




NEEDS ASSESSMENT ON MARKET FACTORS AFFECTING YOUTH BUSINESS IN ARUA AND ZOMBO DISTRICTS





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1.0 BACKGROUND

In the current COVID-19 crisis, micro and small businesses have been the worst hit compared to large businesses. This is mainly due to the restrictive COVID-19 measures involving a lockdown, limited transport mobility, the inability of some businesses to operate, especially those at rented premises, the ban on the operation of seasonal markets and evening businesses, some of which are still non-functional. One way in which to contribute to the economic resilience of young people in West Nile is to enable young entrepreneurs to run businesses which are resilient to the looming economic crisis.

Improving the Economic Resilience of West Nile Youth in the Face of the COVID-19 Project (IERC) is a two-year action implemented by Advance Afrika and Faraja Africa Foundation with funding from the European Union. The overall objective of the action is to empower young entrepreneurs with skills and opportunities to develop socio-economic resilience and realise their full potential. The project-specific objectives include:

- i. Enhancing the capacities of young entrepreneurs to run successful and crisis-resilient businesses,
- ii. Building the social resilience of at-risk populations through constructive communication on public health concerns.

This action was intended to identify the challenges faced by young entrepreneurs and truck drivers due to the COVID-19 pandemic, which endangers their livelihoods and well-being. Thus, the action seeks to strengthen the resilience of young entrepreneurs, young prison inmates and truck drivers in the districts of Arua and Zombo to deal with such crisis situations constructively. The action also seeks to consequently and sustainably strengthen the socio-economic resilience of young businessmen and businesswomen. This will be achieved by strengthening the performance and resilience of the businesses run by youth through the provision of additional skills, enabling access to mentorship and marketing support as well as diversification of income and access to alternative livelihoods.

1.1 Objectives of the Consultancy

To design, plan and conduct an in-depth analysis of the current market dynamics and risk factors with concrete recommendations of the young people in business under the action with a focus on project-specific objectives.

Improving the Economic Resilience of West Nile Youth in the Face of the COVID-19 Project (IERC) is a two-year action implemented by Advance Afrika and Faraja Africa Foundation with funding from the European Union.

2.0: METHODOLOGY

2.1 Technical Approach

Development of the study needs assessment was carried out using participatory consultative approaches. Relevant stakeholders were engaged with the aim of generating consensus and ownership of the process and products.

2.2 Study Design

The consultant employed the mixed methods during data collection, a cross-sectional study design that utilises mainly qualitative techniques of data collection, but also employed quantitative methods. Key informant in-depth interviews, focus group discussions (FGDs) and document review were the main methods of collecting data.

2.3 Study Population

This being a regional focus, specific stakeholders of IERC were targeted. They included members of the Advance Afrika project team, especially those implementing the livelihoods and entrepreneurship projects, project beneficiaries (i.e. youth, parents/caretakers, district teams) and the Commercial Officers of specific sub-counties where the implementation is targeted). The study was limited to two districts.

2.4 Data Collection Techniques and Tools

Mixed (qualitative and quantitative) data methods were used to collect the required information. The snowballing methodology was used in determining the sample size. Some of the methods used to collect data include interviews, FGDs, document review and key informant interviews (KIIs). After the data was collected, it was entered in the Kobo Collect tool where it was stored for future reference.

2.5 Data Analysis and Quality Control

Qualitative data: Thematic and content analysis was done for qualitative data, thus helping in classifying thematic areas for the knowledge of and attitude towards COVID-19; the

skills and opportunities available; the market factors affecting youth; and the way forward. During the document review, the information was reviewed in various technical areas and guidance was sought from the project technical team.

Qualitative data analysis was carried out using advanced Excel formulas and techniques, and further data was analysed using pivot tables, charts and slicers in Excel. Percentages for most of the data were computed to give a clear picture of the current situation.

Data from key informants (KIs) and FGDs was also transcribed and generalised to give a clear picture of the assessment.

2.5.1 Data quality control

Measures for quality control included consensus-building on the inception report; methodology and data collection methods and tools; regular briefs on progress; and technical guidance from the contact person on this assignment.

2.5.2 Ethical assurance procedures

In addition to obtaining the necessary ethical approvals, the following were adhered to during data collection:

- The study participants gave written informed consent. The participants were provided with a written information sheet about the study, the reasons for participating, as well as the risks and benefits of their participation.
- In the information sheet, the consent forms and questionnaires were translated into the native language spoken by most of the young people employed in SMEs for easy understanding.
- Voluntary participation was sought and obtained after the study purpose was explained to the participants. The participants were assured of anonymity. None of the participants expressly wished to have their names included in the reports.

Therefore, the names and other forms of identifiers of participants are not included anywhere in the reports. Instead, unique identifiers, but not names, are used.

- The participants did not incur any direct costs to take part in this study. Most of the participants were found in their areas of residence and SMEs and a formal request was made through the Community Development Officers (CDOs) and local village leaders before consent was obtained from the individual participants.
- Both KIIs and FGDs were conducted at convenient places in the community.
- Conversations were held in private spaces, conveniently selected by the participants themselves.
- The study and participation in the study did not cause any serious risks known to the study team for the study participants.

3.0 FINDINGS

The assessment was about the current market dynamics and risk factors. This chapter provides information about the findings and conclusion with respect to the study objectives. It gives an insight into the statistics, trends and comparisons of effects of COVID-19 on youth businesses, prevailing market conditions and opportunities.

In general, out of the 250 participants, Arua had the biggest percentage of participants, with 146 (58%) in the survey, compared to Zombo, which had 104 participants (42%). This implies that youth in Arua are productive in business ventures compared to youth in Zombo district.

3.1 General Information

Figure 3.1: Number of survey participants in Arua and Zombo districts

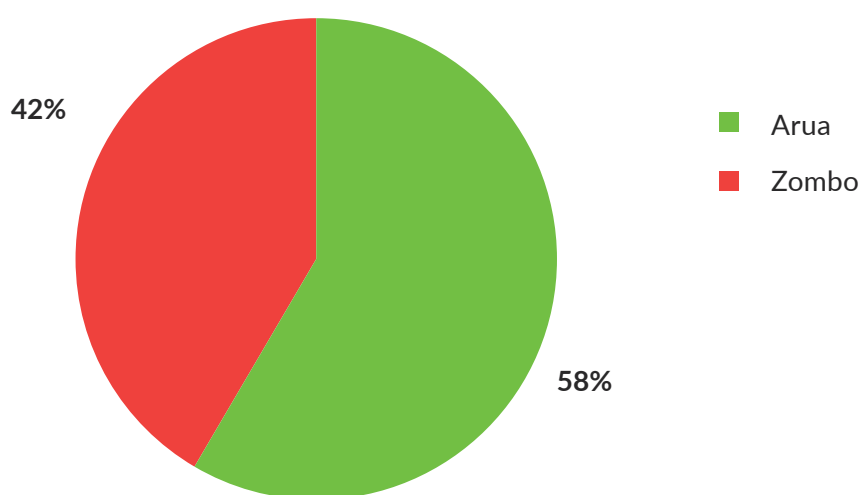


Figure 3.2: Breakdown of female and male participants in the two districts

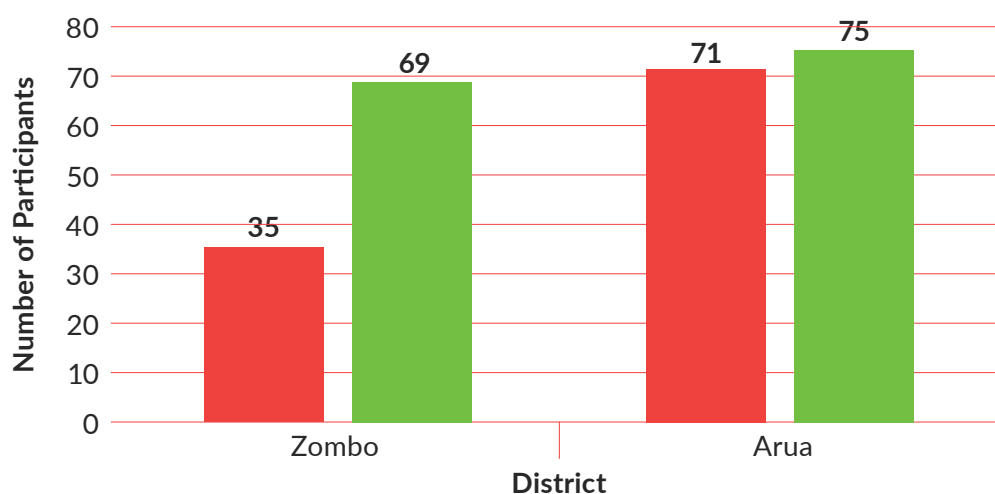


Table 3.1: Marital status of participants by district, age and gender

DISTRICT	AGE	GENDER		MARITAL STATUS				
		F	M	Married	Living together	Single parent	Divorced	Never married
Arua	<18	0	0	0	0	0	0	0
	18 - 24	13	10	6	2	9	0	6
	25 above	58	65	81	8	24	6	4
Zombo	<18	0	2	0	0	0	0	2
	18 - 24	15	29	23	1	11	0	9
	25 above	20	38	45	1	7	2	3
	TOTAL	106	144	155	12	51	8	24

Table 3.2: Education level of participants by district, age and gender

DISTRICT	AGE	GENDER		EDUCATION LEVEL					
		F	M	Tertiary	Tech	A' level	O' level	Primary	None
Arua	<18	0	0	0	0	0	0	0	0
	18 - 24	13	10	0	4	3	9	7	0
	25 above	58	65	9	9	28	44	24	9
Zombo	<18	0	2	0	0	0	1	1	0
	18 - 24	15	29	1	3	3	19	18	0
	25 above	20	38	2	4	10	17	25	0
	TOTAL	106	144	12	20	44	90	75	9

In general, out of the 250 participants, males participated more in the survey compared to females. The total number of males was 144 (58%) more than females, at 106 (42%). This implies that more male entrepreneurs are engaged in business activities compared to the female participants in the two districts.

3.2 Distribution of Participants by District

From the assessment, it was observed that out of the two districts, 106 participants were male and 144 participants were female. As the table above shows, out of 250 participants, 155 (62%) were married, 12 (5%) were living together, 51 (20%) were single parents, eight (3%) were divorced and 24 (10%) had never

been married. This implies that the majority of the participants are married and have a family.

The table above shows the education level of respondents disaggregated by gender and age in the two districts. It can be observed that out of the 250 participants, the majority, at 90 (36%), completed O' level, followed by those who completed primary education, at 75 (30%), and then A' level, at 44 (18%), technical training, at 20 (8%), tertiary education, at 12 (5%), with those who did not complete primary level coming last, at 9 (4%).

It can be observed that out of the 250 participants, 111 (44%) had a household size of 1-4 individuals, followed by 106 (42%) individuals with 5-9, 21(8%) individuals with a size of 10 to 19, and 12 (5%) who did not have a household size.

Table 3.3: Marital status of participants in each district disaggregated by age and gender

District	Sub-county	GENDER		MARITAL STATUS				
		F	M	Married	Living together	Single parent	Divorced	Never married
Zombo	Alangi	19	47	41	1	10	1	13
	Jangokoro	16	22	27	1	8	1	1
	Percentage	14%	28%	65%	2%	17%	2%	13%
Arua	Arua Hill	37	38	39	7	17	5	7
	River Oli	23	32	39	3	11	0	2
	Vurra	11	5	9	0	5	1	1
	Percentage	28%	30%	60%	7%	23%	4%	7%

Figure 3.3: Marital status of participants in each district disaggregated by age and gender

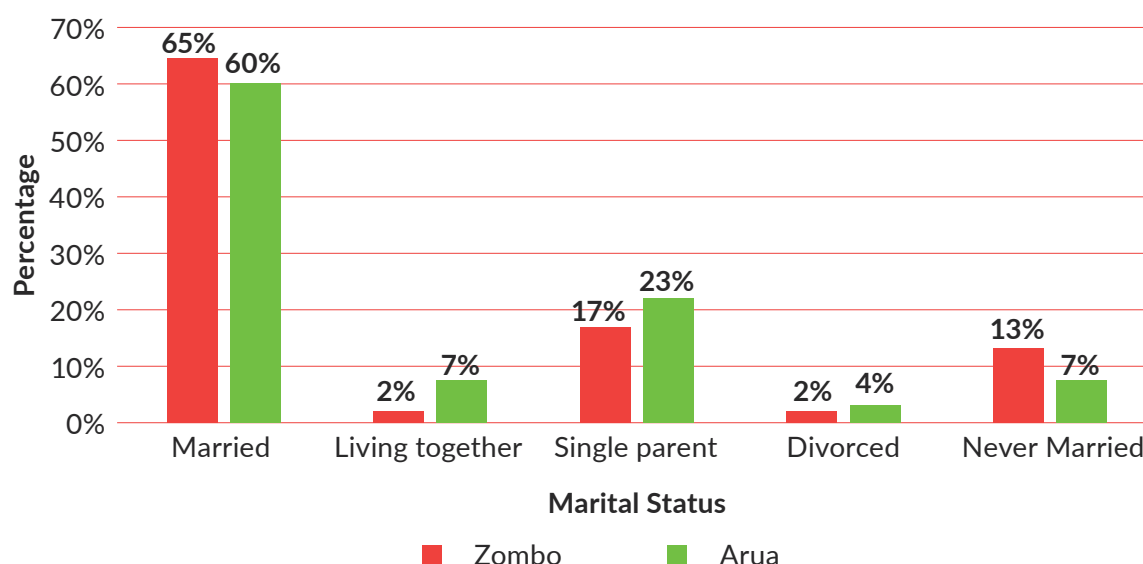


Table 3.4 Education level of participants in the five sub-counties of the two districts

District	Sub-county	EDUCATION LEVEL					
		Tertiary	Tech	A' level	O' level	Primary	None
Zombo	Alangi	2	5	8	27	24	0
	Jangokoro	1	2	5	10	20	0
	Percentage	3%	7%	13%	36%	42%	0%
Arua	Arua Hill	4	4	18	30	14	5
	River Oli	3	6	10	18	14	4
	Vurra	2	3	3	5	3	0
	Percentage	6%	9%	21%	36%	21%	6%

3.3 Dissemination of Data by Sub-county

Marital status of participants in each district disaggregated by age and gender.

The table above represents the marital status of participants in each sub-county of the two districts. In Zombo district, there are two sub-counties, i.e. Alangi and Jangokoro. In these sub-counties, 14% of the participants were female and 28% were male, 65% were married (69), 17% were single parents, 13% had never been married, 2% were living together and 2% were divorced. While in Arua district, there are 3 sub-counties, i.e. Arua Hill, River Oli and Vurra. Among the participants in the 3 sub-counties, 28% were male and 30% were female, 60% were married, 23% were single parents, 7% had never married and 7% were living together, while 4% were divorced.

