

## SME SUPPORT ORGANIZATIONS & PROJECTS



### E-Ghana Project

The Ministry of Communication (MoC) is collaborating with the World Bank CAS to implement the e-Ghana project which aims at supporting concrete initiatives to implement the Government ICT-led development strategy and more specifically at generating increased employment in the IT-Enabled Services (notably BPO) sector, enhancing efficiency, transparency and accountability in selected government agencies and departments by rolling out e-Government applications run under public-private partnerships (PPP) which will build on the successful experience of GCNet with the Customs, Excise and Preventive Service (CEPS) and improving access to information/transaction capabilities for citizens and businesses.

#### Components of e-Ghana Project

Component 1 - The enabling environment component aims at setting the necessary building blocks for the ICT-led growth to materialize.

It will notably cover:

- Finalizing or developing the relevant policies, legislation, regulations and procedures (telecommunications/ broadcasting/Postal/e-legislation);
- Developing and maintaining an M&E framework (aimed at facilitating GoG's program management of the project, public information and supervision efforts);
- Technical assistance, capacity building and supporting knowledge management system for:
  - The implementation agency/project coordination unit (the Ghana Information Communication and Technology Directorate, GICTeD),
  - The Ministry of communications (MoC) coordination of ICT-led GoG initiatives,
  - Coordination of Development Partners' (DP's) contributions to optimize DP support; and
- Reprivatization of Ghana Telecom.

Component 2 - Business Process Outsourcing and Local ICT businesses. This component is aimed at positioning Ghana to capture a better slice of this market by:

- Transforming Ghana into a prime destination for Business Process Outsourcing in the region (a major push to strengthen ICT promotion and remove investment barriers);
- Encouraging the development of local ICT businesses (quality certification/ accreditation under the GoG inter-operability Framework; software-testing tools and facilities in public universities – to be used by local companies and faculty/students); and
- Setting up 5 ITES training centres in collaboration with private sector, and promoting linkages between teachers/students and IT/ITES businesses.

This component will also build on the MSME project, which supports the establishment of an ICT Park in Tema.

Component 3 - E-Government applications and intra-government communications. This component will focus on replicating the success of the GCNet project (of the Customs Excise and Preventive Service) by rolling-out e-government applications, using Public Private Partnerships (PPP) to modernize and improve selected government services. Potential government applications, which have been identified for PPPs, include IRS, Accra Metropolitan Assembly, Immigration Services, Payroll and e-procurement.

Finally, improving the intra-government communications, and it is proposed that this project component will support the establishment of a government wide network and messaging system building on pilot projects already initiated to connect most key MDAs in the Ministerial enclave. The use of shared portal infrastructure will also allow the cutting down on the time required for the implementation of the collaboration and messaging project.

**Contact Address:**

e-Ghana Project, Ministry of Communication  
P.O. Box M38, Accra-Ghana.

**Tel:** +233 21 666465

**Fax:** +233 21 667114

**E-mail:** [info@moc.gov.gh](mailto:info@moc.gov.gh)

**Website:** [www.moc.gov.gh](http://www.moc.gov.gh)



**Eximguaranty Company (Gh) Limited**

Incorporated in April 1994, Eximguaranty Co. (Gh) Ltd. (“Exim”) is a privately owned Limited Liability Company (LLC). The shareholders of Exim are as follows: BOG (Financial Investment Trust) with the majority shares, Social Security and National Insurance Trust (SSNIT), National Investment Bank (NIB) and The Trust Bank (TTB).

Exim provides credit guarantee covers to assist financial institutions in extending credit facilities to SMEs. A guarantee is an indemnity against loss and not a security for a loan. It is meant to provide a cushion in the event of

business failure and credit defaults. Borrowers remain primarily liable to their Banks even after a claim has been paid by Exim.

In addition Exim provides bid bonds, advance payment guarantees, etc. to enable contractors bid for and undertake contracts awarded them.

### **Objective**

These are:

- To assist the banks and non-banks financial institutions to extend credit facilities to borrowers who may have inadequate or no collateral
- To provide internal and external guarantees to approved financial institutions in the disbursement of foreign credit lines
- To provide mechanism through which agriculture products (perishable and/or non-perishable), can be financed, coordinated and marketed
- To provide an insurance cover for export proceeds
- To provide refinance facilities for eligible financial institutions to support rural economic activities and producers of non-traditional export commodities
- To manage trust funds

### **Guarantee fees payable**

Exim charges a fee of 2.5% to 3% per annum for local and foreign currencies respectively, payable prior to the insurance of a certificate of guarantee.

### **Evaluation process**

1. Financial institution evaluates firm's need
2. Financial institution completes a prescribed application form with requisite details
3. The completed application form is forwarded to Exim
4. Exim sends appropriate response to financial institution
5. Financial institution advises applicant form of decision

### **Targeted facilities**

Participating banks and non-bank financial institutions may apply on behalf of their clients for any of the guarantee categories listed:

- Credit guarantee cover for the private sector
- Credit guarantee cover for foreign credit lines approved by the BOG
- Credit guarantee cover for pre- and post- shipment export credit

The extent of the guarantee cover is 75% for all types of loans and advances, over a specified period agreed on between Exim and the financial institutions.



