



**entrepreneurs
for entrepreneurs**
Sustainable cooperation with the South

Annual Report 2017



The best coffee comes from Kawa Kabuya

Kawa Kabuya coffee is undoubtedly the tastiest you will find in the Democratic Republic of the Congo (DRC). Entrepreneurs for Entrepreneurs has added more than one bean to the blend.

DIFFICULT CIRCUMSTANCES

The demise of the Mobutu regime, looting by rebels, an influx of refugees from Rwanda and the global slump in coffee prices put coffee growers in the eastern Congo under serious pressure. Farmers continued to produce, but because of the low prices, they could no longer compete. Each farmer grew his coffee on his own piece of land, processed it at home and sold his end product to buyers. They sold it on in turn, until the coffee ultimately ended up with an exporter.

This piecemeal approach left the farmer with very little, and the reputation of coffee originating from the eastern Congo also took a knock. Expansion was urgently needed and Rikolto - formerly known as Vredeseilanden - approached Entrepreneurs for Entrepreneurs in 2016.

EURO 50,000 BRIDGING FINANCE

“Despite the major risks, Entrepreneurs for Entrepreneurs believed in our project and Kawa Kabuya - a cooperative formed by local coffee growers - received bridging finance of € 50,000”, explains Ivan Godfroid, director of Rikolto in the DRC.

“That helped us take the next important step: expand cooperatives where the farmers purchase the beans centrally and process them at micro stations themselves. Farmers invested \$50 each, and Rikolto contributed the same amount for each of them. This allowed us to obtain a motorized pulp remover, shade nets and mesh for the drying tables.”



INTERNATIONALLY ACCLAIMED COFFEE

“We encouraged all our cooperatives, which included Kawa Kabuya, to participate in Taste of Harvest, an annual international competition that is organized by the African Fine Coffees Association (AFCA), says Ivan Godfroid. We immediately hit a home run: Kawa Kabuya took the main prize at its very first appearance in 2015.

This resulted in an increased demand for their coffee and a ramp-up of the price too. Kawa Kabuya won the competition again in 2016 and 2017.

Today Kawa Kabuya stands firmly enough to meet the requirements of development funds such as Alterfin, who provide a more structured long-term financing solution. All of this thanks to the original bridging finance provided by Entrepreneurs for Entrepreneurs!”



What we do

In the first instance, any development cooperation must support economic initiatives that are sustainable and already embedded in the local community. For that reason Entrepreneurs for Entrepreneurs supports local entrepreneurship. Both NGO and B2B projects can count on our support.

Entrepreneurs for Entrepreneurs has divided the projects into six categories since 31 December 2017:

- Finance
- Education & training
- Health
- Agriculture
- Manufacturing & services
- Water & energy supply

Increasingly more Belgian companies and entrepreneurs subscribe to the Sustainable Development Goals (SDGs) of the United Nations. They acknowledge the importance of sustainable economic development. They want to make an active contribution, both in a financial sense and by sharing their expertise. And that is exactly what Entrepreneurs for Entrepreneurs facilitates.

Cultivation process in the DR Congo gives our space mission a boost

Fighting child mortality and sending astronauts to Mars: small green algae could hold the key to both. Spirulina is jam-packed with nutrients. The Belgian Research Nuclear Center (SCK•CEN) is therefore not only looking at how spirulina can be utilized as astronaut food, but they are also growing it in the Congo.

At the Belgian Nuclear Research Center in Mol, more than 750 scientists are searching for answers to complex social issues every day. They develop sustainable technologies and conduct future-oriented research. “Astronauts who will be sent on a mission to Mars, for example, cannot take a supermarket of food with them. To survive the mission that will take years, they must be able to take enough nutritious food with them. That is why we have been testing for years now to see how spirulina can best thrive under extreme conditions, such as those of a space mission, says Hamid Ait Abderrahim, deputy director general of the research center.

MORE THAN JUST MONEY

“As a research center we also want to make this world a better place. Naturally that involves humanitarian projects too. We were fortunate to be introduced to Entrepreneurs for Entrepreneurs about 5 years ago”, Hamid recalls. “It was an instant match. Their mission dovetails perfectly with our corporate culture, where innovation, transfer of knowledge and sustainability are key elements. But for us, it is about more than just giving money. We want our researchers to actively join the search for solutions to problems in low- and middle-income countries. Entrepreneurs for Entrepreneurs is part of our story in that regard as well.”



CONNECTING LINK

Currently about 40% of children under the age of five in the Congo suffer from malnutrition, which results in high rates of child mortality. Hamid: “To put an end to acute famine we launched the Inspiration (Introduction of Spirulina in Equatorial Africa To Improve local Nutrition) pilot project. As part of the project we teach the Congolese how to grow the spirulina themselves.”

