

Dairy Sector in Uganda

10th December 2018

1. Descriptives

Table 1: Basic Descriptives of Value Chain

	mean	sd
Farmers (HH Head)		
Number of Observations	1,264	
Male	77%	
Some Education	65.3%	
Completed Primary	17.9%	
At Least 10 Years Experience	80%	
Traders		
Number of Observations	541	
Male	99%	
Some Education	79%	
Completed Primary	21%	
Years Experience in Dairy	3.1	3.71
MCCs		
Number of Observations	55	
Male	85%	
Some Education	100%	
Completed Primary	60%	
MCC Manager	76%	
Years Experience in Dairy	3.6	4.5

2. Farmers

Table 2: Dairy Farmers

	count	mean	sd
Household Members	1,264	7.3	3.3
HH Head Age	1,128	49	13.7
HH Head Married	1,145	87.8%	
HH Head Anglican	1,264	38%	
HH Head Pentecostal	1,264	43%	
Distance of homestead to nearest...			
...tarmac road	1,136	19.2	18.4
...murram road	1,252	2.2	3.3
...milk collection center	1,134	10.0	9.7
...milk shop	984	7.0	6.8
...neighbor	1,263	0.4	0.7
...market	1,243	6.4	5.5
...trading center	1,254	2.9	3.1
Distance of homestead to house of village chairman	1,083	1.7	1.4
Good Cellular reception	1,195	43.8%	
<i>Main Income</i>			
Dairy	1,264	69.5%	
Crops	1,264	22.5%	
<i>Household</i>			
Rooms	1,263	2.9	1.3
Solar Power	1,257	79%	
Iron Roof	1,263	60%	
<i>Land (Acres)</i>			
Grazing Area	1,216	45.2	56.5
Crop Area	1,252	5.5	12.0
<i>Cattle</i>			
Local cows owned	1,258	8.6	14.9
Price of local cow	970	1,131,505	281,733
Local heifers	1,248	5.0	8.1
Price of local heifer	774	793,165	213,360
Local calves owned	1,253	4.1	5.8
Price of a local calf	790	304,550	107,108
Improved cows	1,261	6.2	9.0
Price of improved cow	861	1,525,528	411,250
Improved heifers	1,257	3.7	6.5
Price of improved heifer	661	1,022,239,814	337,803
Improved calves	1,256	3.6	5.9
Price of improved calf	706	419,093	148,385
Current Total herd size (cows+heifers+calves)	1,235	30.6	34.8
Total herd size (cows+heifers+calves) 1 year ago?	1,201	31.8	40.8
How many of these were improved?	1,163	10.6	21.7

Table 3: Dairy Farmers

	Dry Season			Rainy Season			T-test
	count	mean	sd	count	mean	sd	p-value
Cows Milked	1,245	4.4	6.2	1,254	4.2	6.2	0.61 0.55
Cows Older than 8 Years	842	1.6	2.7	888	1.3	2.5	0.006***
Liters Produced (per cow, per day)	883	2.5	2.1	927	3.4	2.5	0.00***
Exotics Milked	1,249	3.1	5.5	1,252	3.4	5.4	0.25
Exotics Older than 8 Years	681	0.9	2.3	727	0.9	2.5	0.84
Liters Produced(per cow, per day)	695	4.8	4.7	741	6.7	6.1	0.00***
Liters Produced Total Per Day	1,141	30.5	74.7	1,210	44.7	103.2	0.00***
Price per Liter	692	888.5	220.0	740	671.5	228.4	0.00***
Lowest Price	1,110	814.7	214.7	1,205	647.7	235.2	0.00***
Highest Price	1,109	968.2	214.2	1,206	792.3	233.7	0.00***
Amount Sold Per Day	1,122	10	11.3	1,202	15.2	16.3	0.00***
Total Average Income Per Day	656	12,550.7	12,631.5	734	13,257.9	12,263.9	0.29
*Total Average Income Per Day	602	12,995.9	12,881.5	602	14,693.9	12,669.0	0.00***
Own Consumption Per Day	1,129	3.1	1.5	1,203	3.4	1.5	0.00***
Amount Given Out Per Day	1,113	0.6	1.2	1,179	0.8	1.3	0.00***
Amount Feed Calves Per Day	544	0.8	1.2	573	0.8	1.2	0.69
Amount Processed Per Day	1,071	1.3	1.7	11146	1.8	1.9	0.00***

Notes. Un-paired t-test, except for * which is a paired t-test.

