



1

Local Income Solution



ORGANIC SKIN
OINTMENT



Oliver Namukasa

SOLUTION ENTREPRENEUR

FEMALE • 39 YEARS • RAKAI, UGANDA

Oliver is a coffee farmer and creative entrepreneur who is passionate about transforming the lives of young people and women in her community. It is through this passion that she was able to start the Sniff Model Farm and Cottage Training Center in Rakai. The center conducts free training services in mushroom growing, fuel briquette making, rabbit rearing, poultry farming, and making organic skin ointment.

She had a difficult childhood while growing up and the situation became worse when she lost her mother at the age of 18. She had to give up her dreams of studying law and took a more affordable course in teaching.

After teaching for seven years, Oliver lost her job in Kampala and decided to move back to her hometown in Rakai where she started developing new skills to help her earn income. She learned how to make the organic ointment through online and local sources. She has impacted individuals, organized groups, and schools in her community with her ointment products and looks forward to expanding her business around the country.

HIS FAVOURITE QUOTE

♥♥ *Start small but now.*



INCOME FACTS

- Startup cost: 100,000 UGX (25.32 Euros)
- Selling price: 50g for 2,500 UGX (0.63 Euros)
- Income potential (monthly): 200,000 UGX (50.65 Euros)



SALE TIPS

- Maintain discipline while managing the business.
- Ensure a good quality product, it increases customers.
- Teamwork is key.



POTENTIAL CHALLENGES

- Acquiring a trademark from the authorities is difficult. This limits supply of the product.
- Consumers prefer imported rather than locally made products.
- To produce larger quantities requires machinery which can be costly.

5-YEAR VISION

To expand her market across Uganda and to purchase land with a production house.



LEARNING VIDEO

Click the video and learn how to do this income solution.



11 Steps TO MAKE ORGANIC SKIN OINTMENT

MATERIALS

Beeswax.....(1kg)	Saucepan.....(1)	Container.....(1)
Citronella leaves.....(1 handful)	Packaging container.....(10)	*Essential oils.....(1 teaspoon)
*White flower oil.....(1 1/2 litres)	Mingling stick.....(1)	* Optional
Turmeric powder.....(1/4 teaspoon)	Tablespoon.....(1)	
Charcoal stove.....(1)	Sieve.....(1)	



Light a charcoal stove and place a medium sized saucepan on it.



Allow the pan to dry with the heat so that there is no water left in it.



Put the wax in the pan and let it melt completely.



After the beeswax has fully melted, add the citronella leaves and heat for 4-5 minutes.



Let the mixture cool for 2-3 minutes and then sieve it.



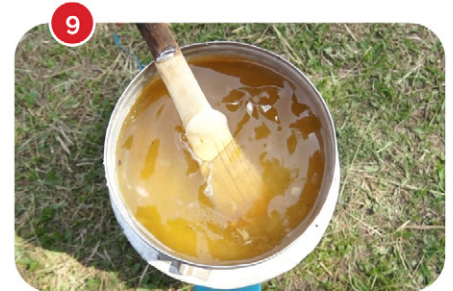
Add 1 1/2 litres of white flower oil to the bee wax and stir. If you don't have white flower oil you can use avocado oil or coconut oil.



Add a quarter teaspoon of turmeric and mix well.



Add one tea spoon of scented essential oils and mix well.



Place the pan with the mixture on the stove and heat for 4-5 minutes.



Remove the mixture from the stove and allow it to cool for 5-10 minutes.



Pack the ointment while it's still warm but not hot and add a label with all the ingredients and instructions.

TIPS

1. Stir the wax using a mingling stick until it has melted.
2. Citronella acts as a mosquito repellent.
3. If you don't have white flower oil, you can use avocado oil or coconut oil.



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Local Income Solution



DRIED SPICES
& HERBS



Freedom Organization Group

SOLUTION ENTREPRENEUR

FEMALE (20) AND MALE (5) • MASAHA, KALIIRO

The Freedom Organization Group is one of the most unique coffee farmer groups in Kalungu District. It focuses on empowering vulnerable women and youth in its community by encouraging them to use available resources like land and crops to earn income.

