

#### National Programme Coordination Unit Monthly Newsletter Rehabilitation and Community-based Poverty Reduction Programme (RCPRP)

**Rural Finance and Community Improvement Programme (RFCIP)** 

#### APEX BANK SIERRA LEONE LIMITED HOLDS RETREAT FOR BOARD MEMBERS April, 2015

The newly established Apex Bank (Sierra Leone) Limited has concluded a Three (3) day Retreat for its Board members.

The event which was held at the Dohas Hotel in Bo City was attended by Senior Management of the Ministry of Agriculture, Forestry and Food Security (MAFFS) National Programme Coordination Unit and Board Members from the different shades of the society.



In his opening statement, the Managing Director of the Apex Bank (SL) Ltd., Momodu Sesay disclosed that it could not have been possible for such deliberation had it not for the tremendous efforts of those who sacrificed in making the RFCIP a success. "If we are able to discuss the RFCIP 2 today, we should be grateful to the contributions of all of us who made it possible for the project to meet its goals . These successes should be maintained" he emphasized.

The Managing Director went on to explain the objectives of the RFCIP2, which he emphasized is "to improve access to rural financial services, thereby enhancing also the development of the agriculture sector."

Momodu Sesay gave detail synopsis of the Agricultural Finance Facility (AFF), highlighting products the Bank is expected to be providing to the smallholder farmers. These, he pointed out include:

The Agricultural Production Loans, which gives a maximum of Le 3 million and minimum of Le 1 million with loan repayment period of 3 to 12 months;

The Agricultural Rehabilitation Loan, which makes provision for the procurement of basic equipment for the rehabilitation of cocoa, coffee, plantations, etc. and also payment for labour. The Loan Size of these cuts between Le 4,000,000 and minimum of Le 800,000 with loan repayment duration of 6 to 36 months.

Agricultural Equipment/machinery loan, Provides finance for the acquisition of equipment, processing of cassava, rice and oil palm. (Power tillers and basic farm equipment). The Loan size of this ranges between Le 32,000,000 and minimum of Le 8,000,000 with loan recovery period of 12 to 36 months.

Contd. on page 2

Inside De Farm Newsletter is a Monthly Publication of the National Programme Coordination Unit (NPCU). You can listen to Inside De Farm Hour on Saturdays (9:00-10:00am) & Wednesdays (9:00-10:00pm) on Star Radio & AIRadio in Freetown, Gola Agric. Radio in Kenema, Radio Njala at Njala campus, Kiss FM in Bo, Radio Bintumani in Kabala, etc. You can watch Inside De Farm TV Show on SLBC TV on Fridays, Saturdays, Sundays and Mondays. For all these and more, visit: www.npcu.org

#### APEX BANK - SIERRA LEONE HOLDS RETREAT FOR BOARD MEMBERS

In his contribution earlier, the Board Chairman of the Apex Bank (SL) Ltd., Salamu M. Koroma commended the Management of the Apex Bank and the National Programme Coordination Unit for their support and directions in making the institution an enviable entity.

Meanwhile, the Programme Coordinator of the MAFFS-National Programme Coordination Unit, Mohamed Tejan-Kella reaffirmed his commitment in ensuring that the Apex Bank (SL) Ltd. succeeds and implored others at the National Programme Coordination Unit to support the Bank.

The presentation of manuals and policy documents aiming at upholding high standard of the bank formed the highpoint of the Retreat.

It could therefore be noted that a key deliverable under the RFCIP 2 is the establishment of an Apex Bank and its Board to undertake and provide supervisory, banking and non-banking support services to CBs and FSAs.



Apex Bank Board chairman, Salamu M. Koroma making a point

#### PROGRAMME COORDINATOR APPEALS FOR TRANSFER OF TRACTOR HIRE FUND



Mohamed Tejan-Kella making his appeal to MAFFS

The Programme Coordinator of the MAFFS/IFAD National Programme Coordination Unit (NPCU) has appealed to the Ministry of Agriculture, Forestry and Food Security to transfer the Tractor Hire Purchase Fund into the Community Banks and Financial Services Associations.

He made this appeal through the Chief Agriculture Officer during the Apex Bank (SL) Ltd. retreat for Board Members in Bo City, Southern Sierra Leone.

