**P230/2 ENTREPENEURNEURSHIP**

**U.A.C.E 2023**

**DRAFT MARKING GUIDE**

1. **a) A report about the root cause analysis of deforestation in the community should include;**

* Title including the Business Name and address and statement **REPORT ABOUT THE ROOT CAUSE ANALYSIS OF DEFORESTATION IN THE COMMUNITY.**
* Date of preparation i.e. 22nd/11/2023.
* TO: Receiver of the report e.g. D.F.O, L.C 5, ETC.
* Introduction e.g. can be the purpose/ objectives/ background of the report.
* Data collection methods used e.g. observation, questionnaire, surfing on the internet, etc.
* Findings of the report which should show statement of problem i.e. Deforestation ..........
* A step by step of WHY analysis specifying the root cause of deforestation. Possible causes may include;
* Need for firewood, burning of forests by hunters, global warming, cutting of trees for sale inform of poles/timber, clearing land for agriculture, land for construction/industrialisation, create space for mining, etc.
* **Root cause** of deforestation e.g. poverty, need for land for construction/industrialisation, etc.
* Conclusion of the report highlighting **specific action step(s**) to be taken/ Recommendations to address causes of deforestation e.g.
* Sensitising the community about benefits of forests, carrying out afforestation, re-afforestation, etc.
* Authorship details i.e. Signature, name and title.
* **A candidate should show/ present the root cause analysis under findings.**

**Title............................ 01 mk;**

**Root cause.................. 01 mk;**

**Action step ................ 01 mk;**

**Any other one............ 01 mk (= 04 marks)**

**b) GEPIC structure for advocacy, highlighting the problems of deforestation in the community should**

**show the following**

* Title including the Business Name and address and statement **GEPIC STRUCTURE FOR ADVOCACY, HIGHLIGHTING THE PROBLEMS OF DEFORESTATION IN THE COMMUNITY.**
* **Greet;** A candidate(s) should show the action by greeting the audience, bringing out self introduction, background information, etc.
* **Engage;** the candidate(s) gives statistics, story, shocking fact on acres of forests cut, etc.
* **Problem statement;** the candidate(s) highlights the problems of deforestation such as
* Results into global warming.
* Results into soil erosion.
* Leads to loss of construction materials.
* Leads to loss of plant and animal life/species.
* Leads to water pollution.
* Leads to desertification, etc.
* **Inform;** the candidate(s) informs the community of the innovative solution the enterprise has come up with to address the problem of deforestation.
* **Call for action;** the candidate(s) writes a specific action statement calling upon community members to get involved in implementing the project to address the challenge of deforestation by
* Planting trees.
* Giving seedlings to the community members.
* Carrying out afforestation and or re-afforestation.
* Practicing sustainable agriculture, e.t.c.

**Title.......................................................... 01 mk;**

**Any 3 problems X 01................................. 03 mks;**

**Any other 2 elements of GEPIC x 01 .......... 02 mks (= 06 marks)**

**c) Guidelines to be followed by the community to minimize deforestation should include the following**

* The Title; showing the business name and address and statement **GUIDELINES TO BE FOLLOWED BY THE COMMUNITY TO MINIMISE DEFORESTATION.**
* The community shall attend annual sensitization workshops/ seminars about the benefits of trees.
* Forest security personnel such as rangers/ guards shall be deployed to guard against deforestation or security patrols shall be carried out daily to guard against deforestation.
* Unauthorised cutting of trees shall be penalised by imprisonment for.... or payment of fine of shs....
* A license shall be got from.......... (NFA, DFO) before cutting down trees by any one.
* Alternative sources of energy such as gas, solar, bio-gas, H.E.P shall be used by the community to reduce deforestation.
* The community shall use alternative sources of building materials such as iron bars, steel, concrete, bricks, to substitute forest materials.
* Alternative sources of income generating projects such as trading, farming, SACCO, shall be undertaken to minimise cutting of trees for money by the community members.
* Community members shall participate in planting trees/ afforestation whenever called upon.
* Community members shall relocate to open land for settlement and agriculture.
* The community shall practice re-afforestation where trees have been cut.
* The community shall not encroach on gazetted/demarcated/fenced forest land.
* The community shall follow/ observe the warning notices prohibiting people from cutting trees.

