



IMPACT STUDY OF NAMANGA ONE STOP BORDER POST ON LOCAL TRADERS

RAPID SURVEY -2018



List of Abbreviations and Acronyms

CCGD	Collaborative Centre for Gender and Development
EAC	East African Community
EACSOF	East Africa Civil Societies Forum
FGD	Focus Group Discussions
ICBT	Informal Cross Border Traders
ICT	Information Communication and Technology
KRA	Kenya Revenue Authority
KEBS	Kenya Bureau of Standards
KEPHIS	Kenya Plant Health Inspectorate
MCA	Member of County Assembly
NDF	National Dialogue Forum
OSBP	One Stop Border Post
PAP	Priority Action Plan
PIDA	Programme for Information Development in Africa
SDG	Sustainable Development Goal
TMEA	Trade Mark East Africa

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ABSTRACT AND ACKNOWLEDGEMENTS

This report presents a rapid assessment of the impact of the Namanga One Stop Border Post (OSBP) on informal cross border traders specifically the *ushanga*¹ traders. The objective of this study is to identify the effects of the One Stop Border Post on small scale business trade and cross border traders. The aim is to explore how informal cross border traders (ICBT) may take full advantage of the economic and other benefits resulting from the OSBP. The study was conducted with the purpose of increasing cross border women traders' participation in social and economic activities with specific focus on trade at the OSBP. The expectation is for the OSBP to support women's economic empowerment as anticipated in the EAC Treaty and Sustainable Development Goal (SDG 8)-decent work and economic empowerment.

The findings are based on data collected qualitatively through in-depth interviews with local informal cross border traders. Seven key informants were also interviewed. The study findings established that the ICBT *ushanga*, traders had not benefitted from the OSBP. Indicators such as income, supportive trading environment, ability to meet family needs, and ability to expand businesses were used to measure the impact of the OSBP on the traders. Information used was derived from interviewing them. The study recommends that ICBT *Ushanga* traders interests and needs be addressed urgently by the county and National governments to restore and improve on their trading income and status.

We would like to acknowledge and thank Trade Mark East Africa (TMEA) for funding the study. Recognition to, Isinatee Oseyan Bead Cooperative Society Limited, Namanga Women Cross Border Traders Association and the Cattle Traders representatives who took time to talk to the research team. County Commissioner Kajjado, David Kipkemei, staff of the Namanga OSBP and county government officials for enabling the study to proceed as well as granting interviews. The study team: Masheti Masinjila - Lead Researcher, Mediatrix Tuju for spearheading data collection and collation, Amy Sironka for coordinating the initiative and research Assistants, Nicholas Muthama and Maria Okwi. Lastly, we would like to acknowledge East African Civil Society Organizations

¹ Artifacts made from traditional coloured beads

Forum (Kenya Chapter) through its Chair Morris Odhiambo for commissioning the study and Collaborative Centre for Gender and Development (CCGD) for facilitating technical and logistics support to the study as EACSOF host member organization.

PART ONE: INTRODUCTION

1.1: Overview of the Study

Regional integration is a global trend which involves economic aspects among others. Ease of access to the neighboring border countries is fundamental to enhancing trade. The Kenyan government entered into bilateral agreements with Tanzania and development partners to have a strategy in place to ensure efficient transit from one country to the other and for fast-track trade facilitation. OSBP is one such strategy. It was anticipated that utilization of the OSBP by traders including the small-scale traders would offer unprecedented opportunities for business.

The study takes the view that the EAC treaty obligates the OSBP to increase access to trade not only for formal but also informal traders. Article 5(e) of the EAC Treaty directs mainstreaming of gender into all EAC endeavours, while Article 122 b) routes for promotion of special programmes for women in small, medium and large scale enterprises. Various EAC policy frameworks have operationalised the Treaty provisions such as the EAC Gender and Community Development Strategic Plan and the 4th EAC Development Strategy (2011-2016). The EAC also organises the EAC Conference on the Role of Women in Socio-Economic Development and Women in Business that contextualise challenges faced by business women within the region. The EAC has also developed a regional strategy on promoting women in socio-economic development and women in business. It is in within this understanding that the study investigates the effects of the OSBP on ICBT businesses and trading environment.

