

Sustainable Drug Seller Initiatives Partners



Facilitating the Formation of Drug Seller Associations and Strengthening their Capacity

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Objectives

Main Objective

- Facilitate the formation of and strengthen existing ADS associations into strong and sustainable associations

Specific Objectives

- Develop a model/approach to association formation
- Facilitate formation of ADS groups at sub-county level in 3 districts
- Facilitate formation of umbrella associations at district level
- Strengthen the operations of the formed ADS associations
- Develop and implement mechanisms for long term financial security of the associations through establishment of SACCOs



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Status of Associations in 2012

- Active and vibrant associations
 - Kamuli Drug Shop Operators and Owners Association
 - Mityana Drug Sellers Association
- Existing, but inactive
 - Kamwenge Private Drug Shops Association
 - Kibaale Private Sellers and Drug Shop Owners Association
 - Kyenjojo Drug Seller Association



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Challenges Facing ADS Associations

- Poor leadership and limited scope of services to members
- Failure to mobilize members to attend meetings
- Delay in payment of membership fees to run the association activities
- Lack of management systems (planning, coordination, financial control, etc.)
- Lack of trust among members and leaders
- Lack of supportive grassroots structures to sustain the ADS associations



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Role of the ADS Associations in Addressing Members' Challenges

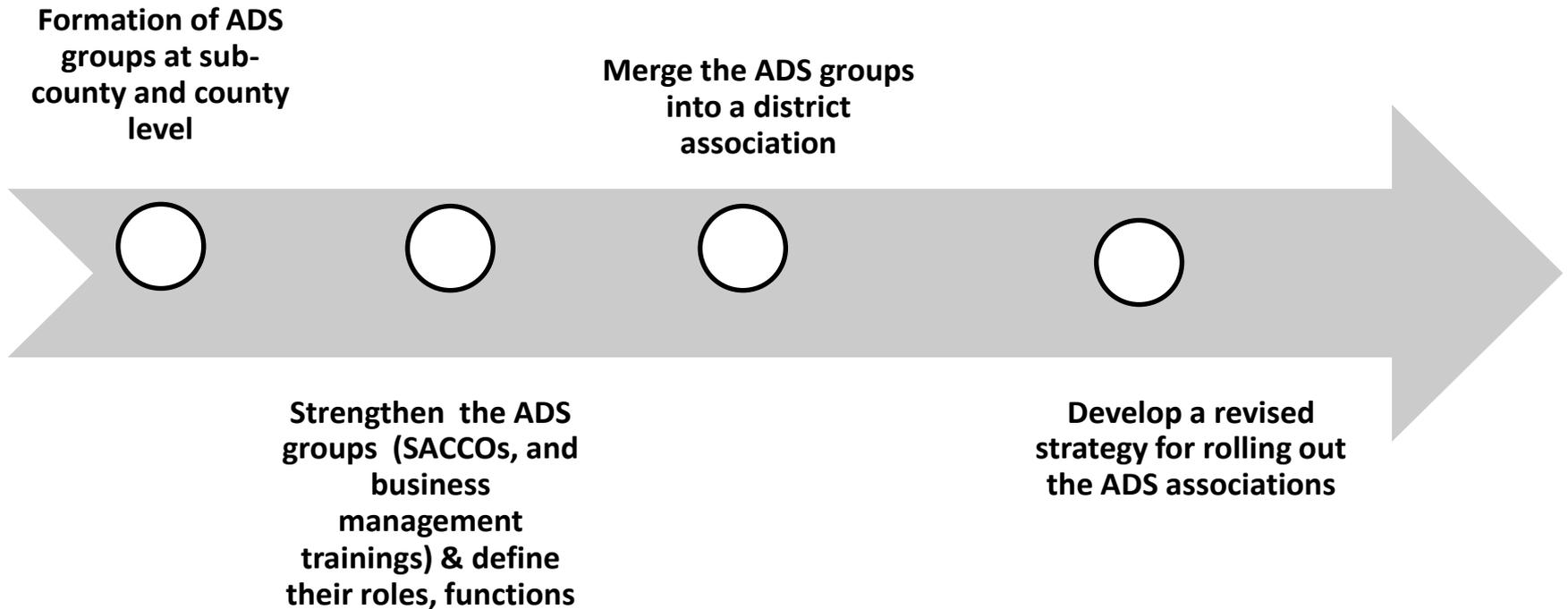
- Advocacy on issues affecting ADS operations
- ADS supportive supervision and monitoring
- ADS capital mobilization and promotion of savings
- Membership capacity building to improve performance



