
Living Earth Uganda, with funding from GIZ-SOGA has implementing a one-year project (May 2016-April 2017) titled “Increasing Employability of Youth, Women & Men Through Business Development & Skills Training in the Albertine Region” in the districts of Buliisa and Hoima in Western Uganda.

Specific Objectives:

• To promote local enterprises to supply goods and services to the emerging economy as a result of oil and gas supply chain.
• To create employment opportunities through improved and market driven agricultural skills training and linkages

The project targeted providing business development training, business advisory services and creation of marketing networking platforms to 100 entrepreneurs, 150 beneficiaries in functional skills, and 75 farmers.

109 MSEs (42F, 67M) were trained in areas including Business regulations & legal framework for MSEs, records management, business planning, marketing your products and services, customer care and, contract management and business ethics.

Fig1: Trades in which MSEs are engaged
Farmers:

Areas of training to the farmers included Records management and business planning; and Market linkages and networking

<table>
<thead>
<tr>
<th>Functional Skills</th>
<th>M</th>
<th>F</th>
<th>T</th>
</tr>
</thead>
<tbody>
<tr>
<td>Handicraft</td>
<td>0</td>
<td>30</td>
<td>30</td>
</tr>
<tr>
<td>Apiary</td>
<td>38</td>
<td>21</td>
<td>59</td>
</tr>
<tr>
<td>Commercial cookery/baking</td>
<td>21</td>
<td>39</td>
<td>60</td>
</tr>
<tr>
<td>Total</td>
<td>59</td>
<td>90</td>
<td>149</td>
</tr>
<tr>
<td>Farmers</td>
<td>44</td>
<td>28</td>
<td>72</td>
</tr>
<tr>
<td>MSEs</td>
<td>67</td>
<td>42</td>
<td>109</td>
</tr>
</tbody>
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Functional Skills—Areas included Handicraft, commercial cookery and Apiary Management

Some Beneficiary Voices

“The project mainly helped me in keeping documentation. I now try to give documents like receipts that I didn’t have before. I can now track defaulters or I keep note of people I owe” - Mr. John Katende, MSE, Buliisa

“When I came, and attended this training. I went and started recording my transactions. Since then, I realized my business was almost collapsing. I now keep track of financial flows” – Entrepreneurs, God’s Grace Eating Hotel, Buliisa

“I have learnt how to keep records of my business and to develop the business plan. But one other thing I have liked most that we were told during trainings is to start paying ourselves as entrepreneurs. I can now separate my personal expenditures from the business” - Francisca Kabasomi, MSE Beneficiary, Buliisa

The trainings helped me to improve in book keeping, for example, I developed an asset register that I didn’t have before. I got the knowledge of business planning and customers care which I have used at my workplace” - Edwin Tabuman, Hotel Adonià, Manager, Buliisa

“I got knowledge on how to win contracts that I didn’t know of. I now realize the relevance of registering companies and I’m working towards that. I learnt lots of new things” - Tumwesige Nobert Nory, Nory interiors and metal workshop, Hoima

“I have improved customer care, got TIN No, registered business name, and improved record keeping” - Kyasiimire Patrick, Patrick’s workshop, Hoima

“I have been struggling to register my business for over two years without success. Whenever I went there, they would toss me up and down. After the stakeholders meeting where you invited a gentleman from Uganda Registration Service Bureau, I went to his office and I explained to him that I was among the people he had talked to about business registration during the LEU meeting. He worked on me and now I have the business name” - Mr. Kayongo Bernard, BNK Electronic Consultant Hoima, Hoima

I got knowledge from the trainings. I now improved on how to make soft mandazi that can now last longer without getting spoilt. People come here now to ask how I make my mandazi and I ask them for money. I do it differently and its greatly liked. I used to move them to Buliisa but now I don’t. I sell them here because of the improved quality people even call me at night to ask for mandazi and daddies - Bagonza Aisha, Functional Skills, Commercial cookery, Buliisa

“I Got skills of mixing various baking ingredients to make quality baked products. Got knowledge and skills in professional baking to produce products for different classes of people (market) and packaging as a value addition practice for better prices” - Mark Bikanga, Functional Skills, Commercial Cookery

“I had been struggling to register my business for over two years without success. Whenever I went there, they would toss me up and down. After the stakeholders meeting where you invited a gentleman from Uganda Registration Service Bureau, I went to his office and I explained to him that I was among the people he had talked to about business registration during the LEU meeting. He worked on me and now I have the business name” - Mr. Kayongo Bernard, BNK Electronic Consultant Hoima, Hoima.

After attending the training on value addition and quality assurance, I made a reflection and discovered I would do something not commonly done to get some money from the very many mangoes I have at home that I was not selling. I now wash them, Polythene bag and do home deliveries and also to the market. I now earn in the range of UGX25,000 to UGX35,000 daily. I was missing out on this money before” – Ayesiga Julius, Farmer, Hoima
Contribution towards Employment

Farmers, FS and SMEs indicated they had started paying themselves salaries/wages for the services extended to the businesses.

The FS beneficiaries paid themselves UGX50,000 monthly while the farmer’s monthly payments amount to UGX240,000 per month. The payments to the MSEs greatly varied.

Business Registration

About six MSEs have registered their entities with the Uganda Registration Service Bureau since joining the project. Among these include; Patrick’s Workshop, Alex’s Classic Furniture – Kiganda, Global Multi-skills Engineers Limited, KV general mechanic and Metal Works, BNK Electronic consultant Hoima, Global Multi-Skills Engineers (U) Ltd, Kiganda and Adonia Hotel

Bank Accounts

About 62% of the MSEs have bank accounts; indicating a 3% increment from the 59% of MSEs owners had active bank accounts that they used for the businesses at baseline. However, only 1 in 4 (24%) of the MSEs have the bank accounts in the business names. Looking at the farmers and FS; 64% of the farmers and 17% of the Functional skills have bank accounts.

Business Plans

About 51% of the MSEs in have developed business plans indicating a great stride from the 10% at the baseline. On the other hand, 55% of farmers have developed business plans an improvement from the 14% at baseline

Financial Records

- About 73% of the farmers in Hoima were keeping financial records
- About 95% of the MSEs were keeping financial records

Good and Services Supply

One farmer and 7 MSEs indicated to have enterprises/companies or institutions that they regularly supplied their products for at least once in a month.

BACKGROUND:

Living Earth Uganda (LEU) is a natural resources and environmental management NGO established and formally registered under the NGO Registration Statute, 1989 and ; licensed to operate in Uganda in September 1999.

1. LEU promotes awareness and skills creation in environmental management and socio-economic development,
2. Empowers communities and other stakeholders to translate the right ideas into action.

VISION:

“Is of a Living Earth where people learn and act together to help sustain the systems and resources necessary for a fulfilled life.”

MISSION:

“To turn ideas into action, working with people to resolve their environmental and social economical concerns.”
Judith Mbabazi, a LEU beneficiary from Ngwendo Sub county giving a testimony during Stakeholders meeting in Buliisa.

MSEs attending business development training go through a group exercise.

A group presentation on the business record books during business skills training for farmers in Hoima.

LEU Apiary management trainer demonstrating use of a locally made safety gear to bee farmers in Buseruka, Hoima.

A cross section of participants during Customer care training workshop in Hoima.

John Tumusiime, District Commercial Officer Hoima DLG explaining the tax and registration procedures during a Stakeholders meeting in Hoima.