



**Theme:** “Mindset Change for Agricultural Transformation and Economic Growth in Teso- Post COVID -19”

**Topic:** The need for Mindset Change to take Advantage of Development Programs in Teso.

### Panelists

	<b>Name</b>	<b>Moderator</b>
1	Dr. John Ilukor	Economist, World Bank
		<b>Guest Speakers</b>
2	Mr. Charles Ocici	Executive Director, Enterprise Uganda
3	Dr. Henry Nakalet Opolot	Ass. Commissioner, Farmland Planting, Ministry of Agriculture, Animal Husbandry and Fisheries

During the 2 and half online discussion session attended by over 90 people to share lessons learnt and experiences on Mindset change for Agricultural transformation and Economic Growth in Teso-Post COVID-19. Specifically, the discussion was looking at the need for mindset change to take advantage of development programmes in Teso.

### Summary of Matters arising from the discussion

#### Introduction of the Webinar Series

- Rising poverty levels in Teso
- Failure of development programs to reduce poverty levels in Teso
- Teso needs a transformation strategy for Agriculture
- IWA-Uganda has already developed Agricultural Transformation Strategy in place
- The purpose of the webinar series was to prepare people’s mindset readiness for transformation and delivery mechanisms
- The strategy targets farmers in rural areas for transformation

#### Presentation Summary

- Power of mindset was discussed
- Strategy needs weekly interactive discussion with farmers through radios



- Testimonies were shared of transformation on asset possessions, storage facilities, and management of the restaurant and nursery school to encourage creation of society transformation by increasing value addition
- IWA and other stakeholders like government must work in line with the livelihood programmes chain
- Previous experiences of mindset change programmes were shared like Trust Bank under the women programme and Centenary Bank dealt with Catholic women in cultivating the culture of serving each other
- People's mindset should be built in savings under the SACCO's and Microfinance Institutions (MFIs) to get out of poverty
- Show people, the avenues to improve their livelihoods to reduce poverty levels
- Encourage people in Teso to form groups and join mainstream banking for increased access to finance.
- The livelihood programmes should reduce the spirit of entitlement and dependency instead encourage sustainable spirit of enterprise growth
- The enterprises must result to independence, motivation and commitment to improve livelihoods
- Build the spirit of enterprise and entrepreneurship to grow capital through actions
- Successful businesses deliver solutions that address the expectations of customer in terms of functionality and competition in relation to price, quality, volumes, and service
- The society transformation happens when people know how to create lasting customer relations to foster customer care in the environment of competition
- Poor mindset change results to under utilization of infrastructure and social services
- Good roads in the communities should be able to remove old means of production, productivity and ambition
- For example, Blacks in South Africa still remain poor and desperate despite having good infrastructure like energy being wasted for non-productive activities
- Our people in Teso should be encourage to take advantage of the available infrastructure and social services to improve their livelihoods
- In every district, Sub-counties and parishes, there is increasing evidence on the power of mindset.
- For instance, Mr. Akutu started with one acre of cassava plantation but now has over 300 acres of cassava plantation yet he never stepped in Senior one for secondary education
- Every Atesot or Etesot must cultivate a mindset of independence and responsible to transfour ourselves as good examples in our rural communities. For istance, The MP of Mbarara, Mr Yaguma defied all odds of life amidst him being physically disabled to



establish multiple business enterprises and defeat physically able contestants to come to parliament,

- Such people come from humble background and growing up in poor families with low or no education rose to the top amidst all the macro economic challenges. What was laughable in the same community, their relatives still languish in poverty calling the rich one “lucky” due to poor mindset change.
- Our Teso society must be helped to create entrepreneurial mindset of being independent, a 100% responsible for their livelihoods, self-belief, resilience (ability to rise amidst resultant challenges), courage (ability to walk a lonely journey with the belief I will survive in the brutal journey, the courage to run, win, pick the button again) and learning trait (what is it that you did last season and worked so well, what is that you failed in, what is it that someone beat you in and how do you make yourself better)
- Constant ability to learn from past experiences was vital in developing an entrepreneurial mindset
- Our people must have passion and the ability to motivate themselves and tell themselves to go and do it again to be able to compete.
- For instance, evidence of progress, Iteso begin to move from stories of lost cows to discuss how they can expand to Bugisu, Arua and other parts outside Teso to open business entities (Change of Speech from we to taking personal responsibilities as individuals) then transformation can be realized in our society.
- Teso people start to value their time (changes in attitudes from early morning drinking, playing Mweso games and moving to acquire land, hiring a tractor and scaling up production, maximizing profits, reinvest profits to attract external resources like grants and support from development partners, company of ambitious mentors, sustainable enterprises by heroes, and then cropping up in repeat businesses, priceless business referrals, good profit margin which keeps customers coming, line of bappy credit suppliers, brand identity beyond owner, and people fully utilizing their potential and finally everyone focuses on moving forward.

### **Response Summary**

- Mr Ocici Charles was thanked for the powerful message, full of insightful thoughts and knowledge sharing
- Teso as a region cannot adequately produce what to eat let alone the market for instance cabbages, onions, watermelon and tomatoes still come from Elgon region
- Teso used to produce the best meat in the country due to good pastures
- Teso has failed to utilize the available pastures for a long time now



- People in Teso have no access to information on pesticides and seeds
- Teso needs good social and institutional structures to transform agriculture
- The previous performance of NUSAF projects has been a big problem in Teso, Why?
- Poverty levels in Teso are increasing, why?
- Delivery mechanisms require Teso elites to be change agents in agricultural transformation by owning the process as good examples in their rural communities. For instance, in Botswana, Elites balance weekly life for work and weekend life for rearing cows and other related farming activities. In doing this, elites become living examples to show the village people the best practices of farming
- Set up a factory for oranges and cassava to produce paper, starch, soap, ethanol, etc that benefits farming in Teso
- Transformation of land policy
- Lessons to be learned from previous transformation was to improve value chain like poultry, piggery, etc
- Sharing of videos of success stories of different farmers like the story of a young man who deals in fish ponds business making billions of money in Amuru District
- Continuous training of business mindset in Teso communities
- IWA to improve structures to reach many farmers in Teso
- Revive the Meat factory in Teso
- Introduce ranch system in Teso
- Package key messages to encourage agricultural transformation
- Mobilize farmers into groups to benefit from the World bank Projects
- Encourage value addition
- Create access to farming tools
- Produce crops for import substitution

The online webinar series was well attended with members yearning for more webinars for real agricultural transformation in Teso. The IWA Chairperson assured online participants that the webinar series will be running up to August after every two weeks.