



Partners
INTERNATIONAL

Poultry Farm Sustainability Project
Nigeria

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About Partners International

Our Vision:

To transform the least reached areas of the world through the holistic power of the gospel.

Our Mission:

Partnering with local leaders in challenging places worldwide to build the church and transform communities in the name of Jesus.

Our Values :

Jesus changes lives *"It is only through a relationship with Jesus that a person is truly transformed. We rely on His power in our lives, and in the lives of those we are reaching."*

Every person has dignity and worth *"God loves the people of our world and has created every person in His image. We honour God when we respect one another."*

We are on mission with God *"God wants all people to come to a saving knowledge of himself, and His Spirit is already at work calling people to Himself in the most challenging places of our world. We want to follow God into these places and empower those who are making disciples, planting churches, and serving people there."*

Partnership is God's ideal *"God calls us to work together, and we best achieve our mission through meaningful collaboration with local leaders serving God in their own culture and environment. The body of Christ only succeeds when we work together to achieve God's purposes. We partner with local indigenous leaders, Canadian churches and individuals, and as a team to accomplish that which God has called us to. We freely share our resources and pursue joint ministry projects with other kingdom minded ministries".*

Bold leaders make a difference *"Bold faith is characterized by bold action. We believe leaders, led by the Holy Spirit, see the potential for an improved world and take action to make it so. We will take risks and courageously invest in, train, resource and encourage godly leaders serving in challenging places. We will model Jesus' example of humble, sacrificial, and courageous leadership".*

Integrity matters *"We align our lives and our ministry around truth and honesty. We cultivate trust through integrity. We strive to do the right thing, every time, both personally and professionally. We steward God's resources diligently. We hold ourselves, and those we work with accountable to live and act rightly".*

We are to bring our best *"We want to give ourselves fully to the work of the Lord, and bring our best to our individual and collective work. We want to serve our donors, churches and partners through our humble, whole-hearted and encouraging collaboration".*

Our Model:

Holistic Partnership. We lead with **partnership** because when we enhance local vision you get more done with better outcomes. We aspire to establish **extraordinary** partnerships to effectively proclaim the Good News of Jesus Christ to those who have

never heard, and to serve communities in ways that speak of the transforming power of God. We use the term, '**holistic**', because we understand that God's mission of restoring people into right relationship with himself, others, and society, is complex and multi-dimensional. There's a lot of things that are broken in people's lives that need to be reconciled, redeemed, and restored.

Executive Summary

International Partner:	The Evangelizers' Team Ministries International (TETMI), Nigeria. Partner since
Development Focus:	Local sustainability
Project Purpose:	To increase the capacity of TETMI to fund its own operations and grow outcomes by approximately CAD\$6,000/year
Project Need:	Partners International invests in the development of exceptional ministries working effectively in challenging contexts. This project will increase the sustainability and health of TETMI by enabling TETMI to support more of their own missionaries and strategic initiatives.
Investment Opportunity:	Provide start-up funds for a poultry farm in the form of donation or loan
Start up amount:	CAD\$34,700

(note: no Partners International Costs shown)

About TETMI

TETMI is known as “the rural evangelism people” in Southeast Nigeria. We love this visionary organization for its dynamic leadership, courageous and sacrificial mindset, effective approaches, and commitment to learning and development. Under the long-term leadership of Rev David Umune, TETMI has developed some of our best examples of community transformation. TETMI runs primary schools and a high school, a medical clinic, and has installed and maintained many wells. There are now over 1,200 children and young people enrolled in TETMI schools. Through the work of the school staff, many families have decided to follow Jesus. TETMI is supported by an energetic board and dedicated staff. As TETMI expands to reach new communities in more remote places through church planting, leadership training, education and community development, we want to strengthen the capacity of the mission to carry

out these objectives. Wherever TETMI goes we see the increase in literacy, health, reduction of preventable disease and the reduction of harmful animistic traditional practices that stunt the lives and livelihoods of local people. TETMI is effective where others have not been, in addressing the barriers to good and truth found in southeast Nigeria.

Business Plan

Goal:

The purpose of the poultry farm is to provide a local funding platform that will make TETMI more robust as an organization and better able to achieve its objectives through local resourcefulness. An indicator that this goal is being achieved will be the increase in locally generated funding available year on year through the project. There are a number of anticipated outcomes, including that TETMI will be a stronger partner for its Canadian mission partners, with capacity to manage and do more together.

