



## REPORT OF THE NATIONAL CAPACITY-BUILDING WORKSHOP ON EXPORT PROCEDURES TO AGRI-VALUE CHAIN ACTORS AT BROS HOTEL IN JUBA, SOUTH SUDAN HELD ON 19 OCTOBER 2023.



### 1.0 INTRODUCTION

The global crises of COVID-19, Conflict, and Climate Change pose challenges to EAC economies and business growth. The East African Business Council (EABC) partnered with Sequa GmbH under the Business Scouts Fund in the project on "Enhancing Competitiveness of Agri-food Industry and Mitigating the Impact of Global Crises to Improve Food Security in the EAC Region." Under the project, EABC organised the Master Trainers Capacity-Building Workshop on "EAC Export procedures and contract farming" on Monday, 24th July 2023 in Kampala, Uganda. During the training participants were exposed to the latest developments in Contract Farming to Agri-value chain and EAC Export Procedures for Food Products. The training sought to improve the technical and contractual capacity as well as enhance the understanding of export procedures & documentation for Agri-actors.

Following the Regional training, the EABC in collaboration with the South Sudan National Chamber of Commerce, Industry, and Agriculture (SSNCCIA) organised the National Capacity-Building Workshop on EAC Export procedures on 22<sup>nd</sup> August 2023 in Juba, South Sudan.

## 2.0 BACKGROUND AND OBJECTIVE OF NATIONAL CAPACITY-BUILDING WORKSHOP

The main objective of the training was to improve the capacity and skills of Agri-actors on EAC Export Procedure in South Sudan to enhance the competitiveness of the agri-food industry and mitigate the impact of global crises on food security in the region.

Training on EAC export procedures, with a specific focus on food, is essential to facilitate smooth and successful trade within the East African Community. Exporting food products comes with unique challenges and requirements, including compliance with quality standards, safety regulations, and documentation procedures. By providing training on EAC export procedures for food, Agri actors can gain a comprehensive understanding of the specific rules and regulations governing food exports within the region.

The training enhanced the knowledge of Agri-actors in South Sudan to navigate the complexities of the EAC market more effectively, ensuring compliance with regulatory requirements and reducing the risk of non-compliance penalties or rejected shipments.

By understanding EAC export procedures for food allows South Sudan agri-actors to take advantage of preferential trade agreements, such as the EAC Common Market Protocol which provides tariff reductions and preferential market access. The training provided agri-actors with knowledge of risk management strategies, logistics, and export financing options, enhancing their ability to mitigate export-related risks and optimize their export operations. Furthermore, by emphasizing product quality, safety standards, and efficient export operations, training fosters consumer trust, enhances competitiveness, and supports the growth of the food export sector within the EAC.

## 3.0 PARTICIPANTS

The workshop successfully brought together **35 participants** to be trained on the principles, processes, and best practices of export procedures. It provided a valuable platform for enhancing their understanding of crucial aspects of the export sector, contributing to the growth and development of the South Sudanese economy.

The list of participants is attached as an **appendix**.

## 4.0 OPENING REMARKS

During the workshop, EABC received a commendation from Hon. Lado Lukak, the Chairperson of SSNCCIA. In his remarks, Hon. Lukak expressed his appreciation for EABC's efforts in supporting the organising of the workshop and recognised the positive impact it had on enhancing the skills and capabilities of the participants. He emphasised the importance of capacity-building initiatives and recommended that more workshops be organised in the future. This recognition underscores the valuable contribution of the workshop towards the development of the agricultural and export sectors.

The Director for the Reception Ministry of Investment expressed gratitude to the organisers and reiterated the government's commitment to investment opportunities in the Republic of South Sudan. This endorsement highlights the government's support for initiatives that promote economic growth and trade facilitation.

Mr. Samuel Matayo, the representative from South Sudan Customs, shared clear requirements and guidelines on export procedures during the workshop. He expressed

his gratitude for such initiatives and acknowledged their significance in promoting compliance and efficiency in export processes.

Eng. Saulo, EABC National Liaison Officer, emphasised the importance of the workshop in enhancing participants' understanding of export procedures and equipping them with the necessary knowledge and skills for international trade. He highlighted the collaborative nature of the event, enabling participants to share insights and experiences and collectively strengthen their expertise.

Hon. Stephen Didor, the Director General of External Trade, graced the workshop as the guest of honor and officially opened and closed the event. His presence underscored the government's commitment to facilitating trade and economic growth. By formally declaring the workshop's opening and closing, Hon. Didor emphasised the significance of the topics covered and the importance of equipping individuals with the required knowledge and skills for successful engagement in export procedures.

EABC and SSNCCIA remain committed to organising similar capacity-building initiatives in the future to further strengthen the skills and capabilities of stakeholders and promote the growth of the export sector in South Sudan.

## **5.0 THE TRAINING SESSION**

The panel discussion provided a basic understanding and key information on exports in the Republic of South Sudan, specifically about export regulation and documentation requirements.

