



**TEACH**  
A MAN TO FISH



# From Idea to Income

Technical Assistance Programme Overview

## About Our Technical Assistance Programme



Over the last 10 years, Teach A Man To Fish has worked with educational institutions around the world with the primary aim of building their capacity to plan and run sustainable businesses that are both profitable and educational.

From Rwanda to Nicaragua to Afghanistan, our support has made, and continues to make a real difference in bridging the gap between a vision for quality education, and having a plan for making that vision a reality for the long term.

Working with Teach A Man To Fish, Technical Assistance clients are guided to select businesses that have the best chance of success in their community, prepare a robust business plan for businesses they decide to set up, and to run these businesses profitably and sustainably.

## Training, Resources and Guidance

Teach A Man To Fish's Technical Assistance package provides intensive face-to-face training, resources and guidance tailored to suit each school's priorities and context. A sample training package can include:

- **10 days on Business Planning** covering resource assessment, business selection, SWOT (strengths, weaknesses, opportunities, threats) analysis, competitor analysis, risk mitigation, estimating budgets, record-keeping, marketing, sales planning.

**This component also includes supported market research.**

- **5 days on Business Implementation** covering setting up business teams and structure, business management systems, customer care, problem-solving, product pricing and financial management.
- **5 days on businesses education** which covers student roles within business units, skills practice checklists and teaching techniques.
- **5 days on businesses sustainability** which involves plans and techniques for ensuring businesses continue to grow in the future.

Training also involves guided practical, hands-on experience, for example: visiting and interviewing potential clients and local business experts as well as conducting market research at the business planning stage. All training topics are further supported by a suite of resources.



## African Case Studies (2014-2018)

### Technical Assistance Impact

- **21 businesses** planned
- **17 businesses** started
- Schools earned an **average monthly profit of \$1,497 USD** in their first year of business implementation.

Teach A Man To Fish has built a strong relationship with the Salesians of Don Bosco who have set up technical and vocational schools for poor youth who have dropped out of school. While the Salesians continue to provide funds towards the operational costs, each of these schools runs as an independent entity.

In 2014, Teach A Man To Fish provided a Technical Assistance programme for the Centre Professionnel d'Education Technique Don Bosco in Benin. Since then, three further Don Bosco centres in Mali, Tanzania and Madagascar have been recommended for Technical Assistance contracts.

### Centre Professionnel d'Education Technique Don Bosco, Benin

The Centre provides skills training to out-of-school youth in and around Parakou, many of whom do not have the funds to pay for training themselves. In the past, the Centre depended on grants from the Salesians but wanted to start generating its own funds to assure the school's future sustainability.

From October 2014- February 2016, Teach A Man To Fish provided a Technical Assistance package and supported the Centre to plan seven businesses and set up five businesses in auto-mechanics, electrical installation, masonry, carpentry and room rental.

The businesses generated 2,536,523XOF (4,700 USD) of profits in just 4 months from May - August 2015, equivalent to 4.6% of the Centre's annual budget.



### Centre de Formation Professionnel Jean Bosco, Mali

The St. Jean Bosco Centre, Sikasso was established in 1995 as an independent technical and vocational training school for poor out-of-school youth in southern Mali. In the past, the Centre was fully-funded through grants from the Salesians but wanted to start generating its own funds to assure the school's future sustainability. Teach A Man To Fish worked with the school to achieve its goal of developing their current workshops in electricity, metalwork and mechanics into profitable and educational businesses.

Teach A Man To Fish provided a Technical Assistance package of training and support from Oct 2015- Feb 2017 to a mixed group of teachers and students on how to plan, set up and run a business.

Through this programme, the school was supported to plan five businesses and start three: electrical installation, welding and room rental for meetings and conferences. Teach A Man To Fish also worked with St. Jean Bosco to prepare marketing materials such as business cards, leaflets.

The three businesses generated 5,224,779 (9,822 USD) of profits in their first 5 months of operation January to May 2016. This total represented 3.9% of school's annual running costs.

**Between 2016 to 2017, the businesses' profits accounted for 76% of the initial Technical Assistance fee. The Centre projects that by mid-2018, after 2.6 years of operation, its profits will cover the complete cost of training.**



## Don Bosco Youth Training Centre, Iringa, Tanzania

Teach A Man To Fish provided a Technical Assistance package of intensive face-to-face training and resources and guidance from November 2015 to February 2017.

The Centre planned six businesses and were supported to set up all six: carpentry, welding, auto-mechanics, printing, electrical, masonry involving. Setting up and running these businesses involved 285 technical students.

Within the first year, the auto-mechanics, printing and carpentry businesses built up a host of regular clientele who came to the workshops for wheel alignment, balancing and other car repairs as well as printed materials (such as calendars and invitation cards) and building maintenance.

By October 2016, the businesses were generating a monthly profit of 3,055,461 TSh (1,352 USD), equivalent to 2% of the school's annual running costs every month.



## Centre de Formation Marie Auxiliatrice, Antananarivo, Madagascar

Teach A Man To Fish provided a Technical Assistance package of intensive face-to-face training, resources and support from April 2017.

Support is ongoing to date for four local NGO staff (Bureau Technique De Developement FMA). Nine teachers and 59 students are currently involved with implementing their businesses at the Centre.

Following training, the Centre is being assisted to make three businesses – catering , bakery and room rental – successful after launch in early 2018.

## About Teach A Man To Fish

Founded in 2006, Teach A Man To Fish is a British charity working to tackle youth unemployment and poverty around the world through entrepreneurship education. Through its programmes, Teach A Man To Fish is enabling young people around the world to develop key 21st century skills needed for school, business and life.

Visit [www.teachamantofish.org.uk](http://www.teachamantofish.org.uk) for more information.

