



AFRICAN CONSERVATION CENTRE

CONSULTANCY ON IMPROVING MILK VALUE CHAIN

African Conservation Centre, based in Nairobi, at Fair Acres Road, invites proposals for the following consultancy services:

Intervention to train Maasai women on milk production, handling and marketing as part of a Cooperative group.

BACKGROUND

The mission of African Conservation Centre (ACC) is to conserve biodiversity in East Africa and beyond through the collaborative application of scientific and indigenous knowledge, improved livelihoods and good governance through development of local institutions.

ACC, through its Community support programs, helped the establishment of Naropil Milk Marketing Co-operative Society Ltd registration No CS/19762 on the 10th day of March, 2016. The Co-operative has a registered membership of 430 members, largely women, drawn from cluster groups in Kajiado South Sub- County. The creation of this milk cooperative was important as part of a programme of increasing value of pastoralist livestock management and through that rangeland management, with benefit also to wildlife in the greater Amboseli Ecosystem. It is the women who manage the small stock and breeding stock. The cooperative aims to give them the possibility to earn income from selling excess milk and the drive to improve the quality of the dairy cows and milk production with rangeland management, which benefits their families and the ecosystem as a whole.

The milk cooperative was established two years ago, and has been in the process of obtaining and installing equipment and is currently waiting for installation of 3 phase electricity, which has been promised by the end of June. The local supervisor has received basic training at New Kenya Cooperative Creameries (New KCC) head office and will work with the consultant in the wider training. An agreement has been drafted and discussed between New KCC and the Cooperative for the transport and purchase of milk as soon as the production is underway.

The proposed Milk Cooler and Processing house is located in Tikondo area of Kimana town, Kimana Location, Loitokitok Sub-County (Kajiado South). The climate of the sub-county is

influenced by the rain shadow effects of Mt. Kilimanjaro. The location of the sub-county on the lee-ward side of Mt. Kilimanjaro and its proximity to the mountain have made the area a unique cool and dry arid and semi-arid land (ASAL). The project site is central to a 20 km radius outreach of pastoralist group ranches which contain wildlife and are important to the biodiversity-rich Amboseli Ecosystem. The milk from these outlying settlements will be collected by motor bike or carried and brought to one of a series of 8 collection centres along the road where it will be held in charcoal coolers before being collected by vehicle and transported to the central cooling plant and then to Nairobi.

Loitokitok area receives a bimodal rainfall with the long rains falling from March-May and the short rains from October-December. The project site has a piped water system from the Nol-Turesh Loitokitok Water and Sanitation Company Ltd. Besides this water from Nol-Turesh, the Cooperative Society has also sourced water from a nearby private borehole. Additionally, there exists a 10,000 Litre water tank, installed to harvest the rainwater from the roof.

CALL FOR PROPOSAL

African Conservation Centre (ACC) invites individuals or organizations to submit a technical and financial proposal for consulting services for intervention to train women on milk production, handling and marketing.

The Technical proposal should provide the following information:

- (a) A description of the methodology and work plan for performing the proposed assignment.
- (b) The CV of the individual consultant (or consultants) and a brief of any recent experience of assignments of a similar nature.
- (c) Any comments or suggestions on the Terms of Reference and a list of service and facilities requested to be provided by the procuring entity.
- (d) Any additional information requested in the special conditions of contract (e.g. use of personal vehicles, support staff requested, special equipment such as generators, video projectors etc).

The Technical proposal shall be separate from the Financial proposal and shall not include any Financial information. The Financial Proposal should indicate a clear breakdown of the total amount required for each phase of work.

SCOPE OF WORK

Objective: Train milk producing groups on: milk production and handling; use of charcoal coolers; and transport and sale of milk for New KCC.

The scope of the consultancy is:

- To provide training to women and supervisors on milk production, handling and marketing, initially at the central collection point and later in cluster groups out in the field;
- To supervise production of charcoal coolers and provide training on the use of these and in-field training of the supervisors to manage them,
- To provide training in transport and sale of milk for New KCC.

Activities:

1. Train the Cooperative central managers in use of milk cooler and production for New KCC.
 - a. **Output:** Milk cooler operational and properly managed and book-keeping set up.
2. Support and supervise, in conjunction with local supervisor, construction and use of charcoal coolers.
 - a. **Output:** 7 outlying charcoal coolers operational
3. Train milk producing groups in an extended Women's Milk Cooperative on milk production and handling, and train supervisors in testing the milk.
 - a. **Output:** Outreach clusters supplying milk to charcoal coolers and receiving benefits.

Qualifications of the successful consultant:

- At least 5 years of professional experience in livestock management and milk production and handling
- Experience in training and working with Maasai women
- Ability to produce a training document
- Fluent Swahili speaker essential, workable Maasai an advantage

- **Deliverables:**

The Consultant will be required to deliver the following:

- Capacity Development and Training Plan outline specific to the area, in conjunction with ACC.
- ACC will provide a map of the proposed area of Coverage and the consultant, together with the Kimana Cooperative supervisor, will confirm and record locations and names and details of each milk production group.

- Training in the management of the main Narropil collection centre and cooling plant at Kimana, as well as provision of basic training in financial management and marketing for the milk.
- Training in the management of the charcoal coolers, in conjunction with the local supervisor, for each of the 8 cluster groups in the Narropil Milk Cooperative. Training for each of the clusters can begin as soon as the cooler for that cluster is finished and operational.
- Threat assessment of milk production by livestock keepers in the area and advice on minimizing challenges.
- Detailed Capacity Development/Training Manual and relevant content for the identified value chain groups to be used for on-going guidance by the supervisor and for training of new partners.
- Follow up Extension Services Plan

Timeline:

The Consultancy will be undertaken during a period of 3 months (from mid July to mid September 2018).

Applications: Interested parties should please send their application by the 10th of July 2018 by 5pm (GMT +3), in PDF format, to this address:

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