This report is divided into four sections, the first section covers background of the study, the second section looks at the methodology that was adopted in the study and the third section presents the findings based on the specific research questions. The fourth section presents conclusions and recommendations.

1.2: Background Information

While the African continent has experienced rapid growth in trade over recent decades, intra-African trade has lagged behind due to low levels of trade facilitation and industrialization. Many studies have identified impediments to trade growth and competitiveness in Africa and found that while movement along major highways is relatively fast, time is lost at the ports, borders, and checkpoints established along corridors.

Infrastructure development is central to facilitating intra-regional trade and the movement of people, goods and services and hence to promoting regional integration as articulated in the AU Agenda 2063. In 2012, the AU adopted the Programme for Infrastructure Development in Africa (PIDA) and its associated Priority Action Plan (PAP) prioritizing continental programs to address the infrastructure deficit that severely hampers Africa's competitiveness in the global market. One Stop Border Posts (OSBPs) are central to implementation of transport projects in PIDA-PAP and enhanced interconnectivity of markets as well as regional integration on the continent.

The OSBP concept refers to the legal and institutional framework, facilities, and associated procedures that enable goods, people, and vehicles to stop in a single facility in which they undergo necessary controls following applicable regional and national laws to exit one state and enter the adjoining state. It simplifies exit and entry procedures by adopting joint processing.

1.2: The Concept of One-Stop Border Post

The establishment of one-stop border post (OSBPs) is one of the modern approaches to improving border operations. It began to be applied across Africa in the 2000s. In 2004, the East African Community (EAC) together with the Northern Corridor Transit and Transport Coordination Authority developed the East African Transport and Trade Facilitation Project, which among other activities, called for the development of OSBPs in the region². The Chirundu OSBP – serving Zambia and Zimbabwe – is considered the first fully functional OSBP in Africa. Following the launch of the Chirundu OSBP, with the

² www.au.pida.org/download/one-stop-border-post-sourcebook-2nd-edition/

support of development partners, the concept and development of OSBPs has expanded rapidly with the support of development partners as one of the major tools to tackle impediments to the growth of trade in Africa.

As a trade facilitation tool applied at borders, the OSBP concept promotes a coordinated and integrated approach to facilitating trade, the movement of people, and improving security. The concept eliminates the need for travelers and goods to stop twice to undertake border crossing formalities. The OSBP concept calls for the application of joint controls to minimize routine activities and duplications. Through a “whole of government” approach, the OSBP concept reduces the journey time for transporters and travelers, and shortens the clearance time at border crossing points.

2.1: The Purpose of Establishing OSBPs within EAC.

The major reason for establishing OSBPs along transport corridors is to expedite the movement of goods and people, and to reduce transport costs across national boundaries. At a OSBP, travelers and vehicles stop once to undertake border crossing formalities to exit one country and enter the other. All border formalities and the processing of documentation for goods and travel are carried out in a single clearance hall for exiting one country and entering the adjacent country. If cargo inspection is required, it is done once through a joint inspection involving all the necessary agencies of both countries at the same time.

One stop border post concept within EAC was initiated by Trade Mark East Africa (TMEA) in the year 2010 with support from development partners whose aim was to enhance trade and regional integration in East Africa. This included construction of physical infrastructure to replace dilapidated and unspacious buildings that previously served as clearing points; and operationalization of one stop controls through adoption of integrated border management systems to ensure efficient movement of goods. Consequently, this was expected to result in efficient border management, one stop controls, reduced time for cargo transit through the main corridors and borders thus enhancing the regions interconnectedness to trade. OSBP was meant to facilitate faster movement of goods and persons across the border by combining activities of

neighboring countries at a single location for joint processing thus reducing the number of stops incurred in cross border transactions. The EAC one stop border posts act 2013 and EAC one stop border post regulations 2013 operationalized OSBPs within the EAC region. Other trade protocols within the region also help regulate trade among member states.