**CD Link:** FAQ on Eximguranty is included in the CD.

**Contact Address:**

**Location:** 27 Noi Fetreke Street, Roman Ridge Ambassadorial Est. Extension, Accra - Ghana

**Postal:** P. O. Box 18543, Accra - Ghana

**Telephone:** +233 21 7686763-4

**Fax:** +233 21 768884

**E-mail:** info@eximghana.com

**Website:** www.eximghana.com



**Export Development and Investment Fund**

The Export Development and Investment Fund (EDIF) was established by Act 582 on the 4th October 2000 to provide financial resources for the development and promotion of the export trade of Ghana. Operation of the fund however started in July 2001 with the appointment of a Chief Executive, the inauguration of a 13 member Board and the establishment of a Secretariat to manage the fund.

The main policy of the fund is to support exporters with funds at concessionary rates in order to make Ghana's exports competitive on the international market and also give grants to strengthen public/private sector institutions and associations which provide service to the export sector to facilitate their work. As such the fund has two facilities which can be accessed for financial assistance namely the Export Development and Promotion Facility (EDPF) and the Credit Facility (CF).

**SERVICES:**

***Export Development and Promotion Facility***

The EDPF supports activities of groups and institutions in the development and promotion of export products and provision of services to the export sector. The EDIF Board is responsible for disbursement of the EDPF and applicants seeking support from this facility must submit an application in the prescribed form to the EDIF Secretariat for consideration by the Board. EDPF Application forms are available at the Secretariat and applicants with approved applications are awarded grants to finance their projects. To date the EDPF has disbursed monies to several applicants including GEPC, ATAG, AGI, VEPEAG, PSI, AGOA and Ministry of Trade and Industry.

Activities the EDPF finances include the following:

- Product Development and Promotion
- Capacity Building, Market research and Development of Infrastructure

- Development and Promotion of other entrepreneurial activities
- Export Trade – Oriented Activities of Institutions

Eligible Applicants:

- Institutions, organizations, product and trade associations in both the Private and Public Sectors which provide services to the Export sector shall be eligible to access funding from the EDPF to finance their projects.
- The assistance provided under the EDPF is expected to benefit a group, sector or industry and not one exporter.

Submission, Evaluation and Approval of Application:

- An applicant seeking support from the EDPF shall submit a request on a prescribed application form to the EDIF Secretariat.
- Appraisal, evaluation and approval or otherwise of the application shall be made within a reasonable period in compliance with the objectives of the Fund.

### ***Credit Facility***

The Credit Facility however gives loans through Designated Financial Institutions (DFIs) appointed by the EDIF Board to participate in the EDIF scheme to individual/corporate exporters, producers of export goods (manufactured items/agricultural produce) developers of infrastructural projects to provide services to exporters. To benefit from the fund companies and enterprises must be wholly Ghanaian owned or have majority Ghanaian shareholding. An applicant must obtain the prescribed application form from a Designated Financial Institution through which the facility if approved is disbursed. The DFI bears the credit risk for loans disbursed to applicants through its bank.

**Contact Address:**

Export Development & Investment Fund  
13th Floor, Ridge Tower  
Ridge, Accra

P. O. BOX MB 493, Accra-Ghana

**Tel:** (233-21) 67 15 67/9 – 67 15 83/4 **Fax:** (233-21) 67 15 73

**E-mail:** info@edifghana.org **Website:** www.edifghana.org



**Ghana Export Promotion Council**

The Ghana Export Promotion Council (GEPC) is an autonomous body established by NLC Decree 396 in 1969. It is the national focal point institution for export development and promotion, working under the aegis of the Ministry of Trade and Industry.

### **Scope of Activities**

The Council's goal is to ensure that the national export diversification and promotion drive succeeds. In pursuance of this goal, the Council engages in an extensive scope of activities. These include:

- Development of national export awareness;
- Identification of products with export potential and locating markets for them;
- Creating goodwill for Ghanaian products through overseas and local trade fairs and exhibitions;
- Providing exporters with the necessary assistance for penetrating the competitive international market;
- Organising market missions to enable Ghanaian exporters meet prospective overseas buyers;
- Assisting businessmen travelling abroad with information on the target markets;
- Providing advice on export marketing to exporters;
- Training exporters and personnel of export facilitating institutions to upgrade their skills in export marketing; and
- Recommending to Government the necessary assistance and incentives needed by the Ghanaian exporter.

### **Technical Services to Exporters**

#### ***General Information Service***

The Council's well-stocked library is a veritable source of useful information on export products, markets, marketing systems and mechanisms, quality requirements and packaging. It is open to the public on all working days. The library scans publications received from abroad and culls relevant information for dissemination to exporters. The Library together with the Public Relations unit constitute the first port of call for visiting clientele of the Council from where they are directed to the appropriate technical staff for assistance, if necessary.