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Revised approach to association formation



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Facilitating Formation of ADS Groups

- Developed materials for ADS group formation
- Conducted sensitization workshops for ADS
- Supported formation of ADS groups at parish and sub-county level (3 per district)
- Built capacity of the ADS groups to effectively manage themselves
- Supported ADS groups to form SACCOs



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Roles of ADS Groups

- Mobilize ADS sellers/owners for trainings
- Organize peer supervision and monitoring
- Mobilize membership capital through members savings
- Support members in improved management of drug stock



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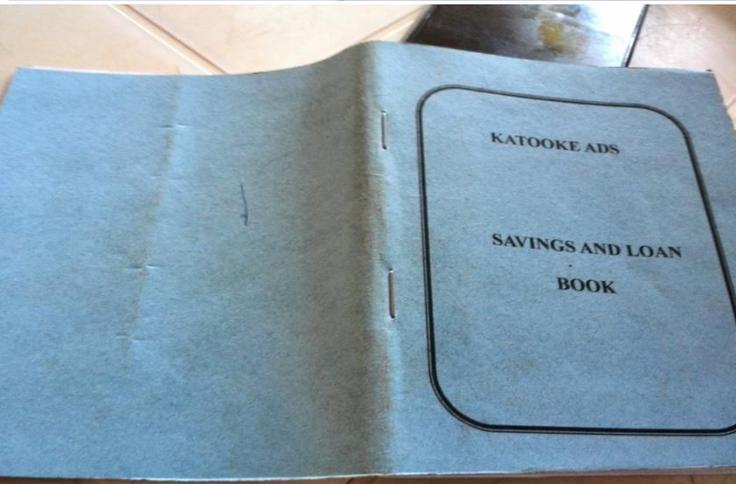
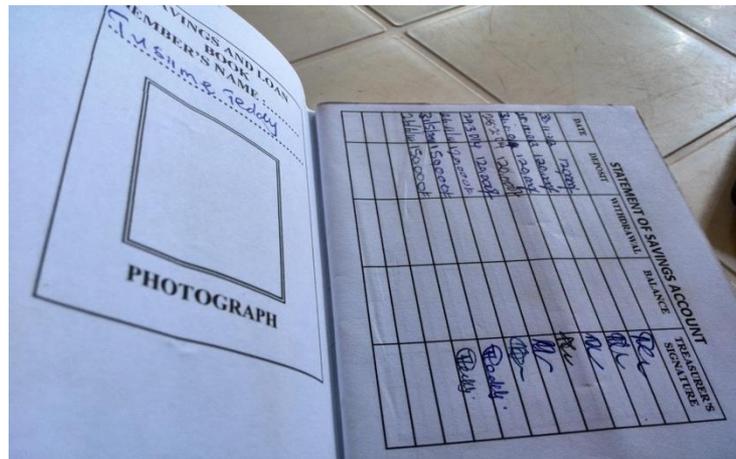


Merging ADS Groups into District Associations

- Mobilized all formed ADS groups in each of the three target districts to form district associations
- Trained ADS groups on formation and management of associations
- Supported ADS groups to form associations at district level whose major roles were
 - Self regulation and supervision
 - Undertaking advocacy on issues affecting members
 - Supporting members in improving management of their drug shops
- Monitored association activities in all three districts to address operational challenges and optimize performance



