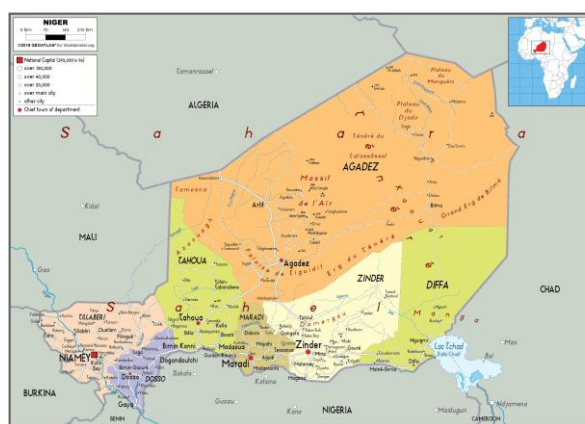


RECOMPENSE – Renforcement des compétences et Accès au Marché dans la filière Peaux et cuir - (Skills Development and Market Access in the Leather and Hides Value Chains) Niger

Implementation: International
Labour Organisation

Funding: Italian Agency for
Development Cooperation (AICS)

Budget : 2,000,000 euros (2024-
2026)



Introduction

The main objective of this project is to create better employment opportunities for actors in the leather and hides value chain in Niger by enabling them to acquire better skills and professional integration opportunities, offer higher quality products, and access new markets.

The project adopts the Market Systems Development (MSD) approach, which is widely used in the private sector and value chain development initiatives. The approach aims to generate systemic, sustainable, and large-scale changes. It is based on three key principles: an in-depth analysis of the issues to be addressed, implementation in partnership with market actors—particularly key businesses—and adaptive management to adjust or redefine activities as needed to better achieve the project's objectives.

Objectives

By the end of the project, the expected results are:

1. Young graduates from the *Centre des Métiers du Cuir et d'Art du Niger* (CMCAN) have the skills required by targeted companies in the leather and hides value chain
2. Young people and artisans in the leather and hides sector have developed transversal and entrepreneurial skills
3. Market actors have access to improved technologies for tanning and leather processing
4. The CMCAN has renewed its marketing model and improved its market access

5. Actors in the leather and hides value chain have strengthened their commercial linkages.

The project will support, directly and indirectly, a wide range of stakeholders over the two years of implementation: 31 trainers from the Centre will have their skills enhanced through targeted training activities; 250 CMCAN students, starting in the second year of project implementation, will benefit from improved initial training, incorporating entrepreneurial modules and revised curricula, as well as better employment opportunities; 100 artisans, micro-entrepreneurs, and members of cooperatives in the leather and hides value chain will have access to quality continuing training; 150 trainees in the leather and hides value chain will benefit from a strengthened apprenticeship system; 60 workers from the *Gamkalé* tannery will have improved technical skills and productivity; 10 small and medium-sized enterprises and cooperatives in the value chain will benefit from improved market access for the commercialization of their products.

Inception phase

Three studies are currently underway: (i) a study on economic opportunities and market systems in the leather value chain, (ii) skills needs assessment for the leather and hides sector, and (iii) a study on the institutional and commercial governance of the CMCAN. These studies will provide concrete and realistic recommendations and will inform adjustments to the project's interventions and logical framework.

The inception phase will also serve to finalize the composition of the Technical Steering Committee, which will be responsible for providing strategic guidance, monitoring project progress, and proposing the necessary measures to ensure effective implementation and the achievement of the set objectives.

Collaboration with the Private Sector

The Embassy of Italy in Niamey has actively promoted relations between Italy and Niger, including the establishment of working groups on handicrafts and the leather and hides sector. The expertise of Italian cooperatives, centres of excellence, companies, and other institutions in the sector can be leveraged to strengthen the capacities of the CMCAN, support Nigerien artisans, facilitate the transfer of modern technologies, and contribute to the creation of additional market opportunities for the project's beneficiaries.

Furthermore, the ILO benefits from privileged access to employers' associations and trade unions in the sector thanks to its tripartite structure. For instance, initial contacts have already been established with UNIC, the *Unione Nazionale Industria Conciaria*. The project will also support the participation of Nigerien enterprises in initiatives linked to the international leather fair Linea Pelle. Business-to-Consumer (B2C) events will be organized to enhance the visibility of companies, cooperatives, and artisans producing leather and hide crafts in Niger. The objective is to facilitate the establishment of direct relationships with consumers and contribute to the expansion of their customer base. Among other actions, the project will provide technical and financial support to facilitate the participation of enterprises, cooperatives, and artisans in leather sector fairs such as [Linea Pelle](#).

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Figure 1: A leather and hides professional at work in Niamey



Figure 1 The project will enable these leather and hide processing machines to continue operating and employing youth