Foreign businessmen find the Council a very reliable source of business information on Ghana.

#### ***Advisory Service***

Our professional staff counsels exporters on a wide range of issues including product development, adaptation, handling, preservation, packaging, pricing and shipping which, in totality, ensure effective market penetration.

#### ***Market Development***

The Council assists exporters to locate foreign buyers for their products, using well established channels such as the Ghana Missions and Trade Commissioners abroad, Foreign Missions in Ghana and Trade Promotion Organizations worldwide.

### **Trade Facilitation**

In order to make the process of exporting easier for non-traditional exporters, the Council liaises closely with all export-related agencies in Ghana to streamline procedures and documentation. Some of these agencies are the Ministry of Trade and Industry, Bank of Ghana, Customs, Excise and Preventive Services, Internal Revenue Service, Ghana Ports and Harbours Authority and Freight carriers.

### **Export Incentive Schemes**

The Council, in close collaboration with the Ministry of Trade and Industry, plays a crusading role in the establishment of incentive schemes for exporters, some of which are as follows:

- An Export Proceeds Retention Scheme in operation allows exporters to exchange all (i.e., 100%) foreign exchange proceeds from non-traditional exports into cedis at competitive rates negotiated with the exporters' bankers.
- A Corporate Tax Rebate which allows any manufacturer or any person engaged in agricultural production, exporting part or all of his production, to claim tax rebate between 40% and 75% of his tax liability.
- A Customs Duty Drawback that allows exporters to draw back up to 100% of duties paid on material imported to produce goods for export.
- A Bonded Warehousing that allows manufacturers to seek Customs license to hold imported raw materials intended for manufacturing for export in secured places without payment of duty.
- Up-Front Duty Exemption which operate alongside the duty drawback system enables exporters enjoy 100% duty exemption on imports intended to go into production for export.

### **Export Financing**

In 1990, on the initiative of Government the Export Finance Company (EFC) was established to streamline and institute a comprehensive export financial scheme. At present, EFC operates pre- and post-shipment credit schemes. It is, however, expected to cater for all the components and aspects of the chain of activities related to exports from production to shipment through the following schemes:

- Export Credit Guarantee
- Export Insurance
- Export Refinance
- Direct Export Financing

### **Registration of Exporters**

The Ghana Export Promotion Council registers commercial exports in the country and the objectives of the registration exercise are as follows:

- To build a database that will facilitate the collection of up-to-date information on exports and exporters for the provision of appropriate assistance programmes (both national and international) for export companies;
- The matching of exporters with foreign buyers and other business interests;
- To monitor the performance of exporters for purposes of export support schemes, awards and selection and recommendation for other enhanced facilities/incentives provided by GEPC and other export-related institutions;
- To give due regard to recognizable and reliable export companies to be carried in national export drive programmes; and
- To provide the basis for strengthening private sector product associations.

**Contact Address:**

The Executive Secretary  
Ghana Export Promotion Council  
**Postal:** P.O. Box M.146, Accra, Ghana  
**Tel:** 233-21-228813/228830/228623  
**Fax:** 233-21-668263  
**Website:** [gepcghana.com](http://gepcghana.com)



**Ghana TBT & SPS Website Portal**

The Ghana Technical Barriers to Trade (TBT) & Sanitary and Phytosanitary Measures (SPS) Website Portal was established with the aim of providing technical information to Exporters and Importers on the subject of Technical Barriers to Trade (TBT) and Sanitary and Phytosanitary Measures (SPS). This effort is spearheaded by the Ministry of Trade, Industry, PSD & PSI and is expected to enable stakeholders understand how TBT and SPS issues affect their trading activities.

**Technical Barriers to Trade**

Technical barriers to trade generally result from the preparation, adoption and application of different technical regulations and conformity assessment procedures. If a producer in country A wants to export to country B, he will be obliged to satisfy the technical requirements that apply in country B, with all the financial consequences this entails. Differences between one country and another in their technical regulations and conformity assessment procedures may have legitimate origins such as differences in local tastes or levels of income, as well as geographical or other factors. For example, countries with areas prone to earthquakes might have stricter requirements for building products; others, facing serious air-pollution problems might want to impose lower tolerable levels of automobile emissions. High levels of per capita income in relatively rich countries result in higher demand for high-quality and safe products.



Technical regulations and standards set out specific characteristics of a product — such as its size, shape, design, functions and performance, or the way it is labelled or packaged before it is put on sale. In certain cases, the way a product is produced can affect these characteristics, and it may then prove more appropriate to draft technical regulations and standards in terms of a product's process and production methods rather than its characteristics per se. The TBT Agreement makes allowance for both approaches in the way it defines technical regulations and standards.

### **Sanitary & Phytosanitary Measures**

For the purposes of the SPS Agreement, sanitary and phytosanitary measures are defined as any measures applied:

- to protect human or animal life from risks arising from additives; contaminants, toxins or disease-causing organisms in their food;
- to protect human life from plant- or animal-carried diseases;
- to protect animal or plant life from pests, diseases, or disease-causing organisms; and
- to prevent or limit other damage to a country from the entry, establishment or spread of pests.