**Title ……… 01 mk; Any other 7 X 01 mk………07 (= 08 marks)**

**NB: Use shall and points should be specific.**

**d) A programme for the launch of the enterprise should include the following**

* Title showing the business name and address and statement **PROGRAMME FOR THE LAUNCH OF THE ENTERPRISE**, **(Date......... and Venue........... NB: Optional/with or without)**

|  |  |  |  |
| --- | --- | --- | --- |
| **Time/Time frame** | **Activity(s)** | **Person Accountable/in charge** | **Remarks** |
| To be filled in with time. | * Preparation of the venue. * Arrival and registration of invited guests. * Arrival of Chief Guest. * Opening prayer and singing of anthems. * Welcome/Opening remarks by MC. * Touring the business premises. * Giving speeches/ Communications. * Entertainment/ Music interlude. * Show casing/ Giving out sample products. * Interaction/ Question and answer session. * Prize winning competition and awarding of prizes. * Official launch/ Speech from chief guest. * Lunch/ Refreshments. * Closure and departure. | * To be filled in | Left blank |

**Prepared/Drawn by: ……………………… Approved by: ……(left blank)**

**Name: ……………………………….. (Filled in) Name: …………………………..**

**Title: ................................................ Title: ..……………………………**

**Title……01 mk; Any 8 activities x mk…..04 mks; Any other 4 X mk….02 mks (= 07 mks)**

* **First 4 items MUST be in order.**

NB: Use PCT, Action verbs, shall and points should be specific.

1. **a) A cash flow statement for KULA HOLDINGS LTD for the four months.**

**KULA HOLDINGS LTD**

**CASH FLOW STATEMENT**

**FOR THE MONTHS OF JANUARY, FEBRUARY, MARCH AND APRIL 2023**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **PARTICULARS/DETAILS** | **JANUARY**  **(SHS)** | **FEBRUARY**  **(SHS)** | **MARCH**  **(SHS)** | **APRIL**  **(SHS)** |
| Cash balance B/D  **ADD: CASH INFLOWS**  Receipt from debtors  Loan from K.K Trust Bank Ltd  Receipts from sale of by-products  Monthly rent  **Total cash inflows**  **LESS: CASH OUT FLOWS**  Production raw material costs  Labour costs  Fixed costs  Machine acquisition  **Total cash outflows**  **NET CASH POSITON** | **800,000**  8,000,000  -  -  900,000  **9,700,000**  560,000  3,000,000  1,000,000  5,000,000  **9,560,000**  **140,000** | **140,000**  9,000,000  1,000,000  1,000,000  1,080,000  **12,220,000**  640,000  4,500,000  1,000,000  5,000,000  **11,140,000**  **1,080,000** | **1,080,000**  10,000,000  -  800,000  1,296,000  **13,176,000**  720,000  8,000,000  1,000,000  3,000,000  **12,720,000**  **456,000** | **456,000**  8,000,000  2,000,000  800,000  1,555,200  **12,811,200**  800,000  9,000,000  1,000,000  2,000,000  **12,800,000**  **11,200** |

**Title ...01 mk**

**45 ticks X 0.4.......... 18 mks (= 19 mks)**

* **No mark for tampered figure.**
* **A mark for correct details/narration and respective figure.**

**b) Advise to KULA Holdings Ltd on how to avoid deficits in the cash flow**

* Getting cheaper sources of funds i.e. loan at low interest rate.
* Raising prices for goods to increase profit margin.
* Reducing credit time to debtors/ giving short credit period for credit sales.
* Increasing sales by intensifying sales promotion campaigns e.g. by intensively advertising.
* Re-investing/ploughing back business profits.
* Minimizing cash drawings.
* Carrying out selective credit giving to only credit worth customers.
* Delaying cash payments which don’t affect day to day business activities e.g. paying dividends.
* Improving cash collection from debtors i.e. issuing bills in time, sending debt reminders.
* Adopting better purchasing practices e.g. bulk purchase to take advantage of discounts, buying from cheap sources, negotiating for longer credit period from suppliers.
* Selling off non-productive/ redundant fixed assets.
* Postponing capital expenditures.
* Leasing/ hiring of fixed assets needed for short term instead of purchasing them expensively.
* Selling shares to raise more capital in case of joint stock companies.
* Laying off redundant workers so as to minimize the wage bill.
* Practicing proper budget controls/ spending within budget limits.
* Soliciting for grants and donations.
* Requesting for advance cash payments from customers.
* Organising community trainings for a fee.