The group was formed in 2009 and has grown to 25 members, the majority are women (20), while five are men. Since its formation, there has been a reduction in domestic violence and women are able to better manage their farms. As a group, they grow maize, beans, and coffee. They also rear animals like cows, goats, and pigs.

With the guidance of their chairperson Edward, the group decided to start making dried herbs and spices as a way of adding value to their farm produce. Their fondest memory of the business is when they invested 700,000 UGX (176.80 Euros) in the business and got a profit of 1,700,000 UGX (429.38 Euros) within one month. This motivated them to expand. They purchased land as a group to widen their farming activities. Their longer-term goal is to build a skills training center.

HIS FAVOURITE QUOTE

“Patience, persistence, and hard work will lead you to succeed.”



INCOME FACTS

- Startup cost: 100,000 UGX (25.31 Euros)
- Selling price: 500 UGX - 3,000 UGX (0.13 – 0.72 Euros)
- Income potential (monthly): 300,000 UGX (75.94 Euros)



SALE TIPS

- Maintain very high levels of cleanliness.
- Exercise discipline in the business by proper financial management.
- Ensure the use of organic spices without adding artificial colors or flavors.



POTENTIAL CHALLENGES

- A wide market is required to maximize profits.
- Packing containers that are good quality yet affordable is hard to find.
- Invest in advertising the product which can be expensive.

5-YEAR VISION

To build a school for the orphans, to construct homes for the elderly, and set up a skills training center.



LEARNING VIDEO

Click the video and learn how to do this income solution.



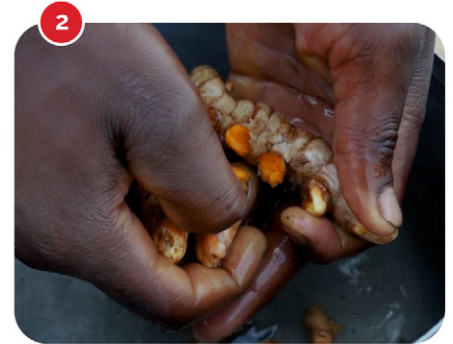
21 Steps TO MAKE DRIED SPICES AND HERBS

MATERIALS

Turmeric.....	(2 handfuls)
Ginger.....	(1 handful)
Coriander seeds.....	(1 handful)
Cinnamon leaves.....	(1 handful)
Garlic.....	(1 handful)
Maize seeds.....	(1kg)
Mortar and pestle.....	(1)
Charcoal stove.....	(1)
Mingling stick.....	(1)
Cup.....	(1)
Trays.....	(6)
Sieve.....	(1)



1 Wash your hands.



2 Wash the turmeric and ginger.



3 Steam the turmeric for one hour on top of banana leaves in a large pot on a stove.



4 After the turmeric has cooled, pound it using a mortar and pestle until it is evenly mashed.



5 Place it in the sun for 1-2 days to dry.



6 After the turmeric has dried, pound it again in the mortar and pestle until it is fine and thin.



7 Sieve the turmeric to separate the fine particles from the larger particles.



8 Pound the ginger and garlic together using a mortar and pestle until they are evenly mashed.



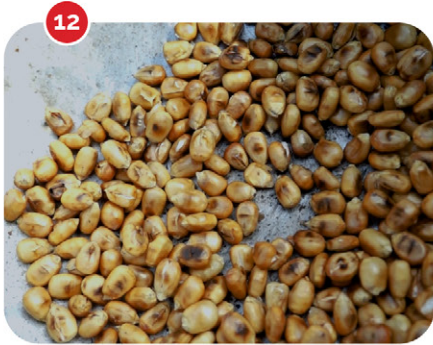
9 Place the mixture in the sun for 1-2 days to dry.



10 After the ginger-garlic mixture has dried, pound it again in the mortar and pestle until it is fine and thin.



11 Sieve the ginger-garlic mixture to separate the fine particles from the larger particles.



Fry the maize seeds in a dry pan until almost golden brown.



