



# Dairy Development Sri Lanka

## Fonterra Co-operative

The goal of this dairy development initiative is to improve the livelihoods of smallholders and farming communities through providing a channel to market via local milk processing. **Fonterra** works closely with key external stakeholders including the Sri Lankan Government and other New Zealand industry experts to achieve the desired outcomes.

### The results:

- **Recruited and trained 23 supplier relationship officers to provide direct on-farm support and extension training.**
- **Established a training and demonstration farm to develop best-practice techniques and provide training to farmers, vets and other industry professionals.**
- **The facility (in its first year) has reached over 3,500 farmers, veterinarians, Livestock Development Instructors and university students.**
- **Secured a future-proofed supply chain with suitable infrastructure and transport to safeguard the quality of farmers' milk.**
- **Productivity improvements have already shown a 52% improvement against industry average.**

### How they did it:

A core part of the initiative is the extension training and direct on-farm support of sustainable farming practices. The training includes animal husbandry, hygiene and quality, feed management, health and safety and caring for the environment. These services are provided by local supplier relationship officers in the farming regions.

The objectives of the extension training are to:

- Improve overall farm productivity
- Improve the quality and safety of the milk they produce
- Improve the care of their animals
- Improve the care of the environment

- Increase their dairy farm income and profitability
- Develop industry-wide understanding of profitable dairy models for the nation

The specifically created training and demonstration farm supports the extension and training program, providing farmers and industry experts with classroom and on-farm training facilities for the transfer of practical farming systems knowledge and expertise.

**The project is governed by a joint board from Fonterra and the Sri Lankan Dairy Development Program.**



"Fonterra is focused on enabling the dairy industry to better meet national nutritional requirements and become an active contributor to the economy. With the local dairy industry meeting just 30% of the current consumer demand, the industry has immense potential for growth. Realizing this potential, the accelerated development efforts aim to support small-scale dairy farmers to build and maintain profitable and sustainable farm businesses."

– Sunil Sethi, Managing Director of Fonterra Brands Sri Lanka and India Subcontinent