**Any 6 X 01 mk (= 06 mks)**

1. **a) Business opportunities from car worn-out tyres business may include the following**

* Making and selling of shoes/ shoe sole/ sandal making for sale.
* Production of black paint from powder collected after burning tyres.
* Making tyre ropes, strings for bicycles, etc.
* Making watch straps.
* Production of door/ bed/ car mats.
* Making body ornaments like bungles, ear rings, etc.
* Making furniture strips tied on wood or metallic frames to make furniture.
* Decoration of walls, compound, during construction works.
* Making play toys for kids.
* Production of tyre made curtains/ clothes.
* Creation of entertainment facilities using old tyres e.g. fixed in play grounds for kids to play over, jump over, tyre rolling, etc.
* Making and selling bicycle tyre brake pads.
* Making rubber stamps for sale.
* Making barricades for sale.
* Making traps for sale out of wires removed from burnt tyres.
* Making catapults for sale.
* Tyre gardening for sale making and selling stoppers and hinges for doors.
* Making handles for various items for sale e.g., knives, pangas, electronic appliances, etc.
* Tyre threading business.
* Swing making for sale.
* Making book covers.
* Making tyre planters for flowers vessels, pots, etc.

**Any 5 opportunities X 01 mk = 05 marks**

**b) Guidelines for evaluating a good business opportunity should include the following**

* The Title; showing the business name and address and statement **GUIDELINES FOR EVALUATING A GOOD BUSINESS OPPORTUNITY.**

**A good business opportunity shall be one**

* That requires low start-up capital of at least shs……...
* With readily available labour with appropriate skills.
* That meets environmental concerns like recycle of worn-out tyre.
* Provides employment opportunities to the community members.
* With a better competitive edge/ low level of competition from competitors.
* With higher expected return on investment of shs.……/% or has high profitability level.
* That is legally acceptable by government.
* That is acceptable/is in line with the community norms in which it is being operated.
* Whose market is readily available.
* Whose required resources/ materials are readily availability.
* That fits in the present hobbies/interests/passion of the investor.
* With readily available support services/infrastructure e.g. good transport, power, water, etc.

**Title = 01 mk Any 5 guidelines X 01 mk = 05 mks (= 06 mks)**

**c) Criterion for selecting a good location for the business should include the following**

* Title showing business name and address and statement **Criterion for selecting a good location for the business.**
* Presence of land/space for construction/ future expansion/low cost of premises to be rented.
* Availability/ presence of raw materials required for production.
* Availability/ presence/ nearness to market/customers for the products or availability of demand.
* Availability/presence of human resource/ skilled labour to work in the business.
* Accessibility to transport and communication facilities/ Availability of infrastructure.
* Availability of utility services such as water, power, etc.
* Political stability/ good security of the prefered area.
* Favourable government policy in relation to business location.
* Level of competition/presence of other businesses.
* Availability of business support services e.g. banks, insurance, consultancy firms, etc.

**Any 6 X 01 mk (= 06 mks)**

**NB: A candidate is not required to give specifications.**

**d) A letter to the District Local Government indicating the support needed by the business includes**

* Business name and address/ senders’ address/ return address.
* Reference
* Date i.e. 22/11/2023
* Inside address/addressees’ address e.g. C.A.O, D.F.O, D.C.O, L.C 5.
* Salutation
* Subject e.g. **RE: REQUEST FOR FINANCIAL SUPPORT**
* Body showing Background of the business, purpose of the business, products dealt in, date of establishment.
* Purpose of writing the letter e.g. need for support like finances/funds, advice, machinery and equipment, licensing, security, power, water, land/space/ tax exemptions, etc.
* Expression/ Statement of hope for positive response.
* Complementary clause showing signature, name and title.
* Carbon copies e.g. file, LC.1/2/3, C.D.O.
* Enclosures e.g. direction map to the business, business plan, L.C recommendation letter, trading license, etc.

**Any one Support needed in the body X 01 mk....01 mk**

**Any other 7 components X 01 mk........................07 mks (= 08 mks)**

1. a) **Products of the milk processing plant may include the following**

* Fresh milk
* Powdered milk
* Condensed milk
* Cheese/Ghee
* Butter e.g. cowboy, kimbo, blue band
* Yoghurt/Bongo
* Ice cream
* Jerry
* Milk shake
* Custard/ “Eshabwe” i.e. a sweet yellow source from milk + any other ingredient.