Pound the maize in the mortar and pestle until it is fine.



Sieve to separate the fine particles from the larger particles.



Pound the dry cinnamon leaves.



Sieve the cinnamon powder to separate the fine particles from the larger particles.



Fry the coriander seeds until they turn golden brown.



Pound the coriander seeds.



Sieve the coriander powder to separate the fine particles from the larger particles.



To mix the quantities of the herbs to create 1 kilogram of spices, measure:

- 1 cup the maize flour
- ½ cup of turmeric
- 2 teaspoons of garlic and ginger
- 2 teaspoons of cinnamon
- 2 teaspoons of coriander



Pack your spice and herb mixture in airtight containers that has a label showing the ingredients. The product will then be ready for sale!

TIPS

1. Steaming instead of boiling the turmeric helps preserve the color, flavor and nutrients of the turmeric.
2. Steaming also helps it be more brittle while drying which will enable it to easily turn into powder.
3. You can continue to pound the larger particles of each of the ingredients until they are all finely ground.



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Local Income Solution



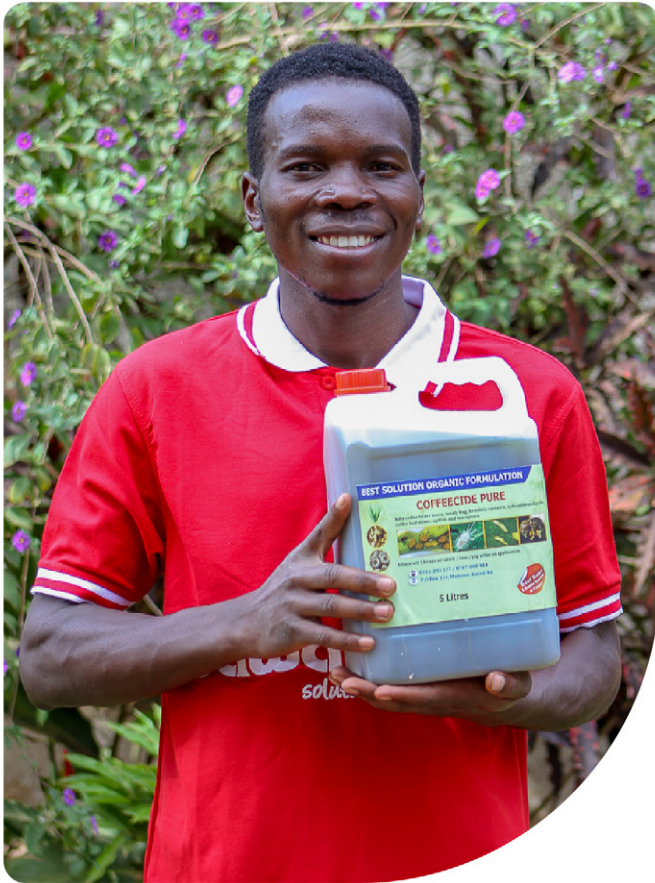
ORGANIC
PESTICIDES



John Kennedy Kalubya

SOLUTION ENTREPRENEUR

MALE • 27 YEARS • MUKONO, UGANDA



Kennedy is an innovative youth coffee farmer who has the unique ability to develop and implement great ideas. One of his proudest moments is when he opened a shop to sell organic pesticides and with a coffee shop where locally brewed coffee is served to the community.

While growing up, his father was a farmer and they struggled to cover his basic needs. Kennedy was determined to grow the farm, maximize their yields and provide a better livelihood from the one he had experienced during his earlier childhood.

He received a degree in agribusiness and started working on an organic farm. He soon started his own business called Best Solutions Supplies, selling organic pesticides for local farmers. His businesses expanded to also include a coffee bar.

HIS FAVOURITE QUOTE

“*Make the next chapter your best chapter.*”



INCOME FACTS

- Startup cost: 150,000 UGX (32.22 Euros)
- Selling price: 5 liters for 18,000 UGX (4.47 Euros)
- Income potential (monthly): 400,000 UGX (99.23 Euros)



SALE TIPS

- Attain marketing skills to grow your business.
- Brand your product so that it's outstanding from other products.
- Be patient, especially in the beginning, a business requires time.



