

A CASE OF YOUTH MICRO ENTERPRISE INITIATIVE IN BENIN (WEST AFRICA)



**GLOBAL YOUTH
ENTERPRISE CONFERENCE**
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PRESENTATION PLAN

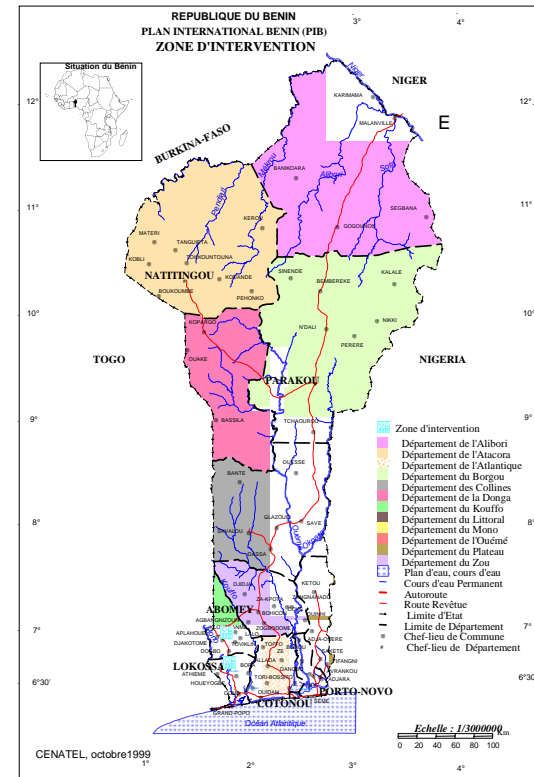
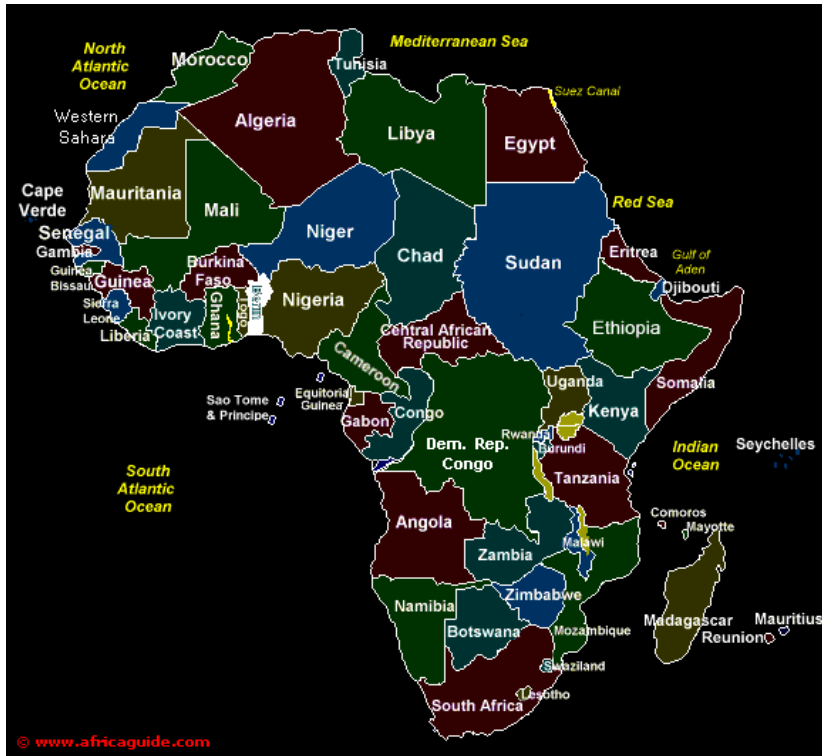
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INTRODUCTION

- **My name is Camille TOHOZIN. I'm Beninese one of entrepreneur member of Songhai Network. I'm will share my experience in micro enterprise management with other young people present at this conference. This presentation is a brief description of how I started, my enterprise growth and my perspectives.**

Context of Benin (Located in West Africa)



1. Context of Benin: Agriculture as Main Economic activity

- Benin covers 112.600 km²
- Total population 6,769,914
- Female Population: 51.48%
- Male Population: 48.62%
- Rural Population: 61,15%
- Urban Population: 38,85 %
- Youth population: 50%
- Poor : 43.22%
- Rainfall: 1000 mm
- Although there is a strong natural potential for a food self-sufficiency, there is a chronic deficit in corn, rice production as well as, animal proteins, so much of the rice, milk, meat, fishes, eggs, chicken and meat are imported.

2. Background: Familial predisposition and Vocational training

Since my childhood, I liked to help my parents to do the farming works. My dream was to have a big farm and I realized early that living in a country with the agriculture as base of economy, my future did not lie necessarily on the long studies.

I stopped my studies after 4 years in secondary schools and started a vocational training in an agricultural center.