**Any 4 X 01 mk (= 04 mks)**

**b) Prepared Production plan for the business should show the following**

* Title i.e. business name and address with statement **Production plan.**
* Business site/premises and location i.e. show location and relevant ***costs*** attached.
* Production/manufacturing process, flow of work and layout.
* Raw materials requirements e.g. milk, water, preservatives, and related **costs**.
* Labour requirements i.e. type, numbers, related **costs**.
* Machinery, tools and equipment requirements e.g. milk cans, coolers and refrigerators and **costs**.
* Packaging requirements e.g. cans, jerrycans, crates, boxes, etc and related **costs.**
* Utilities needed by the business e.g. power and water and related **cost/bills.**
* Transport requirements e.g. mean to be used and related **costs.**
* Disposal of waste materials e.g. facilities to be used and related **costs.**
* Inventory control plans for stock, work in progress and finished products.
* Plant capacities e.g. quantities produced per day, week, etc.
* Production control requirements.
* Research and development plans.
* Work scheduling e.g. program of activities, when to start, completion, accountable.
* Quality control plans e.g. standards to meet, monitoring feedback, etc.
* Other relevant facilities.

**Title**…………………………………….**01 mk**

**Any other 9 items x 1 mk … 09 mks = (10 marks)**

Stating the point =  **mk**

Explaining =  **mk**

* Award a half mark without costs where necessary.
* Strictly use Present Simple tense of is/are

**c) Guidelines for minimizing costs of production should include the following**

* Title i.e. business name and address with statement **Guidelines for minimizing costs of production.**
* Raw materials shall be bought from cheaper sources so as to reduce on costs of raw materials.
* Only high quality ..... (milk without water/undiluted milk) shall be bought and used in production.
* Raw materials supplies/ inputs shall be bought in large quantities to take advantage of discounts and save transport costs.
* Raw materials/ supplies shall be bought from nearby suppliers in order to reduce transport costs.
* Skilled and committed employees shall be recruited to minimize damages and material wastage.
* Redundant workers shall be laid off so as to minimise wage bills.
* Workers shall be paid using piece rate pay system to avoid paying for idle time.
* Efficient part time workers shall be employed whenever need arises to reduce the work load.
* Employees shall work for long hours so as increase output and reduce costs of production.
* Modern machinery and equipment/ efficient technology shall be employed to process quality milk and minimize wastages of materials.
* Machinery and equipment shall be serviced monthly to avoid breakdown and frequent losses.
* Efficient and effective methods of production shall be employed to increase output and reduce production costs.
* Quality standards regarding production shall be set and followed to minimise wastage and losses.
* A clean and hygienic environment shall be maintained to reduce contamination of milk.
* The production process shall be streamlined for employees to ensure efficiency in production and reduce costs.
* Efficient storage facilities for both materials and finished products such as coolers, milk tanks, shall be used to minimize damages to milk products.
* Close monitoring and supervision of the production process shall be ensured to minimize wastage of materials and time.
* Workers shall be given clear instruction during the production process to minimize time wasting.
* Employees shall be trained........ to acquire skills in efficient production techniques and how to handle milk and milk products.
* Specialization and division of labour shall be practiced so as to allocate the right personnel to minimize duplication of work/conflict.
* Related work tasks shall be combined to reduce production costs.
* Motivating workers/ good working conditions shall be put in place to increase workers’ morale towards production and reduce monitoring costs of production.
* Budgets shall be made/ drawn and followed to avoid unnecessary expenditures.
* Cheap/simple tools or equipment shall be employed to reduce costs of buying expensive ones.
* Funds shall be handled by one skilled personnel to exercise control measures and ensure efficiency in business.
* Alternative sources of cheaper energy/ water/utilities shall be used to reduce related bills.
* Research in better production techniques shall be done annually so as to produce products that meet customer’s expectations.
* Production schedules/timetables/ deadlines shall be followed so as to avoid time wasting.
* Orders shall be placed with suppliers with short lead time to avoid production stoppages and over stocking of materials.
* The workplace layout shall be arranged in such a way that it promotes effectiveness and efficiency.