It could be recalled that the Ministry of Agriculture, Forestry and Food security through the Indian Line of credit from the Government of India provided sets of tractors and other farming/processing equipment to farmers in the country through a hire purchase scheme known as the Tractorization scheme. According to the scheme, farmers are expected to pay for these equipment at a subsidized rate. These moneys were to be lodged in the commercial banks.

Despite the challenges involved in recovering these loans, it is believed that a huge amount from the Tractorization scheme still rest in the commercial banks; and it is this amount that the Programme Coordinator of the MAFFS/IFAD funded NPCU is appealing for its transfer into the Community Banks and Financial Services Associations.

"There is a huge money provided by us the farmers which is lying down in the Commercial Bank. I am kindly appealing with the Ministry to use these funds to capitalize the Community Banks and the Financial Services Associations which will in return provide for the smallholder farmers. We want this money. This is why we want the ministry's representative in the Board of the Apex Bank to take this message home" Tejan-Kella pleaded.

In his response, the MAFFS representative at the retreat, the Chief agriculture Officer, Francis A.R Sankoh assured the gathering of the Ministry's continuous support in ensuring that the Apex Bank succeeds and promised to serve as an Ambassador of the Bank in the Ministry.

"The Apex Bank is the baby of the Ministry of Agriculture, Forestry and Food Security. As we provided our support in ensuring that the RFCIP meets all its goals, so we shall do towards the Apex Bank. In the area of capitalizing the Community banks and the Financial Services Associations with the Tractor Hire Purchase fund in the Commercial bank, the ministry will have no problem with that. I am assuring you that, I will report this to the Hon. Minister and I think he will have no problem with that" the Chief agriculture Officer assured.

It could be noted that, this plea for the transfer of fund into the Community banks and financial Services Associations has been trumpeted in various fora, especially by the Rural Finance team who has agricultural financing as their core objective.

#### THE HISTORY OF RURAL AND COMMUNITY BANKING IN SIERRA LEONE

## BY EDMUND O. KANGAJU COMMUNITY BANK CONSULTANT



Former Technical Assistance Agency (TAA) in Kenema now transformed into the Apex Bank

The Community Bank Concept in Sierra Leone was preceded by the Rural Bank Concept, which was introduced by the Bank of Sierra Leone in 1985. The introduction of Rural Banks in Sierra Leone, during the pre – war years, was initiated by the Government, who requested the Bank of Sierra Leone (BSL) to search for a system, which will address financial problems of the rural dwellers.

During this period, the need for a rural financial system in Sierra Leone was felt as a way to tackle the needs of small scale farmers, craftsmen, market women, traders and all other micro – enterprises. The need for such a system was necessary, because the commercial banks could not accommodate the financial intermediation problem of the rural poor, as they did not show any interest in dealing with these small - scale operators. These banks were interested in the financing international trade, urban commerce and industry. There was therefore a gap in the provision of institutional finance to the rural agricultural sector. More important, the branch network of commercial banks. mainly covered the commercial areas and did not reach down to the rural areas.

After much consultation, the Bank of Sierra Leone introduced the rural bank concept and established the first rural bank, "the Yoni Rural Bank Limited" in Mile 91 in 1985.

The concept of rural banking is based on the establishment of a simple financial intermediary, which provides easily accessible financial instruments for the mobilization of rural savings, which were deployed for the extension of rural credit.

Ownership of rural banks was to be spread as widely as possible among the inhabitants in the communities they service through subscriptions to the equity capital. Each rural bank is run by a separate Board of Directors, a Manager and support staff.

BSL provided part of the share capital of the rural banks on redeemable non – voting basis and also provided technical guidance and undertook supervisory roles in the Pilot Rural Banks. BSL also provided key personnel such as Managers and Accountants to work in these rural banks, mainly to ensure that they start operation on a sound operational footing.

As a result of the invaluable financial services rendered by first rural bank, established in Mile 91 in 1985, the rural banking concept suddenly became popular and a number of rural communities applied to the Bank of Sierra Leone to establish rural Banks. Although people in the communities were serviced by the rural bank, but only few bought shares in these rural banks.

