PD-ABR-097

UGANDA PRIVATE SECTOR DAIRY BUSINESS DEVELOPMENT PROJECT

Grant Number 617-0136-G-00-0001-00

FINAL REPORT

October 1994 through August 1998

and

ACTIVITIES

October 1997 – August 1998

Submitted by

Land O' Lakes, Inc
P O Box 64101
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February 8, 1999

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LAND O'LAKES
UGANDA PRIVATE SECTOR DAIRY
BUSINESS DEVELOPMENT PROJECT
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FINAL REPORT
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ACTIVITIES
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Dates of project	September 30, 1994 – December 31, 1998
Total Federal Funding	$2,200,000
Total spent	$2,200,000
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Additional Funding Source	Cooperative Development Program (CDP) FAO-A-00-97-00009-00
Dates of Project	June 1, 1997 – May 31, 2002
Total Federal Funding for Uganda Cooperative/Association Development	$300,000
Total spent through September 1998	$178,759

B

Uganda Private Sector Dairy
Business Development Project

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I PROGRAM DESCRIPTION

A Project Background

Uganda was savaged by political and economic turmoil in the 1970's and 80's that resulted in the decline of all industry including the dairy sector The dairy sector, which had been forecast to show positive growth, instead became a net importer of dairy products as animal numbers and production continued to decline Although political stability returned to the nation, a multitude of obstacles existed to slow the progress of producers and processors to revamp the dairy sector including poor infrastructure and lack of information, a history of improperly run co-operatives, and other issues In addition, the Ugandan dairy industry was in a transition from a government-run monopoly to a free-market system without a "road map" to ease the transition to the private sector

In response to these issues, Land O'Lakes International Development Division submitted and was awarded a USAID-funded grant to conduct a Private Sector Dairy Business Development project designed to revitalize the Ugandan dairy sector and empower private sector dairy producers and processors to take charge of the industry

Land O'Lakes dairy development project began as an eighteen-month, $700,000 program in October 1994 through Dairy Directive funding and received additional Dairy Directive Funds for a two-year continuation at a $1 5m funding level into September 1997 An additional quarter of funding was granted through December 1997

Because of the outstanding success of the program, the USAID Uganda Mission included Land O'Lakes program in its Strategic Objectives and began funding a continuation of the project for a three-year period from October 1998 through September 2001 Additional funding sources were also utilized to meet project objectives including USAID Co-operative Development Program funds and funding proposals designed to link the Uganda dairy sector to the development of the East Africa dairy industry

Project Goals and Objectives
The goal of the Uganda program was to promote the growth of the Ugandan dairy sector to begin to meet local and export demand thus increasing food security and improving health standards for Ugandans

The impacts from Land O'Lakes Private Sector Dairy Development Program supported two of USAID/Uganda's strategic objectives

S O 1	**Encouraging broad-based economic growth through increase in rural men's and women's incomes,**
S O 4	**Stabilize the heath status of Ugandans**

B. Major Activities

The purpose of Land O'Lakes dairy development project was to assist Ugandan private dairy businesses to learn skills and acquire the necessary information to compete and operate successfully in a free market system The Land O'Lakes project methodology included training and technical assistance in dairy production, water and range management, dairy livestock genetic improvement (with WorldWide Sires a private U S genetics Co-operative that markets product throughout the world) dairy goat enterprise development, co-operative and member services business development, milk processing, marketing and promotion, association development, and small credit development for the private dairy sector

The project activities were conducted in phases

Phase I	Increase in quality and quantity milk production
Phase II	Organization of milk collection, processing and marketing
Phase III	Development of industry support organizations

Training topic areas covered under these areas included

- ◊ Nutrition and Pasture improvement
- ◊ Reproduction and Breeding
- ◊ Milk Production and Milking Techniques
- ◊ Farm Management and Record Keeping
- ◊ Artificial Insemination
- ◊ Disease Control
- ◊ Dairy Goat Production
- ◊ Water and Range Management
- ◊ Co-operative/agribusiness Development
- ◊ Development of Co-operative Services
- ◊ Dairy Processing
- ◊ Marketing
- ◊ Association Development

PHASE I – INCREASING QUALITY AND QUANTITY MILK PRODUCTION

A key component of Land O'Lakes Private Sector Dairy Business Development project was to build and strengthen private dairy co-operatives and build the co-ops capacity to provide their farmer members with the technical know-how and services to improve milk production Services developed under the project include

- Farm input supply
- Private extension services including AI and dairy production
- Credit
- Water and range management

The project began working with 5 dairy co-operatives in 1994 This number has grown to 69 in 1998, 61 of which are active A list of cooperatives is in Attachment 1

Through the project, co-operatives have also begun to organize "umbrella" co-operative units in order to capture the efficiencies of an organized, non-fragmented dairy sector Co-operatives in the Mbarara area and Kampala milkshed area are working together towards this end

The following table lists the member and co-operative services available in the co-operatives as a result of the project

Table 1: Growth in Cooperative Services

Mbarara Milkshed

Year and Number of Co-ops	Co-ops Engaged in Milk Collection	Co-ops Engaged in Farm input, supply & Distribution	Co-ops Engaged in Milk Processing	Co-ops Engaged in Private AI Services	Co-ops Extending Credit to Members	Co-ops Engaged in Self-Financing Schemes
1995 15 Coops	3	NIL	NIL	NIL	NIL	NIL
1998 20 Co-ops	20	6	2	11	2	15

Kampala Milkshed

1995 17 Co-ops	3	3	1	NIL	NIL	NIL
1998 41 Co-ops	32	10	5	15	3	6

Milk Production
This component was critical to build a strong foundation for the development of a viable private dairy sector The Land O'Lakes project succeeded in promoting the growth of zero-grazing and improved animal and farm management, resulting in increased milk production per animal without increasing total animal numbers per farm

As a result of the training conducted by Land O'Lakes, milk production more than doubled in many of the participating co-operatives Examples of increases from a several of these co-operatives follows

Table 2 Increased Milk Production

Co-operative	Milk Production 1994 in liters/day	Milk Production 1997 in liters/day	Percent Increase (%)
Mityana-Mwera	1,750	3,500	100%
Rushere Dairy Co-op	1,700	10,000	488%
Ogutali-Mutume	1,500	3,500	133%
Nabuka Dairy Co-op	2,000	3,500	75%
Kabwohe Dairy	1,800	10,000	455%
Karama Farmers o-op	450	1,500	233%
Katikamu Dairy	2,500	6,000	140
Kkungu Dairy	1,200	3,000	150%

The project worked to develop increased production of dairy goats as well as cattle through work with dairy goat enterprise development in which improved breeding animals and new management methods were introduced

Private Extension
Training and technical assistance focused on individual cooperative members initially but soon shifted to training of trainers – the training of key farmers, managers and private extension staff charged with training cooperative members and staff As the Government of Uganda continued with the privatization process, including the release from service of over 1,400 GOU extension staff, the Land O'Lakes project focused on training private extension staff hired by the cooperatives Half of the co-operatives in the project are doing private extension in areas of AI and general dairy production

Artificial Insemination
WorldWide Sires, in a subagreement with Land O'Lakes, worked with project staff to assist co-operatives to develop private A I business services owned and run by the co-operatives themselves A I sub-centres were opened and equipped by the co-operatives, their technicians were trained by the project in artificial insemination techniques, and the co-operatives were trained in running an AI business within the co-operatives As a result, improved AI services were provided, and have resulted in increased availability of improved dairy breeds and increased milk production

Sixty-five (65) technicians have been trained for an average of one technician per co-operative Half the AI technicians are practicing and have been equipped by their co-operatives with artificial insemination kits purchased by the co-operatives Some co-operatives have purchased additional AI kits including Mityana - Mwera with 3 AI kits and Mukono - Nabuka with 4 To facilitate AI further, co-operatives have purchased motor cycles for their AI technicians Notable is Mityana-Mwera, which has purchased 2 motorcycles, Kabwohe 1 motorcycle, Nsangi 1 motorcycle and Nabuka 2 motorcycles

Table 3. Artificial Insemination Activities 1993

Source	AI Sub-centres	Total Inseminations Recorded	Total Calves Recorded
Uganda Government Services	37	10,150	1,172
Private Co-op Services initiated by Land O'Lakes/ WorldWide Sires	NIL	NIL	NIL

AI Activities 1998:

Source	AI Sub-centres	Total Inseminations Recorded	Total Calves Recorded
Uganda Government Services	40	14,585	7,290 (estimated)
Private Co-op Services initiated by Land O'Lakes/ WorldWide Sires	30	20,000	15,000(estimated)

Attachment 2 is WorldWide Sires final report and list of AI technicians trained by Land O'Lakes Program

Credit

Availability of credit is essential to the development of the dairy industry in Uganda There are a number of co-operatives and associations that are devising schemes to provide credit to members Cooperatives have begun to develop credit lines with banks The groups are assisted by Land O'Lakes to develop sound business plans to present to the formal banking sector to aide in obtaining loans Cooperatives are also encouraged to become members of the Uganda Cooperative Bank, open accounts and begin to conduct regular business with this and other banking institutions in order to be considered good credit risks

Informal credit schemes have been organized within cooperative to assist the organization and members to obtain the credit needed to develop their farms and businesses A number of cooperatives have self-financing schemes to promote growth where formal credit is not yet available

Examples of credit/self-financing initiatives follow

- In the Bakojja Heifer In-trust Scheme and Tororo Micro-Enterprise Credit Scheme, members pay a monthly contribution of Ush 5,000/- which is collected and given out to members through loans twice a year, in June and December The loans are used by the members to invest in their small-scale dairy operations
- Rushere Dairy Farmers have, through the contribution of one head of cattle per member raised over Ush50 million, which they are investing in their planned processing facility The group is combining this amount with credit from a formal credit source by working with Land O'Lakes and the Uganda Cooperative Bank
- Mityana-Mwera Cooperative Society manages the "Ntandikwa Credit Scheme" and "Poverty Alleviation Project" from which loans in the range of Ush 200,000 - 1,000,000 are made to their cooperative members 80% of these loans have been invested in agriculture Loan repayment is about 80% In addition, the Society retains 20% of the money earned on each litre of milk sold, from which a new lot has been purchased for new offices The Society has also set up an input supply shop as well as providing support for their new AI business The Society employs the following dairy specialists 3 AI technicians, 1 veterinarian, and 1 extension worker
- Kkungu Dairy Co-operative Society, out of the 20% on the milk has begun construction of a new building for the co-operative
- Out of the milk retains Kabwohe Dairy Co-operative Society has purchased a vehicle, which collects the milk from the neighboring societies In addition, the Society has constructed a building, employed an AI technician, and purchased a motorcycle for the technician's transportation
- From the collective pooling of a day's production each week, Karama Dairy Cooperative has purchased a plot and constructed a building for the Cooperative
- Other Societies including Kirinnya Women's Group, Kyabirukwa Sisters, Kigezi Dairy, Biharwa, Karama and others have built their own buildings on proceeds from milk sales

Water and Range Management

The Land O'Lakes project has worked to improve the water resource and range management practices of the cooperatives Some successes include

- To be responsive to the conservation of the environment and the scarcity of water, farmers in Rushere have put up valley dams and introduced new pasture in the area 10 valley dams are in place
- Farmers in Western Uganda have learnt how to do rotational grazing and to trap runoff in their fields
- Over 200 farmers are now able to conserve water and protect their soils against soil erosion
- Farmers are improving their range management techniques as a result of project training

PHASE II ORGANIZATION OF MILK COLLECTION, PROCESSING AND MARKETING

Milk Collection

Processing

One of the areas that Land O'Lakes has targeted is processing A number of co-operatives have gone into processing and others are making their business plans towards the goal of setting up processing capabilities Co-operatives have purchased packaging equipment or resumed packaging their products after receiving technical assistance and direction from the program The project is also assisting the cooperatives to source equipment locally and internationally Examples of new or improved processing capabilities due to project training and technical assistance includes

- Mityana - Mwera processes ghee, yoghurt and packages fresh milk
- Mukono - Nabuka Dairy processes and packages fermented milk and ice cream
- Nyakahita Women's Group processes ghee and is exporting the same to Kenya, Rwanda and Burundi
- Tororo Dairy processes fermented milk and dairy cakes
- Kkungu Dairy Co-operative processes and packages fermented milk
- Bakojja Heifer In-trust Scheme processes small-scale fermented milk
- An increasing number of individual farmers process various milk products on their farms

Table 4 Milk Processing *

Mbarara MilkShed

Year	Large-Scale Processing Plant (litres/day)	Small-Scale Processing Plants (litres/day)	Total Amount Processed All Sources (litres/day)
1997	1 G B K - 40,000 2 Country Taste - 40,000 3 Ra-Milk - 40,000 4 Everfresh - 60,000	1 Paramount -1,000 2 Nyakahita Women's Group – 500 3 Ankole yogurt processors - 500	182,000
1993	NIL	NIL	NIL

Kampala Milkshed

Year	Large-Scale Processing Plants (litres/day)	Small-Scale Processing Plants (litres/day)	Total Amount Processed All Sources litres/day)
1997	1 Dairy Corporation 130,000 2 Dairy Bell -Fort Portal 40,000	2 Jesa Farm – 30,000 3 Liberty Dairies – 500 4 Farm Foods – 200 5 Tatecum – 500 6 Superior Processors – 200 7 Anifarm – 200 8 Real Yogurt – 100 9 Home Yogurt – 200 10 GBK - 100	202,000
1993	Dairy Corporation (only processor allowed) 65,000		65,000

* Products include fresh milk, yogurt, cheese, mala or cultured milk, cream and ghee

Milk Marketing

The project assisted the cooperatives to improve the marketing of their products through training and technical assistance in marketing principles and practices, improved sales and distribution and packaging

Land O'Lakes initiated June Dairy Promotion Month in Uganda, which is becoming a tradition in and has helped to increase milk sales and improve the nutrition of children and adults Under the Land O'Lakes project, June Dairy Month was developed and celebrated in 1997 and 1998, and is now scheduled as an annual event to be conducted by the regional and national dairy associations in the future The event reached more than 1,000,000 people during the 1998 event and resulted in an increase in dairy product sales in Uganda and increased national consumption from 21 litres per person per year to 30 litres per person per year June Dairy Promotion Month is a time to celebrate the economic benefits that result from a strong dairy industry including increased incomes and jobs for Uganda

Participants in the June Dairy Promotion Month events included

⇒ School children
⇒ Dairy Farmers
⇒ Dairy Co-operatives
⇒ Dairy Associations
⇒ Dairy Processing Companies
⇒ Veterinary Pharmaceuticals
⇒ Animal Feed Manufacturers
⇒ Makerere University
⇒ Government and Ministries Representatives

See Attachment 3 for the report of the June Dairy Promotion Month 1998

Phase III Development of Industry Support Organizations

Regional Dairy Associations

The Land O'Lakes project assisted in the organization of regional dairy associations in Uganda to provide the services necessary to building a healthy dairy industry The Uganda Dairy Farmers and Breeders Association has begun to organize regional associations in four areas of Uganda – the Western Uganda Dairies Association (WUDA) and the Central Uganda Dairy Farmers and Breeders Association (CUDFABA), with a third in the Eastern region the Eastern Uganda Dairy farmers and Breeders Association (EUDFABA) WUDA and CUDFABA have finalized their registration requirements and have begun mobilizing their membership as well as developing their association work plans EUDFABA is drafting its constitution The working committee for the National Association has enable these regional associations to form and is also preparing the Northern Uganda region to form an association

An important role for the associations is to assist in the development of policies that support the dairy industry While the associations are not yet in the position to impact government policy, the Land O'Lakes and project staff have worked with the industry in a mentoring role and has been able to impact government policy through dialogue with appropriate Ministries and Officials Some of these impacts include

- Land O'Lakes role in the initial evaluation and recommendations to the GOU on the monopoly Uganda Dairy Corporation performance resulting in the recommendation that the UDC be privatized Land O'Lakes encouraged the GOU to divest from UDC and allow farmers to own the milk centers
- Encouraging the GOU to consider the role of farmers/cooperatives in the privatization of the Uganda Dairy Corporation (the GOU dairy monopoly) in order to allow dairy producers and processors time to build their co-operatives and dairy businesses to position themselves to buy shares in the Uganda Dairy Corporation This was encouraged in order to have local buy in and to prevent the plants in the UDC system from being sold to outside interests
- Land O'Lakes has encouraged the lifting of the ban on semen and other GOU policy issues
- Land O'Lakes played a key role in the GOU's change in policy regarding the decentralizing of extension services and privatization of some of extension functions In particular, artificial inseminators were finally allowed to privatize and set up their own AI businesses
- Mr Bakojja is on the task force committee for National Agriculture Research Organization (NARO) restructuring in order to further impact agriculture policy

Collaborating organizations

Land O'Lakes has worked to work with local resources to assist in project implementation and to increase project sustainability Some of the resource organizations that have worked with Land O Lakes include

- Peace Corps volunteers work to assist participating dairy co-operatives and processors in improving their business and financial management activities in Lyantonde, Mbarara and other locations,
- Heifer Project-trained farmers have attended Land O'Lakes marketing and co-operative development courses in order to further add value to the "gift" cows they are rearing,
- Through USAID/Kampala, Land O'Lakes was able to utilize two VOCA volunteers to assist in training activities in pasture management,
- Ugandan Ministry and University Officials regularly assisted in program development and training activities including work with the Animal Breeding Centers (ABC) artificial insemination technicians, training in dairy processing, co-operative development and animal health by University staff, and participation in dairy promotion campaigns, seminars and other project activities,
- Linkage with the National Agriculture Research Organization (NARO), ASARECA, International Livestock Research Institute (I L R I) and other groups as resources for research findings and policy,

- Development of linkages with the growing Uganda dairy industry and dairy sector representatives in Kenya, Tanzania, Ethiopia, and Rwanda who are working to develop agriculture in their areas and understand the benefits of working together in a Regional approach to the development of the private sector
- **HealthPartners New Initiative in Health Care Delivery**
  An exciting and vital new component to Land O'Lakes Uganda dairy development program is the collaboration of HealthPartners, a large (750,000 member strong), member-governed health organization based in Minnesota USAID's Cooperative Development Program (CDP) is funding this important work to assist the population in Uganda to meet one of the most urgent needs of paying for health care (See Attachment 4)

  To date in Uganda, few people have health coverage of any type and, faced with a medical crisis, may loose what little they have to cover the costs of treatment A family may be forced to sell the one source of income they may have, the family cow, to pay for medical treatment

  HealthPartners, in a mentoring relationship with Land O'Lakes, has begun the work of developing a pre-paid health care delivery plan for client dairy co-operatives

  As the private co-operatives grow as businesses through training and technical assistance from Land O'Lakes dairy project, they are increasingly able to meet the urgent needs of their members Payment for developing such a medical payment plan can come through the sale of members milk and the investment by members in their own health care plan So instead of selling their cow to cover medical costs members will have the opportunity to sell the milk from their stock and, simultaneously, invest in the health of their families We also call this the "Save-a-Cow" program

Regional Dairy Sector Development Initiatives
In order to link the Uganda dairy industry with regional economic growth opportunities , Land O'Lakes has organized regional dairy roundtables, training and technical exchanges in the region Land O'Lakes has facilitated three Dairy Regional Roundtables (October 1996 in Entebbe, Uganda and April 1997 in Limuru, Kenya and November 3-6, in Dar es Salaam, Tanzania) to encourage the development of the respective dairy sectors in East Africa and SADC countries to break the cycle of poverty, malnutrition and the accompanying instability Some outcomes of the roundtables were increased cross-border dairy business activities including milk sales, technology exchanges, input sales, and opening of new markets for related dairy goods

II. LAND O'LAKES DAIRY PROJECT IMPACTS vs TARGETS 1994 – 1997

Land O'Lakes dairy project targets and listed in bold print followed by the progress made toward achieving each target

At least twenty additional agribusinesses (from original target of five) will have improved their operating and management activities and will increase their profit margins by ten percent

Over thirty of the sixty-nine co-operatives in the program show consistent improvement in their operating and management activities At least twenty show increased profit margins of ten percent

Approximately five hundred additional private dairy-farm operations will improve their environmentally sound herd and farm management skills

Over 6000 farmers have participated in Land O'Lakes training programs and to date over 400 show consistent improvements in their operations Environmentally safe practices have been implemented by farmers in many co-operatives including proper use of manure as fertilizer and to recycle nutrients, and controlled and zero-grazing as a means to prevent overgrazing and protect the environment Farm management is improving in many of the co-operatives and is documented through the decrease in calf mortality and increased milk production and other positive management indicators Calf mortality has dropped from over 60 % to an average of 15% as a result of the calf husbandry learned in the project

There are over 10,000 farm households among the 69 cooperatives involved in the project These farms have sold 180,550 litres per month to the cooperatives in the Mbarara milkshed and 136,330 litres per month to cooperatives in the Kampala milkshed Approximately 20% of the milk produced on farm is consumed by the family and a varying percentage of milk is sold to vendors and not directly to the cooperatives This latter amount varies from 5% to 50% depending on the area and issues such as availability of transportation, etc

Farm households can depend on milk sales of Ush 5,000 (approximately US$ 4 00) per dairy animal per day – a significant contribution to household income Milk production per animal has also increased under the project from an average of 6 litres per dairy animal to over 15 litres per animal

Range management practices will be taught to participants in the southwestern and Mpigi areas of Uganda Ten private farmers will practice improved range management/rotational grazing techniques by the end of the project

A second training course in range management was conducted in October-November 1997 This training resulted in the development of model range plots that will further assist farmers in improving their range for improved nutrition of their cattle While some farmers have improved their pastures (six farms have improved pastures as a result of Land O'Lakes training), more work is yet to be done

In the areas where nomadic range practices occur and where water is limited, project activities will be integrated with existing water projects to assist groups to develop and maintain their water resources Land O'Lakes will parallel the program's water resources management activities with the efforts of other donors of water resources management Communities in the two milkshed areas who are recipients of boreholes funded by other

donors also will receive, through the Land O'Lakes program, the necessary skills to maintain their new water resource
The water resource management program component has not been fully realized although some farms and cooperatives are utilizing valley dam and rain collection technologies Initiatives in 1999 will ensure improved water resources to participants

The formation of two women's dairy goat development groups in the Mpigi District with twenty-five members in each group
Four women's dairy goat groups have been formed The progress in dairy goat expansion has been slowed due to a GOU ruminant ban that has blocked the importation of improved goat genetics (both live animals and semen) and has prevented the improvement of the goat population and thus the incentive for groups to develop Additionally, fighting in Western Uganda near Kasese has blocked a source of improved goats for the women's groups These animals were originally brought into Uganda via the Heifer Project and their offspring, under normal conditions, would be for sale by their Ugandan owners/breeders Land O'Lakes has continually inquired about the ruminant ban at the Ministry level and has shown the negative impact that it has had on the project Recently a newspaper article described the "lifting" of the ban (more specifically that it never really existed) Land O'Lakes Uganda is verifying the claim

By completion of the training, members will have improved their skills in dairy goat production, micro-dairy processing, product marketing and co-operative formation
Women's groups have learned new dairy goat production methods via Land O'Lakes training and follow up Continued work in the other target areas is ongoing

At least fifty percent of the members will establish a dairy goat operation or expand their current business in production and/or marketing
Members continue to raise local animals and are selecting from a pool of local Mubende animals The rate of development of the goat program will increase when exotic goats/semen are allowed into Uganda

The formation of at least one women's dairy goat association
The momentum has slowed due to the ruminant ban but the groups will work to form an association in the future

Collaboration will be established with the Government of Uganda's Animal Breeding Centers (ABC) and the Land O'Lakes Program in efforts to improve the dairy genetics available to Ugandan private farmers
This has been a highly successful example of collaboration between the project and GOU At this time, sixty-five private AI technicians were co-trained within the project by ABC technicians in AI technique These ABC technicians also participate in and co-teach AI business development courses

At least two private genetic improvement services (one in each milkshed) are developed and operating privately or co-operatively by the end of the project
All sixty-seven participating dairy co-operatives have hired these private AI technicians and thirty of these co-ops have fully equipped the technicians to conduct their services Credit and co-operative financial management issues have slowed the remaining co-ops from equipping their AI technicians and this is a focus of the project to assist the co-ops to fully develop their AI capability

ADDITIONAL OUTPUTS

- Milk production in Uganda has nearly tripled
- Uganda now exports dairy products to Kenya, Rwanda, and other neighboring countries
- Environmentally sensitive practices have been implemented on-farm and in the plant
- School attendance of children of Co-operative members has increased
- Children are receiving better nutrition due to consumption of dairy products
- Farm incomes have increased for dairy producers

III PROJECT ACTIVITIES OCTOBER 1997 THROUGH AUGUST 1998
(Attachments 3 and 5)

DAIRY PRODUCTION AND EXTENSION SALES
Uganda
October 13 - 23, 1997
Specialists Astrid and Scott Gottschalk, Land O'Lakes, Inc

Objectives (Funded under an extension of Uganda Dairy Directive Funds)
This was the second course conducted by this husband/wife team to update the dairy co-operatives on improved animal production methodologies The purpose of the return visit was to assist in training private extension dairy specialists in their job roles The session consisted of a review of dairy production materials, training in extension methodologies, and field sessions where trainees demonstrated their teaching skills The training session consisted of our days of intensive training conducted for 31 dairy co-operatives Topics presented included

Establishing a Private Extension Service
Sales and Marketing Principles
Mission, Vision, and Barriers for Extension Services
Dairy Nutrition, Production and Management
Record Keeping Creating Extension Newsletters

Outcomes
The team saw enormous changes in the farm and co-operative management skills of the general participants compared to the team's visit to the project in early 1995 The team was very impressed with the modern dairying and artificial insemination practices, as well as the business management skills that have been developed through the project The team also saw improvement in milk quality and quantity and was pleased to see the aggressive campaign by the project to promote increased milk consumption

PASTURE MANAGEMENT TRAINING SEMINAR
Uganda
October 24 – November 28, 1997
Specialist Juan Guerraro, University of California Co-operative Extension, VOCA

Objectives· (VOCA funding and an extension of Uganda Dairy Directive Funds)
This is the second course in pasture management designed to improve the nutrition of dairy animals through proper pasture development The course consisted of classroom training with follow up fieldwork throughout the project area This is a critical issue, particularly in Western Uganda where there is more ranch-type farming and pastures have traditionally been overgrazed and poorly maintained and improved

Outcomes
Course participants were pleased to learn new techniques and have stated that they will implement what they have learned The co-operatives will follow up with the individual farmers to evaluate their progress and to assist in problem areas

The following activities were funded under various Land O'Lakes projects including Cooperative Program Development (CDP):

COOPERATIVE DEVELOPMENT
Uganda
January 11-17, 1998
Specialist LeRoy Vanicek, Land O'Lakes Consultant

Objectives
The course was conducted to provide an introduction to the principles and practices of organizing a dairy cooperative The course was conducted for new cooperative organizations in both Tanzania and Uganda The core training was conducted in Uganda (Tanzanians returned to Tanzania for follow up site visits to their respective areas)

Outcomes
Course participants benefited from sharing their experiences across borders (Tanzania/Uganda) Uganda participants gained from the individual initiative they saw in the Tanzanian farmers and the Tanzanian delegation gained insight into the power of member-owned and operated cooperative organizations The trainees were able to begin the formation and strengthening of their fledgling cooperative organizations as a result of the training they received in the course

COOPERATIVE DEVELOPMENT AND CREATING EXTENSION SERVICES
U S Ambassadors Self-Help Fund Training Course
Uganda
January 4-7, 1998
Specialists Land O'Lakes Uganda Staff

Objectives
The course was conducted to provide an introduction to the principles and practices of organizing a dairy cooperative The course was conducted at the request of the U S Embassy to provide training to a women's group interested in organizing a dairy farmers group In addition to cooperative training, the group also received dairy production and training of trainers instruction

Outcomes
The participants gained the knowledge needed to build a strong business and provide the necessary dairy production information required by the producers served by the group

AI BUSINESS DEVELOPMENT
Uganda
February 1-14, 1998
Specialists Don Mielke, WorldWide Sires AI Technician

Objectives (Funded by MATCH from WorldWide Sires)
WorldWide Sires provided training sessions and follow-up field visits to monitor progress of the AI technicians trained by the project The training was provided as match to the program as USAID Mission funding was not yet available

Outcomes
The training further strengthened the capabilities of the AI technicians to perform their jobs and assisted the cooperatives to build more profitable AI business units within the cooperatives

LAND O'LAKES ANNUAL MEETING AND STAFF TRAINING
Arden Hills, Minnesota
February 20 – March 7, 1998
Visitor Richard Bakojja, Land O'Lakes Uganda Country Manager

Objectives
Participate in Land O'Lakes Annual Meeting functions and learn about member services and the company Participate in staff training in accounting, training of trainers, dairy production and other topics Organize sister cooperative with Land O'Lakes creamery in Hope, Iowa

Outcomes
Enabled better understanding of job functions and the organization of member services within a cooperative

DEVELOPING DAIRY PROMOTION CAMPAIGNS AND ASSOCIATION DEVELOPMENT
Uganda
April 17-25, 1998
Specialist Cheryl Bann, Land O'Lakes Marketing Consultant

Objectives.
Conduct training to Land O'Lakes staff and cooperative members in developing and implementing Uganda's June Dairy Promotion Month Conduct training in association development to members of Uganda dairy industry

Outcomes
Produced a schedule of events and assignments for the organizers of the June Dairy Month Assisted future association members to understand the roles and responsibilities of a dairy association

JUNE DAIRY PROMOTION MONTH 1998
Uganda
June 4-30, 1998
Specialist Connie Cihak, Land O'Lakes Board Member - June 2-8, 1998

Objectives
This was a countrywide celebration of milk! Organized with the assistance of Land O'Lakes Uganda staff, the entire month was devoted to promoting the increased consumption of milk products and was conducted at a different cooperative venue daily Connie Cihak, Land O'Lakes Board Member, represented Land O'Lakes U S A at the celebration and lent her expertise in dairy production to the event

Outcomes
This was the 2nd celebration of June Dairy Month conducted by the project Processors and cooperatives have noted an increase in milk consumption during and after the event estimate that over 1,000,000 view the celebrations and are exposed to the messages of milk for improved nutrition and a growing economy June Dairy Month participants included the First Lady of Uganda, Mrs Janet Museveni and the United States Ambassador to Uganda, Ms Nancy Powell

U S VISIT OF PRESIDENT'S ADVISOR ON POVERTY ALLEVIATION
Arden Hills, Minnesota and Washington, D C
June 23 – July 4, 1998
Visitor Princess Nalinya Ndagire

Objectives
Visit Land O'Lakes and development organizations in order to develop strategic alliances and funding sources to support the project initiatives impacting poverty alleviation in Uganda

Outcomes
The visitor was assisted by Land O'Lakes to make the contacts necessary to develop a program to assist poor women and families in Uganda Worked with the visitor to link Land O'Lakes dairy development programs to the project Organizations visited included World Bank, African Development Fund, and others

IV SUBAGREEMENT

WORLDWIDE SIRES SUBGRANT

WorldWide Sires final report is included in Attachment 2

V. PROGRAM MANAGEMENT

Program management highlights included the increased training capabilities and education of staff throughout the project period as they participated in courses and seminars

VI. PROGRAM CHANGES/OBSTACLES

One of the greatest obstacles to improving dairy animal genetics under the project was the implementation of a ban on ruminant products due to Mad Cow Disease concerns This resulted in a slower pace in improving goat genetics, including the cancellation of shipments of 80 purebred goats from both the U K and U S Additionally, while Heifer Project, International had goats available in Western Uganda, fighting in the area cut off access to these animals for project participants

Women's groups continued to select and cross-breed the local Mubende goat to overcome these obstacles and still producer animals capable of increased milk production The ban has also resulted in a short supply of cattle semen as well as lost opportunities for Ugandan and Kenya dairy farmers to sell cattle across borders The ban has apparently been lifted although it is not yet clear that it is official

Other issues encountered by the Project were due to a nine month funding gap in the project as a result of an extended investigation into allegations against the project management These allegations were proven to be false The Project was able to continue at a maintenance level through additional funding sources that allowed for association and cooperative development activities including June Dairy Promotion month, but did not allow for technical training in dairy production and processing

The greatest blow to the Project was the death of the proposed USAID/Kampala new Project Officer, Laurent Tusingwire, whom we all desperately miss

VII FINANCIAL REPORT

The final financial report for the Dairy Directive funds (UGD) is in Attachment 6

VIII. APPENDICES

1 Co-operative Information
2 WorldWide Sires, Inc
3 Activity Reports
4 HealthPartners
5 Monthly Field Reports
6 Financial Summary

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APPENDIX 1

Co-operative Information

District	Society / Associations
1 Mpigi	1 Masuulita Itergrated Dairy Co-operative 2 Ssentemma Intergrated Dairy Co-operative 3 Ogutali - Mutume dairy co-operative 4 Kkungu Dairy Co-operrative 5 Maddu Livestock Farmers Co-operative 6 Bakojja Heifer In-trust Scheme 7 Liberty Dairy Farm 8 Kirinnya Women's Group 9 Buwama Dairy Intergrated Farmers Co-op 10 Butambala Dairy Co-operative 11 Nsangi Veterinary Centre 12 Namayumba Intergrated Dairy Co-op 13 Bukonge dairy Farm 14 Kibibi Zinunula Co-operative Society 15 Tayamba Attude Development Scheme 16 Kezimbira Women's Development Association 17 Kitagombwa Dairy Farmers Co-op Society
2 Masindi	18 Masindi livestock co-operative
3 Masaka	19 Masaka United Farmers Association 20 Nkoni Dairy Farmers and Breeders Co-Society 21 Basooka Kwavula Farmers Association
4 Mubende	22 Mityana - Mwera Livestock Co-operative Society 23 Kyabatagi Dairy Co-operative Society 24 Mubende Dairy Co-operative Society 25 Buwekula Farmers Breeding Association
5 Mukono	26 Nabuka Dairy Co-operative Society

	27 Ntenjeru Dairy Co-operative Society 28 Bukoba Dairy Farmers and Breeders Association 29 Buikwe Dairy Co-operative 30 Kasaala Dairy Co-operative
6 Kiboga	31 UWESO Women's Project - Kiboga 32 Bukomero Dairy Farmers Association
7 Luwero	33 Katikamu Dairy Farmers Co-operative Society 34 Ngoma Livestock Association
8 Nakasongola	35 Kakooge Integrated Dairy Co-operative
9 Kamuli	36 Kamuli Dairy Farmers
10 Iganga	37 Iganga Women's Dairy Project 38 Bubogo Women's Dairy Development Project 39 Tweyambe Farmers Group - Iganga
11 Tororo	40 Tororo Dairy and Mixed Farmers Co-operative
12 Mbale	41 Sironko Valley Integrated Programme 42 Shuuku Dairy Farmers Co-operative Society
13 Pallisa	43 Pallisa Dairy Co-operative Society 44 Aimukat Dairy and Mixed Farmers
14 Sembabule	45 Basooka Kwavula Women's Group 46 Sembabule Women's Development Association 47 Mawogola Women's Development Association

	48 Minnesota International Health Volunteers
15 Rakai	49 Lyantonde Women's Group
16 Mbarara	50 Kazo Dairy Co-operative 51 Bwizibwera Dairy Co-operative 52 Rushere Dairy Co-operative 53 Kashaka Dairy Co-operative Society 54 Rubindi Dairy Co-operative 55 Karama Dairy Farmers Company 56 Nyakahita Women's Group 57 Kyabirukwa Dairy Farm - Sisters 58 Kigoma Dairy Co-operative 59 Kigarama Dairy Co-operative 60 Ruhindi Dairy Co-operative 61 Kashongi Dairy Farmers Co-operative 62 Rubaya Dairy Farm 63 Ibanda Zero Grazing Association
17 Bushenyi	64 Kabwohe Dairy Co-operative Society 65 Kyamuhunga Dairy Co-operative 66 Kyanyamuschungwa Dairy Co-operative Society
18 Kabale	67 Kabale Women's Group 68 Kigezi Dairy Co-operative Society

Name of Co-operative	Past Status	Present Status	Future Plans
1 Rushere Dairy Farmers Co-op Society Formed 1996 Registered 1996 Membership 150 Male 94 Female 56 Potential Membership 1000	(a) Society existed as a group of farmers (b) Farmers rigid and unwilling to change They were stuck to the traditional way of rearing cattle, keeping of purely local animals (c) The number of cattle mattered more than their quality (d) No AI services available (e) Low milk production with yields averaging 1700 litres /day (f) Low household incomes (g) Poor Co-operative management (h) Household incomes have improved as a result of increased milk production	(a) Today a society exists (b) Farmers steadily changing their attitudes towards modern farming approaches i e they are clearing the bushes, constructing valley dams and improving the quality of their herds, reducing on the numbers and also practising AI (c) Milk yields gone up from 1700 litres / day to 10,000 litres / day an average over 400% rise (d) The trainings offered have helped a great deal, farmers can better care for their animals i e feeding, health care and so on (e) Changes made in management which changes have contributed to the initiation of the future plans of the society like putting up a processing plant (f) Have raised a total of 50 Million through a self financing scheme This is a contribution towards the processing plant (g) 6 members have attended LOL trainings and over 600 reached being members and non-members	(a) Acquire more land (b) Build a milk processing plant to cater for the Nyabushozi area (c) Purchase cooler 40,000 litres (d) Purchase a lorry

Name of Co-operative	Past Status	Present Status	Future Plans
2 Kabwohe Dairy Farmers Co-op Society Formed 1972 Registered 1973 Revived 1995 Membership 225 Male 180 Female 45 Potential membership 2000	(a) No AI services (b) Inadequate dairy production know how i e little knowledge on dairy nutrition, health, pasture management etc (c) Lack of extension services (d) Milk production low between 1700 - 1800 litres / day on average (e) No AI services available to farmers i e natural breeding was common (f) Inadequate knowledge on dairy production techniques	(a) Operational AI services with over 250 inseminations made (b) Society facilitated the technician with a motor cycle an investment of US$ 5000 (c) Because of the trainings, farmers now better manage their farms $^1/_3$ of the farmers have embraced zero grazing (d) Milk yields have gone up from 1700 litres / day - 1800 litres / day to between 2500 litres / day - 3000 litres / day (e) There has been improved co-op management evidenced from the profits made From these profits a Hall valued at US$ 10,000 has been erected (f) Extension services on dairy production are being extended to the farmers (g) 6 members from the society have attended LOL trainings and over 750 reached including members and non-members	(a) Installation of electricity on the co-operative building (b) Buy cooler from Dairy Corporation (c) buy pasteuriser and packing machine (d) Gain independence from Dairy Corporation

Name of Co-operative	Past Status	Present Status	Future Plans
3 Tororo Dairy and Mixed Farmers Co-op Society Formed 1996 Registered 1997 Membership 52 Male 32 Female 20 Potential membership 300	(a) No Co-operative existed (b) No seminars were available to members (c) No AI services, natural breeding was common practice (d) Dairy Production techniques were inadequate	(a) Society came into existence (b) AI services in place an investment of US$ 1200 Over 100 inseminations made (c) A marketing centre has been set up in Tororo town The centre is being rented at a cost of US$ 150 per month (d) 6 members have attended LOL trainings and over 300 reached including members and non-members	(a) Processing of Dairy products (b) Acquiring a milk cooler

Name of Co-operative	Past Status	Present Status	Future Plans
4 Ogutali - Mutume Dairy Co-op Society Formed 1967 Registered 1968 Revived 1995 Membership 63 Male 20 Female 43 Potential membership 1000	(a) Poor Co-operative functioning (b) No trainings available to farmers (c) Low milk yields with 500 litres daily on average (d) No AI services available (e) Poor marketing strategy	(a) Changes that are desirable were made in the society The executive committee comprises visionary personalities who have coined the need for a cooler for the society (b) AI services available with 100 services made so far This is an investment of US$ 1200 (c) Marketing of the milk has been eased with 2 centres - Wakiso and Bulenga Both centres are being rented at US$ 300 per month (d) 8 members have attended LOL trainings with over 500 reached including members and non-members	(a) Acquiring a milk cooler of 3500 litres (b) Buying a pasteurised, homogenised and packing machine

Name of Co-operative	Past Status	Present Status	Future Plans
5 Mityana - Mwera Livestock Co-op Society Formed 1964 Registered 1965 Revived 1995 Membership 106 Male 75 Female 31 Potential membership 1000	(a) Poor Co-operative management (b) Little milk produced with less than 2000 litres / day -1500 litres (c) Marketing problems (d) No knowledge on value added products (e) Inefficient AI services (f) No extension services (g) Poor Farms	(a) Better co-operative management with changes in the management It is this change that has brought about many developments in the co-op Such changes include establish an extension service, equipping the inseminators with kits and facilitating them with transport The two kits are valued at US$ 2400 and the two motorcycles at US$ 10,000 (b) Developed expertise in ghee and yoghurt making Today 30 kgs of ghee are made per day and 50 litres of yoghurt processed (c) Presence of permanent teachers in co-op practices in the names of Musisi, Mayanja, Mukasa (d) Milk yields now stand at 2000 litres per day-a rise of 33% (e) Established other marketing centres case in mention is Kyengera along Masaka road in Mpigi District Centre is being rented at US$ 200 per month (f) Very efficient AI services - 2 technicians with over 300 inseminations made (g) An investment of approximately US$ 8000 has been put on land for	(a) Putting up own building which will house offices for the society

		the society premises (h) House hold incomes have improved out of the sale of milk (i) The Co-op has started a farm supply shop providing services to the members on credit (j) 7 members have attended LOL trainings and over 500 reached through extension including members and non-members

Name of Co-operative	Past Status	Present Status	Future Plans
6 Karama Dairy Farmers Co Ltd Formed 1991 Registered 1993 Revived 1995 Membership 50 Male 40 Female 10 Potential membership 500	(a) Low milk collection with daily collections of 450 litres / day (b) Company was operating on rented premises (c) No AI services (d) Inadequate know - how on dairy production techniques	(a) Today milk collection ranges between 950 - 1600 litres / day a percentage use of over 100% (b) Company bought 2 acres of land on which an office block is established This is an investment of approximately US$ 6000 (c) Active AI services - one technician with over 160 inseminations made The kit is owned by the society and valued at US$ 1200 (d) More understanding of the production techniques farmers can now grow pastures (e) 6 members have attended Land O'Lakes trainings with over 300 reached including members and non-members	(a) Purchasing of bulk tank 3000 - 5000 litres (b) Purchasing of a stand by generator (c) Securing of a loan to purchase medium size pick-up

SOCIETY	REGISTRATION	PRESENT STATUS	FUTURE PLANS
1 Masuulita Integrated Dairy Co-op Founded 1996	Not registered	Adopted modern dairy farming techniques 15 farmers constructed zero grazing units and are practising AI, milk production by members has also gone up	Undertake AI Getting the society registered
2 Sentema Integrated Dairy Co-op Founded 1996	Registered	Adopted modern methods of dairying with 8 of the members practising zero grazing Also practicing AI	Purchase motor cycle to help expand AI service delivery
3 Kkungu Dairy Co-op Revived 1995	Registered	- Adopted better methods of dairying i e they are processing yorghut and butter - Packing and selling of milk in Kampala - Practising AI - Over 8 members trained by Land O'Lakes and over 500 reached	- Buying a pasteuriser - Buying of a motor cycle - Putting up farm supply shop
4 Maddu Livestock Farmers Co-op Founded 1995	Registered	- Adopted better methods of dairying - Farmers change of attitude is eminent i e are realising the need for improved breeds - Practising AI - Processing of ghee - 5 members for Land O'Lakes trainings and over 300 reached	- Purchase motor cycle - Establish farm supply shop
5 Bakojja Heifer In-trust scheme Founded 1995	Registered	- Adopted better methods of dairying - Doing micro-processing of Yorghut - Pass on the gift is a success story - Farmers incomes have improved hence living standards of people	- Go full length into processing - Expand operations

		- Practising AI - 8 members of Land O'Lakes trainings and over 100 reached	
6 Kirinnya Women's Co-op Society Land O'Lakes helped in registration as a co-operative in 1996	Registered	- Improvement in association management - Increased milk yields - Purchased plot of land - Putting up own building - Processing Yorghut on small scale - Increased incomes hence children able to go to school - Members have renovated their homes and others put up new ones - Practising AI - There is improved food security at the household level	- Complete building - Establish farm supply shop - Put up offices - Do central marketing of their milk - Do milk processing - Put up Biogas plants for every member -
7 Buwama Dairy Integrated Farmers Co-op Founded 1995	Registered	- Adopted better methods of dairying More members having improved breeds - Members were sensitised on the running of co-ops - Practising AI - More strengthened co-operative - 4 members for Land O'Lakes trainings	- Purchase motor cycle - Expand AI services
8 Butambala Dairy Co-operative Revived in 1996	Registered	- Adopted better farming methods i e more farmers own improved breeds of cattle - Practising AI - More strengthened co-operative with good leadership - 4 members for Land O'Lakes trainings - Improved food security from the milk and the crops due to the manure use in the gardens	- Purchase motor cycle to ease AI service delivery
9 Nsangi Veterinary Centre	Registered	- Has expanded its AI business	Expand AI business

New			
10 Namayumba Integrated Dairy Co-op Revived 1995	Registered	- Practising better methods of dairying - 4 members for Land O'Lakes trainings	Begin AI services
11 Bukonge Dairy Farm	Individually owned commercial farm	- Practising better methods of dairying with a herd of exotic breeds - Practising AI - 2 members for Land O'Lakes trainings	
12 Kibibi Zinunula Co-op Society (New members)	Registered	- Society gets drugs to the members at subsidised prices	-Become strong and committed members of Land O'Lakes -Ready to take on Courses on a cost sharing basis

SOCIETY	REGISTRATION	PRESENT STATUS	FUTURE PLANS
13 Tayamba Atudde Dev't Scheme	Not registered	- Conducting extension to other members on dairying and environment - 3 members for Land O'Lakes trainings	- Solicit for funds - Getting the Association registered
14 Kezimbira Women's Development Assoc	Registered	- Started on a savings and credit scheme for the members - Undertaken dairying of goats	- Solicit for funds
15 Kitagobwa Dairy Farmers Co-op Society Founded Revived 1996	Registered	-Embraced better dairying methods with most of the members doing zero grazing -Done a lot of diffusion to other members of the community - 5 members for Land O'Lakes trainings	- Start on AI after purchase of kit - Solicit for funds

16 UWESO Women s Project Revived 1995	Registered	- Getting seminars to members i e members can now mix own feeds - Members practising better methods of dairying i e improving breed quality	- Take on AI services
17 Nkoni Dairy Farmers and Breeders Co-op Group (New Member)	Registered	- Training of farmers in proper dairy production techniques in addition to conducting farm visits	- Have own trained AI technician - Ready to receive training from LOL
18 Kanyumushungwa Dairy Co-op Society Limited	Registered	- Practising better methods of dairying i e are rotating their grazing - Improvement in the practices like growing of pastures	- Purchase of AI kit and tank - Start on private extension services
19 Katikamu Dairy Farmers Co-op Revived 1995	Registered	- Practising AI - Improved marketing of milk - Buying Farm inputs in bulk and then selling to members - Conducting trainings to co-operative members - Acquired plot worth 2 million shillings on which is to put a building for the co-op - 6 members have attended Land O'Lakes trainings	- Construct building for society - Acquiring a pick-up - Buying a cooler
20 Kabale Municipality Women's Assoc (New members)	Registered	- Giving out small loans to farmers - Organising trainings for farmers in Agriculture and mushroom growing in addition to dairy production - Conducting inter-visits - All members partaking zero grazing - 23 members benefited from Land O'Lakes trainings	- Getting the Association registered - Soliciting for more membership
21 Kawule Disabled	Registered	- Practising AI	- Soliciting for

persons and their families Revived 1996		- Over 20 members practising zero grazing - Supplying vet drugs and feeds to farmers on credit - Organising trainings for farmers	funds
22 Bukoba Breeders & Farmers Association Revived 1997	Not Registered	- Practising AI - Organising trainings for farmers - Adopted better methods of dairy farming i e 10 members have constructed zero grazing units	- Getting registered - Recruiting more members into the Association
23 Iganga Women's Dairy Project Revived 1995	Registered	- Practising AI - Central purchasing of farm drugs and animal feeds - Creation of self-help fund	- Repairing of a cooler - Purchase a generator - Address problem of transport
24 Bukomero Dairy Farmers Assoc (New members)	Registered	- Do activities like dairying, rabbit keeping, piggery, poultry and bee-keeping - Providing seeds to farmers e g lab lab - Organising for seminars - Practising AI - 5 members practising zero grazing	- Solicit for loans - Getting mne members to the Association
SOCIETY	REGISTRATION	PRESENT STATUS	FUTURE PLANS
25 Kalungu Women Dairy Farmers Assoc	Registered	- Practising AI -Organising trainings for farmers - Conducting farm tours -Own 3 acres of land valued at 3000 US$	- Soliciting for funds to help meet the objectives of the Association
26 Buwekula Farmers	Not registered	- Conducting Extension Servioes	- Soliciting for

