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A hatchery is a place where fertile eggs are hatched, most particularly on a business basis. It could be referred to as the maternity center where chicks are produced from fertile chicken eggs. Hatchery technology is the technique or method of using incubators to incubate and hatch fertile eggs. The hatchery business has a few benefits, and they include: It provides income and employment opportunities. You don't need a large space before you can establish an egg or chicken hatchery. You can incubate and hatch the eggs of other poultry species like quail, turkey, goose, duck, etc. You're not limited to chickens alone. You're able to prevent wastages of hatchable eggs. You can synchronize your egg hatching schedule in order to have chicks available at the desired periods. While the hatchery business has its merits, it has some limitations that make it a no-no for most people. These limitations include: High cost of establishment. The machinery, equipment and infrastructure for hatchery are quite expensive. So much capital is required to start the business. i. Scarcity of spare parts. Getting spare parts to replace damaged parts could be difficult, especially in developing countries. Sometimes, some machines become obsolete and the manufacturers would have stopped further production of such model. iii. Diseases prevalence. Where hatchery-borne diseases are prevalent, the hatchery business will be greatly impacted. This includes the problem of low hatchability rate which leads to financial losses. Also Read: Where to Buy Cheap & Efficient Egg Incubators There are six major steps to take if you're planning to establish a commercial hatchery. They are: Conduct a feasibility study for the project Proceed with the land acquisition if no.1 is favorable. Construct the required structures and infrastructures Procure and install the necessary machines and equipment Design your organizational chart and recruit the hatchery workers Procure fertile eggs to start business operations fully. A feasibility study is highly important because it will help you to determine if it is profitable or unprofitable to go ahead with the hatchery project. Other information that the study will provide are: The availability or level of demand for day-old chicks (DOC) in such location or area. The availability and prices of machines, equipment and other necessary inputs for hatchery operations. Existing problems and challenges surrounding the business and how they can be overcome. The financial or cost analysis, showing if the project will make a profit or not. When conducting the feasibility study, endeavor to visit existing hatcheries around to gather important information such as models and prices of incubators, fertile eggs, generators and other necessary equipment. You can also request or places where you can get egg incubators for sale. Also, visit poultry farmers to know where and how they source for their DOC and how it was easy procuring them. Before you acquire the land on which you will be establishing your hatchery, you must consider the size of the proposed hatchery. That is to say; you must know the number of chicks you plan to hatch each week. A big or huge hatchery demands a large piece of land because it needs more structures, infrastructures and offices. There are some things you must consider when choosing the hatchery location and land. The hatchery should not be located close to poultry houses or pens to prevent diseases transmission. It is safe to give a minimum distance of 150 meters between a hatchery and poultry far or house. The hatchery should not be sited in residential areas to avoid pollution and diseases transmission. It should not be located near roads or places where heavy machines or equipment that cause vibration are used. This is because occasional vibrations affect the development of embryos. The hatchery should be sited in an area which has good, smooth roads for smooth transportation of eggs and chicks. It should not be located on marshy or water-logged land. The area should have constant electricity and water supply. After acquiring the most suitable land for the hatchery business, the next step is to build the necessary structures and put in place vital infrastructures. The necessary structures are: Incubator house Office or administrative buildings Equipment store Cloakroom Restrooms and bathrooms Perimeter fence The infrastructures are: Borehole or well line inerator Roads Parking spaces When the structures are in place, the next step is to buy all necessary machines and equipment which include incubators, generators, air conditioners, fans, egg crates, pumping machines and vehicles. Ensure that experts or professionals install these. You should also patronize genuine dealers or directly from the manufacturers. You need to recruit both technical and administrative workers to handle various operations in the hatchery. The following are needed in a typical commercial hatchery: Hatchery manager Hatchery supervisors Administrative officer Accountant Clerks Technicians Hatchery