Condt. on page 8

#### SUCCEESS STORIES: RURAL FINANCE CONTRIBUTION IN SIERRA LEONE

## SIMBARU COMMUNITY BANK Case One: IBRAHIM JALLOH

Prior to his joining the Simbaru Community Bank, Ibrahim Jalloh was a petty businessman selling scratch cards to mobile phone users. He had no fixed location due to inadequate capital. Further, he was a single man with no dependants. He hardly gets a balanced meal a day.

The RFCIP intervention in establishing a community bank in Boajibu (Simbaru Community Bank) was wel-



Simbaru Community Bank, Kenema is one of the RFCIP established banks

come news for Ibrahim Jallon to make a turnaround in his business. He grabbed the opportunity by opening an account with the bank on 28/02/13 with an initial deposit of Le 110,000.00 (\$23)

Upon receiving several loans and successfully repaying, Mr Jalloh secured a fixed location and built a wooden structure for his scratch card business. Graduating from scratch card to electronic credit transfer boosted his business. He was also able to purchase generator to supply power to his business centre for charging mobile phones and providing light at night.

Additionally, he has also purchased a piece of land in Boajibu and is currently constructing a dwelling house with a shop to anchor his business.

This man has been able to employ two sales assistants to help him with the sales. Thus, he has created opportunity for those who work with him to eke a living. One of his sales assistants is a secondary school going pupil who until now has been finding it very difficult to pay his school fees. Ibrahim Jalloh now pays his school fees and also gives him a stipend of ninety thousand Leones (Le 90,000.00) which is around \$20 per month. The other sales assistant, who is full time, is being given a monthly stipend of one hundred and fifty thousand Leones (Le150,000.00) approximately \$32 monthly. Mr Jalloh also pays the latter's yearly house rent as an additional incentive for working for him.

Through the loan scheme, Mr Jalloh has been able to increase his working capital as depicted by the upward trend in loans received hence justifying the reason for the two additional staff employed.

On his household profile, the client traditionally got married and now has a child. With his financial power growing, he has started a petty business for his wife, a seamstress, and bought a sewing machine for her.

A man who hardly gets a balanced meal a day can now boast of at least two balanced meals a day, has a family, two casual employees and a dwelling structure underway.

#### **KABALA COMMUNITY BANK**

#### **Case Study Two: MADAM NENEH UMU LUKULAY**

Madam Neneh Umu Lukulay lives and does business in Kabala town. Kabala is a mountainous town of approximately 305 Kilometers (190 miles) from the capital city, Freetown. She started business as a local restaurant chef (commonly known as cookery seller) a decade and half ago during the climax of the 11 years war in Sierra Leone. Initially, Madam Lukulay was only catering for the lower ebb of the society due to the poor quality of the food and the remote location of her business.

With Le 30,000 (\$6) in August, 2008, she opened an account with Kabala community bank Limited. In January, 2009, she was able to secure her first loan of Le1, 000,000 (\$213) which increased her working capital. Neneh judiciously utilised this loan by procuring advanced cooking utensils with refined food. Generated little net income as shown by the table and graph but increased the size and quality of her food and started attracting more community members.

**Neneh's** compliance to repayment terms and progress on the business was so impressive that her request to triple the loan was granted on 23<sup>rd</sup> August, 2009 with two other loans of bigger value following. The restaurant started attracting modern sector employees and other high profiled community members. This led to increased sales, profit and expansion of the business place. The client became more motivated and result oriented.

Having shown dexterity and business acumen, this once impoverished has grown in net income and social status in the society and became a popular chef in the community. In lieu of her business growth, she was able to move from renting a dwelling a house to constructing a five bed room house. She now has a well structured restaurant with modern furniture instead of a thatch shop with broken benches.

Madam Neneh Umu Lukulay has provided employment for several people who are now assisting her in running the restaurant. She has provided support to several extended family members in terms of food, clothing and school fees for school going holiday makers.

#### Case study Three: AMADU SESAY

Amadu Sesay is a dealer in used clothing who resides in Kabala town. Five years ago Amadu's household hardly eat good food everyday due to the level of his income. He has been in this line of business for over ten years. In his early years in the business, Mr. Amadu was buying from the bigger traders who buy goods from Freetown (capital city) for resale in Kabala. He was use to buying 4 to 6 items and sells them for a day or two and restocks after sales.



