



# RAYA WAKENA

## TRANSFORMATION FROM AGRICULTURE TO RURAL INDUSTRIALISATION



### BENEFITTING FARMERS



2013

33,265 total members

2016

57,457 total members

### EMPLOYMENT



2013

staff unknown

2016

75 employees

### ACCES TO BANKS



2013

EUR 268,552 working capital

2016

EUR 653,027 working capital

### BUSINESS VOLUME



2013

EUR 200,134,065 turnover

2016

EUR 302,499,862 turnover

**Location:** Dodola, Oromia, Ethiopia

**Year of establishment:** 2004

**Commodities:** wheat, barley & linseed

**Processing factory:** flour factory, established in 2017

**Start year of Agriterra intervention:** 2013

### Core business:

Core-business of the union is distribution of fertilizers and seeds to farmers through primary cooperatives. Furthermore the union provides mechanisation services and seed cleaning.



The union invested more than EUR 1,329,235; **90% of this investment was covered by members** and only 10% by a loan from an external party.

The union built a modern flour factory in Dodola town, on 6600-meter square.

## Input Agriterra

2013-2016

7 peer-to-peer expert missions and 4 trainings

- elaboration of extension plan and operation plan
- technical support starting up the processing plant
- business approach for extension services
- efficiency and controls in the finance department
- basic financial management training
- exchange visit with Ugandan dairy cooperative



Advice



Training



Exchange

**AGRI  
TERRA**





## Role of Agriterra

- Training of the union management staff via experience sharing locally and internationally.
- Development and implementation of professional Human Resource policy.
- Improvement of financial management by installing Peachtree software, digitalisation of financial recording system and training of staff.
- Introduction and implementation of internal capital strategy leading to increased member participation.

In addition, a lot of work has been done at farmers level to increase agronomy knowledge and to develop the value chains wheat, malt barley and linseed.

## The factory

- Creates job opportunity for **104 people**.
- Has the processing capacity of **39,160 kilos per day**.
- Processes **mainly flour**. By product is sold as animal feed.

**2020 GOAL**  
**ENGAGE IN ANIMAL FEED PROCESSING**  
**AND BUILDING A PASTA AND**  
**MACARONI FOOD COMPLEX.**

## INVESTMENTS

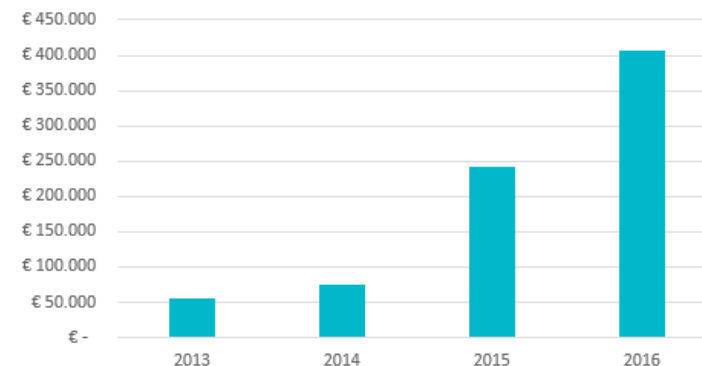
Between 2013 and 2016, Agriterra spend EUR 117,978.

In the same period members capital grew by 739%, from EUR 54,978 to EUR 406,394.

In 2016 members capital formed 29% of the total capital, in comparison with 10% in 2013.



## Members capital



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