

Global Teen Challenge

Micro-Enterprise Project Overview

Project:

Dairy Farming

Center Country and City/Town:

Seraphimovka, Kyrgyzstan

Briefly describe your fundraising project:

Five milk cows which are milked twice each day and the milk sold wholesale.

When did this project start at this site?

December 2008

Overview:

The proceeds from the milk sales are used to offset the food budget. The cows also provide fresh milk for the program.

What is the role of staff?

Supervision of students, administration of cows

What is the role of students?

To milk, feed and clean the cows

How many hours of work per week are required in production/labor?

50 Man hours per week

How many hours of work per week are required in sales/distribution?

7 hours per week

Description:

How long it took to set up the project:

four months

How long it took to produce a net profit: have not turned a net profit yet, though we do get weekly income from milk sales

What is the estimated set-up or start-up cost?

\$18,000 USD

What basic equipment and supplies are needed?

Feed, barn, portable milker, Veterinarian,
land to graze cows, and cows

What are the on-going maintenance requirements?

Cows must be supervised while in the pasture and milked twice each day. The milk must be processed in minimal ways if sold wholesale and more comprehensively if retailed.

Income: \$2000 in 2009 (for the year)

10% of overall budget earned from this project

Testimony:

Several students have learned how to take care of the cows. One in particular has found great satisfaction in regularly caring for the cows, who each seem to have personalities as well! He was just became an intern and will be offered fulltime employment should he continue on and finish the program successfully.

Why do you believe in this project?

People in this part of the world know cows as this is an agricultural country. While it seems labor intensive for the amount of income provided, it also yields real dairy products that help restore the health of the students. It also provides opportunity to learn new skills with which they can earn a living after graduating the program.

What things should other Teen Challenge Directors consider before deciding to do this project?

Where you will graze the cows, who will oversee the sales and distribution of the milk and milk products and how many milk cows do you really want? There is a huge difference between managing five milk cows and a full sized dairy herd. Milk cows are more labor intensive. Also students and workers have to be up at 4:30 AM for first milking and then the second milking happens at 7:00 PM. Are you able to make accommodations for the students and workers who diligently service this project?

What are the biggest problems connected to this project?

Consistency is the greatest issue followed by poor application of best practices for milk cows. If you don't milk the cows properly, then they will stop giving as much milk or may stop all together, in which case you have to feed a cow at least another nine months before she calves and begins milking again.

If you were starting this project again what would you do differently?

I started this project by buying two cows at a time every other month for six months. I would have bought more aggressively in the winter months when the prices are cheaper. Also I have come to understand that these cows are more breeding stock for the future of the milk project and will do what we can environmentally and through breeding to increase the milk output of these cows.

What is the Marketing Strategy for your ministry?

Whole sale when prices are low, retail when prices are high

Contact Information for the person at your center who knows most about this project:

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Global Teen Challenge

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A PowerPoint is available which goes along with this document. You can locate it at the website: **www.iTeenChallenge.org**

Go to the “**Resources**” section and select **R07: Sustainable Funding Solutions** and then select this project for additional information and free downloads available.