



FIVE DAYS TRAINING ON DAIRY FARMING AS AN ENTERPRISE

March 05, 2012 –March 09, 2012 – Peshawar, Pakistan

TRAINING PLAN



Note: Applications are to be submitted by 2nd March 2012

BACKGROUND LTC:

Livestock Trainers & Consultants (LTC) is a provincial based registered non-governmental, not for profit organization dedicated to provide quality services to the farming community without discrimination & regardless of race, religion, creed or political affiliations.

The organization is being run by highly qualified well energetic and devoted professionals while supervised by a panel of experts both at national and international level.

The organization has signed MoU with the Khyber Pakhtunkhwa Agricultural University Peshawar to utilize their dairy farm, Dairy Technology Center and Feed Technology Center, Poultry Research Facilities along with University Human Resources for capacity building of livestock professionals, Livestock Extension Workers and Livestock Farmers.

LTC is delivering quality services to the farming community, with the objective to uplift their socio-economic conditions via better animal health and production. To achieve the desired goals and objectives it is joining hands with the governmental and non-governmental organizations to seek monetary funds to benefit all its stakeholders in the country. LTC is utilizing these funds for the capacity building of the farming community and is providing consultancy services to the rest of the organizations in the field of veterinary and animal sciences to identify potential pockets, conduct baseline surveys, proposal writing and even to implement various projects in the said field.

LTC believes in quality and is therefore committed to deliver quality services to its stakeholders in the field of Livestock Trainings and Consultancies having all the capabilities as well as expertise in the mentioned field. The organization in collaboration with Agricultural University Peshawar has conducted so many trainings on Livestock Management, Commercial Poultry farming, Dairy Products preparation, integrated farming, Livestock extension, ToTs and backyard poultry production.

Dairy farming as enterprise:

Enterprise is an organization created purely for business purpose and is governed fully under business roles and principles. Commercial dairy farming also known as dairy enterprise depend on land, labor and animals as major inputs. Successful dairy farming is the conversion of all available resources in to productive and profitable outputs.

Our country has a huge potential in dairy production but still we have a wide gap between demand and supply. Our farmers, particularly small & medium farmers are still using traditional approach. Due to lack of awareness and technology, they are not able to get production from their animals according to their potential. The high inflation rates raised the inputs costs and the poor farmers are facing difficulties in sustaining their dairy businesses. In such a scenario it is

highly desirous to have sufficient skills, to manage the inevitable losses and convert the weakness in to strengths and threats in to opportunities.

Dairy farm management is not restricted to livestock and animal health management or simple feeding animals and getting wholesome milk. The dairy farm manager must have basic knowledge of business development, production strategies, resources management, farm economics, marketing management and the most important, financial management.

This training module “**Dairy as enterprise**” has the objective to address the needy and forward looking people, who are really involved in livestock keeping and are in a dire need for interventions on modern lines in their farms. The training program is unique in nature and is only focusing on dairy enterprise development, so the farmers who are really interested in investment in livestock sector would be taught all the basics to go ahead for enterprise development and to get promising dividends.

The training will motivate and equip the participants with new knowledge and skills to understand the ins and outs of Dairy enterprise and will enable them to implement it in their real farm situation.

The objectives of the above proposed training are as under:

- To understand the dynamics of Dairy farming as an enterprise.
- To skill the participants in commercial dairy farm start-up, operation and profit maximization.
- To equip the participants in technical as well as business skills.
- To encourage new entrants to invest in dairy enterprise.

Who Can Apply?

- Dairy farmers
- Farm Mangers/Assistant Managers
- New entrants in dairy business
- Dairy graduates and post graduates
- Person who want to adopt dairy as profession

How Can Apply?

Make a demand draft or cross cheque of Rs 12700 for package- A and Rs. 7700 for package- B. send it with completed filled Application form on the following address by 2nd March 2012.

Head Office:

LTC

House # 92-B, near Bilal Masjid, Bilal Lane, Arbab Colony, Arbab Road, Peshawar.