Animal Breeding Association		- Conducting seminars for farmers -Conducting exchange visits - $^1/_2$ of the farmers doing zero grazing - Engaged in other activities like poultry and rabbit rearing	funds - Getting more members
27 Kakooge Integrated Dairy Co-operative Revived 1995	Registered	- Doing extension among the farmers - Conducting trainings to farmers - Farmers have taken up improved better methods of dairying i e 10 members doing zero grazing	- Develop better business skills
28 Ngoma Livestock Association (Started on by Land O'Lakes)	Not registered	- Changing attitude towards better farming methods - Farmers now doing a more settled life - Dairy farmers beginning to do central marketing of their milk.	- Set up more collecting centre
29 Kashaka Dairy Co-operative society	Registered	- Farmers practising better methods of dairying i e keeping of good breeds of animals - Practising of AI - Getting animals feeds for farmers - Producing more milk	- Purchase motor cycle to ease on the AI services
30 Basooka Kwavula Farmers Association (New Association) New member to Land O'Lakes	Not registered	- Conducting trainings to farmers such as dairy and crop production - Association owns 10 heads of cattle - Association also owns an acre of land	- Soliciting of funds - Getting more members in the Association

31 Kiruddu/Buziga Multi purpose co-op Society Founded in 1997	Registered	-Doing dairy production, poultry and rabbit keeping -Marketing of members products	- Planning to look for credit institutions - Proposing to dig a fish pond - Putting up a piggery farm
32 Shuuku Dairy Farmers Co-operative Society (Bushenyi) Founded in 1981	Registered	-Assisting members in collecting and marketing of their milk -Conducting seminars for the members - Conducting educative tours to the members - Sell drugs to the members - Offer relevant advisory services to the members	- Improve on the marketing of the milk - Employing vet personnel - Train an artificial inseminator
33 Buwekula Farmers Animal Breeding Association (Mubende) Founded in 1997	Not registered	- Organizing seminars for the members - Conducting exchange visits - Offering technical advice	- Register the Association - Solicit for membership

APPENDIX 2

WorldWide Sires, Inc

A.I. TECHNICIANS TRAINED BY LAND O' LAKES

NAME	A I CENTRE / CO-OPERATIVE	FUNCTIONAL
1 Mayega Stephen	Nsangi	Yes
2 Okaisu John	Tororo	Yes
3 Baruura Grace	Kabwohe	Yes
4 Lwerimba James	Nabuka	Yes
5 Mugisha Fred	Rushere	No
6 Mujuni David	Kabwohe	Yes
7 Asiimwe Alex	Kashongi	No
8 Lugolobi Simon	Nabuka	Yes
9 Ndiyomubandi Dan	Kashaka	Yes
10 Sebina Benon	Sentema Intergrated	No
11 Nsiimenta Peter	Kazo	No
12 Rwanyetsire Erisa	Maddu	No
13 Mugerwa Achiles	Kyengera	Yes
14 Lubega Cosiima	Katikamu	Yes
15 Tumukunde John	Kazo	Yes
16 Ninsiima	Maddu	No
17 Tyaaba George	Kungu	Yes
18 Magala Godfrey	Mitiyana Mwera	Yes
19 Wandera Lyson	Tororo	Yes
20 Nsubuga K Solomowe	Butabibala	No
21 Muligi Ntambi	Buwama	No
22 Musiime Naomie	Kazo	No
23 Gumira Stanley	Nabuka	Yes
24 Kasamunyu J	Rukungiri	Yes
25 Hindiya Stephen	Bushenyi	No
26 Luyombo Busagwa	Kalungu Masaka	Yes
27 Lugolobi Kasilivu	Nabitalo	Yes
28 Katende Herbert	Mityana Mwera	Yes
29 Kintu Aloysius	Kiboga	No
30 Dr Mayanja Maureen	Christians Children's fund	No
31 Kyagaba Evlyn	Nakwero mixed farm	No
32 Mucungira Geoffrey	Lyantonde	No
33 Ntwaza Edson	Rubindi	Yes
34 Musoke Godfrey	Mpigi D V O's Office	Yes
35 John Willy Bakunda	Mbarara	No
36 Mwebembezi	Bwizibwera	No
37 Dr Iga Emmanuel	Liberty Dairies	Yes

38	Mugerwa Sam	Kanoni	No
39	Nsubuga Robert Lwanga	Bakojja Heifer	No
40	Kanakulya Aloysius	Mpigi	No
41	Bahame David	Kashongi	Yes
42	Nabassa Paul	Izingo Farm	Yes
43	Kakinda Aloysius	Bukonge Farm	Died
44	Biraari Yasin	Bushenyi	No
45	Konde Ignatius	Buikwe	No
46	Byomugabe Ezire	Ndorwa	No
47	Nyakusinga Paul	Kashaka	Yes
48	Bananura Abel	Karama	Yes
49	Buwembo Peter	Masaka Co-operative	Yes
50	Igiboho Babalanda	Kaisa and Sons Farm	Yes
51	Semyalo Julius Ceaser	Katigondo	No
52	Mrs Nanyange Lwerimba	Makatta Farm	Yes
53	Kawesi Balikudembe	Liberty Farm	Yes
54	Kikomeko Godfrey	Nsangi	Yes
55	Suuna Vicent	B B Sanja Farm	Yes
56	Semeere Sam	Bukomero	No
57	Rev Mutyaba	Central Buganda Diocese	No
58	Mulalira	Mpigi	No
59	Wakulira Antony	Minnesota Heath Volunteers	No
60	Emiru Martin	Masindi	No
61	Daniel Mikenga	Kamuli	No
62	Nabatanzi	Keirungi Dairy Farm	No

World-Wide Sales, Inc.
THE WORLD'S BEST

May 18, 1998

Kathy Horgan
Land O'Lakes
P O Box 116/Mail Station 2010
Minneapolis, MN 55440-0116

Dear Kathy,

Enclosed is the following information for your review and submission with our three year project assessment

1 Uganda Newsletter, 1998 Volume 1 - two copies

2 Uganda Newsletter, 1997 Volume 3 - one copy

3 Don Mielke's, January 1998 Trip Report by
   a James Lwerimba, WWS/Uganda
   b Gabriel Karia, WWS/East Africa

4 March 30, A I Seminar at ABC
   a Invitation
   b Program
   c Invitee List
   d Attendance Roster

5 Kenya Newsletter, 1998, Volume 3 - one copy

6 Kenya Newsletter - New 10 page newsletter which will be completed in the coming week On the last page it lists our complete distribution network

7 Our First Tanzania Newsletter - It is not finalized yet but will be in the coming week Two copies

Please advise if you would like any additional material

Best regards,

Dale Darling

Dale Darling
Area Director of Marketing

DD/cb

cc Dean Franciskovich

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UGANDA DAIRY PROJECT

Three Year Assessment of the Artificial Insemination Section

The Uganda dairy industry is obtaining tremendous benefits from the artificial insemination section of the overall Uganda Dairy Project World-Wide Sires (WWS) is very proud to have instituted numerous successful activities as part of our subcontracting agreement with the Land O'Lakes International Division (LOL) World-Wide Sires was subcontracted to organize the artificial insemination industry in Uganda Our mission was to educate and train both A I technicians and farmers about artificial insemination in dairy cattle The project began at a ground zero level and has subsequently grown from there We will review the results, benefits, and impacts which WWS has accomplished over the past three years

Results/Benefits/Impact

1 Trained Artificial Insemination Technicians - A total of 61 Cooperative A I Technicians have been trained Additionally, three training programs have been organized for the Government Officials, District Veterinary Officers, and employees of the Animal Breeding Center in Entebbe

2 Functioning Cooperatives - Currently 43 Cooperatives are cooperating with the LOL/WWS Project Additionally we are involved and associated with numerous private dairy farmers, Send a Cow Project, Heifer Project International (HPI), Women Farmer groups sponsored by the President of the Makere University, Nkozi University farms, Church of Uganda Projects, and various Government A I Technicians

3 Equipment Imported - When the project was initiated we realized we would need to import a large amount of equipment to establish this project now and for the long term A total of 53 liquid nitrogen tanks have been imported and are being used in the industry

- 25 Field Flasks SC3/3 have been sold or leased
- 8 Liquid Nitrogen tanks 35/18 have been sold to the coops as LN_2 storage units
- 20 LN_2 tanks (various sizes) have been imported and are used for LN_2 storage, semen storage, and semen distribution points throughout the country
- 25 A I Breeding Kits have been sold or leased for purchase to A I technicians
- 18,000 Breading Sheaths
- 18,000 Breeding Gloves

4 Cows Inseminated - A total of 15, 000 cows have been inseminated with high quality imported WWS semen If we work on a 65% conception average, we would have 9,750 cows confirmed pregnant From this group of pregnant cows we are expecting approximately 5,000 heifer (female) calves to be born

5 Breed Improvement - Elite semen from the following breeds of dairy cattle have been imported and used in the Uganda Dairy Breeding Programs Holstein, Ayrshire, Jersey, Guernsey, and Brown Swiss

Additionally, beef semen from the following breeds have been imported to Uganda Angus and Hereford

6 Number of Calves - The dairy industry has been impacted by having over 950 heifer calves already born to date It is our expectation that by June 1998 over 3,000 heifer calves will be on the ground In the mid 1997 large quantities of semen arrived in Uganda and was used in a large scale A I program Our expectation is to then have a minimum of 500 heifer calves born each month throughout the remainder of the year

7 Growthy Calves - Farmers are amazed about the rapid growth rates of the offspring resulting from the WWS genetics We only imported sires known as calving ease sires (which would produce small calves at birth) to be used on the local cattle The calves were born with minimal assistance which impressed the farmers The farmers have been impressed even more so once they realized how quickly the calves began to grow Neighboring farmers have also been witness to this remarkable accomplishment and also desire to have offspring of these elite WWS sires

8 Calf Confirmation - The structural confirmation of the resulting heifer calves has been very impressive Farmers are able to clearly identify the improvement in their heifers when compared to the dam and other herd mates

9 Project Impact - The impact of the project is overwhelming! It is one of the most successful components of the LOL Uganda Dairy Project Farmers are always asking for the "American Bull" When the LOL staff and WWS/Uganda team attend meetings the amount of interest and activity pertaining to genetics is increased All farmers are anxious to receive heifer calves and then even more anxious for them to come into milk production in approximately two years time

10 Economic Improvement - The income levels and lifestyles of the A I technicians have definitely improved They are now employed full-time breeding cows and generating an income for them and their families The farmers have also improved their economic conditions on their farms though improved farming practices Farmers have benefitted from all of the training seminars and visiting trainers to learn how to increase the efficiency of their farming operations

11 Higher Conception Levels - The A I technicians have improved their success levels of artificial insemination A I Technicians have had higher conception levels in inseminating cattle This is due to three parts

1 Improve A I Techniques
2 Timing of Insemination
3 More Fertile Semen

12 Public Awareness - The Uganda public is now more aware of artificial insemination in cattle This sensitization has taken place all the way from the farmer level to the Vice-President of Uganda Initially, the Vice-President did not support the project, but once she realized the impact it would make in the rural areas the Vice-President modified her position

13 Veterinary Support - Dr Ociba, Commissioner of Veterinary Services (the highest government official in the Veterinary Department) fully supports our role and work in the dairy and beef industry We have educated each other on our needs and position This has developed into a strong relationship

14 Animal Breeding Centre - ABC fully supports the work of WWS/Uganda and the A I project We have held three official training programs with them Their staff and technicians have increased their knowledge and awareness An exchange of technological information has been initiated to assist the breeding programs of ABC ABC has seen the number of inseminations performed by the government technicians increased as more farmers are aware of A I and demand their cattle be inseminated with the elite genetics of WWS

15 University Support - The professors at the Makere University truly support our project They have benefited from the numerous overseas trainers who have held workshops at the University There is more interest in A I in Uganda which has increased the requests of the University to provide training programs and field assistance

16 Trainers - We have had eight different trainers travel to Uganda to provide training on A I business development Some of the trainers have made multiple trips to Uganda Following is a list of the trainers and the number of visits

Don Mielke - three visits
Verne Adams - two visits
Dale Darling - four visits
Dr Chin Lee - one visit
David Thomson - one visit
Gabriel Karia - one visit
Peter Hashberk - one visit
Don Solberg - one visit

Both Dr Chin Lee and Professor David Thompson will return to Uganda in September and July respectively this year Additionally, I will make one to two more visits this year to Uganda We recognize the impact these trainers make in the development and growth of the A I industry so we invested our funds and had Don Mielke visit Uganda in January 1998, even when the project did not have funding

17 Training Topics - Following instrumental and imperative topics were covered by the trainers

A I Training Techniques
A I Equipment
A I as a Business
Promotion of A I
Animal Nutrition
Calf Care
Reproductive Diseases
Heat Detection
Genetic Proofs
Bull Selection
Mating Recommendations
A I Sales Training
Time Management
Planning Routes
Financial Planning
Marketing
Cattle Judging
Linear Trait Evaluations
Showing Cattle

18 WWS/Uganda - WWS/California established a distributor know as WWS/Uganda This is owned and managed by James Lwerimba We realized with the tremendous demand on the project we would need to have an established network on the ground This has been very successful to the project as we have more spokespersons in the field

We now have five regional sales managers covering all of Uganda By employing regional salespeople, these individuals have smaller regions to cover, they are able to promote, and educate all farmers and cooperatives in their region about the benefits of A I These regional salespeople visit Farmers, A I Technicians, Cooperatives and District Veterinary Offices to sensitize them about the impact A I will have on their cattle and dairy production These regional salespeople have undertaken an intensive training program in A I and customer focused service

19 Sales Increases - The impact of employing regional sales managers has been extremely beneficial We have witnessed our sales of semen increase by over 45 percent

20 Future - This A I project is one of the highlights of any dairy project we have been involved with The dairy industry will experience the full impact in approximately one and a half years, when all of these young heifer calves freshen and come into milk production Dairy farmers are anticipating large increases in their milk production based on the genetic improvement and accompanied by the improved animal husbandry techniques they have learned

21 WWS Promotions - WWS has undertaken a high profile advertising and education program We have implemented a newsletter specifically for Uganda The title of this newsletter is "Better Breeding" This piece is published a minimum of three times per year and is distributed to all Farmers, Coops, and A I Technicians It includes highlights in the world dairy industry, technical and management articles, and information on the elite genetic sires currently available inside Uganda Additionally, individual bull flyers, posters, and promotional items have been distributed throughout Uganda

22 A I Technician Association - The A I Technicians Association has become stronger and more educated during the past three years On a regular basis they receive key articles and technical information from us so they may use to assist them in their work

23 Dairy Shows in 1999 - The Ministry of Agriculture has asked ABC to organize their first National Dairy Show in 1999 WWS/Uganda and WWS/California will play a crucial role in the organization of this show Initially four regional shows will be organized prior to the National Show WWS will be sending a U S Judge for the Uganda National Show

Throughout the next twelve months we will organize more seminars on showing, fitting, and judging cattle Cattle shows are an excellent tool around the world to promote the breeding of quality cattle and inform the public about what an ideal cow is

24 Breed Associations - Initial discussions have taken place regarding the forming of a Herd Book These have been initiated and more time and energy will be invested here in the near future

25 Beef Industry - The Beef industry has benefited from all of the discussions and promotions about A I WWS/Uganda has provided a contract service with large scale Beef ranchers to supply them with an A I technician and synchronize the cattle and breed the herd of cows with elite new beef sires This is a sector of the agricultural industry which has also benefited from the A I Dairy Project

26 Record Keeping/Identification - Since the beginning of the A I Project in Uganda, we have witnessed a remarkable improvement in the record keeping of both the farmers and A I Technicians Actual dates of inseminations, birth dates, sires, and dams, are now being recorded This has let to an increase level of accuracy in recording the animals born in Uganda

27 Growth Limitations - A key item which will limit the growth of the project will be the supply of liquid nitrogen in Uganda Currently there is only one plant producing liquid nitrogen and it is unable to service the needs of the entire industry Obtaining an LN_2 plant will be one of our goals during the next twelve months

Summary

The Dairy Project in Uganda, managed by Land O'Lakes and subcontracted by World-Wide Sires has been extremely successful This is a project in its infantile stage which will blossom in the next two years The ground work has been laid, the structure is in place, the people have been undergoing training programs at desired intervals, and they are becoming prepared for the tremendous increase the Ugandan Dairy Industry will have in the coming years

All of the Ugandans involved in the Uganda Dairy project are highly supportive of our mission There has been remarkable successes achieved and the farmers are all anxiously awaiting for the milk to begin to flow!!!

Recognition

On behalf of World-Wide Sires California, we would like to extend our appreciation and thank all of the key people who have assisted us in making this a viable and successful project

James Lwerimba, WWS/Uganda
WWS/Uganda Sales Team
Kathy Horgan, LOL Minnesota
Richard Bakojja, LOL Uganda
Stephen Mayega, LOL Uganda
USAID Mission Uganda
Henry Schmick, Agricultural Attache Officer, Kenya
WWS/California Staff and Support Team
Animal Breeding Centre, Entebbe, Uganda
All of the Uganda Dairy Cooperatives and Farmer Members
Ugandan Ministry of Agricultures, Veterinary, and Economic Development Divisions
Makere University
All of the WWS Trainers who visited Uganda

BETTER BREEDING

From World-Wide Sires

Volume 1

World Milk Record is Broken by Art-Acres Ned Boy Oscar Daughter

In November of 1997 the world record for milk production was broken by a daughter of Art-Acres Ned Boy **Oscar** Muranda Oscar Lucinda-ET VG 86 EX-MS produced in 365 days being milked twice daily 30 319 kg milk 3 3% fat 1007 kg fat 3 3% protein and 1022 kg protein at the age of 3 years and 4 months This is an average of nearly 85 kgs each day with a peak of 98 kgs per day in the seventh month of her lactation (see chart for detailed production summary)

According to her owners Lloyd and Floyd Baumann of Marathon Wisconsin Lucinda has been virtually trouble free She doesnt leak any milk has an extremely low somatic cell count has never had mastitis and has a real will to eat

Lucindas sire Art Acres Ned Boy **Oscar** is proven to be consistently high for protein and fat and has been pegged as one of Americas most important sires of sons being proven in the next year He already has sired 5 of the Top 30 TPI sires in the U S

World-Wide Sires bred cows have been in the spotlight before when it comes to world records with three of the four most recent records held by WWS sired cows In January of 1995 a **Bell** daughter was the first cow ever to produce over 27 000 kg milk Four months later a **Mark** daughter topped that by a mere 27 kg to become the new world champion Now Lucinda has bested that record by nearly 3400 kg

Where will it end? Floyd Baumann answers that question with this reply We dont know where the limits are for production with cows in the Holstein breed With todays genetics and todays management just about anything is possible "

Lucinda's DHIR Test Weights

74kg	4 1%F 3 3%P	December 10, 1996
89kg	3 4%F 2 9%P	January 14, 1997
88kg	2 0%F 3 0%P	February 13, 1997
97kg	2.1%F 3 1%P	March 18, 1997
91kg	3 5%F 3 2%P	April 22, 1997
79kg	2 8%F 3 6%P	May 27 1997
98kg	3 2%F 3 4%P	June 28, 1997
85kg	3 2%F 3 3%P	July 23, 1997
91kg	3 3%F 3 4%P	August 23, 1997
91kg	3 3%F 3.4%P	September 3 1997
75kg	3 0%F 3 6%P	September 23, 1997
73kg	2.9%F 3 7%P	October 24, 1997
68kg	4 8%F 3 7%P	November 6, 1997
62kg	3 0%F 3 3%P	November 25, 1997

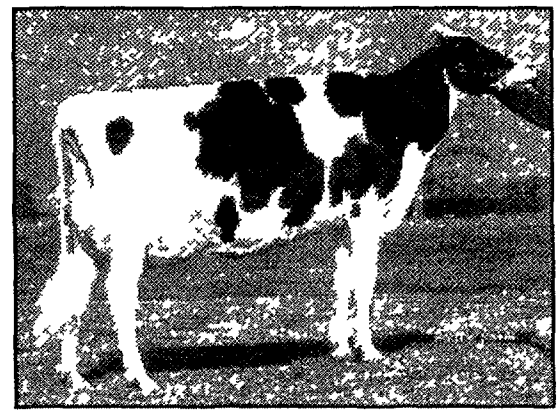
World-Wide Sires offers you the best combination of outstanding type and high production Look to "The World's Best" for the greatest improvement in your herd; use World-Wide Sires proven genetics

Reserve All-American Horton daughter sold for $275,000 (Canada)

The acclaimed show winner Skys The Limit Claire VG 89 (CAN) was sold this past Fall for the high price of CAN $275 000 at the Gillette Sale in Canada Claire was the 1997 Intermediate Champion at the World Dairy Expo and was named 1997 Reserve All American and All Canadian Junior Three Year Old Claire and her maternal sister Skys The Limit Cindy (a VG 89 **Tesk** daughter) were also named 1997 Unanimous All American Produce of Dam

Claire is sired by To Mar **Horton** (a brother to **Blackstar**) and from four generations of WWS breeding Her dam is a VG 87 **Leadman** with over 15 000 kgM 4 7% 3 6%P The next dam is a VG 87 **Mark** daughter with nearly 20 000 kgM 4 4%F 3 2% followed by a VG 87 **Enchantment** with nearly 18 000 kgM 4 2%F 3 6%P The fourth dam is a VG 88 **Bell** with a record over 18 000 kgM 4 2%F 3 9%P

Claires two year old record at 365 days is 10 964 kgM 3 8%F 417 kgF 3 3% 362 kgP She was also the recipient of the Genetic Merit Award and Best Udder in her class at the 1997 World Dairy Expo



48

World-Wide Sires has the world's largest selection of superior dairy and beef genetics

World Wide Sires has proudly represented all of the U S Artificial Insemination Cooperatives for over 25 years This allows us to offer our customers approximately 65% of all superior dairy and beef genetics from the United States The U S A I Cooperatives boast the largest and most extensive sire sampling program in the world where famous sires from every breed have been developed with a broad range of genetic qualities

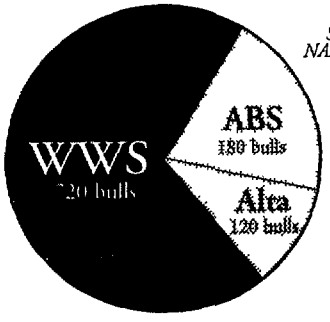
World-Wide Sires and the U S A I Coops have

- **594 Proven Bulls**
  - 238 Holstein Bulls
  - 85 Protein Breeds Bulls
  - 271 Beef Bulls
- **919 Sires Sampled per Year**
  - 720 Holstein Sires
  - 133 Protein Sires
  - 66 Beef Sires
- **142,250 Cooperative Members**

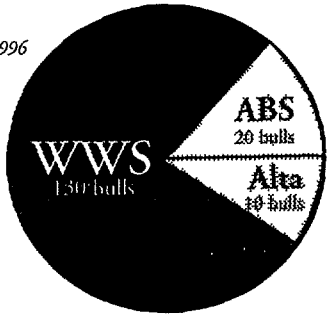
The U S A I Cooperatives

WWS Dominates U S Sampling Programs

Holstein



Protein Breeds



Source NAAB 1996

WWS is your source for the highest TPI, milk and protein sires from the U.S.

Source USDA 2/98

Holstein Sires over 1300 TPI and ≥ 70% Rel

WWS has 68% of the highest TPI sires

- ABS 18%
- Alta 8%
- Other U S studs 6%

Holstein Sires over 2000 PTAM and ≥ 75% Rel

WWS has 66% of the highest Milk sires

- ABS 14%
- Alta 9%
- Other U S studs 11%

Holstein Sires over 75 PTAP and ≥ 75% Rel

WWS has 66% of the highest Protein sires

- ABS 17%
- Alta 7%
- Other U S studs 10%

MASTER

7HO4216 Londondale Swind Master-ET

master-master

5/98 USDA PTA
53 dtrs in 42 herds
+771M
+ 08%P +41P 85% Rel
- 10%F +7F 86% Rel

Dtrs lactation average **9,917 kgM** 3 5%F 3 2%P
Dtrs daily average **32 5 kgM**

5/98 HA PTAT +2 25 80% Rel

Udders +1 81 Calving Ease 7% 70% Rel

Southwind x Mark

- Protein percent and production improver
- Excellent for calving ease
- Outstanding overall type and udders

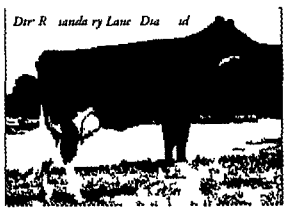
Dtr Holterholm Master Donna

master-donna

Holstein

LANCE

1HO4264
Kemview Lance-ET



5/98 USDA PTA
68 dtrs ın 57 herds
+286M
+ 18%P +47P 88% Rel
+ 32%F +77F 88% Rel

Dtrs lactation average **9,601 kgM** 4 1%F 3 3%P
Dtrs daily average **31 5 kgM**

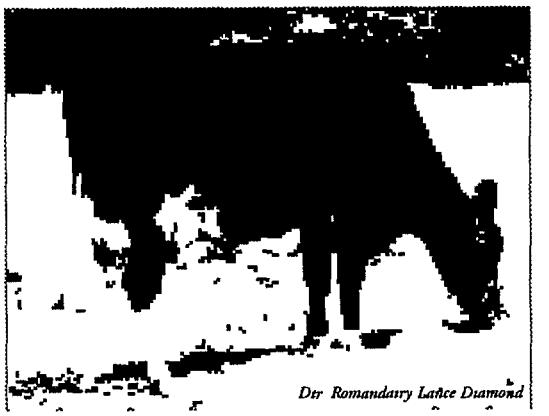
5/98 HA PTAT +1 56 82% Rel

Udders +0 99 Calving Ease 8% 68% Rel

Leadman x Bell

- Improves protein and fat test
- Sires correct feet and legs
- Strong, deep bodies with plenty of dairyness

Holstein



Stacking the Odds

by Mel DeJarnette Reproductive Specialist, Select Sires Inc

Fertility of any animal at any point in time is a summation of the effects of all prior experiences From conception until death regardless of age or lactation what happened yesterday can be just as important as what happened today in determining the fertility potential of each animal The only way to successfully maintain high levels of reproductive efficiency is through a sound reproductive management program that attends to the multitude of environmental factors affecting fertility and stacks the odds" in your favor

Nutrition

A sound nutrition program is your number one tool

1 Feed heifers to reach 65% of their mature weight by the time they are bred at 14 months of age
2 Use body condition scoring to monitor nutrition Make sure all animals calve with body condition scores of 3 to 3 5
3 Minimize body condition loss in the stressful early postpartum period
4 Avoid excess weight gain during late lactation

Cow Comfort

Maintaining cow comfort is important to both production and reproduction

1 Keep housing facilities clean and comfortable with regular manure removal and bedding changes
2 Design facilities to maximize ventilation and air flow
3 Cool clean water should always be available
4 Avoid overcrowding

Heat Detection

Heat detection programs are another important tool to stack fertility odds in your favor The most important aspect of a heat detection program is to have one Too many producers have no structured or scheduled heat detection program All employees are told to watch cows while performing their other duties Results with this method are usually less than optimal as each employee assumes that others are catching cows in heat and their individual contribution doesn t mean much in the big scheme In the end more assuming is done than heat detection

Good heat detection management will stack fertility odds in your favor

1 Designate the heat detection responsibility to only one or two employees however make sure all employees help out with heat detection and know what signs they should watch for
2 Use some type of heat detection aid to help catch those animals who may only stand for a short period of time (chalking Kamars Bovine Beacon)
3 Make sure to have a designated heat detection period that is scheduled at the appropriate times (early morning and late afternoon) and for the appropriate time (20 30 minutes) Time spent heat detecting while milking feeding or scraping pens does not count
4 Properly designed incentive programs will encourage not only good heat detection by employees but will result in good breeding efficiencies as well The rewards however, must be based on a) getting cows pregnant with b) a low number of services and c) within an optimal time frame

Herd Health Program

1 Like heat detection programs have one
2 Work with your veterinarian to vaccinate for diseases relevant to your area.
3 Isolate new animals entering your herd and any animals who develop an illness
4 Schedule regular veterinary visits with appropriate fresh cow checks
5 Good nutrition programs are essential for proper immune system function

A I Techniques

1 Make sure the person inseminating your cows is following recommended procedures for straw retrieval and thawing
2 Keep unused straws low in the tanks neck tube during straw retrieval
3 Think clean throughout retrieval thawing gun loading and insemination
4 Protect semen from extreme temperature changes after thawing
5 Deposit semen in the uterine body

Bull Selection

Use high conception sires to maximize conception potential However remember that when using A.I bulls who have been screened for semen quality fertility will not differ more than 10-15% from the highest to the lowest fertility individuals If you have been using average fertility bulls sire selection cannot be expected to change conception rates more than a few percentage points Because of many environmental and management factors individual herds range from 20% to 70% in conception rates Using high fertility bulls will help take you in the right direction but no bull can change a 20% herd to a 70% herd

Todays fertility level is in part a reflection of what happened yesterday and tomorrows will be a reflection of what happens today Each and every detail is important each and every day Reproductive management programs designed with these points in mind will "stack the odds" for optimum conception in any herd of cattle

AMBIONIC

- Improves both protein and fat percents
- Daughters are strong, deep and angular
- Excellent rear udders and teat placement

14GU235 Golden Meadow SF Ambionic

ambionic
-ambonic

5/98 USDA PTA
65 dtrs in 45 herds
+763M
+ 05%P +34P 80% Rel
+ 09%F +47F 80% Rel

Dtrs lactation average **6,399 kgM** 4 6%F 3 4%P
Dtrs daily average **21 0 kgM**

5/98 AGA PTAT +1 10 74% Rel

Volcano x Choice

Guernsey

ambionic-floss grz

Dtr Aug Mars Ambionic Floss

MILLS KING

- Extremely dairy and open ribbed
- Sires high and wide rear udders
- Some slope to the rump

7JE359
Mills King

M ternal Suter

Dam Mills Chief Kitten VG 88

5/98 USDA PTA
48 dtrs in 38 herds
+837M
+ 00%P +32P 80% Rel
- 06%F +31F 80% Rel

Dtrs lactation average **6,880 kgM** 4 7%F 3 7%P
Dtrs daily average **22 6 kgM**

5/98 AJCA PTAT +2 00 71% Rel

Malcolm x Yankee Chief

Jersey

mills king-kitten dam

PRESELY

- From the famous Priscilla cow family
- Dam is National Total Performance winner
- Bred to sire great production and type

9BS79
Top Acres PR Presley-ET

Sire Johann Pete Rose ET TW GP 84

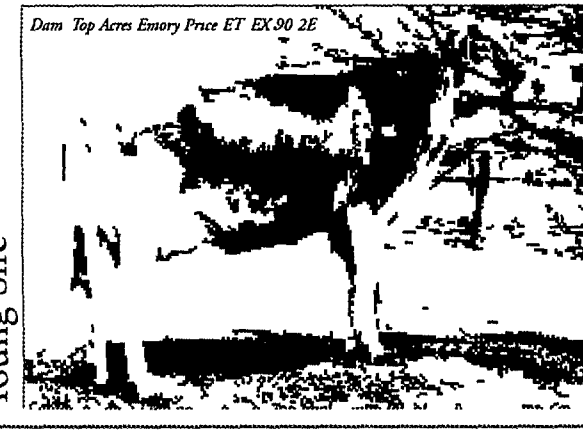
Dam Top Acres Emory Price ET EX 90 2E
2 05 365T 12 527 kgM 4 7% 593 kgF 3 6% 448 kgF
4 07 365T 11 582 kgM 5 0% 572 kgF 3 6% 418 kgE

MGS Victory Acres Jubilation Emory EX 91

MGD Arnola Peggy Priscilla EX 3E
6 10 365T 13 750 kgM 4 4% 609 kgF 3 4% 470 kgF
Lifetime 58 291 kgM 2421 kgF 1960 kgE

Brown Swiss
Young Sire

Dam Top Acres Emory Price ET EX 90 2E



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Herbert Katende Box 203 Mityana
Mmbende Kibogi and part of Mpigi districts

George William Nuwagira
PO Box 71 Kabwohe via Bushenyi
Kabwohe Bushenyi Kabale Ntungamo and Mbarara

Peter Buwembo
Masaka Cooperative Union PO Box 284 Masaka
Masaka Sembabule and Rakai districts

John William Okaisu PO Box 282 Tororo
Eastern Region

Gemma Nanyange Lwerimba PO Box 24010 Kampala

Dr Jennifer Kinengyere PO Box 16608 Kampala
Central Area of Uganda

BETTER BREEDING

From World-Wide Sires

Volume 3

An Outstanding Show at the 1997 World Dairy Expo

Seeing WWS bred cows at the top of their classes was a common sight at the 1997 International Holstein Show held October 3 and 4 at World Dairy Expo in Madison Wisconsin USA The 424 head of beautiful Holstein cattle were judged by Brian Garrison with the help of associate judge Dennis Patrick

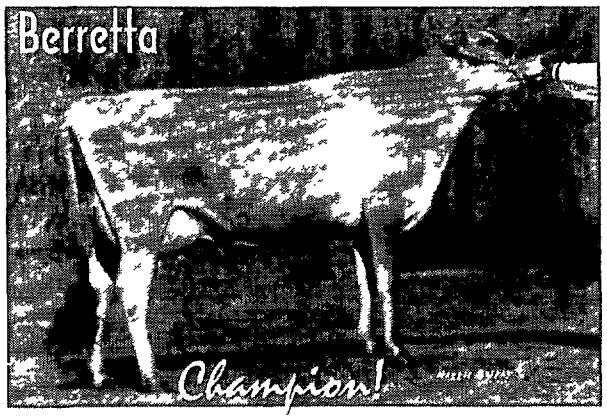
Reserve Intermediate Champion was the winner of the Senior 3 Year Old class crowd favorite **Tri-Day Adeen** EX 93 EX MS and sired by **Marcrest Encore** Adeen remains unbeaten in her division and was named All American in 1994 1995 and 1996 Adeen was showing recently fresh and propelled herself to the top of her class because of her outstanding frame and strength She was also named best udder in the Senior 3 Year Old class Adeen had no fewer than five full sisters shown at World Dairy Expo this year several who placed extremely well in the heifer classes Unfortunately Adeen died in November after suffering a heat attack

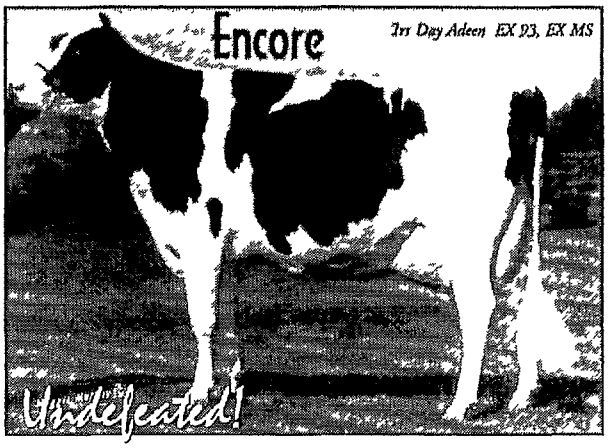
Maple Flat Ares Rosie EX 95 received the first place ribbon and was second for production in the 5 Year Old cow class Rosie is sired by **Lylehaven Ares** and has a complete 365 day record of 20 241 kg milk 766 kg fat and 609 kg protein in her second lactation Rosie looking like a true dairy individual was also named best udder in her class and Honorable Mention Grand Champion She was nominated All American in 1996 and was the Grand Champion of the 1997 Midwest National Spring Show

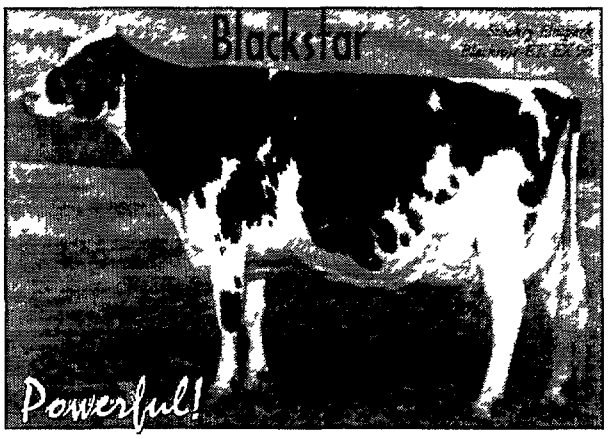
In the Aged Cow class the production award and genetic award were hers to keep but the first place ribbon was just out of reach for the beautiful **Stookey Elmpark Blackrose ET** EX 96 This massive cow with the most beautiful dairy frame was placed second in her class of 26 mature cows Her production record of nearly 20 000 kg milk with a 4 6% fat and 3 3% protein test shows her ability to milk hard and look good a common trait for **Blackstar** daughters around the globe

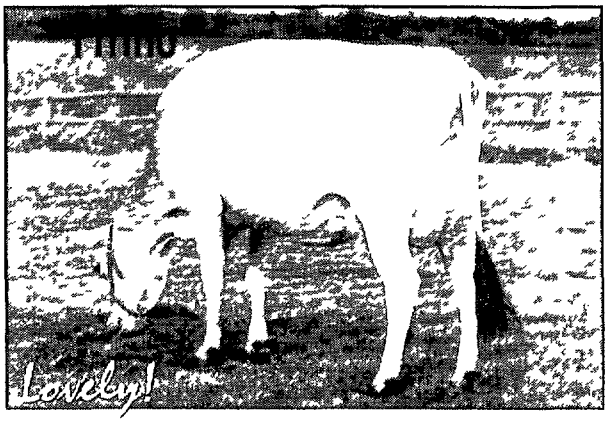
Overall it was a banner day for WWS with daughters of **Ares Blackstar Horton, Leadman, Tesk Integrity, Mascot** and **Encore** showing extremely well not only placing high in their classes but also taking home most of the production and genetic awards

In the Jersey show a daughter of **7J342 Altheas Les Pitino Al Top** was named the winner of the Senior 2 Year Old class **Nickys Pitino Nicolette** Intermediate Champion honors were given to a Berretta daughter **Cottonwood MBSB Maybe Not** (pictured below









World-Wide Sires offers you the best combination of outstanding type and high production Look to The World's Best for the greatest improvement in your herd, use World Wide S s proven genetics

Introducing: The WWS/Uganda Sales Team

World Wide Sires/Uganda has recently been formed to distribute high quality WWS genetics throughout the country Managed by James Lwerimba and located in Kampala World Wide Sires/Uganda is poised to handle your every need for dairy and beef semen and embryos Contact us today to begin improving your herd!

Pictured above is the current sales team for World Wide Sires/Uganda

Back row left to right

James Lwerimba
Manager of World-Wide Sires/Uganda
PO Box 24010 Kampala
James is an avid dairyman with the interest of the Ugandan dairymen and beef ranchers in his heart His goal is to see each ones herds and economic conditions of their families improve with the use of World Wide Sires genetics

Herbert Katende Box 203 Mityana
Trained as an inseminator trainer with a vast knowledge of herd health and animal nutrition Herbert was recently part of the group which successfully performed the synchronising exercise at Zirra Ranches He will be managing the districts of Mmbende Kiboga and part of Mpigi

George William Nuwagira
PO Box 71 Kabwohe via Bushenyi
George is a knowledgeable farmer who is a chairman of a farmers cooperative and very bent on herd improvement for his farmers on a commercial basis He is the first salesman on a trial basis who sold 50 doses of $20 per dose elite bulls in less than a week to his farmers He has been the main driving force for World Wide Sires/Uganda George will be managing Kabwohe Bushenyi Kabale Ntungamo and Mbarara districts

Peter Buwembo Masaka Cooperative Union PO Box 284 Masaka
Peter is a young A I technician who has proven to be dynamic and interested in a change in the dairy and beef breeds production in his area He will be manning Masaka Sembabule and Rakai districts

John William Okaisu
PO Box 282 Tororo
As a High School Deputy Headmaster and an official in the cooperative in the area John is also an A I technician and a trainer well knowledgeable in herd health and animal nutrition He is a dependable and reliable person who is to manage the whole of the Eastern Region

Front row left to right

Gemma Nanyange Lwerimba
PO Box 24010 Kampala
Gemma is an assistant (and wife) to James Lwerimba She will also manage all the areas without salesmen until a time when area salesmen are identified all over Uganda

Dr Jennifer Kinengyere
PO Box 16608 Kampala
Dr Kinengyere is a District veterinarian officer of Kampala District She is a woman of the farmers with a personal touch to most farmers and inseminators in the area She will be manning the Central Area of Uganda

Brent

HOLSTEIN

1H2294
SW-Lawn-View
Dazzl Brent-ET

11/97 USDA PTA 77 dtrs in 66 herds
+1504M - 03%P +40P 89% Rel
- 11%F +30F 89% Rel

Dtrs lactation average **9,990 kgM** 3 4%F 344 kgF
Dtrs daily average **32 8 kgM**

5/97 HA PTAT +1 70 83% Rel
Udders +1 16 Calving Ease 10% 92% Rel
Dazzler x Chief Spirit

- **Excellent feet and legs**
- **High & wide rear udders, shallow udder depth**
- **Sires stature, dairyness and wide rumps**

Stacking the Odds

by Mel DeJarnette, Reproductive Specialist Select Sires, Inc

Fertility of any animal at any point in time is a summation of the effects of all prior experiences From conception until death regardless of age or lactation what happened yesterday can be just as important as what happened today in determining the fertility potential of each animal The only way to successfully maintain high levels of reproductive efficiency is through a sound reproductive management program that attends to the multitude of environmental factors affecting fertility and "stacks the odds in your favor

Nutrition

A sound nutrition program is your number one tool

1 Feed heifers to reach 65% of their mature weight by the time they are bred at 14 months of age
2 Use body condition scoring to monitor nutrition Make sure all animals calve with body condition scores of 3 to 3 5
3 Minimize body condition loss in the stressful early postpartum period
4 Avoid excess weight gain during late lactation

Cow Comfort

Maintaining cow comfort is important to both production and reproduction

1 Keep housing facilities clean and comfortable with regular manure removal and bedding changes
2 Design facilities to maximize ventilation and air flow
3 Cool clean water should always be available
4 Avoid overcrowding

Heat Detection

Heat detection programs are another important tool to stack fertility odds in your favor The most important aspect of a heat detection program is to have one Too many producers have no structured or scheduled heat detection program All employees are told to watch cows while performing their other duties Results with this method are usually less than optimal as each employee assumes that others are catching cows in heat and their individual contribution doesn t mean much in the big scheme In the end more assuming is done than heat detection

Good heat detection management will stack fertility odds in your favor

1 Designate the heat detection responsibility to only one or two employees however make sure all employees help out with heat detection and know what signs they should watch for
2 Use some type of heat detection aid to help catch those animals who may only stand for a short period of time (chalking Kamars Bovine Beacon)
3 Make sure to have a designated heat detection period that is scheduled at the appropriate times (early morning and late afternoon) and for the appropriate time (20 30 minutes) Time spent heat detecting while milking feeding or scraping pens does not count
4 Properly designed incentive programs will encourage not only good heat detection by employees but will result in good breeding efficiencies as well The rewards however must be based on a) getting cows pregnant with b) a low number of services and c) within an optimal time frame

Herd Health Program

1 Like heat detection programs have one
2 Work with your veterinarian to vaccinate for diseases relevant to your area
3 Isolate new animals entering your herd and any animals who develop an illness
4 Schedule regular veterinary visits with appropriate fresh cow checks
5 Good nutrition programs are essential for proper immune system function

A I Techniques

1 Make sure the person inseminating your cows is following recommended procedures for straw retrieval and thawing
2 Keep unused straws low in the tanks neck tube during straw retrieval
3 Think clean throughout retrieval thawing gun loading and insemination
4 Protect semen from extreme temperature changes after thawing
5 Deposit semen in the uterine body

Bull Selection

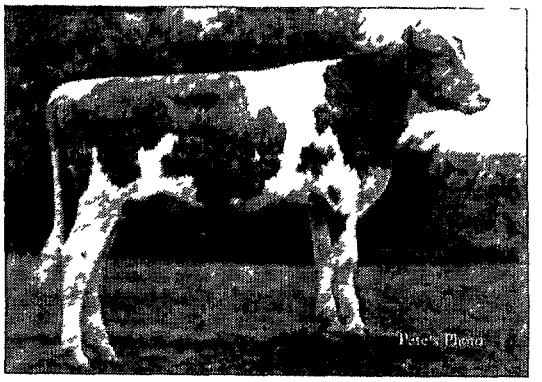
Use high conception sires to maximize conception potential However remember that when using A I bulls who have been screened for semen quality fertility will not differ more than 10-15% from the highest to the lowest fertility individuals If you have been using average fertility bulls sire selection cannot be expected to change conception rates more than a few percentage points Because of many environmental and management factors individual herds range from 20% to 70% in conception rates Using high fertility bulls will help take you in the right direction but no bull can change a 20% herd to a 70% herd

Today s fertility level is in part a reflection of what happened yesterday and tomorrow s will be a reflection of what happens today Each and every detail is important each and every day Reproductive management programs designed with these points in mind will "stack the odds" for optimum conception in any herd of cattle

Thomas

GUERNSEY

1G347 Rozelyn V Thomas



11/97 USDA PTA 25 dtrs in 13 herds
+951M 04%P +27P 70% Rel
04%F +37F 70% Rel

Dtrs lactation average **6,345 kgM** 4 5%F 289 kgF
Dtrs daily average **20 8 kgM**

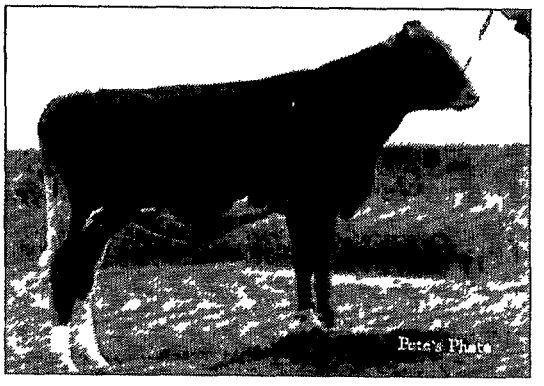
5/97 AGA PTAT +1 50 50% Rel
Victory x Prince

- Strong fore udders with high rear udders
- Calving ease sire

Camero

GUERNSEY

1G352 Sherma Able Crystals Camero-ET



11/97 USDA PTA 37 dtrs in 23 herds
+751M + 02%P +29P 78% Rel
+ 06%F +42F 78% Rel

Dtrs lactation average **6,383 kgM** 4 7%F 299 kgF
Dtrs daily average **20 9 kgM**

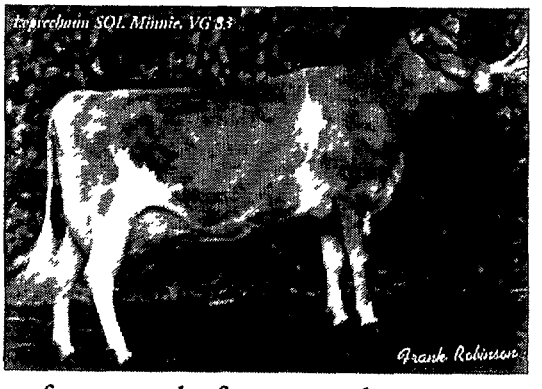
5/97 AGA PTAT +0 10 57% Rel
Able x Minnies Choice

- Improves protein and fat production
- Ease of calving sire

Sol

JERSEY

1J391 Leprechaun Sooner or Later



11/97 USDA PTA 55 dtrs in 40 herds
+1033M - 03%P +34P 86% Rel
- 08%F +37F 86% Rel

Dtrs lactation average **6,691 kgM** 4 7%F 311 kgF
Dtrs daily average **21 9 kgM**

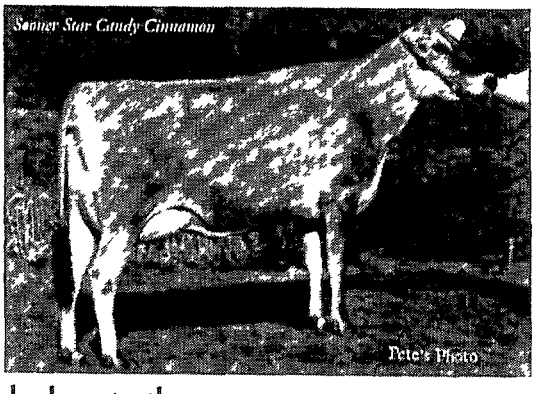
5/97 AJCA PTAT +1 40 64% Rel
Sooner x Duncan

- Great for use on heifers, easy calving
- Snugly attached udders

Star

JERSEY

1J401 Long Distance Sooner Star



11/97 USDA PTA 47 dtrs in 29 herds
+1282M - 03%P +44P 83% Rel
23%F +25F 83% Rel

Dtrs lactation average **6,928 kgM** 4 3%F 301 kgF
Dtrs daily average **22 7 kgM**

5/97 AJCA PTAT +0 70 60% Rel
Sooner x Duncan

- Adds slope to the rump
- Calving ease sire

There's more than genetics in a straw of World-Wide Sires semen

What comes with the straw of semen you purchase from World Wide Sires? Most of you would probably answer genetics And you'd be right But there is much more than just genetics

Here's what else you get when you purchase a straw of WWS semen

- Genetics
- Proof Accuracy/Product Reliability
- Fertility
- Professional Advise and Expertise
- Usage instructions
- Customized support and products

Genetics In almost every top 20 list (Source Holstein Association USA data 11/97) ***WWS bulls represent over half of the bulls listed.***

Trait	No of WWS Bulls in the Top 20	Highest Ranking WWS Bull
Net Merit	14	Manfred #2 with +256 NM
PTA Type	11	Blackmark #2 with +3 07 Type
Udder Composite	10	Grandslam #1 with +3 85 UDC
Feet and Leg Composite	7	Leif #6 with +2 95 FLC
PTA Protein	14	Manfred #3 with +88 Protein
PTA Milk	14	Zebo #2 with +2982 Milk
PTA Fat	10	Winchester #1 with +104 Fat
PTA Protein Dollar	15	Winchester #2 with +334 Protein $

In 4 cases World Wide Sires bulls represent 70% of the bulls in the top 20! As a dairyman you want the best genetics From World Wide Sires you get more choices for top genetics And that ultimately means more profit for you

Proof Accuracy and Reliability Of the top 11 sires of sons ranked on average Net Merit of their sons (8/97 USDA) ***World-Wide Sires has over 80%*** Bulls on the list are all sires with 20 or more sons with USDA Animal Model evaluations

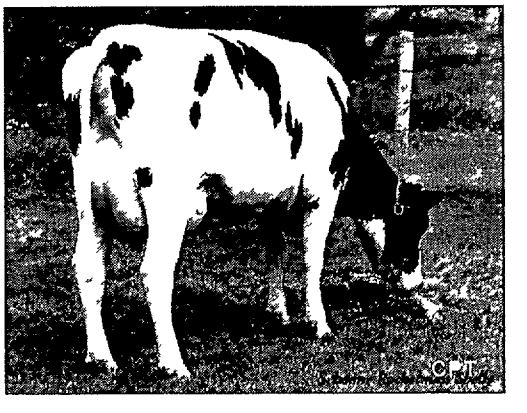
Sire	No of Sons	Average for all sons PTA Milk	PTA Prot	PTA Fat
1 Oscar	30	1265	46	42
2 Michael	22	930	49	57
3 Bellman	114	1180	50	41
4 Ambition	35	914	35	54
Osado	25	1292	35	32
6 Cubby	124	1220	42	37
7 Mascot	264	1196	47	42
8 Vic Kai	36	733	41	51
Elton	23	1137	44	37
10 Target	131	1088	40	26
Aerostar	221	1152	43	36

Fertility All the U S A.I cooperatives represented by World Wide Sires maintain facilities that meet or exceed the disease free standards of Certified Semen Services (CSS) the quality control organization which monitors all U S A I organizations

Professional advise, expertise, semen usage instructions and support services and products are all part of the total package you get from the professional sales personnel from World Wide Sires By making these areas priorities and dedicating time and effort to excelling in them your WWS sales representative adds additional direct value to the WWS semen you purchase

No where is the phrase "value added" more true than with the World-Wide Sires semen you purchase Those straws are literally bulging with the added value they contain And what they are adding is greater profitability to your herd.

