



Republic of Kenya

KENYA JOBS AND ECONOMIC TRANSFORMATION (KJET)

Micro and Small Enterprises Authority

Cluster / Enterprise: KIPSONOI DAIRY PRODUCT COOPERATIVE SOCIETY LTD

County: bomet | Constituency: sotik | Ward: kipsonoi

Application No: KJET-20251224134753-G9QK Status: Submitted Cohort: cohort 2

Submitted: Dec 24, 2025 13:47

1. ORGANISATION DETAILS

These answers mirror Step 1 of the KJET application form.

What is the name of your cluster?

KIPSONOI DAIRY PRODUCT COOPERATIVE SOCIETY LTD

What is your registration status?

Cooperative

What is your registration number?

CS/21860

What year was your cluster/association/cooperative established?

2016

2. LOCATION INFORMATION

Location details as captured in the application.

Which county are you located in?

bomet

What constituency are you in?

sotik

What ward are you in?

kipsonoi

What is your location / nearest landmark or village?

KIPTULWA LOCATION..KIPSONOI RIVER

Where is your place of operation?

Other Government Facility

3. BUSINESS INFORMATION

Key information about your business operations and value chain.

What is the name of your operation?

KIPSONOI DAIRY COOLING PLANT

Which value chain do you operate in?

Dairy

Briefly describe your main economic activities:

MILK PURCHASING & MARKETING FOR THE MEMBERS, FARMER TRAINING, OFFERING OF AFFORDABLE AI SERVICES, AGROVET SERVICES ON CHECK OFF SYSTEM 30% OF THE ANNUAL TURNOVER, PROVISION OF BOMARODES SEEDS & BALED, MILK ADVANCES & LINKING OF MEMEBRS TO FINANCIAL INSTITUITIONS THAT PROVIDE LOANS FOR SCHOOL FEES AND PURCHASE OF QUALTY DAIRY BREEDS ETC

4. CONTACT INFORMATION

Primary contact details for follow-up and communication.

Primary phone number for the cluster:

0727896081

Alternate phone number:

0721566528

Official email address for the cluster:

kipsonoidairy@gmail.com

5. LEADERSHIP & OWNERSHIP

Leadership structure and governance as provided in Step 3.

List of key officers (as provided in the form):

- chairperson
- secretary
- manager
- treasurer

Name of the Chairperson:

FRANCIS KIBYEGON KOSKEI

Name of the Secretary:

DICKSON CHERUIYOT MUNNAI

Name of the CEO:

N/A

Name of the Director:

N/A

Name of the Manager:

NGETICH ROBERT

Name of the Treasurer:

RHODAH CHEBET LANGAT

6. WOMEN-OWNED ENTERPRISE

Information on women ownership as captured in the form.

Is this a women-owned enterprise?

no

7. MEMBERSHIP & EMPLOYMENT BY YEAR

Totals for members and employees for each year provided in the form.

2022

Total members in 2022:

2349

Total employees in 2022:

7

2023

Total members in 2023:

2432

Total employees in 2023:

7

2024

Total members in 2024:

2602

Total employees in 2024:

6

8. GENDER & AGE DEMOGRAPHICS (2022–2024)

Breakdown of members by gender and age group for each year.

2022

Male members in 2022:

1122

Female members in 2022:

1127

Members aged 18–35 in 2022:

288

Members aged 36–50 in 2022:

850

Members aged over 50 in 2022:

1211

2023

Male members in 2023:

1220

Female members in 2023:

1212

Members aged 18–35 in 2023:

389

Members aged 36–50 in 2023:

784

Members aged over 50 in 2023:

1259

2024

Male members in 2024:

1194

Female members in 2024:

2602

Members aged 18–35 in 2024:

491

Members aged 36–50 in 2024:

774

Members aged over 50 in 2024:

1337

9. FINANCIAL INFORMATION (2022–2024)

Annual revenues and profits as captured in Step 5.

