

Ethio-German Micro and Small Enterprise Development Programme



Business Development Services (BDS) Success Stories of the 3rd BDS-Cycle

August, 2004
Addis Ababa, Ethiopia

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Amhara Regional Micro and Small Enterprise and Industry Bureau (Gonder Zone)

BDS facilitator showing the "Situation Analysis Overview" and "Action Plans" for BDS facilitation /delivery to business operators in Gonder town.

Amhara Region, Gonder, August 2004



Amhara Women Entrepreneurs Association

BDS facilitator showing the “Situation Analysis Overview” and “Action Plans” for BDS facilitation /delivery to business operators who are members of the association.

Amhara Region, Bahir Dar, August 2004



Aster Worku, Tailor, Gonder

Problems:

- Lack of access to Premise
- Financial constraint
- Low Market
- Absence of Record Keeping

Support given by BDS facilitator:

- Linked to Municipality for premise
- Facilitated credit worth 2000 birr from ACSI
- Facilitated raw material supply on credit
- Facilitated Trade Fair participation
- Linked to credit buyers
- Taught record Keeping

Impact:

- Secured stabilized market
- Income increased compared prior to intervention
- Business saved from closing down

BDS Facilitator: Mulu Tamirat, Amhara ReMSEIDB (Gonder)



Mamit Habtie, Metal works, Gonder

Problems:

- Limited funds
- Inconvenient working Premise
- Poor Market

Support given by BDS facilitator:

- Facilitated credit
- Changed business site on facilitator's advice
- Assisted in tender winning

Impact:

- Expanded business
- Employed 3 more workers
- Increased income

BDS Facilitator: Mulu Tamirat, Amhara ReMSEIDB (Gonder)



Fatuma Mohammed, Edible Oil Mill, Gonder

Problems:

- Tax burden during plant commissioning
- Short maturity of loan from CBE
- Lack of access to working premise

Support given by BDS facilitator:

- Assisted in tax relief worth 16,000 Birr
- Helped shift for another bank with longer repayment period
- Changed business site on facilitator's advice

Impact:

- Tax relief resulted in more savings
- Managed to hold increased raw materials stock at lower prices as repayment is of long maturity
- Managed to increase production and hence sales and income

BDS Facilitator: Mulu Tamirat, Amhara ReMSEIDB (Gonder)



Tadelle Tesfahun, Metal Works, Bahir Dar

Problems:

- Poor Business Management
- Lack of Record Keeping skill
- Over taxation

Support given by BDS facilitator:

- Assisted to attend Business Management training
- Given record keeping formats and on-the spot training
- Organized in association for advocacy on tax and other policy related problems

Impact:

- Reorganized the enterprise based on the knowledge secured from 3 training sessions organized through the Facilitator
- Employed 3 more workers, bought new equipment due to increased profit attributed to improved business management know-how

BDS Facilitator: Abebaw Nigate, Bahir Dar Chamber



Nigist G/Egziabhier, Mini-Super Market, Gonder

Problems:

- Critical need for finance
- Lack of record keeping know-how
- Lack of access to premise

Support given by BDS facilitator:

- Helped to access micro finance
- On-the-spot training given on record keeping and entrepreneurship
- Working premise under facilitation with the municipality

Impact:

- Increase in income
- Managed to deliver additional services like telephone and soft drinks supply to the shop's customers

BDS Facilitator: Mulu Tamirat, Amhara ReMSEIDB (Gonder)



Birtukan Grum, Juice and Pastry, Bahir Dar

Problems:

- Lack of confidence and entrepreneurial know-how
- Lack of Record Keeping skill

Support given by BDS facilitator:

- Frequent consultation for confidence building
- Trained how to keep records
- Facilitated advocacy along with other women operators through networking and joint events

Impact:

- Expanded her business by building the shown premise; and diversified products by including pastry to the former juice selling business
- Got more customers, better market and more income
- Employed 3 additional workers

BDS Facilitator: Yetayesh Tesfa, Amhara Women Entrepreneurs Association



Wubijig Mekuanenet, Traditional Dresses, Bahir Dar

Problems:

