ETHIOPIA

MELIK SILTIE’S FARMERS’ COOPERATIVE UNION

BENEFITING FARMERS

<table>
<thead>
<tr>
<th>Year</th>
<th>Members</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>46,500</td>
</tr>
<tr>
<td>2019</td>
<td>51,000</td>
</tr>
</tbody>
</table>

TOTAL REVENUE

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>EUR 965,714</td>
</tr>
<tr>
<td>2019</td>
<td>EUR 928,146</td>
</tr>
</tbody>
</table>

MOBILISED LOANS

<table>
<thead>
<tr>
<th>Year</th>
<th>Loans</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>EUR 276,318</td>
</tr>
<tr>
<td>2019</td>
<td>EUR 248,967</td>
</tr>
</tbody>
</table>

EQUITY

<table>
<thead>
<tr>
<th>Year</th>
<th>Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>EUR 1,307,670</td>
</tr>
<tr>
<td>2019</td>
<td>EUR 1,317,930</td>
</tr>
</tbody>
</table>

TOTAL ASSETS COOPERATIVE

<table>
<thead>
<tr>
<th>Year</th>
<th>Assets</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>EUR 2,491,641</td>
</tr>
<tr>
<td>2019</td>
<td>EUR 2,196,592</td>
</tr>
</tbody>
</table>

RATIO EQUITY / TOTAL ASSETS (%)

<table>
<thead>
<tr>
<th>Year</th>
<th>Ratio</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>53%</td>
</tr>
<tr>
<td>2019</td>
<td>60%</td>
</tr>
</tbody>
</table>

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.

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

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

xxx, manager Melik
Implementation of Peachtree accounting system

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.

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

Implementation of Peachtree accounting system

Mesay Adugna, business advisor Agriterra

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

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

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

2

3

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Implementation of Peachtree accounting system

Advice
Training
Exchange

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