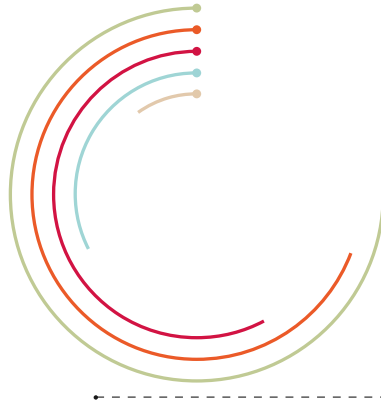
“Entrepreneurs for Entrepreneurs was the connecting link in this story. They found the ideal partner for us in the form of the Congodorpen NGO. Without them we would never have made contact with the locals in Mooto. Because of Entrepreneurs for Entrepreneurs’ good connections with various NGOs, their transparent way of working and sound knowledge of the area we were able to get the project off the ground in a flash.”

KNOWLEDGE TRANSFER

“With Inspiration we make sure that the spirulina is not just dumped in the laps of the local people”, continues Hamid. “Two Belgian Research Nuclear Center (SCK•CEN) colleagues went to the Congo for two weeks to establish breeding tanks. Even the local agricultural school became involved in the project. We used the courses we designed to teach the local farmers how to grow their own spirulina. The Congodorpen NGO monitored our project and introduced the people to the idea of taking the spirulina as a nutritional supplement.”

“Thanks to Entrepreneurs for Entrepreneurs, our spirulina knowledge is now bearing fruit in a humanitarian context. The knowledge that this alga can save human lives is incredibly inspirational. It gives our researchers the added motivation to bring our ‘Mars mission’ to a successful conclusion”, concludes Hamid.

Key figures in 2017



64 donors

60 volunteers

56 members

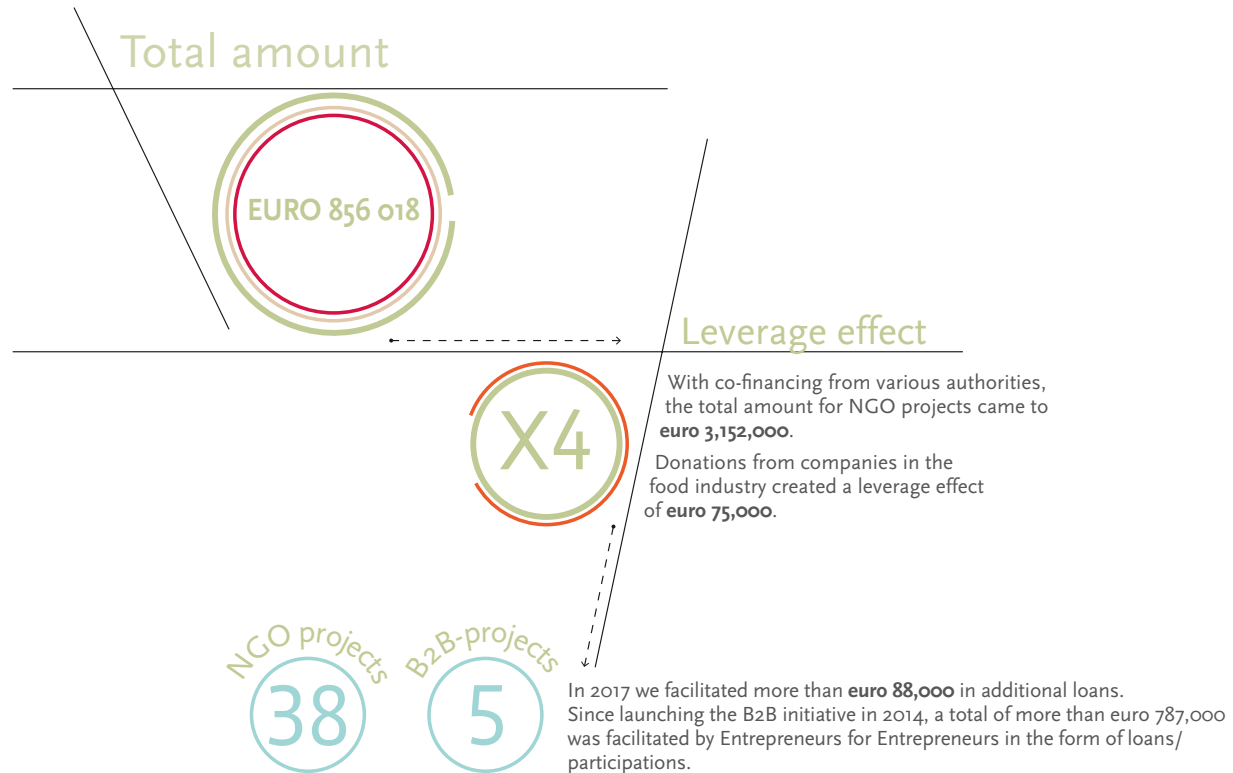
15 core members

3.1 FTE

What we do

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For that reason Entrepreneurs for Entrepreneurs supports local entrepreneurship. Both **NGO and B2B projects** can count on our support.



The Chairman's vision



Dear Reader,

2017 was an important transition year for Entrepreneurs for Entrepreneurs (Ondernemers voor Ondernemers – OVO). The financial growth we managed to achieve in recent years despite the economic crisis has stagnated. However, 2017 was the year in which we took important steps to future-proof the organization. On the one hand by acting as a network for innovative ideas and collaborations, and on the other hand by providing support to entrepreneurs in low- and middle-income countries by means of the right tools, which includes financing and expertise. We removed obstacles preventing further growth and responded to opportunities and generated new ideas. Or: step back to get a better run-up!