Rationale:

Poultry farming is one of the most lucrative agriculture businesses in Nigeria. There is a consistent and growing demand for chickens and eggs. Prices are expected to remain strong. Entry into the business is open. And small businesses can make money. Restrictions on imported frozen meat and fish increase the opportunity. We also considered that there is a lot of successful experience with running private poultry projects among the TETMI staff and Board. The management of the farms will be made up of seasoned professionals who have several years of experience in the poultry business and proven management skills. They will be energetic, and knowledgeable.

Location:

This farm owned by TETMI is located at Obinze in Owerri West L.G.A of Imo State. The location is close to the major market of Owerri, a major city in Imo state (official population 873,000)

Project Design:

The plan is to build a poultry house to accommodate 2,000 birds. We will start with 500 broilers and 1,500 layers. Broilers mature in 60 to 90 days. We will increase the number of broilers to 1,000 at the second cycle. There will be four broiler batches in a year. Layers take 5 to 6 months before they produce. The poultry house will have broiler and layer sections, brooder house, and a store attached to it. We will use a deep litter system (chickens are raised on litter to prevent direct contact with the bare floor). This makes it relatively easy for cleaning. We intend to add battery cages (cages to separate birds) particularly for layers in the future. The poultry house will be

built to recommended standards with the length directed away from prevailing wind. The house will be open-sided with ½" wire mesh, and a storage area for feeds and other work tools. Roofing and drainage will be designed to protect the birds from the extremely heavy rains that take place in southeast Nigeria. We will use automatic drinker/feeders.

Feed is available from nearby distributors in Owerri or directly from the feed mill. The farm will engage two veterinary doctors who will visit regularly to handle issues relating to the birds. In addition, the farm staff will be trained on bio security. At start-up, the farm will engage a manager and three staff.

Risk Mitigation

Disease: Our large startup inventory makes the project more sensitive to disease, as does the mixing of layers alongside the broilers. Engaging people with experience with chickens will help avoid mistakes that contribute to disease, as will training on bio-security.

Theft, Disaster, Predators:: Staff will be onsite at all times and the location is in a well-trafficked location where theft will be more difficult. Snakes are always a problem for farmers in Nigeria. We are aware of this and the farm managers will attend to these types of predators to reduce the loss of stock.

Inability to sell stock in a timely manner: The relative size of our business means we will have to secure regular commercial customers. We are near a major city with a growing economy and commercial businesses like hotels, guest houses, restaurants and markets. Our ability to provide consistent stock in larger amounts will help us secure these customers.

Effect of Covid-19: Nigeria may not be as affected as other countries when it comes to closures of businesses. The restaurant and guest house business is still strong, and people frequent markets as they are in the habit of buying food on a daily basis. We do not expect Covid-19 to negatively affect the business.

Substandard Feed: We know how to procure the right feeds locally for this business and as we develop the business we will be able to improve our formulation.

Increasing supply costs and competition: Our observation is that the market bears increasing supply costs through increasing prices. We will be able to remain competitive and keep our profit margins.

Relaxing of current import restrictions: Right now there is a perceived advantage to local suppliers because the government limits certain types of agricultural imports. We believe prices will remain strong should those restrictions end. The Owerri market is also local enough that there will remain a strong demand for locally bred chickens and eggs.

Start up Budget

Start Up Costs (Summary)				CAD\$
Plant & Equipment				\$9,337
Poultry (1st batch)				\$1,810
Feed (1st batch)				\$12,060
Medicine & Care (1st batch)				\$2,435
Salaries & Wages (1 year)				\$3,750
Other Costs				\$2,229
Contingency (10%)				\$3,162
Total Start-up Costs				\$34,783

18 Month Income & Expenses from Cash Flow Analysis

Income (Summary)				CAD\$
Broilers				\$14,017
Eggs				\$59,541
Old Layers				\$4,844
Total Income				\$78,402
Expenses (Summary)				CAD\$
Salaries				\$5,605
Broilers				\$2,250
Layers				\$1,297
Feed/Medicine				\$43,024
Other				\$17,307
Total Expenses				\$69,483
Net profit				\$8,919