HOLSTEIN



Rocketman

1H1908 Anzus MB Cleit Rocketman-ET

- Angular, good rump slope
- Close teat placement
- Good choice for heifers

11/97 USDA PTA 2621 dtrs in 1223 herds
+1848M - 01%P +56P 99% Rel
- 10%F +44F 99% Rel

Dtrs lactation average **10,415 kgM** 3 6%F 376 kgF
Dtrs daily average **34 1 kgM**

5/97 HA PTAT +0 45 96% Rel
Udders +0 70 Calving Ease 8% 99% Rel
Cleitus x Cheif Mark

WORLD'S BEST

WORLD-WIDE SIRES, INC

WORLD WIDE SIRES/UGANDA
James Lwerimba PO Box 6249 Kampala – Uganda Phone 41 567471 Mobile 075 767471
5545 Avenida de los Robles Visalia CA 93291 U S.A Tel 209 622 2222 Fax 209 741 2828 Email info@ww ires com

FYI

TO DALE DARLING

AREA DIRECTOR OF MARKETING
W.W.S - USA.

FROM JAMES LWERIMBA
DISTRIBUTOR W.W.S- UGANDA

SUBJECT DON MIELKES VISIT TO UGANDA 01st/feb/- 05/feb/ 1998.

DAY 1 Arrived aboard Kenya Airways on schedule. We set off for Kampala for LN_2 supplies and finally set off for Mbarara at 17 15 Hrs. Had a safe travel without any Incidencies but arrived late at about 21 00 hrs at Lake view Hotel. Because of late arrival, we couldn't meet George Nuwagira as earlier planned.

DAY 2 02nd Feb 1998- Had an early Breakfaat and set off for Kabwohe-Bushenyi about 20 mins out of Mbarara towards the National Park. Met with George at 8 30 a.m. Visited Kabwohe Dairy and and later set out our would be presentation in Shema Hall before setting out to visit one Widow farmer with both a Zero grazing unit and a small range managed farm with a total of about 10 Holstein cows. We had a good chance of seeing almost all types of forage grasses fed which included Timothy grass, Alfalfa, Napier, Desmodium legume.

Observed that the grass was okay but the harvest was late, as most grasses had blossomed which needed to be corrected. Also noted that the feed troughs were too' high for the going Heifers.

At about 10 30 am a well attended meeting with farmers and Technicians (108total) started. After remarks by George and later myself before I introduced Don, I first introduced George Nuwagira as my area sales representative which had after benefits to both technicians and farmers. This was warmly welcomed by all.

Don started his representation which covered mainly proving of sires and why we chose which bull for mating . This was an eye-opener for many as they had ill-conceived Ideas previously. We were working through an interpreter who is a technician trained by Don by the names of Yasin Birari and also had interjections

from James and George on different ocassions. WF later intertained intresting questions which took us to 1 40 pm. After some snack the meeting was closed and another meeting of technicians alone Numbering 8 started at same venue. We exchanged great Ideas and ways of improving our services to the farmer but the main out cry was availability of LN_2 as most of them had Equipment already. The Idea of a regional/Area Sales representative was re-emphasised and sunk well that by the time we left some technicians were buying semen. It was also observed that more elite bull semen was required in the area. George was given all that was available.

After the meeting a group photo was taken and later we left for Masaka at 4 20 PM. We had a safe travel back to Masaka were we arrived at 7 00 pm. for an over Night stay. We had a meeting with Peter Ruwembo who is the area sales representatives that night and he informed us of the set next day visit.

DAY 3 We started a bit late at 9 30 am. and our meeting was at Doctor Kirumira's veterinary shop. This was a meeting exclusively for Veterinarians and Technicians Numbering 11. Don made an exgellent and convencing representation on rending pedigree, Bull proving and AI techniques. We also had quik presentation on cattle judging and what to look for in a cow and how to breed which bull to a cow Quite a number of questions were asked and answered. The technicians and veteranians later prefered all visiting one farm to practically judge and be advised on how to select cows. We visited Katigondo Seminary farm where we went through training on evaluating and judging cattle. What I personally learnt that day was extremely usefull and a great asset to my future.

We later stoped by one zero grazing farmer before proceeding to Kampala where we arrived at 6 20 pm. at Grand Imperail Hotel.

At Grand Imperial we had a meeting ower dinner with Dr. Jennifer Kinengyere and Mrs. Genna Lwerimba who are the area sales representatives Here we discussed achievements and hardships encountered and later adjourned till next day for a working visit to Jesa mixed farm LTD.

DAY 4 We started out early at 7 45am heading to Jesa mixed farm in the company of Mr.Herbert Katende Area sales rep.Mubende who is taking Josa mixed farm,Mrs. G. Lwerimba and my self and arrived at about 9 45am. We were met by by the new herdsman/manager from Holland and mrs.Sarah Mulwana the propriator of the farm .It was a spraying day so we were blessed to see the entire herd of all W.W.s Heifers,-n calf and not in culf

Which numbered about 200. We were c..en arund the farm and quite a numbe of ideas were exchanged as ag group .Among others we discussed the type o. New born most importantiv breeding .We later presented some shides of Elite bulls available and were later entertained to a lunch byMRS. Sarah Mulwana.We later set off for Kampala at 1 30pm.
Our next stop was at the Land O'Lakes office -on programme we were stated to beat L O L offices by 2 30 pm. but we arrived at 2 45 pm and found both Steven and Mr. Richard Bakojja out to attend a burrial so we proceeded to the next visit of USAID offices At the USAID offices we fou found Gaudance in a meeting and we were met byb David Mutazindwa whom we handed our last year's report and also had a few update of what is going onin the A.I Industry. He promised to pass on the information to his collegues in the Agricultural department.

At 3 45 PM we set off for a long drive about four hours to Tororo. We arrived in Tororo Rock Hotel at 7 15 pm. and were met by John William Okaish who is the area sales representative. We had a working dinner with him and reviewed the operations of A.I Idustry in the area. Frankly speaking John has an appeal task of all the sales representatives but not the less has very prospective chances and a sizable chantle.

DAY 5 We started at 8:45 am with visiting different farms who with time have been using Bulls due to lack of the A.I. service. All were complaining that their animals were getting smaller in size and also reducing in milk production since 1983 when the service stopped. This we observed was mainly atributed to In-breeding.

At 10 45 pm. we started a very fruitful and beneficial meeting at the co-co-operative headquaters where John William is the Chairman. This meeting was attended by 31 farmers, with questions of genetic improvement and nutrition.
We promised to arrange a Nutrition workshop. Don made a sh'de presentation which left people's minds looking for a change in their herds. We left the meeting for John William's home at 1 45pm. We were very impressed with John's zero grazing unit and nutrition which were setting an excellent example to farmers. After a snack lunch we set off for the Border post of Malaba where we arrived at 2 50 pm.

SUMMARY - In the entire trip we reached at least 228 farmers and Technician We covered a lot of ground in redigrel Interpretation, cow evaluation, and A.I. techniques.

It was observed that we require continuos workshops and seminars, in villages on Nutrition and more sensetization or A.I.
This will however require a separate budget.

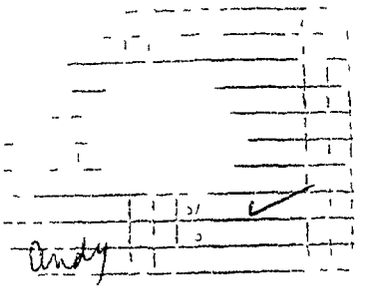
The entire trip was extremely useful and beneficial to the farmers and W.Ws in the participation in A I. Industry.
This is money well spent.

C.C USAID — Uganda
U.S.D.A, Kenya Attn Henry Schmick

C.C L.O L- Int. Attn Cathy Morgan.

L,O,I- Uganda

All Sales Representatives-Uganda.



NAIROBI
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13th February,1998

THE DIRECTORS,
NAIROBI VETERINARY CENTRE
NAIROBI

REF DON MIELKES VISIT -FEBRUARY 5TH - 9TH 1998

Don Mielkes visit to Kenya was a great success

John Kamau - Rep for Trans Nzoia and Western Kenya , John Wainaina and Gabriel Karia met Don Mielke and James Lwerimba at the **Uganda border as scheduled - Thursday, February 5th 1998 at 1500hrs** We left for Kitale Club on the same evening

The following is a list of activities that Don participated in -

1 Dinner with Bogelund Jensen, General Manager, Moronjo A I Project - February 5

2 A I meeting for Technicians / Farm Managers , Kitale region - February 6, 1998

3 A I meeting for technicians / farm Managers Nakuru Region

4 Lunched with Henry Schmick, Agricultural Attache, U S Embassy- February 8

5 Farm visits in Nairobi and its environs - February 9

SUMMARY

The following are highlights of important points picked up from Dons presentations and meetings in Kenya

(A) The Importance of good Genetics (U S Genetics)

- Farmers have a duty to feed the growing world population - growing at the rate of 3 more mouths to feed every second which translates into 1 million more people in 3 and a half days Due to the improved health, people are also on average living longer

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-Good genetics coupled with good management means more happy cows that make the life of the cattle breeder **more interesting and more profitable** Don Mielke is now able to educate his children through college and can afford holidays every year for the family because of good genetics at his Ameri Milk Farm in Wisconsin

- Good genetics is not an expenditure IT IS AN INVESTMENT - with good genetics your are investing into the future in form of a pregnant cow that gives a calf that grows into a mature cow

- Good genetics helps the farmer realise his goals in breeding This can only be achieved by using bulls that do not only make the cow pregant but give you what you want

-Good cows will always pay for themselves first before they start taking care of themselves Bad cows will behave in the opposite

-Good genetics gives you cattle that makes your job easier

- Good genetics can only come from good bull sampling programmes Programmes that work with a large genetic base and only samples from the highest genetic value indexing cows and bulls U S is leading in this area thus making them the best choice for good genetics sourcing

-In bull selection, pedigree information, production and type data and other management data like calving ease is necessary - know what you re using

B On A I the following were the highlights picked from the meetings -

- A pen is the most important tool in A I - without good records keeping theres little or no progress in A I work

- Every cow will show heat in a different way though all heat signs are the same It is the herdman / milker who will determine the efficiency of utilizing those heats

- It is very important for a farmer to know what cow is in heat first (Knowledge of heat signs) and what bull he would want to use to inseminate that cow (bull choice in relation to goals)

-76% of cows will show heat signs between the hours 6 00pm and 6 00 am Use of heat detection aids then a necessity for a serious breeder
Products like **Bovine Beacon** were highlighted and their use demonstrated They are the farmers "eyes" when his /her eyes are elsewhere

There is only one way that cows should be inseminated **-THE CORRECT WAY (PROPER A I TECHNIQUE)**

- Inseminators should avoid any kind of distraction when inseminating cows

-Two numbers are very important in A I 34 / 35Deg C and 45 seconds
Always thaw semen at 34 / 35 Deg c for a minimum of 45 seconds unless otherwise specified by the seller

-The inseminator should always keep himslef updated on the changes in insemination technologies Inseminators should form a habit of reading

-Temperatures - semen need to be thawed up the way it was cooled down Avoid " cold shocks " in semen handling - consistency in temperatures of thawed semen to the time it is in the cow is quite important

- On the **loaded breeding gun**, always keep it clean and ensure constant temperatures

FINALLY- What one knows is only important and useful when practically applied and /or shared with others **The right time to start is now not tommorrow**

READON

1.DINNER WITH BOGELUND JENSEN KITALE CLUB - FEBRUARY 5

Mr Jensen, the G M , Moronjo A I project was extremely happy to share with Don breeding experiences on a one to one basis He brought his office manager Mr Kamau with him who is also an A I technician

The dinner among other things hepled to strengthen N V C's relation with Moronjo and hence improved semen sales **Moronjo A I project is one of our distributors for WWS genetics**

2 KITALE A.I TECHNICIANS MEETING FEBRUARY 6, 1998

Fourty six participants from 14 major farms in the region representing 90% of all the important large scale farms attended - list of farms and participants attached

-Participants included A I Technicians an Managers / owners of such farms
Going by the remarks from the participants the group garnered a lot from Don's experience on the need to breed cattle with U S genetics and maximising on the heat signs for progress and profit
We expect the sales in the region to improve as this was the **first major** genetic meeting in the area

NAKURU MEETING A.I TECHNICIANS / FARM MANAGERS - FEBRUARY 7, 1998

Quite an inspiring meeting it was 90% again of all major farms who participated Handling of semen A I Techniques, proofing of bulls in the U S and Dons breeding experience were topics covered and well received

- In short the two meetings Kitale / Nakuru were a great success Turnout in both places was double the expected and this showed the hunger that farms still have for knowledge and the trust they have in N V C for its role in helping them improve their dairy farming

WORKING LUNCH WITH MR HENRY SCHMICK - FEBRUARY 8, 1998

Don Mielke James Lwerimba , Gabriel Karia had lunch with Mr Schmick his wife Blanca and Joyce Turk of A I D /Global bureau

The meeting brought more awareness to Henry and Joyce, the role NVC has played in the dairy and beef cattle industry in Kenya over the years and Gabriel Karia requested that many more meetings of the kind were necessary to help **establish areas of Cooperation with the USAID and other US dairy and beef development programmes**

Mr Schmick indicated that he will organise for NVCs meeting with Joyce Turk before she leaves Nairobi and would like to organise a meeting for all parties involved in Dairy and beef cattle development in Kenya when next Dale Darling is here The meeting to be hosted by Mr Schmick The parties to include players like NVC ABS Dairy farmers Beef farmers, private processors and members of Government bodies in the industry

It was a very useful meeting

FARM VISITS KIAMBU DISTRICT - FEBRUARY 1998

We visited three farms in the morning -

MANIRA ESTATE - (KUGERIA INVESTMENT)

Where they are milking over 8 daughters of World Wide Sires genetics with impressive records of milk production - (above 20 kg / day) are using 100% WWS bulls very promising herd even as a reference farm

MUHUGU & KIBORO FARM

- All are using WWS genetics and the farmers saw Dons visit as quite an encouragement for them to breed better They visited a lot with Don on many areas of breeding and management

This visit like all others again helped strenghthen relationships between the farms and NVC which is quite vital

We handed Don over to Edmond Matafu at Namanga border at 5 40pm

CONCLUSION

Every time Don comes , he leaves behind changed minds in all those he visits with

He is inspiring and knows his stuff

WE WANT MORE OF HIM AND HIS LIKES

Compiled by Gabriel Karia

cc Dale Darling - World Wide Sires

104 Uga 50

19th March, 1998

To

INVITATION TO ONE DAY SEMINAR ON 30TH MARCH 1998 AT THE NATIONAL ANIMAL GENETIC RESOURCES CENTRE AND DATA BANK, ENTEBBE TO BE PRESENTED BY MR DARLING , AN AREA DIRECTOR OF MARKETING OF THE WORLD WIDE SIRES INC FROM VISALIA, CALIFONIA, USA

The National Animal Breeding Policy emphasizes the establishment of sound livestock breeding programmes, comprising among other things individual animal identification herd recording, livestock shows to inculcate sound individual animal selection, etc In 1997 the Animal Breeding Centre (ABC) invited Mr Darling of the World Wide Sire to a one day seminar on how to select dairy cows and heifers based on "Linear Traits" The seminar was attended by about 45 Artificial Insemination Technicians, and staff of the Department of Animal Production and Marketing of MAAIF

Mr Darling will be visiting Uganda again from 29th to 31st March, 1998 He has kindly agreed to give presentations on US Genetics and Livestock Judging

The programme for the seminar and list of invited are attached

ABC will refund fuel cost to and from your place of work at the following rates

Kampala	Shs	20,000/=
Kamuli	Shs	70,000/=
Jinja	Shs	60,000/=
Moigi	Shs	40,000/=
Kitezi / Kalerwe	Shs	25,000/=
Nshaara	Shs	100,000/=

and provide Tea and Lunch

We look forward to seeing you at the Seminar

Dr K G Hashakimana
AG OFFICER-IN- CHARGE
ANIMAL BREEDING CENTRE

BEST AVAILABLE COPY

66

SEMINAR ON 30TH MARCH, 1998 ON US GENETICS AND PRINCIPLES OF LIVESTOCK JUDGING AT THE FORMER VETERINARY TRAINING INSTITUTE AND LIVESTOCK EXPERIMENTAL STATION (LES) ENTEBBE

10 00 Hours	Presiding Officer The Commissioner of Animal Production and Marketing A welcome Address by The Director of Agricultural Extension
10 15 Hours	A presentation by Mr Darling
11 00 Hours	Tea / Coffee Break
11 30 Hours	Practical Demonstration of Livestock Judging
13 00 Hours	Lunch
14 00 Hours	End of the Program
15 00 - 17 00 Hours	Mr Darling meets the ABC staff only

LIST OF INVITEES

1 The Director of Animal Resources
2 The Director of Agricultural Extension
3 The Director General NARO
4 The Commissioner Animal Production and Marketing, Dr. J. F. Kamayu
5 The Commissioner Agricultural Planning
6 The Commissioner Veterinary Services
7 The Deputy Commissioner Animal Production and Marketing
8 PVO - Animal Breeding
9 PVO - Dairy Production
10 PVO Animal Nutrition
11 Officer In Charge Nshaara Stock Farm
12 Officer In Charge Njeru Stock Farm
13 Mr L Kanyike Dairy Farmer
14 The Executive Secretary UNFA
15 President UVA
16 Mr R Bakojja Land - O - Lakes - Stephen Mayega
17 Mr F Katende Send - a - Cow
18 Mr Muyeya - Heifer Project International
19 Dr J J Hoona
20 Mrs S Mwebaze
21 Dr J Byamuto
22 Dr Dr H Kyeyamwa
23 Dr Androwa
24 Dr Kamya
25 Dr D L T Nduguu
26 Dr T Kagwisagye
27 Dr J Kasirye
28 Mr H Busuulwa
29 Dr B Kanyima
30 Prof F B Bareeda
31 Prof G H Kiwuuwa
32 Mr J Lwerimca
33 DVO Kampala
34 DVO Kamuli
35 DVO Mpigi
36 DVO Mukono
37 DVO Jinja
38 President UNAITA Dr. Musa Kibedi
39 Dr K G Hashakimana
40 Prof M L Kyomo
41 Mr E Rasmussen
42 Mr J Kristensen
43 Dr M Kulabako
44 MR J B Rwikarira
45 Dr Aisu
46 Mr F Nsamba

NAME	Address, Farm, City, Zip Code	Phone/Fax	Email
1. Sr Musa Kibedi	P O Box 67 Entebbe	256-43-20272	—
2. RWIKARIRA JOTHAM	P O Box 183 ENTEBBE	256-42-20831	
3. Dr. SANGAIRE JOSEPH	433	Sr NIA	
4. Dr. Hoona J J	P O BOX 102, CBBE	256-42-20831	
Dr. Andoa D	P O. BOX 513 EBB.	"	
5. DR KYAMBADDE	PO Box 160 MUKONO	Tel 041-290510	
6. MR GWNumwagiva	P O Box 71 Kabwohe Bushenyi Dist.		
7. Liwerimba James	Box 24010	KLA 041/567471	
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17 Moses Kulabako ABC, Box 183 EBBE.

18 MR MULIKA RICHARD P O BOX 162 Tel 2457 MATUGA.

19 MR FRED NSAMBA P O BOX 183 TEL 256-042-20
~~Aisu J~~
~~AISU~~ AISU J CHARLES P O Box 675 Entebbe Tel 256-41-32
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20 MR OTIO ALFRED BEST P O Box 257 ENTEBBE

21. Dr. Businge-Rusoke B.A.K. P.O BOX 513 Ent
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22 Dr Margaret Makuu Box 14225 Kampala

23 MBABAZI M.C B P O BOX 11176, KAMPALA TEL 533204

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25. Dr. EDWARD SSEWANNYANA, Sese Agricultural and Animal Production Research Institute, P.O. Box

26 Dr K G HASHAKIMANA - Ag O/C ABC

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BETTER BREEDING

From World-Wide Sires

Volume 3

World Milk Record is Broken by Art-Acres Ned Boy Oscar Daughter

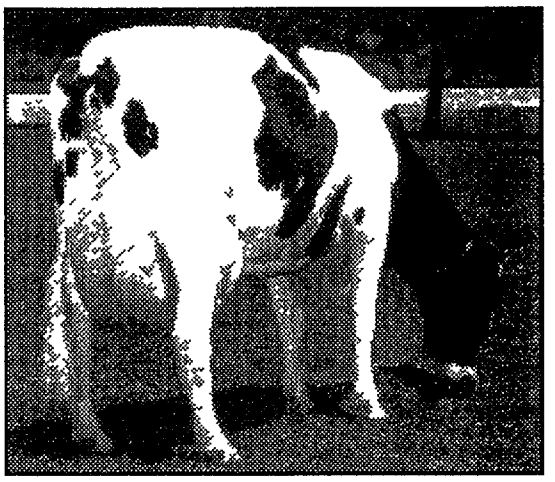
In November of 1997 the world record for milk production was broken by a daughter of Art Acres Ned Boy **Oscar** Muranda Oscar Lucinda ET VG 86 EX MS produced in 365 days being milked twice daily 30 319 kg milk 3 3% fat 1007 kg fat 3 3% protein and 1022 kg protein at the age of 3 years and 4 months This is an average of nearly 85 kgs each day with a peak of 98 kgs per day in the seventh month of her lactation (see chart for detailed production summary)

According to her owners Lloyd and Floyd Baumann of Marathon Wisconsin Lucinda has been virtually trouble free "She doesnt leak any milk has an extremely low somatic cell count has never had mastitis and has a real will to eat "

Lucindas sire Art-Acres Ned Boy **Oscar** is proven to be consistently high for protein and fat and has been pegged as one of Americas most important sires of sons being proven in the next year He already has sired 5 of the Top 30 TPI sires in the U S

World-Wide Sires bred cows have been in the spotlight before when it comes to world records with three of the four most recent records held by WWS sired cows In January of 1995 a **Bell** daughter was the first cow ever to produce over 27 000 kg milk Four months later a **Mark** daughter topped that by a mere 27 kg to become the new world champion Now Lucinda has bested that record by nearly 3400 kg

Where will it end? Floyd Baumann answers that question with this reply "We dont know where the limits are for production with cows in the Holstein breed With todays genetics and todays management just about anything is possible "



Lucinda's DHIR Test Weights

74kg	4.1%F 3 3%P	December 10, 1996
89kg	3 4%F 2.9%P	January 14 1997
88kg	2.0%F 3.0%P	February 13 1997
97kg	2.1%F 3 1%P	March 18 1997
91kg	3 5%F 3.2%P	April 22, 1997
79kg	2.6%F 3 6%P	May 27, 1997
98kg	3.2%F 3.4%P	June 28, 1997
85kg	3.2%F 3 3%P	July 23, 1997
91kg	3 3%F 3 4%P	August 23 1997
91kg	3.3%F 3.4%P	September 3 1997
75kg	3.0%F 3 6%P	September 23, 1997
73kg	2.9%F 3.7%P	October 24, 1997
68kg	4 8%F 3 7%P	November 6, 1997
62kg	3 0%F 3.3%P	November 25, 1997

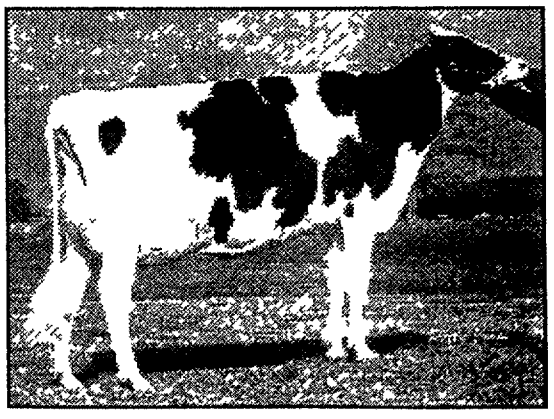
World-Wide Sires offers you the best combination of outstanding type and high production. Look to "The World's Best" for the greatest improvement in your herd, use World-Wide Sires proven genetics

Reserve All-American Horton Daughter Sold for $275,000 (Canada)

The acclaimed show winner Skys The Limit Claire VG 89 (CAN) was sold this past Fall for the high price of CAN $275 000 (12 million Kenyan Shillings) at the Gillette Sale in Canada. Claire was the 1997 Intermediate Champion at the World Dairy Expo and was named 1997 Reserve All-American and All-Canadian Junior Three Year Old Claire and her maternal sister Skys The Limit Cindy (a VG 89 **Tesk** daughter) were also named 1997 Unanimous All-American Produce of Dam

Claire is sired by To-Mar **Horton** (a brother to **Blackstar**) and from four generations of WWS breeding Her dam is a VG 87 **Leadman** with over 15 000 kgM 4 7% 3 6%P The next dam is a VG 87 **Mark** daughter with nearly 20 000 kgM 4 4%F 3 2% followed by a VG 87 **Enchantment** with nearly 18 000 kgM 4 2%F 3 6%P The fourth dam is a VG 88 **Bell** with a record over 18 000 kgM 4 2%F 3 9%P

Claires two year old record at 365 days is 10 964 kgM 3 8%F 417 kgF 3 3% 362 kgP She was also the recipient of the Genetic Merit Award and Best Udder in her class at the 1997 World Dairy Expo



World-Wide Sires has the world's largest selection of superior dairy and beef genetics

World Wide Sires has proudly represented all of the U S Artificial Insemination Cooperatives for over 25 years This allows us to offer our customers approximately 65% of all superior dairy and beef genetics from the United States The U S A I Cooperatives boast the largest and most extensive sire sampling program in the world where famous sires from every breed have been developed with a broad range of genetic qualities

World Wide Sires and the U S A I Coops have

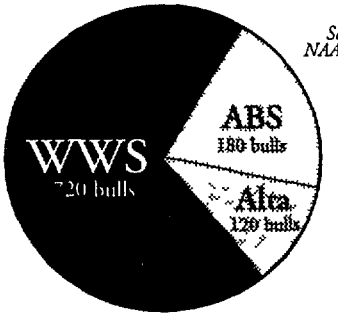
- **594 Proven Bulls**
  - 238 Holstein Bulls
    85 Protein Breeds Bulls
  - 271 Beef Bulls
- **919 Sires Sampled per Year**
  - 720 Holstein Sires
  - 133 Protein Sires
    66 Beef Sires
- **142,250 Cooperative Members**

The U S A I Cooperatives

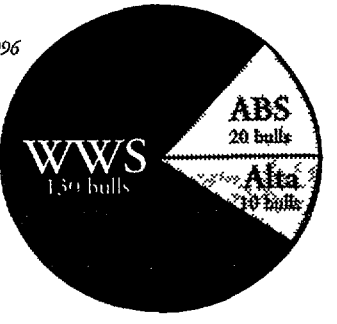
CRI · Genex · SELECT SIRES · 21st CENTURY GENETICS · Accelerated Genetics · KABSU · Sire Power

WWS Dominates U S. Sampling Programs

Holstein



Protein Breeds



Source NAAB 1996

WWS is your source for the highest TPI, milk and protein sires from the U.S.

Source USDA 2/98

Holstein Sires over 1300 TPI and ≥ 70% Rel

WWS has 68% of the highest TPI sires

- ABS 18%
- Alta 8%
- Other U S studs 6%

Holstein Sires over 2000 PTAM and ≥ 75% Rel

WWS has 66% of the highest Milk sires

- ABS 14%
- Alta 9%
- Other U S studs 11%

Holstein Sires over 75 PTAP and ≥ 75% Rel

WWS has 66% of the highest Protein sires

- ABS 17%
- Alta 7%
- Other U S studs 10%

LONDON

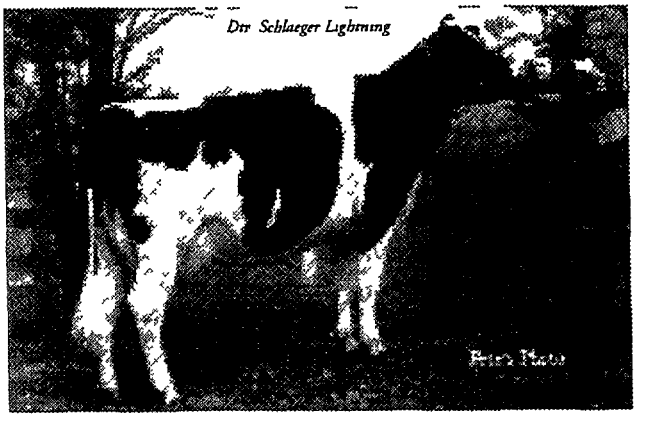
1HO4267 Londondale
Lman Magnum-ET

5/98 USDA PTA.
84 dtrs in 70 herds
+2311M

02%P	+69P	88% Rel
17%F	+44F	88% Rel

Dtrs lactation average **10,774 kgM** 3 5%F 3 1%P
Dtrs daily average **35 3 kgM**
5/98 HA PTAT +1 14 84% Rel
Udders +1 24 Calving Ease 8% 97% Rel
Leadman x Mark

- High protein and milk production
- Calving ease stature improver
- Excellent rear udders and udder support



Holstein

SLOCUM

9HO1489
Glen-Toctin Slocum

5/98 USDA PTA
2958 dtrs in 1561 herds
+2115M
- 06%P +52P 99% Rel
- 06%F +63F 99% Rel
Dtrs lactation average **11,195 kgM** 3 6%F 3 1%P
Dtrs daily average **36 7 kgM**
5/98 HA PTAT +1 50 99% Rel
Udders +1 80 Calving Ease 14% 99% Rel
Cleitus x Mark

- Outstanding overall production
- Excellent type and udders
- Well proven, highly reliable

Holstein

Stacking the Odds

by Mel DeJarnette, Reproductive Specialist Select Sires, Inc

Fertility of any animal at any point in time is a summation of the effects of all prior experiences From conception until death regardless of age or lactation what happened yesterday can be just as important as what happened today in determining the fertility potential of each animal The only way to successfully maintain high levels of reproductive efficiency is through a sound reproductive management program that attends to the multitude of environmental factors affecting fertility and "stacks the odds" in your favor

Nutrition

A sound nutrition program is your number one tool

1 Feed heifers to reach 65% of their mature weight by the time they are bred at 14 months of age
2 Use body condition scoring to monitor nutrition Make sure all animals calve with body condition scores of 3 to 3 5
3 Minimize body condition loss in the stressful early postpartum period
4 Avoid excess weight gain during late lactation

Cow Comfort

Maintaining cow comfort is important to both production and reproduction

1 Keep housing facilities clean and comfortable with regular manure removal and bedding changes
2 Design facilities to maximize ventilation and air flow
3 Cool clean water should always be available
4 Avoid overcrowding

Heat Detection

Heat detection programs are another important tool to stack fertility odds in your favor The most important aspect of a heat detection program is to have one Too many producers have no structured or scheduled heat detection program All employees are told to watch cows while performing their other duties Results with this method are usually less than optimal as each employee assumes that others are catching cows in heat and their individual contribution doesn t mean much in the big scheme In the end more assuming is done than heat detection

Good heat detection management will stack fertility odds in your favor

1 Designate the heat detection responsibility to only one or two employees however make sure all employees help out with heat detection and know what signs they should watch for
2 Use some type of heat detection aid to help catch those animals who may only stand for a short period of time (chalking Kamars, Bovine Beacon)
3 Make sure to have a designated heat detection period that is scheduled at the appropriate times (early morning and late afternoon) and for the appropriate time (20-30 minutes) Time spent heat detecting while milking, feeding or scraping pens does not count
4 Properly designed incentive programs will encourage not only good heat detection by employees but will result in good breeding efficiencies as well The rewards however must be based on a) getting cows pregnant with b) a low number of services and c) within an optimal time frame

Herd Health Program

1 Like heat detection programs have one
2 Work with your veterinarian to vaccinate for diseases relevant to your area.
3 Isolate new animals entering your herd and any animals who develop an illness
4 Schedule regular veterinary visits with appropriate fresh cow checks
5 Good nutrition programs are essential for proper immune system function

A I Techniques

1 Make sure the person inseminating your cows is following recommended procedures for straw retrieval and thawing
2 Keep unused straws low in the tanks neck tube during straw retrieval
3 Think "clean" throughout retrieval thawing gun loading and insemination
4 Protect semen from extreme temperature changes after thawing
5 Deposit semen in the uterine body

Bull Selection

Use high conception sires to maximize conception potential However remember that when using A.I bulls who have been screened for semen quality, fertility will not differ more than 10-15% from the highest to the lowest fertility individuals If you have been using average fertility bulls sire selection cannot be expected to change conception rates more than a few percentage points Because of many environmental and management factors individual herds range from 20% to 70% in conception rates Using high fertility bulls will help take you in the right direction but no bull can change a 20% herd to a 70% herd

Today s fertility level is in part a reflection of what happened yesterday, and tomorrow s will be a reflection of what happens today Each and every detail is important each and every day Reproductive management programs designed with these points in mind will "stack the odds" for optimum conception in any herd of cattle

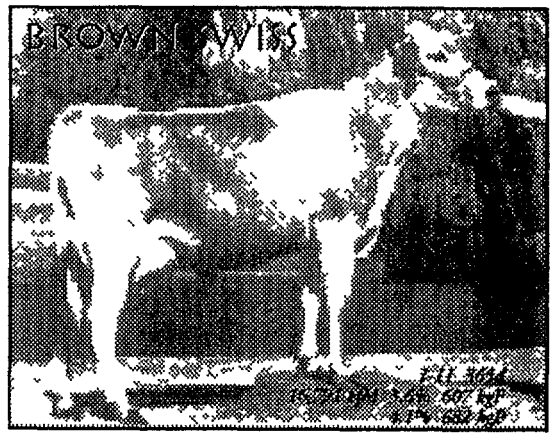
Colored Breed Cows Set the World on Fire with New World Records

Brown Swiss

The new All Breed and Brown Swiss protein record under 2 years old is Roll Mead TA Jill ET VG 85 VG MS (pictured at right) Her recently completed record is 1 11 365d 16 791 kgM 3 6% 607 kgF 4 1% 682 kgP Jill s maternal brother Top Acres Rol Mead **Baerga** is a Top 10 Protein and PTI sire in the U S

Jill is sired by **Johann Pete Rose** Her dam is Top Acres Westley Paulette a fourth generation Excellent Paulette is a daughter of the famed Arnola Peggy Priscilla EX 90 3E

The Brown Swiss breed has long been noted for longevity strength feet and legs temperament and world wide adaptability Lifetime high component production has been a breed trademark. Jill and her family will continue to have a huge global impact on the Brown Swiss breed



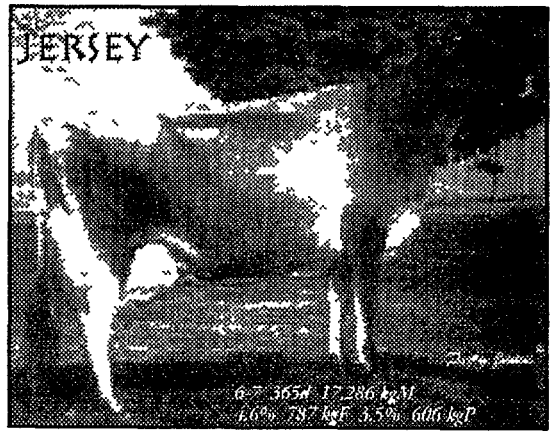
Jersey

Barbs MSBS Dayetta ET EX 90 and a daughter of **Mason Boomer Sooner Berretta** has set the new US protein record with a production record of 3 6 365d 16 323 kgM 4 0% 654 kgF 4 0% 660 kgP The top protein record had been previously held by OSB E Settler Shadow Maggie the dam of **Berretta**

A new U S Jersey milk production record was set by Queen Acres Boomer Celeste EX 90 Her record was 6-7 365d 17 286 kgM 4 6% 787 kgF 3 5% 606 kgP Celeste is sired by **Soldierboy Boomer Sooner**

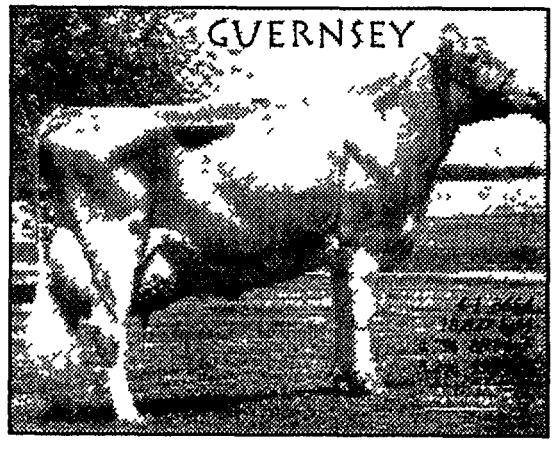
Hases Babes Lad Charo EX 92 (pictured at right) is the newest world record milk production winner Sired by Top Brass Babes Lad Charo produced 5 9 365d 17 975 kgM 4 4% 785 kgF 3 6% 641 kgP Babes Lad is also the sire of **Altheas Select** and **Altheas Aerostar** from the famous Greenridge FW Chief Althea maternal line

The Sunny Day Jersey herd in South Carolina has held the distinction of being the number one milk and fat Jersey herd in the U S for the last seven years with a rolling herd average of 9 628 kgM 4 5%F 435 kgF 3 6%P 345 kgP on 76 Jerseys Sunny Day also has the highest producing herd of Guernseys in the U S



Guernsey

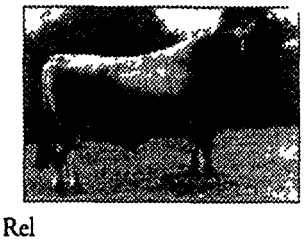
The world record milk producer for the Guernsey breed is Wincrest Vayette Grace EX 95 (pictured at right) She produced 4-1 365d 18 827 kgM 4 7% 891 kgF 3 2% 593 kgP Grace has a young sire by Sherma Victory Ellas Enhancer **Land of Living E Garth ET** available from WWS



ALF

- **Protein and fat percent improver**
- **Outstanding overall type**
- **High and wide rear udders**

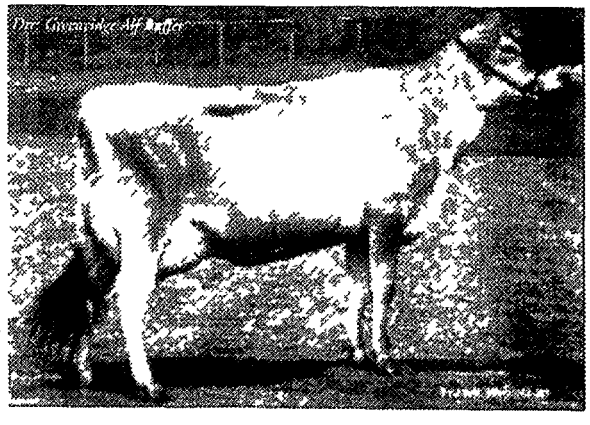
1JE382
Comfort Royal Alf-ET



5/98 USDA PTA.
1719 dtrs in 522 herds
+1030M

+ 14%P	+60P	99% Rel
+ 09%F	+62F	99% Rel

Dtrs lactation average **7,497 kgM** 4 7%F 3 8%P
Dtrs daily average **24 6 kgM**
5/98 AJCA PTAT +2 00 98% Rel
Royal x Chief



Jersey

SARGENT

1AY187 Burr Ayr
Farms Oly Sargent-ET

- Protein percent and production improver
- Steep foot angle, high foot & leg score
- Rear udders are high and wide

5/98 USDA PTA
43 dtrs in 31 herds
+1072M

- 10%P	+20P	77% Rel
- 17%F	+15F	77% Rel

Dtrs lactation average **7,727 kgM** 3 8%F 3 2%P
Dtrs daily average **25 3 kgM**
5/98 ABA PTAT +1 40 57% Rel
Olympic x Triumph

Ayrshire

sargent-sargent

REGAL

7AY54
Palmyra Luv's Regal-ET

- Greatly increases protein percent at + 11%
- Tall and dairy with adequate body depth
- Strong suspensory ligament

regal-regal

5/98 USDA PTA.
35 dtrs in 25 herds
+474M

+ 11%P	+32P	78% Rel
- 08%F	+5F	78% Rel

Dtrs lactation average **7,334 kgM** 3 8%F 3 4%P
Dtrs daily average **24 1 kgM**
5/98 ABA PTAT +0 50 57% Rel
Reliable x Lover

Ayrshire

Dtr Palmyra P Regal Ginger Sue

regal-sue

World-Wide Mating Service—Custom Designed for Your Herd's Future

The WMS program

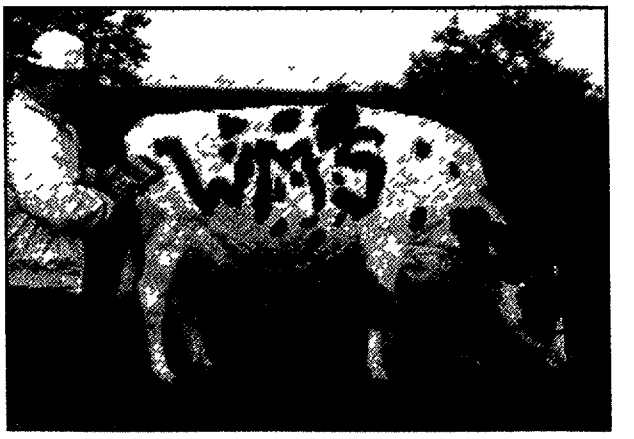
- Helps you set your goals and then selects the bulls to meet those goals
- Saves time and controls semen inventory
- Guards against inbreeding and genetic recessives
- Allows a number and price range of sires to be used
- Allows sires to be selected on genetic merit from all A.I companies
- Selects production standards for sires and specific linear type traits you wish to use to improve your herd
- Sources the best bulls and delivers more consistent results
- Is a scientific program utilizing advanced computer technology

The World-Wide Mating Service (WMS) is now being used successfully in 22 countries mating over 2 5 million cows in 5000 herds around the globe during the last year

Liz Retzlaff of Zimbabwe is a big supporter of this program as she now has the best group of two year olds she has ever milked! They are all uniform in type and above herd average She credits this outstanding group on a twofold philosophy of using top quality WWS genetics and WMS program exclusively

To enroll your herd in the WMS program contact your WWS/East Africa representative

WORLD-WIDE MATING SERVICE
WMS
Insuring a bright future for your herd!



