

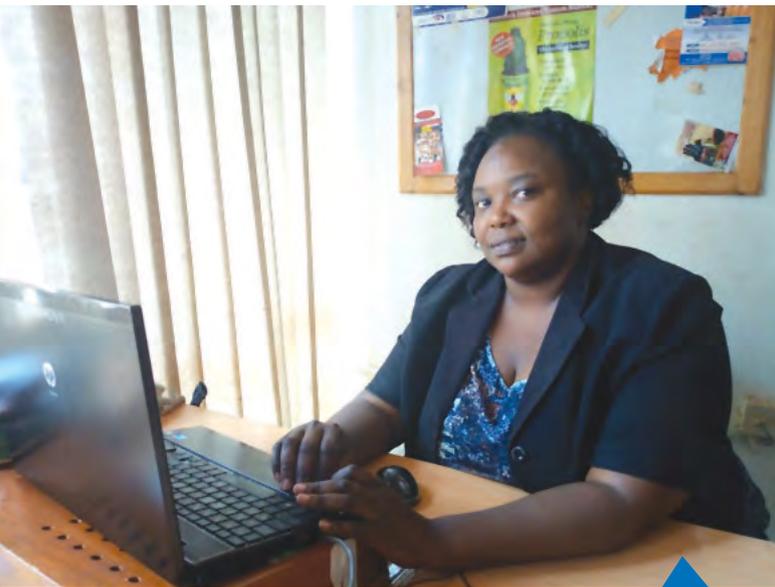


Uganda Small Scale Industries Association

News Letter

July /August
2017

Opening Remarks by the Executive Secretary



Veronica Namwanje

Please kindly receive USSIA's newsletter for July/August 2017. We hope you find it interesting and informative. In this issue, we highlight the key service delivery activities undertaken in order to create value for you our member SME enterprise. In addition we share our successes and challenges in effectively representing your interests to government and other decision makers.

Lastly we inform you about the different initiatives and projects we are implementing to grow our membership base. To those who wish to support and partner with us in promoting SME development in Uganda, we say "You are welcome "

SERVICE DELIVERY

USSIA SME Exhibition 2017

The Uganda Small Scale Industries Association (USSIA) and Association of Microfinance Institutions of Uganda (AMFIU) held the first ever Expo bringing together the microfinance and SME sectors. The theme for the expo was Enhancing wealth creation 'Buy Uganda Build Uganda', through access to financial services. The event brought together Uganda's microfinance institutions and the small and medium business entrepreneurs to showcase their latest finance and business products. It ran from 10th to 13th August 2017 at UMA conference hall and UMA gardens Lugogo, Kampala. It was the first nationally coordinated campaign being adopted by a number of financial and business institutions across the country. USSIA and AMFIU have unique potential to raise incomes and create many jobs for both the skilled and unskilled business entrepreneurs and employees.

The two associations are empowering people to understand how personal finance is critical to improving their financial futures. This is being achieved by passing on financial and business skills that they need to make better financial decisions.

Large business entrepreneurs and corporate companies operate under complex and bulky marketing budgets and spend a great deal on promoting their products and services. Small and medium businesses won't have such resources but can still successfully promote their products and services on merger budgets by participating in trade shows and making meaningful use of business promotional materials.

Small and medium business entrepreneurs need to be more creative and focused to compete favourably with giant business players on the market.

To remain competitive and relevant, businesses need to change and quickly adapt the market dynamics. USSIA & AMFIU will continue to work towards strengthening networks to create avenues for sustainable economic ventures. Building synergies around partnerships enables the individual members and the business institutions to have a strong voice to influence different stakeholders for improved service delivery, reduce duplication and increase efficiency in the financial sector

USSIA SME Cottage Fair 2017



ENTREPRENEURSHIP - ACCESS TO MARKETS TRAININGS

One of the biggest challenges SMEs face is the lack of enough knowledge and skills to understand and manage their businesses effectively and efficiently. This is due to lack of information on how to search and find the right markets for their products, Poor book keeping skills and poor management skills. USSIA and TRIAS in partnership with Syntra West- A Belgian NGO developed the “Access to Markets” Training manual in February 2017. Based on the developed manual, USSIA has organised several “Access to markets Trainings” in Kampala and Arua. The participants are taken through the contents of the manual which include :The concept of entrepreneurship and the traits of a successful entrepreneur, Your business idea & market analysis, My vision, mission & Strategy, Marketing, Sales techniques, break even and product costing, regulatory framework and business in Uganda, Start and grow your business, Financing in Uganda and Your business idea in Practice

The Entrepreneurship – Access to markets Trainings has helped entrepreneurs understand and manage their businesses better.



