



Food and Agriculture Organization
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SUPPORT TO INCOME CREATION IN MONGOLIA (SECIM): IMPROVING LOCAL DAIRY PROCESSING THROUGH PROMOTING WOMEN

December 2019

SDGs:



Countries:

Mongolia

Project Codes:

TCP/MON/3606

FAO Contribution:

USD 154 000

Duration:

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Contact Info:

FAO Representation in Mongolia

FAO-MN@fao.org

Implementing Partner

The Ministry of Food, Agriculture and Light Industry.

Beneficiaries

Milk producers (specifically women in rural nomadic pastoral areas), as well as herder cooperatives and pasture-user groups.

Country Programming Framework

Output 4.1: Enhanced agro-processing and value-addition of agricultural products.



BACKGROUND

Approximately 160 000 herder households in Mongolia process milk from horse, cow, yak, camel and goats in isolated homesteads when nomadic camps are set up. These milk products are largely used at the household and local level. However, improving the quality and safety of dairy products, as well as increasing their production, offers economic opportunities, particularly for women from these rural communities. Notably, in many *soums* (districts), unemployment is high for women who accompany their children to school/education centres. Women are typically responsible for the preservation of dairy products – they prepare a range of traditional products, including yogurt, dried curds, fresh cheese and whey, sour cream, cream, butter and fermented milk. The limited training available to these women and the general lack of innovation in dairy processing, however, means that these products are not up to date in terms of meeting food standards, packaging and marketability. Additionally, the equipment, work space and storage methods used for dairy processing are suitable only for domestic consumption. Hence, there is a requirement for improving the production and marketability of traditional dairy products. This can be achieved through the use of better practices in milk processing, dairy production and marketing, as well as the introduction of higher quality equipment and tools.

IMPACT

The project supported decent employment and increased income opportunities along the dairy value chain. In particular, the income of rural women was increased through value addition in the manufacturing of various dairy products.

ACHIEVEMENT OF RESULTS

Output 1: Expanded employment and market access for quality cow, yak, camel, goat and sheep milk products with improved quality have been piloted and accepted by consumers and documented on paper and video

The project focused on increasing the quality and variety of dairy products being processed by women-dominated milk producer groups. Six *ger* kitchens, which functioned as small milk-processing units, received assorted modern equipment, including a milk processor, a “Lactoscan milk analyzer”, a stainless steel curd dryer and a cream separator. Training was provided to cooperative groups and informal women’s groups on the production of 8-12 different dairy products. A growing demand for these high quality products evolved, resulting in increased revenue generation along the dairy value chain. Two cooperatives established contracts with local schools and kindergartens, while other cooperatives received awards for their dairy products and entrepreneurship.

Output 2: Improved milk production, collection, storage, processing and marketing system and employment opportunities by rural processor groups have well trained trainers on added value products

A Value Chain Innovation Platform (VCIP) meeting was carried out by the project team to better coordinate and share information among value chain actors, project staff and local governments in pilot provinces. The main outcome of the meeting was the engagement of six milk producer groups in improving employment opportunities for women. The dairy value chain consultant carried out a mission in pilot provinces to assess the potential for supporting women-dominant milk processing groups. The groups were later set up according to the *ger* kitchen model to ensure sustainable employment, and two milk processing technology trainers were selected for each *soum*. Finally, a solar-powered milk collection centre (2 000 litre capacity) was procured and established in Khölönbuir *soum* (Dornod province) to support the use of local milk resources.

A two-day training session was carried out by experienced members of the concurrent EMERGY program in Mongolia on the management and governance on groups and cooperatives. As a result of the training, additional milk producer cooperatives were established under the project. Several Training of Trainers (ToT) sessions on modern methods of milk processing and product packaging were carried out. Following the training, participants worked in *ger* kitchens and trained other women on these methods, ensuring compliance with national health and safety standards. *Ger* kitchens were profitable and passed national food safety inspections during the course of the project.

Output 3: Rural women have access to pilot equipment and training on innovative product preparation, including packaging options and basic financial transactions on production of new products from cow, yak, camel and goat milk

A total of 386 women attended the 24 food preparation training sessions offered under the project. Additionally, 12 technical assistance sessions were performed. The dairy value chain consultant also carried out training for 3-5 technology staff in each *soum* so that they could work full time in local *ger* kitchens. These trainings provided the necessary skills for various aspects of milk testing, safety, hygiene and manufacturing. An additional technology training was carried out for the Suun Dalai Orgil cooperative, resulting in 16 rural women being able to produce additional dairy products.