POTENTIAL CHALLENGES

- During the hotter seasons, less pesticides are required. This may reduce the market seasonally.
- The producers of organic pesticides are low. This reduces the chances of learning from other experts in the field.
- This product requires education among customers. Most farmers are familiar with chemicalized pesticides.

5-YEAR VISION

To expand his business into four districts and support youth with his skill.



LEARNING VIDEO

Click the video and learn how to do this income solution.



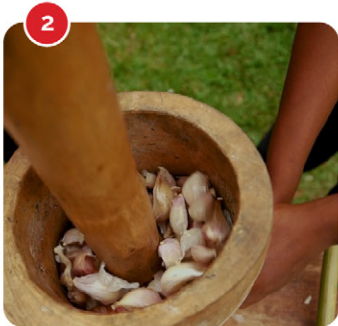
27 Steps TO MAKE ORGANIC PESTICIDES

MATERIALS

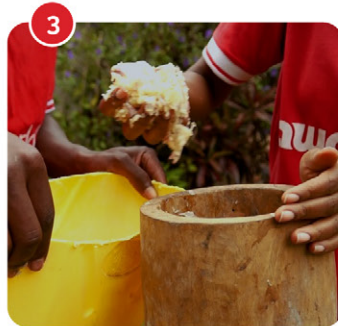
Mortar & pestle.....(1)	Knife.....(1)
Buckets.....(5)	Papaya leaves.....(1 basin)
5 litre basin.....(1)	*Tephrosia leaves.....(1 basin)
Wire mesh (2x2m).....(1 piece)	*Tithonia leaves.....(1 basin)
Water.....(5 litres)	African marigold leaves.....(1/2 basin)
Ginger.....(2 handfuls)	Mingling stick.....(1)
Garlic.....(2 handfuls)	5 litre jerrycan.....(1)
Lemon.....(6)	Measuring cup.....(250mls) (1)
Chilli.....(half a handful)	
Ash.....(1 plate)	* Optional
Animal urine.....(1/2 litre)	



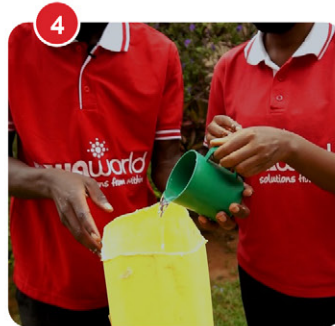
Break the garlic into small pieces.



Pound the garlic until it crushes into small particles.



Remove the pounded garlic and put it in a separate bucket/ container.



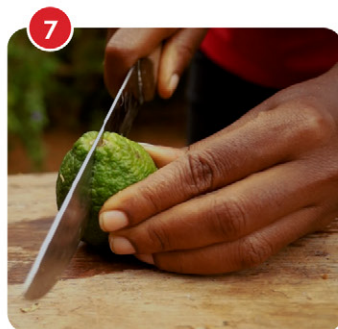
Add 1/4 litre of water into the mortar and store solution for one week in a cool dry place.



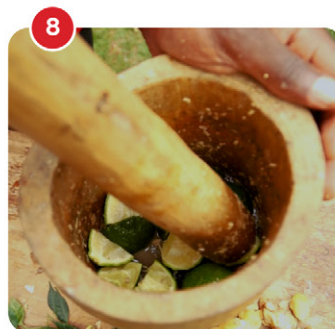
Break the ginger into small pieces.



Pound the ginger until it crushes into small particles. Repeat step 3 and 4.



Cut the lemons into small pieces.



Pound the lemons until they crush into small particles. Repeat step 3 and 4.



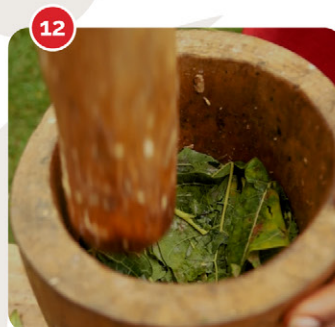
Get half a handful of chilli.



