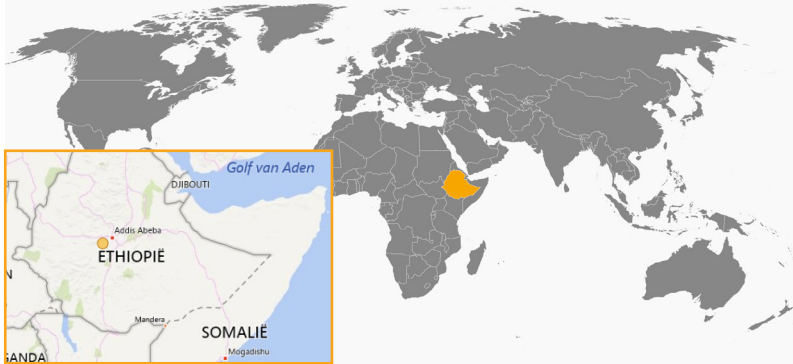


ETHIOPIA

BECHO WOLISO

<https://youtu.be/djouuixSmFs>



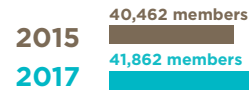
BHAG: Become a solid organisation capable to financially support its members.



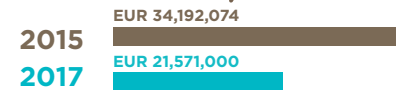
Outcome

2015-2017

BENEFITING FARMERS



TOTAL REVENUE



MOBILISED LOANS



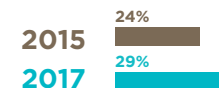
EQUITY



TOTAL ASSETS COOPERATIVE



RATIO EQUITY / TOTAL ASSETS (%)



Name: Becho Woliso
Year of establishment: 2000
Commodities: teff
Processing factory: yes
Start Agriterra: 2016
Stop working with Agriterra: 2018

Core business:
 Agricultural output marketing and agricultural input marketing



“What is inspiring to me is the improvement of the recording system from hardware to software, able to manage the financial and transaction of the union by splitting the recording system cost and revenue separately and the cost departmentalisation or cost allocation system which was trained by the support of Agriterra and an Agripool assignment.”

General Manager, Becho Woliso



I am inspired by farmers, those capacitated by the Union, that familiarised to new technologies of farming, therefore increasing their production.

Hailat Berhane, business advisor Agriterra



RESULTS

1 ✓

Becho Weliso is one of the model clients who has adopted the internal capitalisation modality. In 2017 the union was distributing 220 shares for the PCs. Totally the union mobilised EUR 929,112 from the members within 3 years.

2 ✓

Five participants trained during the Strategic Financial Management training redefined the roles and responsibilities of the organisation members, they successfully implemented a strategic financing plan and developed action plans.

3 ✓

The union hired one agronomist to provide the mechanisation services to the members. More than 1000 farmers now benefit from trashing machines.



Advice



Training



Exchange

Input Agriterra

2016

- Inception and cooperative management training for PC managers and chairperson
- Assignment and training of PC managers
- Profiling of organisational strength of union together with Scope insight
- Women membership induction training (to increase the women and youth participation in cooperative)
- Chemicals for seed treatment
- Training on agronomic practice of chick pea
- Workshop to reboots internal capitalisation campaign
- Output marketing workshop
- Purchase weighing scales for 2 PCs

2017

- Re-boosting internal capitalisation
- Share distribution and internal capitalisation raising awareness ceremony
- Strategic financial management training
- Peer to peer experience with local chickpea processing factory
- Youth workshop
- Agricultural extension and investment training together with AHA

2018

- Revision of the chickpea factory feasibility study
- Youth workshop follow up
- FACT training



GOALS BECHO WOLISO

Improving the general understanding of members of the advantages of being a cooperative

Increase member ownership and participation

**AGRI
TERRA**