

GEMS1 has optimized opportunities to leverage business finance leading to the recent addition of a specific project output for Access-to-Finance to its results framework.

In 2010, the Project *inter alia* supported Kano BMO partner, the Leather and Allied Products Association of Nigeria (LAPAN), to secure a NGN 59 million (\$394,000) concessional loan from the National Economic Reconstruction Fund (NERFUND).

LAPAN subsequently distributed the fund from mid-2011 to 180 of its members, mainly small enterprises.

The little injection of money from the loans accessed through NERFUND has positively changed a number of enterprises and is continuing to have effect in income and employment since its release.

GEMS1 presents interview feedback from 3 Finished Leather sub-sector enterprise loan recipients in Kano...



Abbas Musa...



"I buy leather from small local tanneries in Kano and sell this and other shoe-making materials to local artisans.

I borrowed NGN 400,000 (\$2,667) in June 2011 which I mainly used to buy more leather stock and so sell to more artisans. I also set up four of my older boys in a second shop. Overall, the loan has helped me to expand my business 2.5 times.

For our family, I have mainly used my increased income to provide my other six children with better quality education."

Salisu Achiru...



"When I first met GEMS, I only had one pair of slippers and worn clothes, and was a runner in the market!

With my loan of NGN 200,000 (\$1,333), I have opened a shop and employed 2 full-time workers to do my tanning, and a third part time to make slippers for sale.

With my new increased income, my young family enjoys improved living standards, especially better food."

Mohammed Meshida...



"I took a loan of NGN 200,000 in June 2011 and within 14 months had an increased materials inventory valued at NGN 3.2 million (\$21,333) to support my expanding business.

I have hired 3 workers including 2 of my sons (one of whom is married with children) to succeed me when I retire.

If more finance was available, I would borrow again to expand more. This would include opening a second outlet further inside the market closer to the shoemakers and more business.

My increased income has improved our family living standards: in addition to employment of my two eldest sons, we have been able to pay for better education for our other two children."

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