

Nucleus Foundation conducts Training of Trainers Program for Sanasa

The Nucleus Foundation (NEF) conducted a training of Trainers program for officers of the Sanasa campus and the Sanasa Development Bank from 28 February to 3 March 2009. The Sanasa Campus together with the Sanasa Development Bank is implementing a program to train tsunami affected persons during a period of eight years with the objective of rebuilding the livelihood of these families through creating a proper income base. The training is complimented by a credit facility through SDBL. An evaluation of those already trained indicates that although the training has been successful in getting those trained to initiate a business, there is no continuous support mechanism in place to ensure that these people remain in business, are able to address the bottlenecks they face in their day to day business and are able to sustain, upgrade and improve the created enterprises. The overall objective of the TOT was the development and implementation of a training package that SDBL and Sanasa Campus can use to provide sustainable enterprise development and small business counselling solutions to micro small and medium entrepreneurs.



Participants at the TOT

The TOT included:

- ▶ Training Competency Developing - Organising Participatory workshops
- ▶ Personal Development
- ▶ Small Business Counselling Competency Development

The sessions were well received and received positive feedback from the participants who will go back to the field and implement the training modules that they developed. They will then report back to the plenary with a session delivery report that will also provide photographs, participant

feedback to group work, participant presentations, and signed attendance sheets documenting their field experiences. The trainers have been provided with the necessary practical tools in small business counselling, diagnostics and follow up through action learning, games and simulations to act and take decisions concerning needs identification, resource allocation and strategy of dealing with micro and small entrepreneurs. NEF will guide them to implement the training and will stimulate further improvements in the performance of the trainers with post-training follow-up and facilitation of their training and counselling activities.

NEF and IOM to develop Entrepreneurship among Women engaged in the cashew sector



A woman processing cashew using traditional methods
 NEF is implementing a program on behalf of IOM to support women in Mannar district who have been supported by IOM in cashew production with technical and business development training. These women are now organised in Women's Rural Development Societies (WRDS) are facing difficulties in pursuing cashew production due to insufficient training and lack of material maintenance. Further they were not investing in buying raw cashew owing to not being certain of the income which could be generated. They also lacked marketing knowledge and the capacity to assess the feasibility of their enterprises. NEF will engage these women in a process where they are strengthened in technical skills, entrepreneurship, social empowerment, marketing and business development and linked with private and government sector service providers as well as other stakeholders in the industry.

NEF will implement a series of interventions including program on:

- ▶ Social empowerment and motivation
- ▶ Clean Environment and Good Housekeeping
- ▶ Production Techniques
- ▶ Exposure visits
- ▶ Entrepreneurship, small business management and Business planning
- ▶ Value addition
- ▶ Access to raw material, technology and credit
- ▶ Access to markets

These programs will contribute to developing the livelihood and entrepreneurial competencies of women engaged in the cashew industry in the two selected DS divisions of the Mannar district which are the target areas of the project.

GTZ NEF partnership for executing sustainable measures for income generating activities

The GTZ REPSI, NRP, NERF, FSCT projects have initiated many interventions in many areas of the North, East and Tangalle in the South of Sri Lanka. The focus of these activities has been the improvement of the living conditions for the populations in the selected tsunami affected districts. Besides rehabilitation of basic infrastructure and improvement of services the Projects also assisted selected target groups to take up regular employment and initiated activities to generate income. Some of these activities are still in the process of being implemented.



Eastern province holds much promise for development

Many challenges were faced in implementing these projects:

- ▶ the implementation of mid to long-term sustainable economic activities in the midst of the conflict
- ▶ struggling local economy and politically unstable conditions
- ▶ using short-term funds
- ▶ lack of entrepreneurial capacities among the various custodians of the activities

- ▶ poor organisational capabilities of the various beneficiary societies, people's companies and unions.

These factors have had a negative impact by risking the sustainability of some activities. Since the projects come to an end in June 2009 there is an urgent need for suitable exit strategies – particularly in connection with the income generating activities. NEF will assist GTZ at field level to achieve the desired outcomes including.

- ▶ Analysing the capacities of beneficiaries and their organisations
- ▶ Identifying suitable activities designed to sustain these interventions
- ▶ Developing and executing corresponding activities
- ▶ Improving the organisational and management capabilities of the various institutions
- ▶ Developing and implementing action plans and monitoring these actions
- ▶ Identifying other stakeholders and developing networks to ensure sustainability of interventions

NEF in 2009...

The Nucleus Foundation has evolved from an SME promotion organisation into a wider arena offering a range of solutions to a variety of stakeholders in the development cooperation landscape in Sri Lanka. In 2009 we look forward to offering more quality services to a multitude of clients. Following are some of our services:

- ▶ Conceptualizing and executing SME promotion and livelihood development projects
- ▶ Setting up systems for project management, financial management and monitoring
- ▶ Developing and implementing action oriented experiential training programs
- ▶ Networking and creating linkages between development sectors stakeholders
- ▶ Field studies, compilation of data, documentation and reporting
- ▶ Training and follow up of Small Business Counselors
- ▶ TOT on entrepreneurship and enterprise development
- ▶ Conceptualising and implementing sustainability/ exit strategies for projects
- ▶ Monitoring & evaluation of projects and entrepreneurs
- ▶ Conceptualizing and developing websites, training manuals, progress reports and other tools for dissemination of project experiences
- ▶ Organizing and conducting Trade fairs, sectoral fairs and other SME promotion events
- ▶ Organizing and conducting financial services forums and other BDS related events

If you need any of these services please contact us!