

## Dairy Farmers – an opportunity to double their revenues

## Brookside Dairy

Brookside Dairy's fund of US\$19.7 million is managed by Aureos Capital, US\$5 million of which represents CDC's commitment. Brookside is a private company founded in 1993 following the deregulation of the dairy sector in the early 1990s. Based in Ruiru, about 20 kilometres from Nairobi, Brookside produces superior quality milk, has a 40 per cent share of the Kenyan dairy market, sourced from 80,000 suppliers. 7 per cent of these are commercial farmers and the remainder are small scale producers.

The widespread lack of refrigeration facilities means that timely delivery is essential. Brookside employs an army of delivery personnel, including more than 1,000 'bicycle boys' in the Nairobi area alone. Its sales depots now stretch from Mombasa on the East coast to Kisumu on the shores of Lake Victoria in the West. As demand outstrips supply it plans to introduce both morning and evening milk collections, potentially doubling smallholder income, and increase the number of collection centres.

Brookside-sponsored training field days are attended by up to 6,000 local farmers at a time to help spread best-practice in livestock management and provide networking opportunities for smallholders, many of whom are geographically isolated. The expanding business provides linkages between rural and urban economies and a sustainable route out of poverty for many. Additional benefits to local communities are health education programmes and funding for school, church and road building projects.