

NANUMBA NORTH MUNICIPAL ASSEMBLY

**REPORT ON TWO DAYS BUSINESS FORUM ON LOCAL ECONOMIC
DEVELOPMENT FOR 2022.**

JULY 2022

**PREPARED BY BUSINESS ADVISORY CENTRE (BAC) AND
MUNICIPAL PLANNING AND COORDINATING UNIT (MPCU)**

REPORT ON BUSINESS FORUM IN THE NANUMBA NORTH MUNICIPAL ASSEMBLY HELD ON FRIDAY 29TH JULY, 2022 AT THE MUNICIPAL LIBRARY.

INTRODUCTION.

The strongest organization in this country that can boast of poverty reduction and increase in household income of the local community is the Rural Enterprise Programme (REP). The main goal and objection of the REP programme is the ability to reduce rural poverty to the bearest minimum and the ability to to improve the livelihoods and income of the rural poor, developing the talent of the micro and small entrepreneurs to grow and increasing the number of rural MSEs that can generate profits as well creating employment opportunities.

The programme intends to reduce poverty to the lowest level by promoting and developing existing enterprises as well as creating jobs for the rural poor through the provision of alternative livelihoods and income generating training programme and other business development service (BDO).

Throughout the country, in the District where Business Advisory Centres (BAC) have been established are tasked to facilitate the provision of business development and support services of business development to micro and small enterprises (MSEs) with the intention of building their capacity for them to increase in productivity, create employment, increase income and contribute meaningfully to the socio-economic development of Ghana. The services provided intends to develop and promote off-farm activities of the potential and practicing clients who are entrepreneurs in the growth oriented sector of the country. The business Development Services Consist of the following:

1. Facilitate access to credit and training
2. Provision of Advisory services
3. Counseling
4. Extension services
5. Provision of business information to potential Entrepreneurs
6. Promotion of Local business association
7. Facilitate access to other business development information
8. Support to the creation of business opportunities
9. Provide opportunities for micro, small and medium enterprises (MSMEs) to participate in some public –private partnership (PPPs)
10. Local content arrangements of private sector development

OBJECTIVES

Below are the objectives set for the meeting

- Plan for the formation of Association of Small Scale Industries (ASSI)
- Introduce participants to the work of BAC, facilities available and the process of becoming a beneficiary of the facilities
- All clients to register with NBSSI
- Those with skilled apprenticeship should register NVTI for certification
- Register their groups as LBAs and FBOs
- Register their business with RGD through BAC
- Open business accounts for the groups and businesses
- Constitute business plan for their businesses

EXPECTED OUTPUT

The expected number of number of clients including stakeholders, opinion leaders and other invited guests to attend the meeting supposed to make a total of 155. However, 150 attended the business forum which is made of 85 females and 65 males attended the business forum.

EXPECTED OUTCOME

- Significance of business formalization
- Clients to appreciate the need to push their products to meet the required standards of consumers
- Develop the good attitude of NVTI certification
- Appreciate the need to work collectively as one to promote growth
- Plan on how to create a bigger platform for all LBAs in Nanumba North Municipality to express their business concerns

METHODOLOGY

The following methods were used

- Face to face interaction
- Observation
- Open forums
- Idea sharing
- Questions and answers

DEGREE OF THE DISCUSSION

What was done and how it was done

The Municipal business forum, started at exactly 09:45 am at the Municipal Assembly Conference Hall.

The meeting began with a Muslim Prayer, delivered by Afa Mohammed. The Invited guest was introduced by the Head of the Business Advisory Centre (BAC) and the participants were then asked to introduce themselves.

The Head of the BAC (Awudu Saani) delivered the welcome address.

He welcome all participants present who came from different communities within the Municipality. The BAC Head introduced to them the objective of the forum. He told the participants the forum today was to form association of small scale industries the Municipality. The Head of the BAC Head added that the ASSI is in existence for some time now and has been formed in several Districts. The BAC head made categorical statement on how the office of the Business Advisory Centre made effort to request for funds to make this programme a reality. Upon the approval and subsequent release of the funds, the BAC finds it prudent to as a matter of urgency organize the programme with effect of ASSI formation to bring all LBAs together under one umbrella for effective collaboration in the course of discharging their business activities. The BAC Head however, briefed the general forum about the goals of REP, the training programs and its categories, how they are conducted, who are the target beneficiaries, the process involve in becoming a client under BAC and at what stage you must reach before you can be link to financial institution by BAC for credit. The BAC Head concluded by congratulating participants for being time conscious. He therefore handed over the floor to the invited guest.