Lifetime Production and Longevity the Norm in Sears Cow Family

The cow family that has produced **Paradise R Cleitus Mathie Paradise R Roebuck** and **Paradise R Sears Saber** has a grand reputation around the globe for transmitting the traits to make profitable long lasting cows Four generations of bull mothers have emerged from this family and the fifth generation is currently being contracted

Take a look at the cows from this remarkable family pictured here and you ll see why they have been given so much credit for high lifetime production and longevity in their offspring

This cow family was bred by Paradise Valley Farm in Ohio USA "Great udders correct feet and legs and high production are this family s consistent traits states owner Bill Ramsey

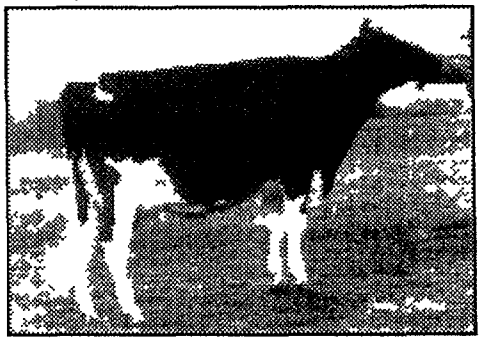
For more details on the three proven sons from the Sears family (Roebuck Mathie and Saber) see the next page

Paradise-R Choice Sassy-ET, VG 86, VG-MS

Daughter of Paradise-R Tesk Sherie-ET VG 88 EX-MS

2-00 3X 365d 14 791 kgM
3 4% 499 kgF 3 4% 498 kgP

Sired by Choice

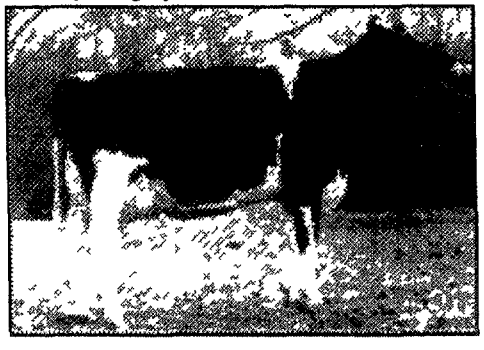


Paradise-R Int Sydel, VG 86, VG-MS

Daughter of Paradise-R Choice Sassy-ET VG 86 VG-MS

1-11 180d 7 605 kgM
3 2% 245 kgF 3 0% 230 kgP Inc

Sired by Integrity



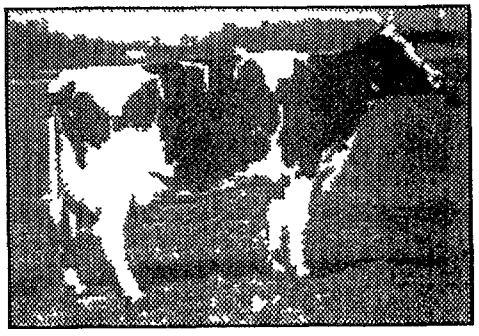
Paradise-R Milu Spark, EX 91-3E

3rd dam to Mathie and Roebuck
4th dam to Saber

Lifetime 3X 137 655 kgM
3 4% 4641 kgF
3 0% 3200 kgP

Lived to 17 years of age

Sired by
Milu Betty Ivanhoe Chief



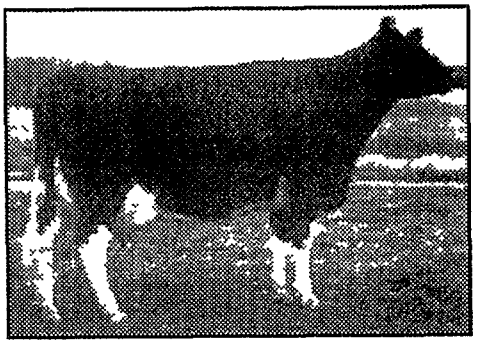
Paradise-R Sheri Success 524, EX 92-2E

2nd dam to Mathie and Roebuck
3rd dam to Saber

6-07 3X 365d 14 795 kgM
4 1% 605 kgF
3 4% 504 kgP

Lived to 14 years of age

Sired by Sexation



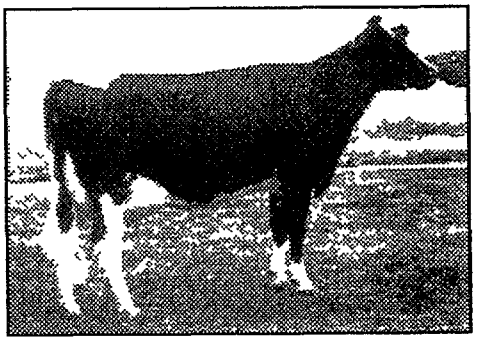
Paradise-R Bell Sears 656, EX 90

Dam of Mathie and Roebuck
Grandam dam of Saber

3-01 365d 16 055 kgM
3 4% 648 kgF
2 9% 466 kgP

Lived to 13 years of age

Sired by Bell



Paradise-R AR Sherry 1128-ET, VG 88, EX-MS

Dam of Saber

3-08 3X 365d
17 150 kgM
3 9% 677 kgF
3 0% 520 kgP

Sired by Rotate

Paradise-R Tesk Sherie-ET, VG 88, EX-MS

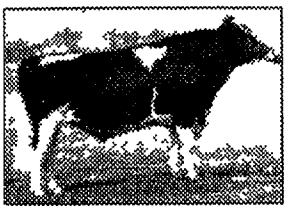
Daughter of Paradise-R AR Sherry 1128-ET VG 88 EX-MS

2-00 3X 365d
16 086 kgM
3 5% 557 kgF
3 2% 510 kgP

Sired by Tesk

ROEBUCK

14HO1114
Paradise-R Roebuck



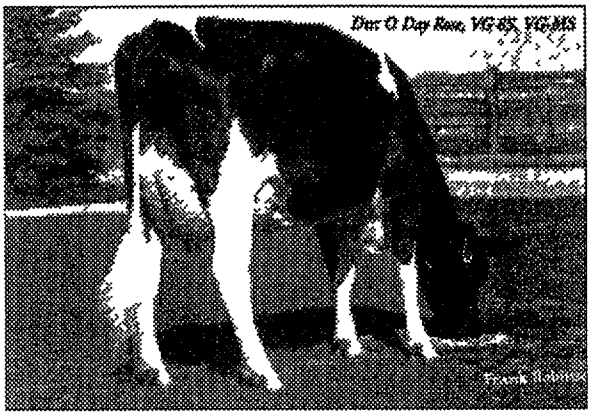
5/98 USDA PTA
10,831 dtrs in 3225 herds
+2209M

- 11%P	+45P	99% Rel
- 18%F	+39F	99% Rel

Dtrs lactation average **11,085 kgM** 3 5%F 3 0%P
Dtrs daily average **36 3 kgM**
5/98 HA PTAT +1 34 99% Rel
Udders +1 61 Calving Ease 8% 99% Rel
Mark x Bell Sears x Sexation Sheri x Milu Spark

- Sires the really fancy kind of udders
- Outstanding milk production
- One of the best sires for Productive Life

Holstein



MATHIE

7HO3707
Paradise-R Cleitus Mathie

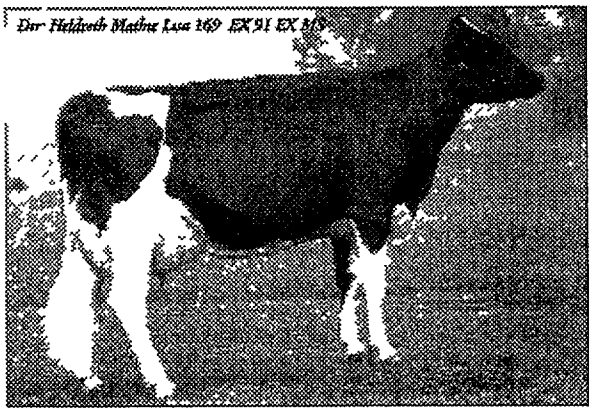
5/98 USDA PTA.
8039 dtrs in 3435 herds
+1825M

- 08%P	+38P	99% Rel
+ 00%F	+66F	99% Rel

Dtrs lactation average **10,820 kgM** 3 6%F 3 1%P
Dtrs daily average **35 5 kgM**
5/98 HA PTAT +1 71 99% Rel
Udders +2 50 Calving Ease 8% 99% Rel
Cleitus x Bell Sears x Sexation Sheri x Milu Spark

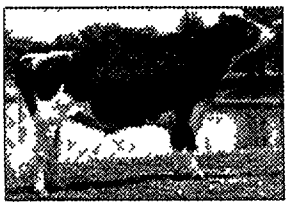
- Daughters are tall with good feet and legs
- Built to last lactation after lactation
- Tremendous udders with high production

Holstein



SABER

7HO4457 Paradise-R
Sears Saber-ET



5/98 USDA PTA
262 dtrs in 190 herds
+1279M

+ 04%P	+49P	96% Rel
- 01%F	+45F	96% Rel

Dtrs lactation average **10,437 kgM** 3 6%F 3 2%P
Dtrs daily average **34 2 kgM**
5/98 HA PTAT +1 15 90% Rel
Udders +1 37 Calving Ease 8% 94% Rel
Tesk x Rotate Sherry x Bell Sears x Sexation Sheri

- Medium size with tremendous strength
- Sires snug udder attachments
- Good feet and legs, high Productive Life

Holstein

Excitement is Building in Kenya for World-Wide Sires Genetics!

Excitement is building up as several Kenyan dairymen continue to add on milking daughters of World-Wide Sires genetics right from the Kenyan coast region to the highlands Read on for details

- Wilson Kyalo has a **Boutienere** daughter that peaked in her first lacation at 38 kgs per day She has now completed that record with 9325 kgM in 305 days

- Manera Farms (Delamere Estates) has a top new **Boutienere** two year old cow in her first lactation producing over 31 kgM per day
- At Wangu Embori Farm Lucy Githua (pictured here with Gabriel Karia of WWS/East Africa) is very excited with her 20 daughters of **Delight** They are all very stylish and look like they will milk! **Delight** ranks in the Top 15 index sires in Spain and ranks in the Top 10 sire in South Africa. Lucy also is impressed with the looks of her **Slocum** and **Emory** calves and is looking forward to when they will begin milking in her herd
- A **Top Brass Earl Bloss** daughter out of a Boran/Sahiwal/Guernsey cross calving down at 2 years 3 months peaked at 17 litres per day and has done 2488 litres in 174 days
- Another **Bloss** daughter out of a Holsein Friesian dam calved down at 2 years and peaked at 18 8 litres
- Sylvia Reda of Makitosha Farm who is expecting to milk more **Earl Bloss Berrettas Royal Ace Zebo Admiral Magic** and **Highlights** among others is excited about the prospects! She says that the udders in the heifers are much better than their dams

The story is the same everywhere from large scale farmers like Kenana Manera Gicheha Sinyerere Amboni Thigirie Northlake Nurseries Ngeera Fancy Farm Pokea Farm Ivaini Farm etc. to small scale holders whose first calve heifers have done over 20 litres of milk a day with ease.

What was promised has been realised – which is a great thing for all in the business!

SAINT

1HO2539 Swampy Hollow Saint-ET

5/98 USDA PTA
147 dtrs in 103 herds
+520M
+ 08%P +34P 92% Rel
+ 19%F +59F 92% Rel

Dtrs lactation average **9,708 kgM** 3 8%F 3 2%P
Dtrs daily average **31 8 kgM**

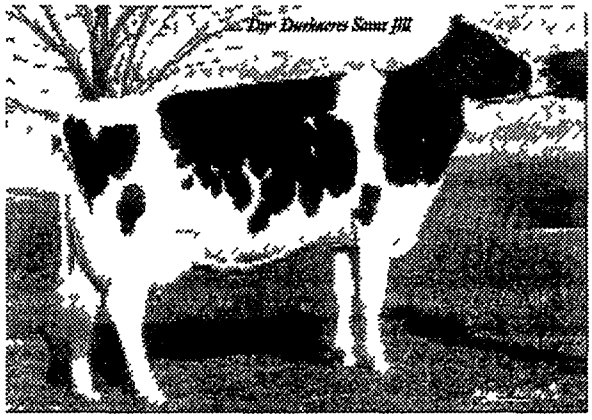
5/98 HA PTAT +1 13 81% Rel

Udders +0 84 Calving Ease 10% 84% Rel

Cleitus x Valiant

- **Extreme protein and fat percent improver**
- **Steep foot angle and some slope to the rump**
- **Rear udders are high and wide, close teats**

Holstein



BIG TIME

7HO3668
Langacres Big Time-ET

big-time-
big-time

5/98 USDA PTA
2380 dtrs in 1018 herds
+1096M
+ 04%P +42P 99% Rel
+ 03%F +47F 99% Rel

Dtrs lactation average **10,259 kgM** 3 7%F 3 2%P
Dtrs daily average **33 6 kgM**

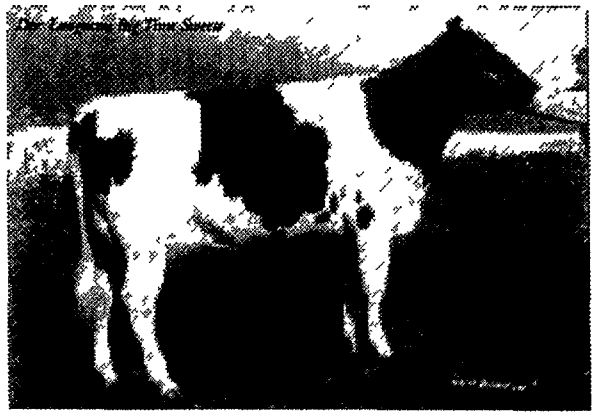
5/98 HA PTAT +0 34 97% Rel

Udders +0 45 Calving Ease 10% 98% Rel

Cleitus x Mars Tony

- **Protein and fat percent improver**
- **Average for stature**
- **Wide rear udders and close teat placement**

Holstein

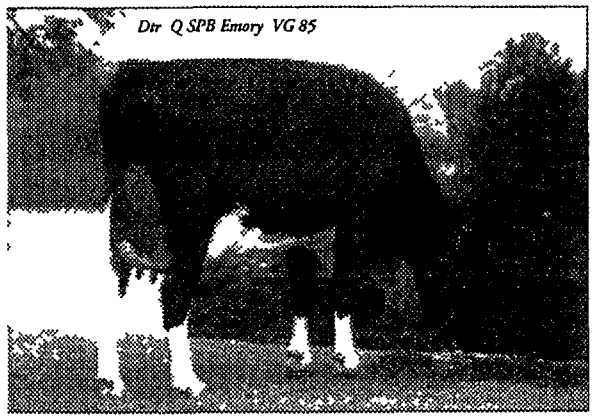


EMORY

7HO43948 MJR
Blackstar Emory-ET

5/98 USDA PTA
791 dtrs in 538 herds
+1935M
- 07%P +45P 98% Rel
- 15%F +38F 98% Rel
Dtrs lactation average **10,746 kgM** 3 6%F 3 1%P
Dtrs daily average **35 2 kgM**
5/98 HA PTAT +2 25 93% Rel
Udders +2 00 Calving Ease 9% 99% Rel
Blackstar x Rotate

- High reliability type improver
- Amazing stature and strength
- Super udders and feet & legs



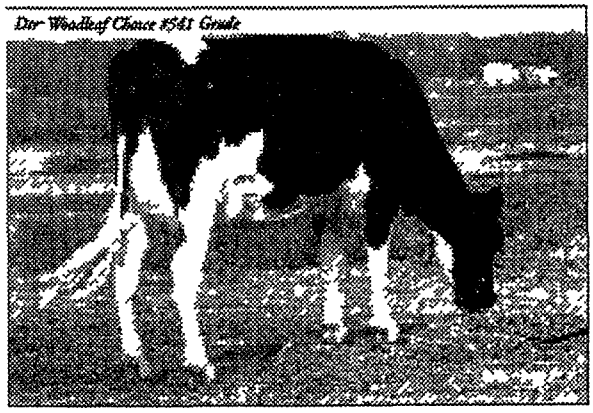
Holstein

CHOICE

7HO3340 The Choice
of Mark Adam-ET

5/98 USDA PTA
18,161 dtrs in 5169 herds
+836M
+ 03%P +32P 99% Rel
- 11%F +6F 99% Rel
Dtrs lactation average **10,472 kgM** 3 5%F 3 2%P
Dtrs daily average **34 3 kgM**
5/98 HA PTAT +0 93 99% Rel
Udders +1 83 Calving Ease 8% 99% Rel
Mark x Mars Tony

- Extremely well-proven calving ease sire
- Sire of the No 1 TPI Sire – Amel'
- Improves all udder traits



Holstein

BAILEE-RED

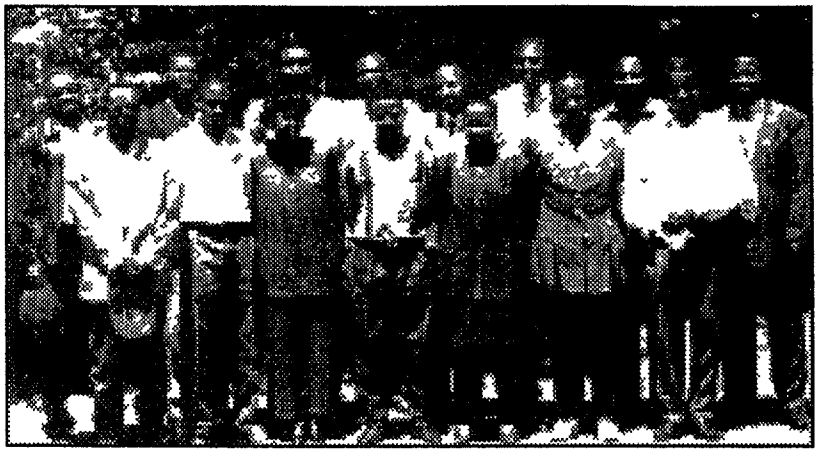
1HO4520
Ylitalo Leader Bailee-Red

5/98 USDA PTA
196 dtrs in 122 herds
+946M
- 02%P +26P 92% Rel
- 14%F +5F 92% Rel
Dtrs lactation average **10,111 kgM** 3 5%F 3 1%P
Dtrs daily average **33 2 kgM**
5/98 HA PTAT +1 67 85% Rel
Udders +1 63 Calving Ease 9% 90% Rel
Leader*RC x Inspiration*RC

- Tall and angular with wide rumps
- Excellent rear udders and udder depth
- High udder compostite Red sire

Holstein

Introducing: The WWS/East Africa Sales Team



World Wide Sires/East Africa has recently been formed to distribute high quality WWS genetics throughout the country Located in Nairobi World-Wide Sires/East Africa is poised to handle your every need for dairy and beef semen and embryos Contact us today to begin improving your herd!

Pictured above are some members of the current sales team for World-Wide Sires/East Africa Listed here are the names and contact information

Gabriel N Karia
Business Development Manager
Nairobi Veterinary Centre
PO Box 72788 Nairobi

John Wainaina Mburu
Commercial Services Coordinator
Genetics Division (NVC)
PO Box 72788 Nairobi

John Kamau David
WWS Area Representative
Transzoia Uasin Gishu and Western Kenya Regions
PO Box 1012 Nairobi

Jane Njuguna
Office Manager
Genetics Division (NVC)
PO Box 72788 Nairobi

Anne Kariithi
World-Wide Mating Service Program
Genetics Division (NVC)
PO Box 72788 Nairobi

Peter K. Lelei
Box 2194 Elsoret Kenya
- My area of interest is breeding in my own farm and I like cows and assisting other farms by delivering WWS bulls

Dr Henry Dalizu
Kiminini Vet Services
PO Box 3729 Kitale Kenya
Tel (0325) 31115
On Kitale Webuye road at Kiminini centre
- We offer clinical service and A.I service
- We have enough stocks of imported semen from WWS at very low prices

Stephen K Maritim
Vission Agrovet Ltd
A I Service
PO Box 3224 Nakuru Kenya
Tel 037 45131
- Appointed WWS semen distributor for Nakuru area
- We have one A.I Technician to start with the above named manager who is also an inseminator
- We are licenced to provide A I service to Nakuru Municipality Bahati Njoro and Rougai divisions
- We operate on call basis

Dr B M Mutisua
Ridgeways Vet Clinic
PO Box 16497 Nairobi Kenya
Tel 512653
- WWS Distributor Ridgeways Garden Estate Kiambu
- RVS offers veterinary services
- Clinical services small and large animals
- A.I services using both WWS semen and local semen genetic excellence is our goal for better future

Dr J Mutua
PO Box 6 Meru Kenya
Tel 0164-20340
- WWS gives us superior bulls for high milk production and genetic improvement

Mr Justin Myasa Wamuru
Agriculture Coordinator
Diocese of Embu
PO Box 884 Embu Kenya
Tel 20415/20638
Fax 30541 (0161)
- We in the diocese are committed to promote high milk production through usage of high quality semen from proven bulls That is why we are in partnership with WWS because they have exactly what we need in our A.I project
- I am a dairy farmer at home

Millicent Wamuyu Kiguta
Chihi Holdings (K) Ltd
PO Box 917
Thiska Kenya
Tel 0151 22066/22135

Patrick Munanu Kariuki
Genetic Sales Technician
Nakuru Vet Centre
PO Box 15071 Nakuru Kenya
Tel 212590
- WWS area representative in Nakuru Nandi part of Nyahururu

Dr Jonah N Muthui
Technical Sales Executive/Resident Veterinarian
Nakuru Veterinary Centre

Harrison Thuku
Area Representative of Kiambu Nairobi Thika Naivasha Kinangop Machakos
PO Box 137 Kikuyu
Telephone 0154-32136

Other Distributors for World-Wide Sires/East Africa Ltd.

Dr Dennis Mwakio
Diani Veterinary Clinic
PO Box 5220 Diani
Telephone/Fax 0127/3151

Dr Wamae
Country Veterinary Services
PO Box 12242 Nyeri

Dr Njagi Runyenje
PO Box 664 Runyenjes Embu
Telephone 0161-62422

Brookside Dairy
PO Box 236 Ruiru
Telephone 0151 54623/ 54337 Ruiru

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5545 Avenida de los Robles Visalia CA 93291 U S.A Tel 209 622 2222 Fax 209 741 2828
Email info@wwsires com Web www wwsires com

WORLD WIDE SIRES/EAST AFRICA
PO Box 72788 Nairobi Kenya Phone 217566 Fax 254 2 338817

BETTER BREEDING

From World-Wide Sires

Volume 1

World Milk Record is Broken by Art-Acres Ned Boy Oscar Daughter

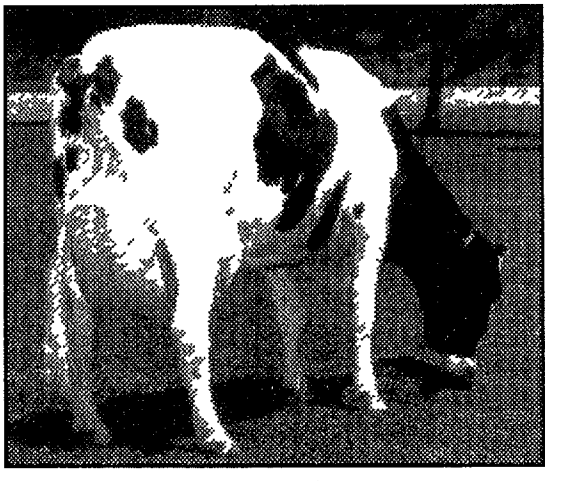
In November of 1997 the world record for milk production was broken by a daughter of Art-Acres Ned Boy **Oscar** Muranda Oscar Lucinda ET VG 86 EX-MS produced in 365 days being milked twice daily 30 319 kg milk 3 3% fat 1007 kg fat 3 3% protein and 1022 kg protein at the age of 3 years and 4 months This is an average of nearly 85 kgs each day with a peak of 98 kgs per day in the seventh month of her lactation (see chart for detailed production summary)

According to her owners Lloyd and Floyd Baumann of Marathon Wisconsin Lucinda has been virtually trouble free "She doesn t leak any milk has an extremely low somatic cell count has never had mastitis and has a real will to eat

Lucindas sire Art Acres Ned Boy **Oscar** is proven to be consistently high for protein and fat and has been pegged as one of Americas most important sires of sons being proven in the next year He already has sired 5 of the Top 30 TPI sires in the U S

World Wide Sires bred cows have been in the spotlight before when it comes to world records with three of the four most recent records held by WWS sired cows In January of 1995 a **Bell** daughter was the first cow ever to produce over 27 000 kg milk Four months later a **Mark** daughter topped that by a mere 27 kg to become the new world champion Now Lucinda has bested that record by nearly 3400 kg

Where will it end? Floyd Baumann answers that question with this reply We dont know where the limits are for production with cows in the Holstein breed With todays genetics and todays management just about anything is possible "



Lucinda's DHIR Test Weights

74kg 4 1%F 3 3%P	December 10, 1996
89kg 3 4%F 2 9%P	January 14, 1997
88kg 2 0%F 3 0%P	February 13, 1997
97kg 2 1%F 3 1%P	March 18, 1997
91kg 3 5%F 3 2%P	April 22, 1997
79kg 2 6%F 3 6%P	May 27 1997
98kg 3 2%F 3 4%P	June 28, 1997
85kg 3 2%F 3.3%P	July 23, 1997
91kg 3 3%F 3 4%P	August 23, 1997
91kg 3 3%F 3.4%P	September 3, 1997
75kg 3.0%F 3.6%P	September 23, 1997
73kg 2.9%F 3 7%P	October 24, 1997
68kg 4 8%F 3 7%P	November 6, 1997
62kg 3 0%F 3 3%P	November 25, 1997

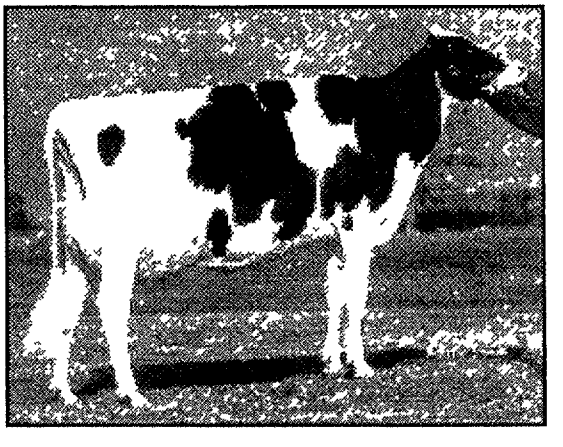
World-Wide Sires offers you the best combination of outstanding type and high production Look to "The World's Best" for the greatest improvement in your herd; use World-Wide Sires proven genetics

Reserve All-American Horton daughter sold for $275,000 (Canada)

The acclaimed show winner Skys-The Limit Claire VG 89 (CAN) was sold this past Fall for the high price of $275 000 (Canadian) at the Gillette Sale in Canada Claire was the 1997 Intermediate Champion at the World Dairy Expo and was named 1997 Reserve All American and All Canadian Junior Three Year Old Claire and her maternal sister Skys-The Limit Cindy (a VG 89 Tesk daughter) were also named 1997 Unanimous All-American Produce of Dam

Claire is sired by To-Mar **Horton** (a brother to **Blackstar**) and from four generations of WWS breeding Her dam is a VG 87 **Leadman** with over 15 000 kgM 4 7% 3 6%P The next dam is a VG 87 **Mark** daughter with nearly 20 000 kgM 4 4%F 3 2% followed by a VG 87 **Enchantment** with nearly 18 000 kgM 4 2%F 3 6%P The fourth dam is a VG 88 **Bell** with a record over 18 000 kgM 4 2%F 3 9%P

Her two year old record at 365 days is 10 964 kgM 3 8%F 417 kgF 3 3% 362 kgP She was also the recipient of the Genetic Merit Award and Best Udder in her class at the 1997 World Dairy Expo



World-Wide Sires has the world's largest selection of superior dairy and beef genetics

World Wide Sires has proudly represented all of the U S Artificial Insemination Cooperatives for over 25 years This allows us to offer our customers approximately 65% of all superior dairy and beef genetics from the United States The U S A I Cooperatives boast the largest and most extensive sire sampling program in the world where famous sires from every breed have been developed with a broad range of genetic qualities

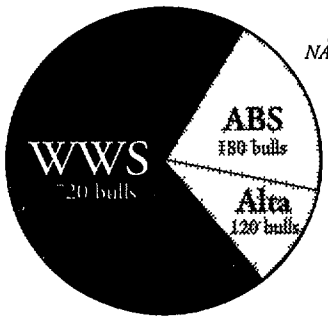
World Wide Sires and the U S A I Coops have

- **594 Proven Bulls**
  - 238 Holstein Bulls
  - 85 Protein Breeds Bulls
  - 271 Beef Bulls
- **919 Sires Sampled per Year**
  - 720 Holstein Sires
  - 133 Protein Sires
  - 66 Beef Sires
- **142,250 Cooperative Members**

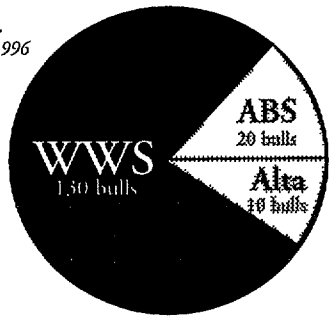
The U S A I Cooperatives

WWS Dominates U S Sampling Programs

Holstein



Protein Breeds



Source NAAB 1996

WWS is your source for the highest TPI, milk and protein sires from the U.S.

Source USDA 2/98

Holstein Sires over 1300 TPI and ≥ 70% Rel

WWS has 68% of the highest TPI sires

- ABS 18%
- Alta 8%
- Other U S studs 6%

Holstein Sires over 2000 PTAM and ≥ 75% Rel

WWS has 66% of the highest Milk sires

- ABS 14%
- Alta 9%
- Other U S studs 11%

Holstein Sires over 75 PTAP and ≥ 75% Rel

WWS has 66% of the highest Protein sires

- ABS 17%
- Alta 7%
- Other U S studs 10%

ELDORADO

7HO4407 WVA-
Greystone Eldorado-ET

- Protein percent and production improver
- Steep foot angle, high foot & leg score
- Rear udders are high and wide

2/98 USDA PTA
64 dtrs in 48 herds
+1387M

+ 03%P	+50P	86% Rel
10%F	+29F	87% Rel

Dtrs lactation average **10,646 kgM** 3 5%F 3 1%P
Dtrs daily average **34 9 kgM**
2/98 HA PTAT +0 71 81% Rel
Udders +0 13 Calving Ease 9% 69% Rel
Leadman x Starbuck

Holstein

eldorado-ellie dam

Dam. Fair Hill Starbuck Ellie FT EX 90

ROYAL ACE

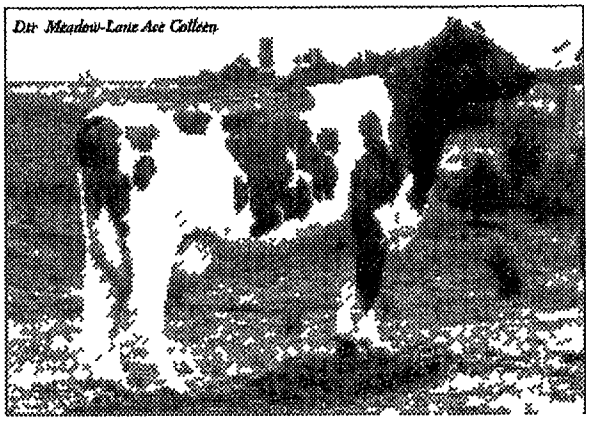
7AY47 Crest-Ayr
Kathy's Royal Ace

2/98 USDA PTA
57 dtrs in 26 herds
+626M

+ 00%P	+21P	80% Rel
- 06%F	+15F	80% Rel

Dtrs lactation average **7,382 kgM** 3 8%F 3 4%P
Dtrs daily average **24 2 kgM**
2/98 ABA PTAT +0 60 52% Rel
Command x League Leader

- High and wide rear udders
- Wide rumps and strong, deep bodies
- Average foot angle and a straight leg



Ayrshire

Stacking the Odds

by Mel DeJarnette, Reproductive Specialist Select Sires Inc

Fertility of any animal at any point in time is a summation of the effects of all prior experiences From conception until death regardless of age or lactation what happened yesterday can be just as important as what happened today in determining the fertility potential of each animal The only way to successfully maintain high levels of reproductive efficiency is through a sound reproductive management program that attends to the multitude of environmental factors affecting fertility and stacks the odds" in your favor

Nutrition

A sound nutrition program is your number one tool

1 Feed heifers to reach 65% of their mature weight by the time they are bred at 14 months of age
2 Use body condition scoring to monitor nutrition Make sure all animals calve with body condition scores of 3 to 3 5
3 Minimize body condition loss in the stressful early postpartum period
4 Avoid excess weight gain during late lactation

Cow Comfort

Maintaining cow comfort is important to both production and reproduction

1 Keep housing facilities clean and comfortable with regular manure removal and bedding changes
2 Design facilities to maximize ventilation and air flow
3 Cool clean water should always be available
4 Avoid overcrowding

Heat Detection

Heat detection programs are another important tool to stack fertility odds in your favor The most important aspect of a heat detection program is to have one Too many producers have no structured or scheduled heat detection program All employees are told to watch cows while performing their other duties Results with this method are usually less than optimal as each employee assumes that others are catching cows in heat and their individual contribution doesn t mean much in the big scheme In the end more assuming is done than heat detection

Good heat detection management will stack fertility odds in your favor

1 Designate the heat detection responsibility to only one or two employees however make sure all employees help out with heat detection and know what signs they should watch for
2 Use some type of heat detection aid to help catch those animals who may only stand for a short period of time (chalking Kamars Bovine Beacon)
3 Make sure to have a designated heat detection period that is scheduled at the appropriate times (early morning and late afternoon) and for the appropriate time (20-30 minutes) Time spent heat detecting while milking feeding or scraping pens does not count
4 Properly designed incentive programs will encourage not only good heat detection by employees but will result in good breeding efficiencies as well The rewards however must be based on a) getting cows pregnant with b) a low number of services and c) within an optimal time frame

Herd Health Program

1 Like heat detection programs have one
2 Work with your veterinarian to vaccinate for diseases relevant to your area
3 Isolate new animals entering your herd and any animals who develop an illness
4 Schedule regular veterinary visits with appropriate fresh cow checks
5 Good nutrition programs are essential for proper immune system function

A I Techniques

1 Make sure the person inseminating your cows is following recommended procedures for straw retrieval and thawing
2 Keep unused straws low in the tanks neck tube during straw retrieval
3 Think "clean" throughout retrieval thawing gun loading and insemination
4 Protect semen from extreme temperature changes after thawing
5 Deposit semen in the uterine body

Bull Selection

Use high conception sires to maximize conception potential However remember that when using A I bulls who have been screened for semen quality fertility will not differ more than 10-15% from the highest to the lowest fertility individuals If you have been using average fertility bulls sire selection cannot be expected to change conception rates more than a few percentage points Because of many environmental and management factors individual herds range from 20% to 70% in conception rates Using high fertility bulls will help take you in the right direction but no bull can change a 20% herd to a 70% herd

Today s fertility level is in part a reflection of what happened yesterday and tomorrow s will be a reflection of what happens today Each and every detail is important each and every day Reproductive management programs designed with these points in mind will "stack the odds" for optimum conception in any herd of cattle

HORNET

7GU319 Myrtledales Smokey Hornet-ET

2/98 USDA PTA
17 dtrs in 12 herds
+1419M

- 12%P	+30P	64% Rel
- 10%F	+48F	64% Rel

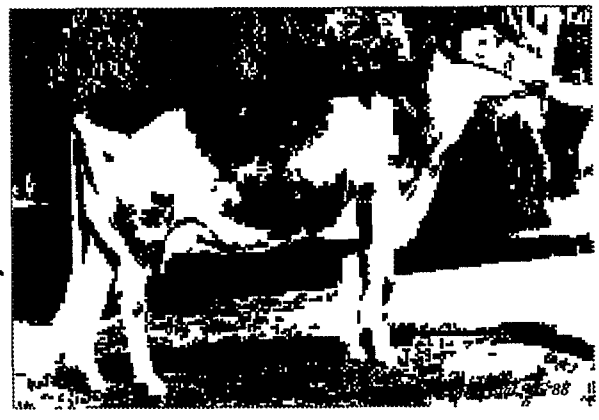
Dtrs lactation average **6,503 kgM** 4 3%F 3 2%P
Dtrs daily average **21 3 kgM**

2/98 AGA PTAT +2 10 57% Rel

Smokey x Buttermost

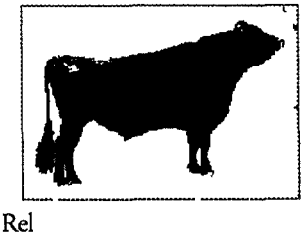
- One of the best type sires of the breed
- Excellent rear udders and teat placement
- Tall, deep bodied and angular

Guernsey



BLACKMAN

7JE308 WF/L&M Leading Edge Blackman



2/98 USDA PTA
52 dtrs in 37 herds
+647M

+ 02%P	+28P	83% Rel
05%F	+23F	83% Rel

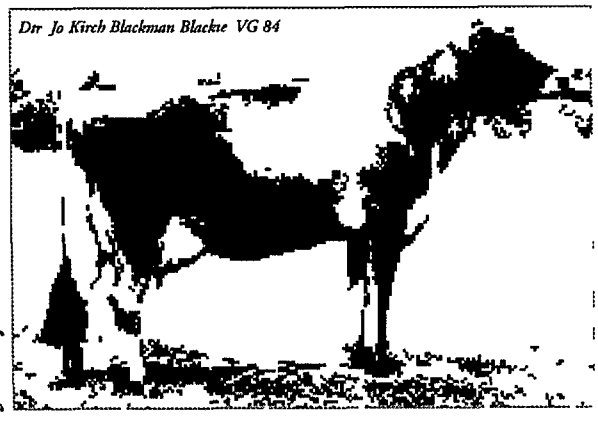
Dtrs lactation average **6,704 kgM** 4 8%F 3 8%P
Dtrs daily average **22 0 kgM**

2/98 AJCA PTAT +1 20 69% Rel

Leading Edge x Duncan

- Increases protein percent
- Daughters are very tall and angular
- Good rear udders and strong udder support

Jersey



WORLD-WIDE SIRES, INC

5545 Avenida de los Robles Visalia CA 93291 U S.A Tel 209 622 2222 Fax 209 741 2828
Email info@wwsires com Web www wwsires com

IN TANZANIA CONTACT
Dr Edmond Matafu Arusha Veterinary Centre PO Box 10032/3 Arusha Tanzania
Phone 255 57 7064 Fax 255 57 8779 Email holivet@yako habari co tz

UGANDA DAIRY PROJECT

Three Year Assessment of the Artificial Insemination Section

The Uganda dairy industry is obtaining tremendous benefits from the artificial insemination section of the overall Uganda Dairy Project World-Wide Sires (WWS) is very proud to have instituted numerous successful activities as part of our subcontracting agreement with the Land O'Lakes International Division (LOL) World-Wide Sires was subcontracted to organize the artificial insemination industry in Uganda Our mission was to educate and train both A I technicians and farmers about artificial insemination in dairy cattle The project began at a ground zero level and has subsequently grown from there We will review the results, benefits, and impacts which WWS has accomplished over the past three years

Results/Benefits/Impact

1 Trained Artificial Insemination Technicians - A total of 61 Cooperative A I Technicians have been trained Additionally, three training programs have been organized for the Government Officials, District Veterinary Officers, and employees of the Animal Breeding Center in Entebbe

2 Functioning Cooperatives - Currently 43 Cooperatives are cooperating with the LOL/WWS Project Additionally we are involved and associated with numerous private dairy farmers, Send a Cow Project, Heifer Project International (HPI), Women Farmer groups sponsored by the President of the Makere University, Nkozi University farms, Church of Uganda Projects, and various Government A I Technicians

3 Equipment Imported - When the project was initiated we realized we would need to import a large amount of equipment to establish this project now and for the long term A total of 53 liquid nitrogen tanks have been imported and are being used in the industry

- 25 Field Flasks SC3/3 have been sold or leased
- 8 Liquid Nitrogen tanks 35/18 have been sold to the coops as LN_2 storage units
- 20 LN_2 tanks (various sizes) have been imported and are used for LN_2 storage, semen storage, and semen distribution points throughout the country
- 25 A I Breeding Kits have been sold or leased for purchase to A I technicians
- 18,000 Breading Sheaths
- 18,000 Breeding Gloves

4 Cows Inseminated - A total of 15, 000 cows have been inseminated with high quality imported WWS semen If we work on a 65% conception average, we would have 9,750 cows confirmed pregnant From this group of pregnant cows we are expecting approximately 5,000 heifer (female) calves to be born

5 Breed Improvement - Elite semen from the following breeds of dairy cattle have been imported and used in the Uganda Dairy Breeding Programs Holstein, Ayrshire, Jersey, Guernsey, and Brown Swiss

Additionally, beef semen from the following breeds have been imported to Uganda Angus and Hereford

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6 Number of Calves - The dairy industry has been impacted by having over 950 heifer calves already born to date It is our expectation that by June 1998 over 3,000 heifer calves will be on the ground In the mid 1997 large quantities of semen arrived in Uganda and was used in a large scale A I program Our expectation is to then have a minimum of 500 heifer calves born each month throughout the remainder of the year

7 Growthy Calves - Farmers are amazed about the rapid growth rates of the offspring resulting from the WWS genetics We only imported sires known as calving ease sires (which would produce small calves at birth) to be used on the local cattle The calves were born with minimal assistance which impressed the farmers The farmers have been impressed even more so once they realized how quickly the calves began to grow Neighboring farmers have also been witness to this remarkable accomplishment and also desire to have offspring of these elite WWS sires

8 Calf Confirmation - The structural confirmation of the resulting heifer calves has been very impressive Farmers are able to clearly identify the improvement in their heifers when compared to the dam and other herd mates

9 Project Impact - The impact of the project is overwhelming! It is one of the most successful components of the LOL Uganda Dairy Project Farmers are always asking for the "American Bull" When the LOL staff and WWS/Uganda team attend meetings the amount of interest and activity pertaining to genetics is increased All farmers are anxious to receive heifer calves and then even more anxious for them to come into milk production in approximately two years time

10 Economic Improvement - The income levels and lifestyles of the A I technicians have definitely improved They are now employed full-time breeding cows and generating an income for them and their families The farmers have also improved their economic conditions on their farms though improved farming practices Farmers have benefitted from all of the training seminars and visiting trainers to learn how to increase the efficiency of their farming operations

11 Higher Conception Levels - The A.I technicians have improved their success levels of artificial insemination A.I Technicians have had higher conception levels in inseminating cattle This is due to three parts

1 Improve A I Techniques
2 Timing of Insemination
3 More Fertile Semen

12 Public Awareness - The Uganda public is now more aware of artificial insemination in cattle This sensitization has taken place all the way from the farmer level to the Vice-President of Uganda Initially, the Vice-President did not support the project, but once she realized the impact it would make in the rural areas the Vice-President modified her position

13 Veterinary Support - Dr Ociba, Commissioner of Veterinary Services (the highest government official in the Veterinary Department) fully supports our role and work in the dairy and beef industry We have educated each other on our needs and position This has developed into a strong relationship

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14 Animal Breeding Centre - ABC fully supports the work of WWS/Uganda and the A I project We have held three official training programs with them Their staff and technicians have increased their knowledge and awareness An exchange of technological information has been initiated to assist the breeding programs of ABC ABC has seen the number of inseminations performed by the government technicians increased as more farmers are aware of A I and demand their cattle be inseminated with the elite genetics of WWS

15 University Support - The professors at the Makere University truly support our project They have benefited from the numerous overseas trainers who have held workshops at the University There is more interest in A I in Uganda which has increased the requests of the University to provide training programs and field assistance

16 Trainers - We have had eight different trainers travel to Uganda to provide training on A I business development Some of the trainers have made multiple trips to Uganda Following is a list of the trainers and the number of visits

Don Mielke - three visits
Verne Adams - two visits
Dale Darling - four visits
Dr Chin Lee - one visit
David Thomson - one visit
Gabriel Karia - one visit
Peter Hashberk - one visit
Don Solberg - one visit

Both Dr Chin Lee and Professor David Thompson will return to Uganda in September and July respectively this year Additionally, I will make one to two more visits this year to Uganda We recognize the impact these trainers make in the development and growth of the A I industry so we invested our funds and had Don Mielke visit Uganda in January 1998, even when the project did not have funding

17 Training Topics - Following instrumental and imperative topics were covered by the trainers
- A.I Training Techniques
- A I Equipment
- A I as a Business
- Promotion of A I
- Animal Nutrition
- Calf Care
- Reproductive Diseases
- Heat Detection
- Genetic Proofs
- Bull Selection
- Mating Recommendations
- A I Sales Training
- Time Management
- Planning Routes
- Financial Planning
- Marketing
- Cattle Judging
- Linear Trait Evaluations
- Showing Cattle

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18 WWS/Uganda - WWS/California established a distributor know as WWS/Uganda This is owned and managed by James Lwerimba We realized with the tremendous demand on the project we would need to have an established network on the ground This has been very successful to the project as we have more spokespersons in the field

We now have five regional sales managers covering all of Uganda By employing regional salespeople, these individuals have smaller regions to cover, they are able to promote, and educate all farmers and cooperatives in their region about the benefits of A I These regional salespeople visit Farmers, A I Technicians, Cooperatives and District Veterinary Offices to sensitize them about the impact A I will have on their cattle and dairy production These regional salespeople have undertaken an intensive training program in A I and customer focused service

19 Sales Increases - The impact of employing regional sales managers has been extremely beneficial We have witnessed our sales of semen increase by over 45 percent

20 Future - This A I project is one of the highlights of any dairy project we have been involved with The dairy industry will experience the full impact in approximately one and a half years when all of these young heifer calves freshen and come into milk production Dairy farmers are anticipating large increases in their milk production based on the genetic improvement and accompanied by the improved animal husbandry techniques they have learned

21 WWS Promotions - WWS has undertaken a high profile advertising and education program We have implemented a newsletter specifically for Uganda The title of this newsletter is "Better Breeding" This piece is published a minimum of three times per year and is distributed to all Farmers, Coops and A I Technicians It includes highlights in the world dairy industry technical and management articles, and information on the elite genetic sires currently available inside Uganda Additionally, individual bull flyers, posters and promotional items have been distributed throughout Uganda

22 A I Technician Association - The A I Technicians Association has become stronger and more educated during the past three years On a regular basis they receive key articles and technical information from us so they may use to assist them in their work

23 Dairy Shows in 1999 - The Ministry of Agriculture has asked ABC to organize their first National Dairy Show in 1999 WWS/Uganda and WWS/California will play a crucial role in the organization of this show Initially four regional shows will be organized prior to the National Show WWS will be sending a U S Judge for the Uganda National Show

Throughout the next twelve months we will organize more seminars on showing, fitting, and judging cattle Cattle shows are an excellent tool around the world to promote the breeding of quality cattle and inform the public about what an ideal cow is

24 Breed Associations - Initial discussions have taken place regarding the forming of a Herd Book These have been initiated and more time and energy will be invested here in the near future

25 Beef Industry - The Beef industry has benefited from all of the discussions and promotions about A I WWS/Uganda has provided a contract service with large scale Beef ranchers to supply them with an A I technician and synchronize the cattle and breed the herd of cows with elite new beef sires This is a sector of the agricultural industry which has also benefited from the A I Dairy Project

26 Record Keeping/Identification - Since the beginning of the A I Project in Uganda, we have witnessed a remarkable improvement in the record keeping of both the farmers and A I Technicians Actual dates of inseminations, birth dates, sires, and dams, are now being recorded This has let to an increase level of accuracy in recording the animals born in Uganda

27 Growth Limitations - A key item which will limit the growth of the project will be the supply of liquid nitrogen in Uganda Currently there is only one plant producing liquid nitrogen and it is unable to service the needs of the entire industry Obtaining an LN_2 plant will be one of our goals during the next twelve months

Summary

The Dairy Project in Uganda, managed by Land O'Lakes and subcontracted by World-Wide Sires has been extremely successful This is a project in its infantile stage which will blossom in the next two years The ground work has been laid, the structure is in place, the people have been undergoing training programs at desired intervals, and they are becoming prepared for the tremendous increase the Ugandan Dairy Industry will have in the coming years

All of the Ugandans involved in the Uganda Dairy project are highly supportive of our mission There has been remarkable successes achieved and the farmers are all anxiously awaiting for the milk to begin to flow!!!

Recognition

On behalf of World-Wide Sires California, we would like to extend our appreciation and thank all of the key people who have assisted us in making this a viable and successful project

James Lwenmba, WWS/Uganda
WWS/Uganda Sales Team
Kathy Horgan, LOL Minnesota
Richard Bakojja, LOL Uganda
Stephen Mayega, LOL Uganda
USAID Mission Uganda
Henry Schmick, Agricultural Attache Officer, Kenya
WWS/California Staff and Support Team
Animal Breeding Centre, Entebbe, Uganda
All of the Uganda Dairy Cooperatives and Farmer Members
Ugandan Ministry of Agricultures, Veterinary, and Economic Development Divisions
Makere University
All of the WWS Trainers who visited Uganda

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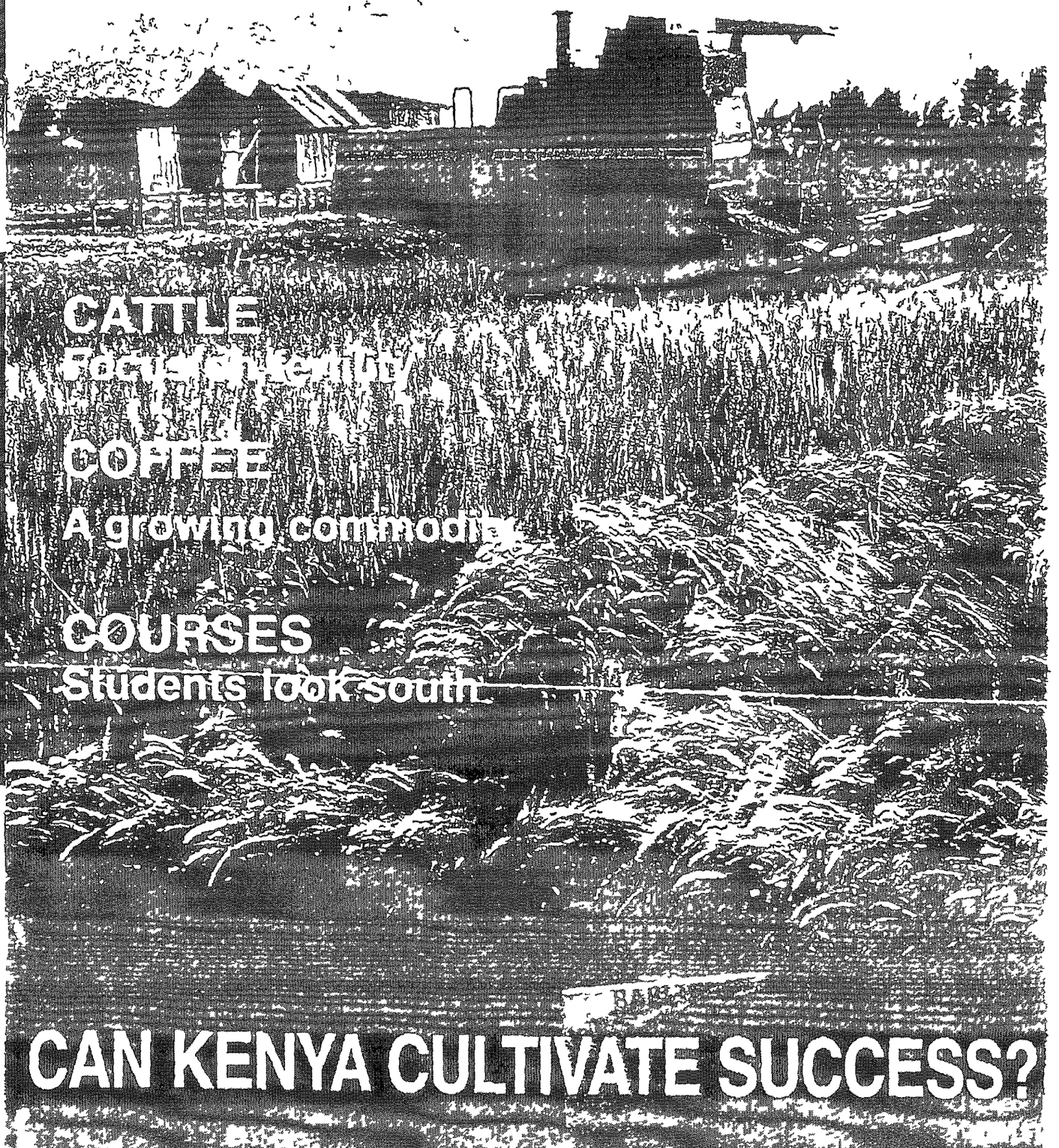
APPENDIX 3

Activity Reports

The First Lady of Uganda

The First Lady of Uganda The First Lady of Uganda, Janet Museveni and the U S Ambassador to Uganda, Ms Nancy Powell, view new dairy products during Land O'Lakes June Dairy Promotion Month Celebration They are assisted by Richard Bakojja, Land O'Lakes Country Manager, and Ron Stryker, USAID/Kampala as well as processors and others

African FARMING



CATTLE
Food security

COFFEE
A growing commodity

COURSES
Students look south

CAN KENYA CULTIVATE SUCCESS?

