The Programme & Project Manager Bhutan,
Bhutan Network, Austria.

Subject: Gratitude for the farmers' exchange program.

Tingtibi, Jan 20st 2019

Dear Madam Ulli,

I, on behalf of KNC family, would like to thank your organization for supporting us in every possible way. For the last two years, I was given the opportunity to send our members to participate in the *"Organic Farmers Exchange Program"* yearly. Thus, the program has been of immense benefit for KNC family as follows:

1. ***Enhancement of Personal Skills:*** Firstly, the program has given a platform for each participants to learn from different cultures and new environments. The enthusiasm and energy of each participant were at a completely different level after attending the program. OFEP nurtures the young minds and gives ideas for business and reshaping the business processes.
2. ***Value addition for Business:*** Our members lack exposure, knowledge and skills to add values for finished good. Before the exchange program the products of KNC did not attract a good number of customers. After the exchange program, members adapted the packaging, and other relevant designs as well as the marketing process.
3. ***Understanding Business Concepts:*** Through the exchange program OFEP, members introduced new concepts of marketing & business idea and products. Further the cooperatives members who were in Austria shared the style of cooperatives formed in Austria, and also the working style and environments, with their colleagues in Zhemgang.
4. ***Maximization of Production:*** before the program, members were resistant to integrate a process with technology. After the program, saving time was considered important and members are more conscious about results and quality.
5. ***Encouragement for the Local Communities:*** Further the program was able to capture enough attention of our local communities. OFEP motivates others to be part of your cooperatives. In addition, it has also motivated current members to put increased voluntary efforts (going beyond the normal hours) into our work.
6. ***Business Creativity and Innovation:*** The members who have participated in your program have introduced lucrative business ideas of creative and innovative nature. Every time a member returns with new business concepts and idea and how to streamline the post harvesting process.

Therefore, I on behalf of KNC family would like to request your Bhutan Network to kindly continue with the program after considering the above mentioned benefits to each participants and cooperatives.

With Regards

Thinley Wangdi
Chairman of KNC