The floor was given out to the invited guest to tell the participants about their organisations, what they do and how it will benefit the participants. The first person to speak was the manager for Standard Board Authority Mr. Issac Amoah who spoke on three (3) thematic areas; Standardization, Measurement and Management. He indicated that for your product to meet the standard of consumers it must go through testing. He emphasized that testing can be in three categories. The manager made it clear that testing is done physical by observation, biological by testing is done physical by observation, biological by testing and chemical test either quantative or qualitative. He indicated once your product goes through the following test without disqualification, it therefore means that it has met standard and can be classified as 1502000 or 1505000.

He told participant that when your product meet standard, you can export them to any part of the world without hindrance. He also entreats participants to develop the attitudes of accurate measurement. He insisted that working without accurate measurement bring about lost and also make customers get disappointed in dealing with you. He ended his speech by calling on all clients to learn good managerial skills. This enables your business to grow at an expected rate.

He concluded by encouraging client to closely work with the BAC for growth as their contact for we the resource persons. The next person to speak was the Regional Coordinator for NVTI, Mr. Appiah Agyei. He spoke on two areas; the mode of their exams and certification. He was able to spell out how they organize the exams and the subsequent award of the Certificate. He indicated that they organize the exams twice a year. The exam is plan for every candidate base on the type of language you understand. He site example like for instance a person coming for driving test, practical exams will be conducted. He said the will be taught on basic things on auto mechanics such that if you driving and happens to get broken down you could manage the car with basic knowledge acquire till you get to the fitting shop for proper prepares. He said candidates will require coming for fuel for the exams on auto mechanics. He also advice that if they need certificate, they first of all have to write the exams before they are awarded with the certificate provided they have sail through.

He said interested candidates can organized themselves either Hairdressers, Tailors, Seamstress, Carpenters, Welders or any skills and inform the SAC. The SAC will facilitate such that exams can be written in their Locality without necessary going to Tamale. He said they will only need to pay exams fees through bank draft and exams will be conducted. He said after the exams they can access their results through internet using their index number. He concluded by encouraging them to register and sit for the exams for their certificate which will give them accreditation to any skills in any businesses they are running.

The last person to speak was ASSI chairman, Mr. Mohammed Awal. He started his speech by also congratulating the participants for being time conscious. He indicated that, there are district where they go to have similar programs but they are sometimes arrived and the people are not seated yet. He gave a brief narrative of how ASSI started and the institutions brains behind the establishment of ASSI. He told the participants that ASSI existed in the southern sector long before it was move up north, in that the people in the southern sector benefited much more for the past years. He said ASSI was established by the Ministry of Trade and Industry with the aim of bringing all local businesses association executives together to form a common front to advocate for their right. He indicated that the ASSI was formed in 1985 in northern region. ASSI have a lot to offer including fighting for the right of LSA. He said ASSI serve as a link between the LSA's and the central Government of today promised to reduce electricity tariffs on barbers, hairdressers, and tailors. He admonished that plans are far advanced for the implementation of the implementation of the tariffs reduction. He revealed that code will be given to ASSI on all

Networks to register your particulars to confirm your business as weather you are one of those to start benefiting from the tariffs reductions.

He however gave them the executive structure of the ASSI. The ASSI Chairman indicated that the next meeting will be on them formation of the ASSI. The ASSI chairman indicated the next meeting will be the formation of ASSI branch in the Nanumba North Municipality. The meeting ended with total participants of Eighty Five (85) females and Sixty Five (65) males.