Pound the chilli until it crushes into small particles. Repeat step 3 and 4.



Get one container of papaya leaves.



Pound the papaya leaves until they crush into small particles. Repeat step 3 and 4.



Get one container of tephrosia leaves. If you don't have tephrosia leaves you can use neem tree leaves.

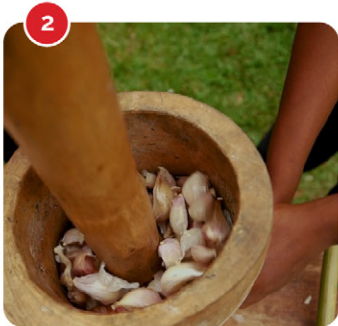
27 Steps TO MAKE ORGANIC PESTICIDES

MATERIALS

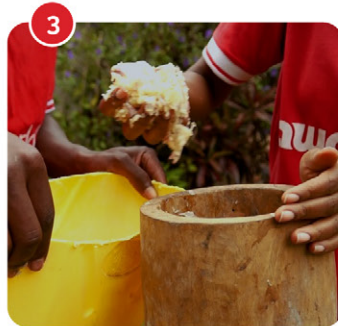
Mortar & pestle.....(1)	Knife.....(1)
Buckets.....(5)	Papaya leaves.....(1 basin)
5 litre basin.....(1)	*Tephrosia leaves.....(1 basin)
Wire mesh (2x2m).....(1 piece)	*Tithonia leaves.....(1 basin)
Water.....(5 litres)	African marigold leaves.....(1/2 basin)
Ginger.....(2 handfuls)	Mingling stick.....(1)
Garlic.....(2 handfuls)	5 litre jerry can.....(1)
Lemon.....(6)	Measuring cup.....(250mls) (1)
Chilli.....(half a handful)	
Ash.....(1 plate)	* Optional
Animal urine.....(1/2 litre)	



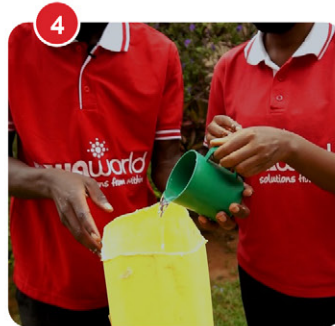
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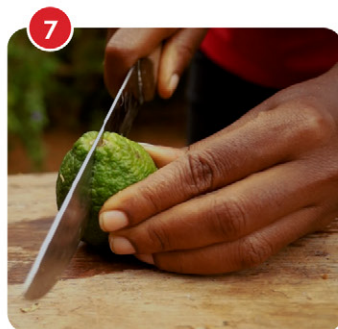
Add 1/4 litre of water into the garlic and store solution for one week in a cool dry place.



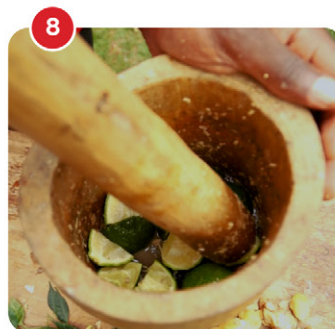
Break the ginger into small pieces.



Pound the ginger until it crushes into small particles. Repeat step 3 and 4.



Cut the lemons into small pieces.



Pound the lemons until they crush into small particles. Repeat step 3 and 4.



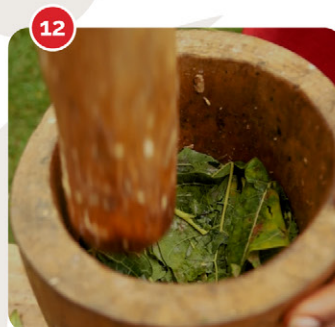
Get half a handful of chilli.



Pound the chilli until it crushes into small particles. Repeat step 3 and 4.



