

Report for Exposure field visits for private sector RiPA partners on Animal feed processing, Dairy cattle, Poultry farm, Feedlot, and Business Development Services Training in Bishoftu and Mojo

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Abstract: *This report provides an overview of exposure field visits conducted for private sector RiPA (Resilience in Pastoral Areas) partners in the areas of animal feed processing, dairy cattle, poultry farming, feedlot operations, and business development services training. The visits took place in Bishoftu and Mojo, two significant agricultural regions. The objective of these field visits was to enhance the knowledge and skills of RiPA partners in various aspects of the farm sector. The report highlights the key findings, observations, and recommendations gathered during the visits. In the animal feed processing segment, participants were exposed to modern feed processing techniques, including ingredient selection, mixing, and quality control. They also learned about the importance of nutrition and feed management in optimizing animal health and productivity.*

The dairy cattle visit aimed to familiarize the participants with best practices in dairy management, including breed selection, feeding strategies, milking techniques, and hygiene protocols. Additionally, they gained insights into value addition and dairy product marketing. During the poultry farm visit, RiPA partners learned about the setup and management of commercial poultry farms. They were exposed to poultry housing systems, biosecurity measures, vaccination protocols, and efficient feeding practices. The visit aimed to enhance their understanding of poultry disease prevention and production optimization. The feedlot visit focused on intensive animal feeding operations. Participants gained knowledge about feedlot design, animal handling, feed formulation, and health management practices. They also explored strategies for maximizing feed efficiency and ensuring animal welfare. Lastly, the business development services training exposed RiPA partners to essential skills for establishing and managing successful agricultural enterprises. They received guidance on market analysis, financial planning, business strategy, and access to credit and other support services.

keywords: *Business to Business, Business Development Services Training, Exposure field visits, private sector RiPA partners, Bishoftu and Mojo.*

1. Introduction of exposure visits& Training

1.1. Background

Mercy Corps and CARE Ethiopia, with funding from USAID Feed the Future, are jointly implementing a five-year Resilience in Pastoral Areas (RiPA-North Cluster) project. The project aims to enhance the resilience capacities of households, markets, and governance institutions in 11 Woredas across the Somali, Afar, and Oromia regions of Ethiopia. The activities are designed to address the challenges faced by pastoral communities and promote sustainable development in the target areas. The activities integrate four technical components with complementary objectives and a 'crisis modifier' intervention, which is aimed at protecting development gains against shocks and stresses. The components include: 1) Improved Disaster Risk Management (DRM) systems and capacity; 2) Diversified and sustainable economic opportunities for people Transitioning out of Pastoralism (ToPs), particularly youth and women; 3) Intensified and sustained pastoral and agro-pastoral production and marketing; 4) Improved and sustained nutrition and hygiene practices.

Intensified and sustained pastoral and agro-pastoral production and marketing component aims to improve the productivity and profitability of pastoral and agro-pastoral activities. It includes interventions such as improved livestock management practices, access to

veterinary services, provision of water and pasture resources, and strengthening of value chains and market linkages. From this perspective, RIPA planned to organize an experience-sharing event for program partners and non-partner private sectors located in RIPA North targeted areas of the Somali region and business development services training. The participants visited potential existing similar businesses with improved practices and technology located in Modjo and Bishoftu.

The purpose of this report is to provide an overview and summary of the exposure field visits conducted for animal feed processing business, dairy cattle business, poultry farms, feedlots business, and the Business Development Services (BDS) training in Bishoftu and Mojo. The visits aimed to enhance knowledge and practical understanding of various aspects related to animal husbandry, feed processing, and business development in the agricultural sector.

In addition to the exposure visits, businesses participating this event has received Business Development Services (BDS) training. This training was designed to support the expansion of their products and services, enhance business transaction recording practices, and foster effective business relationships and networking. The training was delivered by individual professionals with a high level of technical understanding of the livestock sector, ensuring the relevance and applicability of the training content.