Key export documents required include a packing list, commercial invoices, certificate of origin, and any related permit from governmental institutions (bureau of Standard, Ministry of Health, Ministry of Agriculture, Ministry of Livestock and Fisheries, etc. related to exports of food staff)

The rate payable by exporters in every export activity is 18% applicable to all goods for export. This is expected to be zero-rated upon implementation of the EAC Custom Protocol. Note that the South Sudan Customs Authority is still not implementing East Africa Custom procedures and tariffs as the government hasn't signed the Protocol.

One weakness that we have in the South Sudan trade system is the lack of specialization in production, processing, distribution, and export. It could be easy to promote export from South Sudan if businesses are specialized,

The Custom Procedure is not applicable while practising domestic trade, then some businesses while doing export they do prefer to bypass all the official trade procedures and even bypass customs and attempt to smuggle goods out of the country.

The structure of South Sudan's foreign trade when excluding crude oil is imbalanced, as the country is a net importer.

A good number of South Sudanese businesses are opting to transact using cash and do not utilise the current banking system while trading with other EAC Partner States.

Further addressed the accusation by the business community on customs roadblocks. Noting that custom administrations are only available at the exit/entry points at the borders.

Stated the desire of businesses to streamline the regulatory requirements between the Customs Authority and the Bureau of Standards. Businesses prefer to obtain standards certification before dealing with customs.

The fees imposed by customs authorities while exporting is exorbitant thus discouraging investment in the export sector.

South Sudan should develop clear approaches to export policies and procedures with strategies on how to explore opportunities in the international markets. There is a need to develop guidelines and booklets for specific products such as honey, fish, etc. which will boost food export and other items.

The tariff imposed by customs is in line with guidance from the South Sudan Financial Act however other documents such as export and import strategy are yet to be passed by the policymakers.

The government has the knowledge that many companies have started export businesses but could not progress due to some challenges they encountered in the process, and they couldn't progress. Advised to create awareness of the compliance requirements of the Customs Authority, Ministry of Trade or other government institutions that have been reported to lead to obstacles.

There is a lack of significant data which could express South Sudan's export status, one key indicator processed under the Customs Authority is the trade balance. Accurate information on export status should be an indicator of policy reforms.

## **6.0 KEY RECOMMENDATION**

During the discussion on the various topics shared, participants shared their views, challenges, and way forward. The recommendations below were provided:

- i. Efforts between the private sector and the government must be coordinated.
- ii. Marketing of South Sudan products in the EAC region and international markets should be prioritised.
- iii. The Chamber of Commerce and other partners such as the East Africa Business Council (EABC) should continue to organise such gatherings to educate and encourage all the relevant authorities and the business community to work together and enhance export performance.
- iv. There is a need to intensify the sensitisation of the exporters to adopt the right export procedures.
- v. In any such similar initiative to be organised, there is a need to involve the Security agencies such as the Police, CID, and the army as they are the major authorities found at the roadblocks.
- vi. In the future, training on exports should engage more players from the agribusiness sector.
- vii. The duration of the workshop is short, one day is not enough. Any training to be organised in the future should be at least more than one day.
- viii. There is a need for workshop material, which could be used as a reference and guidance for the exporters.

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## VOLUNTEER TEAM URGES GOVERNMENT TO ENGAGE SUDAN WARRING PARTIES TO ALLOW EVACUATION

By Papa Goch Biar Mawien

The chairperson of the committee for emergency evacuation of South Sudanese trapped in war-torn has called on the transitional government to engage warring parties to allow evacuation of thousands of stranded South Sudanese.

Akoc Akuei Manhiem, said that many South Sudanese nationals are still caught up as fighting in neighboring Sudan intensifies in many parts of the country. "We want to save our people, it is the right time for the government to give us resources and support to maximize the evacuation," Akuei said in an interview with The Dawn in Juba on Thursday. He said the government needs to engage the warring parties to allow evacuation of people.

"There are six refugee camps in Khartoum in need of humanitarian assistance but the intensifying fighting in various areas is preventing humanitarian access," Akuei said.

He disclosed about 7000 South Sudanese are stranded in Jebel Awila area awaiting evacuation to South Sudan. "We are looking for ways to evacuate them to South Sudan, I sent one track last week but the number of people in need of evacuation is very huge," Akuei said.

The committee for emergency evacuation has since April evacuated thousands of South Sudanese in Omdurman and Jebel Awila.

"We are not able to pick up people from some parts of Sudan because the fighting is intensifying," Akuei said. South Sudan is currently hosting more than 310,000 returnees including Sudanese refugees who fled fighting in Sudan since April 15. The influx of this number of people has exacerbated the already dire humanitarian situation as humanitarian agencies struggle to respond to their needs.



**Akoc Akuei Manhiem**

## CHAMBER OF COMMERCE CALLS FOR INCREMENT OF ANNUAL AGRICULTURE BUDGET

By Simon Deng

The chairperson for the South Sudan chamber of commerce, industry and agriculture Lado Lukak Legge has called on the transitional government to increase the annual budget for agriculture in order to boost productivity.

