

-One challenge may include the ability to sustain viable economic activities in a challenging and rapidly changing business environment. challenge will be changing the reported assumptions of financial institutions around the capability/riskiness of lending to PWD.

The project targets to support people with disability through entrepreneurs and the project have the following objectives:-

**Objective 1:** To provide training on business development services (BDS) to disabled people to help them improve their businesses

**Objective 2:** Empower and Support the disabled entrepreneurs to establish own micro finance institutions that will enable them access credit at relatively low rates, timely and favorable time frame

**Objective 3:** To Advocate and sensitize commercial bank to design financial products which will provide credits to business owned by persons with disability

**Objective 4:** To empower disabled entrepreneur to be able to access sustainable markets

**Objective 5:** To establish credit guarantee funds (revolving fund) for disabled people that will enable them access credit funds from various financial institutions

However there have been assumptions **of financial institutions around the capability/riskiness of lending to PWD**, in order to change this assumption the proposed project will have three component namely **Advocacy, Training and Village Savings and Loan Groups and provision of startup capital through revolving funding**. Under advocacy component we are targeting local government leaders (village, ward and district level) as these are the ones that are planning and budgeting for the development of their respective villages and wards. So we will be advocating them so that they involve people with disability during those planning. The main aim will be local government of capacity building for young people and women through **10%** of their own resources, these resources can help in sustaining disabled as some of them are following under the two categories. It is our hope that after local government leaders will support us in this.

The second group that we are targeting during advocacy will be people with disability themselves; some of them they have copied with the community believe as a result of their vulnerability, we will build their capacity in mind setting. There are some people with disability that have been keeping in their mind that they cannot do anything as a result other people look at us as inability. Iam saying that because I myself I live with disability, I know what it mean to be a people with disability. I will work as an example to my fellow because up to now I live my own life while helping my family members as I was raised by Action Aid international and before they rose me I was having the same believes. Because I know who iam even financial institution does not have problem with me, they have been working with me other business.

The third target group during advocacy will be community members at large; these community members will be advocated so that to make them understand that disability is not inability. We will use the existing channels to advocate them. Here religious leaders will be our front liners where they will be using their Holy books to advocate for their members as all we are God's creature regardless of colors and physical appearances. The aim of this advocacy will be to seek collaboration and support from community members as some of them are entrepreneurs for a long time while these disabled are new comers on the sector and at the same time they are expected to be the customers.

The forth and last target group will be financial institution, we know that these institution are product are there to maximize profit so they need to work with a person who know exactly that their landed

money and its profit will be obtained. After people with disability have been trained on business development skills, they will start working therefore financial institution will be welcomed to visit them and look how they are working and because we will put these people into group it will be easy for them to join us into board.

**Second component will be training;** KIOO is own education and vocational training centre that provides remedial/supplementary education for people with disability and provision of vocational skills and knowledge that allow people with disability to gain entrepreneurship and technical skills for them to create self employment by capturing existing opportunities around Kigoma region. On the other hand we will be strengthening people with disability through SIYB program which is a system of inter-related training packages and supporting materials for small-scale entrepreneurs to start and grow their businesses. It aims at increasing the viability of Micro, Small and Medium Enterprises (MSMEs) through management principles. The SIYB program is structured into four separate training packages which is **Generate Your Business Idea (GYB)**, **Start Your Business (SYB)** is for **Improve Your Business (IYB)** and **Expand Your Business (EYB)** gives growth-oriented SMEs the practical tools for business growth, assisting them through training and non-training interventions with a focus on business strategy to expand their business. The main output from the training program is a **business growth plan**, which includes **marketing, operations, and human resources, financial and strategic management**. After people with disability are having all of these skills financial institution will become our good partners rather than it is today.

To ensure the relevancy of project all training will be consistently linked to market opportunities, equipping people with disability to adapt a market-driven mindset and consistent with the entrepreneurship and business skills. People with disability will be capacitated with entrepreneurial skills to help them identify income generating opportunities and manage their own small businesses.

**Third component will be Village Savings and Loan Groups and provision of startup capital through revolving funding,** from 700 targeted direct beneficiaries we will form economic group where every group will be having a total of 25 members; therefore from 700 target beneficiaries we expect to have 28 groups that will be trained and every group will have members from same village/ward. Apart from group members to be trained every group will have a so carried Village Savings and Loan Groups Facilitator who will be responsible in passing skills and mobilizing other people with disability to join/form another group. The facilitator will be elected among group members and their work will be 100% volunteerism. Through these groups members will be able to create social capital; pay for immediate costs including those associated with education through the loan mechanism and make strategic investments in agricultural production and small enterprises.

In supporting people with disability we are proposing a package that includes establishment of revolving funding that will be managed by KIOO and lending it to a formed groups who will now lend it to individuals (group members) provision of loan to group members will be basing on business plan that will be presented by an individual as they will be taught how to develop it during their training, that loan will be with small interest and members will be advised to save slowly whenever they got profit to make sustainability of the program. People with disability savings will be immediately increased through the establishment and/or strengthening of Village Savings and Loan Groups (VSLG).

-How might you get into the financial institutions -what would be the drivers for these institutions to engage and be involved?

Apart from advocacy that will target financial institution also there will be quarterly site visits where financial institution representatives (CRDB, NMB, NBC, EXIM, SIDO and Postal Bank) will be members of the visiting team; this team will visit Village Savings and Loan Groups (VSLG) that is formed by people with disability that have been trained by KIOO and the aim of visiting them will be to see how are they running their groups so that to influence financial institution to be on board. Furthermore the team will visit people with disability that has started running their small and medium enterprises it is our hope that from these visits financial institution mindset that people with disability cannot make it, it will change into positive that people with disability can make it and hence collaboration will start from there.

