



Bahia State University



NEPPA
Animal Science Research
and Extension Center



2015-2018



Extension Project

Statewide Program.

5,500 families attended

It joined forces with another State program of dairy value chain development and programs of the Brazilian National Rural Learning Service/Brazilian National Agriculture Council.



The main goal of “Our Milk, Our Income” was to use dairy cattle to improve the income and social security of small producers.

Therefore, a comprehensive program was accomplished to stimulate producers` organization and the ways to get funding. Also, how to have technical assistance and improve the knowledge of these extension agents.

From the production side, the main topics were:

- administration
- pasture intensive management
- forage production and conservation
- dairy cattle nutrition
- cattle management
- herd health
- genetic improvement
- reproductive management
- installations
- milking hygiene.



From the associations side, other points were worked:

- milk collection
- transport
- storage
- milk quality
- volume
- reduce seasonal variation
- commercialization.



The program was created in the end of 2015. It is a natural continuation of the actions started by MilkWest Project and Full Bucket in western Bahia. The initial work was on 5 municipalities. Processing companies and producers` associations were involved.

Feed security and zootechnic/economic administration was the first step. Then, herd health, welfare, genetic improvement, reproduction management, milking hygiene and milk quality were the following steps.

The focus was to strength small producers` association and extension agents with knowledge thought trainings and use the properties as demonstrative units.

For the producers, practically all the technologies were new. Then, the relation was based on trust. They invested few financial resources they had.

Examples of success stories:

Edmilson, Angical, BA, Brazil.

Before: Doubts and insecurity



After: Implementation of rotational stocking in pastures with high carrying capacity.



Introduction of sorghum as a key-crop for silage to be used in the dry season.



Lidio, Catolandia, BA, Brazil.

Before: terrible situation with lack of pasture and cows about to die of hunger



After: Implementation of new pastures managed under rotational stocking.



From nothing to 220,000 lbs of sorghum silage



After the positive results of some ranchers, the level of interest increased attracting a lot of producers and other partners.

In the events, we used the examples and the words of the producers showing how research-based extension can make the difference and develop the trust connection between Our Milk, Our Income and the attendees.



However, with the interaction with Brazilian National Rural Learning Service/Brazilian National Agriculture Council, “Our Milk, Our Income” gained the state. The trainings were in class and on the field. The producers were assured an extension agent. The extension agents were trained by the program.



The partnership also was responsible for subsidiary embryos. One more step to technical and the dairy cattle genetic improvement all over the state.

In the semiarid, great results were obtained implementing spineless cactus. In other areas, sugarcane, sorghum silage and pasture irrigation equate forage supply demand.

The artificial insemination (in some places for free) and embryo transfer (70% subsidized) had a huge impact on good genetic dairy herd formation, increasing milk yield and lactation persistence. In addition, the producer could produce more milk with less cows, and take care of the animals in a better way. The value of the animals increased with the higher genetic potential. Selling heifers contribute to increase the income.



Using the know-how of former projects MilkWest and Full Bucket, in addition to the new approach of Our Milk, Our Income, produce milk was not a big challenge compared to commercialize the product. The perishability inherent of milk, the low volume, the distance among the producers, and rough roads were the real concern to the success of the activity and the final goal of the project that was to use dairy cows and milk production to promote social inclusion and economic development in rural areas.

Getting the support from the Government of State of Bahia, represented by the Secretary of Rural Development with funds of the World Bank, as very important to the next step of “Our Milk, Our Income”: implement commercial processing plants belonging to the producers` associations to access the market. Using the Brazilian National Incentive Program, institutional market was explored. In this law, 30% of the school food must come from smallholder farms.

In addition to that, the associations were dotted of structure to produce, conserve and transport milk.

In this way, we combated the clandestine non-inspected fluid milk and dairy products commerce and guarantee the producers a structure to support the milk production and the commercialization.



In western Bahia, the region where Our Milk, Our Income was more active in both sides, producers and industry, we founded a cooperative congregating 6 associations, totaling almost 400 producers. The cooperative received investments from the Government of Bahia/World Bank to produce and conserve forage, artificial insemination service, collect and storage milk and a milk processing plant. Also, we started a pilot project of territorial inspection to facilitate the regularization of numerous small artesanal dairy processors.