The *ger* kitchens established under the project have the capacity to process 500 litres of milk per day and were operational during the milking season. The project consultant visited *ger* kitchens to ensure the proper installation and use of delivered equipment. Each kitchen was additionally supported through the installation of a compliant sewerage system. Additional technical support was provided by the project consultant through recommendations to cooperatives for the proper labelling and tagging of dairy products. Finally, in Khovd province, two *ger* kitchens were selling products at the sales point established under the project.



IMPLEMENTATION OF WORK PLAN

Project activities were implemented within the originally allocated budget, with a no-cost extension being granted. The extension allowed for continued strengthening of *ger* kitchens through the provision of cooking schools/trainings. Additionally, simple business plans that identify marketing strategies for each of the *ger* kitchens and their associated cooperatives/groups were developed and two *ger* kitchen received loans from the Soum Development Fund. Under the SECIM project, 25 local government officers were trained on the development of business plans and they provided services to local *ger* kitchens and SMEs.

FOLLOW-UP FOR GOVERNMENT ATTENTION

A key area for follow-up attention is the continued establishment and strengthening of market connections between women-dominant milk producer groups, the private sector and state-owned facilities. The connections established under the project are an exemplary model of how the rural economy can be strengthened by such activities. In particular, the Government must continue to provide support through land allocation for the establishment of sales points, which allow local customers to purchase fresh dairy products in remote regions.

SUSTAINABILITY

1. Capacity development

The capacity to process milk, manufacture dairy products and properly package and label products was developed within women-dominant milk producer groups and cooperatives at the local (*soum*) level. Project activities, however, required the support of local governments and value chain actors. Importantly, the growing demand for high quality milk products was evident during the life of the project, and this demand was met by the targeted milk producer groups/*ger* kitchens, resulting in a measurable increase in income for rural women. The ToT sessions on technical aspects of milk processing and manufacturing/packaging of dairy products will help ensure that the skills developed within milk producer groups persists beyond the project. Importantly, herders also learned how to take better care of cattle and feed them with additional fodder in order to increase milk yield and, subsequently, their income. This attitude change was evident from visits to herder communities and cooperatives.

2. Gender equality

The project specifically aimed to increase the income of rural women through value addition and job creation along the dairy value chain. Targeting the rural economy in this manner is important in Mongolia because the processing of dairy products is typically undertaken by women. Yet, many women become unemployed and lose the ability to generate income when they become mothers as they accompany their children at *soum/bagh* (sub-district) centres.

3. Environmental sustainability

The environment is not expected to be negatively affected by the project. The sustainable production of dairy products was as essential consideration.

4. Human Rights-based Approach (HRBA) – in particular Right to Food and Decent Work

The project adopted the HRBA by developing the rural economy and creating decent employment opportunities for rural women. This is perhaps best reflected by the establishment and strengthening of milk producer groups/cooperatives, which were profitable during the course of the project. Additionally, high quality dairy products were promoted for consumers in project areas.

5. Technological sustainability

Modern processing, production and packaging equipment/tools were procured under the project. More importantly, however, training was delivered on the production of traditional dairy products and the implementation of proper health and safety standards, which will help ensure that the technology introduced is utilized correctly beyond the project.