The table above represents the education level of participants in each sub-county of the two districts. In Zombo district, there are two sub-counties, i.e. Alangi and Jangokoro. In these sub-counties, 42% of the participants had completed primary level of education (24), 36% had completed O' level (37), 13% had completed A' level (13), 7% had completed technical education and 3% had attended a tertiary institution. While in Arua district, there are 3 sub-counties, i.e. Arua Hill, River Oli and Vurra. Of the participants in the three sub-counties, 36% had completed O' level (53), 21% had completed A' level (31) and primary education, respectively (31), had 9% completed technical education (13), 6% had completed tertiary education (9) and 6% had not completed any level of education.

Figure 3.4: Education level of participants in the five sub-counties of the two districts

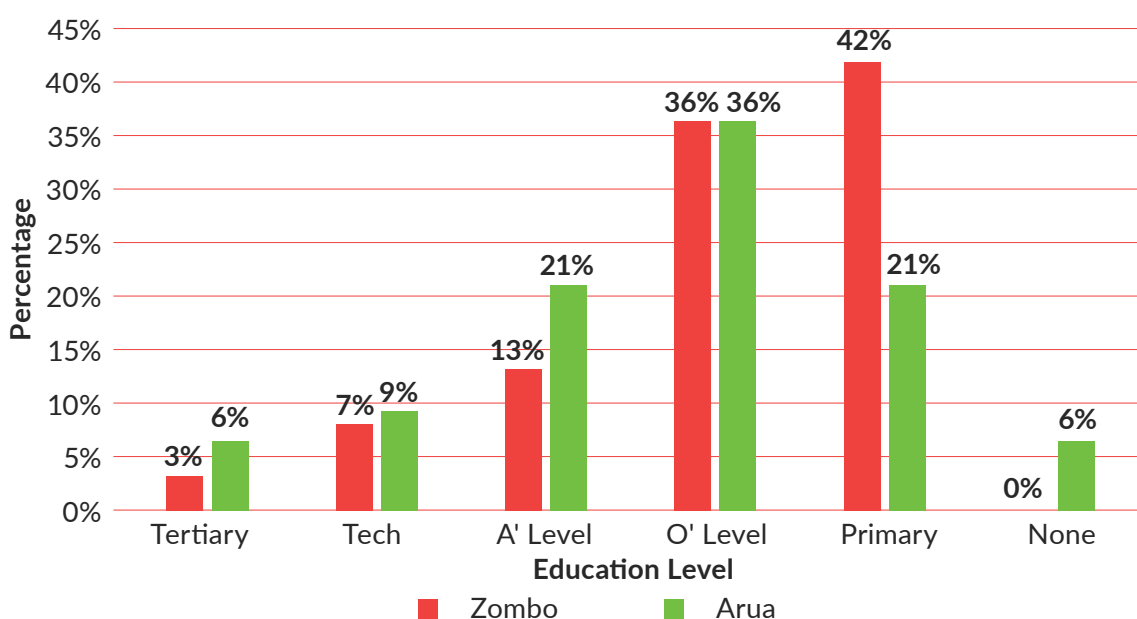


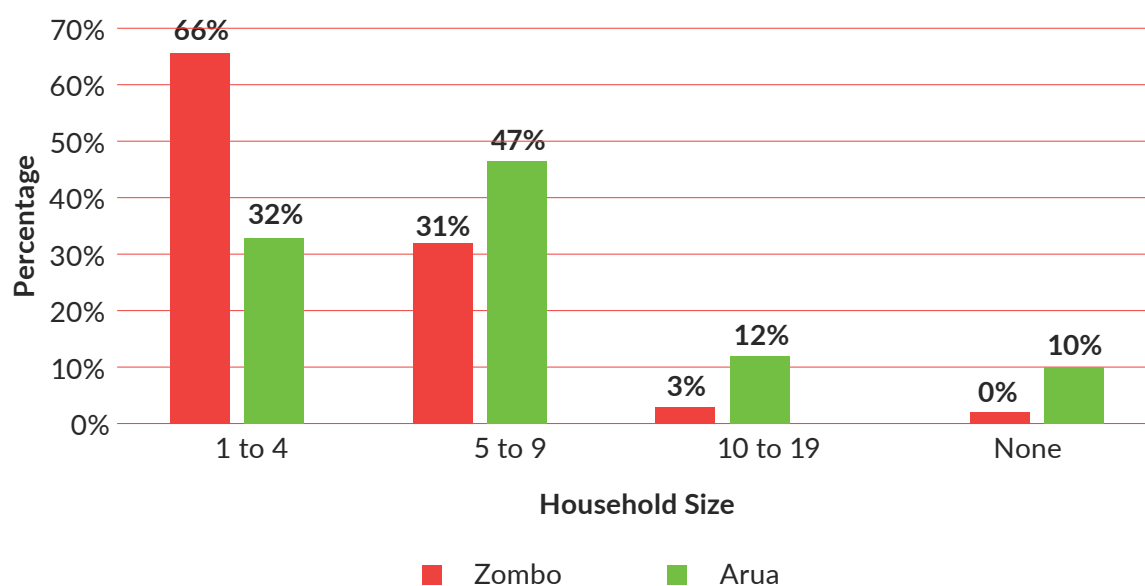
Table 3.5: Household size of participants in the five sub-counties of the two districts

District	Sub-county	HOUSEHOLD SIZE			
		1 to 4	5 to 9	10 to 19	None
Zombo	Alangi	46	18	0	0
	Jangokoro	23	14	3	0
	Percentage	66%	31%	3%	0%
Arua	Arua Hill	24	33	11	7
	River Oli	18	27	5	5
	Vurra	4	8	1	3
	Percentage	32%	47%	12%	10%

From the two districts shown in the above table, Zombo has two sub-counties, i.e. Alangi and Jangokoro. In these sub-counties, 66% of the households represent a household size of 1-4 individuals, 31% represent a household size of 5-9 and 3% represent a household size of 10-19.

In Arua district, there 3 sub-counties, namely Arua Hill, River Oli and Vurra, and 47% of the participants had a household size of 5-9, 32% had a household size of 1-4, 12% had a household size of 10-19 and 10% did not have any have household size.

Figure 3.5: Household size of participants in the five sub-counties of the two districts



SECTION 2: KNOWLEDGE OF AND ATTITUDE TOWARDS COVID-19 PRACTICE

3.4 Availability of a Hand-washing Facility at Business Premises

Regarding the availability of a hand-washing facility in Zombo district, it was found that out of the 65 participants in Alangi sub-county, more males (36) complied than females (14). On the contrary, 10 males did not comply, as compared to five females. Out of the 38 participants in Jangokoro sub-county, more males (22) complied than females (15). On the contrary, none of the males did not comply as compared to females (1).

Regarding the availability of a hand-washing facility in Arua district, it was found that out

of the 76 participants in Arua Hill, more males (3) complied than females (36). On the contrary, two males did not comply as compared to females (1). Out of the 55 participants in River Oli, more males (32) complied than females (23). On the contrary, none of the males as well as the females did not comply. Out of the 16 participants in Vurra, fewer males (4) complied compared with females (9). On the contrary, fewer males (1) did not comply as compared to females (2).

Table 3.6: Female and male participants with and without a hand-washing facility in Arua and Zombo

District	Sub-county	Do you have a hand-washing facility/PPE at your business premises				Total
		Yes		No		
		Female	Male	Female	Male	
Zombo	Alangi	14	36	5	10	65
	Jangokoro	15	22	1	0	38
Arua	Arua Hill	36	37	1	2	76
	River oli	23	32	0	0	55
	Vurra	9	4	2	1	16
Total		97	131	9	13	250
Percentage		39%	52%	4%	5%	

Figure 3.6: Respondents who have a hand-washing facility and those without a hand-washing facility

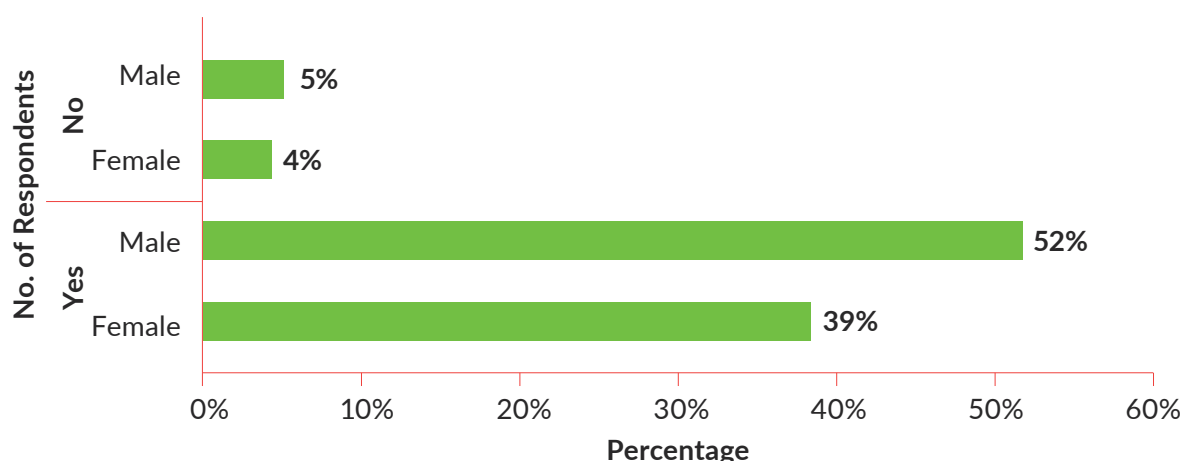
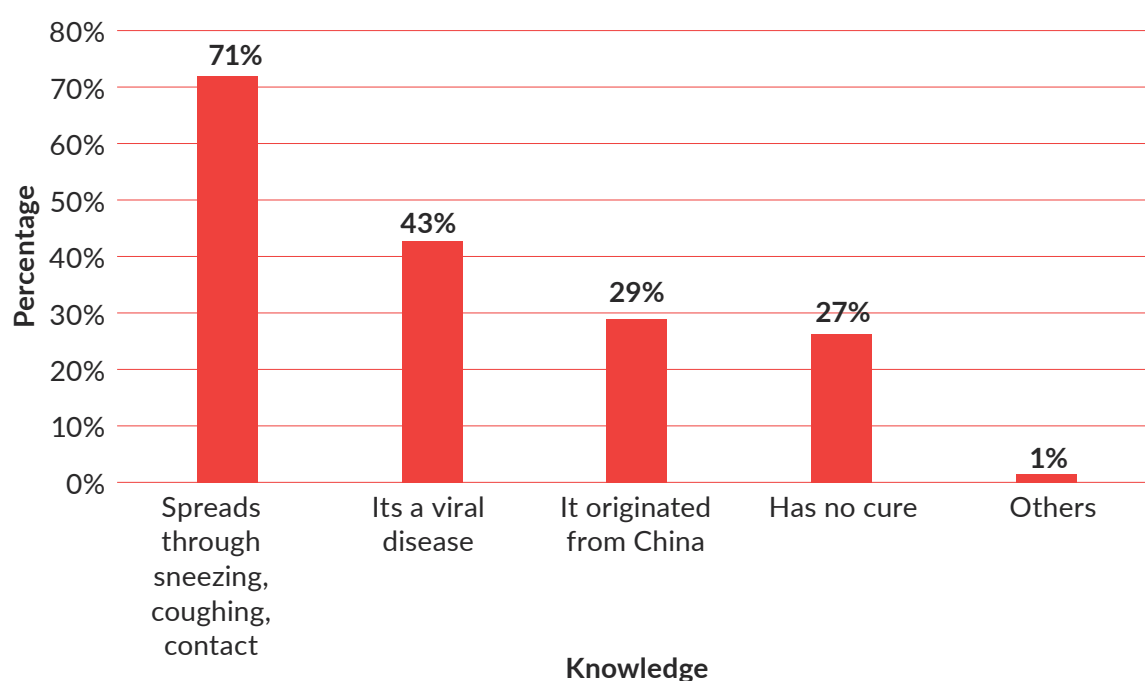


Table 3.7: Knowledge among respondents about COVID-19 in Arua and Zombo

Knowledge about COVID	No. of responses	Percentage
Spreads through sneezing, coughing, contact	178	71%
It is a viral disease	108	43%
It originated from China	72	29%
It has no cure	68	27%
Others	3	1%

Figure 3.7: Knowledge among respondents about COVID-19 in Arua and Zombo

In general, in connection with the availability of a hand-washing facility, 131 males (52%) reported that they complied, compared to 97 females (39%). On the other hand, 13 males (5%) did not comply compared to nine (4%) females (9).

3.5 Knowledge about COVID-19

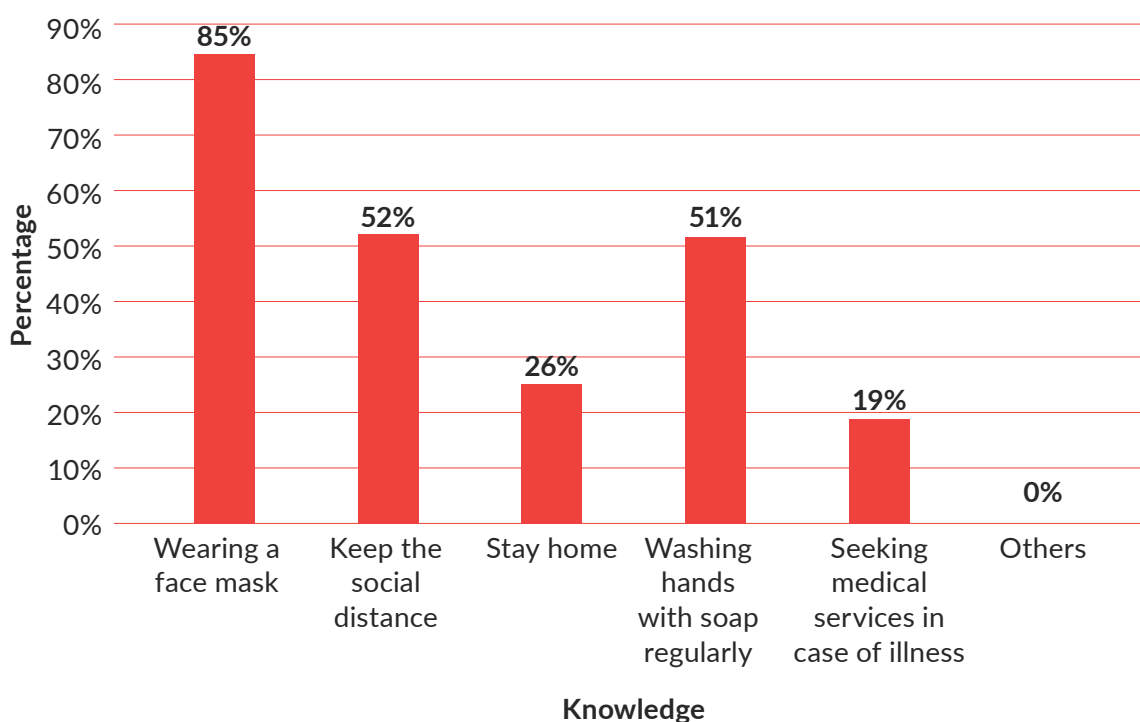
From the table above, it can be seen that 71% (178) of the respondents were aware that COVID-19 spreads through sneezing, coughing and contact. A further 43% (108) of the participants knew that it is a viral disease, 29% (108) stated that it originated from China, 27% (72) stated that COVID-19 has no cure and 1% (3) provided other reasons outside the box.