2. Objectives

The overall objective of the exposure field visits to businesses in Bishoftu and Mojo, as well as the Business Development Services (BDS) training, is to provide practical knowledge, inspiration, and support for businesses in the agricultural sector. The specific objectives can be outlined as follows:

a) To gain knowledge and exposure: The exposure visits aim to provide participants with firsthand exposure to successful businesses in the animal feed processing, dairy cattle, poultry farm, and feedlot sectors. By visiting these businesses, participants can observe and learn about their improved practices, technologies, and business models. This exposure facilitates the transfer of knowledge and ideas that can be replicated or adapted in the participants' businesses.

b) To Build effective Business relationships: Building strong business relationships is crucial for long-term success and growth. The BDS training focuses on equipping participants with skills and techniques for effective communication, negotiation, conflict resolution, and fostering partnerships. Participants learn how to establish and maintain positive relationships with customers, suppliers, and partners, which can lead to increased trust, collaboration, and mutually beneficial outcomes.

c) To provide networking: Networking plays a significant role in business growth and access to new opportunities. The exposure visits provide participants with tools and knowledge to effectively network within the livestock sector. Participants learn how to identify networking opportunities, engage in industry events, leverage social media platforms, and establish meaningful connections. Networking enables participants to expand their professional contacts, share knowledge and experiences, and explore potential collaborations or partnerships.

d) To expand their Products and Services: exposure field visits and Business Development Services training focuses on supporting businesses in expanding their products and services. Through the training and exposure field visits, participants gain insights into identifying market opportunities, conducting market observations, and developing new products or services. The training equips participants with strategies and techniques to diversify their offerings, thereby enhancing their competitiveness and revenue generation.

3. Expected Outputs of this activity includes

The expected outputs of this exposure field visits, and Business Development Services (BDS) training includes the following:

a) Encouraged crowing in among program partners and non-partner Businesses.

b) Improved Business management and entrepreneurial skills among local traders (Goat, Sheep, Milk, Milk Products, and Feed Businesses)

c) Enhanced new business practices, behavior changes, and business expansion.

d) Local traders sustain marketing linkage with large buyers and export abattoirs that will contribute to crowding in.

e) Milk enterprises diversify their services and enhance milk production quality and hygiene methods. Overall, the expected outputs of this activity encompass increased business replication, enhanced business skills, improved market resilience, knowledge sharing, and learning platforms, adoption of modern practices, strengthened business relationships, and increased market access for businesses in the livestock sector. These outputs contribute to the overall development and sustainability of the sector and its stakeholders.

4. Methods/Approaches of this activity includes.

The methods/approaches employed in this activity can vary depending on the specific context and objectives. However, some common methods/approaches that can be utilized are:

- **Exposure Visits:** Organizing visits to successful businesses in the animal feed processing, dairy cattle, poultry farm, and feedlot sectors. Participants have the opportunity to observe and learn firsthand from these businesses, gaining insights into their practices, technologies, and business models.
- **Business Development Services (BDS) Training:** Conducting training programs focused on enhancing the business skills of participants. These programs can cover various topics such as financial management, marketing strategies, business planning, operational efficiency, record-keeping, and business relationship management.
- **Experience Sharing Platforms:** Establishing platforms for participants to share their experiences, challenges, and successes. This can take the form of workshops, seminars, or person-to-person contact where participants can interact, exchange knowledge, and learn from each other's experiences.
- **Mentoring and Coaching:** Providing one-on-one mentoring and coaching sessions to participants. Experienced mentors can guide participants in implementing best practices, overcoming challenges, and developing customized strategies for their specific businesses

2. Major places of the Exposure Field Visits & BDS Training

2.1. Exposure Field Visit to Elere Poultry Farm

During the field visit to the Elere poultry farm initially, we met the founder and general manager of the Elere poultry farm Mr. Fanta Terefe and he provided an introduction and overview of the farm, its history, objectives, and scope of operations. He also gives an overview of the poultry production process, highlighting key aspects such as breed selection, housing, feeding, disease management, and biosecurity measures.

Mr. Fanta Terefe highlighted that Elere Farm was established in the year 2008 in Bishoftu town with the aim of poultry development and animal feed processing. This highlights the farm's focus on maintaining high standards in poultry production and ensuring the health and well-being of the birds.