6. Economic sustainability

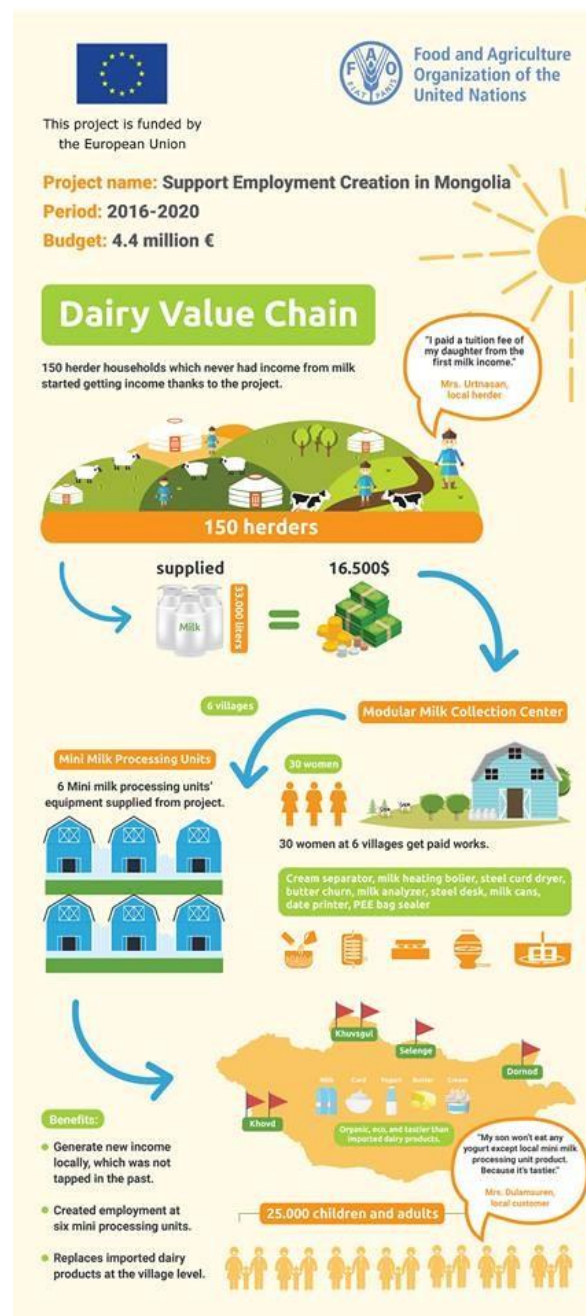
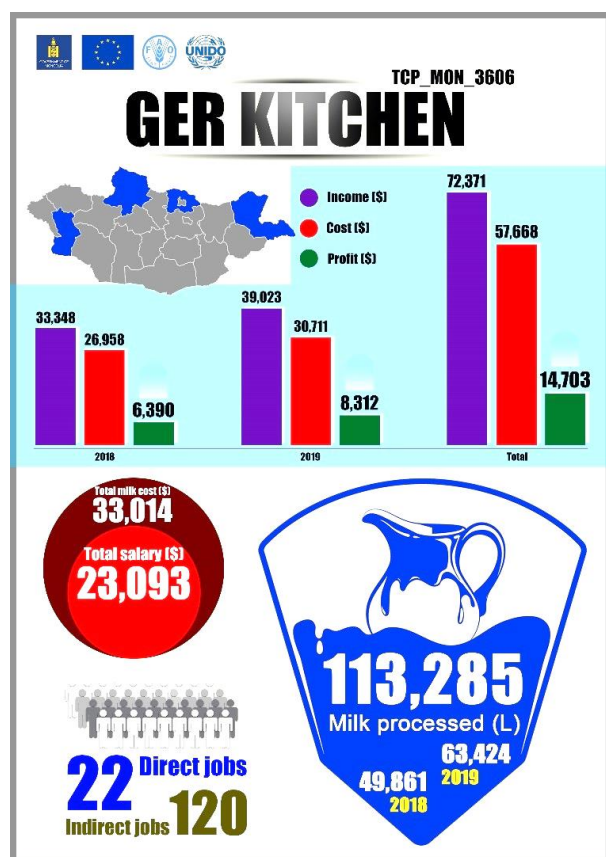
The growing demand for high quality dairy products experienced during the project is a strong indicator of the ongoing market for these products. The establishment of connections between *ger* kitchens and state-owned schools/kindergartens will support income generation along the dairy value chain. Importantly, the training delivered on the management and governance of cooperatives/groups will support further development of the rural economy beyond the project.



DOCUMENTS AND OUTREACH PRODUCTS

- ❑ SECIM newsletter for distribution to beneficiaries. February 2018. Ulaanbaatar, Mongolia. 4pp.
- ❑ SECIM newsletter for distribution to beneficiaries. June 2018. Ulaanbaatar, Mongolia. 4pp.
- ❑ SECIM newsletter for distribution to beneficiaries. January 2019. Ulaanbaatar, Mongolia. 4pp.
- ❑ “Dairy Value Chain” poster.
- ❑ Television broadcast on four local channels: *Ger* kitchen activities, including interviews with three beneficiaries.
- ❑ *Ger* kitchen activities shared on Facebook pages.





