

# **IMPACT & LEARNING REPORT**

**Building opportunities  
for Underprivileged  
and Sustaining Youth**



**Delivered by Foundation of  
Community and Capacity  
Development (FOCCAD)**





# Building opportunities for Underprivileged and Sustaining Youth (BUSY) Local Delivery Partner- Foundation for Community and Capacity Development (FOCCAD)

The project delivered 12 months vocational and business empowerment training to 44 underprivileged young people, and supported them to establish businesses upon graduation.

Participants trained in one of three different trade skill areas; electrical installation, welding and fabrication, and tailoring and design.

As well as hands-on experience in practical training, participants took part in training in business, life skills and literacy and numeracy, which covered important subjects such as HIV/AIDS prevention, keeping accounts, and calculating profit and costs.

**Project duration September 2017 – September 2018**  
**Project evaluation - April 2019**



The project was located in Nkhosato, Malawi

## PARTICIPATION



The average age of participants was 25, and there was an equal split of male and female trainees.

All had been able to reach a secondary level of education, but only two thirds of the cohort had finished, primarily because their parents could not afford to continue sending them.

Just under half (46%) of graduates were previously unemployed, and those that were earning (54%) were doing so through unreliable petty trading or casual, irregular labour. Only two of the participants had undergone any previous training before the programme.

At the start of the programme, 65% of participants said that they were unable to afford healthcare. 77% were without access to electricity, 58% without running water and 50% without modern walls or roofing in their homes.

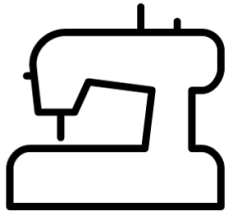
Since starting the programme, 6 participants had dropped out due to marriage arrangements or leaving Malawi, equating to a drop-out rate of 13%.



# OUTCOMES

At the time of the evaluation, the team were able to **meet with 11 graduates** (25% of the total cohort who trained) 82% female and 18% male.

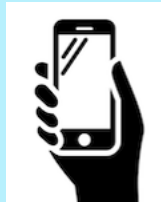
Nine out of ten graduates are now working in a business group with other graduates. The electrical installation graduate the evaluation team met is running a business alone and is securing independent contracts.



After graduating  
**ALL GRADUATES** are  
**EARNING AN INCOME**

the average personal income for the graduates is MWK 12,266 p/m (£13). The average monthly business takings were MWK 17,682 (£18.77)

**100%** of graduates are now **SAVING** and 60% are doing so in a formal bank or via mobile banking



All graduates received a start-up kit of tools as a group and collectively paid a sum of £5 per kit



## STORIES OF CHANGE



**Evance Mteteka** set up his own electrical installation business after graduating

**“Now I do not need to ask my parents for money. I am able to buy things for myself”**  
*Myness Chibwe*



# LEARNING



## Forecasting project inflation

Full cost-recovery of funds in future projects will help to secure quality materials for practical training ensuring trainees can produce quality products. Malawi experienced high inflation over a period of political uncertainty and has also been subject to the impact of environmental factors, such as drought and a subsequent increase in food costs. Inflation between a project budget being submitted and the project starting can mean insufficient resources during project delivery, and a need for additional funding.

**Stakeholder (local business) engagement** - Stakeholder engagement in the projects like these can encourage additional short-term impact for graduates as they enter the market with familiarity and knowledge of local businesses and mentors. The benefit of this has been evident in this project when one of the stakeholders of FOCCAD's project, "Kumudzi Kuwale Limited", gave electrical installation graduates contracts to install solar power to one of the communities upon completion of their course. As a result, electrical graduates have been able to continue to build a reputation and are now seeking their own local contracts.

**Revision for examinations** - To help ensure participants are equipped to undertake their examinations, FOCCAD has introduced three strategies: Issuing trainees with letters to identify attachments opportunities by themselves, keeping the training centre open for trainees until December when they take exams, and giving out tool kits to organized groups to start business before 'officially' graduating after their exams (when they would usually receive their kits/ equipment).



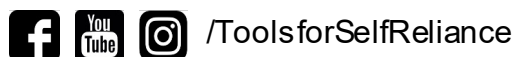
**“NOW I AM ABLE TO MAKE MONEY  
WITH THE SKILLS THAT I HAVE.”**

Paulina Kanita, tailor graduate

# CHALLENGES

**Training materials** - due to fluctuation of prices during project implementation, costs of materials for training had increased since the budget was finalised, and funding secured. This meant less materials were provided for training use.

**Project and examination schedules** - The training started in September however the externally accredited trade exams are held in November/December – so for this cohort, there was a gap between the end of their training and the next available examination dates. It was felt there was a need for strategies to keep learners active for the months leading up to the exams. FOCCAD suggested budgeting for a pre-examination revision period, understanding that project timings are not always aligned to Malawi's academic year.



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