- Lack of marketing skill including pricing and customers handling
- Lack of Record Keeping skill resulting in overspending and income fungibility

Support given by BDS facilitator:

- Gave repeated on-the-spot advice on product pricing and customers handling; also issued business cards
- Trained how to keep records and issued simple accounting formats which the operator is still applying

Impact:

- Managed to control expenses and increase income
- Won many buyers by tailoring product supply to customers' demand

BDS Facilitator: Yetayesh Tesfa, Amhara Women Entrepreneurs Association



Lemelm Belay, Food and Spices, Bahir Dar

Problems:

- Market problems due to overpricing, unattractive product presentation, poor packaging and few product range
- Overspending and mixing income from the business to incomes from other sources due to absence of records

Support given by BDS facilitator:

- Facilitated participation in trade fairs for networking, experience gaining and market promotion
- Coached operator on records keeping, pricing, product diversification, shop organization and advertising

Impact:

- Expanded product range by including spices and other processed food items
- More customers, better sales and hence more income secured after the BDS intervention

BDS Facilitator: Yelfigne Tafere, Amhara Women Entrepreneurs Association



Zaid Alemayehu: Video, Audio and Computer Service Provider, Mekele

Problems:

- Limited skill in business management;
- No savings;
- Poor business location;
- Insufficient working capital.

Support given by BDS facilitator:

- On-the-spot counseling and linkage to training providers;
- Supported to change the business site;
- Encouraged to open savings account;
- Facilitated access to loan.

Impact:

- Business diversified;
- Savings increased;
- Created employment for one person;
- Business asset increased by Birr 12,000.

BDS Facilitator: Desta G/Gergis, Tigray ReMSEDA (Mekele)



Tsigeroman Fiseha, Tailoring Training Center, Adigrat

Problems:

- Limited skill in business management;
- Insufficient investment and working capital;
- Poor business location and promotion.

Support by BDS facilitator:

- Training and on-the-spot counseling;
- Advise to open savings account;
- Assistance to secure new business site.

Impact:

- Savings increased by Birr 6,000;
- Started new business;
- Improved working condition, thus increased sales and income;
- Purchased two sewing/embroidery machines, TV and tape recorder.

BDS Facilitator: Helen Alem;Tigray ReMSEDA (Adigrat)



Tesfay Gidey, Wood and Metal Worker, Adigrat

Problems:

- Limited skill in business management;
- Limited skill in metal and wood works;
- Limited skill in product diversification;
- Insufficient working capital;

Support by BDS facilitator:

- Business training and on-the-spot counseling;
- Access to technical training;
- Access to credit;

Impact:

- Income improved;
- New product added;
- New tools/equipment purchased;
- Created employment for 6 people.

BDS Facilitator: Helen Alem, Tigray ReMSEDA (Adigrat)



Araya G/Tsadik, Traditional Cloth Seller, Adigrat

Problems:

- Limited business management skill;
- Insufficient working capital.

Support by BDS facilitator:

- Provided CEFE training;
- Assisted in business plan preparation and record keeping;
- Facilitated access to loan.

Impact:

- Started new business and became self employed;
- Income improved.

BDS Facilitator: Helen Alem, Tigray ReMSEDA (Adigrat)



Dawit Ejigou, Production of hollow-blocs, Addis Ababa

Problem:

- Construction graduate without job.
- No start-up capital.
- No working premises.

Support for solution by the facilitators:

- Kebele provided land for production.
- Linked to Micro Finance and got credit.
- Bought hollow-bloc machine from Selam technical center.
- Entrepreneurship training provided.
- Market-link to the municipality for sales of blocs for public toilets
- Minimising costs by using waste water from the hill.

Impact:

- Owner got self-employed.
- 12 workers employed.
- Income is good, because of low production costs, good quality and marketing support.

BDS Facilitator: Shewa Mamash, Lideta Sub-City (AReMSEDA)



Andinet Car Wash Service Association, Addis Ababa

Problem:

- 12 unemployed 12th grade complete students looking for job.
- No business idea.
- No start-up capital.
- No working premises.