A number of OSBPs have been established at border points with Namanga OSBP being one of them located at the border of Kenya and Tanzania within Kajiado county for the Kenyan side. Preliminary time and traffic surveys undertaken at OSBPs have shown a reduction in crossing times which has contributed to EAC being lauded as one of the most integrated regions (2016 Africa Regional Integration Report³). Capacity development of border officials on efficiency, engagement of border communities both traders and transporters on key trade policies albeit not extensively was also undertaken in consultation with the key governments at policy level⁴.

Based on the foregoing, the East Africa Civil Societies Forum (EACCSOF) responded by facilitating a study to establish the impact of the Namanga OSBP on the local small scale ushanga⁵ traders, general and cattle traders.

2.2: About Informal Cross Border Trade Participants

The focus group discussions comprised of two women groups belonging to the ushanga traders and other general traders. A male cattle traders group was also involved in the FGDs.

2.2.4 Isinatee Oseyan Bead Cooperative Society Limited

Isinatee Oseyan Bead Cooperative Society Limited has 100 registered members with many other unregistered affiliated members who trade in ushanga. The group has a

³ <https://www.uneca.org/publications/africa-regional-index-report-2016>

⁴ Refer to TMEA website OSBP – <https://www.trademarka.org>

³ www.eac.int/press-releases/

⁵ Ushanga -Traditional maasai bead work

structure comprising a chairlady, a treasurer and a secretary. The registered members have badges clearly displayed for identification purposes. Inscribed on it is their picture and name, identification and membership number of the group member.

2.2.5 Namanga Women Cross Border Traders Association

The Namanga Women Cross Border Traders Association (NWCBT) sprang from Namanga Cross Border Trade Association (NCBTA). The former comprises traders who deal in clothes, sugar, milk etc. and the latter comprises both men and women who focus on general trade merchandise. Further, it has representation in the joint border committee.

2.2.6 Cattle Traders

Majority of the cattle traders operate individually and are not organized into groups. Since the area has pastoralist communities on both Kenyan and Tanzanian side they are able to trade with each other freely often bypassing cross border export import protocols. They also indicated that a majority of the livestock sold in the Kenyan side is sourced from the neighboring communities across the border. Most of the cattle traders are men there were no women traders represented during the interview. Transporters who engage in livestock value chain (Transporters of livestock) were also invited. There were no women transporters present.

3.1: Research Objectives

The overall objective of the rapid study was to establish the effects of the OSBP on informal cross border women traders on the Namanga border. The study had the following specific objectives:

- i. To study the circumstances and characteristics of women traders' as well as their knowledge of the OSBP.
- ii. To explore linkages between Kajiado County government and informal cross border traders.
- iii. To analyze the effects of the OSBP on local small-scale traders.

- iv. To develop workable recommendations that would enhance in particular women's realization of the OSBPs potential.

METHODOLOGY

4.1: Research Design

This was a rapid survey conducted in response to a request put through to the East African Civil Societies Forum (EACSOFF) by The Minister of Trade for Kajiado County and Kajiado Member of the County Assembly (MCA) in charge of Namanga Ward during a National Dialogue Forum (NDF) held in Gilani Hotel Machakos County. The study adopted a case study design defined by Creswell (1994) as a “researcher's exploration of a single entity bounded by time and activity and collection of detailed information by using a variety of data collection procedures during a sustained period of time”. For this study, the OSBP was the case lending itself to the case study approach.

The case study utilized qualitative methods in gathering and analysis of data that is visual or verbal rather than numerical data manipulation (Godfrey et al 2004). Qualitative methods involved face-to-face in-depth interviews of key informants and focus group discussions. The study proposed to adopt three focus group discussions involving 8 discussants from local small scale traders at the OSBP. The trading groups were organized by a mobiliser on the ground. Specifically, the discussions were conducted with *ushanga* and general women mostly cross border traders and male cattle traders. However, during the actual data collection, four FGDs were conducted. This is because one of the constituted groups did not fit in the set criteria as they were cattle transporters. Seven key informants were interviewed based on their specialized knowledge of the study area. They included: Member of the County Assembly, County Investment Secretary, County Commissioner, Assistant County Commissioner, Deputy OSBP manager, Namanga Chief and a member of the Ministry of East Africa Commission.