SHARING OF EXPERTISE

Here are a few examples. We have seen a strong positive trend in the Belgian private sector in the past year. Increasingly more companies are offering in-house expertise to support high impact projects in low- and middle-income countries. What is the reason? The active engagement of employees increases their satisfaction, dedication, creativity and energy to take on new projects.

This trend offers Entrepreneurs for Entrepreneurs a huge opportunity to address the needs of entrepreneurs in low- and

middle-income countries even better. In addition to access to finance, development initiatives also constantly need all kinds of expertise. We worked diligently on our internal organization this past year to foster a good match between supply and demand to create sustainable win-win relationships between businesses in Belgium and those in low- and middle-income countries.

A key aspect of this was to strengthen and grow our network. Among other things, a number of new internal functions were created (e.g. expertise coordinators, NGO account and project portfolio managers), new networks were explored (e.g. the African Diaspora in Belgium) and focus countries were selected for our B2B pillar (Uganda, Rwanda, Tanzania and Kenya).

On 21 November we organized the “SDGs, is this a step in the right direction?” seminar. The keynote speakers were Queen Mathilde, the Minister for Development Cooperation, Alexander de Croo, and Herman Daems. Debates were held with many stakeholders during this seminar, including youth organizations, VOKA (the Flemish Network of Businesses) and UWE (the Walloon Union of Businesses), on the relationship between entrepreneurship and the sustainability goals, and the first trends that have become apparent since they were announced in 2015.

ENTREPRENEURS FOR ENTREPRENEURS ACCELERATION FUND

In addition to these internal reorganization efforts, we also worked on new innovative financing options. At the end of 2017 the Board of Directors gave the green light for establishing our own investment fund, the Entrepreneurs for Entrepreneurs

Acceleration Fund. Its role will be to provide financial injections in promising businesses in Africa and sustainable African development projects that are (just) not able to access the money market.

The Entrepreneurs for Entrepreneurs Acceleration Fund will transform donations from individuals and companies in Belgium into social loans for entrepreneurs in Africa with an important social, environmental and sustainable impact. Once the social loan has been repaid, the capital is returned to the fund to invest in new projects or new businesses. This allows Entrepreneurs for Entrepreneurs to create a lever for each donation and make an even bigger impact.

TO A SUCCESSFUL 2018

We are convinced that the path we have carved out for ourself will lead to an even greater impact by our activities. Our vision is increasingly supported by more people and organizations. The new services we designed in the past year address the needs of our stakeholders. We are already looking forward to reporting back to you next year on our continued growth.

Luc Bonte, Chairman



What does Entrepreneurs for Entrepreneurs (Ondernemers voor Ondernemers – OVO) do?



Entrepreneurs for Entrepreneurs encourages people in low- and middle-income countries to develop sustainable projects. By supporting their entrepreneurial spirit and independence, we help them to make the most of their strengths.

Entrepreneurs for Entrepreneurs links these projects to Belgian companies and entrepreneurial people who want to invest directly in low- and middle-income countries or wish to support an entrepreneurial NGO project. Through this strategy Entrepreneurs for Entrepreneurs wants to fully commit to its role as business matchmaker. We work with dynamic NGOs and more than 130 companies ranging from multinationals to SMEs to achieve this. They all share the same conviction: entrepreneurship boosts development in low- and middle-income countries.



Our vision

Both individuals and groups have the will and the power to develop socially and economically and in so doing create wealth for themselves and their community. That is why we support local, sustainable economic initiatives within a socially responsible context. Initiatives by private individuals are key, but increasingly more Belgian companies, entrepreneurs and ex-entrepreneurs subscribe to the concept of Corporate Social Responsibility (CSR). They want to actively contribute to sustainable economic development in low- and middle-income countries, financially and by sharing their expertise. And that is exactly what Entrepreneurs for Entrepreneurs facilitates.

Our mission

Micro, small and medium-sized enterprises in low- and middle-income countries are an important potential driver for sustainable human development. They contribute to the well-being and prosperity of the local population. So:

- Entrepreneurs for Entrepreneurs facilitates socio-economic initiatives in these countries.
- Entrepreneurs for Entrepreneurs brings companies and entrepreneurs in Belgium directly or indirectly into contact with initiatives like these.



Working to survive

Daniëlle Vanwesenbeeck, founder and leading woman at direct mailing company MASTERmail, has supported Entrepreneurs for Entrepreneurs for many years in kind. “Creating a context in low- and middle-income countries where entrepreneurship becomes a possibility, gives people perspective. And above all, you’re giving them self-respect. That is much more valuable than money.”

MASTERmail prints letters, invitations and folders for Entrepreneurs for Entrepreneurs and prepares them for mailing. “My staff does the necessary. They know I have a soft spot for Entrepreneurs for Entrepreneurs.”