From the graph above, it can be observed that 71% of the respondents were aware that COVID-19 spreads through sneezing, coughing and contact. A further 43% knew that it is a viral disease, 29% stated that it originated from China, 27% stated that COVID-19 has no cure and 1% provided other reasons outside the box.

3.6 Control Measures in Practice to Reduce the Spread of COVID-19

The consultant assessed the practices instituted at businesses to avoid the spread of COVID-19, which included wearing a mask, keeping social distance, staying home, washing hands with soap regularly and seeking medical services in case of an illness.

Figure 3.8: Control measures in practice to reduce the spread of COVID-19



In the graph above, 85% of the responses represent the majority of the respondents, who stated that they wore a face mask as a way to avoid COVID-19, 52% of the responses were from participants who said they kept a social distance, 51% of the responses were from participants who said that they washed hands with soap regularly to avoid COVID-19, 26% of the responses were from participants who stated that they stayed home to avoid COVID-19 and 19% were from those who sought medical services in case of any illness.

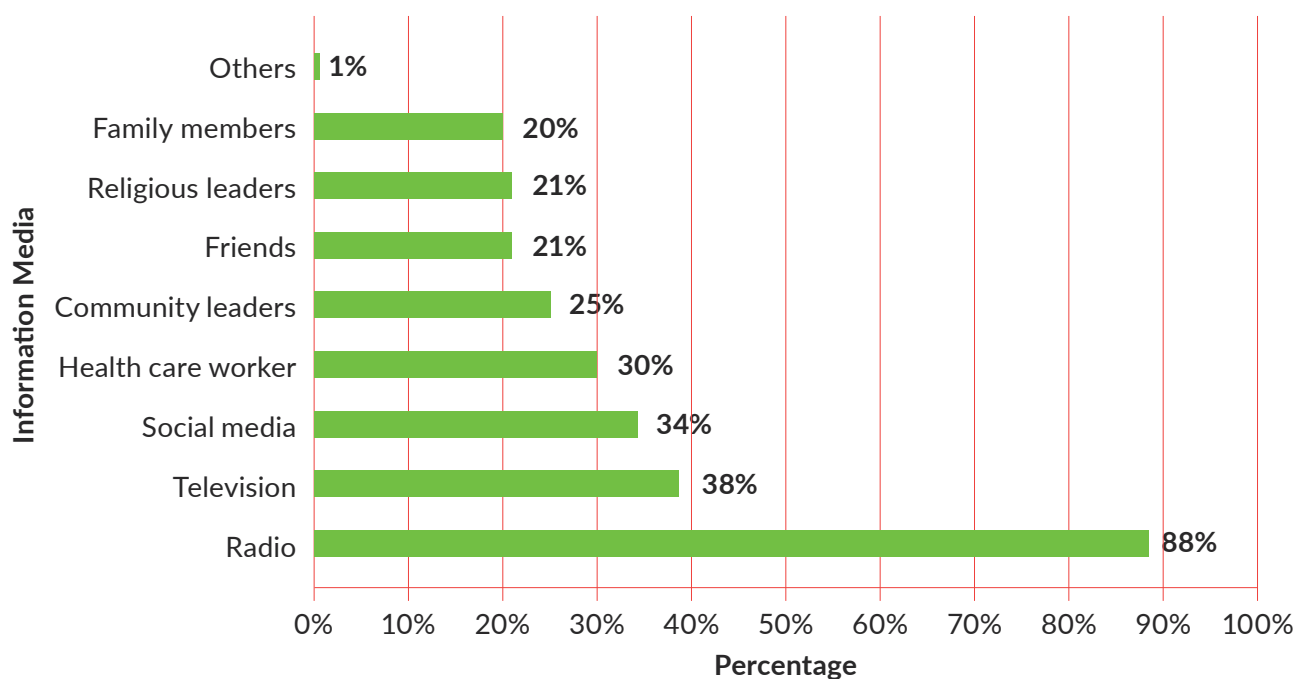
3.7 Information about COVID-19

This presents the media through which the respondents obtained information about

COVID-19. Some of the media forms included radio, television, social media, health unit/health workers, family members, friends, community leaders, religious leaders and others.

The bar graph above represents the information media through which the respondents got to know about COVID-19. This indicates that the majority listened to radio as a source of information about COVID-19, 38% watched TV, 34% obtained the information through social media, and 30% through health workers. Community leaders also played a crucial role in inseminating information about COVID-19. Finally, some participants obtained information about COVID-19 from religious leaders, family members and friends.

Figure 3.9: Information about COVID-19



SECTION 3: IMPACT OF COVID-19 ON BUSINESS

3.8 Engagement in Income-Generating Activity

Regarding participants' engagement in any form of income-generating activity in Zombo district, out of the 66 participants in Alangi, more males (32) engaged in an income-generating activity than females (17). On the contrary, 15 males and two females did not engage in any income-generating activity. Out of the 38 participants in Jangokoro, more males (22) were engaged in an income-generating activity than females (16).

In Arua district, out of the 75 participants in Arua Hill, an equal number of males (34) and females (34) engaged in an income-generating activity. On the contrary, four males and three females were not engaged in an income-generating activity. Out of the 55 participants in River Oli, more males (31) engaged in an income-generating activity than females (23). On the contrary, one male did not engage in

any income-generating activity. Out of the 16 participants in Vurra, three males and 10 females engaged in an income-generating activity. On the contrary, two males and one female did not participate in any income-generating activity.

In general, 40% of the female and 49% of the male participants were engaged in an income-generating activity in the two districts. On the other hand, 2% of the females and 9% of the males were not engaged in any form of income-generating activity.

In general, regarding engagement in any form of income-generating activity, it was found that more males (122), approximately 49%, engaged in income-generating activities than females (100), at 40%. On the other hand, 22 males, approximately 9%, did not engage in income-generating activities compared to six (2%) females.

Table 3.8: Participants by gender engaged in any form of income-generating activity

District	Sub-county	Youth currently engaged in any form of income-generating activity				Total
		Yes		No		
		Female	Male	Female	Male	
Zombo	Alangi	17	32	2	15	66
	Jangokoro	16	22	0	0	38
Arua	Arua Hill	34	34	3	4	75
	River Oli	23	31	0	1	55
	Vurra	10	3	1	2	16
Total		100	122	6	22	
Percentage		40%	49%	2%	9%	

Figure 3.10: Female and male participants who are engaged in an income-generating activity

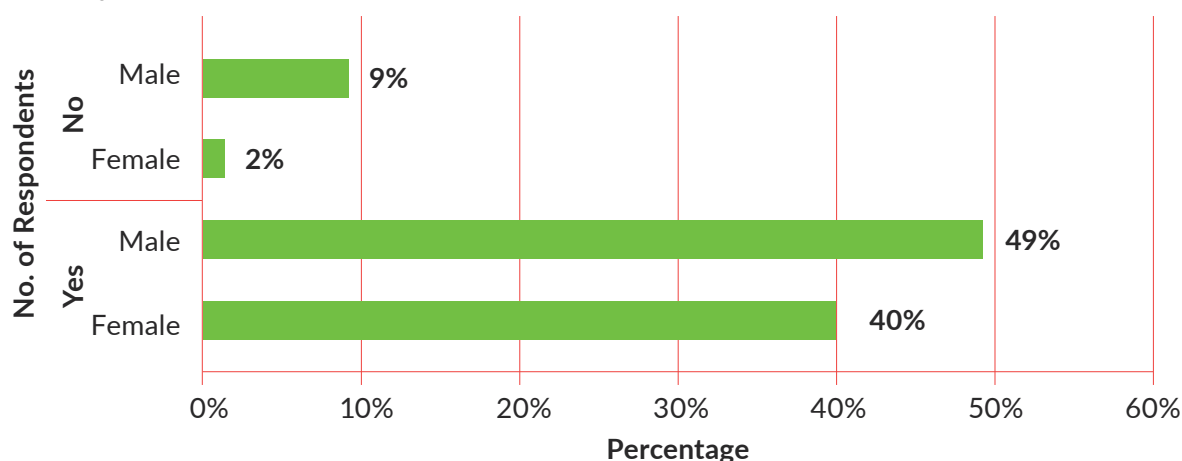
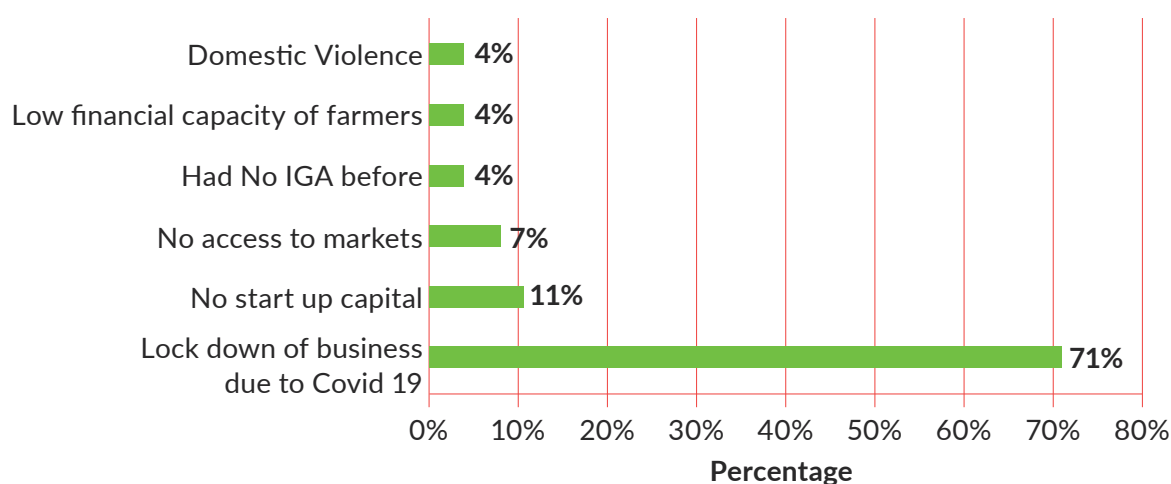


Figure 3.11: Participants who experienced challenges during COVID-19



When asked about the reasons for not currently engaging in any income-generating activity, 20 participants (71%) reported lock-down of business due to COVID-19, followed by three participants (11%), who reported lack of start-up capital, two participants (7%), who reported lack of access to markets, and one participant (4%), who reported not having any income-generating activity before, low financial capacity of farmers, and domestic violence, respectively.

3.9 Current Income Earnings

Regarding what is done to earn income currently, the majority – 74 (30%) – reported that they operated a kiosk/stall, followed by 60 participants (24%), who reported that they sold food items, 48 participants (19%), who reported that they earned money through other means, 28 participants (11%), who reported

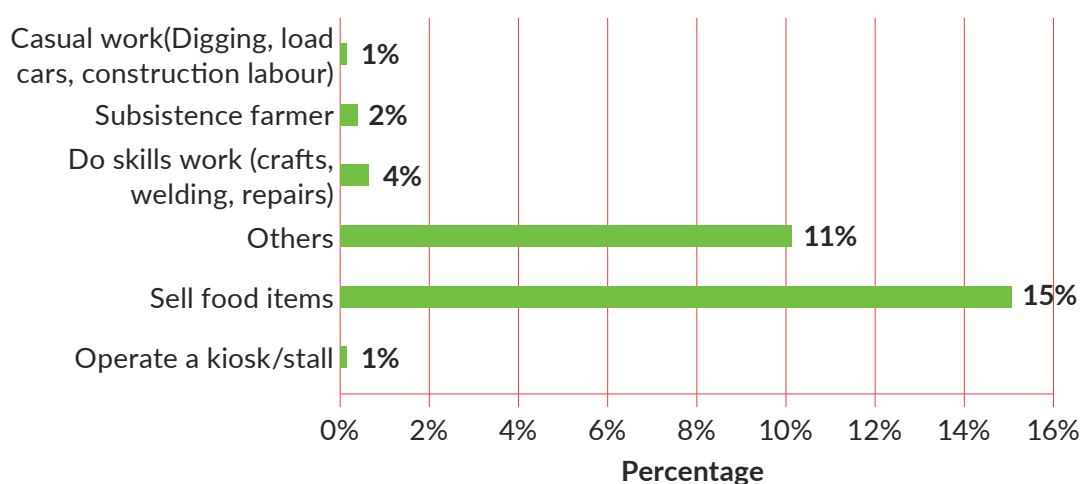
that they did skilled work, 15 participants (6%), who reported that they rode a boda-boda, 12 participants (5%), who reported that they were subsistence farmers, 10 participants (4%), who reported that they did casual work, and three participants (1%), who reported that they sold livestock respectively.

Females currently earning income

Regarding what was done to earn income currently, based on female findings, 37 participants (15%) reported that they sold food items, followed by 27 participants (11%), who reported that they earned income through other means, 11 participants (4%), who reported that they did skilled work, four participants (2%), who reported that they engaged in subsistence farming, two participants (1%), who reported that they were involved in casual work and operated a kiosk/stall, respectively.

Table 3.9: Breakdown of different business

What do you do to earn income currently?	No. of responses	Percentage
Operate a kiosk/stall	74	30%
Sell food items	60	24%
Others	48	19%
Do skills work (crafts, welding, repairs)	28	11%
Ride a boda-boda	15	6%
Subsistence farmer	12	5%
Casual work (digging, loading cars, construction labour)	10	4%
Sell livestock	3	1%

Figure 3.12: Females currently doing business

As the graph above shows, 15% of the participants reported that they sold food items, followed by 11% who reported that they carried out other activities, 4% who reported that they did skilled work, 2% who reported that they were subsistence farmers, and 1% who reported that they operated a kiosk and did casual work, respectively.

