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AZERBAIJAN

SUCCESS STORY

Poultry Producer Expands Business

A poultry company invests in new facilities and staff

Originally established in 1969, the Jalilabad Broiler Company in Jalilabad, Azerbaijan closed after the collapse of the Soviet Union. After it was privatized in 2005, new management made plans for big changes.



Photo: IRC/Yuliya Gurejeva

A veterinarian inspects Jalilabad Broiler Company's new longhouses in Jalilabad, Azerbaijan, giving the chickens a high grade for health.

USAID helps a poultry farm expand operations and more than double its workforce.

Renovating the poultry producer's facilities required funds, but cash was in short supply. The company's management approached business advisors at the USAID-funded Jalilabad Marketing Center for assistance in developing a business plan to increase their chances of obtaining credit. With the business plan in hand, the company qualified for a \$200,000 loan to renovate four of the company's 34 longhouses. Each longhouse has the capacity to produce 150,000 tons of chicken annually. In addition, the company used loan proceeds to purchase six new delivery vehicles and open two wholesale farm shops. With four longhouses in working order, the number of employees increased from 34 to 73, and during the second half of 2005, revenues climbed to nearly \$400,000.

Additional plans are in the works to renovate two more longhouses, and the Marketing Center is helping Jalilabad Broiler with technical consulting and investigating a grant to help with part of the cost of new equipment. With these additional improvements, revenues are projected to reach \$680,000 and the number of employees to increase by an additional 30.

Although confirmation of avian flu in Azerbaijan made the company put a temporary hold on its plans, Huseynov Xidir, the company director, is confident that with solid planning and management and assistance from the USAID-sponsored business advisors, the company will continue its strong record of growth.

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