



Rwandan women taste a sample of their cheese; local small dairy business owners benefit from UNIDO training programme.

### UNIDO AT WORK IN RWANDA: BUSINESS SKILLS TO SERVE THE COMMUNITY

From all corners of Rwanda a group of small dairy producers and traders was assembled by UNIDO for training in the production, handling, processing and marketing of milk and dairy products and small business management techniques. These skills are intended to help them, their families and local milk-producing communities to generate and maintain a livelihood in one of the poorest areas of the world.

One widow and mother of five unemployed sons and daughters gained a first-time insight into bookkeeping, management and packaging to better position herself as a supplier to restaurants, shops and markets. Other basic needs covered in the training programme included instruction in basic handling procedures for raw milk to reduce losses of this important resource for the small local dairy farmers and increase output of processed products. Another 64 year-old woman learned how to prepare a business plan and handle a bank interview for financing with a view to fulfilling her ambition to run a mini-dairy. Such hands-on training opportunities are not readily available in rural areas of Rwanda. All participants also benefited greatly from getting to know each other and sharing experiences.

This training initiative is part of a UNIDO Integrated Programme for Rwanda. It was aimed primarily, though not exclusively, at women who constitute a large majority of the population and, following the genocide of 1994, are in many cases sole bread-winners for their families.



Fish production in Lake Victoria has resurged following a ban in 1999, after assistance from UNIDO.

### UNIDO AT WORK AROUND LAKE VICTORIA : SAVING LIVELIHOODS

Some half-million people have come to depend on the major fish industry which has developed around Lake Victoria, shared by Kenya, the Republic of Tanzania and Uganda. Fishing, processing and exporting Nile perch from the lake was generating export revenues of around USD \$200 million annually. In 1999 suspected fish poisoning and inadequate quality and processing standards resulted in an EU ban on Nile perch imports from the region, posing an immediate threat to the livelihood of local communities and businesses. Fish exports from Uganda fell by 50% in value over a four-year period up to 2000 and by the same level in 1999 alone from the Republic of Tanzania. Jobs and earnings in the local fishing industry declined rapidly, as fish factories closed or operated under capacity.

UNIDO's intervention meant that a reliable fishing inspection and quality control system was implemented on boats, landing sites and processing plants to ensure that export requirements were observed. As a result, the EU ban was lifted on all three countries bordering Lake Victoria by end of 2000. Kenya, the Republic of Tanzania and Uganda succeeded in regaining their EU market share and in accessing new markets, in particular the United States of America. While solving the immediate problems for the local fishing industry, UNIDO's work in the region also generally enhanced the quality, standards and environmental performance of local enterprises, ensuring longer-term and sustainable benefits for its fishing communities and their precious resources.

### ABOUT UNIDO

The United Nations Industrial Development Organization (UNIDO) was established in 1966 and became a specialized United Nations agency in 1985. Its work and activities are dedicated to promoting, in cooperation with its 169 Member States, sustainable industrial development in countries with developing and transition economies. Its headquarters are in Vienna and, with 28 country and regional offices, 13 investment and technology promotion offices and a number of other specialized external centers, UNIDO maintains an active presence in the field.

#### Mission

UNIDO helps developing countries and countries in transition in their fight against marginalization in today's globalized world. It mobilizes knowledge, skills, information and technology to promote productive employment, a competitive economy and a sound environment. Carlos Magariños, the Director-General of UNIDO, describes the Organization as a specialized United Nations agency that focuses its efforts on relieving poverty by fostering productivity growth.

#### Services

UNIDO's services are designed to be easily integrated into country-specific packages and local ownership ensures a custom-made approach. Services provided by UNIDO cover the following areas:

- Investment and technology promotion
- Industrial governance and statistics
- Quality and productivity
- Small business development
- Environmental management
- Industrial energy and Kyoto Protocol (Climate Change)
- Montreal Protocol (Reduction and elimination of ozone-depleting substances)
- Agro-industries

#### For more information contact:

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

Vienna International Centre  
P.O. Box 300  
A-1400 Vienna  
Austria

Telephone: (+43 1) 26026 - 0  
Fax: (+43 1) 269269 69

E-mail: [unido@unido.org](mailto:unido@unido.org)  
Website: [www.unido.org](http://www.unido.org)