Lukak said increased investment in agriculture will boost revenue earnings of the government and farmers through exports.

He was speaking to journalists at Bros Hotel during the opening of the training on export procedures for local farmers.

"We must have policies that promote agriculture, we must focus on what can be exported, pineapples can be exported to areas like Dubai and Qatar and livestock can be exported," Lukak said.

He revealed that Yei and Yambio produced most of the food consumed in the 1970's in Juba, adding that agriculture can provide food for the growing population in South Sudan.

"We must increase our agriculture productivity in terms of grain, pineapples, groundnuts and Gum Arabic which have ready market in the region and international markets," Lukak said.



**Lado Lukak Legge, chairperson for South Sudan chamber of commerce, Industry and Agriculture**

5	Penetration Specialist	6	1	Juba
6	Incident Responder	6	1	Juba
	Emergency Specialist			

## LIST OF THE PARTICIPANTS

NATIONAL CAPACITY BUILDING WORKSHOP ON EXPORT PROCEDURES TO AGRICULTURE VALUE CHAIN JUBA SOUTH SUDAN				
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Godwin Juma	Male	Hagama Agro Processing Co Ltd	9260911 17	
Caesar Riko	Male	SSNCCIA	9286896 89	
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Aluel Kuirbior	Female	BT.Global	9269698 44	
Cholkess Agoth	Female	Legal Adviser	9211664 97	
Likambu Isaac	Male	Urban South Group	9274598 55	

John Kasmiro	Male	Customs Administration (Customs)	9245336 40	
Borrigo Johnson	Male	HS Classification Unit (Customs)	9154177 96	
James Panther	Female	Bros	9200099 23	
Ochollo Richard	Male	E.G INT (Export Officer)	9246014 09	
Emmanuel Muoshong	Male		9278242 00	
Kasmatili	Male	INT & I	9245053 30	
Juba Ashraf Dumba	Male	Combat gen Trading	9212865 75	
Hon Lokak	Male	Chamber of Commerce		
John Lual	Male	Chamber of Commerce		
Stephen Docki	Male	Ministry of Trade		
Sarah Cosmas	Female	Chamber of Commerce		
Emmanuel Saulo	Male	EABC (Liason Officer)		<a href="mailto: easulo@eabc-online.com">easulo@eabc-online.com</a>

## POST-TRAINING EVALUATION ON THE PERCEIVED BENEFITS OF THE NATIONAL TRAINING

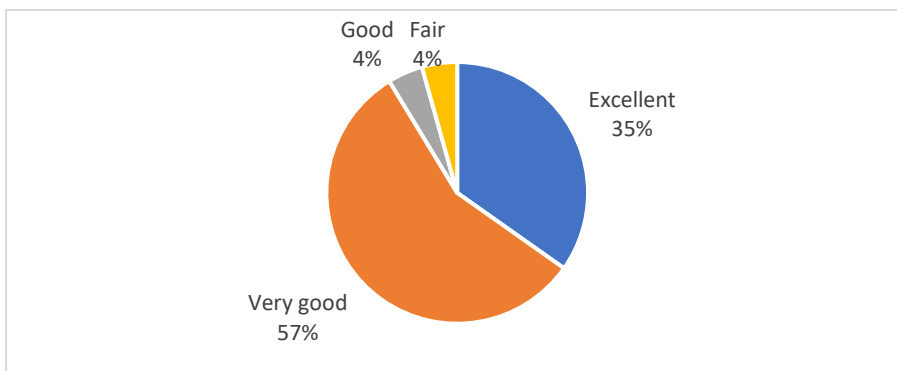
EABC conducted a post-training evaluation to get the perception of the benefits of the training. The following were the comments from the participants are summarised below:

### PART A: GENERAL PERCEPTION OF THE TRAINING

#### 1. Overall organisation and structure of the capacity building workshop.

Most of the participants (57%) were of the view that the organisation of the workshop was Very Good. Moreover, 4%, 4%, and 35% of the participants ranked it as Good, Fair, and Excellent respectively. The chart below provides a summary of the responses.

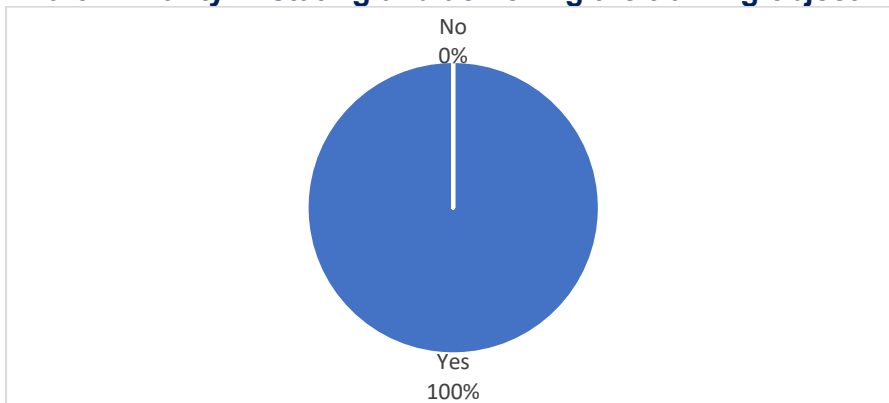
**Chart 1: Overall organisation and structure of the capacity building workshop**



#### 2. Training objectives

All respondents replied that the training objectives were clearly stated and achieved during the training. Chart 2 below provides a representation of the responses.