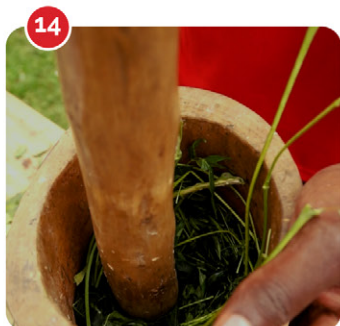
Get one container of papaya leaves.



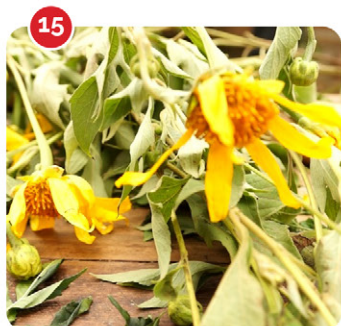
Pound the papaya leaves until they crush into small particles. Repeat step 3 and 4.



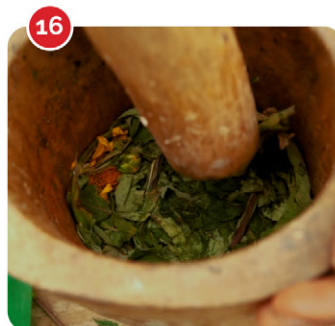
Get one container of tephrosia leaves. If you don't have tephrosia leaves you can use neem tree leaves.



14 Pound the tephrosia leaves until they crush into small particles. Repeat step 3 and 4.



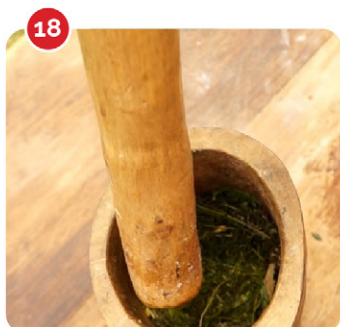
15 Get one container of tithonia leaves. If you don't have tithonia leaves you can use pumpkin leaves.



16 Pound the tithonia leaves until they crush into small particles. Repeat step 3 and 4.



17 Get one container of African marigold leaves.



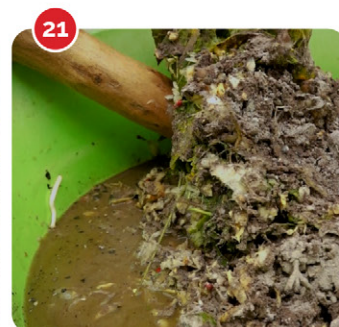
18 Pound the African marigold leaves until they crush into small particles. Repeat step 3 and 4.



19 After one week, put the ingredients in one container.



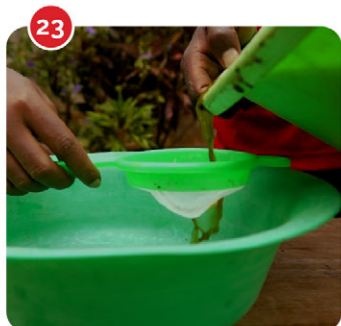
20 Add one plateful of ash.



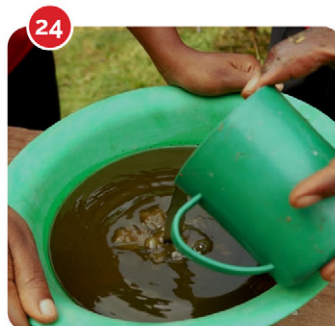
21 Stir the mixture and store the solution for one week in a cool dry place.



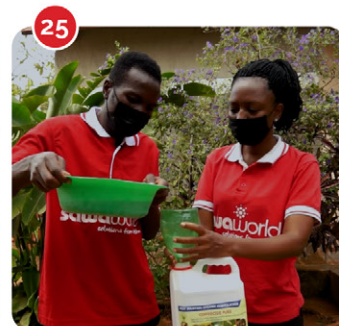
22 Sieve the residue using wire mesh.