Mr. Amadu started doing business with Kabala Community Bank, Koinadugu is one of the Bank of Sierra Leone's established banks

Kabala Community Bank Limited in October, 2008 with account number 7202282 before the RFCIP took over the running of the bank and subsequently automated the bank. His first account was a savings account. After automation, he had a balance brought forward of Le 361,861 (\$76). The client started obtaining facilities from December, 2010 through May, 2014 ranging from Le2.0 million (\$426) to Le10.0 million (\$2,128).

With the multiple loans he received from the bank, he began buying used clothing in wholesale and in large quantities instead of his usual pick up from colleagues. First, he moved from hawker to a fixed location where he displays his goods. Soon, he secured a shop and expanded his business to a point where hawkers now come to buy from him as he used to do before.

However, things went bad in November 2012 when demonstrators of political parties in Sierra Leone clashed in the township. His shop was shattered and looted. Being wary of the situation, he requested for just Le5.0 million as additional working capital to rejuvenate his business. As evidenced from the graph, his income level (just like the loan size), fell in value though high percentage wise.

Amadu's confidence and reliability in banking with the bank blossoms, and the bank's management staff were impressed and rendered technical advice to him. He doubled the request and the boom in business and revenue generated resulted to him employing two salesmen in 2013 that move around with some of his goods whilst he sits in the shop. Buying from the capital city (Freetown) wholesale became unattractive, and he went international. He started buying his stock from Guinea (a neighboring country) and his business started booming again after the post elections skirmishes subsided. Going international became attractive as he realized more profit. With a smiling face, he said, "The hawker has now become the supplier".

From a street hawker five years ago, Mr. Amadu Sesay has scored the following successes: From being single, he is now happily married, From roaming around selling, he now has one of the most attractive boutiques in Kabala. From buying in small quantity from colleagues in Kabala town, he now travels internationally to buy goods from Guinea. Has completed the construction of two houses of four and five bed rooms respectively and all of these are rented out.

Food, medical and other basic family needs are no longer a problem for Mr. Amadu's household.

#### Western and Central Africa



As a specialized United Nations agency dedicated to eradicating rural poverty in developing countries, IFAD supports programmes and projects with strong natural resource management components. In particular, efforts to combat deforestation, soil degradation and desertification are central to IFAD's operations. All country strategic opportunities papers, which guide IFAD's lending and grant activities in each country, give attention to an integrated approach to improving livelihoods through better access to natural resources and their sustainable management.

IFAD recognizes the phenomenal cost of uncontrolled land degradation in terms of poverty and prolonged episodes of famine. At the same time, it is convinced that careful management of marginal lands can continue to feed the populations that depend on them. It perceives rural poverty reduction to be synonymous with natural resource management. Seventy percent of IFAD-supported projects are located in ecologically fragile and marginal environments, targeting the poorest and most deprived segments of the rural population.

In 2001, IFAD was recognized by the Council of the Global Environment Facility (GEF) for its expertise in land degradation, becoming a GEF executing agency. The IFAD-GEF partnership has enabled the creation of mutual synergies. Building on IFAD's experience, the GEF is likely to widen its range of intervention possibilities in degraded ecosystems and post-conflict situations. In addition, the IFAD-GEF partnership has generated a strong multiplier effect: for each GEF dollar, IFAD mobilizes an average of US\$5.26. At the same time, IFAD's project impact in select cases has been amplified by placing local development in the perspective of global environmental concerns.

Although its comparative advantage for the GEF relates to land degradation, IFAD has developed experience in other agroecological settings falling under various GEF focal areas, such as biodiversity and climate change. Further, its flexible programme approach and long-term lending framework are conducive to close collaboration with the GEF in addressing global environmental concerns while meeting local development needs.

#### Regional strategy

IFAD's regional strategy in Western and Central Africa is consistent with both the Fund's overall commitment to achieving the Millennium Development Goals and its strategy of enabling rural poor people to overcome poverty. Major elements of the regional context in which the strategy needs to be articulated include: a weak humancapital base; inappropriate or insufficiently pro-poor policies and institutions; low agricultural productivity, combined with degradation of the natural resource base; inadequate and poorly maintained rural infrastructure; and the need to operate more effectively in the global marketplace. IFAD's strategy in the region focuses on three cross-cutting approaches: investing in women, enhanced participation and building on indigenous knowledge, Moreover, IFAD will continue to work on the generation and dissemination of improved agricultural and natural resource technologies, concentrating on areas in which population growth has increased pressures for intensification and on the promotion of community-based natural resource management activities.