3.10 Effect of Coronavirus on Income Flow

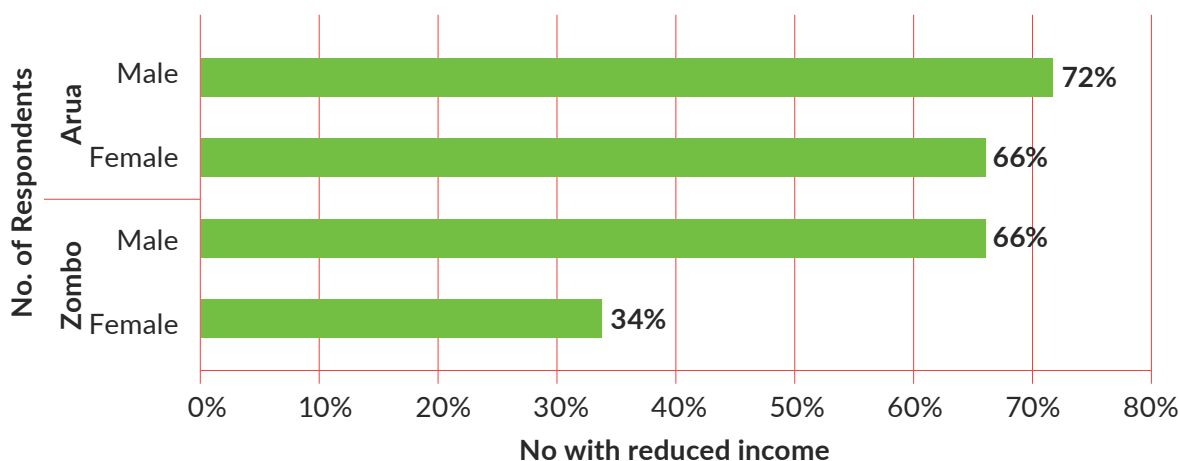
When asked about the effect of COVID-19 on income flow, 95% of the participants (238) responded that their income flow reduced, 2% of the participants (5) reported that their income increased during COVID-19 because their businesses remained operating during this period of time, 3% of the participants (9) reported that their businesses had closed and none of the businesses remained the same.

Table 3.10: Effect of coronavirus on income flow

District	Sub-county	Effect of COVID-19 on income flow			
		Reduced	Increased	Remained the same	Stopped
Zombo	Alangi	65	0	0	1
	Jangokoro	35	2	0	1
Arua	Arua Hill	71	2	0	2
	River Oli	54	0	0	1
	Vurra	13	1	0	2
Total		238	5	0	9
Percentage		95%	2%	0%	3%

Table 3.11: Effect of reduced income flow per district and by sex

District	Sex	Reduced income flow	Percentage
Zombo	Female	34	14%
	Male	66	28%
Arua	Female	66	28%
	Male	72	30%

Figure 3.13: Number of participants with reduced income flow by sex in each district

Regarding the effect of reduced income flow, in Zombo district, 28% of the male participants (66) reported more reduced income flow compared to the female participants, at 14% (34). In Arua district, 30% of the male participants (72) reported more reduced income flow compared to the female participants, at 28% (66).

As can be observed from the above graph regarding the effect of reduced income flow, based on the findings in Zombo, males (66) reported more reduced income flow compared to females, at 34. As for Arua, the males (72) reported more reduced income flow compared to females 66.

3.11 Monthly Income Earnings in the Two Districts

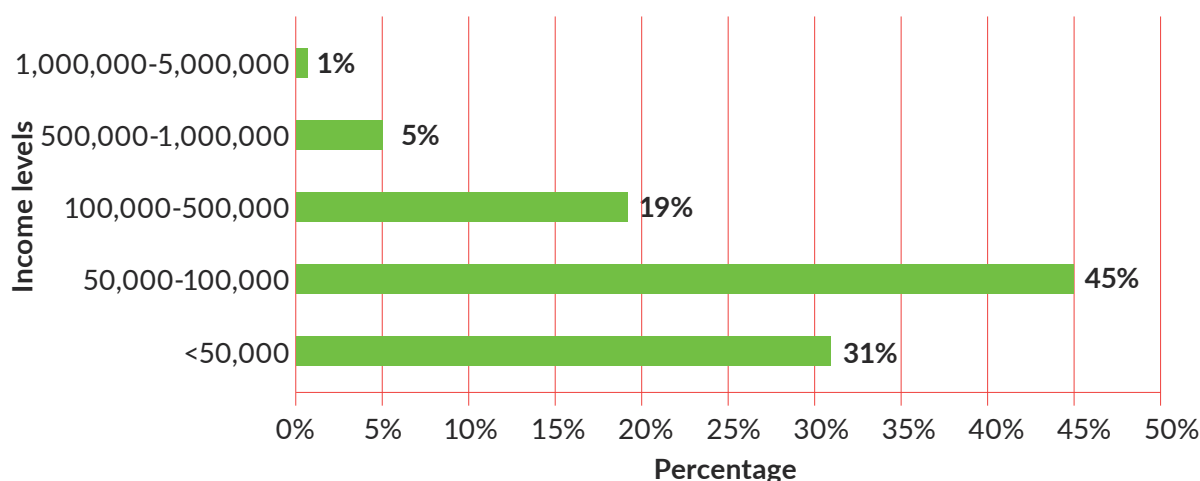
In Zombo district, out of the 66 participants in Alangi, 28 participants earned less than US\$ 50,000 and another 28 earned between US\$ 50,000 and 100,000, eight participants earned between US\$ 100,000 and 500,000, and two participants earned US\$ 500,000

–1,000,000. Out of 38 participants in Jangokoro, 20 earned less than US\$ 50,000, 14 participants earned between US\$ 50,000 and 100,000, four participants earned between US\$ 1,000,000 and 5,000,000.

In Arua district, out of the 75 participants in Arua Hill, 12 earned less than US\$ 50,000 a month, 34 earned between US\$ 50,000 and 100,000, 22 earned between US\$ 100,000 and 500,000, five earned between US\$ 500,000 and 1,000,000 and two earned between US\$ 1,000,000 and 5,000,000. Out of the 55 participants in River Oli, 31 earned between US\$ 50,000 and 100,000, 14 earned less than US\$ 50,000, 10 earned between US\$ 100,000 and 500,000, 12 earned between US\$ 500,000 and 1,000,000 and US\$ 1,000,000 and 5,000,000, respectively. Out of the 16 participants in Vurra, five earned between US\$ 50,000 and 100,000, another five earned between US\$ 500,000 and 1,000,000, three earned less than US\$ 50,000 and another earned between US\$ 100,000 and 500,000.

Table 3.12: Monthly income earnings in the two districts

District	Sub-county	Monthly income earnings				
		<50,000	50,000-100,000	100,000-500,000	500,000-1,000,000	1,000,000-5,000,000
Zombo	Alangi	28	28	8	2	0
	Jangokoro	20	14	4	0	0
Arua	Arua Hill	12	34	22	5	2
	River Oli	14	31	10	0	0
	Vurra	3	5	3	5	0
Total		77	112	47	12	2
Percentage		31%	45%	19%	5%	1%

Figure 3.14: Percentage monthly earnings of participants in the two districts

As the above graph shows, regarding monthly earnings, 45% of the participants earned between USh. 50,000 and 100,000, 31% earned less than USh. 50,000, 19% earned between USh. 100,000 and 500,000, 5% earned between USh. 500,000 and 1,000,000, and 1% earned between USh. 1,000,000 and 5,000,000. As a result of reduced income, most businesses reportedly earned between USh. 50,000 and 100,000.

Regarding monthly earnings of less than USh.100,000, males (103) earned more than females (86), of between USh.100,000 and 1,000,000, males (39) earned more than females (20), and only two male businesses earned above USh. 1,000,000 a month

3.12 Strategies to Cope with the Effects of Coronavirus

Regarding the strategies used to get out of the effects, 113 participants (45%) reported borrowing money from lenders, followed by 63 participants (25%) who reported engaging in alternative business sources, 41 participants (16%) who reported selling assets, 20 participants (8%) who reported reducing the food rations consumed, nine participants (4%) who reported engaging in petty trade, seven participants (3%) who reported skipping some meals, five participants (2%) who reported selling food they had stored, and three participants (1%) who reported other using other (specific) strategies.

Figure 3.15: Income earnings by gender in the two districts

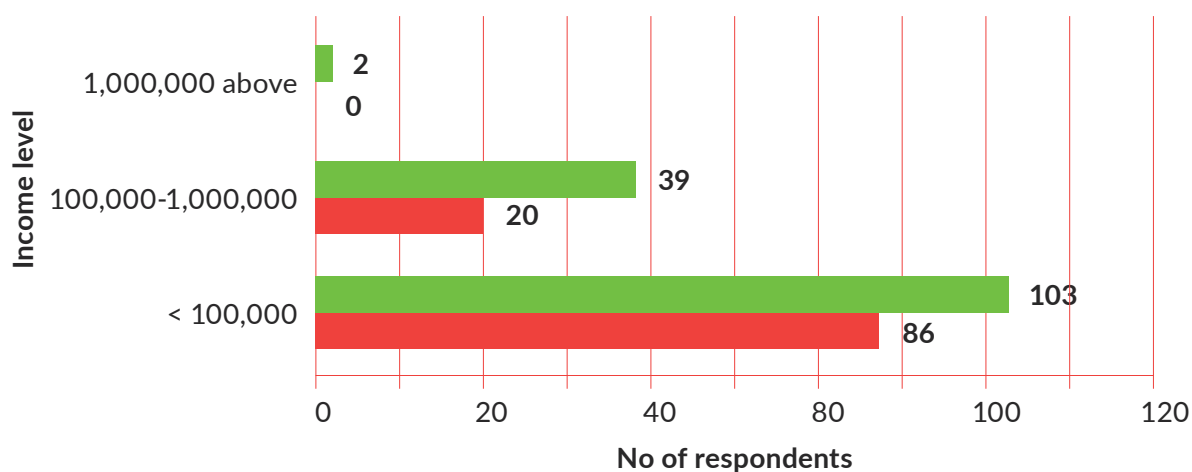


Figure 3.16: Strategies youth are using to cope with coronavirus

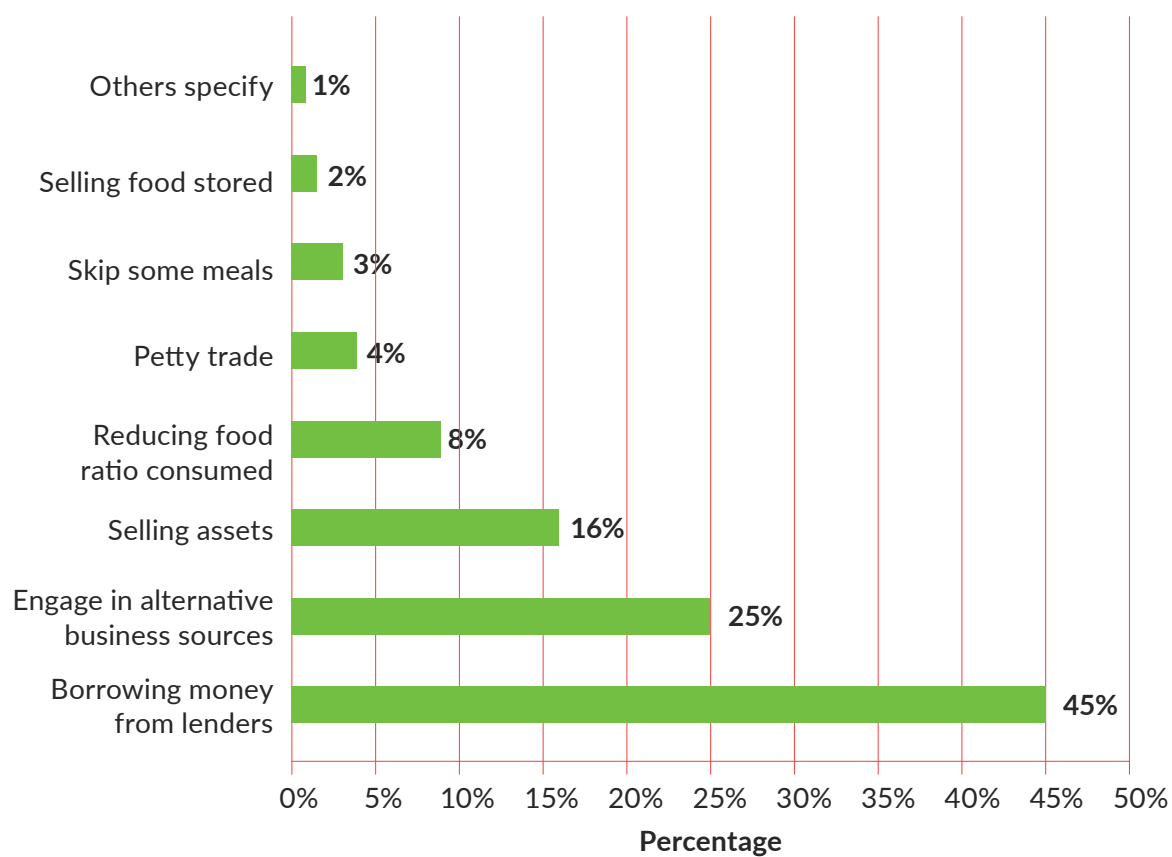
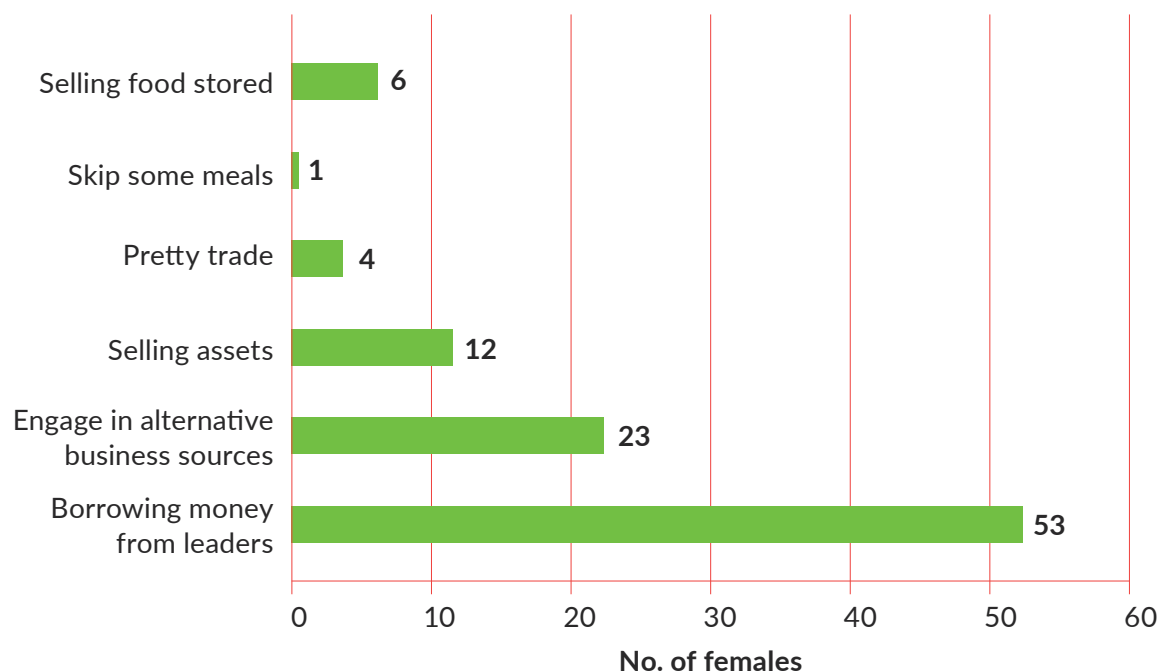


Figure 3.17: Strategies to cope with COVID-19 by female in 2 districts



Regarding strategies to get out of the coronavirus effects, based on findings related to females, 53 participants (54%) reported borrowing money from lenders, followed by 23 participants (23%) who reported tapping into alternative sources, 12 participants (12%) reported selling assets, six participants (6%) reported selling food they had stored, four participants (4%) reported engaging in petty trade, while one participant (1%) reported skipping some meals.