- In 1992, my father pays for me the training course in horticultural training institute then in Songhai center. In Songhai I learned mostly animal husbandry and got Songhai vision and its integrated model of micro enterprise management.**

2. Background: Continuous...

- **Financial capital:** I adopted Songhai vision and as soon back home tried to adapt this model to my context. I started with my savings, added with familial loan without no interest rate then obtain many loan from Songhai. See below on table 1 my source of funds for my enterprise.

2. Background: (continuous..) Table 1: Enterprise Funding

Period	From parents	From Songhai	savings	Total	Observations
1999			US\$ 1, 000	US\$ 1, 000	
2000	US\$ 4,000	-	US\$ 5,000	US\$ 9,000	Reimbursed in 2003 with no interest rate
2001-2004	-	-	US\$ 20,000	US\$ 20,000	A average of 10,000/year
2005	-	US\$ 3,000	US\$ 8,000	US\$ 11,000	Songhai loan reimbursed in 2006 with 10% interest rate
2006	-	US\$ 4,000	US\$ 10,000	US\$ 14,000	Idem
2007	-	US\$ 10,000	US\$ 12,000	US\$ 22,000	Reimbursement on going
TOTAL	US\$ 4,000	US\$ 17,000	US\$ 56,000	US\$ 77,000	

3. Approach and Starting steps

- **First step : Crops production:**

With my savings, I started with the Plantations transplants of orange and palm trees because there was a market for these products in my area. I sold more than 50,000 trees of oranges. the young plants and then invest the income progressively in my enterprise. I produces also some corn, cassava, cowpea and palm oil.

- ***Second step : Animal Husbandry: Poultry, layers, egg production turkey and broilers.***

4. Progress in enterprise management

- Animal husbandry (production per Year)
- Layers (1,050 layers for 273,750 eggs /per year
- Hybrid chicken (150)(Crossing between local and imported race)
- Guinea foal (50 in average)
- Turkey (120)
- Rabbit (450) started only this year due to the introduction of avian flu in Benin
- Grass cutter (10 têtes)
- Sheep (13)
- Goat (30)
- Cow (2 for farming.

Approach and enterprise activities description (Continuous....)

- **Crop production** (permanent and agro biological)
- Yellow corn and Soya for animal food
- cowpea,
- cassava,
- yams,
- Groundnut (peanuts)

5. Results & profits

- **Link between Products and Market**

I have a market opportunity for all my products in my production area (province of Zou. I have a big market covering four main region in the country (Cotonou, Bohicon, Abomey and Parakou)

- **Research Animal performance improvement**
- **I'm permanently trying to improve the local performance of local race of chicken**
- **Award**
- **I was given two awards**
- **at province level as the best young entrepreneur who create a 5 kg of weight**
- **By, the Doctor Boni YAYI the president of Republic of Benin in December 4th, 2006 as the best young agricultural entrepreneur of the year.**

5. Results and profits

.Table 2 : Financial and operational performance period 2000 to 2007

Nature of products	Income	Operational cost	Net profit	Observations
Animal products (Egg, chicken, Turkey, Guinea Fowl)	US\$ 67,500	US\$ 42,500	US\$ 24,500	Average from 2005 to 2007
Vegetable (Orange, Banana and others Fruits)	US\$ 6,700	US\$ 300	US\$6,400	Average from 2005 to 2007
Palm oil	US\$1,560	US\$400	US\$1,160	Idem
TOTAL	US\$ 75,760	US\$ 43,200	US\$ 32,560	



6. Support from Songhai and network

- Support for access to credit
:(in Table 1)
- Support in technical domain:
- Support in equipment and any row material needed
- Visual and physical Market
- Demonstration site for youth from Songhai and other individual young



7. Main challenge

- **Lack of Access to financial services**
- It is a major challenge for young in involved in agricultural enterprise to have access to financial service. Until 2006, the government do not engage enough investment to improve the sector of agriculture
- **Problem of non availability of Electricity and water**
- 50 % of the water used on the farm is provided by the former SBEE (Benin Electricity and Water Company); 50% by village cisterns used to collect and stock rain water;
- **Market Competition:** Eggs , meat and chicken imported are cheaper than the local production due to the national policies
- **The lack of Agricultural equipment**

8. PERSPECTIVES

- **I'm aiming to develop Milk production in next year because a market is available for cow milk and sub –product.**
- **Develop a system for using Solar Energy;**
- **construction of borehole in my enterprise**
- **Develop the production of orange Juice**
- **Use a new equipment for Animal foods supplementations**

CONCLUSION

- CLEAR VISION & MANAGEMENT TOOL for a young entrepreneur are at the heart of a performance in his enterprise success.
- *A clear vision* helps to find the way of thinking and make a decision about the livelihood choices , wishes and priorities
- management tool helps to gain the capabilities, assets (including both material and social resources) required for enterprise development
- Thus, they are both indispensable for making performance – based decision about enterprise strategies and activities

THANKS FOR YOUR ATTENTION