23 Sieve the solution using a small sieve.



24 Add 1/2 litre of animal urine.



25 Pour 2 1/2 litres of the solution that is mixed with animal urine in a 5 litre jerrycan.



26 Add 2 1/2 litres of water to fill the jerrycan.



27 Add a label clearly indicating the ingredients and instructions. Your organic pesticide is now ready for sale.

TIPS

1. Use animal urine preferably from cows, pigs or rabbits.
2. Keep the animal urine in a container for one week before use.
3. If you don't have tephrosia leaves, you can use neem tree leaves.
4. If you don't have tithonia leaves, you can use pumpkin leaves.



4

Local Income Solution



NUTRITIOUS
PORRIDGE FLOUR

Emmanuel Kakooza

SOLUTION ENTREPRENEUR

MALE • 39 YEARS • MASAKA, UGANDA



As a certified nutritionist, Emmanuel has created a number of products that have improved the health of his community. He comes from a coffee farming family and is the founder of Kakooza Nutrition Solutions, a company that specializes in selling nutritious products like porridge and juices.

After his studies, he applied his knowledge to cover the gap in hospitals by offering nutrition plans to patients. He provides health intervention for different issues such as malnutrition, especially among children and breastfeeding mothers. He developed a nutritious porridge from a mixture of healthy grains such as soya beans and rice. This porridge has been proven beneficial as it is high in vitamin B, which boosts energy levels and brain function.

His greatest joy is when he receives testimonies from his clients on the improved health benefits that they experience. It has also motivated him to create a range of other products such as fresh bottled juice.

HIS FAVOURITE QUOTE

“*The success of people is not measured by money or land, but people they impact.*”



INCOME FACTS

- Startup cost: 200,000 UGX (50.65 Euros)
- Selling price: 1 kilogram at 6,000 UGX (1.52 Euros)
- Income potential (monthly): 363,000 UGX (91.89 Euros)



SALE TIPS

- Maintain good quality and hygiene of the product.
- Maintain discipline while managing the business.
- Always exercise patience and persistence.



POTENTIAL CHALLENGES

- The product requires enough working space, therefore an extra cost.
- There is a need for machinery for milling the grains.
- Identifying the right packaging material can be expensive.

5-YEAR VISION

Building his own production factory and exporting to the international market.



LEARNING VIDEO

Click the video and learn how to do this income solution.



8 Steps TO MAKE NUTRITIOUS PORRIDGE FLOUR

MATERIALS

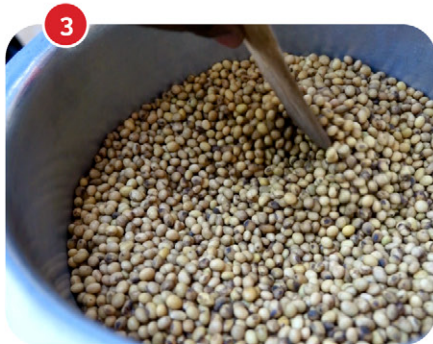
Soya beans.....(1kg)
 Rice grain.....(1kg)
 Paper bags.....(1)
 Label.....(1)
 Weighing scale.....(1)
 Spoon.....(1)
 Saucepan.....(1)
 Container.....(1)
 Charcoal stove.....(1)
 Mingling stick.....(1)
 Sieve.....(1)



1 Identify the best source of good quality grains in your area.



2 After getting the soya beans and rice grains, clean them by removing unwanted items like stones, molds, old grains, etc



3 Deep roast the soya beans on moderate heat for 15 minutes. They are ready when they turn light brown. Be sure to retain the skin of the beans.



4 Take the soya beans and rice to a nearby miller to turn the grains into flour. Be sure to measure them before taking them for milling to know the weight for each.



5 After milling, be sure to sieve the flour to remove any unwanted particles.



6 Keeping the ratio of 1 to 1, add 1kg of soya to 1kg of rice flour and mix well.



7 Pack your nutritious porridge flour and label it accordingly for easy identification of the product.



8 Your porridge is now ready to be sold!

TIPS

1. Do not wash the grains as they need to be completely dry to be used. To test this, when you break the grain it makes a cracking sound.
2. Be sure to clearly indicate the date when the flour was milled and the best before date on the label.