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

**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

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 then EUR 4,984,631 and member cooperatives are increasing to 84 primary cooperatives.
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.

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.

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).

The role of Agriterra

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

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.

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

Genene Gulema, farmer and board member