



PRIVATE SECTOR FOUNDATION UGANDA

Your Partner in Private Sector Led Development

Monthly e-newsletter NOV 2008

Mission: To promote the private sector influence for business growth and competitiveness through policy advocacy and capacity building in a sustainable manner.

PSFU GIVES AWARDS TO THE START YOUR BUSINESS COMPETITION WINNERS

Private Sector Foundation Uganda (PSFU) organised a successful Start your Business Plan Competition where a number of people won prizes. The Overall winner went home with a Grand Prize of US\$ 50,000. And nine others won various prizes.

The Start Your Business Competition is an initiative of the Government of Uganda, with support from the World Bank. The competition is organized by the Private Sector Foundation Uganda (PSFU) under the Second Private Sector Competitiveness Project (PSCP II).

This competition started in February 2008 and it is aimed at promoting entrepreneurship in Uganda and stimulate the creation of Micro Small and Medium Enterprises (MSME's) and help build a foundation for sustained economic growth in Uganda.



Herbert Astimwe- Overall Winner receives his Award

The Business Plan Competition, attracted people with brilliant ideas, who were keen to start businesses, or who were operating a small business for not more than 24 months. It ran for the last ten months and it came to an end on the 14th November 2008. The Start Your Business Competition

received an overwhelming number of entries with over 4,000 entries in the first phase. The competition progressed through four phases and reduced the entries to 53. Of these, 10 participants won prizes.

This competition is not only aimed at winning the prize money but also about improving entrepreneurial skills in business plan writing financial analysis and pitching. Participants were exposed to new technology, training in market analysis and planning, writing a comprehensive business plan and analyzing business finances.

All the submissions, at every phase were subjected to a rigorous online blind review process, through which each entry was reviewed by three independent judges to ensure that innovative and viable business plans progressed to the next phase. This method of reviews ensures that the highest level of credibility and transparency is maintained at all times.

The Final Awards

The awards were held over a two-day period from 13th-14th November 2008. Day 1 involved pitching of Business Plans by the finalists; Day 2 was the final Award Gala.













Guests during the final award gala held at Kampala Serena Hotel on November 14, 2008

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Winners of the Start Your Business Competition 2008:

 <p>Herbert Asimwe- Overall Winner</p>	<p>Herbert is a thirty seven year old teacher who is employed as a Marketing Manager in MK Publishers.</p> <p>His business idea is to provide raw food door to door, home to home delivery service using delivery vans. This will be done on demand and according to a schedule.</p> <p>His dream is to become a majority shareholder in Uganda's largest food distribution company. Mr. Herbert Asimwe won the US\$ 50,000 Grand Prize.</p>
 <p>Buga Asasira- 1st Runner-up</p>	<p>Buga is a thirty nine year old telecom engineer. His business idea is to set up a back-up system for storing a copy of all telephone contacts from willing mobile phone users.</p> <p>His dream is to see Teleback grow into a multinational mobile data management company in Africa. Buga won the 2nd Runner-prize of US\$ 35,000.</p>
 <p>Philemon Aceku- 2nd Runner-up</p>	<p>Philemon is a thirty five year old Bachelor of Commerce graduate from Makerere University. He is also the Marketing Manager of Ozuu brothers and is a resident of Arua.</p> <p>His business idea is the production and distribution of Agro forestry inputs and services in West Nile. He hopes to establish a company that will cater for the production, training, research and marketing of agro forestry products and services in Uganda. Philemon won US\$ 30,000 cash prize.</p>
 <p>Dr. Julius Kiiza- Regional Winner- Western</p>	<p>Julius is a forty two year old Social Scientist with a PhD from the University of Sydney. He is also a senior lecturer at Makerere University.</p> <p>His business idea is to create a polytechnique through which youth will be able to obtain vocational skills.</p> <p>His dream is to become a leading investor in high quality business technical and vocational education. Julius efforts earned him the US\$ 25,000 regional prize.</p>
 <p>Charles Dradu- Regional Winner- Northern</p>	<p>He is a thirty three year old dental surgeon resident in Nebbi. His business idea is to set up a dental clinic to prevent, treat and educate the public about enjoying sustainable quality oral health</p> <p>His dream is to set up a medical centre with other medical services with special emphasis on oral health. Dradu won US\$ 25,000 to make his idea work.</p>
 <p>Apollo Kadumukasa Kironde II – Regional Winner- Central</p>	<p>Apollo is a sixty two year old self employed economist. His business idea is to produce superior humanely raised animals specifically for meat consumption.</p> <p>His dream is to develop a sustainable business that specializes in the retail of specialty meat. Apollo won the central regional prize worth US\$ 25,000.</p>