4.2: Data Collection Methods

4.2.1: Semi-Structured Interviews

Semi-structured interviews were held with key informants. A total of seven key informants were interviewed. They provided fundamental information regarding the OSBP. Further, in depth interviews were conducted with local small scale traders using FGD guide. The three groups provided information on their interaction with the OSBP and how it has impacted on them.

4.2.2: Observation

Observation was used to supplement information from other sources. Observation means watching and noting phenomena as they occur "naturally" without necessarily being involved. Information gathered by observing was used to corroborate what the respondents reported and what was actually happening on the ground. The researcher was for instance able to observe the unfavorable business environment the ushanga traders were exposed to.

4.2.3: Review of Secondary Data

Literature review was done prior to field work and provided the basis upon which the interview guides were constructed. It involved review of published and unpublished literature on the Namanga border and EAC borders in particular relating to cross border trade and OSBP. EAC treaty and trade protocols as well as policy documents were also reviewed contextualized within Kenya legal policy framework on the areas of the studies concerns.

FINDINGS, ANALYSIS, CONCLUSION AND RECOMMENDATIONS

This section discusses the findings in line with the study objectives. The first section will discuss the characteristics of women local traders' and their knowledge of the OSBP and the second section will provide information on the Kajiado County government's interaction with the traders. The fourth section analyzes the effects of the OSBP on traders and the fifth section will provides recommendations that would enhance women's realization of the OSBPs potential.

5.1: Characteristics of Local Small Scale Traders

The women at the Namanga border post comprise a majority of small-scale traders and are largely engaged in informal trade. This is attributed to women's lack or limited access to economic resources and majority have limited literacy and numeracy skills which lessen trade opportunities for them.

The general retail businesses were dominated by agricultural products such as grains, cereals, fruits, vegetables, food crops etc. mostly sourced from Tanzania side of the border whose agricultural production is enormous as they are endowed with huge productive lands and favorable weather. Other goods traded include textiles, clothes, garments etc. However, based on capital challenge, the stock held by women as observed by the researcher was limited. They invested in small stock that sold out before they could restock.

The other characteristic that was evident was organization of women into groups and registration of the same. The two women groups involved in the rapid study were registered and organized into structured groups with an executive organ of chair, treasurer and secretary. The ushanga traders reported that they hang round their necks identification tags with their passport size photos, names, membership numbers, national identification numbers all inscribed on them. The identification badge is in fulfillment of OSBPs security requirement that aims to only allow authentic group members to trade within the OSBPs vicinity. This information was confirmed by MCA Patrisha Mbaria. Despite this, the ushanga traders opined that they experience challenges in regards to trade within the OSBP including harassment by security officers.

The trading areas were varied. The general retail traders had semi-permanent trading spaces including vibandas⁶. The ushanga traders had no designated trading spaces after displacement from the spaces where they traded before the construction of the OSBP. They currently hawk, braving the hot sun and downpours if at all in order to

⁶ An open informal structure made of wood or iron sheets and with a roof and space where the wares sit. However, the goods are moved in the evening to a safe space and displayed in the day.

make sales. The cattle traders have cattle markets in different areas away from the common border on market days.

5.2: Namanga Small Scale Border Traders' before OSBP

Trade before the construction of the OSBP was carried out in an open space where each of them had sufficient space and access to customers. All the discussants pointed out that business was going on well for them and large quantities of their wares were sold on a daily basis. Specifically, one ushanga discussant reported that her daily sales before the construction of the OSBP was Kshs 3,000. This translated to Kshs. 90,000 per month. This was brought about by stopping of vehicles ferrying tourists to Tanzania on the Kenyan side of the border awaiting clearance. It led to massive sales of the bead artifacts. This was corroborated by all the key informants who indicated that before the OSBP, the ushanga women traders conducted profitable business. Movement was also unrestricted since there was free access to the open market space. Equally, the general retail and cattle traders indicated that access to goods from Tanzania was easy hence general trading and subsequently income.

5.3: Informal Small Scale Traders' and the OSBP

The OSBP, which was initially an open market area is now restricted to access by communities thereby displacing the traders from trading grounds and offering no alternative. The discussants with the MCA key informant in agreement reported that access to social amenities has also been affected as the distance to the spaces have been lengthened due to change of access paths. The users walk a long distance to access the amenities majority covering the circumference of the OSBP.