These include sanitary and phytosanitary measures taken to protect the health of fish and wild fauna, as well as of forests and wild flora.

Measures for environmental protection (other than as defined above), to protect consumer interests, or for the welfare of animals are not covered by the SPS Agreement. These concerns, however, are addressed by other WTO agreements (i.e., the TBT Agreement or Article XX of GATT 1994).

#### **Contact Address:**

Ghana Web Portal on SPS & TBT  
Ministries, Accra  
**Tel:** +233 -21-123456  
Ministry of Trade, Industry & PSI  
**Website:** [www.sps-tbt-ghana.org](http://www.sps-tbt-ghana.org)



#### **Ghana Trade Fair Company Ltd**

The Ghana Trade Fair Company Ltd. (GTFC) is a Trade Promotion Company with the mission to commercially manage the Ghana International Trade Fair Centre in West Africa and to provide effective and profitable trade and investment for Ghana, Ghanaian companies, goods and Services through the medium of Ghana Trade Fair and other commercial activities. In pursuit of this mission the Ghana Trade Fair Company has developed its facilities at the Centre to suit the business needs and requirements.

It is a state-owned, but autonomous and self-financing enterprise, which is the most significant organizer of trade fairs, exhibitions and other events in Ghana. GTFC is administratively responsible to the Ministry of Trade, Industry and Presidential Special Initiatives.

Objectives of the GTFC:

- To promote Ghana's trade and investment opportunities;
- To promote Made-in-Ghana goods;
- To source out for information of Specific and Potential Markets;
- To develop and enhance existing and new markets ;
- To interact with new and old customers;
- To introduce new products and services;
- To meet buyers and sellers on one platform; and
- To sustain existing market and expand globally.

**Contact Address:**

Ghana Trade Fair Company Limited  
P. O. Box TF 111, Trade Fair Centre, La-Accra, Ghana.  
**Tel:** (233-21) 776612-14, 768521. **Fax:** (233-21) 772012  
**E-mail:**gtfcfairs@yahoo.com, gtfcfinance@yahoo.com.  
**Website:** www.gtfc.com.gh



**Ghana Venture Capital Trust Fund**

The Government of Ghana established the Venture Capital Trust Fund (VCTF) to provide low cost financing to businesses so they can grow, create wealth and jobs. The vision of Government is that this scheme will enrich businesses with enough resources to create jobs.

**The functions of the VCTF are basically two:**

1. The provision of credit and equity finances to eligible venture capital financing companies to support small and medium-scale enterprises which qualify for equity, quasi-equity and credit financing.
2. The provision of monies to support other activities and programs for the development and promotion of venture capital financing in the country.

In order to achieve the above objectives, the Venture Capital Trust Fund has partnered with the Private Sector to establish various Venture Capital Financing Companies whose sole authorized business is to assist in the development of SMEs by making available for their use, equity, quasi-equity and credit financing in addition to providing them with Technical Assistance to boost management expertise and productive capabilities.

**Contact Address:**

*All SME applications for funding must be made to any of the venture capital finance companies:*

Activity Venture Finance Company: Tel: 021 244473/65

Bedrock Venture Capital Finance Company: Tel: 021 671797/9

Gold Venture Capital Limited: Tel: 021 255633

Fidelity Fund II: Tel: 021 782625

To contact Ghana Venture Capital Trust Fund:

12th Floor, Premier Towers, Ministries,

**Tel:** +233 21 671459, 670946, 670986

**Fax:** +233 21 672590

**E-mail:** info@venturecapitalghana.com

**Website:** www.venturecapitalghana.com



**GNPA Limited**

The GNPA Limited is a limited liability company with 100% equity stake by government of Ghana. The company was established initially as Ghana National Procurement Agency (G.N.P.A) in 1976 by SMCD 55 and was incorporated under the companies code in 1995. The primary aim of the organization initially was to import "essential commodities" in large quantities for sale to Ghanaian consumers at affordable prices, procure goods for Ministries, Departments and Agencies (MDAs) and to hold buffer stock for National Food Security. However, on incorporation as Limited Liability Company new roles are being performed by the company in addition to the traditional roles.

Under the Industrial Reform and Accelerated Growth Programme initiative by the Ministry of Trade, Industry and President's Special Initiative, GNPA Limited is to focus on the supply of agricultural raw material inputs to local industries under the Rural Enterprises Development Programme, particularly in the area of agro-processing, and to undertake bulk purchases of designated commodities for sale to the local and export markets.

The new role also includes establishment of Export Trade Houses (ETH) to specialize in export market where Small and Medium Enterprises (SMEs) can enter the international market thereby focusing on production only.