**NB:** The candidate should bring out the direction of reducing costs of production, if not award **mk.**

**Title…….01mk Any other 5 x mk….05 mks (= 06 mks)**

1. **Types of personnel recommended to be recruited for the business include**

* Supervisors/ line managers e.g. Quality controller, HRM, Marketing manager, Procurement manager, Sales manager, engineer, etc.
* Procurement/purchasing officer(s).
* Production officer(s)
* Sales/marketing officer(s)
* Cashiers/ accountant.
* Records clerk/ secretary.
* Receptionist/ front desk officer.
* Store keeper(s)
* Security guard(s)
* Driver(s)
* Technicians
* Cleaners.
* Nutritionist.
* Cooks

**Any 5 X 01 mk = 05 mks**

**A = 04 + b = 10 + C = 06 + d = 05 =25 marks**

1. **a) Computation of the following ratios**

**i) Gross profit margin = x 100 (01 mk)**

**ALPHA** **BETA**

**=** x 100 **(mk) =** x 100 **(mk)**

**= 55% (mk)**  **= 54% (mk)**

**ii) Expenses as a percentage of sales. = x 100 (01 mk)**

**ALPHA** **BETA**

**=** x 100 **(mk) =** x 100 **(mk)**

**= 25 % (mk)**  **= 39 % (mk)**

**iii) Stock turnover = (01 mk)**

**ALPHA** **BETA**

**=** **(mk) =** **(mk)**

**= 8.18 times / (mk) = 3.07 times / (mk)**

**iv) Quick ratio = OR = OR = OR as percentages**

**ALPHA** **BETA**

**=** /\*100 **(mk) =** /\*100 **(mk)**

**=** /\*100 **=** /\*100

**= 1.1:1 OR 111 % (mk) = 0.8:1 OR 84.3 %/ 84% (mk)**

**v) Creditors payment period. = x number of days/weeks/months in a year (01 mk)**

**ALPHA** **BETA**

**=**  x 365 days/52 weeks/12 months **(mk) =** x 365 days/52 weeks/12 months **(mk)**

**= 75 / (mk) = 198 / (mk)**

***NB; Award mk for answer without currency units.***

**b) Comparing and commenting on the performance of the two businesses basing on the ratios above**

1. **COMPARING**

* **Alpha** has a Gross profit margin of 55% while **Beta** has a Gross profit margin of 54%. **OR**
* **Alpha** realised a Gross profit margin of shs. 55 for every shs.100 made as sales while **Beta** has a Gross

profit margin of shs.54 on every shs.100 made as sales. **(01 mk)**

**COMMENT**

* **Alpha** performed better than Beta basing on the Gross Profit Margin. **OR**
* Both businesses/ **Beta** should carryout strategies to increase the profitability level. **(01 mk)**

1. **COMPARING**

* **Alpha** incurred expenses of shs.25 per every shs.100 made as sales while **Beta** incurred expenses of shs.39 per every shs.100 made as sales. **OR**
* **Alpha** is exercising better efficiency in managing expenses since its expenses stands at **25%** of sales **compared** to **Beta** at 39%. **(01 mk)**

**COMMENT**

* **Both** businesses/ **Beta** should work towards minimising expenses/ should analyse expenses to avoid/ minimise unnecessary expenditures. **(01 mk)**

1. **COMPARING**

* **Alpha** replaced its stock approximately 8 times while **Beta** replaced her stock 3 times in the year 2022.

**OR**

* **Alpha** replaced her stock 5 times more than **Beta**. **OR**
* **Alpha** performed better than Beta. **(01 mk)**

**COMMENT**

* **Alpha is** likely to generate more sales and profits than **Beta. OR**
* **Beta** should analyse the trend of stock to replace the slow moving stock with faster moving stock.
* **Beta** should undertake promotional programmes to increase sales**. (01 mk)**

1. **COMPARING**

* **Alpha’s** quick asset ratio is 1.1:1 while **Beta** is 1:1. **OR (01 mk)**
* **Alpha** is doing slightly better than **Beta** by 0.8% in paying her current liabilities from the quick assets.

**COMMENT**

* **Alpha** is able to clear her current liabilities from the quick assets and remain with some quick assets.
* **Beta** is unable to clear her current liabilities using her quick assets. **(01 mk)**
* **Beta** should increase her cash inflows by carrying out measures to increase its quick assets.