By sharing this knowledge, Mr. Fanta provides participants with insights into successful practices and strategies employed at Elere Poultry Farm. This information can serve as a benchmark for participants to assess their operations and identify areas for improvement or adoption of best practices and main progress he highlights are summarized as follows:

-Elere farm is a self-sufficient farm that produces feed for all types of chicken like hatching and chicken rearing (parent stock and broiler) and it can produce 30,000kg/hr.

-the farm has three different branches around Bishoftu town

-the farm has provided supplies for its product and training to their partnership, and it has 150 partnerships

-the farm has six egg incubators with the capacity to produce of hatching 32,000 chickens per Bach. This unit supplied fertile eggs by the parent stock unit having a capacity of hosting 34000 parent stock on 670 square meters of built-up area of the building.

-the farm can collect 14,000 eggs per day

- The farm employed 48 permanent employees to run its business smoothly out of which 5 of them are professional.

-the farm has a modern warehouse that holds different feeds row materials like limestone, soybean cake, meat &bone

-A day-old chicks produced by a hatchery unit partly used by the chicken rearing unit of the farm and partly

supplied to a wide range of individual, organized women and youth under micro-enterprises and institutional buyers.

Anticipating major challenges of Elere poultry farm

- Availability of raw materials of feed for security issues in some parts of the country like Wellega and Gojam which are the areas of mostly raw materials feed suppliers and feed price fluctuation.
- Health issues with birds especially vaccination of chickens which is high cost.



Photo 1: Elere Poultry Farm pictures

2.2. Exposure Field Visit to Alfa Fodder and Dairy Farm

During The visit to Alfa Fodder and Dairy Farm. The farm's representative provided information about the farm's history, objectives, and scope of operations. He highlights key aspects such as the focus on fodder production and dairy farming.

The visit to the dairy cattle farm provided participants with practical insights into dairy farming practices. They observed the management of dairy cattle, including feeding, milking, and overall herd health management. The participants learned about the importance of proper nutrition, breeding techniques, and disease prevention strategies in maintaining a healthy and productive dairy herd. Dairy farms typically have a designated area for milking the cows. participants witness the milking process and learn about the techniques used to ensure cleanliness and efficiency. The farm's staff explained the steps involved in milking, milk storage, and quality control measures.

The farm's representative provided information about Alfa Farm has mentioned The first and most important objective of Alfa Farms is to produce high-quality milk in Ethiopia with Dutch expertise in dairy farming and Alfa fodder and dairy farm (Alfa farms) was established in 2008 by a Dutch entrepreneur (Bert Flier).

The main points he highlights from the farm's representative are summarized as follows:

- the farm has its own machinery for feed preparation and formulation to produce sufficient feed for Dairy cow
 - All cows are pure Holstein, imported from Kenya.
 - 400 cows are present in the dairy farm during our visit.
 - 200 lactating cows are present in dairy farm.
 - the average milk production per cow per day is 35 liters of milk per day
 - the dairy farm supplied all of their milk production to one milk processing plant.
 - the farm sale of one liter of fresh cow milk 60 birr
- Anticipating major challenges of Alfa Fodder and Dairy Farm

- One major challenge faced by farm is the recurring occurrence of foot and mouth disease which can indeed be a significant challenge for Alfa Fodder and Dairy Farm.



Photo 2: Alfa Fodder and Dairy Farm pictures

2.3. Exposure Field Visit to Alema Koudijs Feed Processing Company

During the Alema Koudijs animal feed processing company visit, participants had the opportunity to observe and interact with professionals in the field. The visit included a tour of a feed processing facility where the entire feed production process, from raw material selection to packaging, was demonstrated. Participants learned about the different types of animal feed, quality control measures, and the importance of proper feed formulation for various livestock species. In the initial field visit of Alema Koudijs animal feed processing company, the sales manager of the company Dr. Abrehan was given an introduction and overview of the company, and he highlighted the following points:

- Alema Koudijs is a joint venture between De Heus Animal Nutrition from the Netherlands and Alema Farms from Ethiopia in Ethiopia this company has one of its branches with the parent company and its global

feed company with its head office in Ede, the Netherlands.