Support for solution by the facilitators:

- Supported in business idea generation.
- Organising in cooperative.
- Kebele provided premises and cleaned space.
- Linked to Micro Finance and got credit.
- Bought some equipment and built premises.
- Opened car wash and shop for oil etc.
- Record keeping provided.

Impact:

- 12 cooperative members employed.

BDS Facilitator: Woderyesh Eshetu, Lideta Sub-City (AReMSEDA)



Mahilet G/Michael, Mini-supermarket, Addis Ababa

Problem:

- Lack of working premises.
- Shortage of working capital.
- Limited market access.
- No premises.

Support for solution by the facilitators:

- Kebele provided space for shop.
- Linked to Micro Finance and got credit.
- Shop constructed by the owner.
- Entrepreneurship training provided.
- Marketing: Linked to public events for sales.

Impact:

- Owner got self-employed.
- 2 workers employed.
- Income is good, because of strategic shop location.

BDS Facilitator: Genet Yemane, Lideta Sub-City (AReMSEDA)



Women Association for Local Food Processing, Addis Ababa

Problem:

- 22 women without regular job.
- No start-up capital
- No premises

Support for solution by the facilitators:

- Organised in cooperative.
- Kebele provided space for production.
- Linked to Micro Finance and got credit.
- Shop constructed by the women.
- Advised to make savings to buy facilities for events like weddings
- Linked to institutions like Kebeles and sub-city agric. office for sales.

Impact:

- 22 women employed with regular wages.
- Based on sales and savings, business is to be extended and more workers will be employed.
- Assets grown (facilities for cooking and food/beverage services.

BDS Facilitator: Addisalem Sinishaw, Addis Ketema (AReMSEDA)



Hibir Municipal Sanitary Services, Addis Ababa

Problems:

- 137 unemployed youth (90% women).
- Cleaning jobs despised.
- Cleaning services in short supply.
- Lack of start-up capital and working facilities.

Support given by BDS facilitator:

- Organised the 137 youth in two groups of cooperatives.
- Agitated the youth to accept cleaning job like any other job.
- Credit facilitated by linking to MFI.
- Linked to 1,200 clients for marketing the cleaning services.

Impact:

- 137 jobs secured with regular income.
- Residents of Addis Ketema get cleaning services.
- 1,200 clients paying 3-20 birr/month secured

BDS Facilitator: Waleligne Asfaw, Addis Ketema (AReMSEDA)



Senayit Eshete, Food Processing, Addis Ababa

Problems:

- Low business skill
- Shortage of working capital
- Lack of equipment
- No record keeping
- Limited market

Support given by BDS facilitator:

- Basic business skill training
- Designed business card
- Linked her to local MFI to access credit
- Given on job training on record keeping
- Assisted to win tender, linked to new clients and advised on customer handling

Impact:

- Expanded and diversified business
- 2 additional workers employed with regular salaries
- Obtained a wider market and an increase in income
- Enabled to assist more family members to attend schools
- Fulfilled the necessary working equipment

BDS Facilitator: Gashaw Wondifraw, Lideta Sub-city (Progynist)



Emebet Mekuria, Weaving, Addis Ababa

Problems:

- Market limitation
- No record keeping
- Raw material shortage due to limited capital
- Shortage of working capital

Support given by BDS Facilitator:

- Contacted her with new clients to broaden her market
- Designed business card for her
- Linked her to MFI to access credit
- Assisted to record her income and expenses properly

Impact:

- Increased income
- 3 workers get employed
- Better market and increased sales
- quality products being produced
- Better schooling for children

BDS Facilitator: Tsedale Mamo, Lideta Sub-city (Progynist)



Tariku Belete, Retail Shop, Addis Ababa

Problem:

- Lack of market place
- Shortage of working capital
- No record keeping
- Lack of promotion

Support given by BDS facilitator:

- Secured container shop for marketing his products
- Linked to MFI and accessed credit
- Organized in association and attend weekly meetings
- On job training on record keeping
- Advice on business management

Impact:

- Business expanded and income increased
- Started saving through the association
- One additional family member employed

BDS Facilitator: Agerie Temesgen, Gullele Sub-city (Propride)