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Making the most of milk

A promotional campaign by the Ugandan dairy industry has helped increase public awareness of the nutritional importance of milk and brightened prospects for small-scale dairy farmers Louise Nalugwa reports

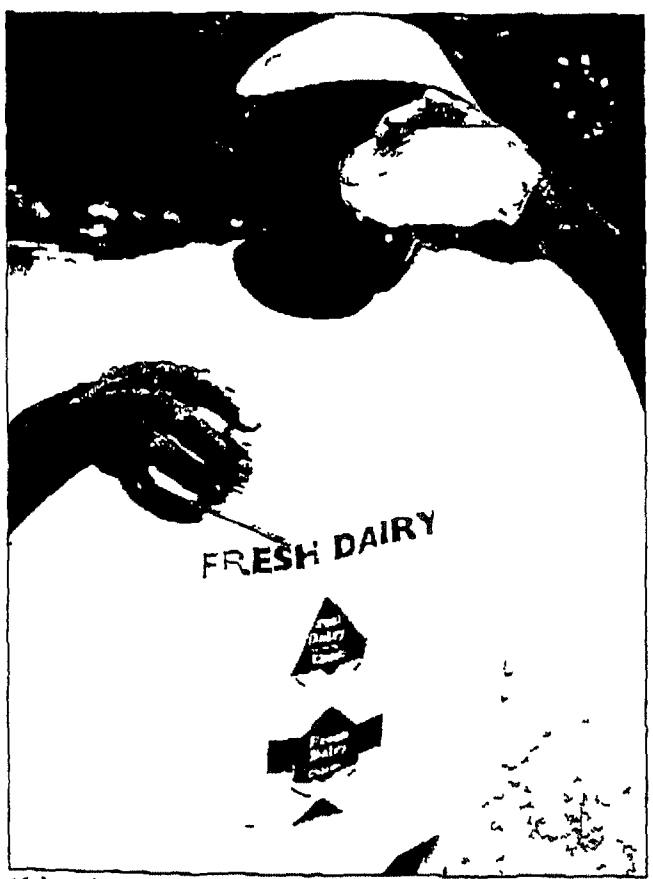
IN UGANDA dairy farming is a major source of employment in both rural and urban areas Over 2 5 million people are small scale dairy farmers Livestock accounts for nine per cent of the agricultural domestic product while agriculture itself contributes 51 per cent of national GDP and employs some 80 per cent of the work force

The National Dairy Corporation employs more than 2 000 people to collect process and deliver milk to customers thousands of hawkers sell raw or unpasteurised milk and retail shops sell all kinds of dairy products including butter pasteurised milk and yoghurt Supermarkets also stock numerous dairy products including cheese and flavoured milks

A private dairy firm Land O Lakes employs six qualified dairy experts who to date have managed to train 8 000 dairy farmers in the principles of dairy husbandry and have organised some 66 dairy co operatives to help market the milk

The firm which has earned praise from both the public and the Ugandan government as well as the dairy industry staged a series of celebrations in June to mark Uganda s second Dairy Month Together with locally recruited Dairy Ambassadors Mr Richard Bakojja director of Land O Lakes and other representatives of the US-based company including board members Connie Cihak and Cheryl L Bann a marketing consultant from Minnesota initiated essay and art competitions for schools which emphasised the importance of milk in the lives of ordinary Ugandans Music dance and drama also helped put the message across

Traditionally a bad month due to the seasonal infestation of malarial mosquitoes June is now becoming the most popular month in the Ugandan dairy industry s calendar The idea was launched last year after a regional conference for the Second Greater Horn of Africa Dairy Initiative staged in Limuru Kenya The aim of the conference was to find ways of increasing profits for small scale dairy farmers Expertise technology and information sharing were identified as the best tools to be adopted in order to achieve the goal of regional food security



Make mine a milk: one of the festival s participants helps to put the message across

Among the many problems identified as constraints on dairy development were the lack of private land tenure as cited by participants from Ethiopia and the low levels of dairy technology among farmers — as for example in Kenya where there is stiff competition in the new climate of liberalisation

Liberalisation of the milk industry in Uganda has been tainted by many people hawking milk without due quality control A recent workshop for public health experts identified tuberculosis brucellosis typhoid salmonellasis and listeria as threats to Ugandan consumers posed by drinking unpasteurised milk Poor co operative development and lack of farmers associations poor exchange of technology among farmers and lack of marketing expertise figure among the constraints on small scale dairy farm development in the region along with the high rates charged for artificial insemination and veterinary services

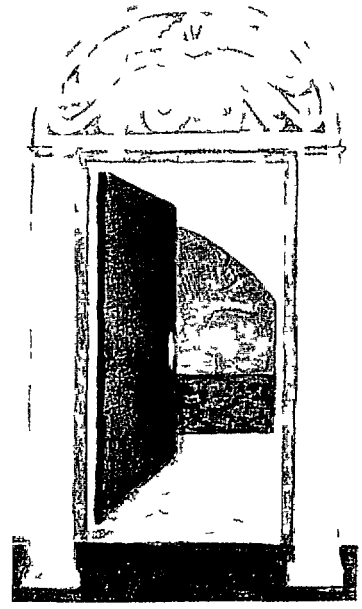
Her Excellency Mrs Jant Museveni with a school child at the launch of the event

School diets

This year s June dairy month celebrations were graced by the first lady of Uganda Mrs Janet Museveni and the American Ambassador Ms Nancy Powell Mrs Museveni decried the poor diets prevalent in schools especially in boarding schools She asked that the Ministry of Education should include milk in the school diets Poor diets retard children s growth and brain development she told the audience Earlier on Richard Bakojja of Land O Lakes had cited low incomes and chronic undernourishment as sure causes of public dissatisfaction among Ugandans

Since the launch of June dairy month promotional campaigns have increased milk supply raised public awareness ands helped improve the quality of milk and dairy products available More milk processors have entered the market and the variety of dairy products on offer has increased ☐

From scratch: Revitalizing Uganda's dairy industry



By Nadine Miller Communications

Uganda has come a long way from the days of dictator Idi Amin and a decades-long civil war This nation now boasts one of Africa s fastest growing economies thanks to its liberal economic policies

Land O'Lakes has been instrumental in developing Uganda's dairy industry Funds from the U S Agency for International Development allow your cooperative to make the most of its staff and volunteers Since 1994, your cooperative has helped Uganda progress on many fronts

- Forty-six small agribusinesses have improved their management and operations resulting in greater profit margins
- More than 9,000 dairy producers have improved their herd management skills
- Cooperatives have begun offering services to members to improve the quality and quantity of milk produced
- Eleven dairy co-ops are packaging products for sale following technical assistance from Land O'Lakes

Scott Gottschalk, regional account manager for the feed division, traveled to Uganda with his wife, Astrid, in 1995 Gottschalk says that traditionally, cattle roamed the rangeland of Uganda Due to the country's increasing population and resulting land pressures, this system had to change

"In 1995, our theme was 'zero grazing ' We encouraged people to stay in one area and bring feed and water to their cattle We used hoes to dig a pit silo and taught them how to ensile native grass for feed during the four-month dry period," Gottschalk says

Milk production in Uganda has tripled in three years – mostly due to improved dairy management taught by Land O'Lakes and better genetics provided by WorldWide Sires For example, native cattle produce two to three liters of milk per day, while Holstein crosses produce 15 to 20 liters (a liter is equal to about one quart)

In a country where daily milk consumption is one-half cup per person milk is welcomed as a nutritious drink especially for children 'Once Ugandans can feed themselves, then they can purchase ag supplies or products from companies such as Land O'Lakes to further strengthen their self-sufficiency and build a stable economy," says Project Manager Kathy Horgan

The east African nation of Uganda celebrated its first June Dairy Month this year with milk drinking contests parades and even 'cheese heads

Land O'Lakes connection links HMO with Uganda

Affordable, accessible health care is a critical need in Uganda. Now, thanks to a cooperative connection, Health Partners, a major Minneapolis-based member-owned HMO, is exploring ways to provide health care to rural Ugandans.

The connection came through Land O'Lakes International Development Division's work to revitalize Uganda's struggling dairy industry. In the process, a number of small dairy cooperatives have been founded. These co-ops have begun to offer animal production services to their members. Through the Health Partners program, the co-ops hope to expand services to include basic health care for members.

Land O'Lakes is working in a mentoring relationship to link health partners with the Ugandan co-ops. Health Partners, through a grant from the U.S. Agency for International Development, is developing health-care plan options for the co-ops.

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INTERNATIONAL DEVELOPMENT OVERSEAS TRAINING PROGRAMS

Association Development Training
June Dairy Month Planning

UGANDA
Kampala and Other Locations

April 19-25, 1998

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Executive Summary

This project had two component parts--working with the Land O'Lakes office and their partners in the dairy industry to plan the upcoming June Dairy Promotion Month, and to provide training to association/cooperative members on association basics Both efforts went very well

The planning and activities for June Dairy Promotion Month have an ultimate goal to have the events become the responsibility of the dairy sector in Uganda It is felt that great strides were made in moving the responsibility from LOL to the local sector Processors that we spoke to were interested in supporting the promotional month, and indicated that they were willing to provide product and people/financial resources to make it happen That is a good sign

The association members, too, realize that the dairy promotion month needs to become theirs, and appear to be up to the task While they will need direction and assistance from LOL this year, and perhaps in the future, ultimately they are capable of taking responsibility for the dairy month and appear to be excited about their participation From all accounts, it looks as though the dairy promotion activities will be more far reaching this year Associations stepped forward and volunteered to take responsibility for many of the activities involved in the local celebrations They also had good input for promotional changes for the upcoming program

The training for association members was a positive experience While they have been active in cooperatives for some time, to some the idea of an association was still difficult to understand As the distinction was made, things became clearer These associations face challenges that associations face the world over, that is, providing value to their members and maintaining membership The dairy associations in Uganda are no exception The group had interesting discussions surrounding keeping members, getting dues to be paid, providing value, etc

The two days of association training was well received and an appropriate length of time It provided the opportunity for participants to learn about a variety of topics related to associations as well as explore related topics There was adequate time for discussion, questions and group interaction

Additional training is recommended for these associations which will bring not only association topics to them, but basic business skills, too It is felt that the basic business skills are needed in order to effectively run the associations, as well as help the individual farmers to do a better job on their farms Also, a look at markets, supply and demand and basic marketplace structure and activity would also be helpful to provide in upcoming training And, planning assistance would also benefit these associations very much

This project was successful in providing information to associations and assisting in the development of the upcoming June Dairy Promotion Month It was also critical to help shift the responsibility of the promotion towards the dairy industry of Uganda who will, long term, benefit from these efforts

Scope of Work (SOW)

Background

Land O'Lakes has been awarded several grants by the U S Agency for International Development (USAID) to assist in the development of the private dairy sector in Uganda The goal of Land O'Lakes Private Sector Dairy Development project is to promote the growth of a competitive Ugandan dairy sector to a level that can begin to meet local demand and allow export of dairy product to other countries This will be accomplished by providing technical and training assistance to private dairy farmers and small- and medium-sized dairy processors so that they may develop the skills and know-how to compete successfully in a free market domestically and internationally Training and technical assistance is provided in dairy production, processing, management, marketing and organizational development skills

This assignment is supported under USAID's Cooperative Development Program (CDP) grant which focuses on the development of cooperatives and associations Uganda is in the early stages of developing strong associations to serve the private dairy sector The consultant will assist these associations to further their own development as support services to the dairy industry The consultant will also assist the associations to organize the second annual Land O'Lakes June Dairy Promotion Month activities

Objectives

Consultant objectives for this set of activities include

* To provide appropriate topic and subject matter level training to both existing and new dairy associations currently working with LOL in Uganda
* To assist in obtaining cooperation from significant industry partners for the promotion and resources necessary for Dairy promotion month
* To work with LOL Uganda staff and assist in development/updating and planning for a successful implementation of Dairy Promotion Month and encourage their facilitation of the activity among dairy and other partners in Uganda.

Assignment

The consultant will

1 Together with land O'Lakes Uganda Program staff, assist the dairy associations an cooperatives in planning and organizing the June Dairy Promotion Month as a promotion tool to increase awareness and consumption of dairy products Consultant activities in coordinating the dairy promotion campaign will include but not be limited to the following

* Work together with members of the newly developed Uganda Dairy Association, Land O'Lakes Uganda staff and designated advertising consultants in planning the Dairy campaign,
* Facilitate the hand-off of the Dairy campaign preparations to the associations and away from the Land O'Lakes project staff
* Conduct a review of the activities and accomplishments of the previous Uganda June Dairy Promotion Month Campaign with participants
* Conduct site visits and meet with cooperative management and membership to get their buy-in to planning the Dairy Campaign activities

2 Conduct a training session in the development of a dairy association Training session topics in dairy association development may include but are not limited to the following

* Fundamental features of a business association
* Association functions
* Association affiliations
* Tactics for association sustainability
* Funding an association
* Related associations and their role

3 The trainer will provide training materials/handouts and will provide a copy of any materials utilized during the training to the project staff
4 Brief Uganda staff and U S project Officer on course outcome according to guidelines in briefing book
5 Prepare and submit final report within one week of return to U S
6 Submit expense report within one week of return to U S
7 Provide Land O'Lakes Project Officer with any list of relevant contacts developed while on assignment

Impact/Accomplishments

Association Training
A two day association development training program was held near Kampala on April 23-24 at a conference center there Over sixty participants attended the training, representing three dairy associations Within these associations were also represented a number of cooperatives As the focus was on dairy farmers and dairy farming, participants were individual dairy farmers of varying sizes Most members have had contact with Land O'Lakes on previous occasions and were anxious to work with them again in this capacity

While a number of the participants had had training or exposure to cooperative operations, most had not had any formal training in association development and sustainability The seminar had as its goal, to help participants understand how associations operate, how they are different from cooperatives, and to see the benefits to them in participating in and supporting their associations

The program was designed by the consultant under direction of Land O'Lakes, and contained the following components

* Association basics what an association is, how it differs from a cooperative, etc
* Association benefits for members and rationale for existence,
* Guiding principles of an association mission and goals
* Types of membership of an association
* Association structure, accountability, responsibility
* Roles in an association member, committee person, board, executive committee
* Committee operation as a means for achieving the goals of the association
* Financing the association/accountability
* Dues and non-dues income
* Basic budgeting and bookkeeping for an association
* Designing programs for association membership,
* Methods and consideration for communication among association members, between associations and with 'umbrella' association/organization,
* A structure for drafting association bylaws

In addition, a session to discuss June Dairy Promotion Month was also included, this will be discussed below And, a discussion among participants of what activities have been successful and not successful in their association was also facilitated to help the participants learn form one another about favorable and less than favorable activities

Presentations and discussion were led by Cheryl L Bann

In addition to presentations and facilitated discussion, participants were provided small group time to discuss and address a number of areas including

* mission of association
* goals of association
* role of associations in June Dairy Promotion Month (to be addressed below)

There were four working groups of associations in the training, Western Uganda Dairy Association, Eastern Uganda Dairy Farmer Association and two groups representing the Central Uganda Farmers and Breeders Association This group ended up as two separate groups simply due to the size of the participants and the desire to offer everyone an opportunity to participate

The following information is what was developed by these groups during the course of their small group work time While these aren't finished missions or goals, they show the direction that these associations are moving and give a glimpse of how they see themselves Note also that the Central association has two efforts which should be unified by that association at some future time

Created missions and objectives are detailed below

WESTERN UGANDA DAIRY ASSOCIATION

Mission
Western Uganda Dairy Association is
* A unifying body of dairy farmers in the region
* Coordinating their activities and
* Working out programs to improve dairy farming in the region by collaborating with other stakeholders in Uganda, East Africa and international agencies

Goals
* To consolidate farmers efforts in modern dairy farming
* To liaison with relevant government agencies and organs to promote dairy farming and industry
* To help streamline the collection, processing and marketing of milk as to render maximum benefit to dairy farmers
* To engage farmers in money generating dairy activities
* To do anything within the law which the association deems necessary for promoting the general welfare of its members

EASTERN UGANDA DAIRY FARMERS ASSOCIATION

Mission
1 To have one voice of dairy farmers
2 Modernize dairy farming
3 Producing/processing quality dairy products for members
4 To get better market
5 To raise members standard of living
6 To get more members
7 To avoid middle class who usually grab farmers profits

Goals
1 To sensitize the public of what we are doing
2 To get better animals
3 Modern equipment
4 Profitable and quality products
5 Transport
6 Good marketing

CENTRAL UGANDA DAIRY FARMERS AND BREEDERS (GROUP 1)

Mission
Central Uganda Farmers and Breeders Association is a non-profit making association Its main aim is to

Unite dairy farmers and others , solicit funds, markets, equipment and further distribution Promote dairy industry in Central Uganda The common goal is to raise the standard of living for the common man

Goals

* To unite dairy farmers and their cooperative so as to have one voice
* To solicit for funds, market, equipment and technical assistance for the respective members
* To promote the dairy industry through seminars, workshops, advertisements, conferences, shows and any other mode that may be deemed necessary and in conformance with the association
* To lobby government on relevant policy issues
* To help in the effort of developing young farmers who will be the future of the dairy industry
* To establish breeder and herd registration system

CENTRAL UGANDA DAIRY FARMERS AND BREEDERS (GROUP 2)

Mission
Central Uganda Dairy Farmers and Breeders association brings together dairy farmers to handle the following

* Identifying common problems, discussing them and getting solutions collectively Such problems are marketing, products, purchasing, farm supplies, animals of good breed, communication among farmers, finance, planning, education, farm service (extension)

Goals

* Marketing--quality and quantity improvement on milk, packaging, pricing
* Education--organizing seminars and farm visits
* Financing--Member contributions (a) members fees, annual fee, shares, donors, financing institutions (banks, NGOs)
* Farm service--technical staff (veterinary, AI/bull service
* Purchases--machinery and equipment --coolers/generators, chaff cutters
* Breeding--animal selection (high milkers), better bulls

Perceived/Reported Association Challenges
There was also a discussion held about challenges with members The following is a list of areas of concern or challenge identified by the seminar participants

* Accountability of money
* Members don't see results of association activities
* Expectations of members
* Understanding of role of finances in the association
* Perception and view of leaders of association
* How to change old thinking
* Change of responsibility--members need to be active
* Members don't see tangible resuls
* Planning-implementation-responsibility of association activities
* No information gets to the grassroots level of association
* Perception of middle men in industry and as relates to association
* Belief that association can't really work for them

As a result of this brainstorming/discussion session, participants examined ways to help association members or potential members see the value in belonging to an association We discussed how to build 'value' into the association activities by fulfilling member needs Also discussed was the necessity for good quality communication with members, and that the association message may need to be repeated in order to be fully learned As well, we examined how people adopt new ideas and products, and participants were given the opportunity to consider which of their members or potential members were innovators, laggards, or anywhere in between

June Dairy Month

Seminar participants were encouraged to participate in a 'brainstorming' and discussion session regarding last year's June Dairy Promotion Month They were asked about their comments regarding things that could be changed or addressed Below is a list of their responses

As these responses are reviewed, it is important to keep in mind that many people were reacting to tactical situations in their town or with someone that they know Also, even though participants received a review of June Dairy Promotion Month activities, many continued to be unaware of activities undertaken during last year's event (such as contacting dignitaries, discussion with Ministry of Agriculture), and that some of those are also mentioned

Mentions include (in no order of importance)

* Ambassadors--discussion about letting farmers be Dairy Ambassadors, letting every area have their own ambassadors, allowing members to be more involved, expense involved in moving ambassadors to different locations
* Hospitals should be included in the promotion
* A promotion for the farmers themselves should be considered Specific promotion talking about the Uganda Dairy Farmers and/or developing a symbol for the dairy farmers was also suggested
* Dancers--have people organized to do specific dances as part of the celebration
* Give schools information well in advance of the event
* Drama groups--have them make a presentation in advance and film it Put it on television and get maximum exposure for this
* Add a number of new districts and locales for the celebrations
* Provide coordination information--date and place--to people well in advance
* Market to the Ministers and others
* Make a video about dairy which could be shown at the celebrations and on television
* Provide better quality collateral--caps not paper hats
* Serve coordinators and helpers lunch
* Ask other rural groups to help out in the festivities
* Have a Dairy Promotion Month radio program
* Have producers put message on cartons/packages of milk talking about the promotion
* Make convenient sized milk packs for the celebration
* Make posters showing the benefit of drinking milk on the body
* Contact and involve the Ministry of Agriculture
* Add new products into the market during the promotion month
* Bring school program to more schools
* Add other institution
* Let the holy leaders know so that they can lend their support
* More newspaper coverage
* Make a book or publication for June Dairy Promotion Month with help of associations, sell advertising in it
* Provide incentives for participation
* Put billboards up during the month and after
* Have public discussions about the use of dairy products
* Target young children

Participants were also asked to discuss, in their association groups, the role and responsibility that the associations (and in some cases, co-ops) could have in the dairy month promotion The following is a summarized list of what was said in the four association groups, and appeared to be agreed upon by participants

Association members, by and large, agreed to the following as their input/responsibility for the June Dairy Promotion event

* Mobilize people to help in the local events
* Obtain and prepare venue for the event
* Coordination of the day's activity
* Liaison with Land O'Lakes
* Help with and participate in exhibitions
* Take responsibility for a variety of events to be included in the local celebration which could include songs, competitions, poems, etc)
* Coordinate and notify the local dignitaries about their event and their participation
* Advertise/promote the day through the use of small posters

Achieving Buy-In With Significant Processors and Others
Prior to the seminar, two days were spent meeting with processors and other potential partners in and around the Kampala area and in the Mbarra milkshed area The consultant and Land O'Lakes staff met with these potential June Dairy Promotion partners to address the following

* Planning for upcoming June dairy Promotion Month
* Ensuring that these partners understand the objective of the activities
* Ensuring that the partners see benefit for themselves in the events
* Obtaining their agreement for support via product, time, people, marketing materials and money for the promotional month

All companies visited agreed to participate in and support the June Dairy Promotion Month

Significant Findings and Conclusions

Association Training and Development in Uganda
Land O'Lakes has done significant work with the cooperatives and with initial association development Association leadership is enthusiastic and willing to take on the challenges of what association activities are all about There was definitely a good base of understanding and commitment to begin with as this training, and association development, begun

Through this training, members were exposed or able to learn for the first time about significant basics of an association They learned about guiding principles of an association, dues and budgeting, communication, membership, structure, programs, communication, bylaws and other areas It is believed that these association members now know and understand about what associations are and how they can function They also have a good feeling about what the challenges of an association are Through the group exercises, participants had an opportunity to interact with each other, discuss significant issues, and forge their associations forward

This training provided a good base for association activity, and for participation in June Dairy Month

June Dairy Promotion Month Activities
Through the activities surrounding June Dairy Promotion Month, a number of significant things happened

* Processors and others pledged their commitment to June Dairy Promotion Month,

* Association members learned about the need for associations and cooperatives to take more responsibility for the dairy promotion month
* Association members agreed to take more responsibility for activities in the June Dairy Promotion Month

In discussion with Land O'Lakes Uganda staff, activities were reviewed, information forwarded, and activities identified for June Dairy Promotion month Ongoing assistance will continue to be provided to the Land O'Lakes Uganda staff as the plans are formalized

Land O'Lakes Staff-Uganda
The Land O'Lakes staff in Uganda was very helpful, professional and did a good job in coordinating activities They made sure that every detail was attended to Samuel, in particular, did a very good job in assisting with the training program, interfacing with the participants, and providing information to them He is to be specifically commended for a job well done

Facilities--Uganda
The presentation facility was suitable for the size of group that was being trained The room was big enough and ventilation was good Land O'Lakes staff had brought overhead equipment and screen which was visible from anywhere in the room If there were one criticism about the facility, ti would be the capability of the facility to provide meals and/or break refreshments The facility had problems getting meals and break refreshments provided at the times requested, and as a result of that, there were delays that, while not problematic, did break the rhythm of the seminar and caused excess delays in some cases for presentation

Recommendations/Suggestions to Improve Activities/ Presentations

None

Recommendations for follow-up/Future Activities for Land O'Lakes International Development Division

There is a need for continued association development among the dairy associations Some of the topics that may make sense to provide training to associations include

* Higher level association topics including
  --Detailed planning
  --Devising a communication plan for members
  --Effective marketing to association members
  --Effective marketing to others
  --Developing a strategy for communication with other associations and with umbrella association

* Basic business skills and skill building
  --Marketing
  --Bookkeeping/accounting
  --Understanding value
  --Running a board meeting, Roberts Rules of Orders
  --Dealing with conflict
  --Negotiating

--Creating strategies and tactics
--Maintaining responsibility

Attachments

* Consultant contract
* Expense/remuneration information
* In-kind assistance report

Other Information

Thank you for the opportunity work with associations and with dairy month in Uganda It iwas a rewarding experience that I'll never forget

Cheryl L Bann
April 30, 1998

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Uganda June Dairy Promotion Month
Teacher's Kit

To the Teacher: This kit contains information that you can use in your classroom to teach your students about nutrition It also contains information about a country-wide contest that your students can enter This kit will answer questions you may have about Uganda June Dairy Promotion Month, and provides you with instructional materials as well as worksheets that can be used with your students

Some Commonly Asked Questions:

What is Uganda June Dairy Promotion Month? Uganda June Dairy Promotion Month is a month-long celebration which has as its goal to assist in increasing nutritional awareness of healthy eating and dairy products in Uganda

Why are we having Uganda June Dairy Promotion Month? There are a number of reasons why First and foremost is that it is important to educate the public about good nutrition and the value that dairy products brings to healthy eating A month-long celebration with events and activities is the perfect way to bring this information to the Ugandan public and to help increase the nutrition, and health, of all Ugandans

Why is learning about healthy eating through the schools in Uganda important? Education and awareness building is important for all citizens of Uganda We feel that one of the strongest ways to bring this message forward is to educate students about healthy eating and provide information to their parents about healthy eating, too

What will happen during Uganda June Dairy Promotion Month? There are a number of celebrations and events planned which will be fun and informative for all that attend In addition there will be advertising, television and radio programs and information in the newspapers about this event A full schedule of events is included in this kit, and you will see that the events will take place in a umber of locations around the country

Who is sponsoring Uganda June Dairy Promotion Month? Local milk producers, USAID, Land O'Lakes and other companies are active in sponsoring Uganda June Dairy Promotion Month These organizations are interested in helping to improve the overall healthy of Ugandans

How can I participate and help out? It's easy! We have provided a packet of information to you This information contains a number of items including a lesson plan and information on nutrition and dairy products that you can present to your students Feel free to tailor this information to best meet the needs of your students

Does it cost anything to participate? Absoutely not! Events are free and open to the public This kit of materials is provided to you free of charge We only ask that you present these important topics to your students

LESSON PLAN
The Importance of Good Nutrition
Uganda June Dairy Promotion Month

Topics to be covered

* Food pyramid
* The Importance of Calcium
* All About Milk
* Breakfast is Important
* Country-wide contests 'Milk--Food for Life!'

A. Food Pyramid.

The food pyramid is a way of looking at what is eaten each and every day It breaks possible foods to be eaten down into a number of groups to build the 'pyramid' It is important for people (children in particular) to get enough of each food in the pyramid

When you discuss the Food Pyramid with your students, be sure to tell them what the different food groups are (grain, vegetable, fruit, milk, meat and other) and how many servings a day are recommended for good health (One serving would be equal to an average serving of the food mentioned---one fruit serving would equal about one banana, one milk serving would be about one 8 oz cup of milk)

It is essential that foods in each part of the pyramid be eaten each day

A worksheet is provided for your students to examine their own eating patterns and identify which areas they may not be getting enough of the various food groups You may want to have your students compete the worksheet for themselves for either one day or one week of average eating and then analyse where the deficiencies are

B. The Importance of Calcium.

This topic is included because the average Ugandan diet is deficient in calcium, and that calcium is essential for good health The worksheet describes the benefits of calcium including

* building strong bones and teeth,
* helping muscles to contract and relax,
* helping the heart to beat properly,
* helping blood to clot effectively,
* helping nerves to effectively send messages throughout the body

Students need to understand that if they don't get enough calcium, the first area affected is their bones, and that their body will take calcium from their bones to use in other places in their bodies They will not grow properly if this happens and can have other problems as well

Daily recommended amounts of calcium are also provided You may want to discuss about how much calcium is needed (in terms of servings of products) each day for good health The students may have realised by this time that their diets are deficient in calcium You may want to discuss with the students how they can get more calcium into their diets Also, you may want to send this information home to parents or discuss it with parents with you see them

C. All About Milk

Drinking milk is one of the easiest ways to get calcium into the daily diet The sheet 'All About Milk' gives you some basic facts you can discuss with your students about milk in general, and about how to keep milk fresh and useable It also tells the students what nutrients are given when they drink one cup of milk The emphasis of this topic is on the necessity of calcium in the daily diet, and how milk is one easy way to do this You may want to discuss with the students ways that they can drink more milk or eat more milk products

D. The Importance of Eating Breakfast.

Students who don't eat a healthy breakfast or who eat no breakfast may have the following problems in school

* Difficulty in concentrating in the morning
* Upset stomachs, headaches or fatigue
* Disciplinary problems
* Poor test scores or poor school performance

A number of children don't eat breakfast for the following reasons

* They don't have time
* Breakfast is not served at home
* They aren't hungry when they get up

As part of this lesson, you may want to ask your students the following questions

1 How many ate something before they came to school today?
2 If they ate something, what was the food item (or items) that they ate?
3 When you don't eat in the morning, how do you generally feel?
4 How could you correct this situation at home?
5 Have a discussion about the importance of eating a good breakfast
6 Have children write an essay about the importance of eating a healthy breakfast

You may want to prepare a chart which keeps a record every day of which children ate breakfast and which ones did not eat before they came to school You could also record what was eaten by your students

With this information, you could do the following
1 Have a class wide contest and award the student a prize who most often eats a healthy breakfast
2 Talk to the parents of students who are not eating breakfast (or not eating a healthy breakfast) about the importance of good nutrition to their development and learning
3 Obtain food which can be given to students who do not have breakfast at home

E. Country-wide Contests--Uganda June Dairy Promotion Month.

There are country wide contests, for primary school students and secondary school students You may want to present the appropriate contest to your students, and encourage them to participate A generous prize will be awarded to the winners Forms are included in your packet for each level Use the one appropriate for your students

Be creative with your presentation! This is important information which you can present to your students in the way that is most effective for them Be sure to be creative in your presentations and have discussions, assignments and games which help to reinforce the values and importance of good nutrition to your students You are doing something very important when you share this information with your students You are giving them skills that will last a lifetime and into the next

Thank you for your participation in Uganda June Dairy Promotion Month activities!

LETTER TO AMBASSADOR, OTHERS

Dear Ambassador_____,

Dairy Month will be celebrated in Uganda during the month of June! This month long celebration will feature activities in Kampala, Mbarra, _____ and elsewhere

June Dairy Promotion Month is important because the average Ugandan diet is woefully short in certain elements required for good health One such element, calcium, is abundantly available in dairy foods Just increasing the milk intake of the average Ugandan to 2-4 servings a day will dramatically increase calcium in the diet and improve overall health This is an important initiative

A number of activities are planned during June Dairy Promotion Month to help increase public awareness of the benefit of milk and milk products to overall health This is a necessary step at this time, since Ugandans are improving their dairy capabilities everyday Active programs from sponsoring organisations such as Land O'Lakes of the United States have begun to impact the entire production process--from farmer to processor Co-operatives are being organised to better serve both processors and dairy farmers It is necessary that we educate the general public so that demand for dairy products will increase June Dairy Promotion Month will accomplish this During the month, fun activities and celebrations will be held, new dairy products will be introduced to the public and the dairy industry hopes to 'make a big noise' about the use of dairy products in the everyday Ugandan diet

June Dairy Promotion Month activities will begin with a celebration in Kampala (location) on _____ at _____ We have confirmed attendance of our President at this celebration, and there will be a parade, a milking competition, milk drinking competition, the introduction of dairy ambassadors, samples and other fun activities for all Celebrations will also take place in other regions, and a closing ceremony will take place in Kampala on _____ There are a number of organisations that are co-operating with the dairy industry to promote June Dairy Promotion Month

But June Dairy Promotion Month is not limited to celebrations! We are approaching the market from a number of different ways Educational teaching kits have been developed and will be distributed to schools, so that teachers can teach their students about nutrition and dairy products Restaurant information (signage, recipes, table placards) have also been prepared and will be used by restaurants to promote dairy foods and recipes using dairy foods Information has been sent to the media, and advertisements, and other tools will be used We are also preparing a video about nutrition that will be shown on Ugandan television

We would like to ask your participation in June Dairy Promotion Month! Your attendance at the Opening Ceremony would provide added support to our initiatives, and help us to present one powerful voice to the people of Uganda Please consider supporting this important initiative with your presence A call will be placed to you to confirm your attendance, or you may contact _____ at _____

Thank you for your support of June Dairy Promotion Month This is an important initiative for Uganda, for the dairy industry of Uganda, and for the people of Uganda Milk is Food for Life!

Most sincerely yours,

The Importance of Eating Breakfast

Research in many countries has documented the importance of eating a healthy breakfast A healthy breakfast contains foods from the Food Pyramid, and generally contains a serving of milk Eating a healthy breakfast helps students to get off to a good start for the day, and can help them to perform better in school and have more energy for the rest of their day

Students who don't eat a healthy breakfast of who eat no breakfast may have the following problems in school

* Difficulty in concentrating in the morning
* Upset stomachs, headaches or fatigue
* Disciplinary problems
* Poor test scores or poor school performance

A number of children don't eat breakfast for the following reasons
* They don't have time
* Breakfast is not served at home
* They aren't hungry when they get up

Eating a healthy breakfast is essential for good health A healthy breakfast will generally contain at least one serving of a dairy product

Some questions to think about

1 Did you eat breakfast today?

2 A If you did, what did you eat for breakfast today?

Was it a healthy breakfast?

How could you make it healthier?

2B If you did not eat breakfast today, why did you not eat breakfast?

How could you change this?

ANNOUNCEMENT--COMPETITION
DAIRY MONTH ORGANISERS SEEKING DAIRY AMBASSADOR

Uganda June Dairy Promotion Month organisers are seeking a DAIRY AMBASSADOR to participate in Dairy Month activities and represent Uganda's dairy industry to the general public in events and activities during the month of June Those interested in DAIRY AMBASSADOR must meet certain eligibility requirements

1 Son or daughter of a dairy producer
2 18-23 years of age and unmarried
3 Secondary school graduate
4 Knowledgeable about the dairy industry and production
5 Comfortable speaking to groups
6 Willing and able to participate in June Dairy Promotion Month activities

Option 1--Selection Process
Individuals who are interested in representing Uganda's dairy industry as DAIRY AMBASSADOR must submit an essay telling why they should be DAIRY AMBASSADOR Information submitted will be reviewed by a board of judges representing June Dairy Promotion Month sponsors, and a winner chosen If necessary, interviews with potential candidates will also be held The decision of the judges will be final

Prize
In addition to national recognition, the winnes will receive a stipend, and their expenses related to June Dairy Promotion Month will be paid

Entry forms must be received no later than_____ Late forms will not be accepted The top winners will be notified by _____and will required to take part in June Dairy Promotion Month activities

How to Enter
Send the following information, along with the essay, to Land O'Lakes at (address)
Full Name _____ Address _____
Telephone _____

Eligibility requirements
Son or daughter of a dairy producer (circle son or daughter) Where is the family farm?_____
Age_____ Married Yes No (circle yes or no)
Highest level of school completed_____
Knowledge level of the dairy industry? (x one) _____ a lot _____somewhat _____ a little
Are you comfortable speaking to groups? (x one) _____ yes _____no _____ not sure
Do you have any major conflicts that would keep you from participating in June Dairy Promotion Month activities?
If so, what conflicts do you have? (list below)

JUNE DAIRY PROMOTION MONTH WORD FIND!

Find the following dairy related words words in the puzzle below Circle them in the puzzle once you find them and check them off of the list below

yogurt	good	cheese	dairy	Uganda	tea	cool
meal	calcium	cow	bag	health	butter	drink

M	V	W	R	C	H	E	E	S	E
D	A	I	R	Y	V	L	P	Z	O
R	B	S	T	S	J	C	O	O	L
U	U	M	E	A	L	M	I	L	K
G	T	Z	F	A	R	M	M	S	T
A	T	D	G	B	A	G	T	E	A
N	E	R	K	H	E	A	L	T	H
D	R	I	C	A	L	C	I	U	M
A	N	N	O	G	O	O	D	D	R
M	C	K	W	Y	O	G	U	R	T

Think Fast Think Right Drink Milk!

LETTER TO MINISTER OF EDUCATION

Dear _____

Dairy Month will be celebrated in Uganda during the month of June! This month long celebration will feature activities in Kampala, Mbarra, _____ and elsewhere June Dairy Promotion Month is important because the average Ugandan diet is woefully short in certain elements required for good health One such element, calcium, is abundantly available in dairy foods Just increasing the milk intake of the average Ugandan to 2-4 servings a day will dramatically increase calcium in the diet and improve overall health This is an important initiative

A number of activities are planned during June Dairy Promotion Month to help increase public awareness of the benefit of milk and milk products to overall health During the month, fun activities and celebrations will be held, new dairy products will be introduced to the public and the dairy industry hopes to 'make a big noise' about the use of dairy products in the everyday Ugandan diet

Education is an important component of June Dairy Promotion Month Because we feel it is so critical that Ugandans learn about nutritional issues, particularly dairy foods and calcium, we have developed curriculum materials for use in schools all over Uganda These materials cover the topics of nutrition, the food pyramid, milk and calcium, and the importance of breakfast, and can be tailored for use by any teacher at any level We also have included worksheets and handouts to supplement this learning We believe that this information will be a life long gift of good nutrition to students, and encourage you to include this information in curriculum materials provided to teachers During June Dairy Promotion Month, we will also have a competition to identify the 'Dairy Ambassador', a knowledgeable young person associated with the dairy industry This person will serve as spokesperson for the industry, this person, as well as milk producers and others can be available to visit schools and talk about the importance of milk, dairy products, and calcium Your students can benefit for many years from this information

Restaurant information (signage, recipes, table placards) has also been prepared and will be used by restaurants to promote dairy foods and recipes using dairy foods We are also preparing a video about nutrition that will be shown on Ugandan television

June Dairy Promotion Month activities will begin with a celebration in Kampala (location) on _____ at _____ We have confirmed attendance of our President at this celebration, and there will be a parade, a milking competition, milk drinking competition, the introduction of dairy ambassadors, samples and other fun activities for all Celebrations will also take place in other regions, and a closing ceremony will take place in Kampala on _____ There are a number of organisations that are co-operating with the dairy industry to promote June Dairy Promotion Month

We would like to ask your participation in June Dairy Promotion Month! Your participation will help us to provide a united voice to the Ugandan public, and the use of curriculum materials in the classroom will educate our young people about good nutrition, and help them to do better overall Thank you for your support of June Dairy Promotion Month This is an important initiative for Uganda, for the dairy industry of Uganda, and for the people of Uganda

Think Fast Think Right Drink Milk!

Mr Richard Bakojja

ANNOUNCEMENT

Think Fast...Think Right...Drink Milk!
Competition for Students
Uganda June Dairy Month

Students! Enter this competition.

Draw a picture showing what **'Think Fast...Think Right...Drink Milk!'** means to you Pictures will be judged on information presented, originality and how well the picture explains what **'Think Fast...Think Right...Drink Milk!'** means to them

A panel of judges will review all entries, and their decision of the winners will be final The winner will be announced at the _____
on_____

There will be two winning pictures selected, one from a boy and one from a girl

To enter the contest, simply do the following.

1 Draw a picture showing what **'Think Fast...Think Right...Drink Milk!'** means to you
2 Complete the entry form
3 Have your teacher read your essay and sign the certification
4. Send your essay to Land O'Lakes at (address)

Be sure that all information necessary on your entry is included
Entry forms without all necessary information will not be judged.

ENTRY FORM
Milk--Food for Life!

Entrant's Name _____
Address _____
School and grade _____
Certification I certify that this is the work of _____(student) and was presented to me on _____ (date) Signature of certifying teacher _____

This a picture of what Milk--**Food for Life!** means to me

FOR IMMEDIATE RELEASE **SAMPLE PRESS RELEASE**

For additional information contact
Richard Bakojja
Land O'Lakes
address
phone

KAMPALA UGANDA--May 15, 1998

UGANDA DIET DEFICIENT IN CALCIUM--JUNE DAIRY PROMOTION MONTH HOPES TO SOLVE PROBLEM

Information released today by the organisers of Uganda June Dairy Promotion Month indicate the necessity of increasing milk in the average Ugandan diet At the present time, milk consumption is 23 litres per year per person, or about one quarter cup of milk per day per person According to Richard Bakojja, director of Ugandan operations for Land O'Lakes a US dairy co-operative, "The average Ugandan has a number of nutritional deficiencies including the calcium deficiency As a country, it is important the we work to educate all our people about good nutrition and how they can help themselves to better health "

And one of the ways to do this is to consume more dairy products, especially fluid milk Continued Bakojja, "It is a proven fact that increased consumption of dairy products easily provides much if not all of the calcium needed for good health The problem in Uganda is that people tend to drink sodas and beer more often than they drink milk But we are out to change all that "

Bakojja, Land O'Lakes, Ugandan milk producers and others are banding together to attempt to solve the problem As a first step in increasing awareness of the nutrition that milk provides, the group will be implementing the first ever 'June Dairy Promotion Month' in Uganda During the month of June, festivities will be held in regions of the country to educate the Ugandan public about the importance of calcium and dairy products in their diets, as well as to provide an opportunity for them to try various dairy products

Continued Bakojja, "The month-long celebration will have contests, samples, ceremonies and fun activities for everyone We will be providing information to restaurants about good eating and many will feature dishes made with dairy products during this time In addition, kits are being sent to schools and teachers will prepare lessons on the importance of healthy eating and using dairy products We will also use the media, television, radio and the newspapers, to help us carry this message We hope that through the efforts of June Dairy Promotion Month, the consumption of milk products will rise significantly "

Initial activities of June Dairy Promotion Month include an Opening Celebration scheduled for _____ This celebration will feature a milking competition, the introduction of Dairy Producer of the Year, the appointing of the Dairy Ambassador, product samples and other activities Additional information about June Dairy Promotion Month can be obtained from Land O'Lakes, (address/phone)

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FOR IMMEDIATE RELEASE **SAMPLE PRESS RELEASE**

For additional information contact
Richard Bakojja
Land O'Lakes
address/phone

KAMPALA UGANDA----May 15, 1998

BENEFITS OF DAIRY CONSUMPTION ARE MANY, UGANDAN DIET DEFICIENT

New research has shown that calcium in particular is needed to build and maintain critical bone mass and prevent bone loss that can lead to osteoporosis, a disease where porous bones lead to fractures Calcium is particularly important during the critical bone building adolescent years--females, for instance, achieve 91% of their total bone mineral density by age 17 But the need for calcium does not stop at the end of adolescence Calcium remains essential for healthy bones throughout life

The US has published recommended dietary allowance (RDA) for calcium for various stages of life Adult women need 800 milligrams of calcium each day, adolescents and young women ages 11 to 24 need even more calcium, at least 1200 milligrams Children can benefit from even more calcium for good health and healthy bones

There are other significant benefits that calcium, provided by dairy products can bring Calcium is known to build strong bones and teeth, help muscles to contract and relax, helps the heart to beat properly, helps blood to clot effectively and helps nerves in the body to work more effectively If young people don't get enough calcium, the body will rob their bones of what available calcium they have, and they will not grow properly Other problems can occur as well

In light of these findings, it is unfortunate that the average Ugandan diet is woefully lacking in the calcium necessary for good health Presently, consumption of milk product is about less than one fourth what is needed for good health And, according to a recent report, consumption of milk products appears to decrease as family incomes decrease

A simple way to counter the effects of a calcium deficiency is to drink more milk Milk provides much of the calcium and nutrients necessary for good health, and just two to three servings can make the difference between good health and poor health

The organisers of Uganda June Dairy Promotion Month are encouraging all Ugandans to add more milk and dairy products to their every day eating Said Richard Bakojja, director of Land O'Lakes Uganda, "Activities in June Dairy Promotion Month will help to educate people about the importance of dairy products in their diet, as well as provide opportunities for them to sample various dairy products " The month-long celebration will feature local events, a television show about good nutrition, information at restaurants, lessons and schools and other activities

Added Bakojja, "We hope that through the planned events and information, that we can help the average Ugandan to significantly improve their diet and their overall health It is essential for the future of our country that we encourage increased consumption of dairy products "

FOR IMMEDIATE RELEASE **SAMPLE PRESS RELEASE**

For additional information contact
Richard Bakojja
Land O'Lakes
address/phone

KAMPALA UGANDA----May 15, 1998

ADDITIONAL BENEFITS OF DAIRY PRODUCTS IDENTIFIED INCREASED CONSUMPTION URGED

New research has indicated that dairy products provide a number of added benefits to those who consume them For years, it has been known that consumption of dairy products (particularly calcium-rich products such as fluid milk) can strengthen bones and teeth, improve contraction and relaxation of muscles, help the heart to beat properly, help blood to clot, and help nerves to work more effectively New information suggests that there are many more benefits to calcium consumption than previously thought

Separate studies in hypertensive men and fifth grade students suggest that calcium plays an important role in lowering blood pressure High calcium, low sodium diets were shown to decrease blood pressure among an sample group Another study found that giving fifth grade children an additional 600 milligrams of calcium per day decreased blood pressure

Some dairy products also have been found to fight cancer A study of adults with colon cancer indicated that calcium, along with fiber, can decrease the risk of colon cancer, due in part to the ability to reduce acid levels in the colon Milk has also been found to contribute to the development of healthy teeth Milk and a milk protein called kappa-casein decrease the activity of a plaque-promoting enzyme In addition, dairy products make it more difficult for cavity-producing bacteria to adhere to teeth

"In light of this additional evidence that dairy products, particularly milk are so good for you, we are encouraging increased consumption among the Ugandan public," said Richard Bakojja, director of Land O'Lakes Uganda "We continue to have nutrition and healthy problems here in Uganda, and drinking more milk may be one way to alleviate some of them "

June Dairy Promotion Month, an activity which will be implemented by the Ugandan dairy industry, will hopefully encourage the average Ugandan to drink more milk, and serve more milk and dairy products to their families The month-long celebration will provide information to educate the public about the need for more dairy product consumption, and encourage them to make increased consumption a part of their every day diet

Said Bakojja, "The health of the people of our country needs to be improved Increasing their consumption of dairy products is one easy way to begin to do this "

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ANNOUNCEMENT!!!!!!