- the company was established in 2009 to produce high-quality & complete animal feeds for poultry, ruminants, aqua, and swine

-the company understands the importance of providing balanced and nutritionally rich feed to support the growth, health, and productivity of animals through rigorous research and development, we continuously strive to improve our feed formulations and production processes to ensure optimum performance and efficiency for our customers.

-the company has raw material sourcing: Feed production involves sourcing a variety of raw materials, such as grains, protein sources, vitamins, and minerals

-the company will facilitate observation and visit the raw material storage areas, milling machines, mixing equipment, and packaging section to provide an opportunity to understand the workflow and the technology employed in the production process

-At the end of our visit, there was an interactive session where the participants asked questions, exchanged ideas, and discussed potential collaborations or partnerships and participants believed that such engagements could foster knowledge-sharing and mutually beneficial relationships.



Photo 3: Alema Koudijs Feed Processing Company pictures

2.4. Exposure Field Visit to Bomaji Beef Cattle Feedlot

The visit to the feedlot facility aimed to familiarize participants with intensive livestock production systems. They observed the management of beef cattle in a feedlot setting, including feeding strategies, health monitoring, and the use of growth-promoting

techniques. The participants gained insights into the challenges and opportunities associated with feedlot operations and the importance of proper management practices.

During our visit To Bomaji Feedlot, we met Mr. Kasahun, a feedlot manager who provided an overview of the feedlot and said we are delighted to provide you with an immersive exposure field visit to our facility at Bomaji Feedlot, we take pride in our commitment to excellence in animal husbandry and feedlot management.

Also, Mr. Kasahun, highlighted and summarized the key point of the Bomaji feedlot are:

-we provide our beef cattle balanced and nutritionally dense diet twice a day typically consisting of pasture forages and concentrate supplements to meet our specific nutritional requirements and maximize their growth potential to reach 320 to 385 kg of body weight per beef cattle to export

- The duration of fattening in our feedlot is 120 days in the season we have a four-phase fattening patch

-Beef cattle are enclosed in zero-grazing units and provide all the requirements for feed and water

-the feedlot involves the business of buying beef cattle from Borana that are emaciated then fattening through intensive feeding and finally selling them after three months throughout Djibouti

-the feedlot fed beef cattle 2 times a day and consumption rates depend on the state of beef cattle, weight of beef cattle, number of beef cattle, and breed of beef cattle

-the breed of beef cattle in the feedlot is Boran

-feedlot has a recording and treatment system to control outbreak diseases

-we provide 8-9 kg of feed per beef cattle per day depending on the body weight of beef cattle

-the initial average price we bought beef cattle varied from 30,000 to 40,000 birr with a body weight of 230 to 280kg then we sale price of 50,000 to 60,000 birr with a body weight of 320 to 385kg

Anticipating major challenges of Bomaji Beef Cattle Feedlot

- Market Access and Price Volatility: Ensuring a stable and profitable market for the beef produced in the feedlot is crucial. Challenges arise in terms of accessing reliable markets, negotiating fair prices, and dealing with price fluctuations. Developing strong relationships with buyers, processors, and distributors can help mitigate some of these challenges.

- Receiving bank hard currency and legality of exporting beef cattle: to receive hard currency in Ethiopia, it is important to comply with the regulations set by the NBE which sometimes makes us delayed for need time to deliver destination market and the legality of exporting beef cattle depends on the specific regulations and policies of the country of origin (Ethiopia) as well as the destination country. Governments often establish rules and requirements to ensure the health and safety of animals, prevent the spread of diseases, and regulate the export of livestock which could also take a long time.



Photo 4: Bomaji Beef Cattle Feedlot Farm pictures

2.5. Business Development Services Training

The training was started at 9:30 AM on 25 April 2024 and opening remarks were done by Yilkal Kebede, Senior technical advisor for livestock-crop Expert, who briefed training objectives and approaches. Mr. Yilkal highlighted the importance of The BDS training focused on providing participants with the necessary knowledge and skills to develop and manage successful agribusiness ventures and what training will cover various topics, including business planning, financial management, marketing strategies, and key concepts of good entrepreneurship. Participants engaged in interactive sessions, case studies, and group exercises to enhance their understanding of business development principles and practices.

After the opening of the training, an experienced trainer called Debele Mosissa started to introduce himself and introduce participants to create a conducive environment for the training.