Business Management Training Programmes

Business Orientation

Entrepreneurship

General Business Management

Basic financial management

Business Planning and management

Financial Management

Marketing

Production

Strategic Management

Marketing for Export

Advance Financial Management

Investment Finance

Literacy and Numeracy

Internship

Business Counseling

Study Tour

Mentoring

Clients Exhibition and Trade shows

Stakeholder

Support to Local Business Associations (LBAs)

- Formation of Association
- Strengthening of Association
- Sustaining Associations
- Farm Institute Programmes same as above but the general training programmes takes 1 week, while the farm institute programmes take 2 weeks
- Business Registration with Registrar Generals Department (Enterprise Company, NGOs, Association, Church, the Ministry of Works and housing)
- NVTI Proficiency Examination and Certification
- Business Plan Preparation
- Proposal Writing

ACPID- Artisanal Trade Development

- Welding and fabrication
- Carpentry and joinery
- Reboring
- Auto mechanic
- Electricals
- Electronics
- Foundry practice / Blacksmithing

REP/BAC ALTERNATIVE LIVELIHOOD TRAINING PROGRAMMES

COMMUNITY-BASED TRAINING

Soap/Detergent production making

Batik Tie and Dye/ Kente /Smock Production

Cosmetics / Bleach Production (Pomade, Powder, Hair Products Etc)

Beads Production

Leather works

Fish processing

Fruit processing

Oil Palm Processing

Coconut Process

Cassava Processing
Cocoa Husk Processing
Soya Bean Processing
Traditional catering
Pito Brewing
Sheanut Processing
Salt Production/Iodisation
Baking and Confectionary
Mushroom Cultivation
Guinea fowl rearing
Rabbit rearing
Snail Farming
Fish Farming
Grass cutter rearing
Poultry
Beekeeping
Fashion Designing and Production
Beauty care

LOCAL BUSINESS ASSOCIATION (LBA) THAT ATTAINED THE MEETING ARE

LISTED BELOW;

1. Tailors and dressmakers association
2. Garment makers association
3. Food vendors association
4. Mason association
5. Barbers association
6. Carpenters association
7. Electricals association
8. Smock makers association
9. Smock weavers association
10. Traders association
11. Motors fitters association
12. Soap makers association
13. Rice processors association

NANUMBA NORTH MUNICIPAL ASSEMBLY

**REPORT ON FOLLOW UP VISIT ON BUSINESS FORUM ON LOCAL ECONOMIC
DEVELOPMENT FOR 2022.**

DECEMBER, 2022

**PREPARED BY BUSINESS ADVISORY CENTRE (BAC) AND
MUNICIPAL PLANNING AND COORDINATING UNIT (MPCU)**

REPORT ON SECOND BUSINESS FORUM ON LOCAL ECONOMIC DEVELOPMENT HELD ON 25TH SEPTEMBER, 2022 AT THE DISTRICT ASSEMBLY CONFERENCE HALL.

OPENING

The forum started with an opening prayer by Hon. David Biwati (PM) at exactly 2:15 pm with over 80 attendees.

CHAIRMAN WELCOME ADDRESS

The forum then opened by the Municipal Coordinating Director, thanking all members for coming to the second business forum for the year 2022. The MCD thanked all members for the hard work in achieving our objectives for the first business forum for 2022. He then advised that participants must all play their roles for the development of local economic activities in the Municipality. The MCD then tasked the BAC to brief the house about the activities and approved budget for the second quarter 2022.

BAC PRESENTATION.

The Head of BAC thanked the chairman for the opportunity and welcomed members to the second session of the LED/Business forum for the year 2022. He indicated in the quest to achieve national development goals, there is an increasing recognition that this could only happen when the goals are translated into actions at the sub-national levels and by active involvement of local actors. This in turn brought about renewed attention to planning for local economic development, which is output and impact oriented and linked to the national level policies and budget processes. Local Economic Development (LED) is a bottom up approach to economic growth through the realization of the economic potentials of every territory. The crux of LED is that every territory has comparative advantage which can be enhanced if the necessary actions are taken to tackle the bottlenecks inhibiting their success. These can be done through a partnership between the public, private and civil society sectors who all contribute differently to the promotion of LED.