Think Fast...Think Right...Drink Milk!
Competition for Primary School Students
Uganda June Dairy Month

Primary School Students! Enter this exciting competition!

Draw a picture showing what **'Think Fast...Think Right...Drink Milk!'** means to you Pictures will be judged on information presented, originality, and how well the picture explains or communicates what **'Think Fast...Think Right...Drink Milk!'** means to you

A panel of judges will review all entries, and their decision of the winners will be final The winner will be announced at the _____
on_____

There will be two winning pictures selected, *one from a boy* and *one from a girl*

To enter the contest, simply do the following.

1 Draw a picture showing what **'Think Fast...Think Right...Drink Milk!'** means to you
2 Complete an entry form
3 Have your teacher look at your picture and sign the certification
4 Send your picture to Land O'Lakes at NEED NEW ADDRESS Telephone 258540/259134, or bring your essay to Land O'Lakes offices atNEED NEW ADDRESS

Be sure that all information necessary on your entry is included
Entry forms without all necessary information will not be judged.

ENTRY FORM
Think Fast...Think Right...Drink Milk!

Entrant's Full Name _____
Entrant's Address _____
School and grade _____
Certification I certify that this is the work of _____(student) and was presented to me on _____ (date) Signature of certifying teacher _____

This a picture of what Milk—**Think Fast...Think Right...Drink Milk!** means to me

ANNOUNCEMENT!!!!!!

Think Fast...Think Right...Drink Milk!
Competition for Primary School Students
Uganda June Dairy Month

Primary School Students! Enter this exciting competition!

Draw a picture showing what **'Think Fast...Think Right...Drink Milk!'** means to you Pictures will be judged on information presented, originality, and how well the picture explains or communicates what **'Think Fast...Think Right...Drink Milk!'** means to you

A panel of judges will review all entries, and their decision of the winners will be final The winner will be announced at the _____
on_____

There will be two winning pictures selected, *one from a boy* and *one from a girl*

To enter the contest, simply do the following.

1 Draw a picture showing what **'Think Fast...Think Right...Drink Milk!'** means to you
2 Complete an entry form
3 Have your teacher look at your picture and sign the certification
4. Send your picture to Land O'Lakes at NEED NEW ADDRESS Telephone 258540/259134, or bring your essay to Land O'Lakes offices atNEED NEW ADDRESS

Be sure that all information necessary on your entry is included
Entry forms without all necessary information will not be judged.

ENTRY FORM
Think Fast...Think Right...Drink Milk!

Entrant's Full Name _____
Entrant's Address _____
School and grade _____
Certification I certify that this is the work of _____(student) and was presented to me on _____ (date) Signature of certifying teacher _____

This a picture of what Milk—**Think Fast...Think Right...Drink Milk!** means to me

June Dairy Promotion Month
Public Service Announcements--Suggested
Radio and/or Television

Milk producers in Uganda would like to remind you that June is Dairy Promotion Month in Uganda Have a glass of milk with your next meal

June is Dairy Promotion Month in Uganda Look for ways to add milk to your family's meals

June is Dairy Promotion Month in Uganda Kiss a cow

June is Dairy Promotion Month in Uganda ! This month, try to increase the milk that your family eats by giving them more liquid milk to drink, cheese and other milk products

June is Dairy Promotion Month in Uganda Milk is essential for good nutrition, healthy bones and skin Drink some milk today Think Fast Think Right Drink Milk!

Land O'Lakes, the dairy producers of Uganda and the dairy industry of Uganda would like to remind you that June is Dairy Promotion Month Milk is Food for Life Have some today

The dairy industry of Uganda urges you to drink more milk at more meals Milk is Food for Life and provides your children with nutrients they need to grow up healthy June is Dairy Promotion Month in Uganda an excellent time to add more milk to your family's meals

Milk is Food for Life! To live long and be healthy, drink milk and eat dairy or calcium rich products

Milk is not only cool and fun to drink, it's good for you! The dairy industry reminds you that June is Dairy Promotion Month in Uganda, so have a glass of milk at our next meal!

June is Dairy Promotion Month in Uganda Watch for many exciting events where you can try new and different dairy products and take part in all the fun!

The dairy industry reminds you that milk is not just for tea anymore Milk is a terrific source of nutrients for healthy bodies and particularly a good source of calcium Have a glass of milk to day

June is Dairy Promotion Month and Milk is Food for Life Drinking milk builds strong bodies, bones and skin Have a glass of milk with someone you love today This message is sponsored by Uganda's dairy industry

ANNOUNCEMENT--NOMINATION
DAIRY PROMOTION MONTH ORGANISERS SEEKING DAIRY PRODUCER OF THE YEAR

Uganda June Dairy Promotion Month organisers are seeking a dairy producer to participate in Dairy Promotion Month activities and represent Uganda's dairy producers to the general public in events and activities during the month of June Nominations for Dairy Producer of the Year can be made by anyone, and individuals can nominate themselves for this honour Certain qualifications apply and must be met for successful nomination

1 Must be an active dairy producer
2 Have at least 4 years experience in dairy production
3 Must be a citizen of Uganda
4 Be willing and able to attend June Dairy Promotion Month activities and represent dairy industry

Selection Process
Individuals who are nominating a dairy producer (or themselves) must submit an essay telling why this person should be Dairy Producer of the Year Information submitted will be reviewed by a board of judges representing June Dairy Promotion Month sponsors, and a winner chosen If necessary, interviews with potential candidates will also be held The decision of the judges will be final

Prize
In addition to national recognition, the winner will receive_____

Nomination forms must be received no later than _____Late forms will not be accepted The winner will be notified by _____and will be required to take part in the Opening Ceremony for June Dairy Promotion Month on _____ at_____

How to Nominate
Send the following information, along with the essay, to Land O'Lakes at (address)
Full Name _____ Address _____
Telephone _____ Years dairy experience _____

Uganda June Dairy Promotion Month
Restaurant Kit

To the Restaurant Owner/Manager: This kit contains information that you can use in your restaurant to promote dairy consumption and meals featuring dairy products This kit will answer questions you may have about Uganda June Dairy Month, and provides you with materials you can use in your restaurant

Some Commonly Asked Questions:

What is Uganda June Dairy Promotion Month? Uganda June Dairy Promotion Month is a month-long celebration which has as its goal to assist in increasing nutritional awareness of healthy eating and dairy products in Uganda

Why are we having Uganda June Dairy Promotion Month? There are a number of reasons why First and foremost is that it is important to educate the public about good nutrition and the value that dairy products brings to healthy eating A month-long celebration with events and activities is the perfect way to bring this information to the Ugandan public and to help increase the nutrition, and health, of all Ugandans

Why is learning about healthy eating in Uganda important? Education and awareness building is important for all citizens of Uganda We feel that one of the strongest ways to bring this message forward is to educate people about healthy eating and provide opportunities for them to eat dairy and dairy-related products

What will happen during Uganda June Dairy Promotion Month? There are a number of celebrations and events planned which will be fun and informative for all that attend In addition there will be advertising, television and radio programs and information in the newspapers about this event A full schedule of events is included in this kit, and you will see that the events will take place in a umber of locations around the country

Who is sponsoring Uganda June Dairy Promotion Month? Local milk producers, USAID, Land O'Lakes and other companies are active in sponsoring Uganda June Dairy Promotion Month These organisations are interested in helping to improve the overall healthy of Ugandans

How can I participate and help out? It's easy! We have provided a packet of information to you This information contains a number of items including table tents and information on nutrition and dairy products that you can provide to those who eat in your restaurant Feel free to tailor this information to best meet the needs of your clientele

Does it cost anything to participate? Absolutely not! Events are free and open to the public This kit of materials is provided to you free of charge We only ask that you use the information contained therein during the month of June

The Importance of Good Nutrition
Uganda June Dairy Promotion Month

Information contained in this kit

* Table tents
* Food pyramid
* Recipe ideas to feature
* Country-wide contests

A. Table tents.

These table tents should be placed on the table in your restaurant so that the diners can easily see them You may also make signs to place near the cash register or in the windows of your establishment The most signs, the better Remember, this promotion will run though the month of June in Uganda

B. Food pyramid.

The food pyramid is a way of looking at what is eaten each and every day It breaks possible foods to be eaten down into a number of groups to build the 'pyramid' It is important for people (children in particular) to get enough of each food in the pyramid Please post a copy of this food pyramid where diners in your restaurant can easily see it

C. Recipe ideas to feature. We have included a number of recipes which use dairy products in them You may wish to feature these, or other recipes using dairy products in your establishment during the month of June We have provided 'Feature' sheets with this kit for your use

D. Country-wide Contests--Uganda June Dairy Promotion Month.

We have included copies of these contests for you to give to your patrons There are two country wide contests, one for primary school students and one for secondary school students A generous prize will be awarded to the winners of each contest Forms are included in your packet You may want to place these near your cash register for your patrons to take on their way out of your establishment

Thank you for your participation in Uganda June Dairy Promotion Month activities!

ANNOUNCEMENT!!!!!!

Think Fast...Think Right...Drink Milk!
Competition for Secondary School Students
Uganda June Dairy Month

Secondary Students! Enter this exciting competition!

Write an essay describing what **'Think Fast...Think Right...Drink Milk!'** means to you Use no more than 150-200 words in your essay Essays will be judged on information presented, originality, and how well the writer explains what **'Think Fast...Think Right...Drink Milk!'** means to them

A panel of judges will read and review all entries, and their decision of the winners will be final The winner will be announced at the _____ on_____

There will be two winning essays selected, *one from a boy* and *one from a girl*

To enter the contest, simply do the following.

1 Write an essay describing what **'Think Fast...Think Right...Drink Milk!'** means to you
2 Complete an entry form
3. Have your teacher read your essay and sign the certification
4. Send your essay to Land O'Lakes at ADDRESS 258540/259134, or bring your essay to Land O'Lakes offices at ADDRESS

Be sure that all information necessary on your entry is included
Entry forms without all necessary information will not be judged.

ENTRY FORM
Milk--Food for Life!

Entrant's Name _____
Address _____
School and grade _____
Certification I certify that this is the work of _____(student) and was presented to me on _____ (date) Signature of certifying teacher _____

This is what **Milk--Food for Life!** means to me

LETTER TO SPONSORING/CO-OPERATING ORGANISATIONS

Dear Sir or Madam,

June is Dairy Promotion Month in Uganda! During the month of June, activities will be held to celebrate Dairy Promotion Month and to increase the awareness of the need for increased consumption of milk and dairy products in the Ugandan diet It is an important initiative, and one that has the support of the President, dairy co-operatives, producers, processors, the media and others

We would like your support, too, for this important initiative! It is our hope that we can 'make a big noise' about dairy products, milk and increased calcium in the everyday diet during the month of June This effort can go a long way in improving the overall health of the average Ugandan, and help to grow a significant industry in Uganda It has benefits for everyone

Here's some ideas for how your company can support and cooperate in June Dairy Promotion Month

1 Plan on attending the Ceremony on _____ at _____ You are welcome to represent your company with a booth at this celebration Bring product and other things to share The more excitement, the better!

2 Have banners or signs printed showing your support for June Dairy Promotion Month "(Your Company) Supports June Dairy Promotion Month" or "Congratulations from (Your Company) on June Dairy Promotion Month" would be appropriate messages

3 Encourage your employees to participate in the excitement There will be competitions and other activities

4 Work with the dairy industry in developing and placing congratulatory ads in the newspapers Messages similar to those in #2 above, would be appropriate

5 Participate in the local events planned for Mbarra and -_____ Bring product, samples, fun give aways and other things

6 Donate prizes to be given away to participants in the Opening, Closing and other Ceremonies All companies who provide prizes will be recognised, which is excellent public relations for your company

June Dairy Promotion Month is a celebration of life in Uganda, and an excellent opportunity for you to show your support for improving the nutrition of the average Ugandan It is an important mission, and we'd like your help Please consider supporting this initiative

Please contact our office at _____, to discuss how you can help Co-operating organisations will be selected and their activities must be approved by the organisers of June Dairy Promotion Month

Think Fast Think Right Drink Milk!

Thank you for your consideration

Mr Richard Bakojja

The Importance of Calcium

Calcium is a mineral that is found in dairy products and is very important for good health

Calcium helps

- build strong bones and teeth
- your muscles contract and relax
- your heart beat
- your blood clot
- your nerves send messages.

If you are getting enough calcium, your body deposits some in your bones and your bones can grow strong

If you are not getting enough calcium, your body takes it from your bones and you can develop problems including osteoporosis (a bone disease), bone loss in your jaw (difficulty chewing, tooth loss), and hypertension, strokes and heart attacks

How much calcium should you get each day?

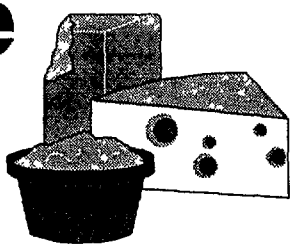
If you are 1-10 years old, you should get 800 mg of calcium each day *(at least 3 servings of dairy products)*

If you are 11-24, you should get 1200 mg of calcium each day *(4 servings of dairy products)*

If you are over 25 years old, you should get 800 mg of calcium each day (*2 servings of dairy products)*

Pregnant women or those breast feeding should get 1200 mg of calcium per day *(4 servings of dairy products)*

How to Get More Calcium

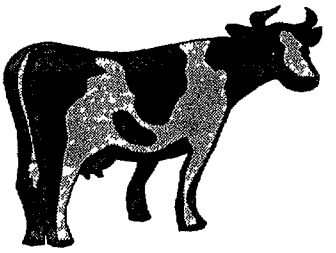


There are many foods which can provide more calcium to you The list below represents some of the foods which provide calcium Review the list and place a 'x' next to those foods that you eat on a regular basis

If you don't eat many of these foods, look for ways to include them into your everyday eating

Foods with Calcium in them	Which do you eat on a regular basis?
Milk--all kinds	
Cream--all kinds	
Yogurt--all kinds	
Cheese--all kinds	
Ice Cream--all kinds	
Spinach	
Turnip greens	

All About Milk



Milk is one of mankind's oldest and most essential foods

Milk comes primarily from cows and goats

Cow's milk is about 87 percent water and 13 percent solids The solids consist of vitamins, minerals (especially calcium) protein, carbohydrates and fat

Milk is one of the best sources of calcium in your diet

Milk should be kept cool (in a cooler if possible) and its container closed

Do not pour milk which has been standing at room temperature back into the original container Store it separately in a covered container

Here's what you get when you drink milk One cup of milk provides the following to your body

150 calories

291 mg of calcium

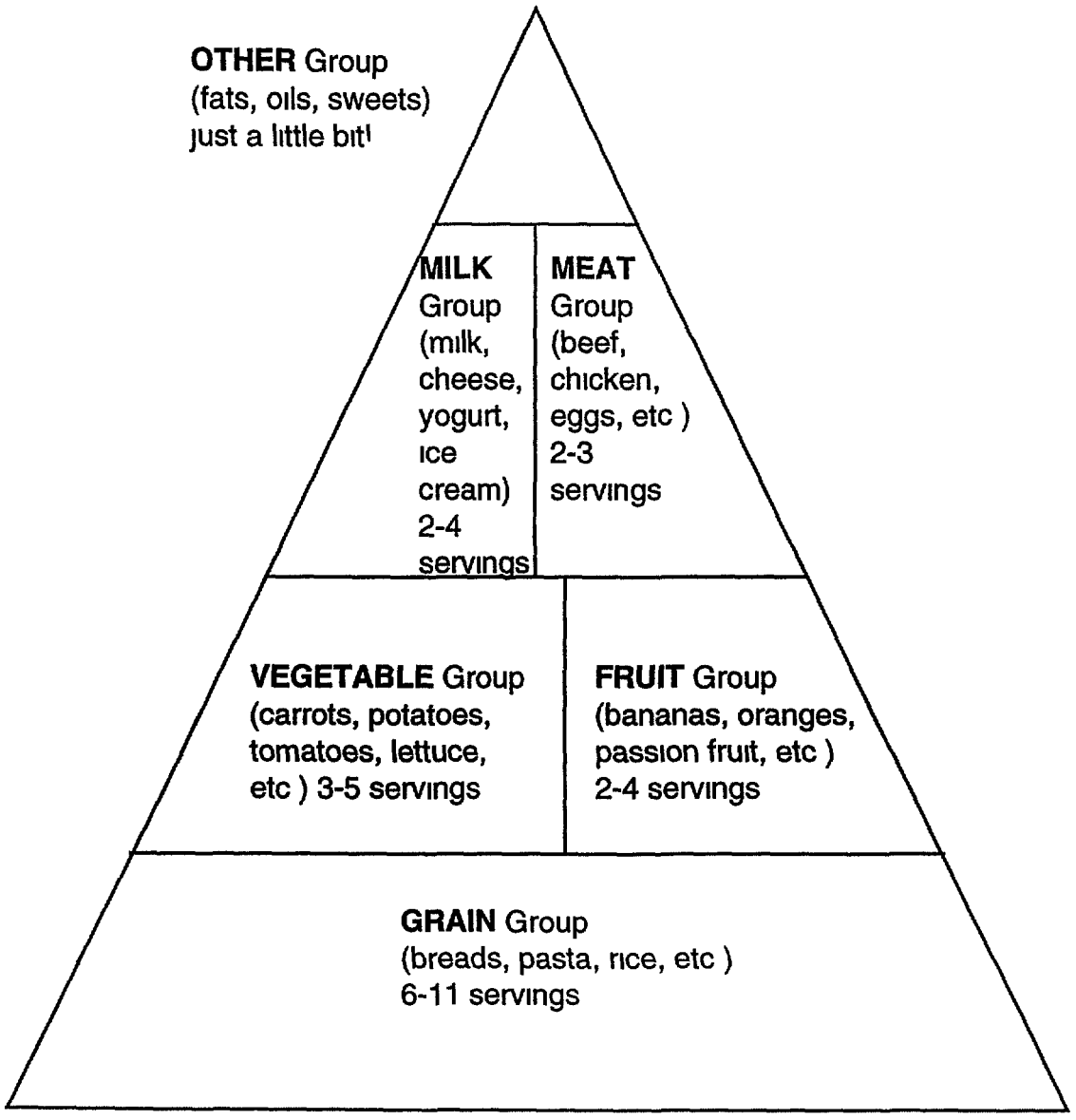
8 0 g of protein

40 mg of riboflavin (B2 vitamin)

DRINKING MILK IS IMPORTANT FOR GOOD HEALTH. BE SURE TO DRINK MILK WHENEVER YOU CAN!

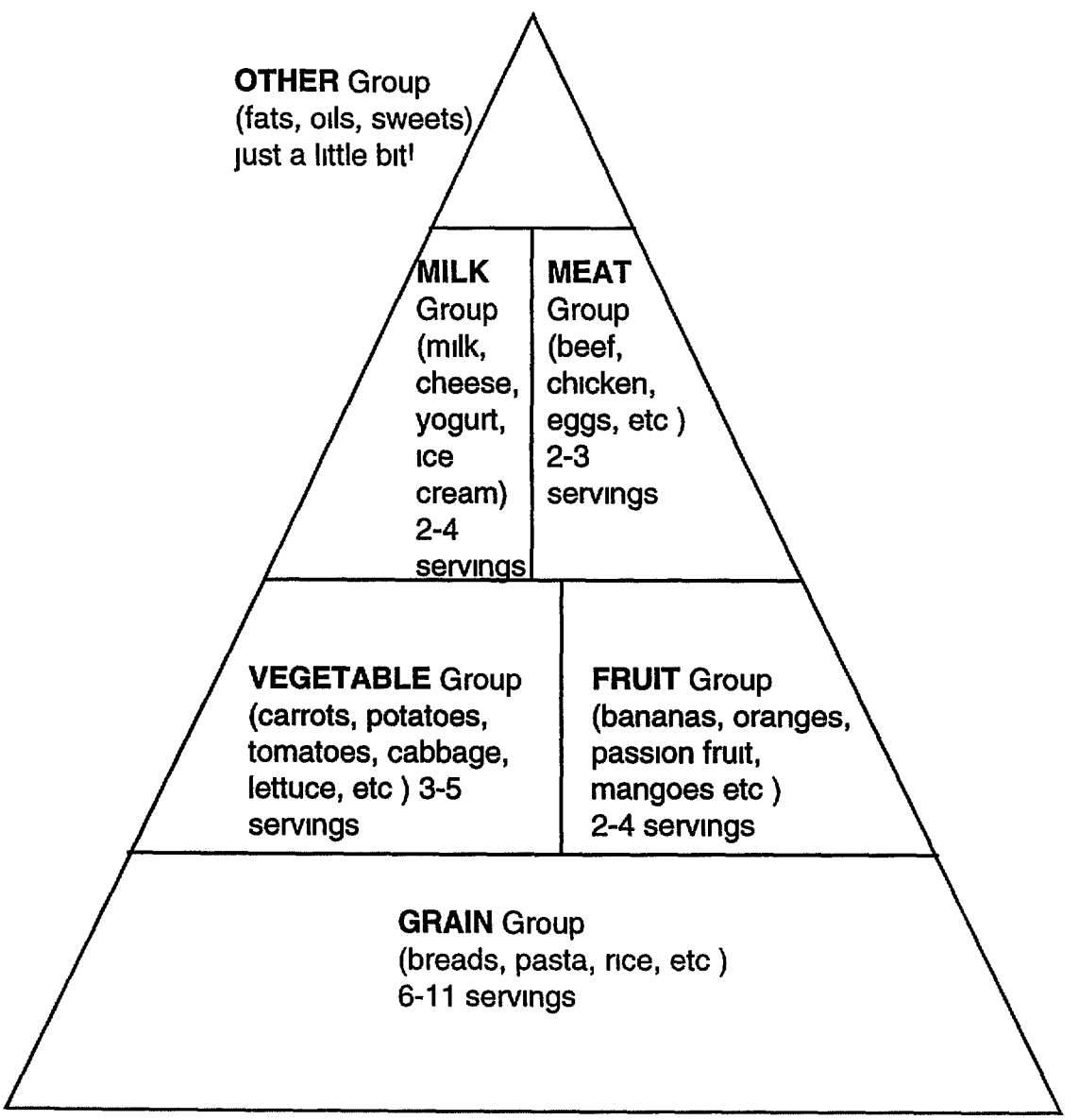
Daily Food Pyramid

Foods you should eat every day



Daily Food Pyramid

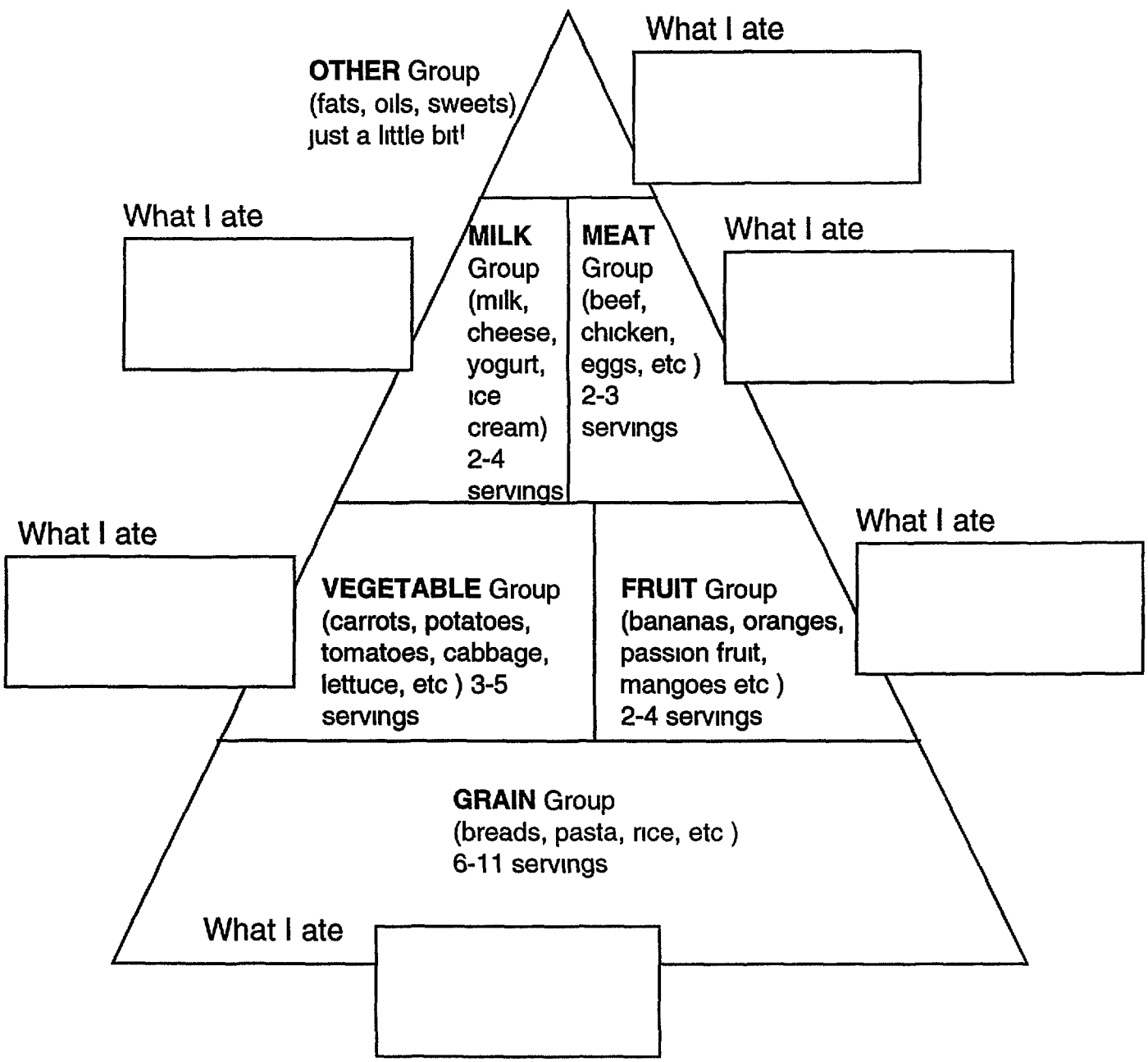
Foods you should eat every day



Daily Food Pyramid

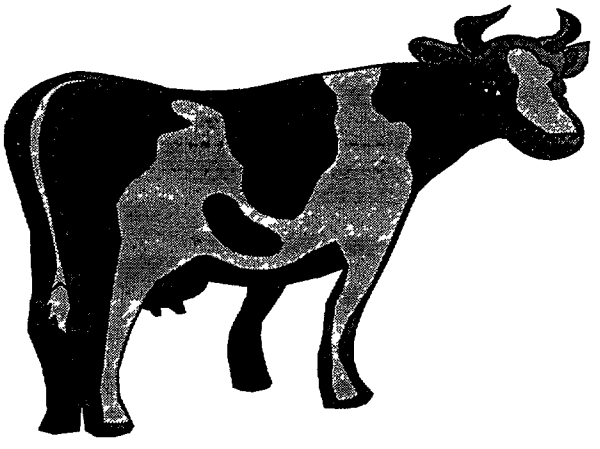
Foods you should eat every day

How well are you doing on the Daily Food Pyramid? Think about all the food you ate yesterday Write down what you ate in each of the food groups, and how many servings you had in each



UGANDA JUNE DAIRY MONTH

Think Fast...Think Right...Drink Milk!



RESTAURANT INFORMATION KIT

For additional information, contact. Land O'Lakes

This Month's Featured Dairy Recipe

June is Dairy Month in Uganda

Think Fast...Think Right...Drink Milk!

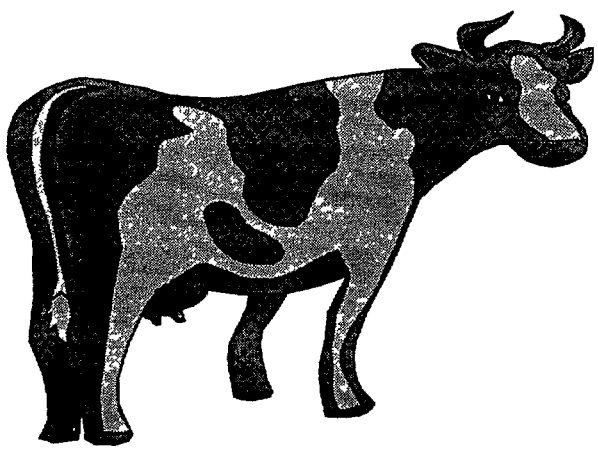
This Week's Featured Dairy Recipe

June is Dairy Month in Uganda

Think Fast...Think Right...Drink Milk!

UGANDA JUNE DAIRY MONTH

Think Fast...Think Right...Drink Milk!



TEACHERS INFORMATION KIT

For additional information, contact: Land O'Lakes

Think Fast...
Think Right...
Drink Milk

Think Fast...
Think Right...
Drink Milk

Think Fast...
Think Right...
Drink Milk

Think Fast...
Think Right...
Drink Milk!

June is Dairy Month

June is Dairy Month

June is Dairy Month

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Milk - Food for Life!

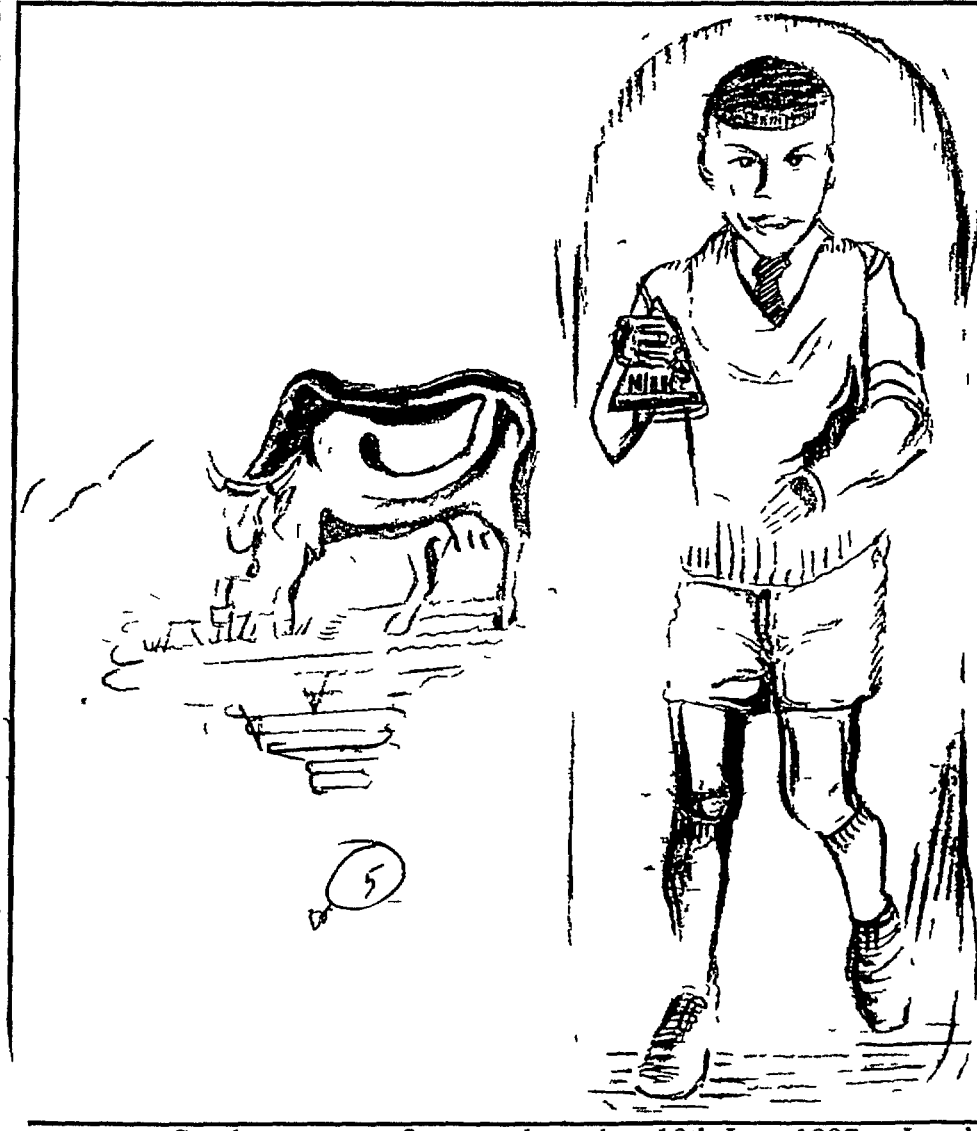
Entrant's Full Name MUTYABA FRANCIS P6A

Entrant's Address ST: SAVIO school P.O Box 10 Kisubi

School and grade Savio Junior school Grade I.

Certification I certify that this is the work of MUTYABA FRANCIS PR 6A (student) and was pres me on 5 06 1997 (date) Signature of certifying teacher SERUMAGA ROBER

The picture in the box below is what **Milk - Food for Life!** means to me



Send your entry form not later than 10th June 1997 to Land O' Lakes Office

ENTRY FORM

Milk - Food for Life!

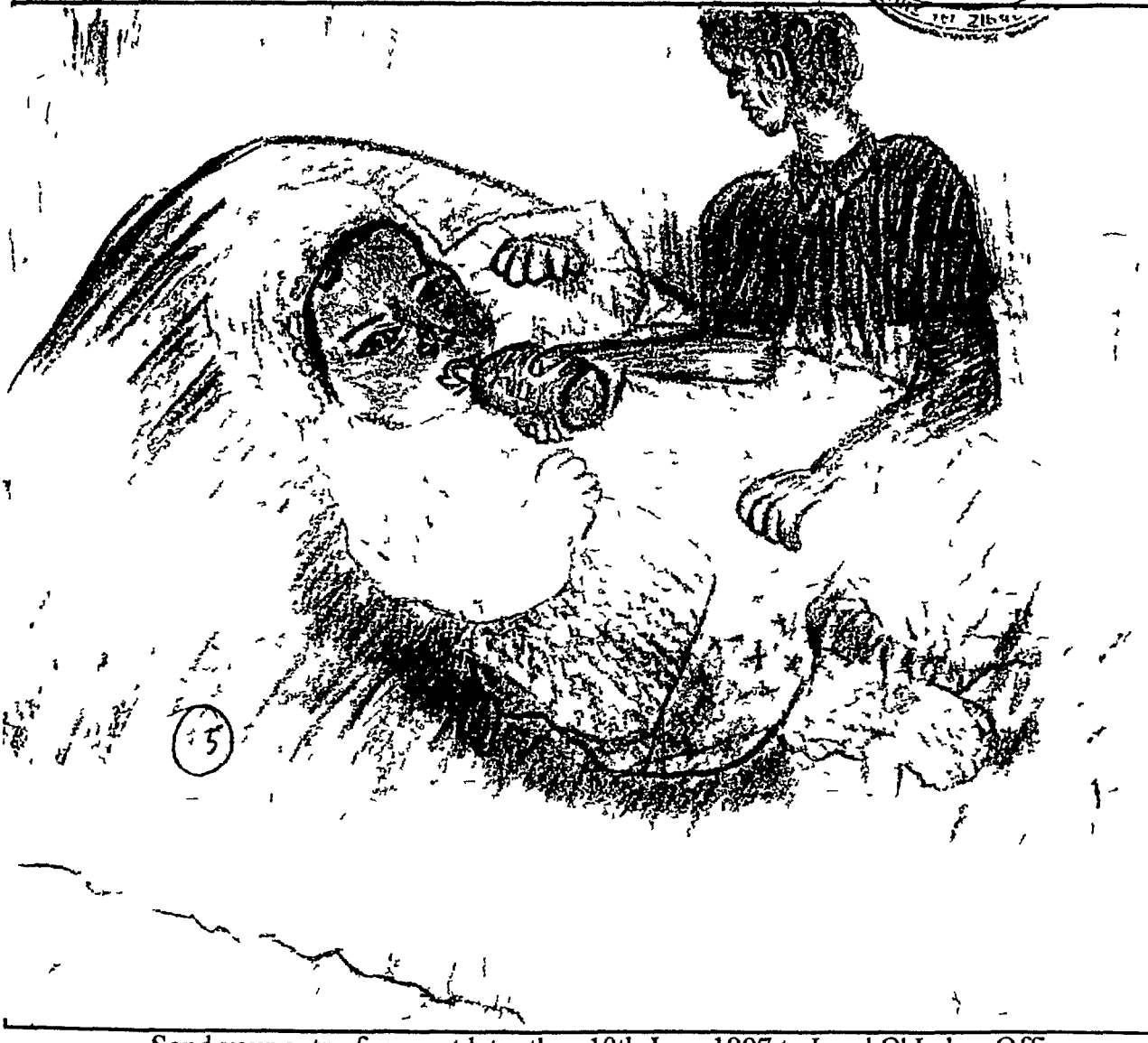
Entrant's Full Name MUSINGUZI ARTHUR

Entrant's Address P.O BOX 1113 MAGWA PRIMARY SCHOOL JINJA.

School and grade ~~SCHOOL~~ SCHOOL MAGWA PRIMARY SCHOOL CLASS P.6

Certification I certify that this is the work of MUSINGUZI ARTHUR (student) and was prese me on 27th/05/1997 (date) Signature of certifying teacher

The picture in the box below is what **Milk - Food for Life!** means to me



Send your entry form not later than 10th June 1997 to Land O' Lakes Office

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ENTRY FORM

Milk - Food for Life!

Entrant's Full Name LUZINDA SULAIT.

Entrant's Address Kibante Primary School P.O Box 3959 Kampala.

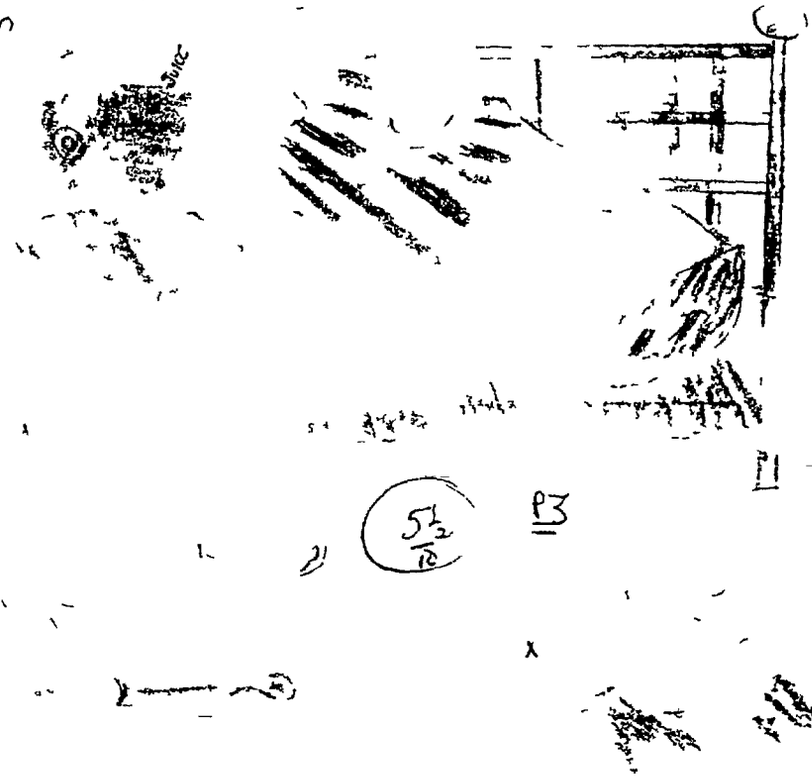
School and grade Kibante Primary School P7 H.

Certification I certify that this is the work of LUZINDA SULAIT (student) and was presente me on May 27 97 (date) Signature of certifying teacher [signature]

The picture in the box below is what **Milk - Food for Life!** means to me

P1.

LUZINDA had Serious malaria and wasn't being given good food



P2.

He was taken to hospital therefore then the doctor a him to take a balan diet and then Sa MILK is the b because it Contains of the good food eg. Carbohydrates, Fats, Vitamin A, and Proteins and Said that the prote the milk help in th of new body Cells

P3

LUZINDA Continue milk and never get malaria every again life. Then he went back to doctor and thanked for his advise, then the doctor Said, MILK-Fo for Life' and Smiled.

P1

P2.

P3

5½/10

6

UHT MILK

Send your entry form not later than 10th June 1997 to Land O Lakes Office

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ENTRY FORM

Milk - Food for Life!

Entrant's Full Name ODONGO JAMES

Entrant's Address AMBALAL PRIMARY SCHOOL P O BOX 55 LIRA

School and grade AMBALAL SECOND GRADE SCHOOL

Certification I certify that this is the work of ODONGO JAMES PRIMARY SEVEN (student) and was presente me on 21-5-1997 (date) Signature of certifying teacher

The picture in the box below is what **Milk - Food for Life!** means to me

Send your entry form not later than 10th June 1997 to Land O' Lakes Office

146

ENTRY FORM

Milk - Food for Life!

Entrant's Full Name NSEREKO EDRIN

Entrant's Address Rubaga Boys P/S P.O BOX 6163 Kampala (U)

School and grade RUBAGA BOYS PRIMARY SCHOOL P7

Certification I certify that this is the work of NSereko Edrin (student) and was presen me on 28/5/1997 (date) Signature of certifying teacher

The picture in the box below is what **Milk - Food for Life!** means to me

Send your entry form not later than 10th June 1997 to Land O' Lakes Office

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TO THE LAND 'O" LAKES
P.O. BOX
KAMPALA

RE: ENTRY FORM

COMPETITOR'S NAME : MAYANJA PAUL MART
AGE : 24 years
SCHOOL ADDRESS : BUSEGA CENTRE FOR ADVANCED STUDIES
P.O. BOX 189
KAMPALA

TOPIC : MILK - FOOD FOR LIFE

Milk is a white creamish liquid substance; complete diet ~~fed to~~ produced by female mature mammals and fed to babies after birth and during lactation period

Milk being food it contains water which is needed by all body organs for proper functioning it is used in the animals' bodies as a solvent, for any required solid substances it also regulates the animals' body temperature and even used in making body fluids.

However, it is composed of carbohydrates specifically lactose sugars. These are commonly known as energy giving foods They are burnt to give rise to energy required by the animals to move their limbs and functioning of other organs

Milk also contains fats in form of butter. Fats are excessive solid or substances stored in the animals' bodies for the production of energy. These can be utilised in case of lack of energy sources (carbohydrates as stated above

Proteins are another basic requirements for animals contained in milk. These are known as body building foods They build every part of the body. Hence, the animals grow big in size and high in height. It also nourishes the animals' bodies in case of damage

Besides, vitamins are another chemical proteins in milk They are also required in the healthy and steady growth of the animals' bodies. For example there are vitamins like A B, D, E K

Another content of milk is the least amounts is mineral. There are few which are mainly required by the animals' bodies. For example iron for the formation of blood, Calcium iron formation and so the Potassium Sulphur to mention least few

Therefore, with the above information, milk, food for life because it is a all round or a complete diet for animals lives

OMPETITION FOR
ECONDARY SCHOOL STUDENTS

ENTRY FORM

Milk: A food for Life!

ntrant's Full Name OGOLE CAESAR.

ntrant's Address P.O. BOX. 86, LIRA (S.3 WHITE)

chool and grade LANGO COLLEGE P.O BOX 86, LIRA.

ertification I certify t this is the work of Ogole Caesar (student) and was presented to

on 6/6/97 (date) Signature of certifying teacher Richard Orama

MILK - FOOD FOR LIFE!

Milk is one of the most outstanding foods got from animals Food refers to anything which when eaten, it can induce growth, create body immunity and repair worn out tissues of the body. To me, milk is food though it is grouped under food ?

This is because milk contains all the food elements (proteins, carbohydrates, vitamins, oil, fat and water). Milk, being a balanced diet, is therefore food for life Besides being nutritious and nutritive, it is delicious and enjoyable to drink

Existing in a liquid state, milk can be 'eaten' by every category of persons even the toothless This means that milk is meant for those who want to live (by drinking the simple and absorbable drink).

Being rich in calcium, milk is essential for healthy bones and skin. It gives all the food values required by the body. It is really 'food for life'

There are very many products of milk Butter, cheese (geese) and ice-cream are some examples So it is a matter of choice of flavour but remember they are all health-giving and nutritious The availability of the various milk products clearly shows that it is food for life. Different people have different tastes, and so do milk products to suit the different people

7

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Milk contains the essential food [illegible] in correct proportion distinguishing it from all other foods.

Remember that, for effective results, milk should be kept free from germs, homogenized and should be in standard form. And don't forget to drink milk everyday, for milk is food for life!

END.

Andrew Kaffero
St. Agnes Primary Schu
Po Box 872
Kampala
30th/ May 1997

Land o Lakes.
Private Sector Dairy Developement Program
P.O Box 4795
Kampala - Uganda

COMPETITION FOR ILLUSTRATION MILK - FOOD FOR LI

This is in line with the illustration of my pupil Andrew Kafero. showing what it means to him Food for life (Milk)
Humbly do consider his contribution

Class teacher
Semanyo William
30/5/97

BEST AVAILABLE COPY

KIZITO BASHIR JUMA
ST STEPHEN'S S.S, BWEYOGERERE
P O BOX 4460, KAMPALA.
6th JUNE 1997.

Page

MILK - FOOD FOR LIFE ESSAY COMPETITION

Milk is a nutrious food that occurs naturally as breast milk and artificially in powder and liquid form it is used for the proper growth of babies, Infants, adolescents, youths and the aged, for, it Contains all food Values Yet even; for many Travellers and other people who can't afford a balanced diet, milk is a right and necessary Substitute

To many people, our bodies are instruments to be Protected and used in the Service of life. Milk is thus used as a mask to all the possible dangers to the body among which are Kwashiorkor, Rickets, Marasmas and many others

Too many People often deceive themselves in believing that all milk is for — is tea; but besides, milk is a terrific Source of nutrients for healthy bodies. Calcium acts as a backing to our strong teeth and bones. The Vitamins are essential for proper skincare and good eye sight. Proteins and fats are essential for body building and healthy growth.

From the above inception of milk values, its important to note that milk is food for life and must thus frequent our meals

No. of words = 182

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ENTRY FORM

Milk - Food for Life!

Entrant's Full Name MABIRAH MOHAMMED MIELDIE MOZAMIR CHEVENZ

Entrant's Address C/O P O BOX 374 (KIBULI) KAMPALA UGANDA (Kakungulu mem pri

School and grade KAMPALA HIGH SCHOOL SENIOR THREE (S) [redacted]

Certification I certify that this is the work of MABIRAH MOHAMMED MIELDIE MOZAMIR (student) and was pre

(date)

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Milk — Food For Life !

Milk is a perfect multi-nutri food. It contains a number of food values since it is an animal fat therefore perfect for body-building. For instance it contains the biggest percentage of proteins which give one perfect body tissues. It also has fats and sugars which give one energy to do work, let it be voluntary for eating or involuntary like breathing. Not only this but it also contains vitamins A, B and a little C and D for protection against diseases. Calcium is also available in milk for strong healthier teeth and bones. All in all milk is a complete meal.

However I have stopped and wondered how life would be like without milk! How can I take tea, cornflakes or wetha without milk? Or just imagine it yourself whether a baby would grow up without milk be it mother's or cow's! Similarly milk should not be missed from one's daily meal for strong healthy bodies. Certainly "milk — Food for Life!" to me means that there is never and has never been and will never be a more perfect life without milk.

MABIKHA MOHAMMED MIELDI

5

NAKASERO. S.S.S,
SENIOR 4 SOUTH,
P.O BOX 872 Kla
SAT 31. MAY 1997

LAND O' LAKES,
INTERNATIONAL DEVELOPMENT,
P O 4795,
KAMPALA.

MILK FOOD FOR LIFE.

A body without Milk wouldn't Make old bones. This is so inthat milk contains all food values like Calcium, proteins, irons and fats needed by the body to maintain a healthy state Milk hence becomes food for life to supplement the diet

Milk tips the scale of the food diet insuch a way that if one meal loses only Carbohydrates, but a wholesome food loses all body values that meal lacks hence being a food for life

If you see through the brick wall within, people from the Western region of Uganda (Ankole) where Milk is in all the food path where the bricks aged in outlook, are youthful and physically strong reasonbeing feed on milk right from infancy through the youthful stage upto Maturity. thus food for life

burden supplement Milk in your diet and Make it a food for your life - since diseases are costly to treat.

In a nutshell no food has all the body elements compounded all in one unit scale like Milk though others are eggs, Soya but Milk tips the scale.

4

words ~~20~~ 217.

MILK FOOD FOR LIFE!

MILK is the solution which contains all food nutrients hence complete food, it can be powder form, pasterised from dairy and from breeding female mamals. Language!

Milk is very important for all ages Be infant, middle and old Mamals for it renews or replaces the old tissues.