The Entrepreneurship-Access to Markets Training in Arua

USSIA organises a Business cottage Training in Bakery in Arua

Our cottage industry trainings have the objective of promoting entrepreneurship through home based / cottage industries. One of the strengths of this approach is that such cottage enterprises require little start-up capital and the technology is easy to learn and can be locally maintained. As part of this programme, USSIA in partnership with TRIAS organised a training in bakery on 28-31/08/2017 in Arua at the USSIA Arua regional office. Participants were taken through the theoretical session and the hands on skills training session in the proper handling of materials, mixing of the materials, pricing and costing, product certification, packaging and marketing. The ultimate objective of the cottage training was to help participants how a craft can be turned into a self-sustaining cottage industry. Over 25 participants attended to the training.

USSIA organizes a health camp for its members in Arua.

Good health for an entrepreneur is one of the focus of USSIA. When an entrepreneur and the employees are in good health, efficiency and effectiveness within the enterprise is guaranteed. Uganda Small Scale Industries association in conjunction with Reproductive health Uganda carried out a health camp in Arua for female entrepreneurs. USSIA members received free treatment, Testing & Counselling and cervical cancer screening. USSIA medical camps are rotational within the different regions of Uganda.



USSIA-Reproductive health Uganda health camp



MEMBERSHIP DEVELOPMENT USSIA Day

USSIA is a member association with a mandate of promoting the growth of small scale industries (SSI) as the engine of growth in the economy of Uganda by enhancing the development and competitiveness of micro and small scale Industries (MSSI) in Uganda through quality services delivery and advocacy. To deliver its mandate, USSIA offers a range of services to its members and non-members such as; participation in policy formulation, lobbying and advocacy, data collection, Business Development Services (BDS), information dissemination, Technology and knowledge transfer, technical and entrepreneurial skills trainings.

Uganda Small Scale Industries Association (USSIA) organised a USSIA day for its members on the 11th/August/2017 at UMA conference hall. Over 500 members attended the member's day. This is a day where all USSIA members across the country meet and interact and share experiences. Planning for the different association activities is also done with in this forum. Different stakeholders, service providers and partners are present and give brief presentations about their products and services.