He further stated that, for the second part of the year 2022, the activities have been approved. He informed the house, that four activities for the second half of the year will be implemented, three activities are the technical training and the other one will be management training. The BAC also announced to the house about the arrival of three start-up kits for two communities. He then said the bread baking kits will be sent to Chamba and Makayili. He said that the other machine will be going to Lepusi. The BAC head concluded by calling key stakeholders to join hands to ensure that the planned activities are implemented for the betterment of the people of Nanumba North Municipality.

QUESTION

The presiding member (PM) asked to know the source of funding.

Answer: The BAC was quick to add that over 90% is from the Assembly and he also added that counterpart funding is usually been released by NBSSI to BAC as a way to foster collaboration between Assembly and REP and NBSSI as a whole.

QUESTION

The magazia for food vendors Hajia Bushira Adam, wanted to know the BAC preparing to assist them grow their businesses.

Answer: The BAC answered that, the office is planning to link them to institutions so that whenever, they have training, they can fall on this food vendors for meals.

OTHERS MATTERS.

Mohammed Seiba, expressed concern on the way and manner in which members of ASSI attend the meetings. He stressed that the ASSI members should inculcate some level of discipline in order to make the association more proactive. The BAC indicated that after the formation of the ASSI, members were reluctant to meetings making the association dormant. He then advised members to take the activities of the ASSI more serious. The forum closed at 6:35pm with a closing prayer by Afa Seidu.

RECOMMENDATIONS

The forum recommended that, they will take action to ensure that management release the vehicle to the officer for smooth discharge of his duties.

CLOSING REMARKS.

The chairman thanked all members for their participation and assured them that he would make sure for the implementation of the recommendation for progress. Pastor Joseph Alhassan moved for the closure of the meetings which was seconded by Hon. PM and a closing prayer by the Municipal Budget Analyst.

REPORT ON FOLLOW-UP MEETINGS ON BUSINESS FORUMS ON LOCAL ECONOMIC DEVELOPMENT.

OBJECTIVES.

The BAC undertook, a follow up visit to the various business groups to physical interrupt with the group members as whether they were able to implement all what has been discussed in the two business fora and also use it as an opportunity to conduct needs assessment for onward preparation of 2023 workplan and budget.

OBSERVATION

The BAC took one week to conduct the follow up 10 business groups in the various communities of the Nanumba North Municipality, the follow up commences on 13th December, 2022 to 20th December, 2022. An advance notice was given which include schedule of time for each business groups were met in the night due to tight schedules in the day time. The meeting was impressive for almost the groups we have met. Justifying the impressive nature of the meeting, each of the group members had succeeded in implemented almost all what we had discussed in the first and second meeting which they themselves admitted that the business lecture and counseling given them in the meeting has indeed help their businesses to grow after the implementation of issues discussed.

Including some of the action taken in line with our issues discussed during the meetings almost 85%;

1. Register their business with register general
2. Open business accounts with the rural banks
3. Register with NBSSI
4. Form groups as LBAs
5. Write business plan for their businesses

They indicated that if such business forum is to be organizing on periodic bases will go a long way to bring tremendous changes to their businesses. The BAC and MPCU upon several deliberations conducted needs assessment as a base tool to measure their performance which really confessed their admissions as the true reflection of their accession. The clients recommend to BAC to intensify the organization of such forums at least four times every year, one in the every quarter. They further indicated that it has a direct impact on their businesses. What impressive BAC much is the fact that they were able to implement 90% of the action plan.

RESPONSE OF INTERIM LEADERSHIP OF VARIOUS BUSINESS ASSOCIATIONS.

The chairperson for food vendors Hajia Bushira Adam spoke on behalf of leadership and indicated that they will continue to cooperate well with BAC for the continued growth of their businesses.

CONCERNS RAISE

Some of the clients raised the of record keeping to enable them take records of their business so that they will track the progress of their businesses. The BAC assured them his readiness to organize the training for them because the BAC considered the training as very essential for the progress of their businesses.

RECOMMENDATIONS

The BAC upon the needs assessment conducted recommends that cost and pricing training should be advance to all businesses because is a canker that cut across all the business which should be treated to allow your businesses progress.

CONCLUSIONS

The BAC thank all those who succeeded in formalizing their businesses and encouraged those who have not done to do that as a matter of urgency to stand the chance of benefiting from EDAIF LOANS which we are soon to roll out.