


OIC International, Inc.
240 West Tulpehocken Street
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*OICI's Business Development Services
in Sub-Saharan Africa*

Argidius Foundation/The SEEP Network
Roundtable Discussion on Business Services for Small Enterprises
November 8th, 2004, Washington DC



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Background

◆ ***Mission:***

Improve the quality of life of low-income disadvantaged individuals through the provision of sustainable human resource development services; emphasis on promoting and developing self-reliant individuals, households and institutions.

◆ ***Project Intervention Areas:***

---Education and training: *Life skills training; computer-assisted learning; vocational-technical skills training; employment-generation services; capacity building.*

---Food security: *Agricultural skills training; farm management; natural resource management; health and nutrition; water and sanitation; capacity building.*

---Entrepreneurship and business development: *Business literacy; entrepreneurship development training; microfinance services; capacity building.*

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◆ *Geographic Scope:*

Twenty (20)-plus countries: in *Sub-Saharan Africa* (Cameroon; Central African Republic; Chad; Cote d'Ivoire; Ethiopia; Gambia; Ghana; Guinea; Lesotho; Liberia; Mali; Niger; Nigeria; Senegal; Sierra Leone; Tanzania; Togo; South Africa; Zimbabwe); in *Central Europe* (Poland); and *Asia* (Philippines)

◆ *Program Evolution (1970-2004): Specialization/Integration*

---Vocational-technical skills training, counseling and job placement

---Vocational-technical skills training, small enterprise development training, self-employment or job placement; microcredit

---Rural development and agricultural skills training, farm management, and rural enterprise development training; microcredit

◆ *Environmental Evolution (1970-2004): Weak/Conflict-Prone Markets*

---Economic factors

---Social factors

---Security factors

Entrepreneurship and Business Development

➤ ***Focus:***

Assist existing and aspiring entrepreneurs to increase their earnings, access to capital and wealth creation ability

➤ ***Approach:***

Adapt market-driven business development and microfinance service products that assist resource-poor entrepreneurs in self-employment and in improving their profits and productivity.

➤ ***Clientele:***

---Current small and microbusiness owners with growth potential

---Aspiring entrepreneurs in expanding economic sectors

---Unemployed at-risk youths with marketable vocational skills

---Farmers and poor women in rural areas

---Adults with potential self-employment capacity in post-conflict or conflict-prone countries.

---Business development service providers: Local NGOs; local government agencies; private, public and nongovernmental training institutions, including OICI affiliates.

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Case Study: Nigeria Jobs and Business Development Services Initiative
(Two years; USAID Nigeria; Northern and Niger Delta regions)

➤ ***Situation***

- High levels of unemployment, conflict, violence amongst at-risk youth; disconnect between vocational-technical training institutions and marketplace opportunities
- Economic growth and development potential of agricultural sector; agribusiness; high level of interest in Nigerian private sector to facilitate job creation/job placement strategies.

➤ ***Project Intervention Areas:***

- Individual services:* At-risk youth (Microenterprise development; employment generation; counseling; mentorships, apprenticeships; linkages to capital)
- Institutional services:* Capacity building services in above areas to Nigeria institutions.
- Social enterprise:* Fee-based services; contracts for training; business centers.

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➤ ***Impact***

---Factors/indicators: (i) Knowledge, attitudes and skills vis-à-vis business and technical skills; (ii) Income; (iii) Employment/self-employment; (iv) Access to credit; (v) Access to mentorship or apprenticeship opportunities.

➤ ***Outreach***

---Factors/indicators: (i) Managerial and technical capacity of partner institutions/service providers; (ii) Replication of services provided; (iii) Impact of service provider clientele

➤ ***Sustainability***

---Factors/indicators: (i) Income from fee-based services; (ii) Business center operations income.

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Conclusions:

◆ ***Strategy for Business Development Services:***

---OICI projects and affiliate programs: *Continue to integrate targeted services into program models that also emphasize: Education and Training, and Food Security*

---OICI partner institutions: *Continue to provide capacity building services: Training-of-trainers; technical assistance.*

---OICI pilot projects: Nigeria Jobs and Business Development Services Initiative (JOBS): *Evaluate and monitor closely vis-à-vis for best practices, lessons learned and replication potential in stable and conflict-prone working environments.*