Do you have allies already?

Last year 2016 national Bank of commerce (NBC) collaborated with us by granted us **120,000,000/=** (one hundred twenty million Tanzanian shillings) to run vocational training to young people and people with disability in Kigoma. This has been taken by us as a benchmark for this intervention, again IRC, World vision Tanzania and Reach for change/TIGO collaborated with us as a result we have managed to establish an education and vocational training centre in Ilagala village which will be used to run all planned training.

What are their needs?

In general, people with disabilities do experience a significant disadvantage in many areas of life when compared to the non-disabled population. Despite many PWD depending on agriculture, income from agriculture activities is far less due to competitive disadvantages. Main reason for not having high income from their economic activities is lack of skills and capital to improve their economic activities. About 24% of PWD who could actively be engaged with economic activities instead depends on remittance/begging as a source of their income. Most of the disabled people in Kigoma have ability to work to generate income generation activities for their survival but very few managed. Another reason is attitude and perception of the society that PWD cannot do anything therefore Access to financial services would assist them to start or expand their economic activities. Furthermore inaccessibility to financial institutions is caused by the low confidence the financial institutions runners have towards entrepreneur with disabilities. Furthermore, these entrepreneurs with disabilities when approaching financial institutions they are faced among others stereotypes and strict conditionality for instance the condition to advance collaterals being security for lending. This condition denies them the access to financial support due to the fact that majority of them are poor who depend up on their relatives and friends for their productive resources.

Access to financial services facilitates greater people with disability level investment in productivity enhancing assets, and that this increases people with disability income in future. Investment is the active redirection of resources by an economic entity from being consumed today, to creating benefits in the future. The hope is that the investment will yield greater benefits in future than would be yielded by consuming those resources today. The investment will taken in form of savings, of a financial instrument (e.g. an equity investment), of physical capital (e.g. a new tool or piece of equipment that improves productivity such as agricultural machinery), or of human capital (e.g. training). All of this will be done through the established revolving funding. Through the revolving funding people with disability will have access to credit that will reduce vulnerability to negative shocks by increasing their ability to smooth consumption during difficult times, and that availability of credit also will allow

people with disabilities to undertake riskier investments as it will enable them to better deal with the consequences of poorly performing investments.

Have any financial institutions come on board to support this idea yet?

In 2016 the national Bank of commerce (NBC) gave us **120,000,000/=** (one hundred twenty million Tanzanian shillings) to run vocational training to 1200 young people in Kigoma of which some of them was people with disability. From the above number **10%** of them were people with disability, and here is where the interest of working with this group started. Other institution like Small Industry Development Organization (SIDO) has shown interest of join us in this effort. Indifferent occasion we have been talking to National Microfinance Bank (NMB) on the possibilities of joining us and they have started showing interest, they are following what is currently done by those we trained to provide them with startup tools/capital.

-How will the entrepreneurs be selected?

Before selecting people with disability entrepreneur's to benefit from the proposed project, we will have community volunteers who will be trained on how to run such selection and its protocols. Selection of beneficiaries will be household based, therefore every district, ward, village and household where the beneficiary is obtained will be assigned with an identification number (ID) that will different him/her from others. All of this identification will be done through digital process; we will use Survey CTO software to select beneficiaries. Our trained volunteers will be visiting household where a person with disability is living, they will talk to the head of household (HH) and finally they will talk to a person with disability examining him/her on his/her ability in running business and wanting to hear from him/her exactly what have been his/her obstacles towards entrepreneurship. From that survey the real training need will be obtained to allow us to develop training manuals in user friendly languages.

At organization levels after all data have been submitted we will sort and analyze them per district, ward, village and volunteers IDs. Not only that because people with disability household will be having IDs but also volunteers will trained and asked to take GPS of the places where beneficiary have been interviewed through GPS blogger or mobile phone, these GPS will help us to follow our volunteers during their work. Volunteers will be assigned numbers of people with disability to be visited a day and he/she will be required to send to the database all completed surveys within the day, that means there will be no volunteer that will be allowed to stay with information that has been collected during that particular day.

-How will you recruit disabled entrepreneurs to be involved and also find a wide market for any accessible financial products/services that are developed?

Before an identification to take place we will have a one day meeting per district where project objectives and activities will be shared and discussed. Also people with disability identification criteria will be discussed within the meeting. Participants of the meeting per district will be village and ward executive officers, village chairpersons, district officials, CSOs representatives, people with disability representatives and media people. At village level, village leaders from all villages within the districts will be responsible for setting up identification environment depending on the information that will be given to them, selection will be done randomly and village leaders will help us to inform their people on the coming of enumerators within their village. Some of criteria for people with disability are stipulated in Disability Act (2010), the employment Act (2010) and will be discussed and agreed

during stakeholders launching meeting. Identification questionnaire will be developed and digitalized so that to be used through the mobile phone.

Marketing of the product will be done by KIOO; every trained person with disability will have his or her own Village Savings and Loan Groups (VSLG) where he/she belongs. All of these groups will be regally registered so that to enable them to run their business regally. Therefore all products that will be produced by these groups will be marketed through KIOO social medial and our website however in the long way we will facilitate every group with its own social media and blogs accounts to be managed by them as a way to sustainability.

You may need to work in partnership to get wide reach on a new product so it gets enough use and uptake to be viable.

KIOO is welcoming and partner that has interest in working with us for the better future of people with disability in Tanzania.