Mr. Debele highlighted what entrepreneurship is and what are the good characteristics of entrepreneurship and explained as follows:

Entrepreneurship is an exciting and dynamic concept involving businesses' creation, development, and

management. At the heart of entrepreneurship lies the pursuit of opportunities, the courage to take risks, and the drive to transform ideas into successful ventures. While entrepreneurship can take many forms, the concept of "good entrepreneurship" refers to the qualities and characteristics that contribute to the success and positive impact of a business.

Good entrepreneurship goes beyond mere profit-making and encompasses a broader set of values and principles. It involves creating businesses that not only generate financial returns but also bring about meaningful change, innovation, and social value. Good entrepreneurs are driven by a vision, guided by a strong sense of purpose, and motivated to make a positive difference in your area.

A key characteristic of good entrepreneurship is the ability to identify opportunities and develop innovative solutions to address market gaps or customer needs. Successful entrepreneurs are adept at recognizing emerging trends, understanding customer preferences, and envisioning new possibilities.

Moreover, good entrepreneurship characteristics also involve taking calculated risks and embracing failure as a learning opportunity. Entrepreneurs understand that setbacks and challenges are an inherent part of the journey. They exhibit resilience, adaptability, and a willingness to learn from mistakes. By continuously refining its strategies and approaches, entrepreneurs can navigate uncertainties and seize growth opportunities.

In conclusion, Mr. Debele mentions good entrepreneurship embodies a blend of vision, innovation, customer focus, resilience, and ethical practices. It represents a commitment to creating businesses that not only achieve financial success but also have a positive impact on society. By embracing these characteristics, entrepreneurs can forge a path toward success while leaving a lasting legacy in the business area.

During training sessions, participants had group discussions based on the following questions:

1. select two successful businesses in your area and then discuss
2. what makes a successful business the secret behind the success of two selected businesses and how are challenges faced overcome?
3. what are the contributions of two selected successful businesses in your local area?

Based on the number of woreda participants came from we divided into five groups to be manageable for group discussion sessions and each group had a present flipchart.

Group 1: Shine Woreda, Sitti zone

This group was selected from Ahmed Yonis GEAs & Fatuma Milk collection as two successful businesses and then discussed as follows:

- These two businesses have business plans to achieve their goals and objectives
- two businesses had conducted market analysis before starting based on customer needs and opportunities existing in the area
- two businesses have persistent challenges faced to achieve their goals
- two businesses have maintained the quality of their services & products, and sell their products at fair prices to customers all season
- two businesses have different agents to collect livestock and milk constantly to sustain business products and services for customers
- two businesses have all the facilities of their business like milk equipment test refrigerators and animal holding shade
- in the local context the two businesses have contributed to job creation for 70 members of the local community including male, female, and youth of which 23 members gate direct job

Group 2: Degahbour Woreda, Jarar zone

This group was selected from Horseed GEAs & Ugbad farming & Animal feeding (multiple projects) as two successful businesses and then discussed as follows:

- These two businesses have business plans to achieve their goals and objectives
- these two businesses are cooperative with a total member of 88 person
- these businesses have their land to exist in the future
- Horseed GEAs have 1245 share bank at shabele bank
- two businesses have persistent challenges faced to achieve their goals
- these two businesses created different agents to collect livestock and lend money to their agents to support financial access and increase their purchasing power
- Horseed GEAs have effective Business relationships with lead firms like Organic Slaughtering Abattoir and supply a high number of livestock such as shoats and camel

-these two businesses created job opportunities in different local communities

Group 3: Afdem Woreda, sitti zone

This group was selected from Mustaqbal KG School & Cawale GEAs Animal Holding Service Provision as two successful businesses and then discussed as follows:

- Mustaqbal KG School is a shining example of good entrepreneurship in the education sector of Afdem woreda. This school has successfully positively impacted young children's lives by providing quality education and fostering their holistic development.
- One of the key characteristics of Mustaqbal KG School is its visionary leadership. The school founders had a clear vision of providing a nurturing and stimulating learning environment for children at the kindergarten level. They recognized the importance of early childhood education and its long-term impact on a child's educational journey.
- Mustaqbal KG School has dedicated professionals who are passionate about education
- in the opening of Mustaqbal KG School had one class but now it has two classes with a total of student 424 and it created job opportunities 6 teachers
- this KG School is exemplary of changing problems into opportunities