**Chart 2: Clarity in stating and achieving the training objectives**



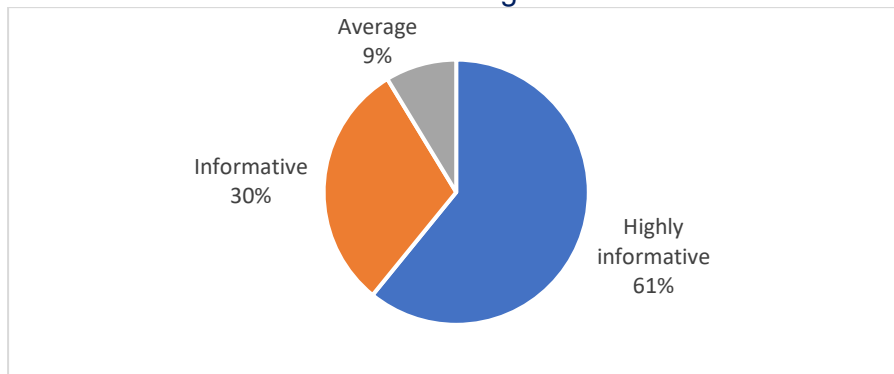


### 3. Content of the training sessions

Most of the respondents (61%) were of the view that the contents of the training were Highly Informative. The remaining respondents 30% and 9% viewed the content as Informative and Average respectively. The responses are provided in Chart 3 below.

**Chart 3: Rate the content of the training sessions.**

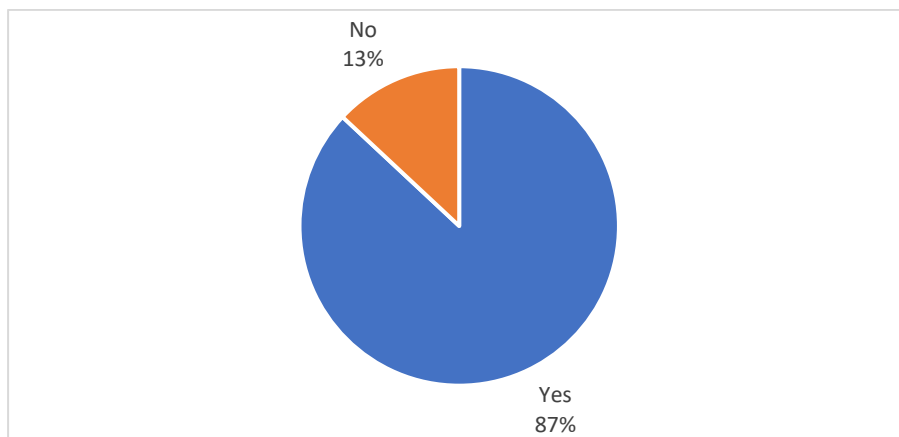
Please rate the content of the training sessions



### 4. Relevance of the training materials

Most of the respondents (87%) were of the view that the training materials were useful and relevant. However, 13% of the respondents had a different opinion. Chart 4 below provides a depiction of the responses.

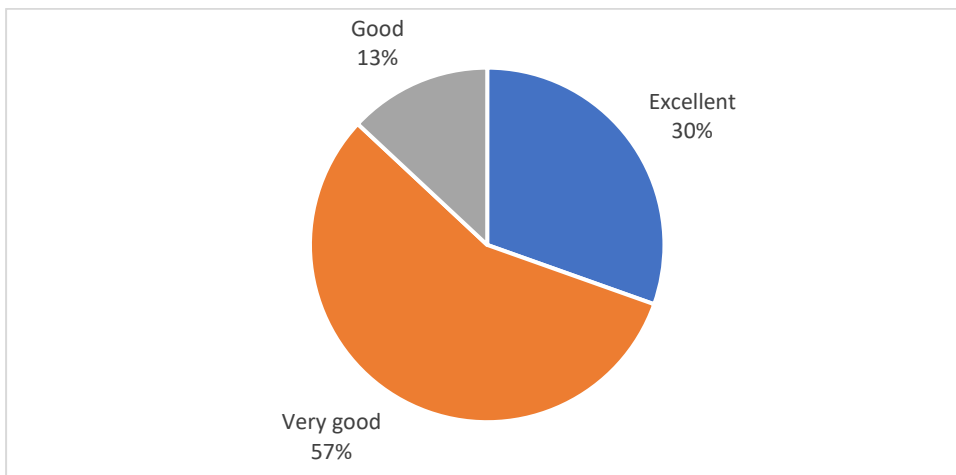
**Chart 4: Usefulness and relevance of the training materials**



### 5. Knowledge and experience of the trainer in delivering the content

Most of the respondents (57%) rated the knowledge and experience of the trainer as Very Good. 13% of the respondents were of the view that the trainer's knowledge and experience were Good while 30% of the participants were of the view that it was Excellent. The depiction of the responses is provided in Chart 5 below.