MUTUAL RESPECT

When Entrepreneurs for Entrepreneurs first approached her five years ago to explain what the NGO represents, Daniëlle immediately felt a kinship. “Markant NGO – the network by and for entrepreneurial women – had just given me the Womed award, which celebrates women entrepreneurs. Every two years the NGO also gives such an award to a woman entrepreneur in the South via NGO partner Trias. A few of the finalists from Guinea came on a business trip to see me. They make shea butter and peanut butter and honey and had established trade in these products.”

“I felt quite uncomfortable when I showed them my neat office,” recalls Daniëlle. “The harsh reality of their story touched me deeply. They were often abandoned by their husbands or were widowed. Without work or a safety net, they had no option but to start up a business. It is the only way to keep them and their children alive.”

Daniëlle shares how the women admired her for what she had achieved. “I felt the same towards them. The primal power of these women awakened a deep respect in me. Day in and day out they work the land, in the searing heat, and just hope that their harvest would not fail. Doing business in Belgium may well resemble a jungle, but what these women have to face every day is a hard reality.”

MUTUAL SUPPORT

“Entrepreneurs have to help each other”, says Daniëlle. “And that is precisely what Entrepreneurs for Entrepreneurs makes possible. It offers people in low- and middle-income countries the opportunity to generate their own income in a sustainable manner. Entrepreneurs for Entrepreneurs thinks long term, and to me that hit home.”

“What is more, it is run by a dynamic team of people”, says Daniëlle. “A few years ago Entrepreneurs for Entrepreneurs had some personalized photo frames printed here that said ‘My business is about more than profit alone’. They were sent as a gift of thanks to all the companies that support them. I thought that was a very special campaign.”

“Of course I am very results-driven as the general manager of MASTERmail and I keep a close watch on the profitability of each activity. Profit is important. But we really have it so good that we should give something back to the world. Unfortunately there are many business leaders who only concentrate on the money. Then I think: poor people.”

NGO projects we supported in 2017

Entrepreneurs for Entrepreneurs supports recognized NGOs with many years of experience, extensive knowledge of the area and a program that stimulates the local economy in low- and middle-income countries. We also work with NGOs that subscribe to the basic conditions for economic development: education and health-care, water, energy, business premises, work materials, and so on.

Tax certificate

Entrepreneurs for Entrepreneurs issues a tax certificate to investors for donations of euro 40 and up. It is issued in the month of March in the year that follows the year in which the donation was made, in the month of March.

Deposits can be made directly into the Entrepreneurs for Entrepreneurs account: BE50 4310 7565 5118 – BIC KREDBEBB with reference: 'GIFT- 'country' 'project code' and/or 'project number.'

COLOR LEGEND

The NGO projects we support are shown for each continent and are divided into four categories:

Entrepreneurship and training

We lend a helping hand by creating jobs and profit and through innovation. Technical skills and personal development are essential aspects. Local entrepreneurs stand a better chance if they have the necessary knowledge.

Water, infrastructure and sustainable technologies

Nobody can survive without a proper water supply and sanitation. Integral water management is therefore a precondition for entrepreneurship. Local entrepreneurship is virtually impossible without sustainable technologies and reliable infrastructure.

Agriculture and food security

Improving agricultural production and proper marketing yields higher income, food security and greater variety of food. Experts search for sustainable and profitable agricultural activities in collaboration with local artisans.

Healthcare

Good healthcare is critical for development in any region. Therefore, we attach great importance to increasing quality in the medical sector. At the same time, it is important to facilitate easier access to hospitals, for example by taking out medical aid insurance.

NGO-PROJECTS AFRICA

1 Benin country

Improving living conditions, establishing sustainable food security and offering an opportunity to be an entrepreneur in one of the poorest regions of Benin, Atacora. Thanks to this micro project 3,300 families are given support to produce fonio – a nutritious cereal.

Boone - Kirsich, Lotus Bakeries, Reconsult company
Louvain Coopération ngo

2 Burkina Faso country

Designing a franchise model for women who cultivate rice. This pilot project was kicked off with 40 rice cultivators in the Hauts Bassins and Cascades regions.

Aperam Stainless Belgium, Spaepen -Stappaerts company
Rikolto ngo

3 D.R. Congo country

Supporting the construction and installation of a metal bridge in Manguredjipa in Butembo. The bridge should improve access to the region and it's trade and transport of goods.

De Scheepvaart company
Codéart ngo

4 D.R. Congo country

Fighting malnutrition and child mortality by producing, testing and introducing spirulina as a food supplement to 300 children in the Mooto and Bikoro regions.

ADPO , Dierickx, Leys & Cie company
Congo dorpen ngo

5 D.R. Congo country

Ramping up productivity in coffee cultivation and increasing the income of 600 coffee farmers in the Yakoma, Boto, Mooto and Popokabaka regions, by strengthening their technical capacities and making use of better planting stock.

Miko Koffie company
Congo dorpen ngo

6 D.R. Congo country

Increasing the income of about 18,000 residents in the Popokabaka, Bikoro, Boto and Yakoma regions through micro agricultural projects.