Enhancing Sustainability of the ADS Associations



- Improved ADS groups' capacity in financial management and credit mobilization
- Developed tools for managing SACCOs
- Trained ADS groups and associations on formation and management of SACCOs
- Supported ADS groups and associations to help mobilize credit and form SACCOs
- Linked ADS SACCOs to financial institutions in the target districts
- Facilitated ADS to elect their leadership and undertake registration



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Sustainable Drug Seller Initiatives



Management Sciences for Health

Results (1)

District	Name of the group	# of members
Kyenjojo	Katooke ADS Group	29
Kyenjojo	Kyenjojo Ads Group	31
Kyenjojo	Rugambe ADS Group	28
Kibale	Buyaga ADS Group	21
Kibale	Bugangayizi ADS Group	32
Kibale	Kagadi ADS Group	44
Kamwenge	Rwamwanja ADS group	38
Kamwenge	Kitagwenda ADS group	25
Kamwenge	Kamwenge Central ADS groups	48

- 9 functional ADS groups
- 9 ADS SACCOs have been formed and are functional
- Three (3) District Associations have been formed and are functional
- Over 230 ADS shops have been able to renew their licenses
- About 20 illegal operators have been closed by the target districts' authorities with the support of the ADS association leadership



Results (2)

- Noticeable improvement in drug stock e.g. Rugombe SACCO collected money and bought ACTs in bulk that were distributed to members as loans
- Improved working relationship between the ADS and the DADI across all the three districts
- Increased observance of ADS regulations and guidelines (e.g. glass cabinets, display of licenses, and improved hygiene)



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What does SDSI leave behind?

- Strong and vibrant ADS groups in the three districts
- Existence of ADS associations, though with minimal activities, in three ADS districts
- Potential for improved access to essential quality drugs for the local communities
 - Pooled procurement of ALU improved drug stock in Kyenjojo
- Improved working relationship between the regulators and ADS shop owners/sellers, according to association leadership in Kibaale
- Improved ADS profitability and general welfare of the ADS owners and sellers (members have acquired personal property like land and improved on their housing) especially in Katooke sub-county



What gaps/challenges remain?

- Limited member contribution towards group savings
- Distance between ADSs in some districts limits group meetings e.g. Kamwenge sellers spend 40,000/- in transport
- Slow conceptualization of the need for the association by both the ADS sellers and owners and some district leadership
- Limited association activities to effectively stamp their authority and presence
- Limited member contribution to run association activities



Success factors for ADS groups and associations (1)

- Willingness and commitment of the district leadership to buy into the ADS group dynamics:
 - Agreeing to work with ADS groups and associations for regulation and supportive supervision
 - Active participation in ADS group and association meetings for guidance and information sharing
- Change in approach from top-bottom to bottom-top:
 - Building strong grassroots structures (ADS groups)
 - Innovations in group and association activities



Success factors for ADS groups and associations (2)

- Proximity of ADS group members
 - Enables frequent membership meetings with little or no cost
- Strong mobilization and sensitization of members
 - CIDI undertook strong mobilization through the DHO office, utilizing radio advertisement, interpersonal communication and personal contacts
 - The DHO and the DADI were crucial in providing an updated list of drug shops in the districts including their contacts
 - Frequent reminders and sensitization meetings were held including workshops, and support supervision meetings



Recommendations

- Support branding of the shops to increase visibility of the drug outlets, to create demand, distinguish genuine dealers from illegal operators
 - E.g. signpost, information communication materials like posters, flyers, etc.
- Lobby and engage the district leadership to institutionalize the operations of the ADS groups
- Mandate the ADS to undertake supportive supervision and peer monitoring
- Require membership in an ADS association as a pre-condition for registration, license renewal to mention
- Adopt the new approach to forming associations to facilitate rapid scale up
 - E.g. grassroots structures (ADS groups and SACCOs) will support the association activities on the ground
 - Adopting the ToTs for association leadership and champions to scale-up the association formation