ACHIEVEMENT OF RESULTS - LOGICAL FRAMEWORK

Expected Impact	Decent employment and income opportunities along the dairy value chain are generated with focus on enhancement of rural women incomes (SECIS sub-component 2.2)	
Outcome	Decent employment and income opportunities along the dairy value chain are generated by rural women via value addition and marketing of milk-derived products for additional income generation	
	Indicator	<ol style="list-style-type: none"> 1. Improved organic milk-derived products developed with high consumer acceptance. (SECIM Activity 2.2.2.3: Support to the development of new organic products) 2. Rural herder networks including cooperatives to support rural women have training capacity for members on developed products 3. Rural women have access to pilot equipment and training on new product preparation, including financial literacy
	Baseline	<ol style="list-style-type: none"> 1. Primarily traditional products with little packaging 2. Rural herder networks have capacity 3. No access
	End Target	<ol style="list-style-type: none"> 1. At least five types of dairy products with consumer-acceptable taste and packaging using cow, yak, camel and goat milk. 2. At least 12 trainers trained from rural networks, producer organizations and SMEs 3. Training delivered to six pilot <i>soums</i> (districts) with at least 20 women per <i>soum</i>
	Comments and follow-up action to be taken	<p>Six <i>ger</i> kitchens produced dairy products for the local market and schools. In 2018 and 2019, 49 861 litres and 63 424 litres of milk were produced, respectively. An average of 8-10 dairy products were produced at each <i>ger</i> kitchen (with a range of 5-16 products per <i>ger</i> kitchen). A total of USD 33 348 and USD 39 023 were generated in 2018 and 2019, respectively. Three additional <i>ger</i> kitchens were established in the provinces of Khuvgul and Khovd with local government support under the project. A total of 37 beneficiaries participated in ToT sessions and were equipped for teaching the processing of dairy products at six remote sites. Twenty-four trainings were conducted for 386 local beneficiaries, of which 98% were women. Twenty-nine women developed into ToT trainers in rural areas and were responsible for teaching women to process dairy products. A total of 188 women gained access to nine different types of milk processing equipment and were producing 8-16 products in rural areas.</p>

Output 1	Expanded employment and market access for quality cow, yak, camel, goat and sheep milk products with improved quality have been piloted and accepted by consumers and documented on paper and video (SECIM Output 2.2.2)		
	Indicators	Target	Achieved
	Each <i>ger</i> kitchen processes higher quality products	Local women produce improved quality products	Yes
Baseline	Only traditional dairy products are processed		
Comments			
Activity 1.1	Product quality development		
	Achieved	Yes	
	Comments	Based on the women-dominated milk producer groups in six pilot <i>soums</i> , Six <i>ger</i> kitchens that functioned as small milk-processing units received nine different pieces of equipment/tools, including a modern milk processor, a “Lactoscan milk analyzer”, a stainless steel curd dryer and a cream separator. Five cooperative and informal women’s group beneficiaries were trained in the production of 8-12 types of dairy products, such as curds, dried curds, sour cream, butter, sterilized milk, yogurt, and probiotic drinks derived from whey, in accordance with the national dairy standards. They were supplying these improved dairy products to consumers, who approved of both the taste and packaging. These products differed from traditional dairy products and met the national packaging/labelling and food safety standards. Consequently, the good practices resulted in sustainable demand for these products in the local market. The number of permanent consumers was increasing because the quality of the dairy products remained high, and this led to improvements in revenue generation at the level of milk processing and supply. Two <i>ger</i> kitchens established contracts with local kindergartens and schools to supply fresh dairy products on a weekly basis. Six <i>Ger</i> kitchens received dairy product orders from consumers and supplied products to both local and adjacent village markets. The Shanji cooperative <i>ger</i> kitchen received the award for best cooperative and best dairy producer in 2018. Three more <i>ger</i> kitchens were established in the provinces of Khuvgul and Khovd thanks to local government support during the project.	
Activity 1.2	Testing of products		
	Achieved	Yes	
	Comments	Six <i>ger</i> kitchens were made operational through support of the project and the relevant training sessions were carried out for milk producer groups. Six <i>ger</i> kitchens with 24 members and 106 herder families produced a total of 113 285 litres of milk. Twenty-four members were producing 8-10 types of dairy products locally, with some groups producing up to 16 different products. The project provided training for 16 small milk producers from Baigaliin Buram of Sumber <i>soum</i> , Suun Dalai Orgil of Bayanchandmani <i>soum</i> in Tuv province and the TVET training base near Erdene <i>soum</i> . The training focused on the production of curds, ice cream, butter and shaped curds. Sixteen participants produce high quality dairy products when they returned to their kitchens, thanks to the knowledge acquired at the training sessions.	
Activity 1.3	Testing with consumers		
	Achieved	Partially	
	Comments	The Shansh milk producer group in Tarialan <i>soum</i> of Khuvsgul province actively participated in the annual “Autumn Green Days” exhibition. They introduced their new dairy products and received good feedback from consumers regarding the taste and quality of shaped curds and sour cream, which was awarded “Best Product 2018” in the province. The Toson Suun Tsatsal milk producer group in Tosontsengel <i>soum</i> of Khuvsgul province successfully participated in the “Tsagaan Sar” exhibition and was awarded “Best Entrepreneur 2018.” Some of their products, such as curds, dried curds and shaped curds, were considered the most highly sought after products by consumers.	
Output 2	Improved milk production, collection, storage, processing and marketing system and employment opportunities by rural processor groups have well trained trainers on added value products (SECIM Output 2.2.1)		
	Indicators	Target	Achieved
	– Increased milk production, collection, storage, processing and marketing systems – More employment opportunities for local women	Milk production, collection, storage, processing increased by 27%, with six <i>ger</i> kitchens and marketing system increased by 25.5%.	Yes
Baseline	– The production, collection, storage, processing and marketing systems have increased by 10% – 12 ToT trainers add value to dairy products – Employment opportunity for local women exist		
Comments			