Primarily, milk is the main food ~~for~~ Especially sucking mammals and nomadic people like the Karemojong and the Banyakole

Milk is also the best ointment for the Sk because it makes the skin thin or light of overcoming the arguements of melan.

Most of the children who more well fe on milk are the brightness, and those who are dull on more living objects in class must have been under feed on milk by the parents.

Milk is very essential for growth and renewal of the worn out tissues for the old mammals who are fed on milk grow very fast like seeds on fertile soil (loam) but the old are saved from burning or die like the plants being irrigated in Egypt

Milk is a good soldier, for it can fight against diseases hence in Kwashiorkor mam are given milk as a diet to fight for the diseases are advised by the doctors to take much milk products as electric

In otherwords, milk ~~provides~~ Employment to

Sell milk ~~for~~ locally, and those who sell (
~~Diary~~ Dairy.

MILK is the source of income for some people, for instance, those tribes which keep cattle they sell it and get money and also those who are paid by Dairy co-operation

Milk, can also provide butter, milk is churned and butter, ghee is obtained.

Finally milk ~~is~~ is a good food it is cheap to get and king to the body.

In conclusion, milk is essential for the minerals be it, young, middle age and old.

FROM:

OKUI TONNY BASHIL (S 2 C)
KAMPALA SECONDARY
SCHOOL (WESTAR WING)
P.O BOX 4916.
KAMPALA
(U)

Cean by the Teacher

MAKERERE HIGH SC
P.O BOX 1025
KAMPALA
2nd JUNE 1997.

ESSAY COMPETITION.

"MILK- Food for life"

What 'milk-food for life" mean to me is that, milk itself contains major food values like proteins, fats, mineral salts, vitamins and carbohydrates where by some of the mentio food values are body building foods and others are energy giving foods

It is also very important to note that milk is essential for good nutrition, health bones and skin mostly in young babie

Note only being an essential food for nutrition but its also a source of nutrient where by it countains some calcium wh helps in the hardening of bones and teeth. In addition to being a source of nutrients, milk is also a source of income to the produc and the country herself whereby the country exports it to the neighbouring countries a gets some other products like chocolates wh we again import to our country and create friendship as a result of 'milk as food for life

Milk is not only cool and fun but its also a refleshment drink Once you swallow a glass of cold milk, you become flesh, cool and strong tie and there with all the above information, I really support milk as food for life and I'm expecting to be taking more than 2 litres per day during the

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MILK - FOOD FOR ALL

by Bossa. A.S. Nabuka. Dany

Milk is a complete food meant to feed the young ones. It is complete because it contains all the essential Amino Acids required in the building and repair of our body cells. It is a very good contributer to the brain cells. children who consume milk have their intellect high and are very bright. Milk is medicine against mental imbalance (disorders)

Milk is not only good to children but it is also good to the Adults. They need it.

5½ It is a treatment against osteoporos - lack of calcium in the body. People break their bones at the ages of 50, 60, 70 due to lack of calcium. Their bones are weak and brittle and can not support their body weights.

When you consume milk, you build up a strong calcium bank. Your bones will be strong and your back upright i.e. no bending.

Girls/women need to drink a lot of milk because they ...

lose a lot of their calcium through menstruation and child births. It is a correction against difficu child bearing and insensitivity.

Milk adds beauty to the skin. It becomes lighter, softer, smooth, shiny and more loving. So when you drink milk you become more beautiful and lovab and. You may not need to buy creams or cosmetics.

Milk is a cosmetic.

Milk also contains vitamins A, D, E & K. These in small amount are necessary for the normal grow and functions of our bodies

~~So~~ Drinking just a glass of milk every day is very benefic to all of us young & old. Alternatively you can consume Fermented milk (yoghurt)

"DRINK MILK EVERY DAY"

Milk refreshes, satisfies thirst, can be used at parties, fun a is highly nutritous

DIOCESE OF KITGUM
CHURCH OF UGANDA

P O BOX 187
KITGUM
UGANDA

Our Ref DK/P/01. Your Ref Date 13th October, 1997

The Country Director,
Land O' Lakes,
Colline House,
KAMPALA.

Dear Sir,

JUNE DAIRY MONTH, 1997

Greetings to you from the Diocese of Kitgum, Church of Uganda.

On behalf of the Diocese, I wish to congratulate you for a very successful and well researched organisation of the June Dairy Month, 1997 aimed at amongst others taking Land O' Lakes to people promoting dairying activities in the country.

Needless to mention is the fact that milk is a whole food containing nearly all the nutrients which are very essential for the health of the young, adults and the aged. BUT this vital food is currently lacking in the Diocese of Kitgum.

It is our vision that your Dairy month show 2000 should be extended to Kitgum, which therefore calls for the start of the preparation NOW. Already there is a group of twenty women organised for a Dairy Project around Kitgum Town with a ready "Project Proposal for twenty In-calf Dairy Heifers" to be procured through a GRANT, from which to create a revolving loan scheme of "Passing on Gifts" to sustain the project.

The purpose of this letter is to request you to guide the Diocese of Kitgum on how to acquire these animals through a grant so that its vision of Land O' Lakes Dairy Month 2000 may become true.

Yours faithfully,

Dr. Milton Otara Odong
DIOCESAN PLANNING AND DEVELOPMENT OFFICER
DIOCESE OF KITGUM

DIOCESAN PLANNING AND
DIOCESE OF KITGUM
DEVELOPMENT OFFICER

c.c The Bishop,
Diocese of Kitgum

c.c The Diocesan Secretary,
Diocese of Kitgum.

DIOCESE OF KITGUM
CHURCH OF UGANDA

P O BOX 187
KITGUM
UGANDA

Our Ref DK/P/01. Your Ref Date 13th October, 1997

The Dairy Development Officer,
USAID,
KAMPALA.

Dear Sir/Madam,

USAID SUPPORT FOR DAIRYING ACTIVITIES IN KITGUM DIOCESE

Greetings to you from the Diocese of Kitgum, Church of Uganda.

The Diocese of Kitgum has been following with keen interest and appreciation the very valuable support USAID has continued to extend to the peoples of Uganda through institutional support, capacity building or through funding micro projects for empowerment of the grassroots communities. All the three mentioned components are also part and parcel of the Diocesan Development Programmes aimed at fulfilling one of its mission statements of "aiding the peoples of God to receive abundant life".

The undersigned who is a Veterinarian by profession was in particularly impressed by the contribution by USAID towards the successful organisation of the June Dairy Month activities by Land O' Lakes.

The purpose of this letter is to kindly request USAID through you or otherwise to furnish the Diocese with information on to how to access its fund particularly for dairying activities and later on other projects in the diocese so that formal proposals may be submitted to you for consideration for funding.

Yours faithfully,

Dr. Milton Otira Odong
DIOCESAN PLANNING AND DEVELOPMENT OFFICER
DIOCESE OF KITGUM.

DIOCESAN PLANNING AND
DIOCESE OF KITGUM
DEVELOPMENT OFFICER

c.c The Bishop
Diocese of Kitgum.

c.c The Country Director,
Land O' Lakes,
Colline House,
KAMPALA

From VOCA Uganda <voca@imul com>
To AHDOMAIN1 AHCORP1(KHORG),AHDOMAIN0 AHSMTP2("skrasb
Date 1/15/98 3 33am
Subject Juan Guerrero's Report

Dear Kathy Horgan,

We received an e-mail from Nora and she asked us to send you Juan Guerrero's final report. This is what he sent us If you cannot read it plse let us know and send us your fax no so we can fax it to you.

Regards,

Damali

>X-Sender szguerre@peseta ucdavis edu (Unverified)
>Date Wed, 03 Dec 1997 14 01.56 -0800
>To voca@imul com
>From Juan Guerrero <jguerrero@ucdavis edu>
>Subject Uganda UA 100008
>Cc voca~california@voca org, skrasberg@acdivoca org
>
>Daudi, Amos
>
>I. EXECUTIVE SUMMARY
>
> 1 UA 100008 Juan N Guerrero
>
> 2 Land 'o Lakes Uganda
>
> 3 Assignment dates October 24, 1997 to November 28, 1997
>
> 4 Scope of work. My Assignment was to teach Ugandan dairy farmers
>regarding range and pasture management The title of my farmer directed
>talks was "Profitable Forage Production"
>
> 5 Recommendation summary: The Land o' Lakes dairy program in Uganda (LL)
>should change the focus of its extension program Mass meetings should be
>de-emphasized and more on-farm demonstrations should be undertaken The LL
>extension program should focus on the entire farm family The assistance
>given to the cooperatives should be re-enforced The LL director needs more
>administrative assistance
>
>II BODY OF THE REPORT
>
> 1 The host organization for my Ugandan Assignment was Land o Lakes -
>Uganda (LL). The chief of LL is Mr Richard Bokajja My interpreter for the
>trip was Mr. Steven Mayega LL has a USAID contract for improved dairy
>production in Uganda Mr Bokajja is a dynamic and powerful person He is
>greatly respected by the dairy cooperative members Since Mr Bokajja by his
>own right is a very successful dairyman, his authority and experience in the
>Ugandan dairy business is greatly respected by his dairy colleagues Mr
>Bokajja is a tremendous asset, the LL project has achieved a great degree of
>success in improving dairy production in Uganda largely to the efforts of

>Bokajja.
>
> 2 Issues and problems encountered
>
> a The success of the LL project is largely due to the efforts of Mr
>Richard Bokajja Were some mishap to occur to Mr. Bokajja, the LL project,
>as it is now structured, could not survive without him The LL project is
>too much of a "one man show", Bokajja needs to delegate some of his
>authority Since the project has increased in both scope and size, Bokajja
>is now "spread too thin" Bokajja works at an extreme pace, I fear for both
>his health and his job efficiency He needs help to do all that he is doing
>Either he needs an administrative assistant to take care of all the
>reporting and financial responsibilities of LL and thusly permit Bokajja to
>dedicate himself exclusively to the well-being of the cooperatives, or the
>country should be divided geographically into two similar LL projects, with
>Bokajja being responsible for one region Providing Bokajja with some
>administrative assistance would greatly improve the efficiency of the LL
>project
>
> b Much of the LL farmer training, as I have witnessed, has focused on
>seminars, workshops, and conferences. As an initial step in farmer
>awareness, these extension methods have proven to be quite successful The
>LL project has wanted a large farmer participation in their meetings, they
>have succeeded From an extension point of view however, these mass
>meetings, while extremely useful for initial farmer awareness, from a
>didactic perspective, are limited Farmer adaptation should now be the focus
>of LL extension methodology
>
>Mr Mayega and the other LL extensionists should now do the time consuming
>and laborious task of actually visiting individual farmers and individually
>teaching them to incorporate improved dairy and grazing techniques The LL
>extension methodology should evolve to ON-FARM DEMONSTRATIONS Much of the
>instruction that has been given to the farmers has been esoteric in nature,
>and needs to be practically implemented AT THE FARM LEVEL The focus of
>these extension methods is not the current "body count" at LL meetings, but
>rather the number of farmers that actually incorporate improved techniques
>into their farming methods The number of farmers that incorporate improved
>grazing methods, that provide Ca and P continuously to cattle, that plant
>legumes, that construct dams and spread water, that construct more paddocks
>for controlled grazing, etc , will the measure to evaluate the success of
>the LL extension program
>
> c The dairy improvement program has been the backbone of the LL
>extension program, and should continue to be However given the particular
>aspects of Ugandan farm life, I feel a more integrated extension program
>directed at the entire farm family is needed to "piggyback" on the dairy
>program
>
> i Human nutrition needs improvement While I noticed no apparent cases
>of marasmus or kwashiorkor, the typical Ugandan farm family diet is not
>balanced While farm caloric intake might be adequate, vitamin, mineral, and
>protein nutrition is inadequate A diet of matooke, posho, yams, sweet
>potatoes, and cassava is not balanced Green vegetables need to be
>incorporated into farm diets Farm families, and specially women, need to be
>instructed as to the importance of a family garden and the need for green

>fresh vegetables in their diets
> ii. High quality protein needs to be incorporated into family diets by
>increasing the use of eggs, goat meat and milk, and rabbits Given the
>structure of Ugandan farm families, these extension programs should be
>directed towards women.
> iii. Women animal science graduates with a knowledge of basic nutrition
>could easily teach improved cattle nutrition to male and female farmers AND
>could teach farm women about improved human nutrition. The LL extension
>program should incorporate Ugandan women animal science graduates (or
>persons with a similar education) to teach both cattle and human nutrition
>to dairy families
>
> d The dairy cooperatives need help While the LL dairy extension program
>should always be emphasized, the cooperatives need a great deal of
>assistance The cooperatives need to increase the breadth of their programs
>
> i The cooperatives need to increase the types of services offered to
>the members. All the cooperatives should be selling veterinary products,
>feed, seed, insecticides, herbicides, fungicides, farm tools, and
>educational material regarding improved dairying and farming techniques All
>the cooperatives should own a microscope so that the AI technician could be
>making parasite fecal egg count assessments The AI technician should be
>providing basic veterinary services To reduce member milk costs, each
>cooperative should have a truck for milk deliveries
> ii The milk storage capacity of some of the cooperatives is woefully
>inadequate These cooperatives need increased milk storage capacity or
>increased member milk production will be futile Why produce more milk if I
>don't have a means to sell the milk?
> iii. Milk production based on grazing is seasonal Many of the
>cooperatives experience a glut of milk during the rainy season and the
>corresponding seasonal low milk prices. Seasonal milk prices drop so low
>that dairymen are barely covering their costs During the seasonal milk
>gluts, excess milk, to be minimally profitable, should somehow be processed
>(value-added) and the processed milk product sold at a later date
>The processed milk product should have a reasonably long shelf life Either
>cheese or powdered milk are the obvious answers Investment required, level
>of technology required, required maintenance programs, potential markets,
>storage requirements,
>milk processing required, energy requirements, and managerial levels
>required are aspects of a detailed market and technological analysis before
>such an endeavor is undertaken The seasonal milk glut has to be addressed
>or cooperative members will become disenchanted
> iv. The cooperatives must be made aware that ANY improvements in
>cooperative services or functions will have to be SELF FINANCED Government
>aid should not be sought nor required
> v The cooperatives need technicians not economists While training in
>basic business procedures is definitely needed, the cooperatives need
>implementation plans and not esoteric economic analyses
>
>3 Key contacts
>I worked exclusively with LL staff
>
>III CONFIDENTIAL MEMO TO ACDI/VOCA
>
> 1 Confidential information none

>
> 2 Future follow-up
>ACDI/VOCA should confer with LL regarding the need for future volunteers
>animal scientists, range experts, milk processing experts, and business
>experts for the cooperatives
>
> 3 Promises.
>
>I promised only two things to program participants if asked to return for
>the LL-Uganda program later in 1998 I would accept, and I would answer all
>correspondence and provide the necessary technical literature
>
>Respectfully submitted 3 December, 1997
>Juan N Guerrero
>
>Juan N Guerrero
>Univ. Calif Coop Ext
>Desert Res & Ext Ctr
>1050 E Holton Rd
>Holtville, CA 92250 USA
>voice (760)352-9474
>FAX (760)352-0846
>The opinions or statements expressed herein are my own and should not be
>taken as a position, opinion, or endorsement of the University of
California
>
>
>

Juan Guerraro demonstrates pasture management techniques to dairy farmers in Uganda and packs the house during a training session.

DAIRY PRODUCTION
EXTENSION
& SALES

LAND O' LAKES, INC.
INTERNATIONAL DEVELOPMENT DIVISION

UGANDA AFRICA
OCTOBER 13 - 23, 1997

SCOTT D. GOTTSCHALK (Consultant)
ASTRID M. GOTTSCHALK (Consultant)
Rt. 1 Box 173
Minneota, Minnesota 56264

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EXECUTIVE SUMMARY

Land O' Lakes International Development Division via a grant from the U S Agency for International Development is promoting the growth of a competitive dairy sector in Uganda by providing training and technical assistance to private dairy farmers, coop managers, artificial insemination technicians, and small to medium sized milk processors To date, there have been 52 dairy cooperative societies established in Uganda, and this particular training assignment was designed to further develop and train field advisory or Extension services individuals who will then train farmer members in dairy production and management as the next step of the process

Four days of intensive training was provided for the 31 dairy cooperative managers or officer members of cooperatives not including paid staff This training course was designed to provide a review of several seminars that most class participants had previously attended The next objective was to allow various participants to return back to their member groups, and present their first Extension training meeting while under the supervision of the Land O' Lakes consultants facilitating the training

During the four day of formal classroom training, a high priority was placed in the following categories, by the following consultants

Scott Gottschalk (Consultant)

- Establishing a Private Extension Service
- Sales and Marketing principles
- Mission, Vision, and Barriers for Extension Services
- Dairy Nutrition, Production, and Management
- Record Keeping
- Creating Extension Newsletters

Astrid Gottschalk (Consultant)

- Dairy Cattle Evaluation
- Dairy Calf Management
- Dairy Heifer Management
- Dairy Dry Cow Management
- Provide one on one consulting with women dairy producers
- Milk Quality and Sanitation

The following week, four days were spent visiting four of the cooperative dairies that had sent representatives to the formal training on the previous week Farmer members of the cooperatives were invited to group meetings to hear an Extension meeting presentation and training put on by their member designated as providing Extension services These meetings proved successful with coop member attendees ranging in numbers from twenty up to fifty people Each presentation ranged in time from two to five hours Consultants Scott and Astrid Gottschalk reviewed each presentation, answered questions, gave short talks to each group, and coached each presenter on the pros and cons of each of their presentations

IMPACT/ACCOMPLISHMENTS

The most significant accomplishments we observed was the progress which has been made in Uganda's dairy sector since our first assignment to Uganda in February 1995 It is our opinion, that through these grant funds and with the offering of over fifty seminars to the several thousand class participants over the past three plus years, Uganda's dairy sector has advanced twenty-five plus years forward from where they were We were no less than amazed at the implementation and results of the more modernized dairy management and artificial insemination practices taking place We were also impressed with the cooperative development and business posturing which has occurred in such a short time frame On a daily basis, through an aggressive marketing campaign in the media, the Uganda public is being challenged to drink milk and consume dairy products The quality and quantity of dairy products were markedly higher in Uganda during our recent assignment

SIGNIFICANT FINDINGS AND CONCLUSIONS

Course materials and review of previous training seminars seemed appropriate for this training In our opinion as consultants, we feel future emphasis should be placed on "In-field" training and observation of this developing Extension Service As a result of our "In-field" observations, we found the new Extension workers to have excellent presenting skills and exhibited high levels of confidence when presenting Our thoughts on content matter, reflect the tendency for the new Extension workers to try to cover too many topics, with too little detail, over too long a meeting time frame We feel three to four hour sessions with farmers are too long We recommend presentations to farmers covering only one or two topics in far greater detail, and limit meeting length to approximately two to three hours

The on-going efforts of this overall project has proven what can be accomplished when there is no compromise to commitment Tireless efforts have been put forth by the Land O' Lakes International Division personnel, project trainers/consultants, Uganda Land O' Lakes staff, and the entire Ugandan dairy sector The impact has been monumental in an extremely short time frame In the end, an improved Uganda dairy sector will create jobs, help to raise poverty levels, and improve nutrition and health of masses of people in Uganda

SCOPE OF WORK
SCOTT AND ASTRID GOTTSCHALK
TRAINING OF PRIVATE FIELD ADVISORS IN
EXTENSION SALES AND MANAGEMENT AND DAIRY PRODUCTION TECHNIQUES
UGANDA OCTOBER 13-23, 1997

BACKGROUND

Land O'Lakes has been awarded a grant by the U S Agency for International Development (USAID) to assist in the development of the private dairy sector in Uganda The goal of this project is to promote the growth of a competitive Ugandan dairy sector to a level that can begin to meet local demand and allow export of dairy product to other countries This will be accomplished by providing technical and training assistance to private dairy farmers and small- and medium-sized dairy processors so that they may develop the skills and know-how to compete successfully in a free market domestically and internationally Training and technical assistance will be provided in cooperative development, dairy production, processing, management and marketing skills The initial program length was eighteen months, and has been extended for an additional two years The program extension includes an overall expansion of program activities, as well as new programs in dairy goat enterprise development, credit, pasture and water management, and the development of an artificial insemination service within participating cooperatives -- the latter to be conducted by WorldWide Sires in a subagreement to the program

TRAINING OBJECTIVE

The Land O'Lakes program in Uganda has assisted in the development/restructuring of 46 small dairy cooperatives These cooperatives are in the early stages of developing a field advisory service consisting of one to two individuals who will be responsible for training member farmers in dairy production methods to increase and improve the quantity and quality of milk produced as well as improving general farm management Farmer training is especially critical as an increased availability and use of artificial insemination to upgrade the dairy stock in Uganda makes it essential that dairy production methods improves The consultants will assist in training the field advisory staff and cooperative managers in extension and sales methodologies with an emphasis on dairy production

ASSIGNMENT

The consultants will

1 Co-teach one four to five-day seminar for cooperative field advisory staff in Dairy Extension Sales and Management and Dairy Production Techniques, in Uganda The program will consist of four days of seminar topics and may include an additional day of practical training Extension methodologies should be integrated throughout the course

Establishing a Private Extension Service topics may include but are not limited to

- A foundation for organizing an extension service
- Applying marketing principles to starting an extension service
- Adults as learners and diffusion of technology
- Organizing, staffing and managing an extension service
- Selling extension services*
- Preparing a budget for an extension service
- Evaluating extension activities

*Selling extension services topics will be expanded to include a presentation developed by the consultant

Dairy Production and Management Techniques topics will include but not be limited to

- Dairy Calf and Heifer Management
  - ⇒ Care of dam before and after calving
  - ⇒ Management of the new-born calf
  - ⇒ Feeding the dairy calf
  - ⇒ Dairy calf housing and environment
  - ⇒ Calf health/heifer health
  - ⇒ Building and managing calf hutches
- Feeds and Feeding the Dairy Herd
  - ⇒ Energy requirements
  - ⇒ Nutrition requirements
  - ⇒ Feed inventory
  - ⇒ Mineral and vitamin supplementation
  - ⇒ Ration formulation
- Silage Production, Harvest and Preservation
  - ⇒ Managing forage crops for quality silage
  - ⇒ Silage harvesting and appropriate equipment
  - ⇒ Silage preservation
  - ⇒ Economics of silage and storage systems
- Record Management
  - ⇒ Purpose of herd records
  - ⇒ Types of records
  - ⇒ Individual, herd and National records
  - ⇒ Making your cows make more money

2 Conduct follow-up training at various cooperative locations which will consist of assisting course participants/field advisors in conducting field training

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demonstrations Most of the site visits will be conducted in new project areas Training will consist of demonstrations and mini-seminars to introduce and overview of dairy production and management techniques

3 Use materials prepared for Land O'Lakes' International Development Division, including Dairy Production and Management Techniques, Dairy Herd Health and Nutrition and Starting a New Extension Service and Sales training materials Utilize video tapes supplied by Land O'Lakes The trainers may supplement materials and should provide a copy of any additional materials utilized during the training to the Project Officer

4 Conduct the training through an interpreter, if required

5 Brief Project Staff both in Uganda and in the U S on course outcome according to guidelines in briefing book

6 Prepare and submit final report **within one week** of return to U S (See guidelines in briefing book)

7 Submit expense report within **one week** of return to U S (See guidelines in briefing book)

8 Provide Land O'Lakes Project Officer with any list of relevant contacts developed while on assignment

F \dept\intern\africa\uganda\sows\gottsc97 oct
10\6\97

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ATTACHMENTS OR APPENDICES

- Project Description
- Schedule Of Assignment
- Memorandum Of Understanding Scott Gottschalk
- Consulting Agreement Astrid Gottschalk
- Class Roster
- Uganda Map Location Of Class Participants
- Class Participation Evaluations

Dairy Production, Private Extension and Sales

Section i
- Foundation for organising an extension service
- Definition of Extension
- Public Vs Private Extension
- Developing a vision statement
- Identification of barriers to Agricultural Progress

Section ii
- Starting an Extension Service
- Principles applied in starting a New Business (Marketing principles)

Section iii
- Adults as learners and diffusion of technologies
- Adopter categories

Section iv
- Organising, staffing and managing an Extension Service

Section v
- Selling extension services

Section vi
- Budgeting for an extension service

Section vii
- Evaluating Extension Activities

Dairy Production and Management Techniques

Section one

- Dairy calf and heifer management

- Care of dam before and after calving

- Management of the new born calf

- Feeding the dairy calf

- Dairy calf housing and environment

- Calf health / Heifer health

- Heifer Management

- Building and Managing calf hatches

VIDEOS

Section Two

- Feeds and feeding the dairy herd

- Energy requirements

- Nutrition requirements

- Feed inventory

- Mineral and vitamin supplementation

- Ration formulation

VIDEOS

Section three

- Silage Production, Harvest and Preservation

- Managing forage crops for quality silage

- Silage harvesting and equipment

- Silage preservation

- Economics of silage and storage systems

VIDEOS

Section iv

- Record management

- Purpose of herd records

- Types of records

- Individual, Herd and National records

- Making your cows make more money

Required

- Trainees Handbook (could be the translated version)

- Videos

- Charts

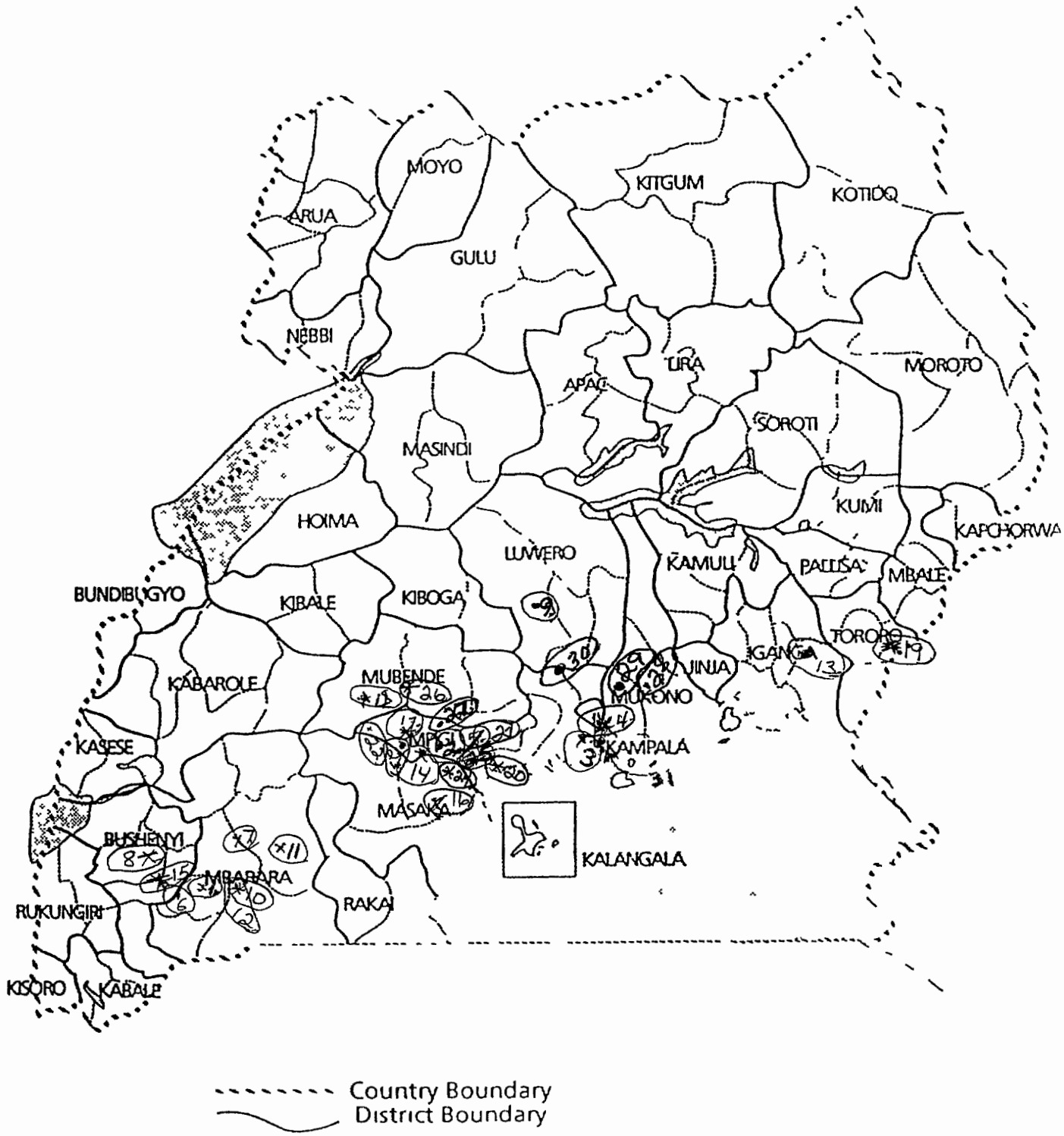
DAIRY PRODUCTION, EXTENSION AND SALES

VENUE : ELLY'S MOTEL

DATE		ACTIVITY
Monday 13th October, 1997	-	Participants report
Tuesday 14th October, 1997	-	(Official opening) - Commencement of course
Wednesday 15th October, 1997	-	Course session
Thursday 16th October, 1997	-	Course session
Friday 17th October, 1997	-	Closing
Saturday 18th October, 1997	-	Resting
Sunday 19th October, 1997	-	Travelling to Mbarara
Monday 20th October, 1997	-	Kashaka Dairy Co-operative Society
Tuesday 21st October, 1997	-	Rushere Dairy Co-operative Society
Wednesday 22nd October, 1997	-	Kkungu Dairy Co-operative
Thursday 23rd october, 1997	-	Katikamu Dairy Co-operative Society
Friday 24th October, 1997	-	Departure

UGANDA

DISTRICT BOUNDARIES 1991



BEST AVAILABLE COPY

1. BEINOMUGISHA ELLY - KARAMA FARM
2. KIWALA NSUBUGA SOLOMON BUTAMBALA DAIRY
3. JOSEPH BUWULE - KITAGOBWA
4. Peter Lugolobi Kasimuu - Nabitaro Rev HSS
5. KALLINGI BETTY KEYIERIMIDE
6. ARUHO ELIEZAR KASHAKA DFA
7. SSEMBAJJO FLORENCE IBANDA ZERO GRAZING
8. KATUSHABE STEVEN KABWOHE
9. KIBIRIGE MOSES
10. Rev Canon John
11. ERIC JOHN Kutakuza Rushere
12. Janat Ssenkooto Ibanda - Mbarara District
13. Eron Mulcanza Bugonga - Jekanga
14. Hazati Hawa Icigundu Icitagobwa Dairy Farm and Co-op
15. Joseph Bwagiro Kabwohe Dairy Farmers Coop Soc
16. Busuulwa Andrew - Kamuli
17. Moses Gabriel Kitayita - Kungu Dairy Co-op Society
18. NOAH MBYAOIJA Mityana - Mwera
19. Omiandro Billy Steven - Tororo Dairy
20. Grace Muwanga - Bakoja Heyer Intrust Scheme
21. Kigozi Bonnie - Butambala Dairy Co-op Society
22. [illegible]
23. Ephrance N Semoada Bakoja
24. Ssanyu Kafeero Mary BAKOJA
25. Muyiggwa Gerald
26. HERBERT KATENDE MITHANA - MWERA
27. Mary Ssekabanja
28. ROSSA DAVID NABUKA DAIRY, MUKONO
29. ALOYSIUS LUMU KASAKYA BUKOBA BREEDER FARMERS
30. Kasamba-Kinagomba (Nomayumba Co-op)
31. KIZIO John SUBUGA KISUBI

TOWER

FOLLOW UP SEMINAR ON
DAIRY PRODUCTION, EXTENSION AND SALES
14TH-17TH OCTOBER, 1997

Leott & Astrid Gottschalk
USA
14th - 25th October 1997

REPORT ON TRAINING

Course Title	Dairy Production, Extension and Sales (Follow up)
Course Duration	5 days (14th - 17th October, 1997)
Course Venue	Elly's Motel - Seeta
Trainers	Mr Scott Gottschalk Mrs Astrid Gottschalk
Course Facilitator	Mr Galiwango Sam

Participants

The course was attended by 31 participants drawn from 25 co-operative societies/associations in the country The participants were Managers and Extension personnel in the co-operatives Among the participants according to professionals were teachers, veterinarians, agriculturalists and administrators

Course Content

The content of the course revolved around Dairy Production and Extension The specifics under dairy production included -

1 Dairy Calf and heifer management
Care of dam before and after calving
Management of the new born calf
Feeding of the dairy calf
Dairy calf housing and environment
Calf health / Heifer health

2 Feeds and feeding of the dairy herd
Energy requirements
Nutrition requirements
Mineral and vitamin suplementation
Feed inventory
Ration formulation

3 Record management
Purpose of herd records
Types of herd records
Individual, herd and national records

Extension

Important areas looked at included ,

- The definition of Extension Concept
- Public Vs Private Extension
- Developing of vision statement
- Developing the capability to share with farmers
- Organising, staffing and managing an extension service
- Selling of Extension Services
- What is required of a good extensionist

To supplement the above 2 videos were screened

Course Format

The course was delivered in lecture form with a great allowance for discussions and questioning The course was not (time - tabled apriori but rather flowed depending on the needs and interests of the participants each day In this case there was a provision for flexibility

There was a judging quiz given to the participants each day with winners getting rewarded This was a good motivation to the participants

On day four of the course, participants were given assignments to present to the rest of the participants the following day This was geared towards preparing the participants for extension work Ability to communicate, confidence, clarity, preparedness and general out-look among others were key areas to emphasize

Course Administration

The course was administered by Land O'Lakes Office in Kampala The group leader Mr Eliezer Aruho was of much help in linking the participants and Land O'Lakes office The logistics namely, notebooks, pens, name tags were adequate

Field Seminars

The nature of the course was that field seminars be conducted after the course classes What happens here , are the participants to share to the rest of the society / association members what has been learnt in the five days of the course The trainers attend just to monitor how the participants deliver to the others

Four societies namely Kashaka, Rushere, Kkungu and Katikamu were visited The former are societies in the Mbarara Milk shed while the later are societies in the Kampala milk shed

Course Evaluation

The course was successfully evaluated The two trainers were also evaluated Excellent was the average score in that category in addition to the seminar being entirely of value

Specific Interest areas are ,

1 Seminars participants would like to see made available -

(i) Milk processing
(ii) Pasture / Range Management
(iii) Milk sales
(iv) Co-operative business
(v) AI
(vi) Dairy Goat Breeding
(vii) Accounts and Budgeting
(viii) Record Keeping
(ix) Ghee processing
(x) Animal handling

2 What changes do members suggest

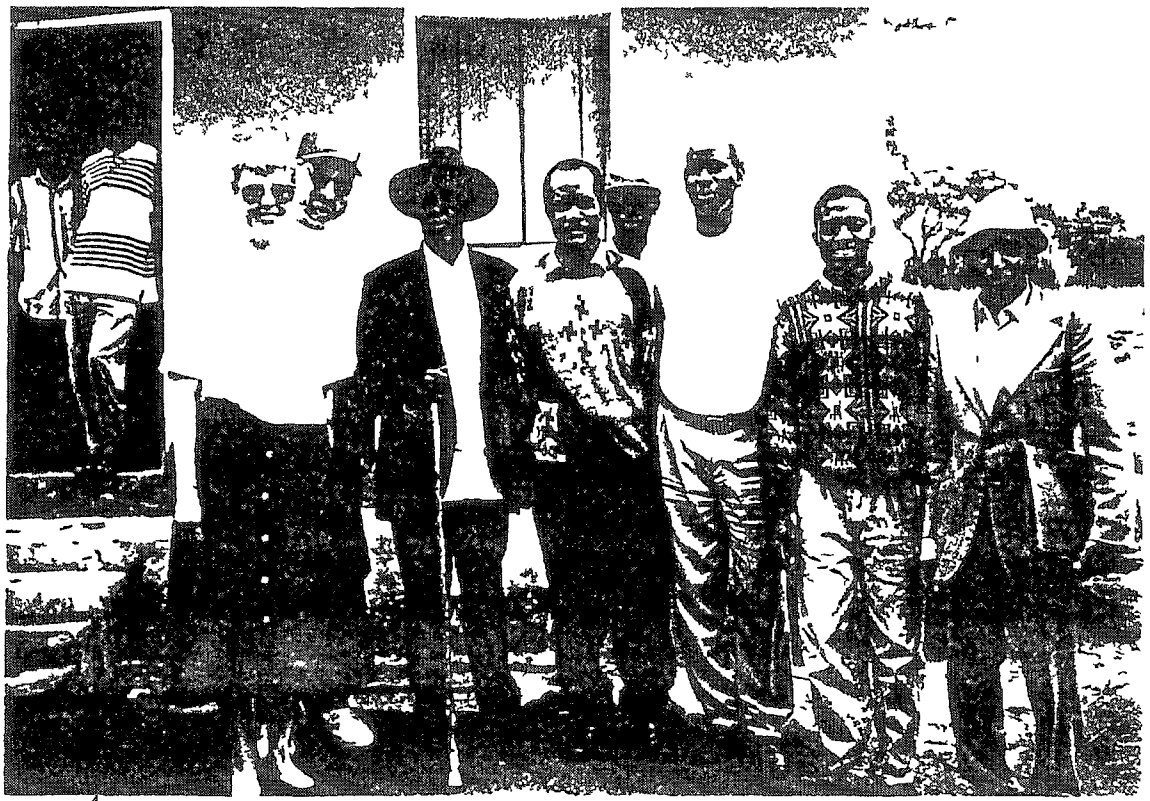
(i) More visual aids made available
(ii) Conducting of seminars at lower levels (grass roots)
(iii) Grading of certificates
(iv) Increasing time for course
(v) Giving of quiz at end of course
(vi) Organise more field visits during the training

Problems

(i) Power cut cut-offs greatly affected the flow of the course This was however counteracted by the standby generator that was put in place

General Observations

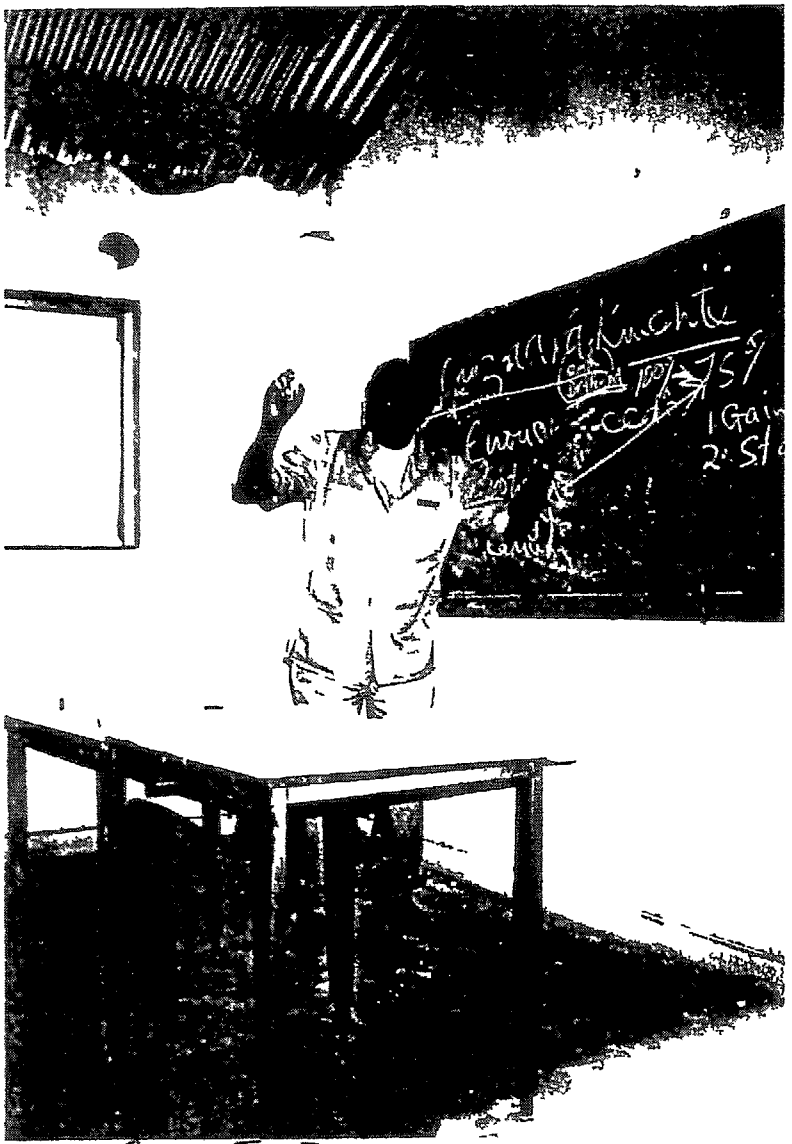
The course was of relevance and its handling good
The giving of daily quizzes kept the participants alert
Giving out of presents to winners was a good motivation
Participants who shared to the rest in the field were good although some improvement needs to be done



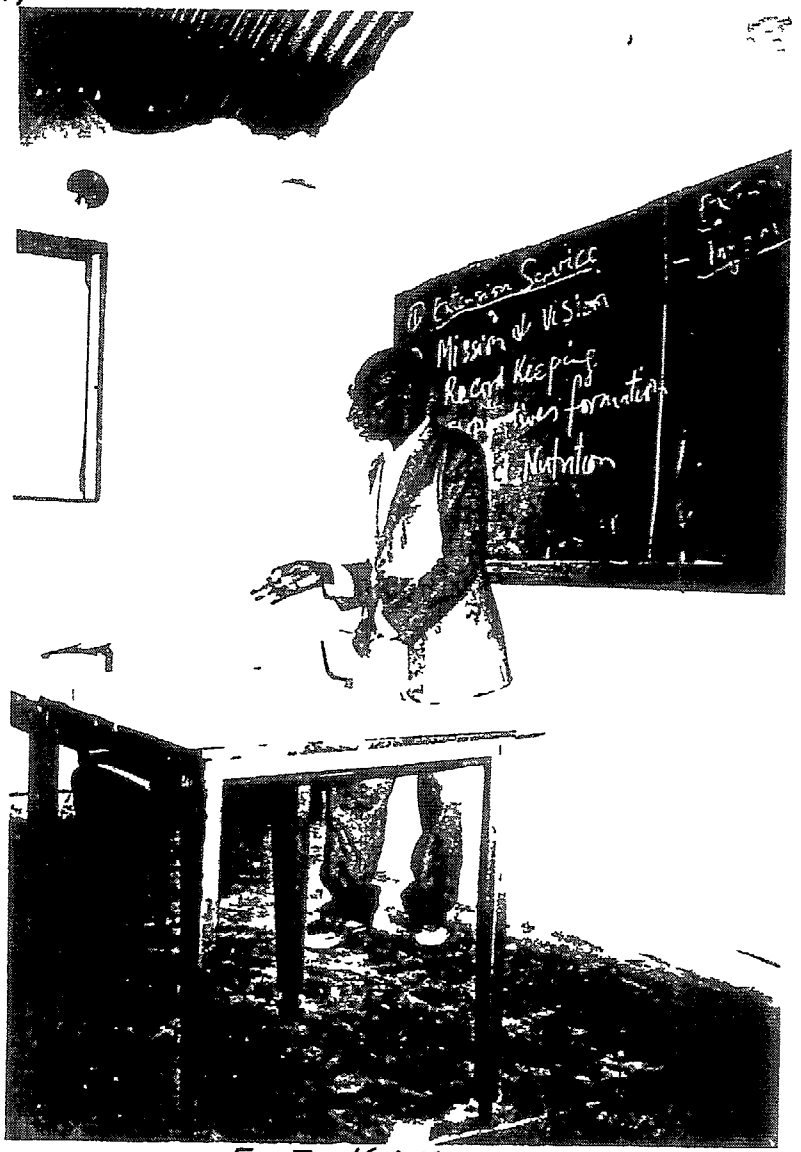
A pose with the father of the President at his home in Rubaketura
21 10 97

A pose with the father of the President at his home in

Sharing With fellow farmers of the Society
Rushere 21-10 97

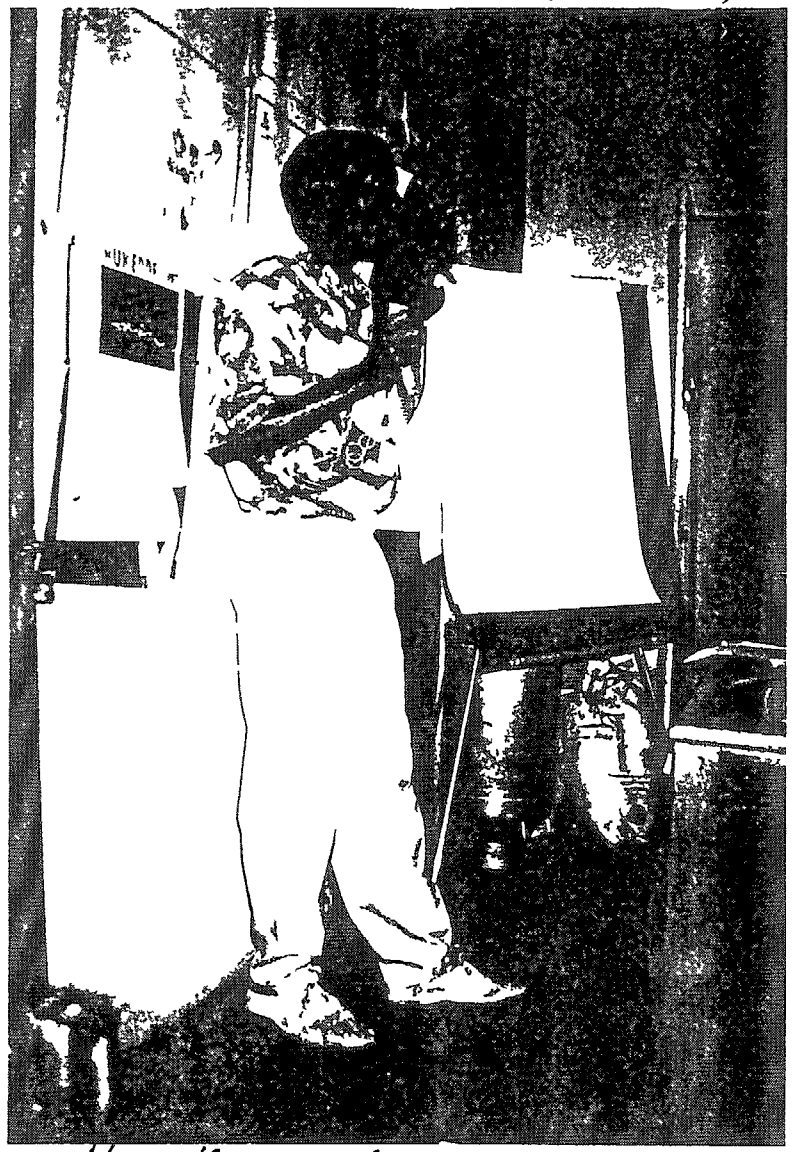


Canon J Ruyoke

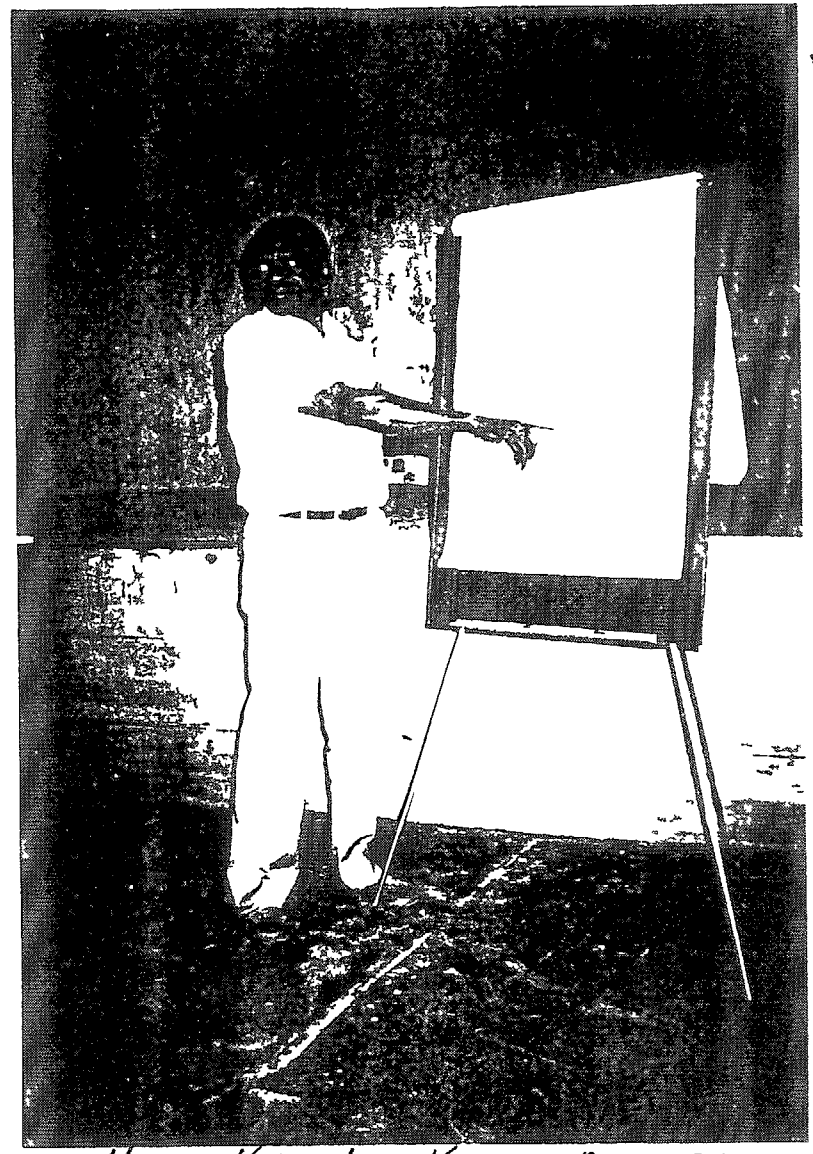


E J Katakura

Sharing with fellow farmers of the Society



Moses Kibunge, Kate Kanu 23 10 97



Moses Kitayita, Kungu 22 10 97

Attentive listening by the farmers, Katikamu 23 10 97

Attentive listening by the farmers Rushere 21 10 97

REPORT ON TRAINING

Course Title Dairy Production, Extension and Sales (Follow up)