Phone: 091-5852243, 0333-9693367.

DESIGNING OF TRAINING CURRICULUM:

The training curriculum contains most of the topics which are of crucial importance for the farmers that are involved in dairy. This curriculum has been developed for the farmers who want to develop their farms to the level of an enterprise. However for improvement, there is still a vacuum that has to be filled from time to time with valuable inputs from farmers and experts as well. But after the arrival of each training program, Livestock Trainers & Consultants conduct a **Training Need Assessment** session to evaluate the participants and to address the problems faced by them in their real life so that to make the training program more purposeful.

TRAINING APPROACHES:

LTC believes in quality and is therefore committed to conduct practical based trainings so that to equip the trainees with new skills and knowledge. Our trainers are more person centered and less subject centered by exercising unique training approaches

- ➔ **Participatory training approach**
- ➔ **Hands on training approach.**

TRAINING METHODOLOGY

The most important thing in a training programme is its training methodology that can make the training programme more fruitful and results oriented. The result of every training programme is the acquisition of knowledge, building of skill and change in the attitude of the participants. This training will almost be 70% practical oriented with unique training methodologies of **Trail Error** and **Learning by Doing**. Our training methodologies will enable the trainees to feel the gap where they are and where they want to be.

TRAINING VENUE

Khyber-Pakhtunkhwa Agriculture University Peshawar

TRAINING DURATION

5 Days

TRAINING CURRICULUM

- 1- Prospects of dairy farming in Pakistan
- 2- Dairy Business Cycle
- 3- SWOT Analysis
- 4- Dairy farm plan
 - I. Site selection
 - II. Carrying capacity
 - III. Layout & design
 - IV. Costing & economic analysis
 - V. Herd replacement
- 5- Stress Management
- 6- Development of effective protocol SOPs at farm
- 7- Lameness , locomotion scoring and effect of lameness on production
- 8- Dairy farm Management
 - I. Herds observation & its techniques
 - II. Dairy herd administration
 - III. Feeding dairy animals
 - IV. Calves feeding
 - V. Young stock feeding
 - VI. Water & light management
 - VII. Hoof trimming
 - VIII. Fresh cow process
 - IX. Health/sick cow check lists
 - X. Transition cow process
- 9- Feeding Management
 - I. Feeding requirements & ration calculation
 - II. Economical Fodder management round the year
- 10- Breeding Management
 - I. Fertility management
 - II. Measurement of reproductive efficiency of dairy animals
 - III. Day to day fertility problems & its handling
 - IV. Synchronization
 - V. Round cow calendar
 - VI. Close-ups & calf cow management
- 11- Hygiene Milk Production
 - I. Milking parlor hygiene
 - II. Animal hygiene
 - III. Machine Hygiene
 - IV. Milk handling & transportation
- 12- Integrated farming strategies development
- 13- Record keeping
 - I. Marketing Management Marketing channels
 - II. Marketing strategies
 - III. Value addition
- 14- Roles & responsibilities of dairy farm manager
- 15- Labor force management & motivation

TRAINING GUIDE

APPROACH	
Contents	Contents already given in the curricular breakdown
Methods	<ul style="list-style-type: none"> ▪ Class-room interactive learning sessions ▪ Practical on live animals ▪ Demonstrations ▪ Role plays ▪ Group/individuals presentations ▪ Assignments
Teaching aids	Message posters, leaflets, multi-media, booklets, class notes, excursion visits etc
EVALUATION	
Coverage	refer to respective subjects
Methods	Pre and post evaluation of the trainees, evaluation during practical work, class participation.

PACKAGES:

Package-A: Rs: 12700 /- (includes training cost, lunch, two times tea and twin sharing accommodation at nearest Guest House with dinner & breakfast)

Package –B: Rs: 7700/- (including training cost, lunch, two time tea only)

Discounts:

A: 15% discount to AUP students

B: 15% discount to LTC members

C- 5% discount on group registration (3 or more)

D- 5% discount to nominees of Dairy Associations, Farmer's associations

E- 10% discount to general students