Attendants Security guards and gardeners After all the required machines and equipment are in place, the next important step to take is to decide how hatchable eggs will be procured. There are two ways to procure fertile eggs. You can establish a parent stock farm for your hatchery; or buy the eggs directly or indirectly from another parent-stock farm. Procuring your eggs from the parent-stock farm of the hatchery has its own advantages and disadvantages. The advantages include: The eggs' quality can be ascertained Regular supply of hatchable eggs Reduced cost of procuring eggs, hence, hatching cost is reduced Cross farm transmission or transfer of diseases is eliminated. The disadvantages of this procurement method include: If the parent-stock farm is not well-managed, the operations or running of the hatchery could be adversely affected. High possibility of disease transfer from the parent-stock farm to the hatchery Direct purchase of hatchable eggs involves buying from a parent-stock farm directly. The parent-stock farm could even be delivering the eggs directly to the hatchery. Indirect purchase of eggs could be made via contract. An intermediary will be involved. The middleman links the hatchery with various parent-stock farms, and he is responsible for the supply of the eggs. Before you deal with an intermediary, ensure you conduct adequate research on his trustworthiness and reliability. This is very important. Join our WhatsApp & Telegram Groups Subscribe to our YouTube Channel 1 Determine the purpose of your hatchery. There are all sorts of different types of hatcheries that raise different types of fish for different purposes. In order to move forward on your intention to start a hatchery, there are some determinations you need to know up front. Most simply, know what type of fish you will raise - and why - in order to start setting up your hatchery or writing a business plan. In particular, consider the following, and have concrete answers to each before moving forward. What are you going to do with all the fish? Will you raise fish destined to be food, pets, or simply pond ornaments? Do you intend to take the backyard approach and build a custom fishing hole for you and your friends, or are you looking to build a business empire based on the for-profit production of the finest fish on the global market? 2 Decide what specific type of fish you want to raise. The type of fish you raise will be determined in part by the type of hatchery you hope to start. While the system you hope to build may influence your decision about what fish you will raise, there are several factors to consider about your options regarding the fish themselves. [1] Once you're leaning towards a certain type of fish, contact hatcheries that raise that type to see about the viability of going through with stocking your hatchery. Recognize that the costs associated with raising different types of fish will vary widely, for all sorts of reasons including the amount of management different species require and the cost of the food they eat. Also consider the climate in which you will be operating your hatchery. Certain fish need certain temperature water to live in. If possible, you may want to avoid costs associated with heating or cooling water, but that can be substantial. Advertisement 3 Take the easy route with Tilapia. Tilapia are some of the easiest fish to raise, and are eaten around the world. As such, they are among the most profitable types of fish to raise. They are hardy enough to tolerate different water conditions, including low oxygen and high ammonia, and are even more resistant to illness than many other fish. [2] Tilapia need to be raised in water as close as possible to 84 degrees Fahrenheit (29 degrees Celsius). They will survive in water from 64-90 F (18-32 C), but will die if the water drops to 50 degrees. While there are many different types of tilapia, Bava, Blue, and Nile tilapia are the most appropriate for backyard and commercial hatcheries. 4 Catch yourself a catfish hatchery. Catfish are increasingly popular in people's cuisine, and they're some of the tougher fish there are in terms of resistance to disease and parasites. They also grow quite quickly. Channel catfish are one of the most popular - and profitable - choices for backyard farming, and there are several types to choose from. [3] Recommended water temperatures for raising catfish vary based on the season and age of the fish. A such, catfish are commonly raised in outdoor ponds. Specifically, channel catfish fingerlings need to be stocked when water temperatures are between 65-68 degrees Fahrenheit (18-20 C). As catfish, they will grow more quickly in water between 83-86 degrees Fahrenheit (28-30 C). 5 Build a bass hatchery. Bass is unique in that many people actually prefer the taste of farmed bass to wild bass. Raising bass is most feasible in larger, well-circulated systems. Bass fingerlings, however, are more sensitive than many other young fish, and require strict nutritional supply, gentle handling, and even particular amounts of light. [4] Raising bass may require extra holding tanks, as different sized individuals need to be stored separately. Bass prefer water as close as possible to 80 degrees Fahrenheit (27 degrees Celsius), but can survive in water ranging from 65-85 F (18-29 C). 