 <p>Charles Naitala- Regional Winner- Eastern</p>	<p>He is a forty five year old chemist who is also a resident of Jinja. His business idea is recycling tannery solid wastes for the manufacture of leather ginning washers used in cotton ginneries, protein meal for animal feeds and leather fibre boards for shoe production.</p> <p>His dream is to recycle all tannery solid wastes in east and central African region and become a market leader in the production of leather ginning washers, protein meal and leather fibre boards. Naitala won US\$ 25,000</p>
 <p>Jennifer Rose Adiamo - Best Woman Business Plan</p>	<p>Jennifer is a twenty nine year old resident of Soroti. Her business idea is to process organic fruits mainly pineapples. Sun dried tomatoes will also be processed mainly for the export market.</p> <p>Her dream is to become a leading supplier of organic fruits in the whole of Africa. For having written the best business plan in the women category, Jennifer won US\$ 20,000.</p>
 <p>John Rogers Lubowa- Best New Business Idea</p>	<p>Rogers is a twenty three year old resident of Kampala. He is a marketing executive with St. Christian graphics limited.</p> <p>His business idea is to start the first mobile catering services business in Uganda where food will be sold from customized trucks that come with inbuilt kitchens at all social and public events, parties, busy streets and corporate companies.</p> <p>His dream is to be a well established African entrepreneur. Rogers won US\$ 20,000</p>
 <p>Abdul Mbabazi- Best Start-up Business Plan</p>	<p>Abdul is a twenty nine year old Regional Sales Officer with Mukwano Industries Limited. He also has a Bachelors Degree in Commerce from Makerere University.</p> <p>His business idea is to establish renewable energy technologies and power back up units. His dream is to build a powerful brand in the energy, small scale industries, and education and real estate sub sectors. Abdul won US\$ 20,000.</p>

The Start Your Business Competition aims at supporting entrepreneurship development and the establishment of new enterprises by Ugandans. Business Plan Competition 2009 will commence in February 2009.



Mr. Gabriel Hatega Executive Director PSFU shakes hands with Mr. Reginald Mengi Common Wealth Business Council



Judges receive certificates

(CBC) Board Member who was the Chief Guest at the event. In the center is Mrs. Irene Muloni Vice Chairperson PSFU

PSFU REPRESENTS PRIVATE SECTOR AT EPA NEGOTIATIONS, BRUSSELS, 10th -15th NOVEMBER 2008

The East African Community (EAC) Partner States are negotiating EPAs with the European Union (EU) which is represented by the European Commission (EC) in the negotiations. John Ssempebwa, Director of Trade at PSFU is a member of the technical negotiating team of the EAC. The EAC technical team and the EC met in Brussels from 10th to 15th November 2008.

The major outcomes of the meeting include allowing EAC states some policy space to tax efforts, allowing EAC states to give good trading terms to other non-EU economies such as China and India, usage of convenient and not designated routes, compartmentalization and zoning in control of animal diseases. The next meeting of the EAC and EC technical experts will take place in February within the EAC. Details are available through sempebwa@psfuganda.org.ug

PSFU REPRESENTS PRIVATE SECTOR AT EAC COMMON MARKET NEGOTIATIONS, ZANZIBAR, 3rd -10th , NOV 2008

Since January 2008, the EAC partner states have been involved in common market negotiations towards free movement of persons, goods, labour, services and capital in the EAC. PSFU and UMA are members of the High Level Task Force (HLTF) negotiating on Uganda's behalf. PSFU is represented by Mr. George Walusimbi-Mpanga, the Executive Secretary of Uganda Service Exporters Association and Chairman of the PSFU Trade Core Team.

The last round of negotiations was held in Zanzibar from 3rd to 8th November 2008. The major outcomes of the negotiations so far include harmonization of domestic taxes, agreements on concluding an EAC Sanitary and Phyto Sanitary (SPS) and TBT, border posts within EAC to operate 24 hours day, progressive liberalization of services, free movement of capital, among others. A full report is available on request from the Director, Trade at PSFU jsempebwa@psfuganda.org.ug.

The deadline of the negotiations has been pushed to 31st April 2009 from 31st December 2008. This is because a substantial volume of work assigned to the task force is yet to be completed. The next round of negotiations will be held in Kigali, Rwanda from 1st to 8th December 2008.

PSFU REPRESENTS PRIVATE SECTOR AT EAC MEETING TO HARMONIES DOMESTIC TAXES IN EAC

The EAC partner states met in Arusha from 16th to 18th November 2008 to design a roadmap for tax harmonization in the EAC.

PSFU and the Tanzanian apex body of industries represented the private sector in the EAC. The meeting was attended by officials from Partner States' ministries of finance and revenue authorities. The meeting agreed to a roadmap to the harmonization of domestic taxes in the EAC. Details are available from jsempebwa@psfuganda.org.ug



PROF JAMES MULWANA ELECTED BOARD MEMBER AT THE CBC BOARD OF DIRECTORS

Prof James Mulwana Chairman Advisory Council PSFU has been elected one of the new members to the CBC Board of Directors. He is among the 3 new members elected. Other members include Mr. Hussain Dawood, Chairman, The Dawood Group, Pakistan and Tun Dato' Seri Ahmad Sarji Bin Abdul Hamid, Deputy Chairman of Sime Darby Berhad, Malaysia;

Upcoming Events;

✚ Buy Ugandan Campaign



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