From the graph above, it can be seen that 53 of the female participants reported borrowing money from lenders, followed by 23 who reported making use of alternative business sources, 12 who reported selling assets, six participants who reported selling food they had stored, four participants who reported engaging in petty trade, one participant who reported skipping some meals.

SECTION 4: SKILLS AND OPPORTUNITIES

Table 3.13: Head of households by gender, sub-county and district

	Head of the household					
District	Sub-county	Yes		No		Total
		Female	Male	Female	Male	
Zombo	Alangi	7	36	12	11	66
	Jangokoro	12	20	4	2	38
Arua	Arua Hill	36	34	1	4	75
	River Oli	21	31	2	1	55
	Vurra	9	5	2	0	16
Total		85	126	21	18	250
Percentage		34%	50%	8%	7%	

Figure 3.18: Household heads by gender in the two districts

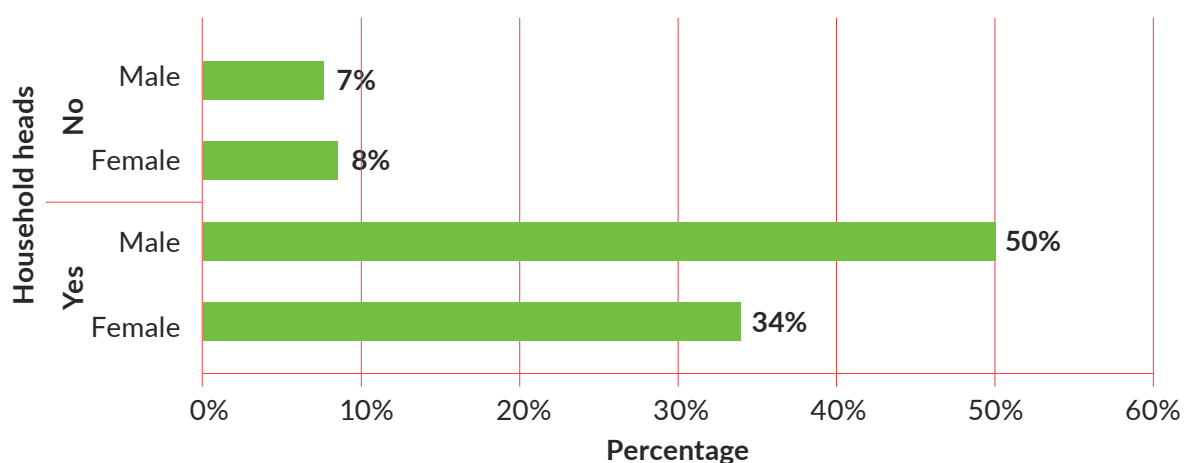
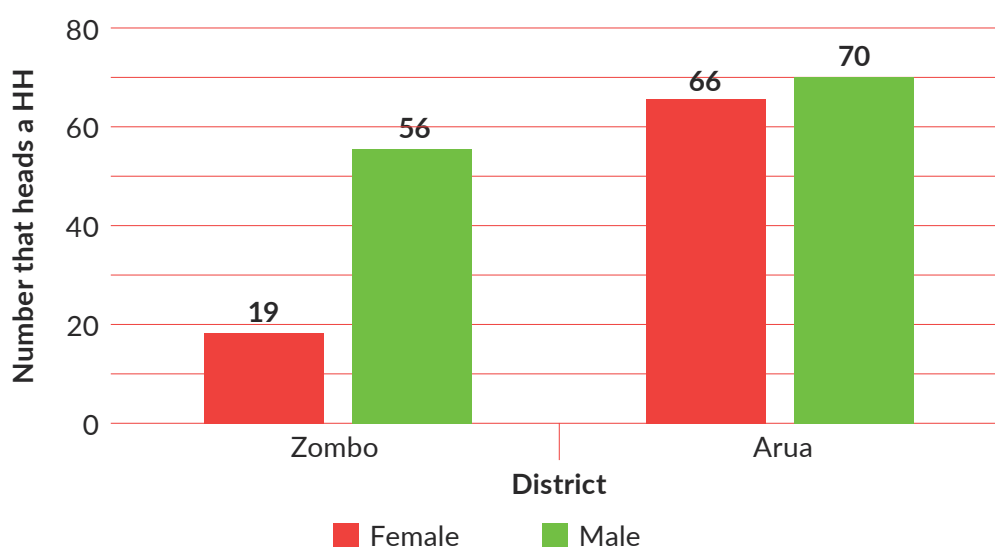


Figure 3.19: Household heads per district



3.13 Head of Household

As is indicated in the above table, 34% of the female participants (85) were household heads and 50% of the male participants (126) in the two districts were household heads. This implies that these participants had more family obligations to fulfil and their businesses were a source of family livelihood. On the other hand, 8% of the female participants (21) and 7% of the male participants (18) were not household heads.

Regarding the heads of households in Zombo district, it was found that 56 males headed a household and 19 female participants headed a household, while, according to the findings from Arua district, 70 male participants headed a household compared to 66 female participants.

3.14 Vocational Skills Training

Regarding receiving vocational or training skills, according to the findings in Zombo, out of 49 participants, more males (32) received training than females (17). In Arua, out of 103 participants, more males (56) received vocational training than females (47).

In general, regarding receiving vocational or training skills, more males (88, 35%) received training than females (64, 26%).

Regarding those who attended skills training in reference to Zombo district, more males (32) attended skills training compared to females (17) while, according to findings from Arua district, again more males (56) attended training compared to females (47).

Table 3.14: Participants who have ever received vocational skills training in the two districts by gender

No. of respondents that have ever received a vocational skills training			
District	Sex		Total
	Female	Male	
Zombo	17	32	49
Arua	47	56	103
Percentage	26%	35%	

Figure 3.20: Participants who have ever received vocational skills training by gender

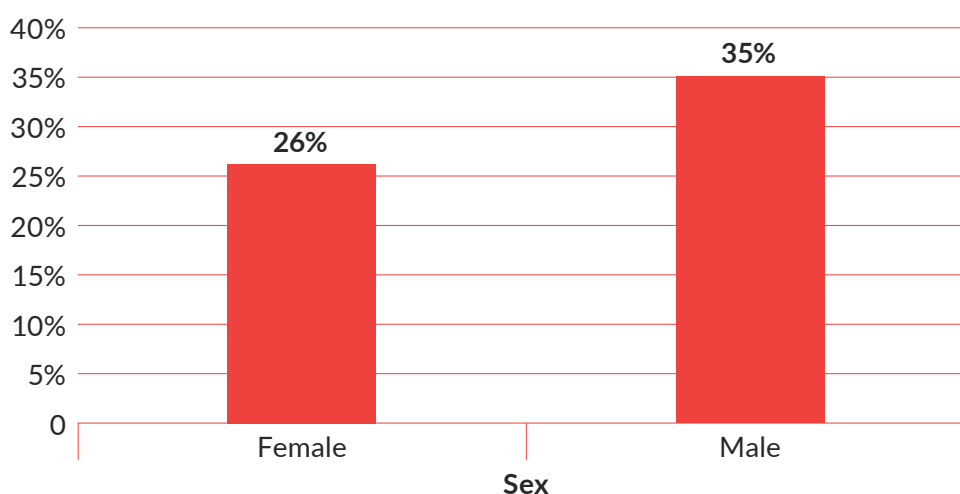


Figure 3.21: Number of participants who received vocational training in the two districts

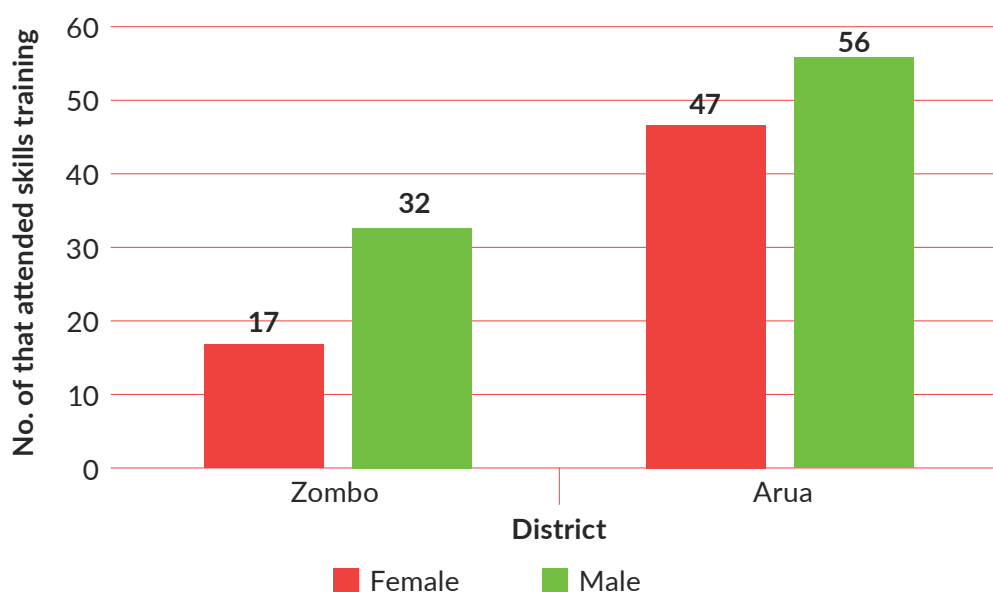
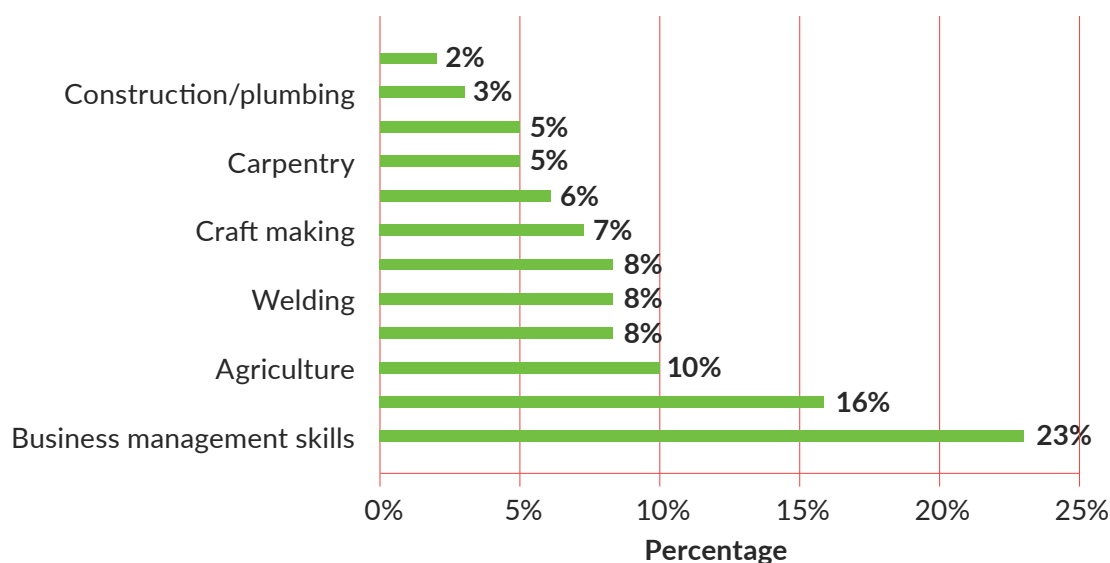


Figure 3.22: Vocational skills trained in/acquired



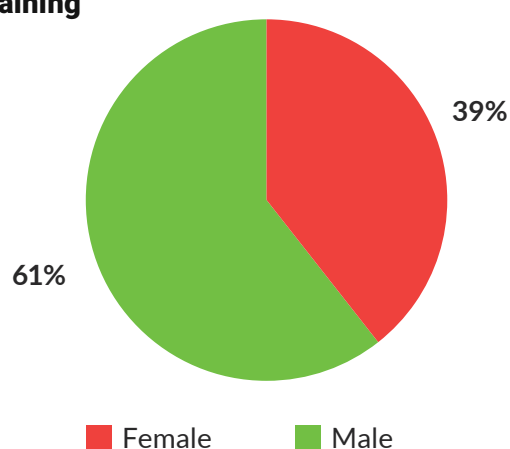
3.15 Vocational Skills Trained in/ Acquired

Regarding skills trained in, 35 participants (23%) trained in business management skills, followed by 24 participants (16%) who reported haircutting/hairdressing, 15 participants (10%) who reported agriculture, 12 participants (8%) who reported computer repairs welding, and auto/motorcycle repair, 11

participants (7%) who reported craft making, nine participants (6%) who reported receiving training in other skills, eight participants (5%) who reported carpentry, seven participants (5%) who reported animal rearing, four participants (3%) who reported construction/plumbing, and three participants (2%) who reported fishing. This is reflected in the graph below.

Table 3.15: Acquisition of the skills

Skills acquisition	Female	Male	Percentage
Non-government training centre	14	26	21%
None of the above	9	24	17%
Small/medium business	17	15	17%
Technical school	13	18	16%
I learnt by myself	10	17	14%
Government training centre	8	14	12%
From parents	4	2	3%
Percentage	39%	61%	

Figure 3.23: Percentage of females and males who acquired vocational skills training

quired skills through none of the alternatives indicated; fewer males (15) than females (17) acquired skills through small/medium businesses; more males (18) than females (13) acquired skills through a technical school; more males (17) than females (10) acquired skills through learning on their own; more males (14) than females (8) acquired skills from a government training centre; and fewer males (2) than females (4) acquired skills from parents.