**Contact Address:**

**Postal:** GNPA Limited

P. O. Box 15331, Accra – North, Ghana

**Tel:** 233-21-228829, 233-21-228321

The Chief Executive: 233-21-221049

The Director of Export: 233-21-229519

Marketing & Business Development: 233-21-228387

**Tel/Fax:** 233-21-221049

**E-Mail:** gnpa@africaonline.com.gh / info@gnpa-ghana.com

**Website:** www.gnpa-ghana.com



**GRATIS Foundation**

GRATIS Foundation evolved out of the Ghana Regional Appropriate Technology Industrial Service (GRATIS) Project, which was established by the Government of Ghana in 1987 and mandated to promote small-scale industrialization in Ghana. To accomplish this mandate, GRATIS established Intermediate Technology Transfer Units (ITTUs) now designated Regional Technology Transfer Centres (RTTCs) in nine regions of Ghana to transfer appropriate technologies to small-scale industrialists through training, manufacturing and the supply of machine tools, plants and equipment. GRATIS co-ordinates the activities and provides backstopping to its network of RTTCs and also supports the activities of the pioneer ITTU established in 1980 in Suame in the Ashanti Region by the Technology Consultancy Centre (TCC) of the Kwame Nkrumah University of Science and Technology (KNUST).

### **Products & Services**

The principal products & services of the GRATIS Foundation are: Training, Support Services, Manufacturing and Provision of Credit facilities.

**Training:** GRATIS provide technical (engineering and non-engineering training) and entrepreneurial skills to promote self-employment. All GRATIS/RTTC have training facilities located at the GRATIS Headquarters and the nine Regional RTTCs, which are found in all the regional capitals except the Ashanti Region.

**Support Services:** A Consultancy Division and the Engineering and Industrial Design Centre undertake GRATIS Support services. The services includes the identification, development and adaptation of designs and prototypes, market research and feasibility studies for the Micro, Small and Medium Scale Enterprise (MSE) and the provision of technical support (selection, procurement, installation, training and maintenance of equipment) to clients of GRATIS.

**Manufacturing:** In its role to develop and promote industrialization, GRATIS uses its facilities to repair and manufacture machinery and equipment on commercial basis to support various productive sectors of the economy.

### **Provision of Credit:**

- Equipment Hire Purchase
- Working Capital Provision
- Turn Key Packages

**Contact Address:**

The Executive Director,  
Gratis Foundation  
P. O. Box CO 151, Tema-Ghana.

**Tel:** (233) 022 204243/207610

**Fax:** (233) 022 204374

**E-mail:** [executivedirector@gratisghana.com](mailto:executivedirector@gratisghana.com)  
[gratis@ighmail.com](mailto:gratis@ighmail.com)

1. For marketing information: [marketing@gratisghana.com](mailto:marketing@gratisghana.com)
2. For general information: [info@gratisghana.com](mailto:info@gratisghana.com)
3. For personnel information: [personnel@gratisghana.com](mailto:personnel@gratisghana.com)
4. For engineering & industrial design information: [eidc@gratisghana.com](mailto:eidc@gratisghana.com)
5. For training information: [training@gratisghana.com](mailto:training@gratisghana.com)

**For further information on their Regional Technology Transfer Centres (RTTCs), contact the regional directors at the following addresses:**

RTTC	ADDRESS	TELEPHONE	LOCATION	Email
Tema	Box CO 151	022-207608	Heavy Industrial Area	tema@gratisghana.com
Sunyani	Box 602	061-27262	Sunyani Polytechnic	sunyani@gratisghana.com
Tamale	Box 902	071-22890	Industrial Area, Lamashegu	tamale@gratisghana.com
Koforidua	Box 1214	081-23229/23503	Near Jackson Park	koforidua@gratisghana.com
Takoradi	Box 351	031-22662	Sekondi-Takoradi, Beach Road	takoradi@gratisghana.com
Ho	Box 748	091-28274	Near Reg. Police HQ.	ho@gratisghana.com
Bolgatanga	Box 298	072-23015	Near Ghana National Fire Service	bolgatanga@gratisghana.com
Wa	Box 226	0756-22211	Tumu Rd. Opposite Cotton Ginery	wa@gratisghana.com
Cape Coast	Box A185	042-32762	Near Ameen Sangari	capecoast@gratisghana.com



## Information Technology Enabled Services Secretariat

The Government of Ghana has initiated the e-Ghana project to support concrete initiatives to implement the Government's ICT-led development strategy.

The project aims at

- Improving the enabling environment for the use and adoption of Information Communications Technology for economic development,
- Generating increased employment in the Information Technology and Information Technology Enabled Services sector and
- Enhancing efficiency, and accountability to facilitate good governance and improve access to information and services for citizens and businesses.

Positioning Ghana as a competitive destination in Information Technology Enabled Services (ITES), the ITES Secretariat has been established under the auspices of the Ministry of Communication for the overall development and promotion of the ITES/ Business Process Outsourcing Sector in Ghana. The Secretariat has the specific mandate to facilitate the development of an Information Technology industry in Ghana.

Through its support programs, ITES Secretariat aims to help Ghanaian Information Technology/ITES Companies and professionals in obtaining a greater share of the domestic as well as the global Information Technology and Information Technology Enables Services market place.

ITES Secretariat started operations in March 2007 and is located at the Ghana Multimedia Center (Old Ghana House) High Street, Accra.