6 Consider raising trout, salmon, or perch. Trout and salmon are especially popular for human consumption, but they require more specific conditions than the other fish mentioned in this article. When raised at sustainable, well-run operations, these types of fish can be reliably profitable options. Yellow perch is popular in some markets too, though perch does not have the global popularity of trout and salmon. All three can grow to harvestable size in only one season. [5] Trout and salmon can be raised together, providing some variety in your production. Keep water in which you're raising trout and salmon between 55 and 60 F (13-16 C). If you're only raising trout, water can be a bit warmer, but monitor oxygen levels more closely. Rainbow and brook trout are particularly popular, as are coho and Atlantic salmon. 7 Get the necessary permits and licensing. Before beginning construction of a hatchery of any size or type, account for the law in your area. There are lots and lots of laws about raising animals, and even more about raising animals to be consumed as food. Further, the ways in which your hatchery may affect the surrounding land or water need to be addressed before you move forward with starting a hatchery. Depending on the type, size, and location of your hatchery, the paperwork will vary - but count on there being a lot of it. If planning to operate a production hatchery, you'll need to get a business license as well. Then there's the whole other side of the law - and a whole new stack of paperwork. 8 Grow a niche type of pet fish. One option for a hatchery that doesn't take up a lot of space is raising an aquarium fish for the fish-as-pet-or-decoration market. Rare types of fish that are popular amongst those who keep aquariums are usually not raised on high production equipment, and can be hatched indoors in a few small tanks and with far less equipment than needed for larger hatcheries. Angelfish, for instance, can easily be raised on equipment that you can get altogether in a ready-to-use set. For different types of fish, you'll need different types of specific filters, tanks, and water-treating equipment, and fish food. For small aquariums, however, most of these will be available at specialty pet stores. Choose a breed of fish - such as angelfish - that are already commonly sold in pet stores, so you know you'll have demand for the glittery critters as soon as they're ready to find a home of their own. Advertisement How To Start A Lucrative Egg Hatchery Business In Nigeria Or Abroad. Complete Guide | Image Pixabay Over the last 20 years, egg hatchery has grown tremendously across the globe, and the situation is not any different in Nigeria. According to statistics, poultry business will witness a 30% increase within the next few years, and eggs will make about 1.6% of the growth. Reports hold that, as of 2109, an average person consumed about 300 eggs per year. The high figures are due in part to the demand for protein, and eggs are a cheaper source than meat, fish, milk and the others. More so, eggs are used in many more ways than one, such as making omelette, baking, cooking other meals, and production of snacks. In 2018, egg production rose from 73.9 million tonnes to an excess of 76.7 million tonnes globally. Till date, China remains the steady largest producer of eggs, with about 42% (29,128,715 metric tonnes) contribution to annual egg production. The United States follows from a distance with about 6% of the annual contribution to global production. In 2018, global egg production was valued at over US\$260 million and has been projected to reach \$350 million by 2027 at a CAGR of 3.0%. On the other hand, Germany (\$729M), Iraq (\$396M) and the Netherlands (\$346M) were among the top importers of eggs. Although poultry thrives well in Nigeria, the volume of eggs produced annually is only 481,437 tonnes with a consistent CAGR of 3.7%. Notwithstanding, Nigeria's poultry and egg production industry, worth about \$600 million, remains the largest in Africa at large, followed by South Africa. This implies that if the industry is given more attention, it is bound to grow exponentially. The situation is the same for existing local producers of eggs, and prospective investors in poultry farming and egg producers. It promises great profits and a steady market both at the national and international scenes. Are you planning to start a lucrative egg hatchery business in Nigeria? Here is a complete guide to help you through the process. See Also: How To Start A Lucrative Orange Farming Business In Nigeria: The Complete Guide What Is An Egg? An egg is a semi-liquid substance enclosed in oval shells, laid by the female specie of birds, reptiles, amphibians and some mammals. The eggs consumed mainly by humans are those by poultry birds, including hens, Guinea fowls, and turkeys, among others. However, eggs from hens