Private donor company
Congo dorpen ngo

2 Burkina Faso**1 Benin****7 D.R. Congo** country

Supporting farmers' associations in Bikoro and Mooto in the form of sustainable and profitable agriculture with a focus on cash crops such as cocoa, coffee and palm oil.

Viafonds company
Congo dorpen ngo

8 D.R. Congo country

Supporting street children between the ages of 6 and 18 years to reunite with their family and society. At the moment between 20,000 and 30,000 children are struggling to survive on the streets of Kinshasa. During the past 3 years 1,042 children were welcomed, of which 210 children have been reunited with their family since.

Cargill, KU Leuven, private donations, Van Breda Risk & Benefits, Van Lint - Cokaerts company
Louvain Coopération ngo

9 D.R. Congo country

Improving access to and management of potable water systems for 10,000 people and installing sanitation at a school with 800 students in the Ituri region.

Private donations Sanitechniek promotion, Renotec, Sanitechniek, Willemen. company
Protos ngo

D.R. Congo

3 4 5 6
7 8 9 10

10 D.R. Congo country

Giving disadvantaged youth in Kinshasa, Mbuji Maji and Lubumbashi access to vocational and technical training. Practice-oriented subjects, interview preparation, training in entrepreneurship and employment agencies are all harnessed as tools in the effort to help youth into the jobs market.

DEME company
VIA Don Bosco ngo

11 D.R. Congo country

Supporting 110 disadvantaged young people in Lubumbashi to access the jobs market through vocational or technical training at the Magone center.

Westmalle Trappists brewery company

VIA Don Bosco ngo

12 D.R. Congo country

Offering youngsters in Mbuji-Mayi, the 3rd largest city in DRC, a better future with practice-oriented training in various sectors for about 250 boys and girls.

Vanden Bulcke - Neiryneck, Vandeputte Safety company

Via Don Bosco ngo

13 Ethiopia country

Two micro-finance businesses want to increase their footprint in remote rural areas in the form of savings and credit associations and innovations in the ICT arena. In 2017 this project reached about 84,000 beneficiaries (of which more than 60% were women).

Belisol, RF Technologies company

SOS Faim ngo

14 Ethiopia country

Strengthening the capacities of local micro-finance institutions SFPI, Buusaa Gonofaa, Wasasa and Eshet by expanding their range of credit offerings so that they can finance more agricultural activities.

KBC company

SOS Faim ngo

15 Ghana country

In 2017 the 4,500 residents of the Akim Nkwarteng region were provided with a well for potable water equipped with a solar power pump. The basic structure for 12 public toilets was also built.

BASF Antwerpen, Dilkoma, Goole Jean-Paul, HOPE#A company

FOS ngo

16 Ghana country

Improving hygiene and sanitation for 4,500 residents and students in the Akuapim Kitase region by installing public toilets.

Fuji Oil Europe company

FOS ngo

17 Guinea country

Making member organizations of small business owners and farmers self-reliant both in a professional and a personal sense, via local partner Aguidép, with special focus on the poor, women and the youth.

