



**FROM  
HANDOUTS  
TO  
HANDSHAKES**

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**THE PLACE OF BUSINESS IN ENDING POVERTY**

Hosts:



Transformational  
Enterprise  
Network

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*/transformational*  
**SME**

Sponsor:



# Welcome!

*Alex Lloyd Davies, Openwell*





# The Archbishop of Canterbury

The video can be viewed at:

<https://youtu.be/SeZGagVtwmQ>



# Dr Kim Tan



# Digital Social Enterprise in Uganda

*Emmanuel Trinity*



**MY JOURNEY THROUGH**

**HANDOUTS**

**HANDUPS**

**HANDSHAKES**

**BEEN ON THE  
RECEIVING AND  
GIVING END SO..**

**I KNOW**



# 1992

**THE STORY BEGAN**







**ME & MY LOVELY MOM**



**JOINING THE STREETS**





BACK  
TO SCHOOL

92hands.org



**ONE BOY**  
**ONE**  
**COMPUTER**  
**BIG**  
**CALLING**

**IMPACT SO FAR**

**2081**



**SKILLED JOBS**



**ONE OF THEM IS  
MAEGHAN**



elevate  
PROGRAM

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PROGRAM

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PROGRAM

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GLOBAL

**Alleviating Poverty  
is not the Same  
as Creating  
Prosperity.**

**AUDACIOUS GOAL**

**100,000**



**SKILLED JOBS**

**IN THE NEXT 10 YEARS**

# THE GOOD NEWS

**ITS NOT TOO  
LATE TO START  
OVER.**











**You can be on this  
journey with us**

**Invest with us**

**Hire our talent**

**Let's connect: [trinity@era92.com](mailto:trinity@era92.com)**

# Micro loans in Malawi

*Tamanda Liyao, Christian Aid*

Rural Entrepreneurship Assistance  
Programme (REAP)





## Target

- Southern region
- Phalombe and Mulanje

# VSLAs

- Help increase household income and access to finance and markets.
- 70% female-headed households.
- Increased diversification of livelihood practices.
- Goal is to form 400 VSLAs with more than 5000 beneficiaries.
- 50 groups supported with group businesses.



# Zinenani Jaile

- Zinenani Jaile, 31 year old mother of three.
- Dropped out of school in year five.
- Started a small business to support her family – this collapsed due to lack of knowledge.
- Joined a VSLA learned finance and business management.
- She has restarted the business and is now supporting her family.



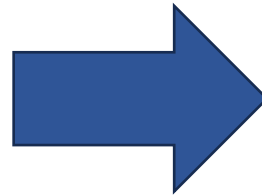


Retaining the ‘family silver’

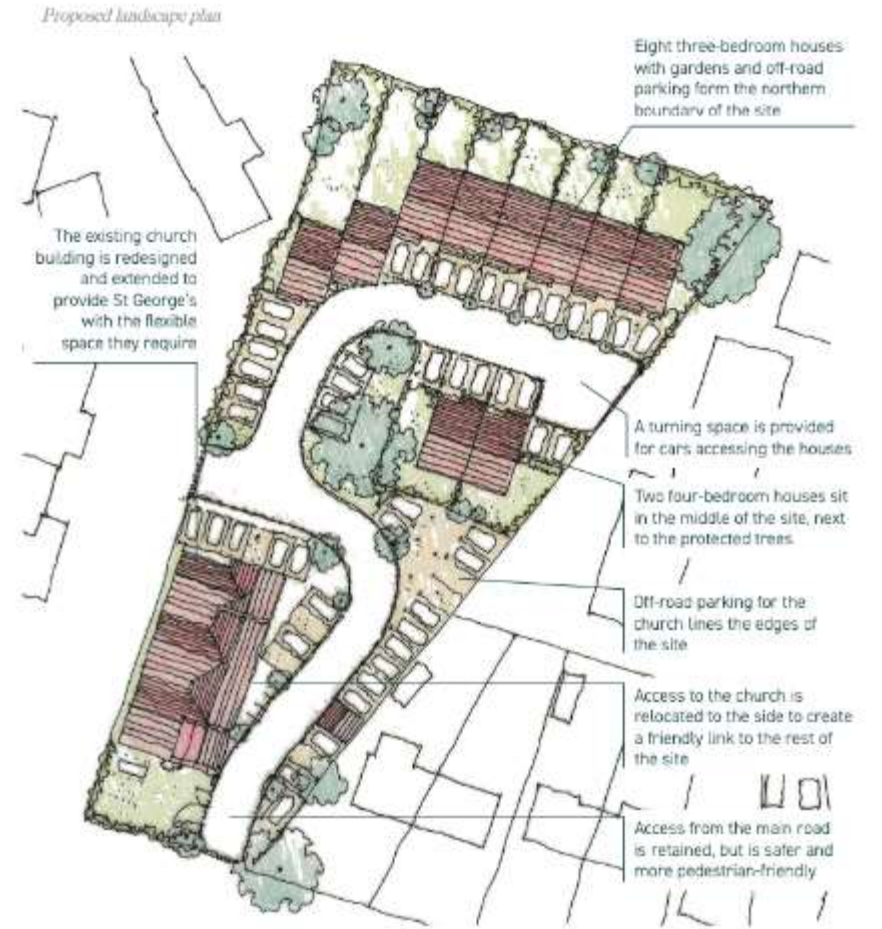
Optimising the value of charitable real estate