Activity 2.1	Needs assessment and support to establish milk producer groups and collection centres linking them to larger milk marketers	
	Achieved	Yes
	Comments	<ul style="list-style-type: none"> – The project team organized a dairy VCIP meeting in pilot provinces (Dornod, Khovd, Khuvsgul and Selenge). One of the meeting outcomes was the establishment of better coordination and information sharing between dairy value chain players, local governments and project actors. The main outcome of the meeting, however, was that six milk producer groups began working towards the improvement of employment opportunities for local women in the pilot provinces. The national consultant on the dairy value chain carried out a mission in pilot provinces to investigate the prevailing situation regarding the possibility of supporting women-dominant milk producer groups. Bulgan and Duut <i>soums</i> of Khovd province, Tarialan and Tosontsengel <i>soums</i> of Khuvsgul province, Khölönbuir <i>soum</i> of Dornod province and Altanbulag <i>soum</i> of Selenge province were selected for project activities. These <i>soums</i> were chosen based on their milk resources, the existing infrastructure, the employment status of rural women and the support from local governments. – Women-dominated milk producer groups were set up based on <i>ger</i> kitchens to create sustainable employment for women and to improve opportunities for income generation. To achieve this goal, two milk processing technology trainers for each <i>soum</i> were selected based on local participation by women. – <i>Aide Memoire</i> were signed for cooperation between the local government of selected <i>soums</i>, the project team and local dairy ToTs. – The dairy value chain consultant and the local project coordinators visited Khovd and Selenge to ensure the sustainable operation of trainers who had attended a study tour in Xilin Gol League, China and a training session on milk processing technology in Ulaanbaatar. – The distance from Bulgan <i>soum</i> of Khovd province to Ulaanbaatar city is 1 900 kilometres and this <i>soum</i> borders the People's Republic of China. The unique natural environment in this area results in a large volume of milk resources being produced during winter and spring. Moreover, the <i>soum</i> center has population of 12 000 people, with three secondary schools and four kindergartens. Together, the basic requirements of year-round employment for local milk producers (women) was being met in the area and women were able to increase their income by selling their milk products to a state-owned contractor. – In Altanbulag <i>soum</i> of Selenge province, adequate milk resources were available year round. The <i>soum</i> has a 24-hour border point with the Russian Federation, which provides basic employment and increases income generation opportunities. – The newly established milk producer groups in these provinces, as well as the <i>ger</i> kitchens established based on these groups, were functional during the milking season from May to November. – In order to increase the use of local milk resource and reduce the dependence on milk-supplying infrastructure, for the first time in Mongolia, a milk collection centre with a 2000 litre daily capacity was purchased. It operates on solar power and was successfully piloted in Khölönbuir <i>soum</i> of Dornod province. The milk collection centre receives 130-150 litres of milk per day from milk producers in Khölönbuir <i>soum</i> and supplies it to the Onkhodoi Undur Company dairy processing plant in the centre of Dornod province. – The EMERGY programme run by Global Communities and funded by USAID has successfully developed dairy value chains in Mongolia since 2010. In order to expand the cooperation between dairy value chain activities under the SECIM project (GCP/MON/014/EC) and the EMERGY program, a Memorandum of Cooperation was signed. Within this framework, the experienced team from EMERGY carried out two days of training on "Management and governance on groups and cooperatives establishment" for milk producers in Khölönbuir <i>soum</i> of Dornod province. As a result, the Suun Tsatsal cooperative was established with 12 members in Khölönbuir <i>soum</i> and was operating regularly thereafter. – The training on "Setting up milk producer groups and establishing governance for cooperatives" was jointly organized by a local coordinator and the local development department of Khovd province. Milk producers from Bulgan and Duut <i>soums</i> participated. As a result, the Dashvaanjil Suun Tsatsal milk producer cooperative was established in Bulgan <i>soum</i> and the Altai Blue Mountains cooperative was established in Duut <i>soum</i>.