Course Duration 5 days (14th - 17th October, 1997)

Course Venue Elly's Motel - Seeta

Trainers Mr Scott Gottschalk
Mrs Astrid Gottschalk

Course Facilitator Mr Galiwango Sam

Participants

The course was attended by 31 participants drawn from 25 co-operative societies/associations in the country The participants were Managers and Extension personnel in the co-operatives Among the participants according to professionals were teachers, veterinarians, agriculturalists and administrators

Course Content

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1 Dairy Calf and heifer management
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3 Record management
Purpose of herd records
Types of herd records
Individual, herd and national records

APPENDIX 4

HealthPartners

HEALTHCARE

Milk money buys healthcare

Dairy cooperatives fund preventive, treatment services in Ugand

By Scott Aebischer

Managed care is different in Uganda For starters it involves trading milk for healthcare services

In September 1997 the U S Agency for International Development an arm of the State Department invited our company, HealthPartners, to explore the idea of developing a prepaid, health care delivery system Through the system, Ugandan farmers could convert part of their milk supply into payment for healthcare services

Uganda had expressed interest in such a system In fact USAID and Minneapolis-based dairy company Land O Lakes already had partnered to establish 50 successful dairy cooperatives in 12 rural Ugandan communities USAID and Land O'Lakes believed Minneapolis-based HealthPartners—a not for-profit healthcare coalition with cooperative roots—would be well-suited to work with Ugandan consumer groups and tap community resources

Minneapolis-based HealthPartners set up a cooperative system that allows Ugandan farmers to convert part of their milk supply into payment for healthcare services

To determine our company's interest in the project, we formed a project team—made up of the president/chief executive officer, the medical director for contracted care, the deputy medical director at one of HealthPartners hospitals and me Then our team members traveled to Uganda The task seemed overwhelming because of our findings a lack of infrastructure and resources and significant health problems

The country is among those with the lowest life expectancies—an average of 37 years—of any nation according to 1995 data It also has the fewest doctors per capita—one doctor per 25 000 residents—of any nation and spends less than $10 per person annually on healthcare including charity government and private funds according to 1990 data

Infectious diseases like AIDS and malaria cripple and kill large portions of the population The leading causes of death in 1990 were malaria AIDS diarrheal diseases pneumonia and anemia

In 1990 50% of Ugandan children died before age 5 one third from dysentery one third from malaria and almost one third from AIDS

Ugandans who can get healthcare services are treated at government hospitals or charity care facilities In either case residents don t have much influence over their care

Despite the challenges we decided to accept a five-year funding commitment from USAID to work with Land O'Lakes to develop a proposal for establishing a sustainable prepaid healthcare system

We believed that by supporting consumer-run systems, we could help Ugandans exert more local control over the quality and availability of their care

Our team recognized that the best approach was to help Ugandans solve their own healthcare problems The residents knew what they wanted and had developed goals for preventive and restorative care They just wanted help to form a working infrastructure

Our specific strategy was to work with the rural dairy co-ops to decide which healthcare services local residents wanted Those services would be funded by part of the milk supply and provided by participating hospitals for a predetermined fee Leaders of the various dairy co ops expressed interest in the plan and were willing to set aside part of their weekly milk production to generate revenues

We proposed that for each co op a council would determine which healthcare services to cover Our ongoing role would be to coordinate the efforts of the co ops find opportunities for collaboration among them and identify service enhancements

Although it would have been unrealistic to try to transplant every element of the U S healthcare system in Uganda we believed elements of HealthPartners preventive program could be incorporated into the co op system For example we launched program in 1994 to help prevent breast cancer, childhood injuries, dental problems diabetes and heart disease Through the program we look for enrollees at risk for developing any of the targeted diseases, and we work with them to reduce their risk

To apply that concept in Uganda public health nurses are paid from dairy co-op revenues to give immunizations provide prenatal and neonatal care, and educate residents about nutrition Nurses already have begun immunizing some participants and the preventive activities eventually will be expanded

Last February HealthPartners invited three Ugandans with healthcare and hospital administration experience to come to Minneapolis for a two-week session on prepaid health plans One of those individuals is now a HealthPartners contract employee who will serve as a local consultant to develop the first pilot prepaid plan this year

The other individuals will develop HealthPartners-linked, hospital-based prepaid plans that will contract directly with local employer groups and other private customers

Already we have received positive feedback from our involvement in Uganda And we re gratified to know that we are successfully sharing many of the principles of consumer-governed healthcare with others so far away The effort also has reinforced our strong commitment to our enrollees at home ●

Aebischer is vice president of network management for Minneapolis based HealthPartners a managed care company that provides coverage and services to more than 800 000 enrollees

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Uganda Health Society Project
Semi-Annual Report
December 31, 1998

I Implementation of Innovative Activities Oversees

HealthPartners made significant progress on its goal to create and implement a private, consumer-run, health care benefit plan in Uganda in the second half of 1998 The project started by partnering with the existing dairy co-op members in two milk shed regions Ishaka and Kampala Over time it is expected that the project will be expanded to include other customers

Over the past six months, the Uganda project team has been focusing their efforts on sensitizing the diary co-op members regarding the prepayment model Presentation materials, brochures, focus group surveys and workshop curriculum have been developed to support the local Uganda efforts In addition to increasing awareness of the product, administrative processes for milk to be converted to health care prepayment have been developed by working the co-op leaders and local financial institutions

The main focus for the remainder of this year and the first quarter of 1999 will be enrollment membership into the dairy co-op product There will also be continued development of the computer software program

Major accomplishments include

1 Presentation of the Uganda Health Society Project by Joy Batusa, HealthPartners Cooperative Consultant, at the Land O'Lakes Round Table in Dar-es Salaam, Tanzania, November 3-6 Over 250 delegates from Kenya, Tanzania, Zambia, Botswana, Zimbabawe, Ethiopia, Uganda, and the United States attended The paper was very well received and there have been several requests from delegates at this conference, including Kenya, Tanzania, Malawi and Zambia for additional information on this type of health care financing

2 Uganda Visit Scott Aebischer, HealthPartners Team Leader, and George Halvorson, HealthPartners President and CEO, visited Uganda for a week in October The purpose of the trip was to monitor the progress of the project and continue training Ms Batusa

in implementation activities Considerable outreach to the community was also achieved during the visit, including

- Meeting with Micro-credit groups
- Meeting with representatives from Nsambya Health Care Plan, sponsored by Nsambya Hospital
- Interviews on local radio show to discuss the project
- Meeting with the Ministry of Health and local USAID officials
- Meetings with local dairy co-ops
- Workshop on group health financing
- Television interview with George Halvorson and Scott Aebischer about the Uganda project

3 HealthPartners Uganda has developed a computer program to handle prepayment administration including the enrollment of members, claims data, etc Our collaborative approach with the Ministry of Health and the United States Agency for International Development (USAID) has also presented the project with the opportunity to assist in the development of a computer software program for data collections of the plan members Through our review of the Ministry's start-up computer program, we have provided program advice and technical support During our most recent trip to Uganda, the computer program was reviewed and considered for use across all prepayment projects underway in Uganda Establishing a commitment to one approach will allow the different projects to share and compare their experience with common data elements

HPI is developing HealthPartners Uganda Information System (HPUIS), a membership/claims system, to be utilized primarily by hospitals in Uganda to support the management of the prepaid health care cooperative development The system is built in Microsoft Access '97 and contains the following key components

- Member demographics
- Digital picture field
- Pre-existing conditions flag
- Scheme information (i e copay amounts, claims maximums, limitations & exclusions,)
- Premium payment schedule
- Claims data (i e , date of service, diagnosis, service type, billed amount, paid amount,)

The system is intended for hospital staff with basic computer skills to enter, view, report, and analyze information on the various health care schemes available Once enrollment data is entered, the system

can track utilization data by individual, family, group, or scheme The system will contain basic reporting functions to allow review of membership data, track diagnosis frequency, monitor inpatient and outpatient utilization, and analyze medical cost recovery (revenue vs expense)

Recently, the Ugandan Ministry of Health coordinated a workshop for all the hospitals and groups involved with community health financing to discuss their activities The HealthPartners Uganda Information System was reviewed at the workshop and ultimately adopted as the system that will be utilized throughout the Uganda HealthPartners received positive feedback on the early version of the system and generated suggestions that will be incorporated into future versions

4 HealthPartners developed design and content for a HealthPartners brochure and presentation of concepts that are now widely used by Ms Batusa Ms Batusa is in the process of having these materials translated into several local Uganda languages

5 Population survey Through the assistance of the Ministry of Health, a survey was completed with a focus group form the Ishaka area The results of the survey were used to assist in better preparing the Ishaka Hospital to serve the members of the prepayment scheme

II Initiation and strengthening of field partnerships

HealthPartners continued to strengthen its organizational capabilities during the second half of 1998 Monthly meetings were held with Land O'Lakes staff, and weekly phone communication with HealthPartners Uganda staff and Dr Peter Cowley of the DISH project

III Outreach made to cooperative community and U S public to increase awareness about cooperative development oversees

- HealthPartners' website updated its Uganda Health Society Page after the visit to Uganda by Scott Aebischer and George Halvorson in October
- Scott Aebischer has joined a committee of a Minneapolis YMCA to discuss international activities
- An article in the December 1998 issue of Managed Care, "Thinking Globally, Acting Locally", highlighted the Uganda project

IV Strengthen management systems and international technical capabilities to meet needs to support cooperative development activities oversees Staff and resources mobilized to implement the program

During the next six months of the project, HealthPartners plans to broaden the number of HealthPartners staff available to the project Four workgroups will be formed to advance the project in the following areas

- Information Systems
- Marketing
- Health Improvement
- Provider Relations

Scott Aebischer will continue to provide overall leadership to the project and coordinate the work of the subgroups

APPENDIX 5

Monthly Field Reports

To The Director
Land O' Lakes

From Galiwango Samuel
CDP
Land O' Lakes

RE MONTHLY REPORT ENDING 31st, DECEMBER 1997

Tasks Planned for the month of December

1 Getting more thoughts about the material development assignment

2 Attend WUDA Assembly

3 Attend awareness Seminars

4 Attend meeting Organized by Ogutali Mutume Dairy Co-operative Society

ACCOMPLISHMENTS

Material Development Assignment

The response towards this assignment has continued to slacken with little work done so far I am trying to look around for an alternative Getting a new person will do better I hope Part of the introduction was done but since then the Madam has been cited once

Western Uganda Dairies Association (WUDA) Assembly

I with Mr Bakojja went to attend the WUDA meeting on 19th, December 1997 The purpose of the meeting was to elect office bearers for the Association The objectives of the meeting were met at the end of the day with an executive elected The meeting was also addressed by Mr Bakojja who also presided over the elections Professor Isharaza

was unanimously elected chairman The executive of the association has 1/3 women as per the constitution

Ogutali Mutume Dairy Co-operative Society Meeting

The meeting was held on Wednesday 17th, December 1997 The meeting was organized by Ogutali Mutume Dairy Co-operative society whose purpose was to find ways of acquiring a milk cooler which is badly needed in the area The meeting which was addressed by Mr Bakojja was also attended by Prince Nalinya Ndagire-the presidential advisor on poverty alleviation and the area member of parliament Dr Mutesasira At the end of the day members vowed to co- purchase a cooler with the assistance of the office of the prince A need for people to be able to write projects arose and on 30th, December 1997 a training on the above was organized which I attended

Dairy Processing Plant

A training on Dairy processing was organized by the office The training took place at Mr Bakojja's Farm The training was conducted by Martha Baingana A number of dairy products were looked at These are yogurt, Ice-cream and cultured milk The participants were drawn from those associations that have started processing and those with the potential

Central Uganda Dairy Farmers and Breeders Association (CUDFABA) Meeting

A meeting for CUDFABA was held on 29th, December 1997 The purpose of the meeting was to review the draft constitution and make all the necessary arrangements The meeting was chaired by the Vice chairman Mr Paul Musisi The entire executive was in attendance and the constitution was positively debated

Training requests

A couple of trainings request have come to our office, one from the District of Kabalore and another one from the district of Jinja

Tasks planned for January 1998

1 Scouting for a material development specialist

2 Arrange for an awareness seminar at Kiringente-Mpigi

3 Arrange for training in Kabale

4 Arrange for training on Co-operative development with Tanzania counterparts

5 Finalize with the constitution amendments

6 React to training requests

Saliwango Samuel

To The Director
Land O'lakes

From Galiwango Samuel
CDP
Land O' Lakes

RE MONTHLY REPORT ENDING NOVEMBER 30TH, 1997

Tasks planned for November -

1 Finalize with the perusal of the business financial reports

2 Send questionnaires to more potential members

3 Ensure return of the filled questionnaires

4 working hand in hand with Mrs Nima

5 Attend to the VOCA consultant

6 Linking up with the associations formed

Accomplishments

Perusal of the business financial reports

The perusal of the business financial reports has been successfully tackled although little still remains to be done Most of the work has been done and sometime in December a format will be ready for use by the respective societies

Sending of questionnaires to more potential members

This has continued in the month of November Over 70 questionnaires have been sent so far This has majorly been to new members We have got a number of requests from

potential members to whom we have given the questionnaires New groups from the districts of Ntungamo and Rakai are some of those emerging very fast

Questionnaire return

Questionnaire return has been good with over 30 copies returned More of these will be turned in soon

Over-seeing Mrs Nima

There has been a slackened progress regarding the task of translating the extension hand book This is a thing we are giving much thinking, whether to continue or find an alternative

Attending to the VOCA consultant

There was a lot to do with the VOCA consultant right from the training in Seeta through the field visits conducted The five day training was very successful The field visits in the countryside were also successfully done A good balance among the districts were evidenced wherein new areas this time visited I did not visit with most of the places owing to the other office obligations The few places I went to really were an indication of the good work that Juan did A comprehensive report on the training was compiled by Steven who coordinated the course

Linking up with the Associations formed

There have been calls and requests from regional Associations So far Central Uganda Dairy Farmers and Breeders Association (CUDFABA) and Western Uganda Dairies Association (WUDA) have been formed Both of them are in the process of getting registered The major task before them is to come up with constitutions I am glad that a lot of progress has been made to this regard WUDA has discussed and refined its constitution while CUDFABA's is ready

Other Activities

The various calls from the different groups have included one from Kabale (an association for women zero grazers) We have gone ahead to seriously think about this and have prompted us to organize a training for them I have worked out the training content and the time table for the training scheduled for January 1998 (1st week)

Tasks planned for December

1 Get more thoughts about the material development assignment

2 Attend the WUDA assembly whose purpose is to elect the Association executive

4 Attend a number of awareness seminars

5 Attend meeting organized by Ogutali Mutume Dairy Coop Society whose purpose is to lay procedure for acquiring a milk cooler

Galiwango Samuel

To The Director - Land O'Lakes

MONTHLY REPORT FOR OCTOBER 1997 FOR KAMPALA MILK SHED

The month of October started with preparations of the Dairy Production, Private Extension and Sales Course which was to start on the 14th of October, 1997

Most of the preparations were made by Mr Samuel Galiwango who was to be the co-ordinator of the course On the 12th October, 1997, Mr Scott Gottschalk and his wife Astrid arrived in Uganda They were the trainers for the Dairy Production, Private Extension and Sales Course which was due to start on the 14th of October, 1997 Mr Scott Gottschalk is a Regional Account Manager for Land O'Lakes based in Minnesota - USA

On the 13th of October 1997, the Gottschalk (Scott and Astrid) came to Land O'Lakes office - Kampala at 10 00 a m and had a meeting with Mr Sam Galiwango and Mr Richard Bakojja to discuss the training programme for the Dairy Production, Private Extension and Sales Course which was to start the following day On the same day - 13th October, 1997 participants who were to take part in the course came to Land O'Lakes office and registered 32 people registered for the course, 23 men and 9 women from the different dairy co-operatives in two milk sheds namely Kampala and Mbarara as per list below

1	Bossa David	-	Nabuka Dairy Co-operative - Mukono
2	Muwanga	-	Bakojja Heifer In-trust Scheme
3	Mr Joseph Buwule	-	Kitagobwa Women's Group
4	Hajati Haawa Kiggundu		Kitagobwa Women's Group
5	Mary Ssekalegga	-	Ogutali - Mutume Dairy Co-operative
6	Florence Ssembajjo	-	Ibanda Zero Grazing Association
7	Janat Ssenkooto	-	Ibanda Zero Grazing Association
8	Kalungi Betty	-	Dairy Goat Scheme
9	Kigozi Bonnie	-	Butambala Dairy Co-operative - Mpigi
10	Peter Lugoloobi	-	Nabitalo Development Association
11	Katakuza E J	-	Rushere Dairy Farmers Co-operative Soceity
12	Busuulwa A	-	Kawule Disabled Group
13	Loius Biiti	-	Buwama Dairy Co-operative Society
14	Kitayita Moses	-	Kkungu Dairy Co-operative Society
15	Eron Mukanza	-	Iganga Women's Group
16	Kasamba Kinagomba	-	Namayumba Dairy Co-operative Society
17	Nsubuga Kiwala S	-	Butambala Dairy Co-operative Society
18	Eliezer Aruho	-	Kashaka Dairy Co-operative
19	Elly Beinomugisha	-	Karama Farmers Co-operative Society
20	Lwanga Charles	-	Liberty Dairies
21	Moses Kibirige	-	Katikamu Dairy Co-operative Society
22	Rev Canon Rujoki	-	Rushere Dairy Co-operative Society
23	Ninsiima Sam B	-	Maddu Dairy Co-operative Society
24	Kizito Nsubuga	-	Bakojja Heifer In-trust Scheme

25	Onyango Billy	-	Tororo Dairy & Mixed Farmers Co-operative
26	Ssanyu Kafeero	-	Women Goat Scheme - Mpigi
27	Aloysius Kasakya	-	Bukoba Breeders Farmers Association
28	Semanda Ephrance	-	Women Goats Scheme - Mpigi
29	Katushabe Stephen	-	Kabwohe Dairy Co-operative Society
30	Biragiro Joseph	-	Kabwohe Dairy Co-operative Society
31	Mayanja Noah	-	Mityana - Mwera Dairy Co-operative Society
32	Katende Herbert	-	Mityana - Mwera Dairy Co-operative Society

The course took place at Elly's Motel - Seeta - Mukono District and was officially opened by the Minister in the office of the President in charge of Economic Monitoring - Hajati Saida Bumba on the 14th October, 1997 The main trainers were Scott and Astrid Gottschalk from USA The course content is as reported on in Mr Galiwango's report here attached

The formal training took four days of class and the course was officially closed on the 17th of October, 1997 by the Country Director - Land O'Lakes, Mr Richard Bakojja Participants received certificates which were given out by the trainers (The Gottschalk)

On the 18th of October, 1997 (Saturday) The trainers Mr and Mrs Gottschalk together with the Country Director, Land O'Lakes, Mr Richard Bakojja and some two members of staff from Land O'Lakes, Sam Galiwango and Stephen Mayega visited Jinja District for the Gottschalk to see the source of River Nile They later in the afternoon visited Bujjagali falls On the same Day in the evenning, the Gottschalk with Stephen Mayega visited Liberty Dairies in Mpigi District The farm belongs to Mr Richard Bakojja and the Country Director - Land O'Lakes We were invited to an evenning party after visiting the farm

On Sunday 19th October, 1997, the two trainers with Sam Galiwango and Stephen Mayega from Land O'Lakes travelled to Western Uganda to start training there On the way to Mbarara, we visited Lake Mburo National Park in Mbarara District and the trainers were accomodated in Lake View Hotel - Mbarara

On the 20th of October, 1997 - Monday the group visited Kashaka Dairy Co-operative Society to make a follow up of the people who were trained in the previous training at Seeta 18 people attended the meeting including professor Isharaza, the Chairman of Kashaka Dairy Co-operative Society The main facilitator for that meeting was Mr Aruho He had attended the previous training at Seeta and he was trying the training he had attained to pass on some information to his fellow farmers On the same day, the trainers with Land O'Lakes staff travelled to Rushere Dairy Co-operative in Mbarara District for a similar follow up of the trainnees on the 21st of October, 1997 The trainers were accomodated at Canon Ruzoki's home at Rushere On the 21st October, 1997, Tuesday the trainers with Land O'Lakes staff visited some farmers They first visited Mr Yoweri Museveni's farm (The President at Rwakitura in Nyabushozi - Mbarara District) We were met by Mr Amos Kaguta, the father of The President We visited the farm and saw the two heards of cattle on the farm The exotics and local herd A farmers meeting was held at Rushere for members of the co-operative 51 members of the co-operative attended the meeting as per list attached

1	Kyeishe Mwesiga	-	Farmer
2	Mugisha F K	-	Farmer and Vice Chairman
3	David Ranunga	-	Rushere

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4	Davıd Kıtakureka	-	Rushere
5	E Mugıfenyı	-	Kyakabunga
6	J Katakuza	-	Bulımbı
7	Rubabında	-	Nshwere Daıry
8	Mırıam Ahımbısıbwe	-	Farmer
9	Karungaju S M	-	Farmer
10	Kakıtaıre	-	Farmer
11	Asıımwe Emanuel	-	Farmer
12	Mrs Nutamwebwa	-	Farmer
13	Bakelıra S	-	Farmer
14	Davıd Gantunu	-	Farmer
15	John Magambo	-	Farmer
16	John Tayebwa	-	Farmer
17	Ekakuba	-	Naama
18	Nkuba	-	Rureshade - Farmer
19	Selutaayı - Rushere	-	Farmer
20	Phoebe Gurındwa Rushere	-	Farmer
21	Rutuuba - Rushere	-	Farmer
22	Ruhata - Rushere	-	Farmer
23	Tumwıne E	-	Farmer
24	Rev Erıc Kashushusha	-	Farmer
25	Caleb Mpumwıre, Rushere	-	Farmer
26	Elıjah Mugabı, Rushere	-	Farmer
27	Rwefokashaka, Rushere	-	Farmer
28	Dan Rukundugu, Rushere	-	Farmer
29	Rutemberere, Rushere	-	Farmer
30	Kansıime Coleb	-	Farmer
31	G W Kashıshaamı, Kınonı	-	Farmer
32	Mpumwıire Y , Kınonı	-	Farmer
33	G K Byabakama, Rushere	-	Farmer
34	Munalıkı Rujokı, Rushere	-	House wıfe
35	Kateeba Davıd, Rushere	-	Farmer
36	Kabandıze, Rushere	-	Farmer
37	Hannıngton Nambısıbwe	-	Farmer
38	Muhanguzı D , Rushere	-	Farmer
39	Bamanya A , Rushere	-	Farmer
40	Mmumba K , Rushere	-	Farmer
41	Kazoora, Rushere	-	Farmer
42	Katakuza E J Rushere	-	Farmer
43	Kyaısha J , Rushere	-	Farmer
44	Ruyonga G, Rushere	-	Farmer
45	Karanaryo G, Rushere	-	Farmer
46	Kangabo P , Rushere	-	Farmer
47	Kabateraıne O , Rushere	-	Farmer
48	Nınsııma O P, Rushere	-	Farmer
49	Byaruhanga Z, Rushere	-	Farmer
50	Kaneragaba Berry, Rushere	-	Farmer
51	Mrs Ankunda, Rushere	-	Farmer

The main trainers for the day were Canon Ruzoki and Mr Katakuza The trainers later travelled to Kampala

On the 22nd of October, 1997, the similar follow-up training for the extension agents previously trained took place at Matugga at Kkungu Dairy Co-operative The Gottschalk were accompanied by Mr Samuel Galiwango from Land O'Lakes office Kampala 21 members of the co-operative attended as on list attached

1 Tyaaba George
2 Mrs Mubiru
3 Mr Mutesasira
4 Ntansoni P
5 Ssenyimba
6 Kasozi G W
7 Ssentumbwe Lameck
8 Kibuuka K
9 Kitayita J
10 Mrs Zavuga
11 Nkoonge
12 Kyobe V
13 Kityabagire J
14 Kigozi B
15 Bwambala J
16 Mr Kisabagire
17 Kitayita M
18 Mr Musisi W
19 Mr Matovu
20 Mrs Matovu
21 Miss Namusisi J

The main trainer for the day was Mr Moses Kitayita who covered a number of topics like Calf rearing and animal nutrition

On 23rd October, 1997 a similar training programme took place at Katikamu Dairy Co-operative in Luwero District The Gottschalk were still in company of Mr Sam Galiwango The main trainer was Mr Kibirige Moses Twenty four members of the co-operative attended the training This marked the end of the training programme for Scott and Astrid The two trainers left Uganda on the 24th October, 1997 (Friday) They left a hand written letter to the Director - Mr Richard Bakojja here attached

On the 24th October, 1997 another trainer, a Volunteer from VOCA, Dr Juan Guerrero came to Uganda to start training farmers on Profitable Forage Production Course

On Monday 27th October, 1997, there was a meeting at USAID offices for the Land O'Lakes staff - Uganda, USAID staff, Dr Juan Guerrero and some VOCA staff members for Uganda Land O'Lakes was represented by the Director, Mr Richard Bakojja and Stephen Mayega USAID officials present included Ms Gaudencia Kenyangi and Ruth VOCA was represented by Mr Amos Barimunsi a programme officer / project development and Mr Daudi Kalisa, the

20

Country Director VOCA / Uganda The purpose of the meeting was to discuss Dr Juan Guerrero's Training Programme in Uganda

In the afternoon of the same day, 27th October, 1997 Stephen Mayega and Doctor Juan Guerrero visited Namulonge Research Station for the trainer to get used to the Ugandan farming conditions in terms of the available pastures and to discuss some issues with researchers at Namulonge We were received by the Farm Manager, Mr Kibuuka and Mr Byenkya an animal scientist working on the development of pasture shrubs

On Wedesday 28th October, 1997, Dr Juan and Stephen Mayega visited Makerere University Nutrition Lab for Dr Juan to meet researchers involved in animal nutrition We were received by Doctor David Kabassa and other researchers in the same department We were taken around the lab and many questions which Juan had were answered The same day in the afternoon, Dr Juan and Stephen went to Makerere University Agriculture Campus at Kabanyoro We were meet by Dr Bekunda, the Director of the place We were taken around the farm by Mr Chris Tweyambe who showed us the different pasture grasses and legumes being tried on the farm We also visited the water source for the farm

On the 29th of October, 1997, Dr Juan and Stephen visited Mityana - Mwera Dairy Co-operative in Mubende District This was to give Dr Juan more time to see the type of pastures which farmers have in their paddocks We were received by Mr Mutemankasa the Vice Chairman of the co-operative and Mrs Mayanja Noah, the assistant secretary manager We visited Mr Paul Musisi's farm at Lulagala village, Mr Mayanja's farm and Mr Kityo's farm Dr Juan made some recommendations for the good maintainance of the pastures

On th 30th day of October, 1997, we travelled to Mbarara - Western Uganda to visit farmers there In Rushere, Dr Juan visited Canon Ruzoki's farm in Nyabushozi to see the methods of pasture management and the grazing system there He still made some recommendations We later travelled to Mbarara Town and Juan was accomodated in Lake View Hotel

On Friday 31st October, 1997, we visited Kabwohe Dairy Co-operative in Bushenyi District We were received at the co-operative society by the AI technician, Mr David Mujuni We were joined by Mr Aruho from Kashaka Dairy Co-operative and visited some farms there The following farms were visited - Mr George Nuwagira's farm and Mr Biragiro's farm and some two other farms

On the 1st November, 1997, we returned to Kampala

Report by **Stephen Mayega**
Kampala Milk shed

To The Director
Land O' Lakes

From Galiwango Samuel
Co-operative Development Manager
LAND O' LAKES

RE: MONTHLY REPORT ENDING OCTOBER 31st, 1997.

These were the tasks planned for October

1 Perusal of the business financial reports and their adaptation

2 Sending of position questionnaires to member co-operatives/associations

3 Ensure questionnaire return

4 Oversee Mrs Nima- the training material development specialist

5 Organise for seminar on Dairy production, Extension and Sales due on 14th, October 1997

6 Arrange for the Kampala milk shade farmers' meeting

Accomplishments

Perusal of business financial reports

The perusal and adaptation of the business financial reports was started on and continues However a format on the general reporting on Co-operative/association was drafted and sent to together with the questionnaire Some Co-operatives and associations have started submitting their monthly reports

Sending of position questionnaires to Co-operatives and associations

Position questionnaires have been sent to various co-operatives and associations 60 of these have received the questionnaires Among those that have received questionnaires include Land

O' Lakes member co-co-operatives/associations as well as other potential members All members have shown great interest in this

Questionnaire return

Much emphasis has been put on the need to have the questionnaires filled and returned Continuos reminders have been made to the members with regard to this 15 questionnaires have been filled and returned and more are expected

Overseeing Mrs Nima

Mrs Nima -the material development specialist has made some progress in trying to develop the training material Mrs Nima was given the task of translating and adapting the Extension hand book entitled "Establishing an Extension service" Mrs Nima has worked on the introductory parts of the book which we have looked through

Organise for seminar on Dairy production, Extension and Sales

A follow up seminar on the above was successfully held from 14th-17th October 1997 The trainers were Mr & Mrs Gottschalk from the USA A comprehensive report on the seminar was made

Arranging for the Kampala milk shade meeting

The Kampala milk shade meeting was successfully held on 27th, October 1997 at Seeta in Kampala The meeting was the first of its kind in the Kampala milk shade and it put a land mark in the development of the dairy industry in Uganda Minutes for the meeting were compiled and submitted In the Mbarara milk shade a similar association was formed The name of the association is Western Uganda Dairies (WUDA) On 28th , October I with four of the newly elected executives of the Central Uganda Dairy Farmers and Breeders Association left for Mbarara We went to attend a meeting of district representatives in the Mbarara milk shade whose purpose was to review the draft constitution

<u>Tasks planned for November</u>

1 Finalise with the perusal and adaptation of the business financial reports

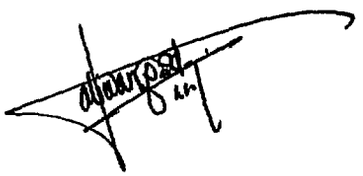
2 Send questionnaires to more potential members

3 Ensure return of the filled questionnaires

4 Continue to work hand in hand with Mrs Nima

5 Attend to the Voca consultant

6 Link up with the associations formed



Galiwango Samuel

To Country Director
Land O'Lakes

From Sam Galiwango

Subject **Meeting between Land O'Lakes and Co-operative Chairmen - 11th September 1997**

The meeting held was between Land O'Lakes staff and Co-operative chairmen. The meeting was held on Thursday 11th September 1997 at Mwebaza Inn.

Members Present

	Name		Co-operative / Organisation
1	Bwaraare E	-	Bushenyi Dairy Co-operative Society
2	Buhangwa Adams	-	Kigoma Dairy Co-operative Society
3	Okausu John	-	Tororo mixed and dairy co-operative
4	Rwomushana A.C	-	Mazuri Dairy Co-operative
5	Wandera A.	-	Kakooge Dairy Co-operative
6	Sempala Nalongo R.	-	Bakojja In-trust Heifer Scheme
7	Lugoloobi Simon	-	Nabuka Dairy Co-operative
8	Musisi Ezra	-	Katikamu Dairy Co-operative
9	Muyiggwa Getrude	-	Bakojja In-trust Heifer Scheme
10	Nuwagira George	-	Kabwohe Dairy Co-operative
11	Kakooya Angella	-	Kirinnya Women's Co-operative
12	Lutalo J W	-	Ogutali - Mutume Dairy
13	Hajati Haawa Kigundu	-	Kitagobwa Women s Dairy
14	Mutemankasa Louis	-	Mityana - Mwera Dairy Co-operative
15	Lule James	-	Namataba Dairy Farmers Association
16	Busuulwa Andrew	-	Kalungu sub-county Dairy and Breeders Association
17	Kironde Thomas	-	Kakooge Dairy Farmers Association
18	Ntambi Muligi	-	Buwama Integrated Dairy Co-op
19	Lumu Kasakya A.	-	Bukoba Breeders and Farmers Association
20	Musisi Paul	-	Mityana - Mwera Dairy Co-operative
21	Lupampa Nightingale	-	Iganga Women's Dairy Co-operative
22	Lwanga Charles	-	Liberty Dairy Farm
23	Byambamu A.	-	Kazo Dairy Co-operative
24	Kinagomba Kasumba	-	Namayumba Integrated Dairy Farmers co-operative
25	Nalubogo I	-	Bakojja Dairy Goats Scheme
26	Mugerwa Musajjawaza	-	Ogutali - Mutume Dairy Co-op
27	Semanda Ephrance	-	Bakojja Dairy Goats Scheme.
28	Busagwa David	-	KADIPEFA
29	Mukimba S		Namayumba Integrated Dairy Co-op
30	Galiwango Sam	-	Land O'Lakes
31	Bakojja Richard	-	Land O'Lakes

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32	Kyalwazi Herbert	-	Land O'Lakes
33	Kathy Horgan	-	Land O'Lakes
34	Dale Darling	-	World Wide Sires
35	Lwenimba James	-	World Wide Sires
36	Weeraga John	)	
37	Muwanga Sarah	)	Press people
38	Maseruka Josephine	)	

Agenda

1 Communication from the chair - Richard Bakojja
2 Remarks - Kathy Horgan
3 Reactions to the chairman's communication and Kathy's remarks
4 Reports from co-operative chairmen
5 Issues -

- Women involvement in the program
- Marketing of Dairy Products
- Equipment
- Co-operative Services
- Co-operative Business Plans
- Credit
- June Dairy Month
- Healthy Partners
- Uganda Farmers and Breeders Association

6 Any other Business

Min 1/97 - Communication from the Chair

Mr Bakojja started by welcoming all members present and appealed to them to be open minded as they deliberate upon the issues that affect them, their families and their businesses He further congratulated everybody for having participated successfully in the June Dairy Month celebrations He said a lot of enthusiasm was evidenced among the co-operatives More thanks however go to In-trust heifer scheme who organised themselves into a colourful local celebration at Kisubi

Mr Bakojja highlighted the need for continued co-operation among and within co-operatives which is to lead to sustainable development and prosperity The chairman led the members through what Land O'Lakes has gone through, its history in the country, what it has achieved so far and what its future seems to be. All in all he said Land O'Lakes has done a lot and what remains are the farmers to attest to this in terms of action. Mr Bakojja dwelt more on the present participation of women in the program He noted that there was poor participation of the women-folk in the programme especially the western parts Women do not come for meetings and trainings and yet they do most of the ground work in the home, he lamented He suggested the need to form women development committees within the co-operatives

Min 2/97 Remarks by Kathy Horgan

In her opening remarks, Kathy mentioned that Land O'Lakes journey in Uganda has been long She mentioned that there has however been a difference evidenced by the good animals farmers have, increased milk production farmers controlling the produce, farmers having sole ownership of their co-operatives, the fertile soil and many others. Kathy however outlined the continued low morale among the co-operators, a thing strongly attributed to fear She encouraged the members to believe in the value of the co-operatives do what is right and encourage other members to from the societies She dwelt more on the trainings imparted to the farmers so far and their significance to the growth of the co-operatives Examples of trainings include the recently concluded one on Private Extension and Dairy Nutrition which she said are vital in the empowerment of individual farmers and ultimately to the entire society

Kathy challenged the members to think about where they want to go" and then always align their planning in that regard

Min 3/97 Reactions

The members raised some issues concerning formation and working of committees in the societies The other questions primarily hinted on AI services Vis-a-vis the cattle densities in some parts of the country

The other issue was about member participation in the co-operatives Members were asking themselves the way they can enhance this Land O'Lakes staff was always in position to give a response

Min 4/97 Reports from chairmen

All chairmen one after the other gave their reports verbally The concern was about the activities being undertaken, present achievements bottlenecks and any future plans The observation was that there was good progress in each of the co-operatives Most of the societies do collect milk and either sell it on behalf of their members. The general trend for every co-operative society is to go into processing Notable example is Rushere Dairy Co-operative Society who hope to put up a dairy processing factory

However the bottlenecks hampering the growth of these co-operatives depend also on the level of growth of the societies These bottlenecks stretch from co-operative organisation through capital requirements like dairy equipment buildings, own transport to policy issues like property acquisition

Min 4/97 Issues

(i) Women involvement in the Program

As pointed out earlier participation of women in the programme more especially in the western region has been low The women paradoxically do most of the work at home They produce food tend to the children and care for the animals These women however are not given chance to attend trainings They are either denied the chance or they simply do not show up to be nominated Because of this problem, Mr Bakonja suggested that every society institutes

a women development committee to cater for the needs of the women and also encourage them participate more in the programme.

(ii) Marketing of dairy products

The issue of marketing has continued to be a problem confronting dairy farmers The notable example is one of Kiminya where women have failed to solicit market for their milk. The reason they gave is that they still sale as individuals not as a group The advise was for them to get a central market for their milk and sell as a society

The other solution to the problem of market is for the dairy co-operatives to form themselves into umbrella co-operatives which will foster the growth of the individual societies since they will be augmenting each others efforts

(iii) Equipment

Dale Darling of WWS broke good news that more AI equipment if going to enter the country and this will be accessed to farmers wherever they may be Semen tanks to be distributed to the milking shades, Kampala, Mbarara and Eastern are already in the country and are just waiting transfers Two tanks are to be stationed in the Kampala Milk shade, one in Mbarara milk shade and one in the Eastern milk shade This will mean that accessibility of semen to farmers is going to be improved Other equipment like coolers, milking equipment, pasteurisers is to be sourced with the assistance of Mr Herbert Kyalwazi of Land O'Lakes

(iv) Co-operative services

Co-operatives have continued to offer services to their members whenever the members want them. Such services include AI extension and advisory farm supplies etc The need for these services remains big hence a challenge to chairmen to see to it that these services are accessed managed sustainably The starting of private extension in the co-operatives is a new idea in need of further support.

(v) Co-operative Business Plans

It is imperative that each co-operative has a business plan and in addition to this every co-operative to have a financial report monthly A format for this is to be developed by Land O'Lakes office.

(vi) Credit

Credit is one of the boosters of grass root farmer development. Although this has always been mentioned in Land O'Lakes proposals, it has never become a reality The coming of PRESTO for instance would help in meeting this issue The same is to be followed up There are other potential partners in this area who could be of support, Mr Kyalwazi handles this

(vii) June Dairy Month

The Uganda June Dairy Month celebrations were successfully completed and every body's input was highly appreciated It was mentioned that this years celebrations were entirely

facilitated by Land O'Lakes but Land O'Lakes will gradually reduce its support in subsequent years to give the farmers the autonomy to run this activity themselves

(viii) Uganda's Farmers and Breeders Association

This association is already in the establishment An organising executive is already in place This executive is tasked to lay the foundation for the association. This includes drafting a constitution and also setting the association as a legal entity This association has a membership of (27) paid up and has a potential so great There is quite a number of activities this association will perform on behalf of its members and the dairy industry as a whole. Once everything is set then an interim executive will be instituted by the farmers assembly who will steer the association to its destiny

(ix) Health Partners

Kathy Horgan highlighted the "new idea" to the members The need to have an assured health insurance is something opportune. This an idea that the members endorsed and the sooner this is done the better

Min 5/97 Any other business

Under any other business - The major item / issue was an appeal to the chairmen to work hand in hand with their members, their executives, other co-operatives and Land O'Lakes office Because of this again the following were incumbent upon all co-operatives,

(i) To submit monthly reports, general co-operative activities to Land O'Lakes offices.

(ii) To submit monthly financial statements to Land O Lakes offices

(iii) To institute a women development sub-committee in each of the co-operative.

(iv) Assist in the follow up of the June Dairy Month i e consumption levels, demands, sales

(v) Attend the quarterly meetings called by Land O'Lakes

(vi) Support / equipping of AI technicians

However the following were tasks to be taken on by Land O'Lakes office

- Accessing of the co-operative Act
- Avail teachers kit to co-operative chairmen so as to meet the demands at home.
- Conduct visits to co-operatives
- Design standard format of reporting for the co-operatives
- Distribution of AI tanks in the milk shades

The meeting adjourned at 6 30 p m with a short player given by Getrude Muyiggwa

To The Director
Land O' Lakes

From. Galiwango Samuel

RE: MONTHLY REPORT ENDING SEPTEMBER 30TH 1997.

The month of September had activities rotating around the Health Partners Team that visited the country The other major activity was the meeting between Land O' Lakes and Co-operative Chairmen.

In the first week of their visit, together with Mr Bakojja , the Health partners team visited the co-operatives in the western part of the country Before they went to the western part of the country, they held several meetings with health delivery services within the country

In the following week activity was concentrated in the Kampala milk shade where we also attended On 8th, October Mityana-Mwera Livestock Co-operative society was visited 45 members attended the meeting whose purpose was to introduce the concept of health delivery services within the Co-operatives

On 9th, October 1997 we visited Kirinnya women's Group In Kirinnya 83 members were in attendance The purpose of this visit was similar to that in Mityana.

On 10th, October 1997 we had a staff meeting This meeting was chaired by Kathy Horgan The purpose of the meeting was to review Land O'Lakes activities, the achievements as well as the project's continuity in terms of funding Also in the meeting we were asked to submit our work plans and strategies

On 11th, October 1997 we had a meeting between Land O' Lakes and Co-operative chairmen. The minutes of the meeting are attached

One of the major issues that arose in the meeting was the need for the Co-operatives to develop the habit of writing monthly reports which reports must be submitted to Land O' Lakes offices However the fear that the members expressed was one of lack of knowledge on the format of report writing Kathy Horgan gave me good sample material on what a business plan could be and also what financial reports look like The material so

obtained required thorough perusal and hence adaptation. This is a task Iam working on Besides this I have also been able to design a format on how to present activity monthly reports

Another major task that I have worked on is to design a questionnaire that seeks to get information concerning the present status of the Co-operatives affiliated to Land O' Lakes A copy of this questionnaire is also attached Such important information had not been adequately assembled This I hope will answer my immediate objective of operational fine tuning of the co-opeartives and associations

Some of these questionnaires have been sent-something farmers feel pleased to have filled The need to adapt training material to our local situations is paramount. I have been tasked to work along Mrs Nima a material development specialist to align her onto what we feel is good for our people

Tasks in the month of October shall include the following.

1 Continued perusal of the business financial reports and their adaptation

2 Continue to send position questionnaires to member Co-operatives.

3 Ensure quick questionnaire return.

4 Oversee Mrs Nima-the training material development specialist

5 Organise for upcoming follow up seminar on Dairy production, extension and sales (14th-17th)

6 Arrange for Regional Co-operatives/Associations meeting (27th, October 1997)

CO-OPERATIVE POSITION QUESTIONNAIRE

Sir/Madam,

The following questionnaire seeks to determine the present status of your co-operative/association The purpose of this questionnaire therefore is to request you give your responses to the best of your knowledge and understanding The information you will give will help us identify gaps in the co-operatives/association and also come up with possible solutions that will enable our co-operatives/associations perform better

This Questionnaire SHOULD NOT be filled by ONE person only If possible let the entire Executive do this. In case every member cannot be there let the Chairman, the Manager and some other person do it.

Remember to return this form to Land O' Lakes immediately you finish filling it.

THANK YOU

A. BASIC INFORMATION

1 Name of Co-operative/Association

2 Mailing address

3 Telephone

4 Physical Location District- S/County- Village- County- Parish-

5 Name of contact person

6 Address of contact person

B MEMBERSHIP

1 How many members does the Co-operative/Association have?
Males Females

2. How many are fully paid up members? Males Females

No of shares _____

3 Of those mentioned how many are active? Males Females

4 Of those mentioned how many are inactive? Males Females

Share Capital _____

5 What is the potential membership of the Co-operative/Association?

6 What do you do to get more members?

7 Who are the members of the executive of your Co-operative/Association?

Name	Age	Highest educational level	Gender	Position
1				
2				
3				
4				
5				
6				
7				
8				
9				

C. LEGAL STATUS

1 When was your Co-operative/Association formed?

2 Is your Co-operative/Association registered? YES/NO

3 If YES under what arrangement was it registered?

4 In which year was the Co-operative/Association registered?

5 If NO WHY? (tick where appropriate)
(a) We don t measure up to the required minimum number
(b) We are unaware of the registration procedure
(c) Our efforts have been hampered by the relevant offices

To The Director
Land O' Lakes

From Galiwango Samuel

RE· MONTHLY REPORT ENDING SEPTEMBER 30TH 1997

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(d) We don't have a constitution
(e) Others (Specify)

D ACTIVITIES/OPERATIONS

1 What is your area of operation? State Sub-counties and Villages

2 What are your major activities?

3 What problems limit your operations?
1
2
3

4 What solutions do you suggest can reduce on the mentioned limitations?

Problem	Possible solution
1	
2	
3	

5 How often do you hold meetings? (Give type and frequency)

6 Who is your manager/Chairperson? Give his/her names

7 What is his/her highest level of educational attainment?

8 Are you satisfied with the overall performance of your Co-operative/Association?YES/NO

9 If NO WHY?

E MEMBER SERVICES

1 What services do members get from your Co-operative/Association
1
2
3
4
5

2 Are members able to get all these services adequately? YES/NO

3 If NO WHY?

F PHYSICAL PROPERTY

1 List all the physical property that the Co-operative/Association owns

Asset	Amount/Quantity	Condition
1		
2		
3		
4		
5		
6		

G FINANCIAL MANAGEMENT

1 Who are your Bankers?

2 Who manages your finances? Give names and qualification

3 Do you use auditors? YES/NO

4 If YES who are THEY?

5 If NO WHY NOT?

APPENDIX 6

Financial Summary

Land O'Lakes, Inc
Financial Summary

UGANDA
617-0136-G-00-4001-00
October, 1998

	Actual Month 10/98	Y-T-D Actual Thru 10/98	Y-T-D Budget Thru 10/98	Grant to Date Actual Thru 10/98	Actual Quarter 10/01-12/31/98
Long Term Technical Assistance	(7,260 00)	(15,432 30)	99,000 00	339,003 82	(7,260 00)
Short Term Technical Assistance and Training	731 70	6,776 31	102,633 00	918,613 98	731 70
Program Management	952 46	8,595 89	31,867 00	201,451 38	952 46
Credit	0 00	0 00	0 00	0 00	0 00
Goat Program	0 00	0 00	16,500 00	7,335 39	0 00
Subcontracts	0 00	0 00	50,000 00	160,817 64	0 00
SUBTOTAL Direct Costs	(5,575 84)	(60 10)	300,000 00	1,627,222 21	(5,575 84)
Indirect Costs	(2,041 87)	(22 01)	91,550 00	543,127 03	(2,041 87)
G & A Subcontracts	0 00	0 00	4,085 00	16,511 60	0 00
**Overhead Rate Adjustmnt 1996		0 00		2,531 00	0 00
1997 direct costs missed		1,153 61		1,153 61	0 00
TOTAL FEDERAL FUNDS	(7,617 71)	1,071 50	395,635 00	2,190,545 45	(7,617 71)
Non-Federal Funds	(761 77)	4,270 71	39,563 50	282,859 80	(761 77)
TOTAL PROJECT	(8,379 48)	5,342 21	435,198 50	2,473,405 25	(8,379 48)

This report represents a summary of actual and accrued expenses for the referenced agreement or grant. If accrual expense amounts were not available for activities occurring in the reported quarter, those expenses will be reflected in the next quarterly financial summary