Animal feed business is seen lucrative, as some family scale enterprises have already proved successful. Animal feed is an important component of livestock industry, yet the country does not produce enough to supply the current local market demand. About 40% of the feed is produced domestically, while roughly 60% of the feed is imported from foreign countries to meet the country's demand when livestock industry is growing hard to cater to the need of protein intakes, majority of which are from livestock. In addition to domestic production, now animal feed is increasingly produced locally by communities and small-facility scale enterprises to feed their own livestock and the move has proved fruitful and lucrative. As a result, our training course is designed to provide a training in animal feed production so as to boost livestock industry and reduce dependency on import of feed and thus improve overall economic well-beings of the country.
Intensive Course: Animal Feed Production

Main Course Objectives:
- Trainees are scheduled to be trained on "How to Produce Animal Feed (Swine and Poultry Feeds, both industrial and family scale)"
- In the training course, trainees are scheduled to study:
  a) In-House Trainings
     - Overview of Livestock Industry: Demand & Supply
     - Overview of Animal Feed Industry: Demand & Supply
     - Opportunities and Challenges of the Industry
     - Startup Costs of Animal Feed Facilities
     - Basic Feed Essentials and Ingredients of Swine based on Growth Stage
     - Basic Feed Essentials and Ingredients for Poultry based on Growth Stage
     - Local Resources and Materials for Animal Feed Production
     - Understanding Importance of Feed Essentials, Vitamins, Minerals, and other Ingredients
     - Feed Formulation and Grinding Using Simplified Facilities
     - Price Calculation and Price Setting for Produced Feed
     - Assembling of Feed Mill and Facilities
     - Business development & management of feed production
     - Strategic marketing & campaigns for feed business
     - Livestock Production Chains: Linkage between Feed Production to Self-Livestock Farm Business
  b) Field Visits
     - A field visit to an outlet selling animal feed facilities and machines
     - A field visit to a nylon sack printing house
     - A field visit to an animal feed production factory for learning how to assemble machines and produce feed
     - A field visit to a livestock farm in which animals are fed with locally produced feed

Date:
19-20 October, 2013 from 8:00am - 5:00pm

Duration:
2 days

Sessions:
8 sessions

Venue:
Park Café (Vtrust Building Outlet, #10 St.109, across from Thvay Dongkom Pagoda and behind Ministry of
Council)

Used Language
Khmer

Training Fees:
- Package 1: $150 (This package includes free receptions (lunch and refreshments), studies materials and travels to field studies.)
  * $130 for advanced payment & group registration (Only 10 days prior to the training)

- Package 2: $200 (This package is for trainees who come from provinces. This package includes all of the mentioned in package 1. In addition, these trainees are provided with free accommodations at an air-con hotel/guesthouse and travel means to/from the hotel/guesthouse for the whole course (12 of stay-days))
  * $180 for advanced payment & group registration (Only 10 days prior to the training)

Field Visits and Practices:
- A field visit to an outlet selling animal feed facilities and machines in Phnom Penh
- A field visit to a nylon sack printing house in Phnom Penh
- A field visit to an animal feed production factory in Beckchan for learning how to assemble machines and produce feed
- A field visit to a livestock farm in which animals are fed with locally produced feed in Takhmooa

About the Training Course:
Animal feed business is seen lucrative, as some family scale enterprises have already proved successful. Animal feed is an important component of livestock industry, yet the country does not produce enough to supply the current local market demand. About 40% of the feed is produced domestically, while roughly 60% of the feed is imported from foreign countries to meet the country's demand when livestock industry is growing hard to cater to the need of protein intakes, majority of which are from livestock. In addition to domestic production, now animal feed is increasingly produced locally by communities and small-family scale enterprises to feed their own livestock and the move has proved fruitful and lucrative. As a result, our training course is designed to provide a training in animal feed production so as to boost livestock industry and reduce dependency on import of feed and thus improve overall economic well-beings of the country.

Trainers:
1). Mr. Ros Limhy, Animal Welfare & Production Specialist, previously handling a USAID's MSME project on Animal Feed Value Chain, has ten years of experiences in animal feed production and feed business development and livestock raising. He graduated a Bachelor degree in Agronomy and Master of Animal Welfare & Production from the Royal University of Agriculture at Chamka Dong. He has trained a thousand of farmers to produce animal feed and profitably raise livestock namely swine and poultry.

