

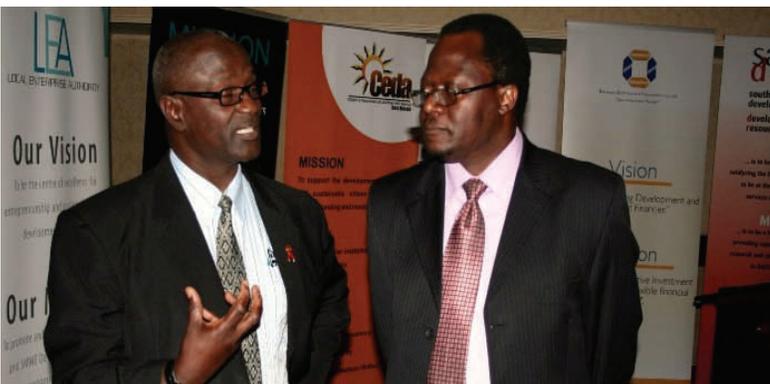
SME Mentoring Programme launched in Botswana

Agency, Local Enterprise Authority, Botswana Development Corporation, Botswana Housing Corporation and Botswana Savings Bank - and a partner organization, the Botswana National Productivity Centre, launched the Journey to Excellence SMME Mentoring Programme in Gaborone on the 2nd September 2008. Besides the DFIs, attendees at the launch included SMMEs, mentors, representatives of the Botswana business community, senior government officials and representatives of International Cooperating Partners.

The event will be followed by workshop and mentoring of SMMEs on the Journey to Excellence led by Ms Nina Mapili and Ms Unami Mpofo, HRD Project consultants under the auspices of the SADC-DFRC as sponsors. The programme seeks to improve the productivity and competitiveness of SMMEs with the objective of achieving organizational excellence and sustainability.

In his opening remarks, Mr Stuart Kufeni, CEO of SADC-DFRC, welcomed the launch of the SMME mentoring project in Botswana, particularly the immense socio-economic benefits it would bring to the country. *"The SMME Business Mentoring Programme seeks to link small business owners across the SADC region to adopt best practices in their quest for financial sustainability and growth. It provides an opportunity for SMEs to acquire new skills and develop growth plans and strategies, to better equip the SMEs to face the many challenges that today's highly competitive and rapidly changing global market place presents"*, said Mr Kufeni. According to Mr Kufeni, the programme offers long lasting skills, networking with other business owners and access to an experienced business person who will help the entrepreneur to focus on the issues and plans that will make a difference.

The guest of honour, the Executive Director for Botswana National Productivity Centre (BNPC), Mr Thembo Lebang, appealed to all attendees to acknowledge the good work that the SADC-DFRC was embarking upon. He further urged the Botswana Government to review its policies to enable the SMMEs to access the services of parastatals like BNPC. Services provided by BNPC are critical for the sustenance of the SMMEs but such parastatals are out of reach of most SMMEs. He mentioned that such a review could improve SMME access to services if these were to be turned to public goods.



Mr Thembo Lebang (l), Botswana National Productivity Centre Executive Director and Board Chair for Botswana Excellence Foundation speaking to Mr Stuart Kufeni (r), CEO of SADC Development Finance Resource Centre at the launch.

The SADC-DFRC in collaboration with the local DFIs in Botswana - National Development Bank, Citizen Entrepreneurial Development

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Botswana becomes the third SADC country to undertake the Journey to Excellence SMME Mentoring Programme following the successful launch of similar programmes in Lesotho and Namibia also facilitated by the SADC DFRC. The programme will be rolled out in other SADC countries overtime.

Vision

"To be the centre of excellence, aimed at catalyzing the SADC-DFI members collective efforts to be at the cutting edge of financial services delivery in the priority areas set by the RISDP".

ADDRESS

You can find us at:

Plot 50676
First floor, Block B
BIFM/Fairground
Office Park,
Gaborone, Botswana

Mandate

"Through technical and capacity building support, as well as policy research and advisory services, the DFRC's mandate is to promote the effective mobilisation of resources by the DFI's for investment in key areas with the potential to stimulate growth, generate employment and alleviate poverty in the SADC region".