are the most eaten worldwide. What Is Egg Or Hatchery? Egg hatchery refers to the process of using technology - typically incubators - to incubate and hatch eggs for commercial production. Within the last 10 years, poultry business has expanded significantly in Nigeria, and egg hatchery has grown with it. It stands as one of the most capitalized sectors in poultry farming. Most poultry farmers conduct the business in their compound. See Also: How To Start A Lucrative Cocoa Farming Business In Nigeria: The Complete Guide Business Opportunities In Egg Hatchery Business In Nigeria And Around The World The employment opportunities associated with eggs include: 1) Food And Snack Production: Eggs form a bast snack and meal for egg lovers all over the world. An egg can be made in many diverse ways. You could boil, bake, poach, scramble or fry it. Eggs can be eaten alone or with other food items such as bread, yam and noodles, among others. In the absence of other proteinous food supplements such as meat and fish, most Nigerians opt for eggs. You could as well add them to pies, waffles, sandwiches, buns and cakes. Commercializing any of these food items could make a lucrative venture for anyone in any part of the world. In Nigeria, production of egg buns and egg sandwiches are common businesses that thrive very well among students. 2) Egg Distribution: For a successful egg hatchery business, there is the need to contract drivers as well as distributors. This creates a job window for young people who can delicately handle the distribution and marketing of eggs. 3) Production Of Cleaning Materials: Eggshells are mainly used with other items to produce cleaning agents which are used to scrub hard stains on pans and pots. Facts And Benefits Of Eggs Egg is a rich source of protein. Eggs from other poultry birds and reptiles are also edible. Before World War II, egg production came mainly from farm flocks of less than 400 hens. One single boiled egg contains 22% selenium, 15% Vitamin B2 and 9% Vitamin B12. The egg yolk is richer in calories than the white part of the egg. Eggs help to build body muscles. Eggs promote brain health. Eggs contain selenium and vitamins which help to build a strong immune system. Eggs also contain lutein which improves eye vision. Eating boiled eggs can make you feel full. It is illegal to sell unwashed eggs in the U.S. You get more nutrients when you boil eggs than drinking them raw. To prevent the yolk from sticking to one side of the shell, a hen turns each egg about 50 times per day. China, USA, Japan, India and Mexico are leaders of egg production worldwide. The word 'yolk' means 'yellow' in Old English. In comparison to body size, kivis lay the largest eggs. If an egg is hard to peel after boiling, it is because the egg white bonded strongly with the inner membrane. The colour of the eggshell is based on the breed of the hen that laid it. See Also: How To Start A Lucrative Pure Water Business In Nigeria: The Complete Guide - Export Business - Make Your First \$25,000 Exporting Products From Nigeria WITHOUT SPENDING YOUR OWN MONEY! Our in-depth online export course is specifically designed to help you build a successful export business from scratch IN 90 DAYS WITHOUT LOSING MONEY FROM YOUR INVESTMENTS OR SPENDING YOUR OWN MONEY! And in the process, show you how to MAKE YOUR FIRST \$25,000 from the export business within the first 3 months of finishing the course. Click Here To Learn More >> Types Of Eggs There are no specific species of eggs, but eggs may be classified based on the birds or reptiles they are gotten from. These include hens, kivis, ostriches, guinea fowls, ducks, turkeys, etc. How To Start An Egg Hatchery Business In Nigeria: Step-By-Step Guide 1) Conduct A Feasibility Study: A feasibility study entails all the factors you need to start an egg hatchery business. This is the point where you decide which eggs in particular you want to hatch. The option in Nigeria is most definitely chicken eggs. You should also determine the area where you want to establish the business. How favourable is it for an egg hatchery? Do you intend to breed your hens yourself? Do you want to combine poultry farming as well? You should also determine if your capital would be enough for egg hatchery business in your selected area. 3) Acquire A Piece Of Land: After making your decision, you should get a piece of land that will suit the size of your business. It is recommended that the land should not be too close to residential areas because of the strong smell from egg hatchery. 3) Construct The Required Structures: Egg hatchery requires structures. Contract an expert professional to build suitable structures where you will house the equipment and hatch the eggs. Make sure it is built with different sections for the various stages of egg hatchery such as egg handling, egg handling, chick handling, etc. and ensure that the facilities are built with security in mind. Some of the basic structures needed are a cloakroom, an equipment store, an incubator section, administrative block, restrooms, etc. 4) Install Hatchery Equipment: Egg hatchery requires a couple of machines and devices including the incubator, lighting system and water troughs if you wish to combine poultry farming. 