1. **COMPARING**

* On average, **Alpha** takes 75 days/11 weeks/3 months to pay or settle her creditors compared to **Beta** who takes 198 days/ 28 weeks/ 7 months to pay her creditors.  **(01 mk)**

**COMMENT**

* **Beat** has more time to trade with creditors’ resources and make a return.
* **Alpha** has a shorter time to trade with her creditors’ resources.
* **Beta** is taking long to pay her creditors therefore likely to lose her credibility/ credit worthiness as well as the reliable credit suppliers. **(01 mks)**

1. **= 15 mks + b. = 10 mks = 25 mks**

1. **a) i) Estimate of fixed and working capital requirements**

|  |  |  |
| --- | --- | --- |
| 1. **Fixed capital requirements**  * Purchase of land * Building construction. * Acquisition of machines * Acquisition of tools and equipment * Acquisition of garbage collection containers. * Purchase of office furniture * Purchase of vehicles. * Installation of power/electricity/water/utilities  1. **Working capital requirements**  * Payment of labour/wages and salaries * Market research * Rent payment * Payment of utility bills (electricity, water, etc) * Recruitment of labour. * Transport cost. * Hire of garbage disposal trucks * Garbage collection bags. * Marketing/advertising/promotional costs * Repair and maintenance costs * Purchase of protective gears. * Purchase of waste management chemicals * Purchase of cleaning materials. | **SHS**  XXX  XXX  XXX  XXX  XXX  XXX  XXX  XXX  XXX  XXX  XXX  XXX  Xxx  Xxx  Xxx  Xxx  Xxx  xxx  XXX  XXX  XXX  XXX | **SHS**  **XXX**  **XXX** |
| **TOTAL** |  | **50,000,000** |

* + **Any 5 requirements in each category with a figure x 01 mark = 05 marks**
  + Without a figure on requirements award half mark
  + Title and totals not required.
  + Requirements can be presented under independent numbering or as above**.**

**b) Guidelines for controlling cash flow of the business should include the following**

* Title i.e. showing business name and address with statement **Guidelines for** **controlling cash flow of the business.**
* A shorter credit period/ debt collection period of....... shall be given to credit customers so as to lower chances of bad debts.
* Negotiation for cheaper means of transport for garbage collection shall be done.
* All payments shall be authorised by........... (e.g. the general manager)
* A skilled financial manager shall be employed to manage business cash.
* All cash receipts and payments shall be properly documented by the..............
* Business cash books and bank statements shall be reconciled on a......... (monthly basis.)
* Payments that do not affect the day to day running of the business shall be postponed/ delayed.
* Cash drawings/ use of business cash for personal purpose shall be strictly restricted.
* Budgets/ forecasts shall be prepared and strictly followed to control unplanned expenditures.
* Relatively cheap labour shall be employed to minimize cash out flow on salary/ wage bill.
* Loans/ funds shall be sourced/ borrowed from cheaper funders at lower interest rates.
* Price levels for **some** garbage collections shall be increased/ lowered to increase the volume of cash.
* Expenses shall be analyzed to reduce costs/ eliminate unnecessary expenditures.
* Timely payment of bills shall be ensured to avoid paying fines.
* Customers shall be allowed to use any other legal means of payment rather than cash to settle their debt obligations.

**Title.....01 mk Any other 7 X 01 mk.....07 mks (= 08 mks)**

**c) A presentation highlighting the benefits of the business to the community should include the following**

* Title i.e. showing business name and address with statement **Presentation highlighting the benefits of the business to the community.**
* Introduction i.e. self introductions/ recognition of the audience/ greeting/ purpose of the business.
* Body showing the benefits of the business
* Improves the hygiene and cleanliness of the community/ environment.
* Provision of different types of products needed by the community e.g. manure for farmers from recycled garbage.
* Provision/creation of employment opportunities to people.
* Provision of local revenue through taxation.
* Creating/provision of market for the goods from the community e.g. food.
* Facilitates development of infrastructure like roads, schools, etc.
* Reduces disease and vector that bread in waste.
* Provision of physical security to the surroundings.
* Provides training ground for the community on better environment conservation and methods of waste management.
* Facilitates utilization of the would-be idle resources/garbage into other products.
* Contributes to community development programs e.g. sponsoring games.
* Conservation of the environment by planting trees.
* Acts as centre for researchers carrying out academic related activities.
* Conclusion of the presentation i.e. appreciation to the audience, encouraging the community to ensure proper garbage management.
* **Title = 01 mk**
* **Introduction =01 mk**
* **Any 5 benefits + conclusion X 01 mk = 05 mks ( = 07 mks)**

**a.i) =05 ii) 05 + b=08 + C=07 =25 marks**

**End**