5.4: Local Trades' Understanding of OSBP

There was a general consensus from all discussants that the local community was not widely consulted before construction of the OSBP to address some outstanding issues

that have since arisen from its construction. The County Investment Secretary reported that the department of culture was not consulted during public consultations when the OSBP was under construction. This would have taken into account negative effects of its construction on the livelihood of the community members.

A general understanding of the OSBP operations by the local community and the discussants in particular on how it can ease trade is limited since awareness creation was not well done. The general retail and cattle traders indicated that it is expensive to transport goods from one country to another and are often forced to smuggle goods and services which ends up being very costly for the traders.

The discussants pointed out that their initial thinking was that the OSBP was a great opportunity for the area as a whole and the existing businesses would improve and new opportunities arise. A Key informant-the County commissioner-reported that the OSBP -a dry port - was a good idea intended to create unity between Kenya and Tanzania under the guidance of security regulations provided for by the bilateral agreements to enhance trade and the spirit of integration. The discussants commented that contrary to their thinking, it emerged that the OSBP in practice targeted big traders and has massively disadvantaged small scale traders.

They further argued that the established traders present "trade papers" for processing which gives them easy access to large volumes of merchandise from Tanzania side- the small traders have smaller volumes of merchandise so they do not enjoy similar advantage.

5.5: Trading environment for Informal Cross Border Border Trade

A simplified guide on EAC trade rules, regulations and procedures has outlined what trade pertains for small scale traders yet this is hitherto unknown to them. They include:

- i. Goods obtained or produced from one EAC partner state qualify for zero tariff.
- ii. Manufactured goods in the EAC partner states and not exceeding \$ 2,000 (Kshs. 200,000) required a simplified certificate of origin so that the goods do not attract import or custom duties.

- iii. Import clearance certificate of conformity should be obtained from the appointed government agency responsible for ensuring product quality standards. In Kenya, KEBS conducts testing and inspection of imported goods.

It is emerging that for the general and cattle small scale traders' decision to use the porous borders may be out of ignorance on existing affirmative measures on their trade. Their general feeling is that the OSBP did not factor in small scale traders subsequently it increased illegal transportation of goods through other routes on the porous borders to avoid heavy duties charged on small scale traders. As a result, they are forced to pay more charges in form of penalties when caught on the wrong side of the law. This calls for sensitization on trade requirements to enable them make the right decisions.

5.6: Proposed Institutional Roles

5.6.1: County Government

The county government has been able to initiate measures to promote trade in the area. However, these measures have largely been viewed as contributing to trade imbalances within the border area by the communities since their implementation has mainly been unfavorable to business e.g. construction of livestock yards leading to double taxation to access market within the county for animals and poor regulation or implementation of market standards thus affecting cross border trade.

Two key informants-the county investment secretary and the MCA reported that the county government was in the process of putting two policies in place namely Kajiado Investment Policy and Kajiado Culture Policy. However, the researcher did not get hold of them during the research period and there is need for a review of the aforementioned.

5.6.2: National Government

The Ushanga initiative is a national government project launched in Kajiado among other Maa speaking communities with women as the target beneficiaries. The Ministry of Tourism, Culture and Natural Resources oversees *Ushanga* Initiative; under the Department of Culture-targeting the counties of Baringo, Kajiado, Marsabit, Narok, Samburu, Turkana and West Pokot. The project aims to create jobs and transform the living standards of pastoralist women through commercialization of beadwork and in turn strengthen their bargaining power

through the promotion of product quality, value addition and marketing. Specifically it aims to: understand the status and trends for bead sector in 6 counties; promote entrepreneurship to sustain livelihoods; strengthen bargaining power of pastoralist women through capacity building in value addition and marketing skills, support marketing and visibility of products and the cultural historic narrative of the bead industry through exhibitions and other visibility opportunities; raise awareness on the cultural and economic value of beadwork.

