Factors affecting the small profits received by the farmers:

- The availability of forage to feed the cattle is limited.
- Farmers face difficulty to obtain additional cattle feed.
- Concentrates provided by cooperative consists of two types: high quality and regular one. The concentrate with good quality has a high price, whereas the ‘regular’ quality concentrate is not good enough. Therefore, many farmers prefer to use potatoes instead concentrate.
- High feed cost due to the lack of availability of forage for dairy cattle feed and the high price of the concentrates affect farms’ production and profitability.

Conclusions and recommendations:

Policy recommendations:

- Improving the business skills of cooperatives in terms of diversification of dairy products.


Offering goods at the end of the interview was found to be of limited value for encouraging participation in the survey. Provision of food and drinks were found to encourage FGD participants to express their views.