Executive Development Programme for SADC DFI Network Chief Executive Officers

The Executive Development Workshop was the first training of its kind to be held for chief executive officers of member DFIs by the DFRC. The DFRC contracted the Gordon Institute of Business Sciences (GIBS) of the University of Pretoria to develop and implement the executive development programme. To ensure relevancy and appropriateness of the workshop content, the development of course materials by GIBS involved inputs from DFI CEOs by means of questionnaires. Twelve chief executives and 4 senior managers attended the workshop which was held at the new premises of GIBS, while the delegates were housed at Wanderers Hotel. The trainers on the programme were drawn from the staff of executive trainers of GIBS company-specific programme.



The SADC-DFRC is a subsidiary institution of SADC

Corporate Governance Development Programme

The SADC-DFRC organized a Corporate Governance Training programme for Board members on 16th-19th June 2008 at Birchwood Hotel/ OR Tambo International Conference Centre. The workshop attracted 21 participants from the member DFIs, and included non-executive directors, nominee directors, executive directors and some corporate secretarial staff.

The training workshop was preceded by an Orientation of Trainers workshop on 12th – 13th June 2008 at the same venue.

The purpose of this workshop was to draw in existing and experienced corporate governance consultants and DFI company secretarial staff and acquaint them with the training manuals and training practice for DFI board members. Sixteen participants from collaborating Institutes of Directors in the region, member DFIs and the Centre for Corporate Governance in Kenya attended the workshop. Both workshops went well and participants were satisfied with the level of engagement and considered the programme beneficial to their knowledge of corporate governance and skills as board members.

As part of its efforts to strengthen DFIs, DFRC found it important to address governance issues within national development finance systems.



Director skills training participants at the Birchwood Hotel and Convention Centre, June 2008

Programme on Investment Appraisal and Risk Analysis for SADC Develop-

The first module of the training programme, on financial analysis took place from 19th – 30th May 2008, at Eskom Leadership Development Centre in Midrand, South Africa. Twenty six (26) participants attended the programme from member DFIs, including 2 participants from the Eastern Cape Government Department of Transport. The teaching staff was led by Professor Glenn Jenkins, Director of the John Deutsch International Executive Programmes at Queens University. The supporting tutorial team included a SADC DFI member of staff who had previously been trained on the training of trainers programme at Queens University under SADC-DFRC sponsorship. The use of this staff demonstrates that the investment in training by the DFRC is beginning to reap dividends for the Network through internalizing of consultancy and training skills.

Upcoming training Programmes

- ◆ Programme: **Investment Appraisal and Risk Analysis**
Venue: Eskom Leadership Development Programme
Date: 8 – 19 September, 2008
- ◆ Programme: **Negotiation Skills**
Venue: Gordon Institute of Business Sciences, RSA
Date: 7 – 9 October, 2008
- ◆ Programme: **Corporate Governance Training for Directors**
Venue: Birchwood Hotel and Conference Centre
Date: 28 – 31 October, 2008
- ◆ Programme: **Project Management**
Venue: TBA
Date: TBA

Mission

To be a lean virtual organization providing capacity building and policy research, and advise to the DFI Network and SADC Governments in support of financial and operational effectiveness and efficiency, so as to enhance their contribution to economic growth and development in the SADC region.

Key Focal Areas:

- Financial sector reforms and strengthening, and capital markets development.
- Institutional support, encompassing capacity building.
- SME Development and support.
- Infrastructure / PPP

CONTACT US:

Physical Address:
Plot 50676
First floor, Block B
BIFM/Fairgrounds
Office Park
Gaborone, Botswana

Postal Address:
Private Bag 0034
Gaborone, Botswana

Tel: (267) 3191146
Fax: (267) 3191147
info@sadc-dfrc.org
www.sadc-dfrc.org

Contact: Mariam Ekenyane
Marketing &
Communications Officer
mekenyane@sadc-dfrc.org
info@sadc-dfrc.org