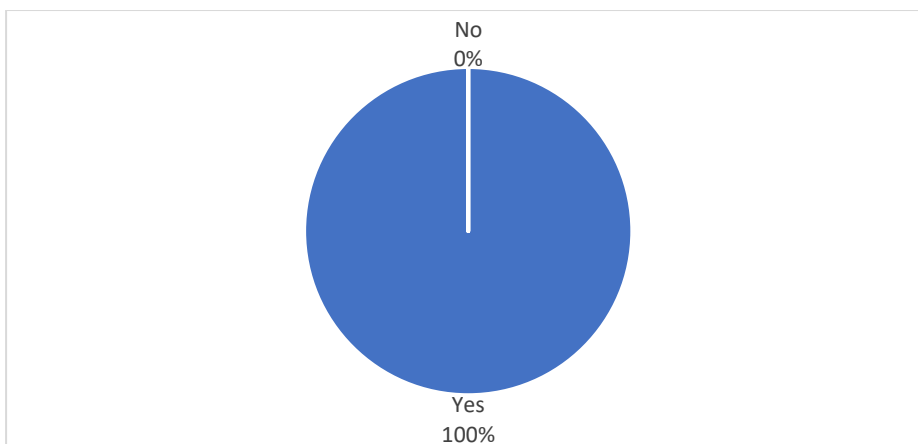
**Chart 5: Rate of the trainer’s knowledge and experience**



**6. Quality of interactions and engagements**

All the respondents were of the view that the training sessions were interactive and engaging. Chart 6 below provides the summary of the responses.

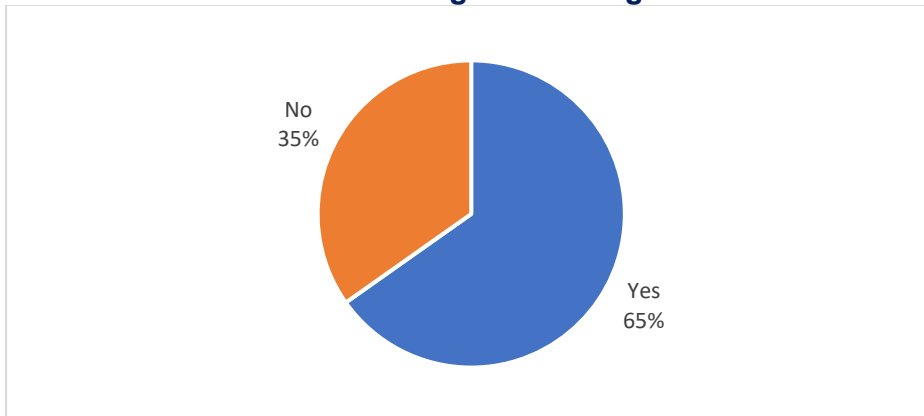
**Chart 6: Quality of interactions and engagements.**



**7. Opportunities for participants to ask questions and seek clarification during the training.**

Most of the respondents (65%) felt that they were given adequate opportunities to ask questions and seek clarification during the training compared to the 35% of the respondents that had a different opinion. Chart 7 below stipulates the responses.

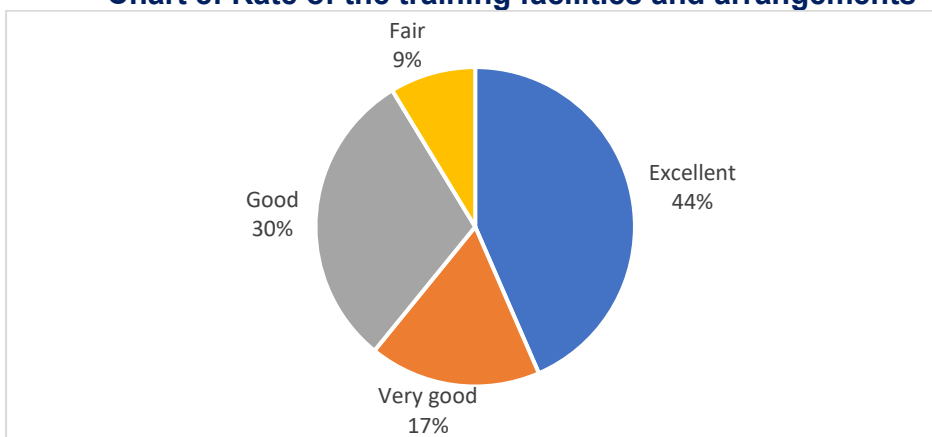
**Chart 7: Opportunities for participants to ask questions and seek clarification during the training.**



**8. Rating of the training facilities and arrangements**

Most of the respondents (44%) reported that the training facilities and arrangements were Excellent. 30%, 17% and 9% reported the facilities and training arrangement as Good, Very Good, and Fair respectively. The results are provided in Chart 8 below.