Acerta company

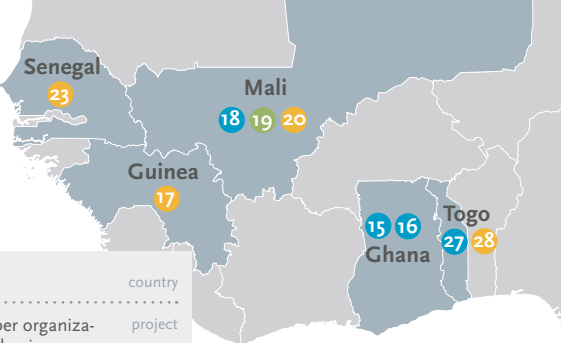
Trias ngo

18 Mali country

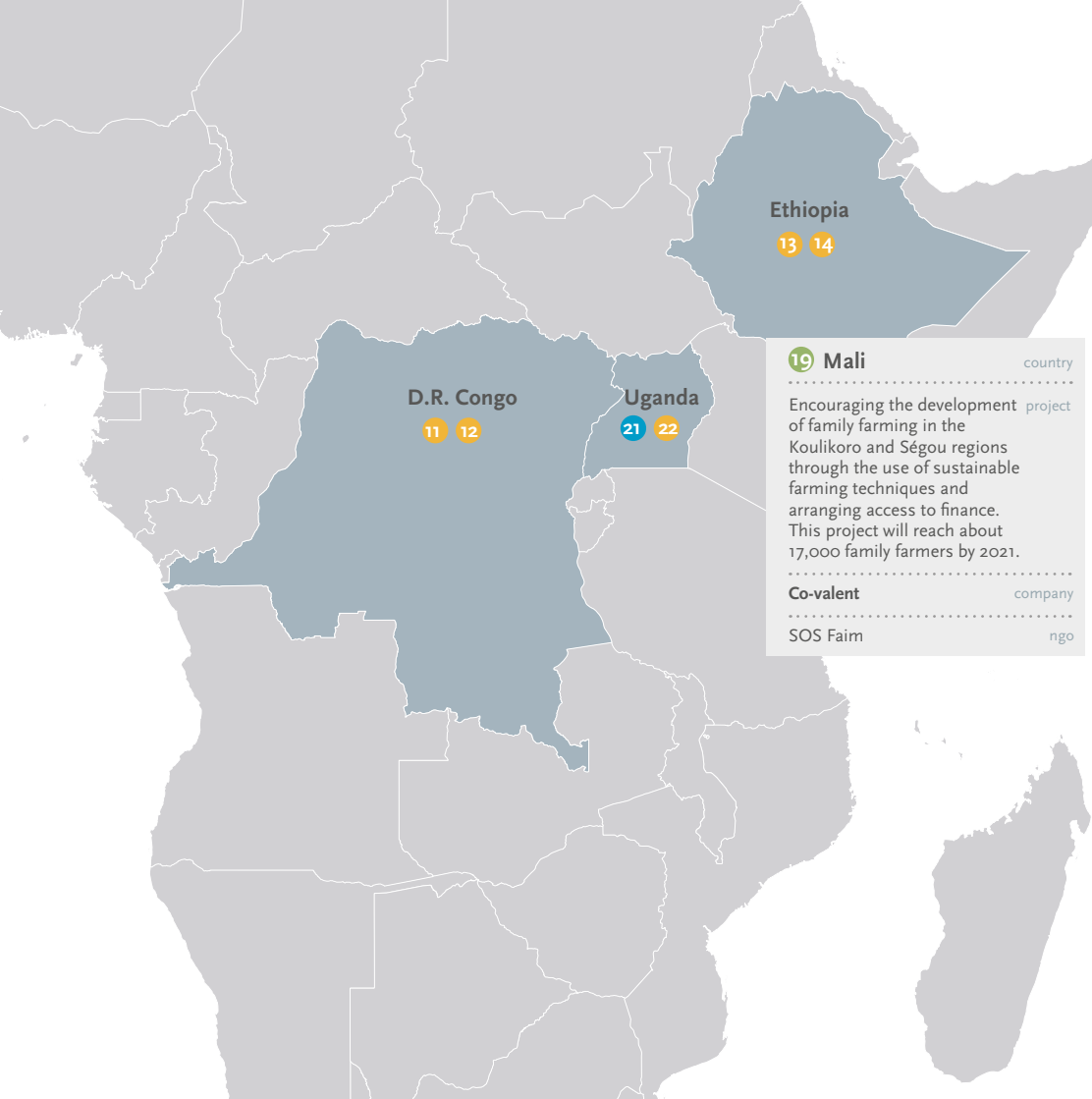
Arranging sustainable access to potable water for 9,600 people in the Mopti region and giving 20,000 people in the same region access to sanitary facilities.

Denys en Willemen company

Protos ngo



- Entrepreneurship and training
- Agriculture and food security
- Healthcare
- Water, infrastructure and sustainable technologies



Ethiopia

13 14

19 Mali

country

Encouraging the development of family farming in the Koulikoro and Ségou regions through the use of sustainable farming techniques and arranging access to finance. This project will reach about 17,000 family farmers by 2021.

Co-valent company

SOS Faim ngo

D.R. Congo

11 12

Uganda

21 22

20 Mali

country

Offering 1,130 vulnerable young people (15 to 25 years old) the opportunity to obtain specific training in photovoltaic energy at the center for vocational training in Touba. The project also focuses on modules involving photovoltaic energy at the Bamako and Sikasso training centers between 2017 and 2021.

Umicore company

VIA Don Bosco ngo

21 Uganda

country

Giving 19,200 additional people access to potable water via the sustainable management of two river basins of Mpanga and Upper Lake Albert. The project also offers sanitary provisions and hygiene education for 1,500 people through domestic eco-toilets, for 3,600 students at 5 schools and for 5,000 residents in fishing villages.

Co-valent company

Protos ngo

NGO-PROJECTS AFRICA

Togo

27 28

22 Uganda country

Creating a more favorable business climate via local partner USSIA for about 950 young people in the construction sector.

Vandersanden Steenfabrieken company

Trias ngo

23 Senegal country

By the end of 2021: Supporting and coaching 9,500 entrepreneurial women in the Fatick region with salt production, goat farming and cashew nut production.

Sioen Industries company

SOS Faim ngo

24 Tanzania country

Supporting 7,700 family farmers through the farmers' organization MVIWATTA in the Arusha region in the production, processing and marketing of honey, onions, chickens, cassava and maize. The project also supports 2,400 small-scale operators through the TCCIA organization for entrepreneurs.

Lotus Bakeries, Viafonds company

Trias ngo

25 Tanzania country

Strengthening the local economy in the Longido district by offering support to cooperative banks in 8 towns, guiding about 3,500 women and young entrepreneurs and developing local initiatives involving eco-tourism.

VKVM-ACAP (B.D.M., Corona, Dela Belgium, Emani, Euromex Edegem, European Liability Insurance, Hiscox, Piette & Partners Verzekeringen, Protect) and private donations through an initiative by Protect

Trias ngo

26 Tanzania country

Improving the quality of technical and vocational education in the regions of Iringa, Dodoma and Dar es Salaam through a teachers' training college for about 300 teachers in training.