Activity 2.2	Training of trainers on products' quality improvement including packaging and financial literacy		
	Achieved	Yes	
	Comments	<ul style="list-style-type: none">– Twelve dairy trainers from the six pilot <i>soums</i> participated in the training organized in Xilin Gol League, Inner Mongolia, 4–13 December 2017. The training was held at the Vocational College of Dairy Training Centre and trainers visited local milk processing factories to gain hands-on experience. Attending this training provided participants with an in-depth knowledge of the production of traditional dairy products (without any waste) and the use of small sized milk processing equipment at a small-scale dairy processing plant. Additionally, trainers learned about practical and modern methods of packaging, which helped during later project activities.– On 14–18 December 2017, a technology TOT was carried out by the Institute of Technology of Ulaanbaatar. Trainers received a “Certificate for Milk Processing Technology Trainer” upon completion, which was compliant with Article 10.1.5 of Mongolian Law on Food that states “...milk processing factories shall be provided by professional human resources.” In addition, it helps to maintain the stability of <i>ger</i> kitchens and creates opportunities to implement cooking schools for milk producers.– In May 2018, a five-day training for attaining the “Certificate for Milk Processing Technology Trainer” was organized in cooperation with the Institute of Technology of Ulaanbaatar for managers of milk processing factories in the provinces of Darkhan-Uul, Khovd, Selenge, and Tuv. A total of 13 trainers were certified.– Training participants were working in <i>ger</i> kitchens and training other local women, providing them with enhanced knowledge and experience for the production of high quality dairy products.– Records were being kept of daily milk purchase costs and income from products sales. Six <i>ger</i> kitchens generated a total income of USD 72 731, with costs amounting to USD 57 668, resulting in a net profit of USD 14 703. A total of 142 people generated income from <i>ger</i> kitchen activities.– All <i>ger</i> kitchen dairy products that were tested by local general inspection agencies passed tests for quality and food safety, and thus met national food regulation and standards.	
Output 3	Rural women have access to pilot equipment and training on innovative product preparation, including packaging options and basic financial transactions on production of new products from cow, yak, camel and goat milk		
	Indicators	Target	Achieved
	Two training attended per year	A total of 24 trainings provided and 12 technical assistance activities carried out for local women	Yes
Baseline	Most women use traditional methods and are reluctant to attend trainings and learn modern methods of dairy production		
Comments			
Activity 3.1	Training of rural women in six <i>soums</i> with at least 20 women per <i>soum</i> on innovative products		
	Achieved	Yes	
	Comments	<ul style="list-style-type: none">– The project supported 24 training sessions and 12 technical assistance sessions. A total of 386 women attended the training.– The dairy value chain consultant visited the six pilot <i>soums</i> to conduct five training days on the production of innovative dairy products for 3-5 technology staff (women) so that they could work full-time in <i>ger</i> kitchens. A total of 120 members provided milk and generated income from what they sold. Female members of milk producer groups attended the training and obtained practical skills.– The training provided knowledge and practical skills for basic analysis of methods used for milk testing, equipment safety, workplace and labour safety, standard compliance for products, Good Manufacturing Practices (GMP), Sanitation Standard Operating Procedures (SSOPs) and Good Hygiene Practices (GHP).– The dairy value chain consultant introduced first-step testing solutions and packaging samples at the training session for demonstration purposes.– A technological training was organized at the small dairy processing plant of the Suun Dalai Orgil milk producer cooperative. During the training, 16 rural women (milk producers) from the Bayanchandmani, Bayantsogt, Buren, Erdene, Mungunmorit and Sumber <i>soums</i> of Tuv province learned how to make curds, ice cream, butter and shaped curds.	

