

ETHIOPIA

MELIK SILTIE'S FARMERS' COOPERATIVE UNION



BHAG: To establish wheat flour pasta, macaroni and biscuits factory



FARMER BUSINESS LOBBY SERVICES



Outcome

2017-2019



Name: Melik Siltie's Farmers' Cooperative Union
Year of establishment: 2004

Commodities: maize, teff, wheat, haricot beans
Processing factory: no
Start Agriterra: 2017

Core business: The union mainly purchases wheat, maize, and haricot beans. It also supplies agricultural inputs, like improved seeds, pesticide, fertilizer herbicides, solar panels and consumer goods. Moreover, the union produces animal feed products, provides mechanisation services and has been engaged in small value addition activity on maize



"Through internal capitalisation, with the technical skill and knowledge support of Agriterra, we will realise the processing plant."

xxx, manager Melik

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“Melik Siltie’s Farmers’ Cooperative Union is one of the energetic and committed union I work with so far.”

Mesay Adugna, business advisor Agriterra



Input Agriterra

2017

- Provide financial management training
- Provide Peachtree accounting training and optimising Peachtree application for the finance department
- Provide cooperative governance and leadership training
- Experience sharing from other union, on topics as Farmers business center, IC, Governance, HRM and animal feed plant
- Provide strategic plan preparation and implementation coaching
- Business Planning Coaching
- Provide basics marketing training
- Output marketing, Quality control and warehouse management training for purchasing committee in 8 districts

2018

- Conducting feasibility study on wheat flour, pasta, macaroni and biscuit processing activity
- Organise validation workshop based on the feasibility study report
- Internal Capitalisation Workshop
- Export Marketing Training
- Sustainable service provision workshop

2019

- Internal capitalisation training, implementation and follow-up
- Feasibility study to secure water and electricity that is needed for the processing Factory
- Roll out of My coop in 10 PC and union staff
- Purchasing and Marketing training
- Experience sharing with Utawayu and Rayawakena

RESULTS

1 ✓

Primary cooperatives have developed an output marketing plan for 2020 whereby the union has developed its own plan, based upon input received from each primary cooperative

2 ✓

The union secured water that is needed for the processing Factory and decided to start securing electricity as well

3 ✓

Implementation of Peachtree accounting system



Advice



Training



Exchange

GOALS MELIK:

Capacitating the top ten primary cooperatives by providing training and hiring 10 professional managers for primary cooperatives

Mobilising 1.5 million Euro.

Strengthening the union and developing full-fledged human resource policy manual and improving staff capacity

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