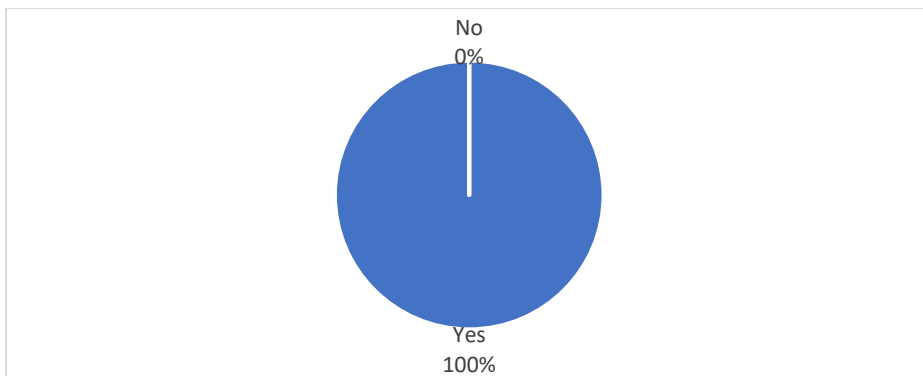
**Chart 8: Rate of the training facilities and arrangements**



**9. Capacity and skills in export procedure requirements**

All the participants were of the view that the training objectives met the requirement to enhance their capacity and skills in export procedure requirements. Chart 9 below provides a depiction of the responses.

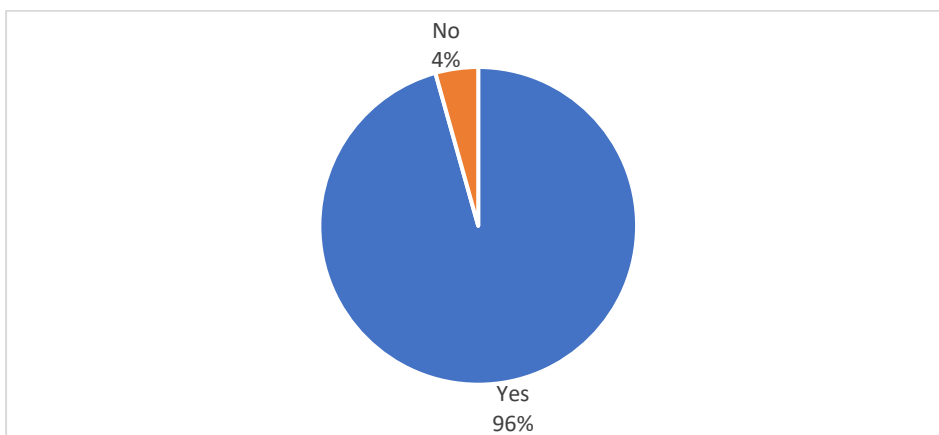
**Chart 9: Perception of the capacity and skills in export procedure requirements after the training**



**10. Level of capacity of the trainees**

Participants were asked to rate their perception of the capacity acquired on export procedures after the training. Most respondents (96%) felt better equipped to engage in export procedures for food products after attending the training. However, 4% of the respondents had a different opinion. Their responses are depicted in Chart 10 below.

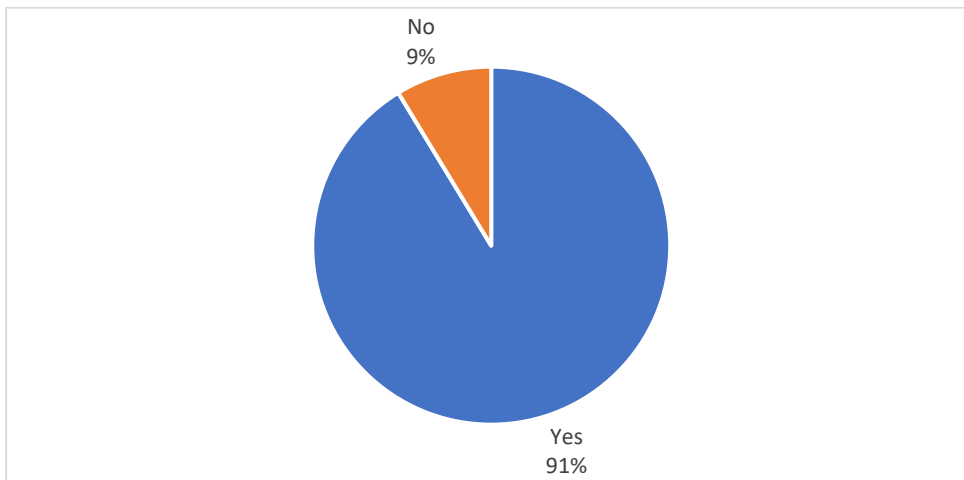
**Chart 10: Perception of the capacity to engage in export procedure arrangements after attending the training**



**11. Level of capacity of the trainees**

Participants were asked to rate their perception of the capacity acquired to navigate the complexities of export procedures after the training. Most of the respondents (91%) felt better equipped to engage in export procedures after attending the training while 9% felt ill-equipped after the training. Their responses are depicted in Chart 11 below.