#### Examples of IFAD's natural resource management initiatives

IFAD's involvement in the Sahel has actively encouraged technologies such as alternative tillage practices, low-cost water-conservation and erosion-control techniques, appropriate livestock/crop combinations, improved and early-maturing seed varieties requiring less water, and agroforestry. In Senegal's Diourbel. Fatick and Kaolack regions, IFAD has long supported the introduction of agroforestry technologies, including village woodlots and the planting and protection of Acade albida, the ana tree, in farmers' fields. In Burkina Faso, Chad, Mali and Niger, it has fostered the adoption of water catchment through zai or tassa and demi-lunes. IFAD's operations in Mauritania involve oasis protection and environmentally sensitive development. Its community development project in Niger, which supports innovation by the participants, and its community-based natural resource management programme in Nigeria's Niger Delta seek to rehabilitate and ensure environmentally sound use of the natural resource base, while working to sustainably improve the livelihoods of the poorest people. A strong community-based participatory approach to natural resource management has been the theme of IFAD's Participatory Integrated Watershed Management Project in the Gambia and the Sustainable Rural Development Programme in Burkina Faso.



At the regional level, IFAD implemented a GEF medium-sized project, Supporting Capacity Building for the Elaboration of National Reports and Country Profiles by African Parties to the UNCCD. IFAD's contribution consisted in preparing analytical case studies on the adoption and mainstreaming of best practices in sustainable land management (rangelands and agroforestry) for poverty reduction. The studies were based on its operational experience in three African projects: Special Programme for Soil and Water Conservation and Agroforestry in the Central Plateau (Burkina Faso), Livestock and Rangelands Development Project in the Eastern Region (Morocco) and Intensified Land Use Management Project in the Buberuka Highlands (Rwanda).

Through its grants to regional bodies and NGOs, IFAD supports agricultural research, training, studies and community development. For example, by encouraging discussion of the rural and agricultural policies proposed by the New Partnership for Africa's Development, IFAD supports the Network of Farmers' Organizations and Agricultural Producers in West Africa. Another example is an IFAD grant to the International Institute of Tropical Agriculture to foster the use of multipurpose cowpea varieties as part of an integrated crop/livestock system in the Sahel: nitrogen fixation in the soil, high quality fodder and food security for people.

#### IFAD/GEF initiatives

IFAD's GEF portfolio in the region is growing. The first IFAD/GEF approved project was in Mali: Biodiversity Conservation and Participatory Sustainable Management of Natural Resources in the Inner Niger Delta and its Transition Areas, Mopti Region (total project cost of US\$19.9 million, including US\$6.3 million GEF funding, US\$12.0 million from IFAD and cofinancing of US\$1.6 million from the Government and project participants).

This GEF component was designed to be implemented within the framework of a flexible lending mechanism project that IFAD launched in 1999 in the Sahelian regions of Mali. The Sahelian Areas Development Fund (SADeF) Programme aimed to improve incomes and living conditions through food security and to expand access to health care and education. Lessons learned during the first phase guided the expansion into new regions (Mopti, Kayes) during Phases II (2003-2006) and III (2007-2010).

The six-year GEF initiative has been fully blended into the IFAD project, complementing and enhancing the second and third phases. Its main objectives are to: (i) enable SADeF to adopt an integrated ecosystem approach to restoring and developing the agro-sylvo-pastoral and fisheries potential, while holistically addressing the underlying causes

of environmental degradation; (ii) promote community-based conservation and sustainable use of biodiversity in the most biodiversity-rich and threatened ecosystems ('hotspots') of national and global significance in the Interior Delta of the Niger (Mopti) – for example around the three Ramsar sites; and (iii) activate a participatory local development process that builds on indigenous knowledge. These objectives will be backed up by an enabling institutional and policy environment and capacity-building.

IFAD expertise in natural resource management in the region will lead to the development of further high-quality, impactoriented GEF projects, working towards a sustainable management of natural resources that yields both local and global benefits.