Activity 3.2	Remodeling <i>ger</i> kitchen space for improved food safety and processing equipment	
	Achieved	Yes
	Comments	<ul style="list-style-type: none"> – To create sustainable employment for rural women, the six milk producer groups and cooperatives established <i>ger</i> kitchens with the capacity for processing 500 litres of milk per day. They operated during the milking season from June to September. In order to set up these <i>ger</i> kitchens, milk producer groups provided kitchen space and invested in a freezer, as well as additional equipment to support the smooth operation of processing activities. Nine types of milk processing equipment were procured under the project, including a cream separator, a PE bag sealing machine, a cup sealing machine, a data printing machine for plastic bags, paper bags, aluminium foil, five milk cans, a stainless steel work table, a butter churner, a heating vat, a stainless steel dryer for dried curd and a “Lactoscan” milk analyser. – The dairy value chain consultant visited <i>ger</i> kitchens to support the installation and proper use of dairy processing equipment. – In accordance with the Mongolian Law on Food Security, milk producer factories must install sewerage system. Each kitchen was provided with up to USD 1 000 for sewerage/effluent tank systems, with the installation company being selected based on predetermined criteria. – In Selenge province, Altanbulag provided an old building and invested USD 7 400. Cooperative members purchased wood and fuel for a fire that was used in the <i>ger</i> kitchen and at the sales point. – Local governments used their funding to establish two <i>ger</i> kitchens in Khovd province and one <i>ger</i> kitchen in Renchinlunbe <i>soum</i>, Khuvsgul province. Additionally, a private company invested in the establishment of a <i>ger</i> kitchen in Erdenebulgan <i>soum</i>, Khuvsgul province.
Activity 3.3	Marketing exposition	
	Achieved	Yes
	Comments	<ul style="list-style-type: none"> – Six <i>ger</i> kitchens were set up to support women-dominant milk producer groups. This broadened their operation, with investments being made in these kitchens by the Shansh cooperative in Tarialan <i>soum</i>, the Toson Suun Tsatsal cooperative in Tosontsengel <i>soum</i> (Khuvsgul province), the Suun Bulag cooperative in Altanbulag <i>soum</i> (Selenge province). The cooperatives also opened shops to sell the products from these kitchens. – The project team assisted in the development of a simple business plan for the Toson Suun Tsatsal milk producer cooperative in Tosontsengel <i>soum</i> (Khuvsgul province) and the Suun Tsatsal cooperative in Khölonbuir <i>soum</i> (Dornod province). Two simple business plans provided the opportunity to undertake five-year loans of USD 3 000 and USD 1 880 at a low interest rate (3% per annum) from the Soum Development Fund. The money was being used to improve dairy product packaging. – The SECIM project (GCP/MON/014/EC) trained 25 local government officers on the development of simple business plan from Dornod, Khuvsgul, Khovd and Selenge. The trained officers provided services to local <i>ger</i> kitchens and other SMEs. – The Suun Tsatsal milk producer cooperative of Khölonbuir <i>soum</i> (Dornod province) successfully participated in the “Bargajin” international exhibition in Dornod province. At the exhibition, the cooperative offered a present to honoured guests, consisting of their own products. – The Shansh milk producer cooperative participated in the “Autumn Green Days” annual exhibition two times. The cooperative was awarded “Best Cooperative of 2018” and their well-known shaped curds were selected for “Best Product of 2018.” – The Toson Suun Tsatsal milk producer cooperative successfully participated in the “Tsagaan Sar” exhibition and was awarded “Best Entrepreneur 2018.” – As a result of the collaboration between the dairy value chain consultant, the local coordinator in Khovd province and local authorities in Bulgan <i>soum</i>, the Dashvaanjil Suun Tsatsal cooperative became the dairy product supplier to three state-owned school dormitories and two kindergartens under contract with the Government. – The dairy value chain consultant provided advice to the Dashvaanjil Suun Tsatsal cooperative of Bulgan <i>soum</i> (Khovd province) regarding the labelling and tagging design of eight types of products. – The project established a sales point at the centre of Khovd province. Two <i>ger</i> kitchen cooperatives, Davshaanjil and Altain Tsenkher Uuls, were selling their dairy products at the sales point.

Outreach, Marketing and Reporting Unit (PSRR)
Business Development and Resource Mobilization Division (PSR)

For more information please contact: Reporting@fao.org