Table 4: Dairy Farmers

	count	mean	sd
Sales			
In last 7 days sold milk to...			
...Neighbor/direct retail	1,264	31.5%	
...Trader that sells as retail	1,264	8.0%	
...Trader that sells to MCC	1,264	29.4%	
...Trader that sells to milk shop	1,264	2.8%	
...Transporter that retails	1,264	1%	
...Transporter that supplies MCC	1,264	9.1%	
...Transporter that supplies milk shop	1,264	1.3%	
...Direct to MCC	1,264	10.2%	
...Direct to milk shop	1,264	2.1%	
Sells to only 1 outlet	1,264	95.8%	
Sales to Neighbors...			
Number Transactions in Last 7 days	388	5.8	2.5
Number of Buyers	375	3.1	2.5
Price Received	394	905.8	205.7
Liters Sold	389	33.4	147.9
HH Head Decided	386	85.0%	
HH Head Sold	364	80.0%	
Cash Payment	394	98.7%	
Payment Direct	397	34.3%	
Payment Weekly	397	19.4%	
Payment Monthly	397	30.5%	
No Agreement	393	53%	
Years Selling to this customer	387	2.9	3.8
Never Rejected	349	74.5%	
Pay Premium	395	9.4%	
Assist With..			
Training	87	11.5%	
Inputs	87	79%	
Credit	87	15%	
Milk boiled	397	11.3%	
Sales to Traders to MCC...			
Number Transactions in Last 7 days	371	6.4	1.8
Number of Buyers	366	1.6	2.2
Liters Sold	368	56.1	160.0
HH Head Decided	361	94.7%	
HH Head Sold	350	92.0%	
Cash Payment	370	99.5%	
Payment Daily	365	1.4%	
Payment Weekly	365	88.0%	
No Agreement	370	42.7%	
Years Selling to this customer	364	2.5	2.6
Never Rejected	341	73.9%	
Pay Premium	369	5.7%	
Assist With..			
Training	38	7.9%	
Inputs	38	39.5%	
Credit	38	55.2%	
Uses Boda Boda	371	88.7%	
Jerry Can container	371	86.5%	
Farmer Paid Transport	369	4.1%	
Amt paid	14	5,977	2,642

Table 5: Dairy Farmers

	count	mean	sd
Sales			
Sales to Traders to Retail...			
Number Transactions in Last 7 days	99	5.9	2.1
Number of Buyers	99	1.9	2.8
Price Received	100	782	215.6
Liters Sold	100	76.3	226.8
HH Head Decided	99	87.9%	
HH Head Sold	94	87%	
Cash Payment	100	98%	
Payment Daily	97	5%	
Payment Weekly	97	72.2%	
No Agreement	100	58%	
Years Selling to this customer	99	2.7	2.7
Never Rejected	89	77.5%	
Pay Premium	100	7%	
Assist With..			
Training	10	20%	
Inputs	10	30%	
Credit	10	70%	
Uses Boda Boda	101	61.4%	
Jerry Can container	101	88.1	
Farmer Paid Transport	101	5.9%	
Amt paid	6	15,550	22,804
Sales to Traders to Milk Shops...			
Number Transactions in Last 7 days	36	6.4	1.7
Number of Buyers	36	1.6	0.9
Price	36	788.9	189.4
Liters Sold	36	71.6	200.5
HH Head Decided	33	93.9%	
HH Head Sold	33	87.9%	
Cash Payment	36	100%	
Payment Daily	36	5.6%	
Payment Weekly	36	63.9%	
No Agreement	36	36.1%	
Years Selling to this customer	34	3.3	5.8
Never Rejected	27	59.2%	
Pay Premium	36	8.3%	
Assist With..			
Training	2	0%	
Inputs	2	0%	
Credit	2	0%	
Uses Boda Boda	36	88.9%	
Jerry Can container	36	83.3%	
Farmer Paid Transport	35	5.7%	
Amt paid	1	8,000	