2022

Total revenue in 2022 (KES):

KES 74,514,846.95

Total profits in 2022 (KES):

KES 5,616,127.08

2023

Total revenue in 2023 (KES):

KES 48,749,883.80

Total profits in 2023 (KES):

KES 4,592,548.06

2024

Total revenue in 2024 (KES):

KES 28,181,331.97

Total profits in 2024 (KES):

KES 3,682,224.57

10. BUSINESS OPERATIONS & SYSTEMS

Operational details and systems information provided in the application.

List your most critical equipment for operations:

DISPENSING MACHINE ,ACQUIRING OF SOFTWARE, VALUE ADDITION, RECRUITMENT OF MEMBERS THUS BUILDING MORE SHARES

Describe your price / cost margins:

KSH 5 PER LITRE

Which accounting package or system do you use?

QuickBooks

11. E-COMMERCE & MARKET INFORMATION

Market channels and buyer descriptions captured in the form.

Which e-commerce or digital channels do you use?

no

Roughly what percentage of your sales are B2B?

N/A

Roughly what percentage of your sales are B2C?

N/A

Roughly what percentage of your sales are exports?

N/A

12. SUPPORTING DOCUMENTS

List of all files uploaded with this application.

Income Statements:

Attachment

Registration Certificate:

phpXj6uY0

13. DECLARATIONS & TERMS

Confirmation of acceptance of the KJET terms and conditions.

Did the applicant accept the terms and conditions?

Yes

14. BUSINESS STRATEGY & CHALLENGES

Does the organization have clear objectives and performance targets in place? Please specify the targets and how they are reviewed: (200 words or less)

MILK VOLUMES INCREASE, VALUE ADDITION, RECRUITMENT OF MORE MEMBERS, REVIEWED ON QUARTERLY BASIS

Who are your organization's main competitors? (If this differs by product/sales channel, please specify): (200 words or less)

MILK VENDORS & PRIVATE COOLERS

What are critical success factors in your industry? What makes your organization unique versus competitors?: (200 words or less)

PROVISION OF QUALITY AFFORDABLE AI SERVICES, PROMPT PAYMENT OF MILK PROCEEDS, FARMERS TRAINING

Please describe your backward linkages – current suppliers of raw materials. Specify the main items your organization procures. For each item, indicate: Whether it is locally sourced or imported, Whether it is procured from large firms, MSMEs, cooperatives, or other types of suppliers, Any notable challenges or dependencies in your supply chain: (200 words or less)

DAIRY MEALS, ACARICIDES, DEWORMERS

What is your marketing plan for future market expansion? Please describe the markets you aim to grow in, the reasons for targeting them, and your strategies for achieving this growth. Include details such as: Customer outreach methods, Operational enhancements, Planned investments, Progress made so far (e.g., discussions or MOUs with potential customers): (200 words or less)

MILK DELIVERY TO INSTITUTIONS SCHOOLS AND HOSPITALS

What is the problem statement - description of the current challenges of the cluster's business activities and the needs to be addressed? Additionally, specify specific areas where project Business Development Services support could be helpful: (200 words or less)

COMPETITION AND PRICE FLUCTUATION

Describe the challenges your cluster is currently facing and the specific needs to be addressed. Highlight areas where project Business Development Services support could be beneficial: (200 words or less)

PRICE FLUCTUATION AND DELAYED PAYMENT BY PROCESSORS, VALUE ADDITION WILL ASSIST

What sustainable practices have you adopted? Sustainable practices refer to environmentally friendly initiatives or actions taken by your cluster to minimize negative impacts on the environment and impacts from the environment (e.g., resilience to drought). Please describe any green initiatives implemented by the cluster, if any: (200 words or less)

PLANTING OF PARCHONK NAPPIER GRASS, USE BIOGAS THAT PREVENT ENVIRONMENTAL POLLUTION

Describe any green initiatives or sustainable practices your cluster has implemented: (200 words or less)

PLANTING OF TREES AND USE BIOGAS WITHIN THE AREA