Receptions:
Lunch, refreshments and reception are provided to all trainees:
- Buffet lunch, refreshments with tea & coffee and snacks provided at the training venue at Park Café (one of Park Café Outlets)
- Dinner reception & networking at Park Café (last days the training)

Certification
All trainees are awarded certificates of completion
Course Programs

Day 1: 19 October, 2013

08:00 – 08:30 : Registration
Facilitator : Mr. Nann Sopheak

Session 1
08:30 – 10:00 : Overview of Livestock Industry: Demand & Supply
Overview of Animal Feed Industry: Demand & Supply
Opportunities and Challenges of the Industry
Trainer : Mr. Ros Limhy

10:00 – 10:30 : Refreshment with coffee & tea and snacks

Session 2
10:30 – 12:00 : Startup Costs of Animal Feed Facilities
Local Resources and Materials for Animal Feed Production
Basic Feed Essentials and Ingredients of Swine based on Growth Stage
Basic Feed Essentials and Ingredients for Poultry based on growth stage
Trainer : Mr. Ros Limhy

Session 3
12:00 – 01:00 : Understanding Importance of Feed Essentials, Vitamins, Minerals, and other Ingredients
Feed Formulation and Grinding Using Simplified Facilities
Price Cumulation and Price Setting for Produced Feed
Assembling of Feed Mill and Facilities
Trainer : Mr. Ros Limhy

01:00 – 02:00 : Lunch

Session 4
02:00-03:30 : Business development & management of feed production
Strategic marketing & campaigns for feed business
Livestock Production Chains: Linkage between Feed Production to Self-Livestock Farm Business
Trainer : Mr. Ros Limhy

03:30 – 04:00 : Refreshment with coffee & tea and snacks

Session 5
04:00 – 05:00 : Field Visit to Machinery and Feed Facilities Shop in Phnom Penh
Field Visit to Nylon Sack Printing House in Phnom Penh

Day 2 : 20 October, 2013

08:00 – 8:30 : Field Travels to Feed Factory in Beckchan for Animal Feed Practices

Session 6
08:30 – 10:00 : Demonstration of Feed Formulations and Mixing
Demonstration of Feed Grinding
Demonstration of Price Calculation
Facilitators : Mr. Ros Limhy

10:00 – 10:30 : Refreshment with soft drinks and snack

Session 7
10:30 – 12:00 : Commenting and Advising on Assembling of Feed Mill and Facilities Questions & Answers

Facilitators : Mr. Ros Limhy

12:00 – 01:30 : Lunch

01:30 – 02:30 : Travel to Takhmao

Session 8
02:30 – 4:00 : Field Visit to a Pig Farm in Takhmao

Demonstration of and commenting on Feeding Using the Produced Feed

Facilitators : Mr. Ros Limhy

04:00 – 04:20 : Refreshment with soft drinks and snacks

Note: The agenda is subjected to be changeable under critical circumstances.

Logistics Information

Note! This section is only applicable for trainees who pay for the package 2.

Accommodation:
For conveniences and safety of the trainees who reside outside Phnom Penh City and have paid for package 2, we have reserved air-con hotel/guesthouse rooms for 3 night stays starting from the day prior to the training days until the the day after the training at Golden Globe Guesthouse. Golden Globe is a nice, high class guesthouse located in Toul Sangke Commune, Russey Keo District, Phnom Penh.

Local Travels & Tour Visits:
A bus standbys for transferring trainees to-from Golden Globe to the training venues and tour visits.

Arrival to Phnom Penh
Trainees are advised to arrive at Golden Globe Guesthouse in Phnom Penh on the day before the training by themselves. Regarding guesthouse's check-in, we advise that trainees do it themselves by providing their name to the guesthouse's receptionist, since each room has already been reserved by our committee for each trainee who have paid for this package. Please contact us through the address below before you leave home for Phnom Penh.

Departure from Phnom Penh
Trainees are advised to leave the guesthouse on the morning of the day after the training no later than 12:00pm and be self-responsible for their journey back to their home province. Any extended stay at the guesthouse should be settled or paid by the individual.

Food & Reception
Trainees are advised to have their own dinner and breakfast. On the training days, lunch and snacks with coffee and tea are served at the training venues (10am, 12pm, 3pm). On the last day of each training course, dinner reception is served to all trainees at one of Park Café Outlets.
Frequently Asked Questions

Q1. What is the Training Course in Animal Feed Production?
A. Training Course in Animal Feed Production is an intensive course designed to provide practical knowledge on animal feed production and basic livestock entrepreneurship. Trainees will be able to know how to produce animal feed, develop livestock business, and add value systems through self feed production.

