



## BUSINESS CASE • KENYA

# Maziwa lala: Empowering farmers and building a sustainable dairy cooperative

**Yala Dairy Cooperative**



### Brief overview of the traditional fermented drink

**Maziwa lala** (fermented milk) originates from pastoralist communities like the Maasai, Kalenjin, and Kikuyu in the Rift Valley and central highlands to preserve milk in environments with limited water and refrigeration. It is gaining popularity for its nutritional value and probiotic benefits. Maziwa lala is part of rituals such as weddings and ceremonies, symbolising purity and goodwill.





## Cooperative

**Yala Dairy**, located in Siaya County, was established in 1986 with the aim of creating a structured market for milk produced by smallholder farmers in the region. At the time, farmers faced major challenges in accessing reliable markets and securing fair prices. The formation of the cooperative was driven by a shared vision to improve farmers' livelihoods and to promote milk production as a viable economic activity.

Today, the cooperative has 42 active members and collects approximately 200 litres of milk daily. Of this, 100 litres are processed into maziwa lala and yoghurt. The cooperative's mission is to empower farmers by helping them transition from subsistence dairy farming to a more business oriented approach, encouraging them to see their cows not only as a source of household nutrition but also as income generating assets.

Yala Dairy is particularly proud of its role in providing farmers with a dependable outlet for their milk and in supporting capacity building initiatives. The cooperative has benefited from training and extension services offered by development partners, which have enhanced farmers' knowledge of animal husbandry and milk handling practices.

The cooperative also plays a role in facilitating access to animal feeds. The feed supplier partners with the cooperative to distribute feeds to member farmers. The cost of these inputs is deducted from farmers' proceeds, offering a convenient and sustainable model to improve dairy productivity.

Beyond dairy processing, Yala Dairy has expressed interest in acquiring its own cows to further support farmer empowerment and plans to introduce artificial insemination services to improve herd productivity.





## Value Chain

The value chain of Yala Dairy Cooperative is supported by key actors each contributing to the successful delivery of dairy products to consumers in the region

<b>FEED SUPPLIERS</b>	Provide animal feed to the farmers and the cooperative.
<b>FARMERS</b>	Produce and supply milk to the cooperative.
<b>TRANSPORTERS</b>	Collect milk from farmers and deliver it to the cooperative.
<b>PROCESSORS</b>	Pasteurise and process the milk into maziwa lala and yoghurt, and sell the products to retailers.

## Impact data

Yala Dairy Cooperative has 42 active members and collects approximately 200 litres of milk daily; of this, 100 litres are processed into maziwa lala and yoghurt.

## Quotes

### What are you most proud of in your business?

- ” We are proud of the Cooperative’s role in providing farmers in Siaya County with a dependable outlet for their milk and supporting capacity-building initiatives.

### What would you like to do next in your business?

- ” We would like to acquire our own cows to support farmer empowerment and to introduce artificial insemination services aimed at improving herd productivity.

## Gallery of Pictures



↑ Yala Dairy Cooperative Society



↑ Inside Yala Dairy Processing plant



↑ Feed manufacturer, farmer and member of Yala Dairy Cooperative



↑ Outlet for selling fermented milk from Yala Dairy processing plant