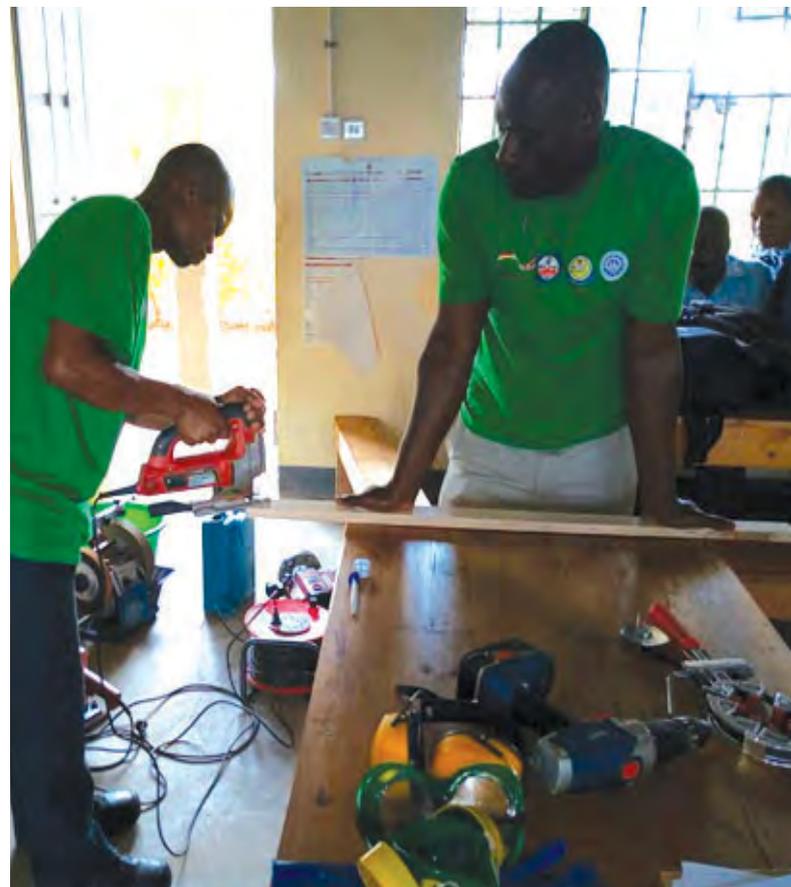
SPECIAL PROJECTS

KCB Made in Uganda

The KCB made in Uganda project is a cooperate social responsibility initiative of KCB foundation in partnership with Uganda Small Scale industries Association (USSIA). This project's primary focus is on equipping local micro and small scale entrepreneurs with cottage industry skills to either enable them improve their present business, or diversify into a new business with a focus on promoting locally produced goods. This being a CSR project, the project seeks to work with the most disadvantaged groups affected by unemployment and low skills levels namely: youth, women and the urban poor.

HWK - TVET Project

Uganda Small Scale Industries Association in partnership with Nakawa Vocational Training Institute & HWK-TVET project carried out a sensitisation trip to the western region. The aim of the sensitisation was to inform the vocational instructors the available short courses training opportunities available at Nakawa Vocational training Institute. It is believed that these instructors need to upgrade their skills due to changing trends and technology. This will help them provide relevant trainings to their students and also to the SME entrepreneurs who need to also upgrade. The vocational instructors will also be able to roll out short courses for SME owners and their employees.



BTC Project

USSIA received a grant from the Belgian technical Cooperation (BTC) under the Skills Development Fund in July 2017. USSIA is implementing the Belgian Technical Cooperation (BTC) SSU project in the albertine region. USSIA is implementing the following projects:

- Entrepreneurship and life skills Training, Knitting & crocheting Training, Tye & Dye and Embroidery Training were carried out in Fort portal in partnership with Rosy Mystica Vocational Institute
- Entrepreneurship and life skills training, Fruit juices processing Training and Bakery & pastry training were implemented in kaseke in partnership with Margherita training Institute.
- Entrepreneurship and skills Training, and the Building & Constructions training is currently being implemented in Hoima with Buhimba Vocational training Institute.

These are practical skills that are impacted to USSIA members and Non members aimed at creating a multiplier effect within the albertine and rwenzori region.



POLICY & ADVOCACY

Small Scale Industries decry high interest rates

Members of Uganda Small Scale Industries Association (USSIA) have decried high interest rates charged by Microfinance Institutions and commercial banks saying they are hindering their business growth.

Speaking at the first ever microfinance and small enterprise expo,

USSIA Executive Director Veronica Namwanje said they still face huge challenge in getting credit from commercial banks and microfinance institutions in Uganda.

“Our biggest challenge remain access to credit from microfinance and commercial banks. They give us money at high interest rate with short grace period to service the loan. This cannot support our business growth,”Namwanje notes.

She also called for tax waiver on raw materials especially used by small scale industries saying huge tax on raw materials charged by Uganda Revenue Authority will scare off entrepreneurs hence low development and industrialization.

According to Veronica Namwanje,the Expo was organized to bring microfinance institutions and members of small scale institutions to discuss how they can support each other in favoring business growth The Expo attracted over 100 Service Providers namely Banks, Insurance and other Customers to share information, knowledge about financial services and how they can support growth of small industries.

SMEs employ close to 90% of youth who belong to the informal sector.

Recently bank of Uganda deputy director Louis Kasekende urged financial institutions to train small and medium enterprises on proper financial management and business operations saying majority lack these skills in running sound financial book keeping records.

Kasekende noted that close to 90%v of SMES lack proper cash flow with majority having not audited accounts and annual reports hence rendering them un fit to acquire credit from commercial financial institutions.

Uganda Small Scale Industries Association (USSIA) is a registered Membership Organization formed rig in 1979 with a major purpose to enhance the industrial development of Small Scale Industries in the Country right from the grass root level. USSIA vision is to promote the development micro, small and medium scale value addition industries and supportive service enterprises; as the engine of growth while its mission is to enhance the development and competitiveness of micro, small and medium scale industries and supportive service enterprises through quality services delivery and advocacy

USSIA GOVERNANCE UPDATES

NEC Monthly Meetings, 28 July 2017

The National executive committee of the association held its monthly meeting on 28/July 2017, at the secretariat where important discussions were held on developing the association, its membership base and services delivered to members. Building of corroborations with partners and better implementation of projects was a key issue discussed.



Uganda Small Scale Industries Association

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