*Patrick McDonald, Openwell*

# FROM...



# TO...





# OPENING A WELL

## PROPOSAL

- Develop the site
- Free up £1m for church refurb
- Retain 8-10 houses
- Generate a:
  - 5-digit income in yrs 3-12
  - 6-digit income onwards

## WHAT'S REQUIRED

- ✓ Free land
- ❖ Appreciation over 10 years
- ☐ Patient Capital

## FUNDING

- £200k pre-planning risk-funding: Double or nothing
- 10 yr. loan facility
  - £6m
  - 7% loan
  - 50% equity-linked

# Creating microbusinesses in Kenya

*Kennedy Ojunju, Grace  
Development Foundation*











Enabling people  
Breaking poverty



**255,000 ++  
Livelihood Projects**



**4,200  
Community  
Volunteer  
Trainers**





**2,800  
Savings &  
Loan  
Groups**



**Miriam**





# ***Nakitende Uganda***

# MIGORI MAIN PRISON



MOZAMBIQUE  
5000PLUS  
IGPT  
SEMINAR  
DAY:1



# Grace Development Foundation



Dr Kennedy Ojunju  
[kennojunju@yahoo.com](mailto:kennojunju@yahoo.com)  
+254 727 837946

In partnership with:



“Hackathon”: How to build an enterprise ecosystem that serves the poor

*Samuel Williams*





# **Hack-a-Thon:** Working together for lasting change

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## **Hack-a-thon:**

An event where people come together to collaborate to solve a problem or identify new opportunities. The word hackathon is a combination of “hack” and “marathon,” i.e., a marathon for hackers. Maybe this is more of a Hack-a-Sprint. Today we are ‘Hacking’, a live development business challenge.

## **Assumptions:**

- We believe that business is one of the best ways out of poverty.
- *Starting and growing a Business is challenging in the most favorable circumstances.*
- *Sharing knowledge, experiences of success and failure, and networks can be the catalyst for sustainable success.*

# **Hack-a-Thon:** Working together for lasting change

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## Hack-a-thon huddles:

- Working as tables take 10 minutes to read the information about the project.
- Spend 5 minutes sharing initial thoughts and clarifying questions
- Spend 20 minutes ideating 3 bugs or fixes (Issues / Solutions)
- *20 minutes feed back session will follow so appoint a presenter.*

**Read**

**Share**

**Ideate**

# Hack-a-Thon: Nyuki Hubs Ltd

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## Problem Statement

The bee keeping and honey production sector in Kenya holds significant potential for climate adaptation, economic growth, and job creation, particularly among young women, youth, people living with disabilities and other marginalised groups in the community.

Despite its importance, the sector faces various barriers that hinder its ability to maximize its potential impact, particularly in terms of creating dignified employment opportunities for women and young people.

These challenges include inadequate resources, limited knowledge and access to skills development among the value chain, and insufficient infrastructure such as bee keeping equipment/commercial processing for domestic trade.

On the other hand, the local trade and commercial demand for Nyuki Hubs Ltd locally sourced honey plus value-added bee products such as beeswax candles, propolis extract/supplements, and royal jelly supplements for commercial sales is increasing.

What we are witnessing now is increasing demand for honey/bee products in Kenya, which is far exceeding the company's current production capacity. This creates a gap between the Nyuki Hub Ltd's current capacity and its future impact.

## Task 1: Identify Bugs

- What is holding the project back?
- Where is the project under developed or resourced?
- What is wrong in the business approach?
- What could be improved?

## Task 2: ideate fixes

Using your experience, suggest how you would address the business challenges to overcome the issues and maximise the impact (scale, financial stability, production, efficiency etc of the business)

# Lunch



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# Interview: Jo Plummer on Business as Mission



# Interview: Ezechiel Hatungimana, U-Invest, Burundi



THE PLACE OF BUSINESS IN ENDING POVERTY

Stories of personal engagement

*Patrick Watt, CEO, Christian Aid*



# Stories of personal engagement

*Panel: David Watson, Maria Skoyles and Nick Houghton with Jerry Marshall*



THE PLACE OF BUSINESS IN ENDING POVERTY



# Stories of personal engagement

## *Maria Skoyles*



# Stories of personal engagement

## *Nick Houghton*



Stories of personal engagement

*Panel: David Watson, Maria Skoyles and  
Nick Houghton with Jerry Marshall*



Reflection on personal  
engagement in groups  
*Paul Lindsay, Angello*



# Closing remarks

*Alex Lloyd Davies, Openwell*



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THE PLACE OF BUSINESS IN ENDING POVERTY

# What next?

*What is God saying to you and what are you going to do about it?*

Invest through

transformational  
**SME**

Scale ventures with us

 Openwell  
Oxford

Join  
TEN!

 Transformational  
Enterprise  
Network

Join the Salt Network & connect with our programmes

christian  
**aid**

Start your tribe!

angelo



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