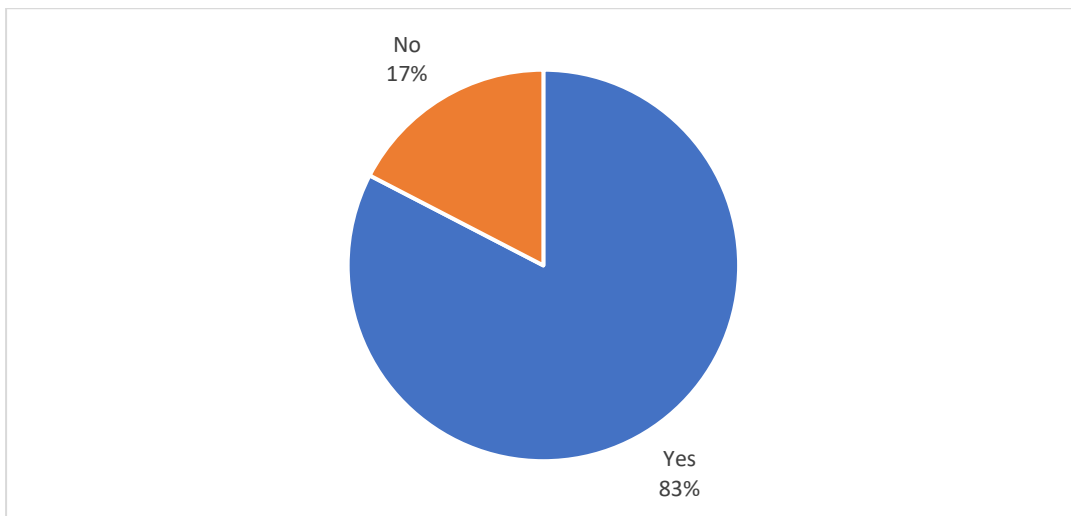
**Chart 11: Perception of the capacity to engage in export procedure requirements after attending the training**



**12. Risk management strategies, logistics, and export financing options**

Participants provided their opinions on whether the training provided relevant information to mitigate risks, manage logistics, and export financing. Most of the respondents (83%) responded that the information provided would enhance their capacity in the strategic areas while 17% had a different opinion.

**Chart 12: Ability to manage risks, logistics, and export financing options**



## **PART B: TRAINING IMPACT AND OUTCOMES**

### **13. Relevant aspects of the training**

The responses below highlight aspects of the training that were relevant and useful to the trainees:

- i. Working with government agencies with transparency.
- ii. Collaborate with other partners.
- iii. Specialise in business to make business easy and share the benefits of trade.
- iv. The training is useful as it has helped me to understand the Export opportunities to International Markets and the scope of each Government office policy and producers and preparing documentation for export.
- v. Expand to international markets.
- vi. I found that the workshop enables organisations and communities to develop and strengthen the skills hence need to survive.
- vii. The aspect of documentation during exportation and about specialisation on what to export.
- viii. Interactive sessions.
- ix. The workshop is informative to the participants.
- x. The EAC Export procedures of food items.
- xi. Participation from different sectors of business met and discussed factors affecting exports and participants had a lot of beneficial compliments and questions but time was limited.
- xii. The training has enabled me to know specific documents like certificates of origin that would simplify international exportation.
- xiii. The training was engaging in the knowledge of realising that there is over-reliance on one business side mainly exportation.
- xiv. Export procedures for food products.
- xv. Capacity building for the exporters.
- xvi. Potential market access for the exporters.
- xvii. The whole topic is very useful, helpful, and informative.
- xviii. The discussion with the participant reflection, the feedback and we got the information from the participants concerning the export.
- xix. The seven items mentioned by the researcher explained the problem we have in South Sudan.
- xx. Advantages of Simplified Trade Regime.
- xxi. Proper documentation of export procedures.
- xxii. Understand the role of EAC role on exports.
- xxiii. Data and statistics that were used in the illustration were factual and very relevant.

### **14. Proposed areas for improvement**

Respondents proposed the following areas for improvement:

- i. There should be a clear policy for facilitating exports.
- ii. The Ministry of Trade needs to help in negotiating international deals.
- iii. The presentation was too long and needed to be summarised.
- iv. Review the trade policy and create business awareness.