The initiative is meant to add value to traditional beading activities by offering skills training to modernize production and assistance in accessing local and international markets. Business skills development is planned for the women to enable them to use machines to make different beaded items, create new designs, work faster and also improve on the products in order to be competitive in the market. National Government planned to make allocations to the Ministry of Tourism and the county governments involved in the project to form the main source of funding. The initiative is also seen as part of the National government's efforts to diversify product offerings by the tourism sector. The Namanga border Ushanga women traders are not integrated in the government supported initiative and have therefore not received any support from the project.

The ushanga women traders are allowed into the OSBP but there is no specific space for them to conduct their trade – neither are they allowed to freely engage potential customers within the open space which results in conflict between the women and the OSBP management. The national government has positioned its key agencies at the OSBP namely Kenya Plant Health Inspectorate (KEPHIS), Kenya Bureau of Standards (KEBS), the Department of Fisheries, the Department of Veterinary Services, the Department of Food Safety and Quality to aid in hastening clearance processes at the OSBP. It is on this strength that the county commissioner said that they had written to the Kenya Revenue Authority (KRA)- Customs department regarding the status of the women at the OSBP to allow women traders to occupy spaces within the OSBP to sell their wares yet nothing has been forthcoming.

The KRA perceived continued stay of the women traders in the OSBP as a security risk. This was confirmed by the Deputy manager who indicated that his office together with other members of the border management committee which comprise KRA,

Customs Border Control, Immigration Department, County Commissioner, OCS, KEBS and KEPHIS have advised the Kajiado county government to find alternative trading spaces for Namanga ushanga trade. An informer from the ministry of EAC reported that there were plans to construct a hub where all vehicles stop for trade before the border. The hub would provide for wholesale and retail shops, accommodation, refreshments and general entertainment and parking spaces away from the OSBP. Ushanga traders would be re-located to the hub to enable them have access to the tourists before they cross over to Tanzania. Further, the county government can market itself and the rich culture through this hub.

He further reported that high level discussions had resulted in a similar hub approved for construction at the Busia border. Development partners including Trade Mark East Africa are part of the Busia initiative. The proposal is for the initiative to be adopted in Kajiado as it is a sure way of spurring development, trade and women economic empowerment in Kajiado county.

6.1: Other Challenges Namanga Bead Traders Face

Ushanga traders reported that other challenges they face are exploitation by middlemen who buy from them at throw away prices and sell to other big and small markets making huge profits. They were deeply convinced that this is the case because the same people keep soliciting for their wares an indication that their wares were in high demand elsewhere.

The second challenge is lack of access to loans/capital and hence have no capacity to expand their businesses. The third challenge is the harsh business environment they face based on the fact that they do not have shelters to protect them from the wrath of the scorching sun and the heavy rains. The former was observed by the researcher as the rapid study was done in hot weather. The fourth challenge is lack of business skills which includes but is not limited to customer care, savings and marketing of their trade. The final challenge lack of knowledge on the OSBP operations.

6.2: Effects of the OSBP on women *ushanga* traders

The small scale traders reported that the presence of the OSBP, has negatively affected them as their trading spaces were demolished and presently they have to contend with the harsh weather patterns, the heat and the rain as they sell their wares. Further, the traders market has dwindled as they do not have access to the tourists who were their main clients. This is because the tourist vehicles coming from Kenya no longer stop on the Kenyan side of the border but stop on the Tanzanian side where the local traders are not allowed access. The tourist vehicles coming from Tanzania stop on the Kenyan side but by this time, their finances have been depleted and are on route to their countries of origin. The effect of this has been reduced sales and negative effects on their livelihoods. One discussant said:

"The OSBP has affected my life negatively. I can hardly make sales of KES 1,000 per day. This has also affected the well-being of my children. I can no longer afford to take my children to school, this pains me so much. The government needs to look into our plight. We are suffering here in Namanga"

Another effect is conflict between the women ushanga traders and the security officers at the OSBP which sometimes ends up in physical fights when the women cross the line. The conflict does not provide a good trade environment for the women. According to one key informant, the women feel degraded from such altercations. Another key informant pointed out that the community local traders should be allowed to benefit from the OSBP while at the same time ensuring that security concerns are addressed.