- Cawale GEAs Animal Holding Service Provision is an exemplary entrepreneurship venture in animal services including watering, feeding, and feed sales and this business has a business plan for its goals and objectives

- This business provides essential and high-quality animal holding services, catering to the needs of farmers and livestock owners in the woreda.
- Innovation and adaptability are key strengths of Cawale GEAs Animal Holding Service Provision business to sustain its services
- Resilience and risk-taking are evident in this venture to be a sustainable project
- this business contributes to the growth and development of the local communities, and it creates job opportunities for 7 people permanently

Group 4: Erer Woreda, Sitti zone

This group was selected from Ali Jama Hotel & Ahmed Hassan Fodder production as two successful businesses and then discussed as follows:

- in erer woreda, there was a problem with hotel service then Ali Jama access problem in his local area after that he identified the solution was to open a hotel after

preparing the plan for a business to change challenges into opportunities

-The Hotels provide rooms for guests to stay overnight or for an extended period

-The hotel also has conference rooms that provide services such as hosting local events for business meetings, conferences, weddings, and other special occasions

-Having a hotel in the erer woreda provides a convenient accommodation option for visitors who may be attending events, exploring nearby attractions, or conducting business in the worda. It saves them from traveling long distances to find suitable lodging in Dire Dawa town.

-Ahmed Hassan animal fodder production is one of the businesses we can say in our area is a successful business because in our area there is a high demand for animal feed during drought and dry season therefore, we can say this business is based on local community's demand

-the business chooses appropriate fodder crops based on factors such as climate, soil conditions, water availability, and livestock preferences. Consider crops like alfalfa, Sudan grass, or other grasses and legumes that are suitable for our woreda.

-the business harvests the fodder crops at the appropriate stage of growth to maximize nutritional value. Consider options such as haymaking production, or green chopping. Properly process and store the fodder to maintain quality and prevent spoilage.

-this business also contributes to local communities by creating job opportunities for 50 people

Group 5: Shabley, Gursum & Kebribayah Woreda, Fafen zone

This group was selected from Shaha-ninka (Tea Man) & Farah camel Dairy farm as two successful businesses and then discussed as follows:

- Farah Camel Dairy Farm is one of the modern businesses existing in Gursum Woreda in Somali culture camel is husbandry traditionally but Farah Camel Dairy unique business that was started recently year to change the pastoralist way of camel rearing and provide customers with quality milk jigjiga city surrounded area

-this business provides local customers with camel milk Marketing and Distribution: Farah camel dairy farms typically have strategies for marketing and distributing their products. It sells its products directly

to consumers through on-site farm stores or participates in local markets and also establishes partnerships with distributors and retailers to reach a wider consumer base.

- Farah camel dairy farms manage herds of camels, ensuring their well-being, health, and productivity. This includes providing appropriate feeding, watering, and shelter facilities, as well as regular veterinary care and disease prevention measures to sustain the project for the long term.

- Farah camel dairy farms have specialized techniques and equipment for camel Milking camel to be carried out with care to ensure cleanliness and the preservation of milk quality

-shaha ninka is a business that provides quality tea for jigjiga customers, and it is unique for man-only

- these two businesses also contribute to local communities by creating job opportunities



Photo 5: Business Development Services Training pictures

3. Conclusion

The exposure field visits and Business Development Services training in Bishoftu and Mojo provided participants with valuable insights and practical knowledge in animal feed processing, dairy cattle farming, poultry production, feedlot operations, and business development in the agricultural sector. The firsthand experiences and interactions with industry professionals contributed to their professional growth and will assist them in implementing best practices in their respective fields.

By engaging in firsthand experiences and interacting with industry professionals, the participants gained a deeper understanding of the challenges and opportunities in their respective fields. They have had the opportunity to observe and learn from successful agricultural businesses, witnessing best practices in action.

The knowledge and skills acquired during the field visits and training sessions will play a crucial role in the professional growth of the participants. They can now implement the best practices they have learned, improving their own operations, and contributing to the overall development of the agricultural sector.