Co-valent company

VIA Don Bosco ngo

27 Togo country

Assisting with a drying room and sales booth for selling the husked rice of a cooperative in Djabdjoaré, consisting of 27 women.

Gemeente Edegem company

Louvain Coopération ngo

28 Togo country

Setting up a Learning Box on solar energy for literacy courses for young farmers in rural areas. The Learning Box was developed and implemented by engineering students of the UCL.

Siemens, Umicore company

Louvain Coopération ngo

29 South Africa country

Supporting small-scale entrepreneurship through a local chamber of commerce that is active in the Diepsloot and Alexandra townships in the province of Gauteng.

Heraeus Electro-Nite company

Trias ngo

Tanzania

22 23 24

25 26

South Africa

29

- Entrepreneurship and training
- Agriculture and food security
- Healthcare
- Water, infrastructure and sustainable technologies

NGO-PROJECTS ASIA

 **Philippines**

country

Supporting about 9,100 farmers (focusing on women and young people) through local partner LMPC with the production, processing and marketing of pineapple to juice or jam, and the manufacturing of clothing from the fibers.

project

Gijbels Group

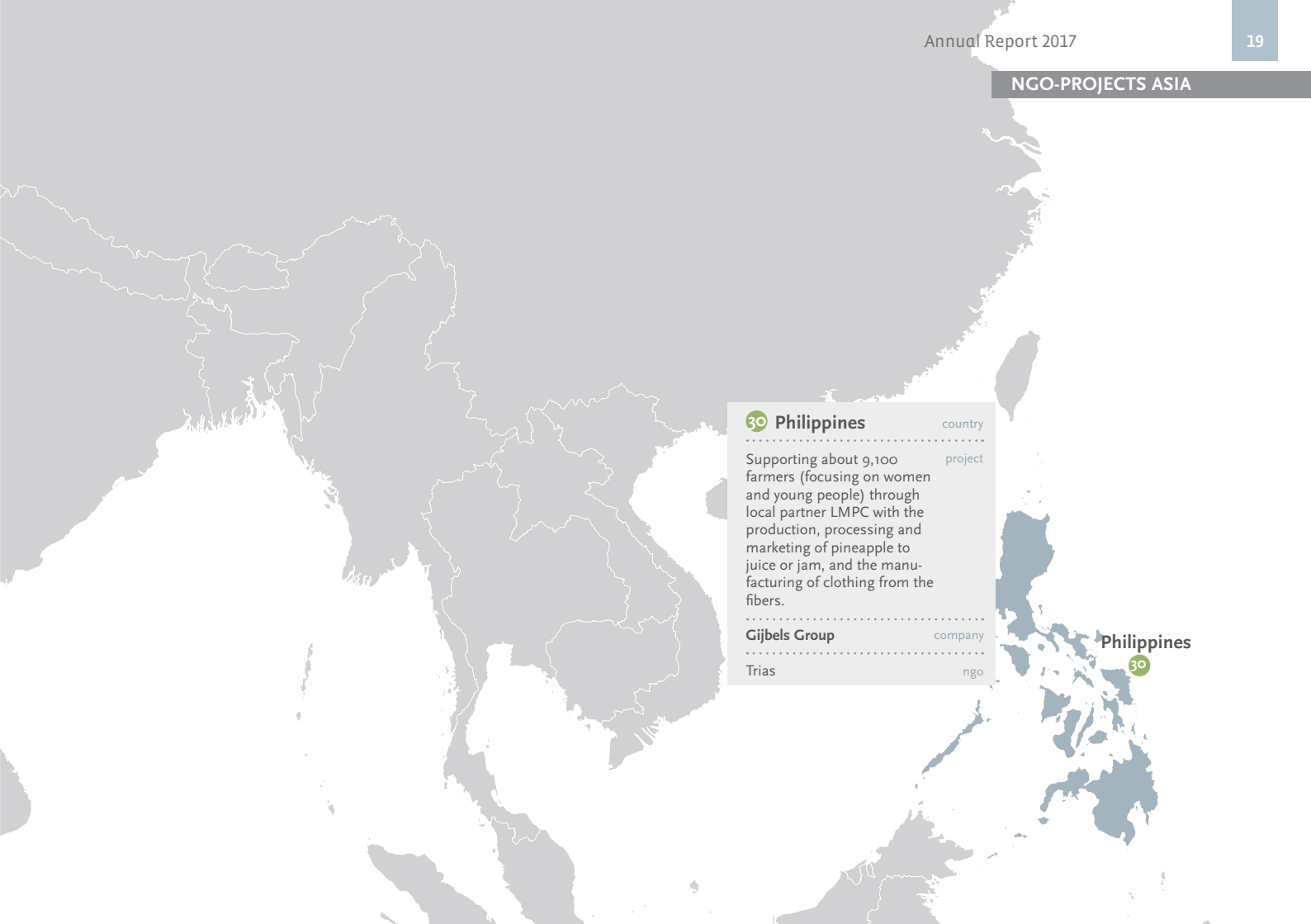
company

Trias

ngo

Philippines

30



NGO-PROJECTS SOUTH AND CENTRAL AMERICA

31 Bolivia

country

Improving the production process of quinoa. Quinoa not only has tremendous nutritional value, but also large economic potential. In Oruro, this project involves about 12,900 families and in Tarija about 40,500 residents.