Table 6: Dairy Farmers

	count	mean	sd
Sales			
Sales to Transport Who Sells to MCCs...			
Number Transactions in Last 7 days	115	6.7	1.1
Number of Buyers	113	1.4	2.0
Price	114	825.9	223.1
Liters Sold	112	70.2	204.7
HH Head Decided	112	99.1%	
HH Head Sold	107	94.4%	
Cash Payment	115	98.3%	
Payment Daily	114	2.6%	
Payment Weekly	114	82.5%	
No Agreement	115	40.0%	
Years Selling to this customer	115	2.6	2.8
Never Rejected	113	70.8%	
Pay Premium	114	7.9%	
Assist With..			
Training	18	11.1%	
Inputs	18	22.2%	
Credit	18	33.3%	
Uses Boda Boda to get to Transporter	114	83.3%	
Jerry Can container	111	79.3%	
Estimated Transport Cost to Transporter	91	2,069.6	1517
Milk Tested Lactometer	110	91.8%	
Milk tested Alcohol	106	86.8%	
Transport Uses Boda Boda	115	87.8%	
Estimated Cost For Transporter	65	2,687.7	1253
Sales Direct to MCCs...			
Number Transactions in Last 7 days	130	6.4	2.1
Number of Buyers	113	2.8	4.5
Price	130	928.1	164.9
Liters Sold	130	99.4	237.7
HH Head Decided	127	97.6%	
HH Head Sold	111	98.2%	
Cash Payment	128	97.7%	
Payment Daily	130	0.8%	
Payment Weekly	130	67.7%	
No Agreement	130	51.5%	
Years Selling to this customer	127	3.0	3.3
Never Rejected	125	56.8%	
Pay Premium	130	6.9%	
Assist With..			
Training	42	33.3%	
Inputs	42	42.9%	
Credit	42	76.2%	
Uses Boda Boda to get to MCC	130	67.7%	
Jerry Can container	130	77.7%	
Estimated Transport Cost to MCC	114	2,681.1	1205
Milk Tested Lactometer	130	97.7%	
Milk tested Alcohol	128	95.3%	
Unable to Sell Milk in Last 30 days			
Unable to Sell Milk in Last 30 days	1,254	22.2%	
Number of Times Unable To Sell	272	5.3	6.0
No buyer to Sell to	277	49.5%	

Table 7: Dairy Farmers

	count	mean	sd
Food Safety/Animal Welfare			
Cows Milked Outside	1,264	84.7%	
Milking Area Cleaned At Least Weekly	1,264	36.5%	
Milking Area Never Cleaned	1,264	31.2%	
Cleaned By Sweeping	1,264	24.6%	
Cleaned by Moving Animals	1,264	26.9%	
Udders Cleaned Before Milking	1,259	34.4%	
Udders Cleaned with Cold Water	4.3	57.5%	
Milking Cream Used	1,253	14.6%	
No Treat Udders After Milking	1,264	81.6%	
Let Cow Stand Before Releasing After Milking	1,247	57.4%	
Milk Storage Containers	1,264		
Glass		1.6%	
Plastic Jar		36.2%	
Plastic Bucket		52.7%	
Steel Bucket		15.5%	
Jerry Can		19.4%	
Steel Can		5.4%	
Farmer Washes Hands with Soap Before Milking	1,264	61.1%	
Wash Containers with Soap	1,264	89.6%	Dry Containers 1,249 95.0%
Tick Problem (Scale 1-5)	1,264	4.1	1.3
East Coast Fever Problem (Scale 1-5)	1,264	3.1	1.5
Spray Cow with Acaricides	1,264	96%	
Free Range Feeding	1,264	80.4%	
Zero Graze Feeding	1,264	3.1%	
Often or Always Problem Getting Water for Cattle	1,264	38.6%	