IFAD's partnerships within TerrAfrica
IFAD is also an active member of TerrAfrica,
a catalytic partnership initiated by the World
Bank and its partners to promote a new
paradigm for framing and implementing
sustainable land management in sub-Saharan
Africa. TerrAfrica enables all parties to work
collectively and in coordination to prevent and
address the agricultural, environmental and
socio-economic consequences of land
degradation in vulnerable African countries. It
adopts a cross-sectoral approach by linking
investments; research and a strategy for its
dissemination; and partnerships to promote
sustainable land-management. Such a

platform offers an effective alternative to

interventions in sub-Saharan Africa.

mainstream sustainable land management

#### Contact

Khalida Bouzar GEF Coordinator Tel: +39 08 54592151 Fax: +39 06 54593459 E-mail: k.bouzar@ifad.org IFAD/GEF Registry: gefregistry@ifad.org

IFAD
Via del Serafico, 107
00142 Rome, Italy
Tel.: +39 0654591
Fax: +39 065043463
E-mail: Ifad@ifad.org
www.ifad.org

#### THE HISTORY OF RURAL AND COMMUNITY BANKING IN SIERRA LEONE



Yoni Community Bank is one of the first sets of Community Banks established in the country

The broad objectives of the rural banking concept were:

The mobilization of savings;

The provision of credit;

Taking banking to the doorsteps of the rural residents;

Monetizing the rural economy etc.

Seven (7) rural banks are established in country between 1985 1989. These banks were located in Mile 91, Northern Province, Tonkolili District: Lunsar, Northern Province, Port Loko District: Mattru Jong, Southern Province, Bonthe District; Daru, Eastern Province, Kailahun District; Bunumbu, Eastern Province, Kailahun District; Makali, Northern Province, Tonkolili District and Makeni, Northern Province, Bombali District.

The intensification of the rebel war in the country by 1994, disrupted the operations of these banks and this eventually led to their closure. The performances of the rural banks were mixed. Some of them performed fairly well, while others did not perform as expected. All of them faced operational challenges, such as undercapitalization, lack of adequately trained staff, high incidence of loan defaults etc.

When the rebel officially ended in 2002, BSL took the initiative to establish Pilot Community Banks, instead of re – activating the operations of the erstwhile rural banks.

BSL did not adopt the former nomenclature "Rural Banks". It was argued that, with the nomenclature 'Community Bank', the coverage of these banks would extend beyond the rural setting to other communities requiring their services.

Above all, BSL used the "Community Bank" nomenclature as a way of avoiding all legal problems that might be associated with the continued use of the name Rural Bank.

It is however important to note that, Bank of Sierra Leone took the necessary steps to address the liquidation of the erstwhile rural banks by appointing a Receiver to handle this issue.

The six Pilot Community Banks established by the BSL between 2003 and 2010, were as follows: Marampa – Masimera CB (2003), Lunsar, Northern Province, Port Loko District; Yoni CB (2003) Mile 91, Northern Province, Port Loko District; Mattru CB (2004) Mattru Jong, Bonthe District, Southern Province; Segbwema CB (2004) Segbwema, Eastern Province Kailahun District; Zimmi CB (2010), Zimmi Makpele, Southern Province, Pujehun District and Kabala CB (2010), Kabala, Northern Province, Koinadugu District.

These six Pilot CBs, experienced operational difficulties, which led the BSL to hand them over to the Technical Assistance Agency (TAA) now the Apex Bank for the restructuring of their operations.

The TAA started the restructuring process of the six Pilot CBs in 2010. This exercise is planned to be completed in August, 2015.

Condt. on page 10

#### THE HISTORY OF RURAL AND COMMUNITY BANKING IN SIERRA LEONE



A busy day at Marampa - Mesimera Community Bank at Lunsar

### THE COMMUNITY BANK CONCEPT UNDER THE BANK OF SIERRA LEONE

Bank of Sierra Leone established the six (6)
Pilot CBs through the provision of long
– term Debenture loans, payable over
a period of forty (40) years.

All the six CBs had Trustees, who guaranteed the loans.

These CBs were registered by Guarantee as opposed to Companies Limited by Shares.

Up to the time they were placed under the supervision of the Apex Bank, no effort has been made to transform their legal form, although all of them have sold shares to the public.

