



# Annual Report 2021

## Yoba for Life under SNV/TIDE

### INTRODUCTION

At the beginning of 2020, the Yoba for Life foundation and SNV/TIDE signed a MoU for continued partnership in the TIDE II project. The focus of the activities of Yoba for Life remains to deepen the school yoghurt program and offer support to probiotic yoghurt producers within the TIDE II geographical scope towards business enterprise development and professionalization. Due to COVID-19 pandemic in 2021 and the associated closure of schools for most of the year, an amended work plan was executed. Fifty five (55) producers were supported on business plan development, while 18 producers upgraded both the quality and the quantity of their production through processing and acquisition by eleven (11) producers the Q-mark certification from the Uganda National Bureau of Standards (UNBS). This report provides a summary of the activities conducted and the associated results obtained in 2021 by Yoba for Life under SNV/TIDE.

### THE IMPACT OF THE COVID-19 PANDEMIC

At the beginning of February 2021, schools re-opened after close to a year of closure. Not long after however, another lockdown ensued due to the increased spread of COVID-19 in and outside the country. The pandemic and the associated strict lockdown greatly affected the activities of the Yoba for Life foundation in Uganda. The demand for probiotic yoghurt Yoba yoghurt decreased as schools in the country closed. When they opened, it was in a phased manner. The supply of probiotic yoghurt was affected as well, as producers faced difficulties in accessing the raw materials for yoghurt production, and were limited to distribute their products to the market in their vicinity since public transport was stopped. The natural process of adjusting business practices to the new situation, such as an increased emphasis on home-to-home deliveries, was catalyzed by Yoba's support on business planning, innovative marketing trainings, larger market access due to quality certified producers and Yoba yoghurt advertisement through a bunny spot-advert which continued to air on TV West. In the third quarter of the year, the government started to open up public transport and to open the economic activities in the country in a phased manner.

This facilitated movement of people and goods and increased activity in major towns in the country, thus triggered the yoghurt businesses to grow again.

The total Yoba yoghurt production volumes by the end of 2021 in the TIDE core area stand at 22,360 liters per week (the production in the country currently stands at 42,265 liter/week), a 50.5% increase from the 11,060 liters at the end of 2020.

## SUPPORT ON UNBS CERTIFICATION

Throughout 2021, 18 producers continued to receive support from Yoba for Life Foundation under SNV-TIDE grant in order to acquire the UNBS Q-Mark. By the end of 2021, eleven (11) producers had been certified by Uganda National Bureau of Standards (UNBS). Six (6) are at non conformances correction level or post audit report level. One (1) is due for UNBS audit on 21<sup>st</sup> January 2022. These were also followed up and trained in systems management, GMP and GHP practices. The list of the producers and the costs they incurred to attain UNBS certification can be found in table 1. Producers who supplied to schools received priority. The support provided by the Yoba for Life foundation included:

- Legal registration support: Uganda Registration Services Bureau (URSB) registration, email address account set-up, online UNBS registration and application for certification, purchase of UNBS normative standards related to yoghurt production, Uganda Revenue Authority (URA) payment registration.
- Support on audit by UNBS: pre-audit checklist support, guide producers on answering technical questions, label and brand improvement support, linkages to certified fumigation service providers, employee medial certificate processing support.
- Sampling and testing: support in sample preparation, sample delivery to UNBS, results follow up, results interpretation to producers, guide on post audit report writing of correction measures.
- Development of quality monitoring tools: process flow chart, production process description, personal hygiene instructions, equipment cleaning instructions, market monitoring instructions.

Table 1: Table showing status of Yoghurt supported by SNV/Yoba on UNBS certification

No	Name of company	Location/ District	UNBS Application status
<b>Yoba producers supported since January 2021</b>			
1	Selected Excel Company Limited	Kabale	Certified, 2021
2	Bismillah Bazizane Dairy Co. Ltd	Kyenjonjo	Audit scheduled for 21 <sup>st</sup> January 2022
3	Rukungiri Dairy Farmers Cooperative Union, Mpororo Yoghurt	Rukungiri	Non-conformance correction level
4	Kasabe Extra Ltd, WowCow Yoghurt	Kiruhura	Non-conformance correction level
5	Maggideon, Golden cream yoghurt	Ntungamo	Non-conformance correction level
6	Neema Mixed Farm, Neema yoghurt	Masaka	Certified, 2021
7	Dovek Enterprizes, Dovek	Kamwenge	Non-conformance correction level
8	Yoghurt Obionet Enterprises Ltd, Blessed	Ntungamo	Non-conformance correction level
9	Yoghurt Just Milk Yoghurt	Kiruhura	Certified, 2021
<b>Yoba producers supported since July 2020</b>			
10	Abesigana Kashari Dfcs Ltd, Abba	Mbarara	Certified, 2021
11	Nunu Yoghurt	Mbarara	Certified, 2021
12	Karera Young Traders, K-Yoba	Sheema	Certified, 2021
13	Tiana Foods Limited, Tian Yoghurt	Mbarara	Certified, 2021
14	Kesha Nana Services, Milkboy Yoghurt	Mbarara	Certified, 2021
15	Awa Foods Limited, Awa Yoghurt	Isingiro	Certified, 2021
16	Jobyamu Star Services Ltd, BMJ yoghurt	Ibanda	Certified, 2021
17	Bontao Uganda Limited	Mbarara	Non-conformance correction level
18	Intercity Dairy Farm	Bushenyi	Certified, 2021

## PREPARATION OF SCHOOL YOGHURT PROGRAMS 2022

District program coordinators went back to schools in February 2021. In order to observe Standard Operating Procedures and avoid congestion, classes resumed in phases. It was difficult for the program to run at all in some schools.