### Services

ITES Secretariat Services Include:

- Propose improvements and modifications in national Information Technology policies and incentives
- Propose fiscal and corporate incentives for private sector Information Technology companies
- Determine the skill-sets, expertise and capabilities of the domestic Information Technology companies through effective liaison, surveys, seminars and workshops
- Act as a one-stop shop to cater to all the needs of an Information Technology company for setting up or facilitating Information Technology business ventures in Ghana
- Act as a bridge between the private Information Technology companies and the various government bodies
- Study the laws, regulations and strategies of various competitor countries and explore new markets for the Ghana Information Technology industry

- Arrange the participation of Ghanaian Information Technology Industry in domestic and international Information Technology events
- Provide protocol, hosting and match-making facilities for foreign delegates and investors in Information Technology/ITES Industry
- Plan, develop and establish "Technology Parks" in Ghana
- Develop and execute a marketing plan to help local software companies reach out to potential clients abroad, attract and facilitate foreign software firms to establish their software development facilities in Ghana
- Execute various Public Sector Development Program funded projects for the strengthening of the Information Technology industry and development and utilization of human resources
- Act as an interface between the Government and the Information Technology industry
- Support the Information Technology Enabled Services Industry Association

**Contact Address:**

ITES Secretariat

Ghana Multimedia Center (Old Ghana House), High Street, Accra.6th Floor

**Postal:** P.O. Box M38, Accra.

**E-mail:** [info@ites.gov.gh](mailto:info@ites.gov.gh)

**Telephone:** +233 21 664816 **Fax:** +233 21 664835

**Website:** [www.ites.gov.gh](http://www.ites.gov.gh)



**Leasing in Ghana**

The leasing industry in Ghana is made up of independent leasing companies and two other companies which are subsidiaries of banks. The independent leasing companies include Ghana Leasing Company Limited, General Leasing and Finance Company Limited, and Leasafric Ghana Limited. Ecobank Leasing Company Limited and Merban Finance and Leasing Company are subsidiaries of Ecobank Ghana Limited and Merchant Bank Ghana Limited respectively.

Ghana Leasing Company was the first of its kind created by the International Finance Corporation (IFC), Commonwealth Development Corporation (CDC) and Deutsche Investments und Entwicklungsgesellschaft mbh (DEG) as well as local financial institutions. The Ghana Finance Lease Law is considered to be one of the most innovative and progressive in Africa.

Since the introduction of leasing in Ghana in 1991, leasing has grown steadily and is now considered as an alternative to bank loan financing for equipment purchases. However, funding continues to constrain the potential growth of the leasing industry.



**CD Link:** Contact Addresses of all the leasing companies in Ghana are included in the CD (Non-Bank Financial Institutions).



### Microfinance and Small Loans Centre

The Government of Ghana launched a \$50 million Micro Credit Fund from the International Monetary Fund (IMF) as seed money for disbursement to grassroots business operators last year. The aim is to create jobs and reduce poverty. The facility is being disbursed under the Micro Credit Fund by the Microfinance and Small Loans Centre (MASLOC) through the banks as part of efforts by the Government to make small and medium-scale financing available to the informal sector.

In pursuance of this objective, the head office of MASLOC was commissioned the same day of the launch and 10 Regional offices have since been established to ensure that the services of MASLOC are decentralized. Beneficiaries of the Micro Credit Fund are groups who can access between ₵250,000 (US\$27) and ₵150 million (US\$16,300). However, National Board for Small Scaled Industries (NBSSI) made a case to MASLOC to disburse loans to SMEs on their behalf. The NBSSI/MASLOC loan has since started the disbursement of loans between GH₵2,000 million and GH₵25,000 million to SMEs.

**Contact Address:**

**Head Office**

**Postal Address:** MASLOC, PMB Accra.

**Tel:** (021) 782528



### Micro, Small and Medium Enterprise Project

The Ghana Micro, Small and Medium Enterprise Project aims to enhance the competitive and employment levels of Ghanaian Micro, Small and Medium Enterprises (MSMEs). This will be achieved by:

- building an integrated market access and trade facilitation infrastructure;
- proactively supporting entrepreneurship development;
- developing and strengthening, on a sustainable basis, the capacity of local intermediaries to deliver financial and non-financial services to MSMEs, and MSMEs to make productive use of these services;
- reducing selected business constraints, including technical barriers to trade, faced by MSMEs;
- providing an enabling environment (access to finance, trade promotion, and trade facilitation infrastructure) to boost increased investments in the MSME sector; and
- Enhancing the facilitation, project development, and implementation roles of the Government.



## Components under the MSME Project

### ***Business Development Services (BDS) Fund***

The Business Development Services (BDS) Fund will provide matching performance grants to BDS Providers serving the MSME sector, rather than offering direct support to the MSMEs. The matching grants will be provided to Participating Banks and other eligible banks to assist them in developing and expanding efficient lending to MSMEs. Furthermore, the BDS Matching Grants will be provided to:

1. Eligible MSMEs including:
  - Clients of banks to improve the capacity to present credible loan application packages; and
  - To make productive use of loans and improve their ability to service debts.
2. Eligible business development service providers, including training providers to implement a range of services to support SME borrowing capabilities and post-borrowing performance.