From the pie chart above, it can be seen that more males acquired skills (61%) than females (39%).

When asked how they acquired the skills, 21% of the participants reported that they did it through a non-government training centre, 17% through none of the alternatives indicated, another 17% through a small/medium business, 16% through a technical school, 14% through learning by themselves, 12% from a government training centre, and 3% from their parents.

3.16 How the Skills Were Acquired

Regarding how the skills were acquired, it was found that more males (26) than females (14) acquired skills from a non-government training centre; more males (24) than females (9) ac-

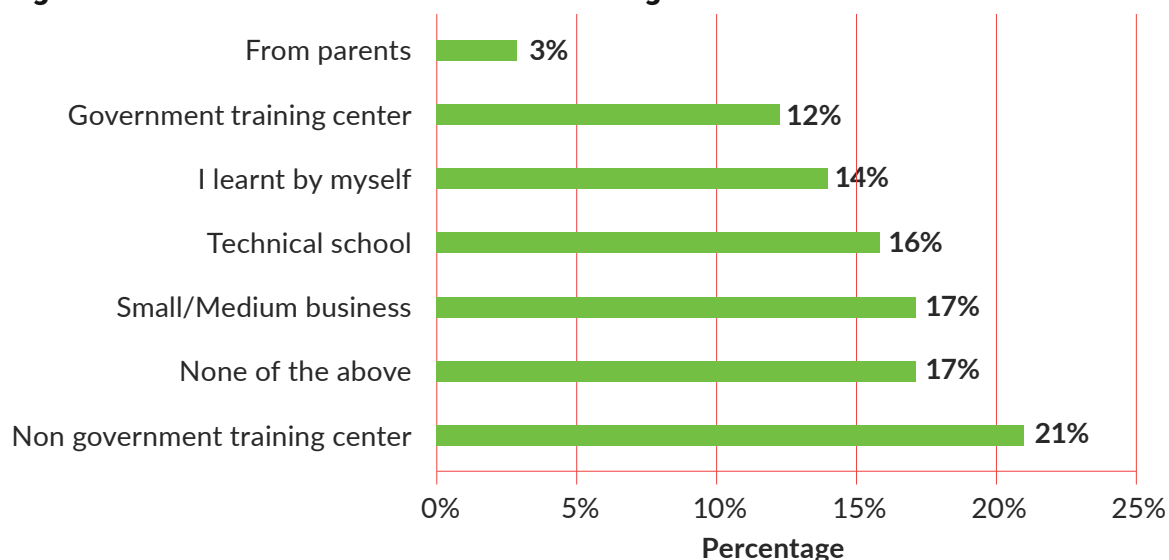
Figure 3.24: Sources of vocational skills training

Figure 3.25: Length of time taken to acquire skills by gender

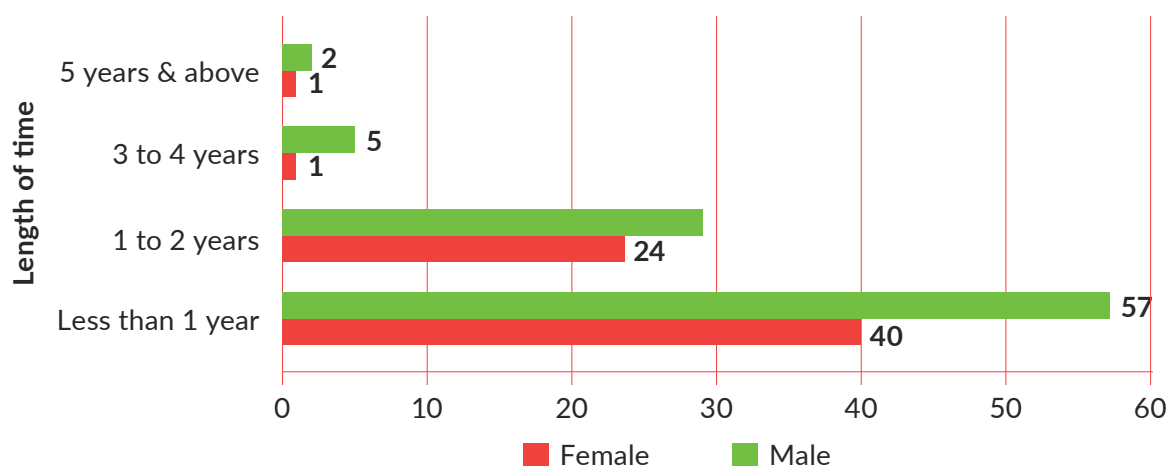


Table 3.16: Length of time taken to acquire skills by participants in the two districts

Length of time to acquire the skill	Arua	Zombo
1 to 2 years	29	24
3 to 4 years	3	3
5 years and above	3	0
Less than 1 year	69	28
Percentage	65%	35%

3.17 Length of Time Spent Acquiring the Skill

Regarding how long it took to acquire the skills, 57 males and 40 females reported less than one year, 29 males and 24 females reported 1 to 2 years, five males and one female reported 3 to 4 years, and two males and one female reported 5 years and above.

Regarding how long it took to acquire the skills, 24 participants from Zombo reported that it took 1 to 2 years to acquire a skill compared to 29 from Arua; three participants from Zombo reported that it took 3 to 4 years compared to three from Arua; none of the participants from Zombo reported that it took 5 years and above compared to three from Arua; and 28 participants from Zombo reported that it took less than 1 year compared to 69 from Arua.

As reflected in the pie chart above, regarding how long it takes to acquire the skills, Arua (65%) had the biggest number of participants compared to Zombo (35%).

3.18 Source of Knowledge for Your Business

Regarding the source of knowledge for business, 89 participants (33%) reported that it was friends, 74 participants (28%) reported other similar businesses, 40 participants (15%) reported TV/radio, 39 participants (14%) reported newspapers, and 27 participants (10%) reported social media.

Figure 3.26: Length of time taken to acquire skills by district

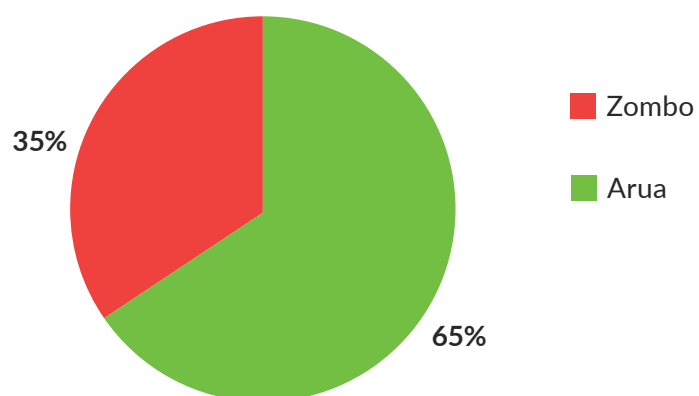
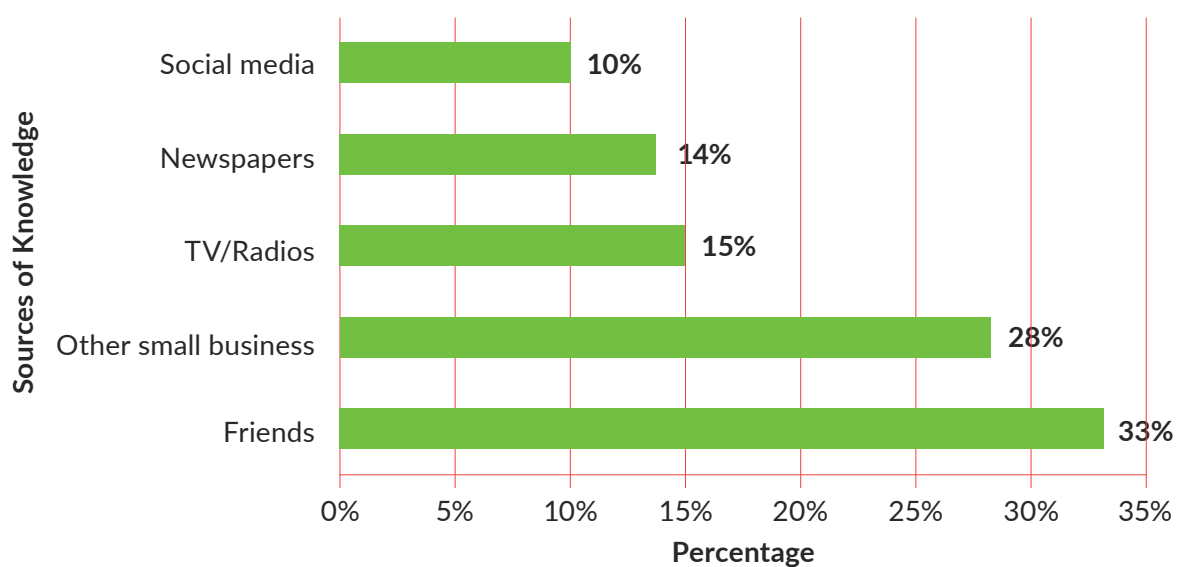


Figure 3.27: Source of knowledge

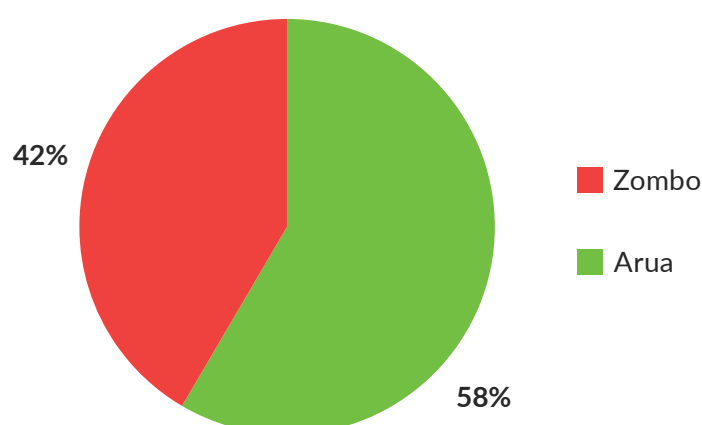


SECTION 5: MARKET ANALYSIS

Table 3.17: Similar businesses in operation

Similar businesses in operation	Arua	Zombo	Percentage
2 to 10	110	71	72%
I don't know	5	26	12%
30 to 50	11	5	6%
Only 1	11	1	5%
50 above	9	1	4%
Total	146	104	
Percentage	58%	42%	

Figure 3.28: Similar business in the two districts



This section introduces the market factors affecting youth businesses in the two districts.

3.19 Similar Businesses in Operation

This section introduces the market factors affecting the youth businesses in Arua and Zombo. It also assesses the dominant market conditions affecting the businesses.

The focus was on assessing the competitiveness of the businesses in the market, i.e. how strong the youth businesses were and how favourably they could compete.

As reflected in the table above, there were two to 10 types of business in the area, represented by 181 (72%), with the majority, at 110, being found in Arua district and the rest, at 71, in Zombo. Those who did not know of any similar business in the area stood at 12%; while 6% (16) represents those who reported that the number of similar businesses in operation in the area was between 30 and 50; and 5% represents those who reported that only one similar business was in operation in the area; and those who reported the existence of more than 50 businesses of a similar kind were represented by 4% (10).

Figure 3. 1 Number of respondents who own a business in Arua and Zombo

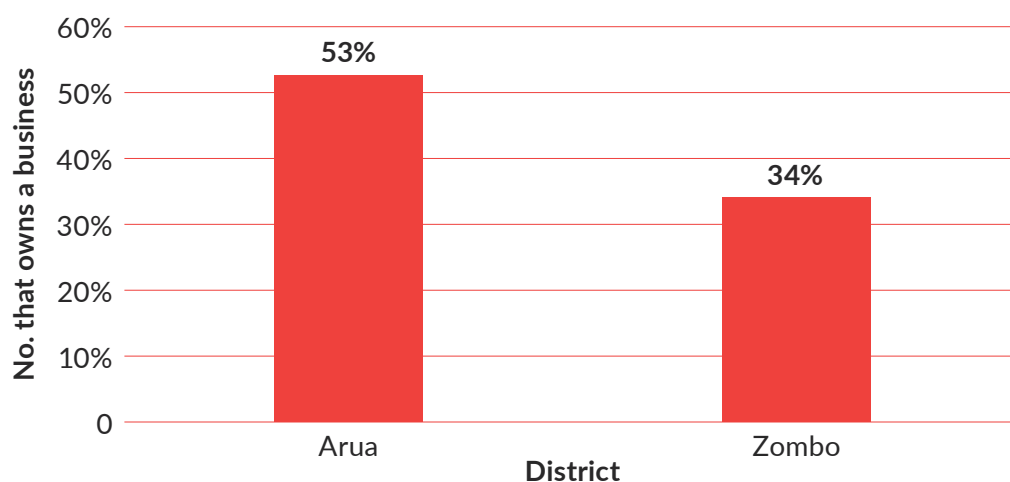


Table 3.18: Number of respondents by sex in the two districts

No. of respondents who own the business	Female	Male
No	8	24
Yes	98	120
Percentage	42%	58%

Figure 3.30: Number of females and males who own the business they are running and who do not own the business they are running

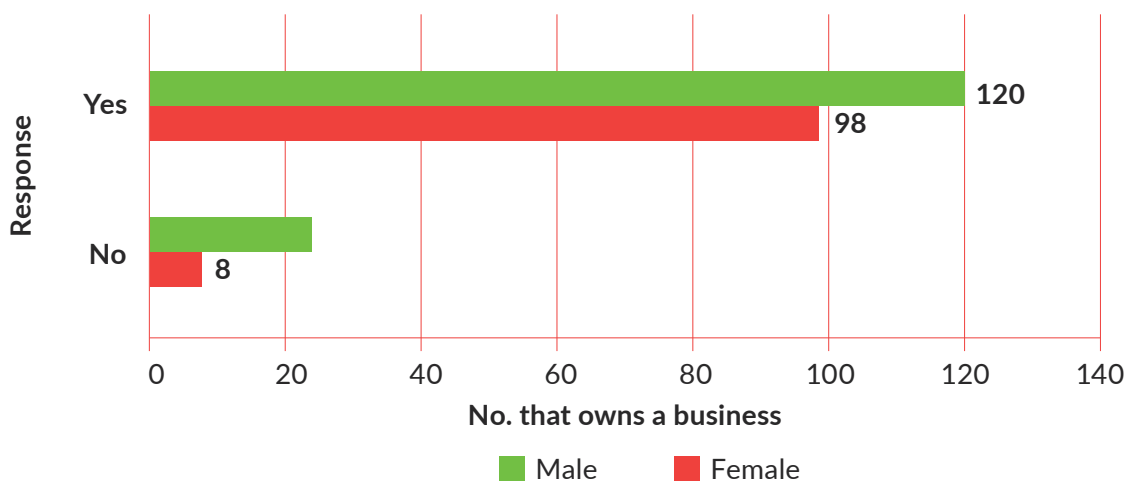


Table 3.19: Number of employees in businesses in the two districts

No. of employees	Arua	Zombo	Total
2 to 5	62	19	81
20 above	3	5	8
None of the above	8	36	44
Only 1	71	36	107
6 to 20	0	6	6
Percentage	58%	41%	

3.20 Business Ownership

From the assessment, it was found that in Arua district, 53% owned the businesses they were running and 6% did not own the businesses they were running. In Zombo district, 34% owned the businesses they were running and 8% did not own the businesses they were running.