A total of 1282 school visits were conducted in the first and second quarters of 2021 in both the TIDE II, Kampala and Wakiso area before schools were closed again due to increasing cases of covid-19 pandemic in the schools. The vast majority of schools which had been on the school yoghurt program before the COVID-19, had pledged to resume the program when the schools will fully open again. In addition, field officers visited the school milk Local Capacity Builders (LCBs) and district officials in their respective districts of operation to ensure alignment and good collaboration in the coming year.

Throughout 2021, a TV advert featuring bunny cartoons to promote the consumption of probiotic yoba yoghurt at school and at home was aired on TV-West. Field officers who moved to schools and producers noticed that there was much awareness in the community about the advert, which helped them promote the program.

In October 2021, a meeting took place with Eyal from Vital Tomosi's Dairy (Milkman). He promised to discuss the Memorandum of Understanding with the board of the company, but there will be more to discuss when some results can be shown especially after schools open in 2022. Irrespective of the school yoghurt program, Eyal considers to use probiotic yoba culture for general production in the near future to differentiate himself on the market.

## TRAININGS AND CAPACITY BUILDING FOR YOBA STAFF

A two-day online training workshop on "Good Hygiene and Good Manufacturing Practices" was organized by UNBS on 6<sup>th</sup>-7<sup>th</sup> July. Four (4) Yoba for Life staff attended and were equipped with knowledge and skills to put into practice for the benefit of the yoba yoghurt producers during the Q-mark certification process. The trained staff were awarded with certificates at the end of the course.

In August, two (2) Yoba staff attended an online training on Management systems awareness as organized by UNBS. The staff gained knowledge on the procedures that would help them guide producers to implement management systems, the Standards Act, the Regulations made thereunder, product control and testing in accordance with the certification scheme of the UNBS to facilitate business growth.

Five (5) Yoba staff members attended a capacity building training on business plan formulation and profitability calculations organised by the organisation in Mbarara. Members were equipped with knowledge on how to formulate, implement and monitor a simple and practical business plan. The skills were immediately applied as each staff member prepared several business plans for Yoba producers.

## WORKSHOPS, LEARNING VISITS AND EXHIBITION

A UNBS facilitated workshop guided the yoghurt producers (35) about the UNBS certification process, quality considerations, and market approach to boost the yoghurt business enterprise. The Dairy

development Authority (DDA) trained the yoghurt producers in pre-certification process and donated the SOPs manuals for small scale and cottage industries to each of the participants for further guidance during processing. Practical marketing skills for new and emerging products while keeping the cost of operations minimal and how to run day to day business was conducted by experienced proprietor of Silgad Investments limited (Red star Wines and Enturire) trained the producers in. The producers left inspired and more committed to pushing their products deep into the market to boost their sales. Producers committed to work on quality, safety and market yoghurt in the schools working with the respective Yoba District Program Coordinators.

Kabula business hub exhibition provided avenue where awareness about the existing services and products offered by Yoba for Life Foundation in partnership with TIDE 2 was created. Seven (7) brands of yoghurt namely; Awa, ID farm fresh, Milkboy, Nunu, Abba, Zaabu and Supper yoghurt were present to show case their products.

Thirty-six (36) participants from thirty (30) none UNBS certified yoghurt producers attended an exchange-learning visit. They learnt from two (2) UNBS certified yoghurt producers of Nunu and Awa yoghurt how to strategically position a micro small cottage yoghurt processing unit for UNBS certification.

## BUSINESS PLANNING

A total of 55 producers were supported to develop and or review business plans including an action plan and a profitability calculation in 2021. The core aim of the business plans is an internal objective of helping producers to understand their own business, and to develop a vision as well as concrete steps to expand and professionalize their business. The exercise was eye-opening for some producers (who often do not keep record books), and important conclusions were drawn about their business management. For example, some businesses had to look into cost reduction, while others had to look into which markets were lucrative for them, and whether they were selling at a profit making price.

## THE YOBA TEAM IN UGANDA

From January 2021 onwards, the Yoba for Life Africa Coordinator, Nieke Westerik reduced physical presence in Uganda. The day-to-day management tasks were handed over to the new Uganda Project Coordinator Arinda Nelson. The Finance & Admin officer Caroline Nathuwera received additional responsibilities. Comfort Rowena, District Project Coordinator located in Kampala and Wakiso, received an additional role of Monitoring and Evaluation. The Africa Coordinator Nieke Westerik will continue to provide intensive back-up support to the Yoba Uganda team, and will provide strategic direction to the activities undertaken by the team.

Yoba Team

Arinda Nelson

Project Manager, Yoba for Life-Uganda.

Comfort Rowena

M&E, Yoba for Life, Uganda.

Nieke Westerik  
Africa Coordinator, Yoba for Life Wageningen, the Netherlands.

*Distributed to:*

Martin De Jong, TIDE PM

Joseph Kiirya, TIDE D/PM

Frederick Kizito, TIDE Nutrition Unit head

Lucy Musana,

TIDE accountant / admin

CC

Remco Kort

Wilbert Sybesma