The BDS Fund will again assist eligible financial institutions and intermediaries to develop and make available additional financial instruments to MSMEs.

### ***Proactive Trade Information System***

Funds have been allocated under the Access to market, Trade Facilitation and Enterprise Development component to finance the development of an integrated national infrastructure for facilitating trade, including the establishment of an *online Proactive Database* and interactive Trade information system (PTIS). The configuration of the PTIS entails assistance in capacity building to deliver online (Web-based) services for training, product development and adaptation, packaging, labeling, and so on.

The backbone of the PTIS is a Data Center, that will be established to deliver online information resources and tools on selected products and markets, including standards, packaging, labeling and other protocols customized for prospective entrepreneurs and investors in Ghana.

### ***SME Database***

Achieving these objectives would be facilitated by having a comprehensive MSME Database by sector and product lines accessible as one-stop-shop through a Resource Information Center. This section of the project is still under development.

### ***ICT Park***

Implementation of a Technology Park based on best-known approaches and practices, through well-coordinated engagement of key stakeholders from the public and private sectors.

### ***Web-Based Product Gallery***

### ***Furniture City***

### ***SPX Linkages and Subcontracting***

**Contact Address:**

**Location:** Former EDIF Building, Next to MOTI, Ministries

**Postal:** The Project Coordinator, Ministry of Trade and Industry, PSD/PSI  
P. O. Box M47, Ministries, Accra

**E-mails:**

**Project Coordination Unit:** [pcu@msmemoti.org](mailto:pcu@msmemoti.org)

**General Information:** [info@msmemoti.org](mailto:info@msmemoti.org)

**Project Coordinator:** [fokusi@msmemoti.org](mailto:fokusi@msmemoti.org)

**Tel:** +233 21-686554/+233 21 670532

**Fax:** +233 21 662428



### **National Board for Small Scale Industries**

The National Board for Small Scale Industries (NBSSI) was established by an Act 434 of 1981 with a mandate to promote the growth of micro and small enterprises (MSEs).

NBSSI has its head office in Accra with regional secretariats comprising a Credit Unit and Business Advisory Centres (BACs) located in all ten (10) regional capitals of Ghana. NBSSI currently has BACs in 110 districts.

The mission of NBSSI is to improve the competitiveness of micro and small enterprises by facilitating the provision of business development and integrated support services.

#### **Services to MSE**

1. NBSSI through its BACs:

- Facilitate the improvement of the environment for small-scale enterprises creation and growth.
- Facilitate MSEs access to business development services.
- Contribute to the development of enterprise culture in Ghana.
- Provide advisory, counseling and extension services to MSEs.
- Promote Group formation and strengthening MSE Association.

2. NBSSI through its Credit Unit at the Regional Secretariat is responsible for:

- Creating an enabling financial environment for MSEs to operate within.
- Managing some credit schemes (PAMSCAD credit line for Small Scale Enterprises, MASLOC facility and other revolving Loan Schemes).
- Providing technical support to district Assemblies that wants to operate credit scheme for MSEs.
- Facilitating MSEs access to institutional credit and other financial services.

**Contact Addresses:**

Head Office:

The Executive Director

P. O. Box MB 85, Accra.

**Tel:** 021- 668641/2, 020-2012753**Fax:** 021-669707, 669707, 661394**E-mail:** nbssided@ghana.com

## Regional Contact Addresses:

Region	ADDRESS	TELEPHONE	Email
Greater Accra	Box MB 85, Accra	021-665693	nbssigar@ghana.com
Eastern	Box 854, Koforidua	081-23026/23114	nbssikda@africaonline.com.gh
Volta	Box 119, Ho	091-26366/26948	nbssiho@africaonline.com.gh
Central	Box 1333, Cape Coast	042-32409/33769/33917	nbssicape@africaonline.com.gh
Western	Box 27, Sekondi-Takoradi	031-46498/21147	nbssisek@africaonline.com.gh
Ashanti	Box 3832, Kumasi	051-22472/25426	nbssiash@africaonline.com.gh
Brong Ahafo	Box 622, Sunyani	061-27181/23360	nbssisunyani@yahoo.com
Northern	Box 226, Tamale	071-22136/24835/24770	nbssitle@africaonline.com.gh
Upper East	Box 50, Bolgatanga	072-23306/22348	nbssiblg@africaonline.com
Upper West	Box 277, Wa	0756-22091/22339	nbssiwa@africaonline.com.gh


**Support Programme for Enterprise Empowerment and Development**

SPEED Ghana facilitates the development of the financial market and business development services for Ghana's micro, small and medium enterprises (MSMEs), which contributes to their increased competitiveness. SPEED Ghana supports intermediaries such as business development and microfinance

service providers to deliver market oriented and sustainable technical and financial services.