Q2. Why is this training course initiated?
A. Seeing the rising demand on livestock and the substantial import of pigs from the neighboring countries, we have thought through providing feed production skills to local producers we can create more business and job opportunities in order to boost the country's economic activities through which economic well-beings can be achieved from the grassroots. Swine farm business done by local entrepreneurs will automatically drive livestock industry and hence they synergistically drive the country's economy forwards.

Q3. What should be the benefits of attending the Training Course in Animal Feed Production?
A. Trainees will be able to get into the insights of swine business opportunities and challenges. In addition, they will also know how to manage and run pig farm business effectively by applying recommended methods and techniques they've learned from the trainings. They can cut cost of operations by applying their swine welfare and vaccination systems, reproduction of piglets by using AI methods, and add values to their production by producing feed on their own. These assets should enable them to scale up their enterprise.

Q4. The training course is quite useful for local farmers and entrepreneurs who are running or may want to start up swine farm business. However, the fees of the training are quite expensive. Can you lower the fees so that greater number of potential local farmers and other interested entrepreneurs can join and benefit the course program?
A. No. The fees are set at the modest packages, offsetting all of the expenses necessary for the operations of the training course, including coverages on sets of lunch, sets of refreshments, sets
of dinner reception, training venues, mini-vans for the local transportation and field visits, trainers, and other necessary operation costs.

Q5. My friends and I want to attend the course and we are more than 2 people to attend this training. Will there be a good discount for us?
A. Yes. With a group registration of equal or more than 2 persons, we offer a discount as stated in each of the training courses. However, please note that the payment should be made 10 days prior to the training days, or else we keep the rights to settle at the regular prices.

Q6. According to your training fees stated in each of the courses, any payment made 10 days prior to the first day of the training will be settled at a discount rate, while group of two or more than two payments is also settled at the same rate. Can you explain these ambiguous statements?
A. Generally, we do not offer any further discount for group payment of two or more than two, since we've already offered you a good discount. However, we reserve a special payment nature of which you can still pay the special discount package later than the regular set days of promotion up to 5 days prior to the training. You will be entitled to pay the normal prices if you settle later than 5 days prior to the first day of the training.

Q7. What are the different between the package 1 and package 2?
A. Package 1 is aimed for the trainees who reside in Phnom Penh and do not need accommodation and local transportation assistance, while package 2 is aimed to provide trainees who reside outside Phnom Penh, especially the provinces with accommodation and transportation assistance during the training courses and their stays in Phnom Penh. Additional charges to package 2 is made to cover such assistance.

Q8. If I am from the province, but I prefer to pay for the package 1. Is it possible?
A. Yes. However, we are not responsible for the accommodations and local transportation means to-from your place to the training venues. But we surely provide transportation means to-from the training venues to the indicated fields to be visited.

Q9. I am interested in the course. However, I prefer to register in advance but pay later on
the day of the training. Is it possible?
A. No. All registered trainees are required to pre-pay at best 10 days before the first day of training days.

Q10. Upon my registration, can I request to pre-pay 50% or less and pay the full fee on the training day?
A. Yes. However, please note that by pre-paying 50% you will have to pay the full fee even if you pre-pay 10 days before the training.

Q11. If I have already paid for the training, but the training is canceled. Can I refund?
A. Yes. Cancellation will be notified to the registered trainees 2 days prior to the training day, and 100% of payment is refunded. However, if we postpone the training to a later date (not exceed 2 weeks after the previous set date), then we will keep the rights to keep the payment and hold the training until the revised set date.

Q12. If I have paid for the training, can I refund (with appropriate excuses)?
A. No. Refund can be done only when we totally cancel the training program.

Q13. I have my staff/people from the province(s) attend the training courses, and we have paid package 2 for them to receive accommodations and transportation assistance. Do you have an insurance on their safety during the stays in Phnom Penh for the training?
A. No. All trainees are advised to take care of themselves during the stays in Phnom Penh for the training. However, we provide some assistance for their conveniences and safety as best as we can manage to.

Q14. In the training program agenda, there are field visits for practices. Do I have to travel to the fields by my own means?
A. No. A mini-bus standbys to provide transportation to all trainees for the indicated field visits.

Q15. If I reside in Phnom Penh, and I have paid the package 1. Will you provide me the bus services from my home to the training venue?
A. No. Home-venue transportation assistance is only applicable for those who come from the
provinces and have paid the package 2.

Q16. In case of inquiries, emergency, or any other matters, who should I contact?
A. You should call Mr. Hoem Seiha directly at 012699553.

Registration & Information
(#17, St. 604, Toulkok, Phnom Penh)
Email: entrepconsulting@gmail.com
Tel: 012-90-63-40 / 12-699-553
Website: www.entrepconsulting.com
Limited class size, only 25 seats available.