Table 8: Dairy Farmers

	count	mean	sd
Animal Health			
Vaccinated Cattle	1,257	90.8%	
Vaccinated By Govt	1,113	60.3%	
Distance to Vet Services (KM)	1,095	17.5	15.3
Distance to Vet Drugshop (KM)	1,196	8.7	7.8
Used Vet services in last 12 Months	1,259	93.0%	
How Often	1,023	3.7	3.7
Cost of Vet Services in last 12 months	1,011	570,420	728,719
Receive training on animal health	1,249	20.6%	
Training from Govt Extension Worker	246	56.1%	
Labor			
Who in family Provides Labor for Cows			
Adult Male	1,264	96.0%	
Adult Female	1,264	21%	
Child Male	1,264	6.6%	
Child Female	1,264	2.4%	
Hours Spent By Adult Male...			
Milking in AM	1,175	1.0	0.7
Milking in PM	1,191	0.4	0.5
Marketing Milk	1,178	0.7	0.8
Prep Feed and Feeding	1,191	6.7	4.0
Cleaning Shade and Utensils	1,164	0.6	0.8
Hours Spent By Adult Female...			
Milking in AM	263	0.06	0.2
Milking in PM	264	0.05	0.2
Marketing Milk	263	0.3	0.8
Prep Feed and Feeding	263	0.9	2.2
Cleaning Shade and Utensils	262	0.7	0.6
Hours Spent By Male Child...			
Milking in AM	82	0.6	0.7
Milking in PM	82	0.4	0.7
Marketing Milk	82	0.3	0.7
Prep Feed and Feeding	78	3.2	3.8
Cleaning Shade and Utensils	82	0.7	0.8
Hours Spent By Female Child...			
Milking in AM	30	0.2	0.6
Milking in PM	31	0.03	0.1
Marketing Milk	29	0.2	0.6
Prep Feed and Feeding	30	0.7	2.3
Cleaning Shade and Utensils	31	0.8	0.8
Hired Labor	1,259	51.9%	
Hours Per Day	650	8.9	3.4
Cost Per Day	652	3086.0	1764.1
Hourly Rate	649	499.5	752.2

Table 9: Dairy Farmers

	count	mean	sd
Reason for Keeping Cattle			
Wealth	1,264	89.0%	
Prestige	1,264	31.5%	
To produce milk	1,264	87.3%	
Produce meat	1,264	15.3%	
Bride price	1,264	7.8%	
Had Cows 10 Years Ago	1,248	80.8%	
Years Dairy Farming (if ≥ 10)	230	3.5	2.5
Exotic Cows Then	972	2.1	6.4
Local Cows Then	911	26.5	21.3
Average Liters Produced per Day Then	1,010	18.3	23.2
Liters Sold per Day Then	1,066	9.5	26.3
Livestock Assets			
Milking Shed	1,248	11.6%	
Cattle Barn	1,254	12.0%	
Feeding Boxes	1,255	54.4%	
Steel Cans	1,259	9.7%	
Num Steel Cans	122	1.6	0.9
Steel buckets	1,252	25.1%	
Num Steel Buckets	314	1.8	1.0
Jerrycans	1,262	62.6%	
Num jerrycans	789	2.2	1.4
Plastic Buckets	1,262	80.7%	
Num Plastic Buckets	1,020	1.8	0.9
Mobile Phones	1,260	1.9	1.2
Motorbkes	1,264	0.4	0.5
Bikes	1,264	0.8	0.5
Cars	1,264	0.04	0.3
Radios	1,263	0.8	0.6
Water Pumps	1,264	0.06	0.2
Pangas	1,259	1.8	1.1
Wheelbarrows	1,264	0.3	0.5
Sickles	1,263	0.5	0.7
Hay Forks	1,264	0.2	0.5
Tarpaulins	1,264	0.8	0.9
Cutting Machines	1,264	0.02	0.2
Hosepipes	1,264	0.08	0.3
Sprayers	1,264	1.0	0.5