5) Procure The Needed Devices And Equipment: You need to invest in some devices and equipment including trolleys, an incubator, power generators, pressure washers, borehole or any other water supply means, baskets, egg crates, and cooling machines, among others. See Also: How To Start A Lucrative Palm Wine Production Business In Nigeria: The Complete Guide Egg Hatchery Challenges Of Egg Hatchery Business In Nigeria Some of the challenges to watch against in egg hatchery business are: High startup cost Egg hatchery is labour-intensive. Irregular power supply in most parts of the country. Difficulty in procuring good eggs for hatching. Bad weather Diseases and predator attacks Risk of Stealing Scarcity of spare parts for machines. Lack of loan structure for poultry farmers. Low government support Unavailability of trained labour for hatching. Difficulty in handling eggs and chicks. Difficulty in reaching the most international market. Poor road network for distribution. High cost of maintaining hatching devices. See Also: How To Start A Lucrative Shea Nut Cake Production Business In Nigeria: The Complete Guide To Sum It Up Starting an egg hatchery business is a venture you should take seriously if you're delving into the business. Be meticulous with your decisions right from site selection to procuring quality eggs and employing trusted labour. With the teaming demand for eggs, you can never run out of market. Over time, as more favourable conditions are put in place by the government in forms of sound policies, power supply and financial support, the business will rake in greater returns both for the individual businessperson and the nation at large. The egg hatchery business in Nigeria can be a lucrative and profitable venture to start-up, due to its vast market demand and on your ability to build a wide sales network. If you're looking for a lucrative business to venture into, the egg hatchery business in Nigeria is a great option to explore. You can now greatly increase your chances of getting the loan/investment you need with our bank and investor professional MBA standard business plan writing service. Writing a bank and investor professional egg hatchery business plan can be challenging. If you need a professional and affordable business plan service, StartupTipsDaily's MBA standard professional business plan writing service is perfect for your small business. All you have to do is request an understanding of your proposed business model, and you'd have a professional MBA standard business plan ready for you anywhere within 5 to 14 days. You can click here to get started with using StartupTipsDaily's professional business plan writing service to create the perfect business plan that'd get accepted anywhere. What are your thoughts on how to start an egg hatchery business in Nigeria? Let me know by leaving a comment below. In this post, I will show you how to start hatchery business in Nigeria. This is like a sample hatchery business plan that you can use to set up to your own hatcheries in Nigeria. Hatchery business is a very lucrative business especially if you know how to do it well. If you are interested in this business, simply follow the guidelines here to get started. The poultry industry in Nigeria has recently experienced a rapid expansion. From the increase in 185,300MT of poultry products in 2001 to 268,000MT in 2011, to the Government's recent push into other sectors (agriculture included) of the economy due to the fallen oil sector. It is therefore evident that opportunity exists for more growth and expansion in Nigeria's poultry industry. Read Also: Cost of Starting a Fish Farm in Nigeria Hatchery Business in Nigeria - Photo Source: A subsector of the Nigerian poultry industry that has a high growth opportunity is the hatchery industry and it is such that you can make maximum profit in provided you are ready to make substantial investment in it. Why? Because, the recent ban on importation of poultry products has left the major production and supply of poultry products in the hands of local farmers. Thus, leaving a big opportunity for you as an individual seeking to (establish) start an hatchery business in Nigeria. As the saying goes, that "Success comes when opportunity meets preparation", it is true and that is the very reason I have written this post. In essence, I seek to prepare you enough to make use of the opportunity that abounds in the hatchery industry in Nigeria. Summarily, I will engage you in a 15-20minute session of teaching you the wherewithals you need to have and to know before you set up an hatchery business in Nigeria. Without any further ado, let's go straight to what you should know before starting an hatchery business in Nigeria. Before I go further, to clearly understand what the hatchery business is, we must first know what an hatchery is. What Is An Hatchery An hatchery is a place designated for hatching fertile eggs into day old chicks especially on