The Apex Bank plans to regularize this position at the Annual General Meetings of Shareholders of the six Pilot CBs, scheduled to be held during the course of the year, when Resolutions for the transformation will be made by the respective Shareholders.

The debenture loans provided by the BSL to capitalize these CBs may be transferred to the CBs as grants.

Discussions are underway with the BSL in this regard. Size of Board Members ranged from five (5) to eight (8) Monthly Board Meetings were held.

#### **CHALLENGES FACED BY THE CBS**

- Operations of the banks were manual.
- Staff and Board Members were not adequately trained.

- Staff complement was high.
- Weak management, as a result of their inability to attract qualified and suitable personnel.
- Small customer base, as a result of limited business opportunities in some communities.
- Poor technology and communication facilities to carry out modern banking business.
- Inadequate capitalization, which limits their ability to operate at optimum level.
- Lack of regular auditing and non observance of internal control.



Edmund O. Kangaju is the Regional Consultant for Community Banks under the Apex bank



MARAMPA MASIMERA COMMUNITY BANK Case Study Four: MOHAMED KAMARA

## CUSTOMER NAME - MED KAY & CO ENTERPRISE

Mohamed Kamara is the proprietor of Med Kay and Co Enterprise and is popularly known as Med Kay. He was a small time businessman dealing in fuel with very little capital base. With limited capital, he embarked on black market fuel dealing. His family hardly had a proper daily meal. Paying school fees was also a challenge.

The establishment of the Marampa Masimera Community Bank under the BSL then was a blessing. He opened an account with the bank in 2007 with an initial deposit of Le 50,000.00. Then the RFCIP took over the restructuring of the bank in 2010. Transformation from small overdraft lending to big lending set in.

It was evidently clear that Med Kay was not benefiting much under the BSL intervention as depicted by the bar chart because of poor liquidity management until the intervention of the RFCIP. After obtaining a few overdraft facilities from the bank, he initially constructed a small filling station with mood bricks. With repeated cycles, his fuel business grew and was able to register his business as MED KAY & CO ENTERPRISES. Soon, his business began to improve and expand in size and capital. This attracted investors such as National Petroleum Sierra Leone Limited (NP) to partner with MED KAY & CO EN-TERPRISES. NP, in collaboration with Med Kay, constructed a modern filling station with a standard mini market in Lunsar, and is being run by Med Kay & Co. Arguably, this filling station is the best in Port Loko District in terms of service availability and readiness.

From the graph, the client reached his maximum in June, 2011 and thereafter began to lend less because of the earnings he has amassed and ploughed back in the business. "Taking facility for now is just for contingencies reasons, not economic", he boasted.

With the help of the series of facilities he has received, Med Kay was able to cater for and pay college fees for two of his children. One is in the university and the other is pursuing nursing. Both are females.

Today MED KAY is a household name in the Marampa chiefdom, Port Loko District. MED KAY still remained a loyal customer to the bank despite the emergence of new commercial banks in the district and the Lunsar Township itself where MMCB is located.

MED KAY currently has a strong financial base in terms of investment. He has invested in fixed assets such land and building; motor vehicles on rent to mining companies operating in the township. He has also invested in other businesses like building materials and provisions.

## Our Photo Gallery



Second Harvesting at one RCPRP supported IVS site ( Mono junction) in Kenema District



The Pilot Rice Processing and Marketing Agency procuring quality Seed Rice from Project Farmers



A display of Vegetable in one of the Project's Green House Facilities

## **HOW TO PREVENT IT FROM SPREADING**



AVOID PHYSICAL CONTACT WITH PEOPLE SHOWING SIGNS AND SYMPTOMS SUCH AS CONTINOUS HIGH FEVER, RED EYES, VOMITING AND STOMACH ACHE

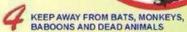


WASH YOUR HANDS REGULARLY WITH SOAP AND CLEAN WATER



DO NOT SHAKE HANDS WITH PERSONS SHOWING SIGNS OF







AVOID EATING BUSH MEAT COOK ALL FOOD VERY WELL

# **Avoid touching the Dead**



## For more information call FREE 117

**Editorial Team** 

Director of Publication Mohamed Tejan-Kella Editor in Chief George N. Williams Graphic Design Edward Jaward Contributors Edmund O. Kangaju Jeremiah Nyamba





