



*Shuaib Dimbie, Poultry Farmer, Bondaye, Prestea Huni-Valley Municipality, Ghana, June 2018*

## **ONE STEP AT A TIME**

***A Case Study on Shuaib Dimbie  
By Enock Mensah – June 2018***

*Shuaib Dimbie is a poultry farmer in Bondaye, in the Prestea Huni-Valley Municipality. He has long-dreamed of supplying poultry products to Golden Star Resources (GSR) Limited in Bogoso. Due to low quality, this has not been possible so far. After attending WAGES training, in just five months, his monthly sale of eggs doubled, and his revenue increased from 300 GHC to 750 GHC. He is optimistic that his goal is now attainable, one step at a time, with continued and collaborative efforts from WAGES, the Business Advisory Centre and GSR.*

### His goal:

Shuaib Dimbie is a 36-year old poultry farmer in Bondaye, in Prestea Huni-Valley Municipality, located in the Western Region of Ghana. He has been in the business for four years and it is his goal to one day be a supplier of Golden Star Resources (GSR) Limited – a mining company – in Bogoso, in the same district. It is estimated that GSR spends over \$1 million on procurement of building materials, food and other goods. Due to low-quality and low-standard goods available in the district that fall below the requirements of the company, the mining company is left with no choice but to procure these items from outside of the district.

### The intervention and change:

Since the inception of the West Africa Governance and Economic Sustainability (WAGES) project – jointly implemented by World University Service of Canada (WUSC) and the Centre for International Studies and Cooperation (CECI) – the economic development lead of the project and the head of the Business Advisory Centre (BAC) at the Prestea Huni-Valley Municipal Assembly, have held meetings and trainings with trade associations in the district, to help entrepreneurs tap into the huge sums of money being channeled out of the district. The BAC is a branch of district government, responsible for the development of Micro, Small and Medium Enterprises and for providing Business Development Services. Further consultations between the WAGES team and GSR have shown that business owners in the district lack knowledge about contracts, businesses are often unregistered, and many artisans are unable to provide quotes upon request. These consultations did reveal though, that businesses in the district can benefit from the presence of the mining company, if products and practices are upgraded to meet company standards.

Shuaib had the opportunity to participate in the entrepreneurship training organized by the WAGES project. This training was held as part of its local economic development component. The training sought to equip entrepreneurs with basic entrepreneurial skills to enable them to serve the existing market, as well as to tap into opportunities arising from the mining companies in the district. Shuaib gained technical skills that enabled him to produce high quality poultry products for sale to the local market. In the training, he also learned about marketing and now markets his products on social media, radio stations and community information centres.

*“In just five months, my monthly sale of eggs almost doubled, and my revenue increased from 300 GHC to 750 GHC.” – Shuaib Dimbie,*

## What's next:



*Shuaib Dimbie at his farm in Bondaye, Prestea Huni-Valley Municipality, June 2018 (Photo Credit: WAGES)*

Shuaib attests that there has been much change for the better, since he attended WAGES training; he now has hope that his goal is attainable. He realizes that business owners are yet to meet their bigger goal of supplying to GSR, but many can still bear witness to the significant improvements in their businesses, since they came across the project. He strongly encourages the WAGES project and the BAC to maintain ongoing dialogue with the

mining company and continue working with entrepreneurs, to help them match company standards, so that they can benefit from the mines. He believes the dream of a bright future can be realized, one step at a time.

The WAGES project aims to break the vicious circle in which local communities, especially women and youth, are excluded from the benefits of mining investments. Through WAGES, **World University Service of Canada (WUSC)** and the **Center for International Studies and Cooperation (CECI)**, work in three regions of Burkina Faso, Ghana and Guinea impacted by extractive industries. The project works to empower local communities, and specifically integrate women and youth, to participate fully in local governance, economic opportunities and the sustainable development of these areas. The project collaborates with local and national governments, select mining companies, as well as small and medium-sized businesses and civil society organizations to attain those objectives. Global Affairs Canada funds the implementation of WAGES from 2016 until 2022. For more information on the project follow this link: <https://resources.wusc.ca/project/wages>