a commercial scale. Can you see that? Commercial scale, yes there's one that's personal and non-commercial meaning that an individual can just decide to use a table top incubator to hatch 10-20 fertilized eggs that your backyard 20 hens have produced without selling them (the chicks). But, the kind of hatchery that we shall consider in this article is the commercial, medium to large scale hatchery because I consider more of an investor and a would-be entrepreneur rather than just a poultry hobbyist or enthusiast that is playing around with raising chickens and hatching their eggs in a small-scale enterprise farm. Now, having a basic understanding of what an hatchery is, what's done there, and what kind or scale of hatchery business we are going to talk about in this article; let's go straight up to those things that you need to put in place when considering starting an hatchery business in Nigeria. Read Also: How To Start Broiler Farming Business in Nigeria 1. Draw up an hatchery business plan or feasibility report This is the first and most fundamental step in setting up an hatchery business in Nigeria. You have to define what particular section or niche market in the Nigerian hatchery industry you're going to focus on. How do I mean? There are many niche markets in the Nigerian hatchery industry; you can decided to focus on hatching one or more of chickens, ducks, guinea fowls, quails, turkey etc. There is already established market for all of these but the one that is more viable and has the highest demand is hatching chickens. Where you've already established a relationship and got customers in this niche, it is a very profitable niche with a non-stop aggregate demand year-in-year-out in Nigeria. You achieve this by conducting market surveys, seeking advice from experts and others who have been in the industry before you. In the feasibility study, you determine what scale you're starting with, what are you financial expectations after a particular period? what does your cost analysis look like? what are your opportunities and profitability index of your proposed hatchery business? How do I source for hatchable eggs? Am I going to be buying eggs or I'll have a breeder farm to complement my hatchery business? All these questions are necessary before you take any action to actually establish an hatchery business and they will be answered by you in your business plan or feasibility report. For more information on how to write effective business plans, see this post by Eugene Mba on infoguidenigeria.com. 2. Siting and Location Land procurement for the hatchery depends on the anticipated size of the hatchery and this is determined by the number chicks you plan to hatch weekly (to be determine and stated on your business plan or feasibility report). The hatchery business requires a building which will accommodate the various sections in an hatchery such as egg receiving, egg handling, egg fumigation, egg candling, egg setting (incubation) and hatching, chick handling rooms etc. Thus for this purpose, you can get a land in any of yet-developing areas around you. Because, you don't want to spend all your startup capital on land alone, you'll still need money to procure equipment and machines, procure eggs(as the case may be), hire labourers (technical and non-technical). However, in siting and locating your hatchery, you must follow these guidelines: a. It should be located far away from residential areas to avoid transmission of diseases to people. You can fence your hatchery to keep it entirely separate from the outside environment. A buffer distance of around 500meters is enough to maintain distance from residential areas. b. Hatchery should be located far from poultry houses to prevent transmission of diseases from the hatchery to the poultry and vice versa. c. Hatchery should not be located near railways or where road construction and heavy equipment that can cause earth vibrations are operated. d. A motorable road access that leads to the hatchery should be provided to enhance easy transportation of eggs to the hatchery and chicks from the hatchery to the market. e. Ensure that the land your hatchery is to be built upon is well-drained irrespective of the season. Marshy or water-logged areas is not good for siting an hatchery. Transportation of products especially during rainy season will be hindered. f. There should be regular supply of water and electricity. The hatchery needs daily, a high volume of water for washing equipment, disinfection, etc. thus, in your planning ensure you specify the source of water for the hatchery's daily operations. Also electricity is very important, you need it to run your incubators, coolers, egg candlers. Because of the epileptic power supply in the nation, locating your hatchery in industrial areas or farm complexes will help, and even plan to have backup generators in case of power failure anytime. Read Also: How to Start Poultry Farming in Nigeria 3. Construction and Design In constructing a standard hatchery based on the anticipated size of the hatchery, ensure you consult a qualified architecture