The role of SPEED Ghana is that of facilitating and networking institution and tags on and expands further on existing and sometimes planned interventions of the Ghanaian government and other Development Partners. SPEED Ghana has three components namely:

Component 1 – Business Development Services (BDS). This Component seeks to facilitate the BDS market development. The component pays special attention to the BDS markets in selected value-chains, being tourism, wood products, natural plant products, garment & textile, and ICT (information and communication technology).

Component 2 – Technical Assistance Support to microfinance institutions and banks with a sizable microfinance portfolio. This component wants to provide capacity-building support to financial institutions that in turn provide financial services to the poor in general and the MSME sector in particular.

The component wants to achieve this objective through several interventions, which are grouped under:

- Provision of direct technical support to the finance institutions with a sizable microfinance portfolio (rural and community banks; credit unions; financial NGOs, Susu collectors and savings and credit cooperatives);
- Institutional Support at meso level such as assistance given to Apex Organizations of rural banks, financial NGOs, Susu collectors; support to a local rating service and Credit Reference Bureau as well as through coordination and lobbying activities;
- Support to better understand the demand side of the microfinance market (data management and studies; consumer education and protection programme).

Component 3 - SPEED Financing Facility (SFFL) that provides financial wholesale products to financial institutions that are either already lending to MSMEs or are intending to enter this market segment.

By September 2006 the SPEED fund was fully operational supporting nine participating financial institutions with wholesale loans to a total value of approximately GH¢3.2 million. These revolving facilities utilized the custodial and managerial services of the Bank of Ghana. During the period to September 2009 the fund will be augmented by an additional GH¢3.3 million from DANIDA to expand activity and to finance new product support to financial institutions active in the micro and SME sector. The fund will typically lend between GH¢100,000 and GH¢300,000 over a 2 to 3 year period to regulated financial institutions.

## Participating Financial Institutions

- Atwima Kwanwoma Rural Community Bank
- Achantman Rural and Community Bank
- Kakum Rural Community Bank
- Lower Pra Rural and Community Bank
- Manya Krobo Rural and Community Bank
- CAL Bank Limited
- ProCredit Savings and Loans
- Unibank
- Leasafri Ghana Limited

How to Apply for a Loan: Contact any of the participating financial institutions and ask of the SPEED Financing facility.

### Contact Address:

SPEED Ghana

**Postal:** Box CT 5268, Cantonments - Accra

**Telephone:** +233 (0)21 778834 / 772866

**Fax:** +233 (0)21 765298

**E-mail address:** info@speedghana.org

**Website:** www.speedghana.org



## United States African Development Foundation

The United States Congress established the United States African Development Foundation (USADF) in 1980 as an independent public corporation with a mandate to promote the participation of Africans in the economic and social development of their countries. USADF provides small grants of \$250,000 or less to private and other nongovernmental entities in Africa to:

- Finance sustainable poverty alleviating initiatives that are conceived, designed, and implemented by Africans and aimed at enlarging opportunities for community development;
- Stimulate and expand the participation of Africa's poor in the development of their countries; and
- Build sustainable African institutions that foster grassroots development.

The principal aim of USADF's grants is to enable grassroots groups to generate increased incomes through productive enterprises that expand the overall economic production capacity and increase the economic security of their families and communities.

### *The USDF Approach*

USADF believes that local communities are a vital source of ideas and energy for development. The Foundation makes grants directly to African enterprises

and non-governmental organizations; none of its resources pass through government agencies or international organizations. All USADF-funded projects are "made in Africa" - proposed, designed, and implemented by the beneficiaries themselves, with any needed technical assistance and training provided entirely by local experts. USADF's participatory development approach builds local capacity and promotes self-help by unleashing entrepreneurial spirit and mobilizing community resources. USADF's efforts complement larger, government-to-government assistance programs by tackling problems "from the ground up" and developing new models of participatory development that can be replicated on a larger scale by other grassroots groups and communities, local and international private sector entities, and other development assistance agencies.

In Ghana, USADF partners with the Integrated Productivity and Development Centre (INPRODEC), to provide priority funding to sectors including high value-added agro-processing, information and communication technology, salt mining and processing for export, garment and textile manufacturing, exportable handicrafts, eco-tourism, and HIV/AIDS programs with micro-enterprise components.

***How to apply for Funding:***

All questions regarding investment eligibility or investment application procedures should be directed to the ADF country representative with address below. You can also read more about USADF from their website: [www.adf.gov](http://www.adf.gov).

**Contact Address:**

Seth Asante  
US African Development Foundation  
P.O. Box CT 2581  
Number 13 Ridge Road  
Roman Ridge  
Accra, Ghana  
**Tel:** (233) 21.785.311, (233) 21.75.83.12  
**Fax:** (233) 21.77.32.05  
**E-mail:** [adfghana@gmail.com](mailto:adfghana@gmail.com); [sasante@ghana.adf.gov](mailto:sasante@ghana.adf.gov); [sasante@usadf.gov](mailto:sasante@usadf.gov)  
**Website:** [www.usadf.gov](http://www.usadf.gov)