

# ARE THE EXPECTED RESULTS ACHIEVED?

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# Expected Results

## FARM LEVEL

- R1: Cooperatives
- R2: Access to credit
- R3: Increased herd size
- R4: Increased productivity
- R5: Improved quality
- R6: Less polluting



## NATIONAL LEVEL

- R7: Improved Communication & Coordination
- R8: Improved services



# Cooperatives

- Cooperatives should grow from the **bottom up**
- Project tried to encourage farmers for collaborative action
- Farmers want to learn from each other and join training groups, but...



# But...

- **No interest** to create coops with legal foundations
- Farmers **don't see economic benefit** because of the strongly established feed and milk processing industry.
- We consider that coops can be interesting for dairy development (good example in Soc Trang), but they are not a necessity.



# Why did we not provide credit?

- **Lack of profitability** at the start of the project
- Majority of farmers were already in debt



- **Other sources of credit** available. Farmers were only interested in loans without interest
- Increase herd size by **cross breeding (F1,F2,F3)**
- Focus on increasing productivity per animal rather than more animals
- Focus on **smart investments**
  - Grassland irrigation, Heat stress, ...

# Did the project results lead to profitability?

- Data from **45 farms** for 12 months
  - Average dairy animals 5.2
  - Average milking cows 2.9
  - Average milk production 13kg/day
  - Average milk price 7436 vnd/kg



## ○ **Economic data**

- Average total costs/farm/year 66.4 M
- Average income/farm/year 97.1 M
- Average profit/farm/year 30.7 M
- Average profit/cow/year 9.9 M

# Details of costs

- **Variable costs**

- Calves & Heifer  
5.2M
- **Feed costs**           **34.9M**
- Vet and AI           1.5 M
- Other               0.7 M

- **Fixed costs**

- **Family labor**       **18.0 M**
- Hired labor       1.9 M
- Interest           0.3 M
- Depreciation     1.8 M
- Other             2.1 M

- **Income**

- **Milk**           **87.8 M**
- Others           9.3 M



# Average Family income

- Paid family labor 18.0M
- Profit 30.7M
- **TOTAL family income/year 48.7M**
  - TOTAL family income/month 4.1M
  - Family income per cow/year 15.8M
  - Family income per cow/month 1.3M



- 1 milking cow: 1.3 M/month
- **3 milking cows: 3.9 M/month**
- **5 milking cows: 6.5 M/month**
- 10 milking cows: 13M/month