to help you design a plan(blueprint) for the hatchery complex. Basically, the rooms or units that should be in a typical hatchery include the: a. Egg receiving room b. Egg cleaning room c. Egg Cold room d. Egg fumigation room e. Incubator (setter/hatcher) room f. Egg candling and transfer room g. Chick handling room h. Chick sorting and vaccination room i. Chick dispatch room j. The Wash bay However, the construction and design of the hatchery must follow a regular flow and order in such a way that there is no reversal in the egg-to-flow of operations. The egg from the receiving room should move straight regularly through each handling section in a forward direction till hatching and final dispatch. This will prevent contamination (which can reduce hatchability) and hatching of unmarketable chicks. 4. Equipment and facilities You must also consider these in setting up an hatchery. You need equipment like incubators (setter only or setter+hatcher combined), trolleys, egg crates, egg baskets, chick baskets, pressure washer, fumigation box, working benches and tables, candling equipment, generators and backup generators, cooling machines, truck (for delivery), vacuum cleaners, you need conveniences rooms for tyour staff. All of these are the equipment and infrastructures you need, however, the quantity of each that you will procure is determined by the anticipated size of your hatchery. 5. Source of Hatchable Eggs Before you venture into establishing an hatchery in Nigeria, you should consider another important pre-requisite. That is the source of hatchable eggs. How will you get hatchable eggs to hatch per week. Basically, for the chicken egg, incubation to hatching takes a total of 21 days. Putting this in mind, how will you get a regular supply of hatchable eggs? There are two(2) ways of sourcing for hatchable eggs. They are: Personal breeder farm Using this method, you are determining to have a personal breeder(parent stock) farm along side your hatchery that will serve as source of hatchable eggs for your hatchery business. An advantage of this is that it helps to reduce the cost of production of the hatchery business. However, the cost of setting up and running a breeder farm is a challenging one itself. Whereas, this is one of the main secret of the big players in the Nigerian poultry and hatchery industry such as Obasanjo Farms Nigera, CHI farms, Zartech, Amo Byng Nig Ltd, Farm Support etc. My advice is that Rome was not built in a day, unless you have the money to invest in both (breeder farm and hatchery) at the same time, you should first start your hatchery with hatchable eggs from third parties and other farms. When you've experienced growth in the nearest future, you can decide to have your own parent stock farm. Read Also: How to start a Fishery Business in Nigeria Purchase of hatchable eggs from other parent stock farms This involves you deciding to source for hatchable eggs from other breeder (parent stock) farms around at a price. The downside of this is that the quality of chicks that will hatch from these eggs sourced from different farms cannot be ascertained. Also, there may be failure or shortage in hatchable egg supply which will affect your production thus, you might not be able to meet customers' demands. I suggest you conduct a separate feasibility study using each of the two methods and choose the one that is most feasible to enhance profitability in your hatchery business. 6. Market Though I have briefly talked about this at the business plan and feasibility study section, I should still stress that before you go into production, ensure you have solid information on how you will market your day old chicks. You should do a market survey and research who are your target customers and how you will reach them. You customers are basically poultry farmers, wholesalers, thus, in location and siting your hatchery, you must consider where these farmers are in order to reach them. This will guide you in siting your hatchery, putting facilities such as delivery van in place. After all, you want to set up the hatchery in a place easily accessible to the customers. Knowing an mastering the marketing trends and demand in the industry will also help you to know the type and frequency of hatching you'll do. That is, either single or multistage hatching, the size of incubators you'll buy, the number of generators and power backups, your scale of operations etc. From this you can also define strategies that you can put in place to have your own share of the already existing market. Because, to be honest with you, you've got a lot of competitors who are even already established. But this is sure that the poultry and hatchery market in Nigeria is large enough for everyone (including you that is just starting out) to profit. The last things that I will say on marketing is How to create awareness. There are many publicity media that you can use. They include radio, television, you can feature your hatchery on livestock programmes organised by the ministry of Agriculture etc. Also ensure that register your business name with the Corporate Affairs Commission (CAC) and the Poultry Association of Nigeria (PAN). 