Table 10: Dairy Farmers

	count	mean	sd
Cooperative			
Member of Coop	1,247	27%	
How Many Dairy Coops?	338	0.3	0.5
How Many Non-dairy Coops?	336	0.8	0.6
Access to Finance			
Access to Finance	1,250	63.9%	
From Coop	799	19.4%	
From bank	799	19.5%	
From Friend	799	42.7%	
Loan in Last Year	788	37.7%	
Loan Amount	294	1,646,054	2,074,603
Invested in Milk Business	297	38.7%	
Bought Improved Breed	115	23%	
Bought Treatment for Animals	115	48.7%	
Children Under 5			
Child Under 5yrs in HH	1,261	53.1%	
Still Breastfeed	670	29.1%	
Drink Animal Milk	667	92.3%	
Liters Drank in Last 7 days	591	6.8	5.2
Consumption in Last Week			
Maize	1,264	98%	
Value	1,202	24571	15444
Milk	1,264	97.1%	
Value	1,201	20665	12203
Millet	1,264	15.5%	
Value	188	10474	9507
Rice	1,264	45.4%	
Value	565	11581	8377
Cassava	1,264	74.4%	
Value	916	9828	7947
Sweet Potatoes	1,264	34.8%	
Value	426	8203	6997
Beans	1,264	94.3%	
Value	1,169	13705	9272
Groundnuts	1,264	46.2%	
Value	569	7727	7502
Fruits	1,264	30.0%	
Value	355	5150	3970
Vegetables	1,264	72.2%	
Value	875	5301	4663
Sugar/Salt	1,264	94.5%	
Value	1,191	4917	4116
Oil	1,264	89.6%	
Value	1,085	5667	4922
Bongo	1,264	58.0%	
Value	664	9730	5035
Soap	1,264	99.7%	
Value	1,255	4444	1986
Airtime	1,264	93.3%	
Value	996	8271	7368
Total HH Consumption Value	1,264	107427.1	47880

3. Traders

Table 11: Dairy Traders

	count	mean	sd
Trade Only	540	30%	
Transport Only	540	44%	
Trade and Transport	540	26%	
Trade Other Dairy Products	541	7%	
Trade Other Products	541	10%	
Number of Competitors when First Started	482	10.3	13.2
Number of Competitors Now	471	15.3	18.7
Traders: Never Make Agreements with Others	301	51%	
Transport: Never Make Agreements with Others	377	67%	
Always Share Info with Others	537	50%	
Part of Cooperative	540	40%	
Received Training on Storage and Handling	540	44%	

Table 12: Dairy Traders

	Dry Season			Rainy Season			T-test
	count	mean	sd	count	mean	sd	p-value
Price of Milk	541	1056	176.7	541	716.9	204.4	0.00***
Bought Milk from Farmers	541	94%		541	97%	0.001***	
Number of Suppliers	514	5.3	5	514	7.1	10	0.00***
Liters Collected Per Day	524	106.6	99.3	524	189.7	142.2	0.00***
Liters Sold Per Day To...							
... Shops	526	3.9	29.1	526	4.0	18.1	0.97
... Individuals	526	1.4	8.3	526	2.1	10.6	0.15
... Cooperative Collection Centers	524	37.0	60.2	523	54.1	77.7	0.00***
...Private Collection Centers	525	42.7	59.1	525	70.4	82.2	0.00***
...Processors	525	5.0	30.9	525	8.1	35.0	0.03**
...Institutions	526	0.3	4.5	526	0.8	6.5	0.12
...Restaurants	526	0.5	5.3	526	0.7	5.5	0.57