By sex, 58% of the males owned the businesses as compared to the females, with a difference of 16%.

3.21 Number of Employees in the Business

In Arua, 58% of the businesses had more employees than Zombo, with 41%.

As reflected by the table above, the majority (107) of the businesses in the two districts were managed by only one person; businesses having 2–5 employees were 81; businesses having 20 and more employees were eight; and businesses employing 6–10 workers were only six. However, no information was available from 44 businesses about the number of employees they had.

As can be seen from the table above, there were more male employees (140) than female (106) in the two districts. The number of employees managing only one business – both female-run and male-run – is almost the same, at 53 and 54, respectively. Furthermore, the number of businesses employing between 6 and 20 employees is six, with three being female-run and another three being male-run.

Figure 3.31: Number of employees in Arua and Zombo districts

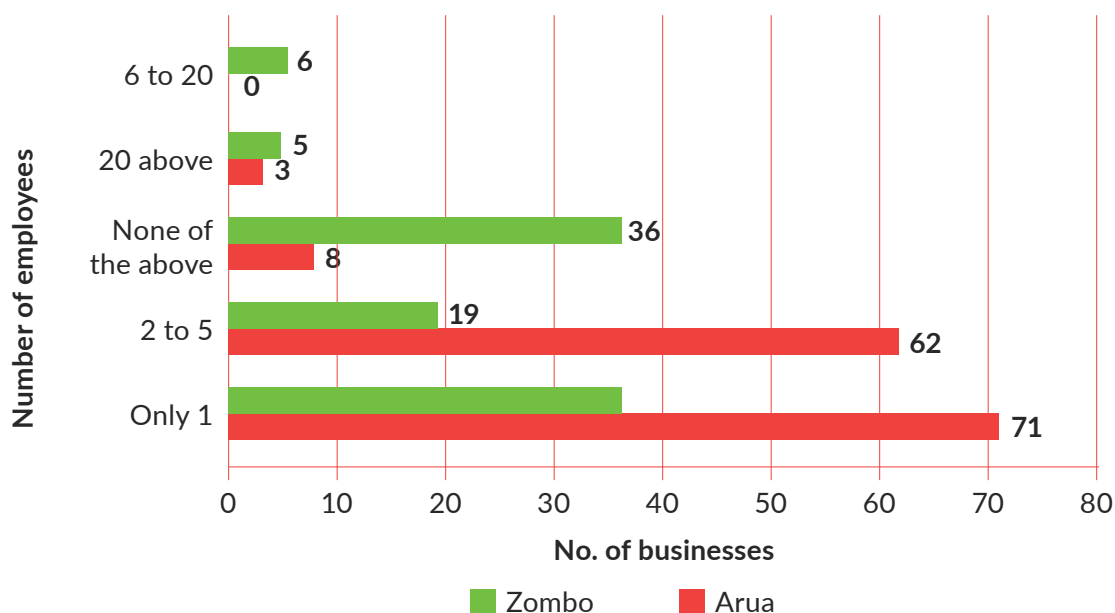


Table 3.20: Number of employees at business premises

No. of employees at business	Female	Male
6 to 20	3	3
20 and above	1	7
None of the above	15	29
2 to 5	34	47
Only 1	53	54
Total	106	140

Figure 3.32: Female and male employees

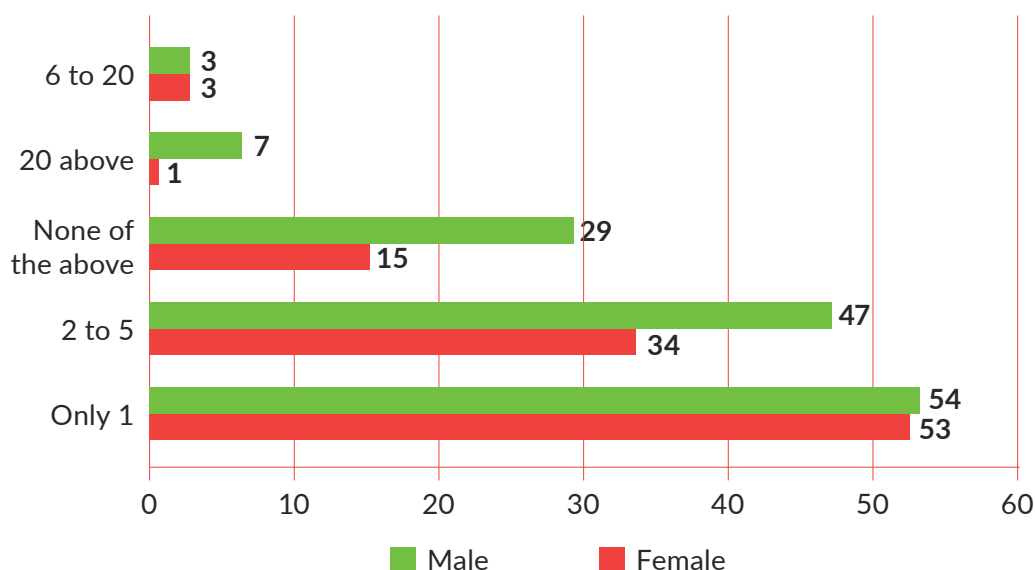
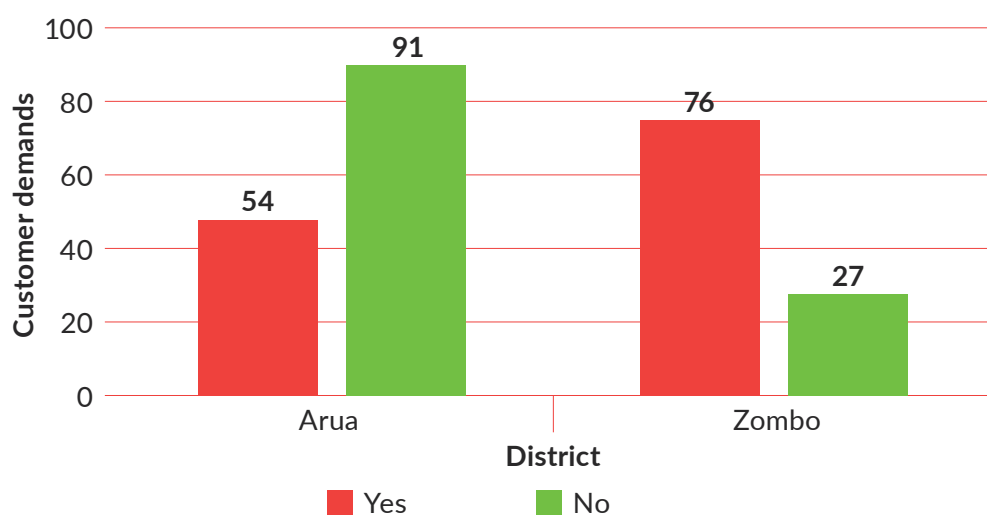


Table 3.21: Respondents who are able to meet the current demands of the customers

District	Do you currently meet the demands of your customers?	
	Yes	No
Arua	54	91
Zombo	76	27
Total	130	118

Figure 3.33: Customer demands by district



3.22 Customer Demands

The table above represents businesses that were able to meet the demands of the customers and those that could not meet the demands of the customers in the two districts. One hundred thirty participants said that their businesses met the demand of their

customers, while 118 participants stated that their businesses did not meet the demands/expectations of their customers.

In Arua district, of the 145 businesses, 91 met the demands of the customers; and in Zombo district, out of the 103 businesses, only 76 met the demands of the customers.

Table 3.22: Customer demands by female-run and male-run businesses

Gender	Female-run and male-run businesses meet the demands of your customers	
	Yes	No
Female	52	52
Male	78	66
Percentage	52%	48%

Figure 3.34: Customer demands by sex

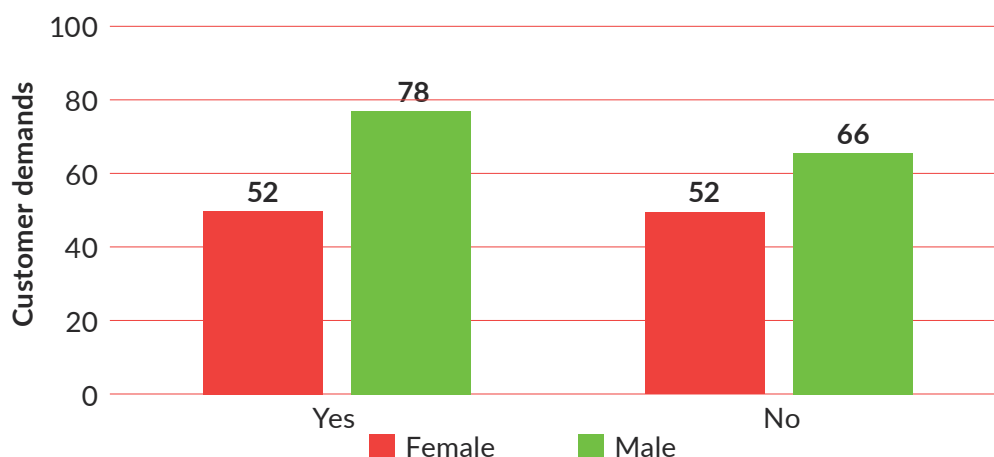
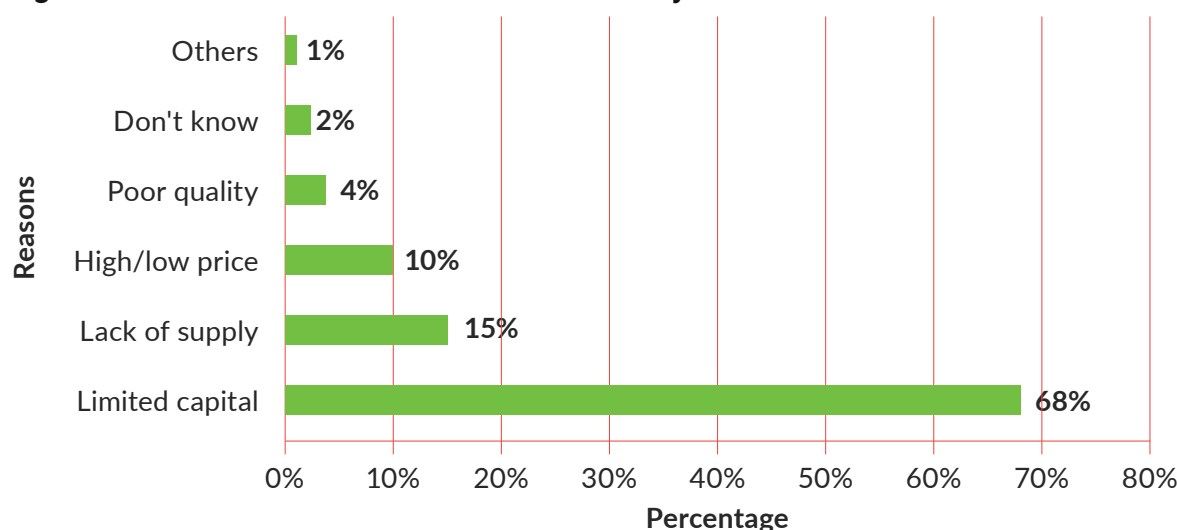


Figure 3.35: Failure to meet customer demands by business



3.23 Customer Demands by Female-run and Male-run Business

Female-run businesses that met the demands were 52, while male-run were 78 (58%). Businesses that did not meet the demands of the customers were 52, with male-run being 66 out of 118 businesses.

The reasons why some businesses in the two districts could not satisfy their customers are summarised as follows: 68% of the business-

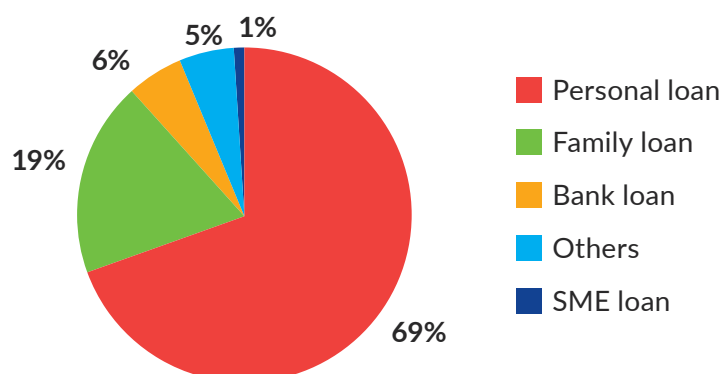
es lacked capital; 15% lacked supplies; 10% were affected by fluctuating prices; 4% had poor quality products; as for 2%, no reason was reported as to why they failed to satisfy customer demands.

3.24 Sources of Capital to Start Up a Business

Businesses that started with a loan and other sources of capital in Arua and Zombo districts.

Table 3.23: Sources of capital to start up a business

Source of loan	No. of responses	Percentage
Personal loan	172	69%
Family loan	47	19%
Bank loan	14	6%
Others	12	5%
SME loan	3	1%

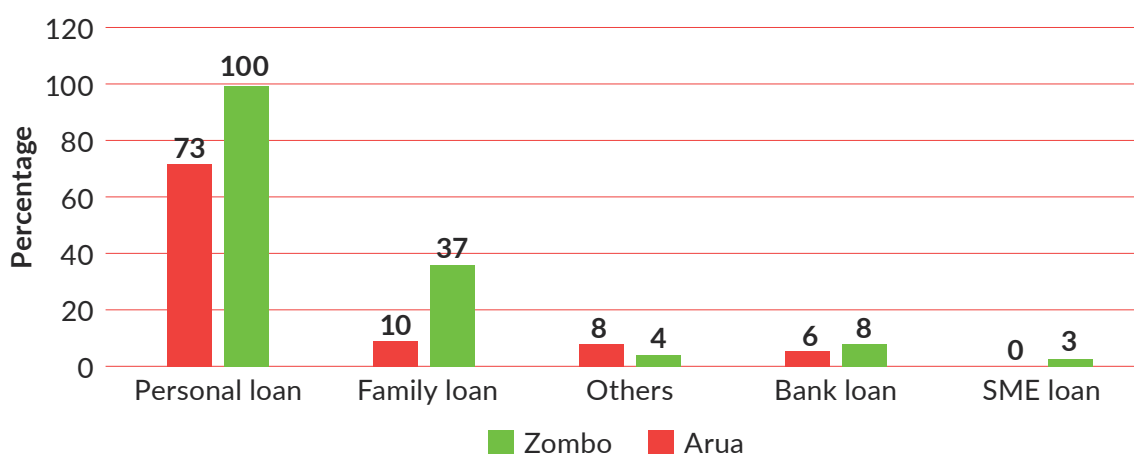
Figure 3.36: Start-up capital for business in Arua and Zombo

As can be seen from the above table, 69% of the respondents started their business with a personal loan, 19% with a family loan, 6%

with a bank loan and 1% with an SME loan. Another 5% acquired start-up capital through selling land, animals and other assets.