The general traders reported that it has become difficult for them to access goods for sale from Tanzania yet they still have to get their stock from there. This is because the Kenyan goods do not have a market at the border due to the exorbitant prices charged on the Kenyan goods. Many traders do this within the 15 kilometers radius. On the positive side, the OSBP has aided the clearance of cargo in a short time although it favors the big businesses involved in import and export trade. It has also increased the value of land around Namanga. Physical infrastructure that has been set up such as street lighting has contributed to the increase.

Overall, the benefits that were promised would accrue from the OSBP have not come to pass for informal traders. The traders are instead faced with numerous challenges that not only affect their business but also their livelihoods. The women together with county officers feel that trading space needs to be allocated within the OSBP. Efforts by the traders to have this perceived challenge addressed have not borne much fruit. Instead, they have received promises that they will reap benefits without knowing how. The idea of the women ushanga traders gaining spaces at the OSBP was thought as not profitable by the assistant customs commissioner and a senior officer from the EAC considering that vehicles coming from Kenya do not stop on the Kenyan side but proceed directly to the Tanzania side hence there will be no meaningful trade. The two key informants were of the opinion that a hub be constructed away from the center but in a space that is accessible to traders and travelers.

6.3: Best Practice

National and county government supported what they saw as two pronged best practice: local (Maasai) traders be educated on EAC trade rules and be trained on skills to market their wares. Additionally a one stop shopping and cultural hub should be constructed before the OSBP to maximize on the economic opportunities.

Recommendations to the National Government

There is need for enhanced collaboration between the National government and county governments. The synergy will ensure that both governments work to reap revenue benefits from the OSBP without compromising livelihoods and trading environment of existing informal traders.

It may also help to replicate what exists on Busia border: setting up of a community desk at the OSBP to enable the community members understand how it operates and how they can benefit from it. The Kenya law enforcement agencies should enforce and implement Kenyan laws that facilitate integration and promote trade especially among

the small scale traders rather than appearing to inhibit informal trade through taking security measures not understood or appreciated by informal traders.

Continuous community sensitization needs to be undertaken on the national ushanga initiative and how it links with the local traders. Diversification of livelihood initiatives is also critical to promote economic resilience of the communities. Further, women should be trained on the operations of the OSBP to improve community members' awareness of the OSBP and how it impacts their trade. This will also help them take advantage of the services they can receive from the OSBP to improve their own trade.

Recommendation to the County Government

The Kajiado county government needs to enact policies that protect Kenyan cross border business women and men. Such policies will facilitate provision of market space to the ushanga traders outside the OSBP. One of the spaces mentioned by the respondents is Holding grounds (owned by the county government) which sits on a strategic location that is accessible from the road and to tourists. This will facilitate an organized way of conducting business. Additionally, the county government needs to engage all stakeholders consultatively in development of economic empowerment and trade frameworks that are inclusive and takes care of the interests of local business women. This will be enhanced through adequate resource allocation for an improved business environment.

There is need to engage development partners in putting up trading structures, and constructing a proposed cultural center/hub for the women traders and the community at large to benefit from the economic opportunities emerging from the OSBP.

The county government should also facilitate organization and registration of traders. This will ease their identification, formalization and provide access to markets and networking

opportunities for business development. The county government can facilitate this as it will also lead to the development of an inventory of the traders in their area.

There is need to undertake economic empowerment initiatives for the border communities. It was suggested that a local committee to advance this should set up with representation from the community as well as other stakeholders in the area to push for the actualization of these initiatives. This will ensure ownership and accountability since participation will be enhanced and transparent. Local Women traders need to be engaged adequately and meaningfully in these plans.

On livestock trade the county needs to come up with favorable regulations that standardize and promote this business. The business operating environment has not been smooth to the traders thus needs to be reviewed e.g. levies and charges to access markets and regulation of livestock movement.



EACSOF Coordinator Amy Sironka interacts with one of the Ushanga Traders.



EACSOF team interviews KRA representative during fact finding study.



EACSO team with Kajiado County Commissioner David Kipkemei after a fact-finding interview.



Focus Group Discussions with Women Traders



Focus group discussions with cattle traders.



Group picture with EACSOFTeam and general retail traders.



Holding grounds within Kajiado County which has easy access to the road and tourists.