Training Course on Milk Processing and Value Addition at Farm Level

Professional Development Training Course Outline

Category	Agriculture	**Duration**	10 Days
Base Fee	$3,000 USD	**Delivery Mode**	Online / On-site Hybrid

Course Introduction

Training Course on Milk Processing and Value Addition at Farm Level is designed to empower dairy farmers, agribusiness stakeholders, and rural entrepreneurs with practical knowledge and hands-on skills to transform raw milk into high-value dairy products. As demand for safe, nutritious, and locally produced dairy goods grows, this course provides the necessary tools to improve milk quality, reduce post-harvest losses, and increase profitability through on-farm processing and value addition techniques.

In this era of climate-smart agriculture and food security, the course emphasizes hygienic milk handling, sustainable dairy practices, cost-effective processing technologies, packaging, branding, and market access. With a blend of theory, case studies, and practical sessions, participants will gain insights into turning milk into cheese, yogurt, ghee, and flavored milk while maintaining quality and meeting regulatory standards.

Programme Curriculum

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Course Objectives

1. Enhance knowledge in hygienic milk collection and storage.
2. Understand the milk value chain from farm to market.
3. Equip participants with dairy processing techniques for yogurt, ghee, and cheese.
4. Promote on-farm value addition and agro-processing.
5. Demonstrate low-cost dairy technologies for rural settings.
6. Build capacity in quality assurance and control in dairy products.
7. Train on nutritional labeling and food safety compliance.
8. Develop packaging, branding, and marketing strategies for dairy products.
9. Highlight sustainable dairy farming practices.
10. Empower women and youth in agri-entrepreneurship.
11. Guide on accessing milk product markets locally and regionally.
12. Provide tools for record-keeping and profitability analysis.
13. Foster climate-smart dairy innovation and resilience.

Target Audiences

1. Smallholder dairy farmers
2. Dairy cooperatives and groups
3. Youth in agribusiness
4. Women in agriculture
5. Dairy extension workers
6. Agribusiness startups
7. Agricultural trainers and consultants
8. Vocational and TVET learners

Course Duration: 10 days

Course Modules

Module 1: Introduction to Dairy Farming and Milk Production

- Overview of dairy systems
- Breeds and their milk potential
- Milk composition and quality
- Milking techniques and hygiene
- Challenges in smallholder milk production
- *Case Study: Smallholder transformation in Nyeri County*

Module 2: Milk Hygiene and Quality Control

- Sources of milk contamination
- Hygiene standards for milk handling
- Milk testing tools and methods
- Importance of cold chain management
- Good milking and storage practices
- *Case Study: Improving quality standards in Meru Dairy Cooperative*

Module 3: Milk Collection and Cooling Techniques

- Milk preservation at farm level
- Traditional vs. modern cooling methods

- Importance of time and temperature
- Solar-powered milk coolers
- Community-based milk collection centers
- *Case Study: Cold chain efficiency in Kisii Highlands*

Module 4: Processing Milk into Yogurt

- Ingredients and equipment required
- Pasteurization techniques
- Yogurt fermentation process
- Flavoring and packaging
- Quality control in yogurt
- *Case Study: Youth-led yogurt brand in Eldoret*

Module 5: Cheese Production Basics

- Types of cheese and starter cultures
- Milk preparation and coagulation
- Curd cutting and whey separation
- Pressing and aging cheese
- Packaging and storage
- *Case Study: Goat cheese innovation in Machakos*

Module 6: Ghee and Butter Making Techniques

- Butter churning methods
- Clarifying butter into ghee
- Packaging and shelf life
- Cultural relevance of ghee
- Health benefits and uses
- *Case Study: Home-based ghee enterprise in Kericho*

Module 7: Fermented Milk and Traditional Products

- Overview of traditional dairy products
- Fermentation process and tools
- Nutritional value and shelf life
- Packaging for traditional products
- Consumer trends and demand
- *Case Study: Market revival of mursik in Bomet*

Module 8: Nutritional Labeling and Food Safety Standards

- Introduction to food safety laws
- Nutritional labeling requirements
- Product certification and licensing
- HACCP principles
- Traceability systems
- *Case Study: Branding compliance success in Nakuru*

Module 9: Branding and Packaging of Dairy Products

- Creative packaging ideas
- Cost-effective branding for small farms
- Role of visual appeal in sales
- Consumer psychology

- Regulatory labeling
- *Case Study: Award-winning dairy brand from Kitale*

Module 10: Market Access and Business Development

- Identifying dairy product markets
- Building distribution channels
- Pricing strategies
- Digital marketing for farmers
- Customer feedback integration
- *Case Study: Dairy business expansion in Nairobi suburbs*

Module 11: Sustainable and Climate-Smart Dairy Practices

- Waste management in dairy farms
- Biogas from dairy waste
- Water conservation techniques
- Green packaging options
- Renewable energy use
- *Case Study: Climate-smart farm model in Kajiado*

Module 12: Record Keeping and Financial Literacy

- Importance of farm records
- Dairy income and expense tracking
- Budgeting for value addition
- Cash flow management
- Financial planning tools
- *Case Study: Profitable dairy bookkeeping in Embu*

Module 13: Women and Youth Empowerment in Dairy

- Inclusive value chain development
- Skills development for rural youth
- Microfinancing for women
- Training and mentorship
- Role models and success stories
- *Case Study: Youth dairy innovation hub in Kakamega*

Module 14: Starting a Dairy Value Addition Business

- Feasibility studies
- Business registration steps
- Product development planning
- Costing and pricing
- Legal compliance
- *Case Study: Farmer’s cooperative with branded products in Bungoma*

Module 15: Scaling and Networking in Dairy Agribusiness

- Cooperative models
- Accessing funding and grants
- Peer-to-peer learning
- Leveraging dairy innovation hubs
- Participating in dairy expos
- *Case Study: National dairy exhibition breakthrough in Thika*

Training Methodology

- Interactive lectures using multimedia
- Hands-on practicals with milk processing tools
- Group assignments and product development
- Local case studies and field visits
- Guest lectures from industry experts
- Peer learning and collaborative exercises

Register as a group from 3 participants for a Discount

Send us an email: info@fineskilltrainingcenter.org or call *+254769199797*

Certification

Upon successful completion of this training, participants will be issued with a globally- recognized certificate.

Tailor-Made Course

We also offer tailor-made courses based on your needs.

Key Notes

a. The participant must be conversant with English.

b. Upon completion of training the participant will be issued with an Authorized Training Certificate

c. Course duration is flexible and the contents can be modified to fit any number of days.

d. The course fee includes facilitation training materials, 2 coffee breaks, buffet lunch and A Certificate upon successful completion of Training.

e. One-year post-training support Consultation and Coaching provided after the course.

f. Payment should be done at least a week before commence of the training, to Fineskill Training Center account, as indicated in the invoice so as to enable us prepare better for you.

Upcoming Scheduled Sessions

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Online	$2,000
23 Nov 2026	04 Dec 2026	Physical	$3,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$6,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Start Date	End Date	Location	Price
23 Nov 2026	04 Dec 2026	Physical	$9,000
23 Nov 2026	04 Dec 2026	Physical	$12,000
23 Nov 2026	04 Dec 2026	Physical	$12,000

Ready to enroll or request a customized program? Book online or contact us:

Register Online Now

Email: info@fineskilltrainingcenter.com | Website: www.fineskilltrainingcenter.com