In summary, the exposure field visits and Business Development Services training in Bishoftu and Mojo have equipped the participants with valuable insights, practical knowledge, and a network of industry professionals. These experiences will undoubtedly contribute to their professional development and empower them to make positive changes in their respective agricultural fields.

Annex 1: List of participants Exposure Field Visits and Business Development Services Training

S/N	Name	Organization	Position	Contact Address
1.	Nasir Hussein Hasli	Degahbour Pastoral Development & Livestock Office	Livestock expert	091 528 3898
2.	Abdi Shugri Isman Abdishugri	GAEs	Founder &Manger	0 91 544 3402
3.	Sade Ali Muhumed Sade	GAEs	Founder &Manager	0 91 510 4807
4.	Nimo Ahmed Omer Nimo	GAEs	Founder &Manager	0915074257
5.	Shek Muse shek Abdi	Horsed GAEs	Manager	0 91 505 7499
6.	Ahmed Dheg Nur Ugbad farming &Animal feeding (multiple projects)	manager		0927983146
7.	Bashir Ahmed Muhummed Fafen zone	Pastoral Development &livestock office	focal person	0 91 507 8851
8.	Omer Abdi Ahmed Omer	GAEs	Founder &Manager	0915213776
9.	Said Jamal Jama Barqomal	feed processing	manager	0 93 335 4760
10.	Shek Ibrahim Hassan Adi Ibrahim	Fodder production	Founder &Manager	0922813783
11.	Oumer Aliyi Oumer Omer	Fodder production	Founder &Manager	0915148885
12.	Ibrahim Bouh Farah Karaaba	GAEs	Representative person	0929388203
13.	Awale Hash Are Awale hossh	GAEs	Founder &Manager	0915154930
14.	Ahmed Farid Abdi Ahmed farid	GAEs	Founder &Manager	0915720033

- 15. Fatuma Farah Abdi Fatuma Milk collection Founder &Manager 0924226387
- 16. Hawa Ibraihm Rabe Wawa Milk collection Founder &Manager -
- 17. Fuad Aden Rirash Ahmed yonis GAEs Representative person 0915737282
- 18.Yusuf Abdulali Darar Omer fure GAEs Representative person 0993440353

Annex 2: Selected Photo of the Exposure Field Visits and Business Development Services Training



4. ACKNOWLEDGMENT

I would like to express my sincere gratitude to all individuals and organizations who contributed to the successful completion of the report on the exposure field visits for private sector RiPA partners on animal feed processing, dairy cattle, poultry farm, feedlot, and business development services training in Bishoftu and Mojo.

First and foremost, I extend my appreciation to the Mercy corps organization for their support and collaboration throughout the entire project. Their commitment to promoting rural development and poverty alleviation has been instrumental in organizing and facilitating these field visits.

I would like to acknowledge the private sector RiPA partners who participated in the field visits. Their active involvement, enthusiasm, and willingness to learn have greatly contributed to the success of this initiative. Their valuable feedback and insights have been crucial in shaping the recommendations provided in this report.

A special word of thanks goes to the experts, professionals, and trainers who generously shared their knowledge and expertise during the field visits. Their guidance, presentations, and practical demonstrations have significantly enriched the learning experience of the participants.

I am grateful to the farmers, feed processors, dairy cattle owners, poultry farm operators, feedlot managers, and business development service providers who graciously opened their doors and allowed us to visit their facilities. Their hospitality and willingness to share their experiences have provided invaluable real-world perspectives and examples.

I would also like to acknowledge the administrative staff, logistical support teams, and local communities in Bishoftu and Mojo for their assistance and cooperation during the field visits. Their contributions behind the scenes have been essential in ensuring smooth operations and a conducive learning environment.

Lastly, I extend my appreciation to all the individuals who were involved in the data collection, analysis, and report-writing processes. Their diligent efforts and attention to detail have resulted in a comprehensive and informative report.

We sincerely thank everyone who has played a part, directly or indirectly, in the successful execution of the exposure field visits and the production of this report. Your contributions have been invaluable, and I am grateful for your support in advancing agricultural knowledge and fostering sustainable development.

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