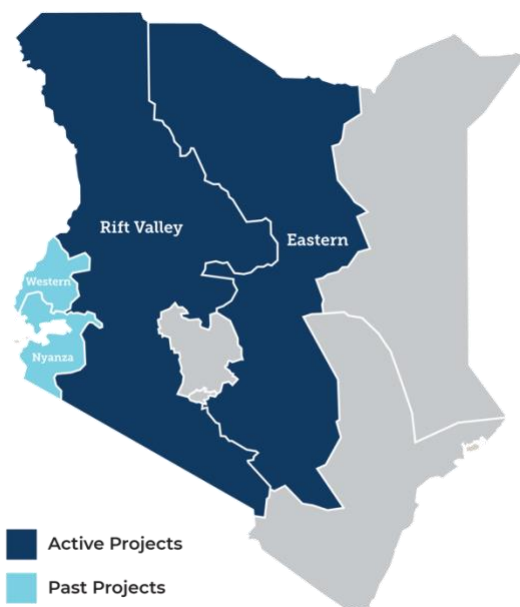


## Heifer Kenya

In 1981, Heifer International started work in Kenya, supporting a women's dairy group in the western part of the country. Today, Heifer Kenya is working with farmers to increase production and productivity by strengthening extension services and farmers' cooperatives. Its projects have supported more than 682,000 families to build sustainable livelihoods.

Leveraging Heifer Kenya's strong ties with local communities, projects build on the success of the hub model to develop the dairy supply chain. Cooperatives are now aggregating products including milk, negotiating better prices with dairy processors. Farmers are also learning business development skills, cultivating vegetables, raising poultry and producing various milk-based products to diversify their incomes and diets.

Through membership of self-help groups, women are building their savings, learning how to reduce input and production costs, prepare silage to feed animals and other vital skills that enable them to scale and sustain their businesses.



Cattle



Crops



Dairy



Poultry



Small  
Ruminants

**Catalytic Impact for Dairy Sector Growth  
(2019-2020)****Donors include: Irish Aid  
(Embassy of Ireland)****Total Value:  
\$282,552**

This project was developed to support 15,000 families in North Rift Valley and Upper Eastern Kenya. Partnering with five dairy cooperatives, Heifer Kenya is contributing to the sustainable and inclusive growth of farmer-owned dairy agribusiness through impact investing, focusing on growing women and youth-owned enterprises to improve their livelihoods. Farmer-owned dairy agribusinesses are improving their competitiveness through market and business development, as well as financial and technical capacity investment. With access to capital, cooperatives are able to invest in equipment and other areas of their businesses and increase their profits.

**Market Led Dairy Supply Chain Project  
(2017-2021)****Donors include: Swedish International  
Development Cooperation Agency****Total Value:  
\$2.9 million**

Implemented in the Rift Valley and Eastern Kenya, this project builds on the East Africa Dairy Development Project, a multi-country project led by Heifer International that provided extensive training on dairy productivity, business practices and product marketing to families in Kenya, Rwanda, Tanzania and Uganda. Heifer Kenya plans to work with 30,000 farmers – half of whom are women – strengthening dairy production and increasing profitability. Producers are adopting climate-smart practices, integrating different types of fodder into their production to enhance soil conservation and reduce mineral fertilizer use. Farmers are also reducing production costs by conserving and making their own animal feed during dry season. They are also improving milk handling and quality control capacities at the household level by participating in training provided by the project.

**Hatching Hope Kenya  
(2019-2022)****Donors include:  
Cargill****Total Value:  
\$3 million**

Hatching Hope Kenya is part of a multi-country program developed to improve the nutrition and economic livelihoods of 100 million people by 2030. In the first three years, the project plans to work with 180,000 smallholder farmers in Kenya, improving their poultry production and enhancing demand for poultry products. Implemented in Kisumu, Migori, Siaya, Homabay, Nairobi, Nakuru and Eldoret, the project will establish 25 Poultry Interest Groups and build the capacity of farmer-owned agribusinesses. Farmers are participating in savings groups, accessing capital to scale their businesses. Heifer Kenya will increase awareness of the nutritional value of poultry products, provide education opportunities for women and youth and pilot poultry processing prototypes. As farmers create functional and profitable poultry businesses, 53% of families' living income gap is expected to close.

**Accelerated Value Chain Development Program (AVCD II)  
(2019-2021)****Total Value:  
\$400,000**

The first phase of this project included focused on activities including breeding through fixed-time artificial insemination, animal health services such as vaccinations to secure breeding gains and the promotion of feed technologies like high-yielding and protein rich forage, strengthening local technical capacity. AVCD II builds on this work, enhancing the capacity of six producer organizations to deliver efficient and targeted extension services, increasing adoption of improved technologies and appropriate husbandry practices to increase milk productivity, further contributing to agriculture-led economic growth. A total of 6,000 farmers will benefit from extension services provided by producer organizations.

**East African Dairy Development  
(EADD) I and II  
(2008-2018)****Donors include:  
Bill & Melinda Gates Foundation,  
Eli Lilly & Company Foundation,  
Starbucks Foundation****Total Value:  
\$93 million\***\* all countries: Kenya, Rwanda,  
Tanzania and Uganda

Implemented in Kenya, Rwanda, Tanzania, and Uganda, this project was designed to sustainably improve the livelihoods of smallholder dairy farmers in East Africa, increasing incomes through enhanced production and market access. Heifer International led the implementation of the project through a consortium comprised of the International Livestock Research Institute, TechnoServe, Africa Breeders Service Total Cattle Management and World Agroforestry Centre. Farmers were provided with technical assistance and adopted technologies aimed at improving on-farm production and productivity. The project also helped form and develop sustainable and profitable farmer-owned producer organizations offering essential inputs, extension and business services, and access to reliable milk markets. In the first phase, the project supported 203,778 farming families in Kenya, Uganda and Rwanda, 129,926 of which were in Kenya. Phase II supported a total of 136,684 farming families, 60,081 of which were in Kenya. As a result of project interventions, net dairy incomes increased by up to 80%.