- v. Customers need to strengthen the gap to control the smuggling of South Sudan products.
- vi. More training in Government procedures, customs, and export documentation.
- vii. Time management of the training.
- viii. The improvement is mainly needed in solving some challenges like poor infrastructure, roadblocks, and insecurity in the country to encourage more production of goods to improve the exportation of goods instead of importation that affects the country's economy.
- ix. Organise follow-up training on export procedures.
- x. Every trader in the EAC should be treated equally.
- xi. The Government should support to motivate the local business community.
- xii. Enhance security along the roads and provide loans to increase productivity. Reduce high taxes on export trade.
- xiii. Roadblocks need to be removed so that the goods can move freely.
- xiv. More awareness to know about customs and other institutions related to exported and imported products.
- xv. Need more knowledge on financial acts and laws related to exports and imports.
- xvi. Roadblocks should be removed on the road for easy movement of the tracks transporting goods to the country.
- xvii. Loans should be given to the business to boost their business in the country.
- xviii. Provide more time for the training to be at least 3 days.
- xix. More insight is needed from the experts in standard and quality assurance in the Republic of South Sudan.
- xx. The Bureau of Standards needs to create more awareness of the procedures and ensure the standards used or applied within are up to the Regional/International measurements.

#### **15. Possible changes or improvements to be made in the professional practice of the trainees.**

The respondents provided the following areas of improvement in their professional practice following the training:

- i. Identify which value/product is more profitable and in demand in the market demand.
- ii. The proper certification of exported products.
- iii. There should be more workshops on exportation and importation.
- iv. Leadership skills, negotiation abilities, Interpersonal trade approaches,
- v. Specialised exportation.
- vi. I would like to venture into agriculture activities.
- vii. I will start to study the market of shear butter and honey in other EAC Partner States and start exporting.
- viii. I am considering export documents to avoid losses and delays of exports at the seaports.
- ix. We are importing valuable goods of high quality.
- x. Engage the local farmers to produce more products that would be exported to EAC Markets.
- xi. Export promotion, qualitative standard, and quality insurance.
- xii. Proper documentation to avoid stoppage/blockage.
- xiii. Train other business traders on exporting goods outside the country e.g., passing on knowledge to the gross root level.
- xiv. Will be able to share this information with members of my union business.

## **16. The impact of the training on the members of the trainees' organisation**

The respondents identified the impact of the knowledge gained from the training on the members of their organisation as provided below:

- i. As a co-founder of Hagana Agro Processing, we will come up with a marketing strategy for both local and international markets.
- ii. It will impact positively in conducting of their business as it will enhance their ability to look for information on how to export and the procedure required by Government institutions.
- iii. Enhanced knowledge of the export procedures.
- iv. I would make sure to recognise potential risks to avoid future problems. Local investors and international investors should be encouraged in the country.
- v. Through the knowledge acquired from the training, the members shall be aware of rules and regulations needed during exportation especially the financial documents, sector registration, and registering as an exporter with revenue Authority.
- vi. Be cooperative and disciplined, have good leadership skills, gain concepts of trade dealing, and build mutual relationships.
- vii. It will help me guide them on the value of local products and embark much on the training.
- viii. I will share the knowledge gained on EAC Export procedures of food items.
- ix. The knowledge will help them to provide quality assurance to the traders hence making their business easy.
- x. In other words, this training has helped them understand the necessary losses that affect them and risks.
- xi. To promote the business sector in the country. Build the capacity of the members.
- xii. The training is resourceful to our company knowing what is needed for exportation such as being a registered company, Certificate of origin etc.
- xiii. The process and the procedures for export and the goods that we exported the goods to other communities.
- xiv. The training has a positive impact, but it requires more effort from the policymaker to enable the business to run smoothly.
- xv. Most traders who doubt exporting their goods will be free to export their products if they follow proper procedures.
- xvi. As a leader of a trade organisation, the training will help me to share the knowledge gained.

## **17. Additional comments**

The respondents provided additional comments/suggestions regarding the training programme as follows:

- i. Invite relevant government agencies in future workshops.
- ii. Conduct the training regularly. This will allow other members of the business community and government agencies to understand export procedures, good time management is required to allow participation of the participants to make decisions or clear questions.
- iii. Training for understanding how the Bank System operates when it comes to export.



- iv. Organise a follow-up training in 2023.
- v. More training on EAC export procedures.
- vi. The government should address the roadblock to improve exportation and production. This helps to improve exportation and production.
- vii. Implement policies to improve the Balance of Payment of the country and reduce inflation rates.
- viii. Picked constructive concepts from the audience, business link concepts gained, and excellent interactive and analytical workshop.
- ix. Share with us training materials because we find the training valuable.
- x. Encourage local producers to embark on international markets.
- xi. Reduce high taxes and checkpoints.
- xii. Provide security on the road, loans, and education for locals to meet the standard of international markets.
- xiii. Big Business companies should help young traders to boost trade in the Country.
- xiv. The EAC should introduce knowledge exchange skills training.
- xv. Identify what should be exported.
- xvi. The training should be recurrent.
- xvii. Writing materials should be provided during the training.
- xviii. EAC should plan for long training for the business community in the South Sudan.