



# BECHO WOLISO

## ETHIOPIAN STAR IN INTERNAL CAPITALISATION

<https://youtu.be/djouuixSmFs>

### BENEFITTING FARMERS



2013

2017

total members unknown

48,712 total members

### EMPLOYMENT



2013

2017

staff unknown

351 staff

### ACCES TO BANKS



2013

2016

EUR 389,890 working capital

EUR 1,254,549 working capital

### BUSINESS VOLUME



2013

2016

EUR 15,603,029 turnover

EUR 25,950,531 turnover

## Input Agriterra

2013-2017

6 peer-to-peer expert missions and 3 trainings

- Basic financial management
- Optimising financial management and introducing Peachtree utilisation
- Introducing governance innovations
- Strategic financial management
- Workshop youth participating



Advice



Training



Exchange

**Location:** Tulu Bolo, Ethiopia

**Year of establishment:** 2000

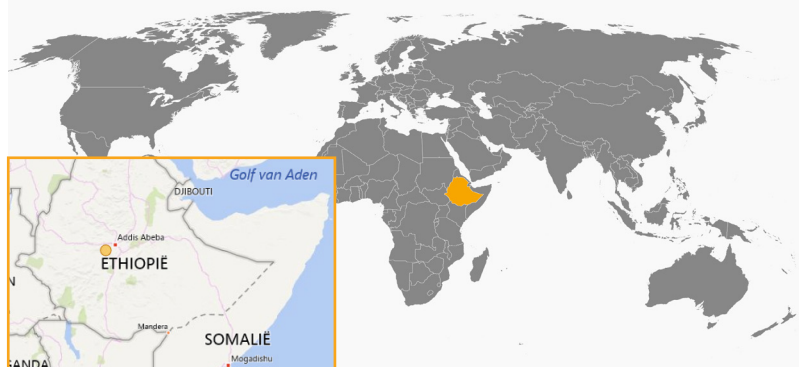
**Commodities:** wheat, barley, teff, beans, chickpea

**Processing factory:** yes, and now working on a new chickpea processing plant

**Start year of Agriterra intervention:** 2013

### Core business:

The union provides different services to the members such as; supply of agricultural inputs, output marketing, transportation services, value adding to agricultural outputs and social services.



The union is one of the pioneer farmers' cooperative unions in Ethiopia.



The union was founded with establishing capital of **EUR 6,431** and generated from **10 primary cooperatives**, which held **11,599 farmers**.

Currently, the union capital grew to more than **EUR 4,984,631** and member cooperatives are increasing to **84 primary cooperatives**.





“Instead of traders, we now sell our produce to the union and we get better prices.”

Genene Gulema, farmer and board member

**2020 GOAL:  
ESTABLISHING A CHICKPEA  
PROCESSING PLANT THAT CAN  
SUPPLY 5000 TONS PER YEAR**




### RETURN ON INVESTMENTS

From 2013 to 2016, Agriterra spend EUR 160,971.

In the same period members capital grew by 233%, from EUR 355,912 to EUR 828,487.



## The role of Agriterra

-  **1** **Financial management:** Before Agriterra's intervention the union's documentation was done manually, making it difficult to use financial ratios for decision making by board and management. Due to Agriterra's support Becho Weliso digitalised its financial documentation by adopting computer accounting software (Peachtree). Currently the union works more efficiently, as management and board make decisions based on financial ratios.
-  **2** **Internal capitalisation:** In total EUR€1,080,003 internal capital was mobilised for establishing a chickpea processing plant. This increased the members shareholding level and solved the financial bottleneck of the union. The total investment needed for the establishment of the processing plant will be EUR 3,456,303. >60% will come from member capital and <40% will be accessed via the bank.
-  **3** **Women and Youth training:** After Agriterra's training and intensive follow-up, there are 566 new female and 250 new youth members. This also increased women's and youth participation in decision-making processes (board and committee members).

## Important topics

Agriterra worked on the following topics the past years:

- Digitalising financial accounting system
- Adopting internal capitalisation
- Capacitating the staff and members via different training, peer to peer learning and follow-ups
- Increasing the women and youth involvement in cooperative and empowering them

**AGRI  
TERRA**