Table 3.24: Sources of business capital by district

How did you get money to start a business?	Zombo	Arua
Personal loan	73	99
Family loan	10	37
Others	8	4
Bank loan	6	8
SME loan	0	3
Total	97	151

Figure 3.37: Sources of capital for the business in 2 districts

From the table above, it can be seen that in Zombo district, there were 97 businesses that were started with capital from loans. Of these, 73 businesses were started with a personal loan, 10 with a family loan, six with a bank loan and eight acquired capital through selling some of their assets like land, goats, cattle and crops, among others.

In Arua district, there were 151 businesses that were started with a loan, and among these businesses, 99% started with a personal, 37 with a family loan, eight with a bank loan,

three with an SME loan, and four acquired capital through selling assets.

3.25 Use of the Loan

In the two districts, 154 respondents (77%) who acquired loans used them to expand their businesses, 42 (17%) bought business equipment, 25 (10%) bought more materials like goods/stock, 16 (6%) hired more employees and 4% did not give any answer because of lack of information on how the business raised its capital.

Figure 3.38: Loan Use

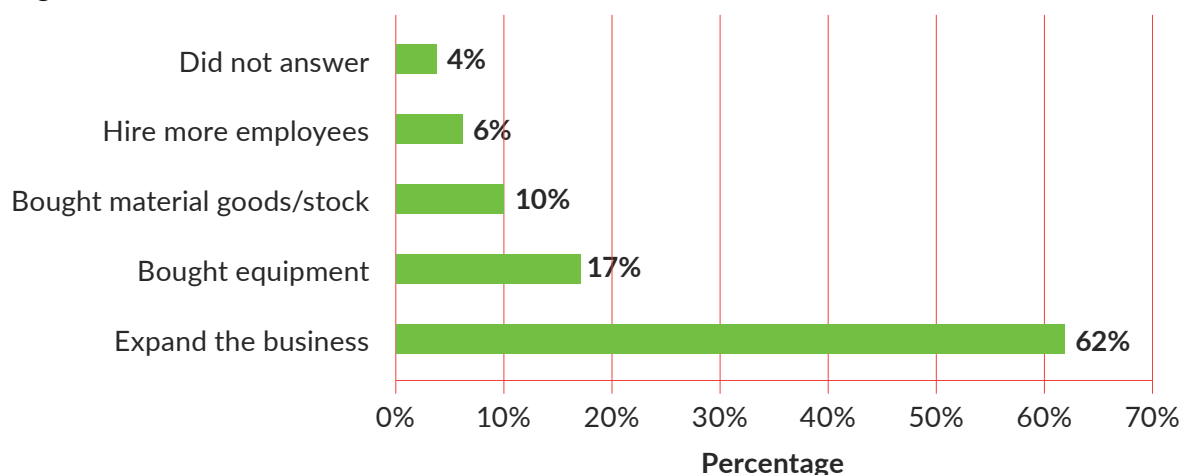
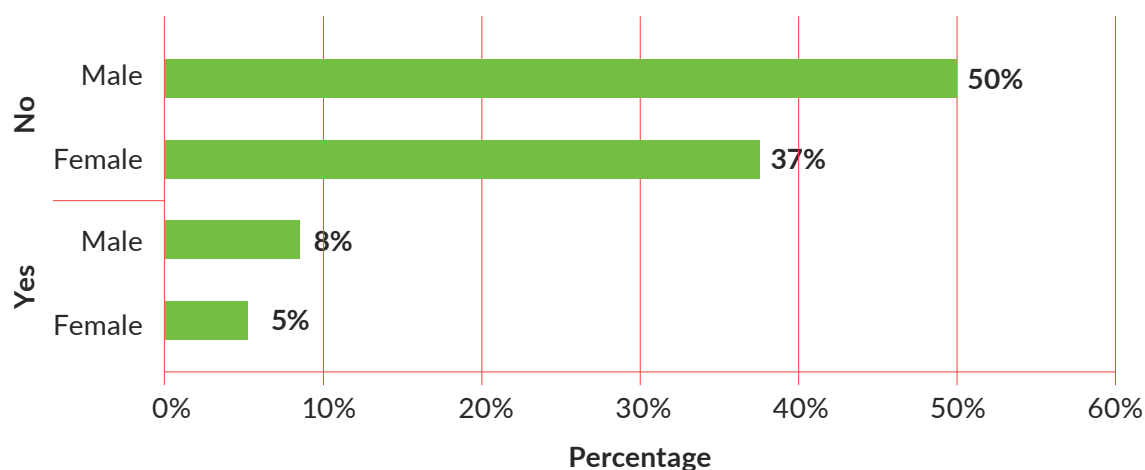


Table 3.25: Government interventions to support the youth

District	Sub-county	Yes		No	
		Female	Male	Female	Male
Zombo	Alangi	7	5	11	42
	Jangokoro	0	3	16	18
Arua	Arua Hill	6	10	31	28
	River Oli	0	1	23	31
	Vurra	0	0	11	5
	Total	13	19	92	124
	Percentage	5%	8%	37%	50%

Figure 3.39: Government interventions to support the youth



3.26 Government Interventions to Support the Youth

From the table above, it can be seen that only 5% (13) of the females and 8% (19) of the males had knowledge about a government intervention that supports youth programmes, totalling 13% (32) for both sexes. On the other hand, 37% (92) of the females and 50% (124)

of the males had never heard of a government intervention that supports youth businesses in the two districts.

The above findings show that 87% of the youth have no idea of the government programmes that support youth businesses in the two districts and 13% had an idea of the interventions by the government.

Table 3.26: Interventions that are well known

Youth initiatives providing support to youth	Arua	Zombo
Advance Afrika	1	0
Ceford	2	0
Emyooga	7	3
NGOs	2	5
VSO	1	2
Youth Livelihood	4	5
Total	17	15

SECTION 6: GENERAL QUESTIONS

This section presents a general analysis of additional questions to capture the additional skills, the role government and other stakeholders should play in creating a business

environment that supports the youth, and the support that should be provided by other stakeholders.

Table 3.27: Summary of findings from the general questions

Questions	Key Action Points	Percentage of Participants
What kind of additional skills would you like to receive/gain?	<ul style="list-style-type: none"> • Agriculture and animal husbandry • Book-keeping • Business management • Carpentry • Catering • Computer • Construction, i.e. roofing, plumbing • Hairdressing • Welding 	97%
How do you plan to expand your business in the next few years?	<ul style="list-style-type: none"> • Acquiring more working tools • Easy acquisition of loans • More stock • Buying more machines • Catering services • Engaging in commercial agriculture • More investment in agriculture • Lobbying for more capital from relatives • Opening up bigger stores, i.e. wholesale shops, mechanic workshops • Increasing business saving and also borrowing from SACCOs 	95%
What obstacles did you encounter in receiving financing for your business?	<ul style="list-style-type: none"> • Poor climatic conditions, i.e. heavy sunshine • Stiff competition from other businesses • High transport costs to transport goods from suppliers • Difficulty in accessing bank loans • High interest on bank loans • Political nature of the environment, i.e. land conflicts and theft • Lack of family support • Fewer customers • Price fluctuations 	91%
What have the government, NGOs, private organisations and other stakeholders played to ensure a good business environment for the youth business?	<ul style="list-style-type: none"> • Construction of better roads • Empowering training and workshops • Extension of youth-friendly services • Giving out friendly loans • Construction of modern markets • Training of youth in business-related skills • Provision of livelihood programmes • Provision of veterinary services 	93%

What special skills do you have that keep you in business and a good competitor?	<ul style="list-style-type: none"> • Book-keeping skills • Business management skills • Communication skills • Customer care skills • Financial support from the government • Marketing skills 	91%
What support do you need for your hustle/ business to grow big?	<ul style="list-style-type: none"> • Business skills training • Financial assistance • Help from NGOs • Managerial skills • Personal skills • Supply of agricultural machinery • Provision of short-term loans • Extension of services 	95%

Focus Group Discussion (FGD) Analysis

Based on the FGD which was carried out in Zombo and Arua, below are the responses, views and action points.

Table 3.28: Focus group discussion (FGD) analysis

FGD about the Impact of COVID-19 on Youth Entrepreneurs	Action Points
Views are about the resilience/ endurance of entrepreneurs' businesses in the face of COVID-19	<ul style="list-style-type: none"> • The youth with established side income still maintained their businesses • Most youth dealing in non-essential goods lost their businesses due to accumulated rent • Inadequate entrepreneurship skills/knowledge gaps in business management
The impacts of COVID-19 on the youth and businesses	<ul style="list-style-type: none"> • Loss of jobs • Closure of the small-scale established businesses • Accumulated rent for the shop • Restricted movement within and outside the district • High cost of transport of goods from suppliers, especially from major cities like Gulu, Kampala etc. • Limited market and restricted to essential goods
Suggestions by the youth entrepreneurs on curbing the effects of COVID-19 on youth businesses	<ul style="list-style-type: none"> • Youth-friendly programmes should be handled by the youth themselves • Establishment of entrepreneurship and vocational school to equip youth with vast knowledge and skills • Intensifying awareness creation and sensitisation to improve on transparency and accountability • Youth's voice should be amplified to the district officials

Key Informant Analysis

Table 3.29: Key Informant Analysis

Questions	Action Points	Key Informant
The resilience of youth businesses in the face of COVID-19	<ul style="list-style-type: none"> COVID-19 ambushed the youth and they were not prepared for the situation. During this situation, the whole country came under a total lockdown and most businesses were closed. It was only essential businesses that continued operating and employers in such businesses downsized the workforce, leaving the majority of the youth redundant and unemployed No deliberate efforts were made to assess the resilience of the youth businesses during COVID-19 	<ul style="list-style-type: none"> District CDO District Commercial Officer District Youth Chairperson District Female Youth Councillor District Revenue Officer Senior Probation Officer LC III Chairman (Arua Hill) Businessman
The impact of COVID-19 on the youth and businesses	<ul style="list-style-type: none"> Loss of jobs. Some youth who were employed lost jobs as companies had to reduce on the number of employees Limited market for the products Restrictions on movement in the district and region, leading to high transport costs Most businesses collapsed It affected cash flow Limited market for the products Restrictions on movement and the high cost of transport affected stocking of commodities The budget for the youth programmes in the districts was equally reduced Restrictions on the products to sell in the markets; priority was given to essential goods (foodstuffs) 	<ul style="list-style-type: none"> District CDO District Commercial Officer District Youth Chairperson District Female Youth Councillor District Revenue officer Senior Probation Officer LC III Chairman (Arua Hill) Businessman

Challenges young people are facing in setting up businesses	<ul style="list-style-type: none"> • Youth are impatient when it comes to realising business profits; they need quick money • Lack of financial discipline/financial literacy • Limited business support services, i.e. limited access to loans • Inadequate entrepreneurship knowledge and skills • Most look lack mortgage to present to get money from the financial institutions. • Negative attitude/mind-set towards government programmes • Lack of human capital • No objectives and set goals before starting the business • Lack of a platform to engage and share business experiences with people who have flourished in the businesses • There is a lot of bureaucracy and documentation to access government loans and resources 	<ul style="list-style-type: none"> • District CDO • District Commercial Officer • District Youth Chairperson • District Female Youth Councillor • District Revenue Officer • Senior Probation Officer • LC III Chairman (Arua Hill) • Businessman
Suggestions on curbing the effects of COVID-19 on youth businesses	<ul style="list-style-type: none"> • Changing the mind-sets of young people towards government development programmes through organising dialogues with the youth • Youth should embrace the spirit of consultation with the people who have already established successful businesses • There is need to intensify entrepreneurship training in how to establish small- and medium-scale business. For example, the youth should be trained more in agri-businesses since agriculture is their primary economic activity • There is need to reduce the bureaucracy when accessing the Youth Livelihood interventions and loans • Quarterly entrepreneurship training for the small and medium enterprises (SMEs) 	<ul style="list-style-type: none"> • District CDO • District Commercial Officer • District Youth Chairperson • District Female Youth Councillor • District Revenue Officer

4.0 RECOMMENDATIONS

Youth need more support in terms of financial resources. One of the key informants suggested: “Youth need to be given financial support to cover up the losses their businesses underwent during the COVID-19 pandemic.” Most businesses suffered from reduced capital – statistically 83% from the assessment. There is great need for support to rebuild the businesses, especially those that were most seriously affected.

Youth in Zombo district need more support compared to youth in Arua district. In Zombo, it was observed statistically that fewer females were engaged in income-generating activities compared to males, at a ratio of 1: 4. Female youth need to be empowered and build capacity, and room should be created for them to engage in income-generating activities, i.e. through capacity-building and financial support, in order to improve their livelihood.

The government should extend its Youth Livelihood Programmes to the youth living in Zombo and Arua districts as the majority of them have never heard of any government intervention supporting youth businesses to grow and expand. Furthermore, the government should provide a political and economic environment where the youth are encouraged to engage in income-generating activities through supporting them with financial resources, as well as assets such as land and machinery at a subsidised price.


Youth need to be trained in more vocational skills such as tailoring, hairdressing, catering, agriculture, business management and book-keeping, among others. It has been observed from the assessment that 7% of the youth do not have any vocational skill at all. This gap needs to be addressed by both the stakeholders and the government.

There is also need to create awareness about the available resources that the youth need to support and build their businesses. Some youth have limited access to information about sources of business capital, lack of a market and supplies/stock, and the very low demand for their products in the two districts.

Most of the businesses (95%) in the five sub-counties experienced a reduction in capital/income during COVID-19 majorly because of the countrywide lockdown. As a result, rent for business premises accumulated, working capital reduced and many business owners had to shut down their businesses. There is, therefore, need to support these affected businesses to grow through the provision of more skills and working capital.

Entrepreneurs should be supported to tap into new opportunities such as agri-business. Youth should explore more productive and innovative ventures such as agri-business, which is cost-effective and requires minimal capital. This can be an alternative venture and can increase the market for agriculture products from the region.

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