Paired t-test

3.1. Traders in Cooperatives

Table 13: Dairy Traders

	count	mean	sd
Milk Sometimes Rejected	540	45%	
Reason for Always Rejected....			
...Too Late	51	41%	
... Low Lactose	51	37%	
Rejected Milk Given Away	56	41%	
<i>Supplies Owned</i>			
50L Milk Cans	541	0.88	1.4
25L Milk Cans	541	0.10	0.50
10L Milk Cans	541	0.10	0.8
Jerrycans	541	6.58	5.25
Motorbikes	541	0.82	0.65
Bicycles	541	0.56	0.57
Mobile	541	1.0	0.58
Measuring Cups	541	1.1	6.5
Sieve	541	1.1	1.0
<i>Transport</i>			
Use Motorbike	538	71%	
Use Bicycle	538	27%	
Transport Capacity	535	164.1	86.0
Transport Capacity with Motorbike	383	193.7	77.9
Transport Capacity with Bicycle	144	89.0	50.0
<i>Delivery</i>			
To Individuals	540	49.4%	
To Cooperatives	540	28.0%	
Years Experience with This Type of Buyer	531	2.7	2.6
<i>Testing</i>			
Milk Tested	540	99.4%	
Lactometer Test	537	99.8%	
Alcohol test	537	97.6%	

Table 14: Dairy Traders

	Traders Only			Transport Only			T-Test
	count	mean	sd	count	mean	sd	p-value
Doesn't count those who reported doing both trading and transport							
<i>Payment</i>							
Paid by Cash	158	98.7%		233	99.6%	0.35	
Paid Weekly	158	72.8%		233	60.5%	0.012**	
Oral Agreements of Sales	160	47.5%					
Written Agreements of Sales	160	15%					
No Agreements of Sales	160	37.5%					
Oral Agreements of Buying	160	49.4%	236	55.5	0.23		
Written Agreements of Buying	160	11.2%	236	6.8%	0.12		
No Agreements of Buying	160	39.4%	236	37.7%	0.74		
Cost of Transport (UGX)/Liter	158	122.7	56.7	228	69.2	43.6	0.00***
Volume (Liters of Milk)	155	145.8	71.7	235	135.9	131.4	0.39
Distance (km)	155	9.5	11.3	233	6.6	7.3	0.002***

Table 15: Dairy Traders

	count	mean	sd
<i>Hygiene</i>			
Wash Containers	541	99.4%	
With Soap	538	97%	
Dry Containers	538	99%	
<i>Records</i>			
Keep Records	540	90.2%	
Access to Finance	540	66.2%	
Loan in Last Year	540	32.4%	
Amount of Loan	175	1,334,423	1,418,193
Loan Invested in Milk Business	175	64.6%	

Table 16: Dairy Traders

	Dry Season							Rainy Season						
	Coop			Non-Coop			p-value	Coop			Non-Coop			p-value
	count	mean	sd	count	mean	sd	p-value	count	mean	sd	count	mean	sd	p-value
Price of Milk	214	1086	155.5	326	1039.7	181.2	0.002***	214	733.2	213.9	0.16			
Bought Milk from Farmers	214	97%		326	93%		0.06*	214	97%		326	98%		0.63
Number of Suppliers	209	5.9	5.4	306	4.8	4.7	0.02**	211	7.9	9.2	321	6.0	6.5	0.005***
Liters Collected Per Day	209	122.7	113.5	314	95.8	87.4	0.002***	213	208.0	152.2	324	173.5	132.9	0.006***
Liters Sold Per Day To...														
... Shops	209	3.4	18.8	316	4.3	34.2	0.72	212	3.6	16.8	324	4.0	18.7	0.80
... Individuals	209	2.0	9.7	316	1.1	7.3	0.19	212	3.4	13.4	324	1.2	8.0	0.02**
... Cooperative Collection Centers	208	55.5	67.5	315	24.8	51.6	0.00***	210	77.2	83.9	324	37.8	68.4	0.00***
...Private Collection Centers	210	30.8	54.6	315	50.7	60.8	0.00***	212	52.2	79.0	324	82.3	81.7	0.00***
...Processors	210	2.2	16.6	315	5.2	25.0	0.12	212	6.2	29.9	324	9.0	37.4	0.35
...Institutions	210	0.04	0.4	316	0.5	5.7	0.27	212	1.4	7.6	324	0.4	5.6	0.103
...Restaurants	210	1.0	8.0	316	0.2	1.8	0.08*	212	0.75	4.2	324	0.7	6.2	0.84