7. Labour (Manpower) The hatchery operation is such that requires different expertise to run successfully. You need hatchery managers to direct the daily and business operations in the hatchery (unless if you can do it yourself having the skills required), supervisors, technicians, receptionist, accountant, drivers, cleaners, casual workers etc. To successfully establish an hatchery in Nigeria or wherever, there must be a sure access to qualified manpower to ensure a successful running of the hatchery's operation. The number of staff to be employed however depends on your intended scale of operation, size of hatchery, and the market size. Speculatively, for an hatchery that turns out about 100,000 day old chicks per week, you need 1 hatchery manager, 3 supervisors, an accountant, a receptionist, and up to 10 casual staff, and for this scale to start up, you might need up to 50 Million Naira. However, this speculation can vary because of the irregular change in market prices of goods especially those imported such as incubators. Read Also: How profitable is poultry farming in Nigeria So you want to start, conduct a thorough market research and feasibility study to know the requirements and the cost analysis of setting up an hatchery business in Nigeria. Thank you In the rapidly growing Nigerian agricultural sector, establishing a chicken hatchery is a promising business opportunity with significant potential for profitability and job creation. This business idea involves hatching eggs for layers and broilers, catering to both local and hybrid bird varieties. With a projected capacity of 38,000 chicks per month--totaling 456,000 chicks annually--the revenue potential is estimated at \$33,900 per month, or \$406,800 per year. Beyond its financial prospects, this venture addresses market demand year-round and provides employment opportunities for youth and women. The chicken hatchery process is straightforward but requires careful attention to detail to ensure high hatchability rates. The process begins with collecting fertilized eggs, which are then placed in an incubator for 18 days. Following this incubation period, the eggs are transferred to a hatcher for an additional three days, where they hatch into chicks ready for sale to poultry farmers. The market demand for hatched chicks is robust and consistent throughout the year in Nigeria, spanning both rural and urban areas. Poultry farmers across the country--and even beyond national borders--constitute the primary market for these chicks. Key players in this industry include established entities such as CHI Farm, Agrited, Obasanjo Farm, and Olam. This broad and diversified market ensures that the demand for chicks remains high, offering a reliable revenue stream for the hatchery. Starting a chicken hatchery requires an initial investment in equipment and infrastructure. The major capital expenditures are as follows: Incubator: \$6,000 Hatcher: \$6,000 Feed mills & Mixer: \$2,500 Generator: \$5,000 The total cost for these essential pieces of machinery amounts to about \$19,500. Additionally, operational costs will include expenses for parent stock, eggs, coffee husks, disinfectants, vaccines, utilities, salaries, feeds, fuel, and rent. These operational expenses are crucial for maintaining a smooth and efficient production process. The production process is designed to run for 21 days each month, yielding a monthly capacity of 38,000 eggs. The cost structure includes direct costs such as materials, supplies, and other production-related expenses. Depreciation is calculated assuming a four-year life span for fixed assets, with a 25% annual write-off. The profitability of this business is promising, with daily, monthly, and annual revenue breakdowns as follows: Daily Revenue: \$1,219 Monthly Revenue: \$31,700 Annual Revenue: \$380,400 Subtracting the total production and operating costs of \$44,120 per year, the net profit stands at \$336,280 annually. Equipment for the hatchery can be sourced locally or imported from Europe, India, and China. Fertilized eggs are generated from parent stock, which can also be imported to ensure high-quality hatching results. One of the significant advantages of investing in the agricultural sector, particularly in poultry farming, is the availability of government incentives. Agricultural equipment, tools, and chemicals are duty-free upon importation, reducing the initial capital outlay and enhancing the profitability of the business. Setting up a chicken hatchery is a viable and profitable business opportunity with substantial market demand and the potential for significant financial returns. It provides a steady income stream and creates jobs for youth and women, contributing to local economic development. For startup and existing businesses looking to embark on this journey, we offer comprehensive, detailed, and bankable business plan services. Contact us at +234 7014854184 to turn your hatchery dream into reality. You can also checkout our ready-to-use business plans. Click Here.