Notes. Unpaired t-test

4. MCCs

Table 17: Milk Collection Centers

	count	mean	sd
Type of MCC			
Private	55	58%	
Cooperative	55	24%	
Sub-collection From Larger MCC	55	47%	
MCC has other Collection Points	29	41%	
Number of Other Collection Points	12	3.6	1.6
Capacity of Other Collection Points	11	7900	6113.5
Number of Workers	55	3.2	2.7
Buy from Members Only	55	20%	
Number of non-members who supply per day	42	28.3	28.0
Supply (liters) from non-members per day	41	2184.6	2248.1
Number of members who supply per day	53	26.1	43.7
Supply (liters) from members per day	39	3041.6	7218.1
Pays Premium for Quality Milk (Sometimes or Always)	55	33%	
Pays Premium for Large Quantities of Milk(Sometimes or Always)	55	38%	
Total Capacity of MCC (L)	55	5370	5166.3
Usage (%) in Dry Season	55	26.8%	20.2%
Usage (%) in Rainy Season	55	62.1%	32.0%
Payment			
Pay on Delivery	55	14%	
Pay Daily	55	2%	
Pay Weekly	55	71%	
Pay Twice per Month	55	33%	
Pay Monthly	55	2%	

Table 18: Milk Collection Centers

	count	mean	sd
Selling Milk to...			
Wholesalers	55	24%	
Brokers	55	5%	
Processors	55	71%	
Agent of Processor	55	9%	
Agent of Cooperative	55	0%	
Independent Trader	55	5%	
Retail Shop	55	0%	
Milk Shop	55	2%	
Institution	55	0%	
JESA Dairy	39	38.5%	
Brookside Dairy	39	41.0%	
Ever Unable to Sell Milk	55	38%	
Number of Times Unable to Sell Milk	20	4.2	4.4
Farmers Choice on Who to Sell to ...			
A lot	55	45.5%	
A little	55	45.5%	
None	55	9%	
Years Experience in MCC	55	3.6	4.5
Total Capacity of MCC when First Started	50	3423	1371
Num of Suppliers when First Started	47	28.4	33.3
Avg Liters Per Day when First Started	49	1649	1321
Average Price in Last Dry Season	48	1105	130
Average Price in Last Rainy Season	50	766	168
Average Daily Collection Last Dry Season	46	1828	1985
Average Daily Collection Last Rainy Season	51	3473	4036
Sell in Kampala Suburbs	55	80%	

Table 19: Milk Collection Centers

	mean	sd	
<i>Supplies Owned</i>			
Milk Cans	5.3	6.9	
Jerrycans	2.2	6.1	
Scale	0.4	1.0	
Lactometer	2.2	1.1	
Warehouse	0.7	0.5	
Milk Trucks	1.6	1.1	
Mobile	0.8	0.9	
Motorbikes	0.3	0.6	
<i>Services Offered</i>			
Training on Milk Prod	31%		
Training on Milk Hygiene	47%		
Credit/Loans	67%		
Equipment to Suppliers	16%		
Milk Cans	24%		
Vet Services	16%		
Transport Services	9%		
Milk Coolers	9%		
Cross-brd Cows	2%		
Medicines	15%		
<i>Why Farmers Choose This MCC</i>			
Always Purchase	29%		
Higher Prices	42%		
Access to Loans	38%		
Buyer Collects Milk	13%		
Provide Advice/training	33%		
Timely Payments	67%		
No Other Choice	7%		
No Quality Checks	0%		
<i>Testing Milk</i>			
Visually	49%		
Lactose Test	100%		
Alcohol Test	96%		
n=55			
	count	mean	sd
Transport to Kampala	55	80%	
By Own Truck	44	77%	
By Hired Truck	44	14%	
By Processors Truck	44	14%	
Current Cost of Transporting 1 Liter	47	75.6	31.7
Cost of Transporting to Buyer on Average Day	43	214274	84795