project

Viafonds

company

Louvain Coopération

ngo

32 Ecuador

country

Increasing the income of 150 small coffee farmers and making them resilient against the effects of global warming by teaching organic production methods, agroforestry systems and reforestation with local varieties of fruit trees.

project

Umicore

company

Rikolto

ngo

33 Ecuador

country

Training and facilitating knowledge exchange between 400 small-scale potato farmers through a local cooperation with the aim of strengthening business operations.

project

Viafonds,
Vleeswaren Antonio-Breydel

company

Trias

ngo

- Entrepreneurship and training
- Agriculture and food security
- Healthcare
- Water, infrastructure and sustainable technologies

El Salvador

34

34 El Salvador

country

Supporting, coaching and arranging access to funds for 1,000 entrepreneurial women and young people through local partner ADEL for the production and processing of vegetables, honey and coffee.

project

LRM, Punch Powertrain

company

Trias

ngo

35 Haïti

country

Managing and expanding 16 production workshops for processing cassava and sugar cane in the Pignon region.

project

Bastin & Co

company

Codéart

ngo

36 Haïti

country

Developing two river basins that will give an additional 3,500 people access to drinking water, and an additional 593 farmers access to water for agricultural purposes in the Port de Paix and Belladère regions.

project

Havenbedrijf Gent, Terre
Bleue, Van de Cauter Hugo
and private donations.

company

Protos

ngo

37 Honduras

country

Strengthening the capabilities of 47 young people in the field of good agricultural practices and innovations in the vegetable chain, so that they can get access to credit and earn a stable income.

project

Trixxo

company

Rikolto

ngo

38 Peru

country

About 150 farmers have come together and formed the Coopagros cooperative. At an altitude of more than 3,000 meters, they turn their native potatoes into 'chuños' (freeze-dried potatoes), the pivot for their self-development.

project

Viafonds

company

Trias

ngo

Haïti

35 36

Honduras 37

36 Haïti

Ecuador

32 33

Peru

38

Bolivia

31

Support in kind



- **Punch Powertrain** donated 80 overalls. Entrepreneurs for Entrepreneurs found the ideal destination for the overalls via NGO partner VIA Don Bosco: their technical and vocational training centers in Madagascar.
- **Trixxo** donated 61 printers. Entrepreneurs for Entrepreneurs found the right place for these printers: most of them went to the head office of NGO partner Louvain Coopération, while the others were collected by Close The Gap where they will be used in projects they have selected through a sustainable recycling process.

Three examples of projects supported in 2017

Kindling the entrepreneurial spirit of farmers in Benin

APPETITE FOR ENTREPRENEURSHIP

The Atacora region in the north of Benin is considered one of the poorest regions in the country. The population lives mainly off subsistence agricultural activities. The farmers grow fonio, a well-known and popular ancient type of grain, but the activity has seen a decline in the past few years. Louvain Coopération and Entrepreneurs for Entrepreneurs want to reverse this trend and develop an entrepreneurial spirit in the rural population.

HEALTHY FOOD, EVERY DAY

The project aims to guarantee access to healthy, nutritious food products throughout the year for thousands of families by 2020.

FOR 3,300 FAMILIES

Assistance is offered to 3,300 families to produce fonio. The necessary support and knowledge for developing and growing the economic activities are provided to the locals in the form of 850 micro projects.





Sustainable coffee cultivation in Ecuador

OPTIMIZING COFFEE CULTIVATION

Global warming is threatening the quality of coffee grown in the Intag valley and therefore also the income of the 150 coffee farmers who are members of the AACRI association. Rikolto's aim is therefore to improve the sustainability and quality of coffee production. The NGO also wants to optimize the services AACRI offers its members in order to secure the income of coffee farmers.

DUAL OBJECTIVE

The aim of the project is to offer support to farmers at an environmental level by making use of organic farming practices and agroforestry techniques. At an economic level the aim of the project is to make AACRI financially independent through a balanced service offering and diversification of coffee buyers.

OFFERING 150 FAMILIES A BETTER INCOME

A stable and higher income improves the living conditions of the 150 men and women coffee farmers. The project also involves young people in the coffee cultivation chain to stop them from moving out of the region.





Entrepreneurial women in Senegal

WOMEN ARE CAPABLE OF MORE

The Fatick region is one the poorest in Senegal because of siltation and the increasingly drier climate. Women can play an important role in securing a decent income for their families. Three promising sectors are the processing of cashew nuts, goat farming and milk production.

STRENGTHENING

The program established by SOS Faim aims to strengthen savings and credit-providing banks, which gives women the necessary working capital to develop their activities. This program also strengthens the technical and management capacities of the women and their cooperative societies.

FOR 50,000 WOMEN

More than 50,000 women will benefit from this project, which kicked off in 2017. All actions are taken in close cooperation with local authorities to strengthen the decentralization process that is in progress in Senegal.



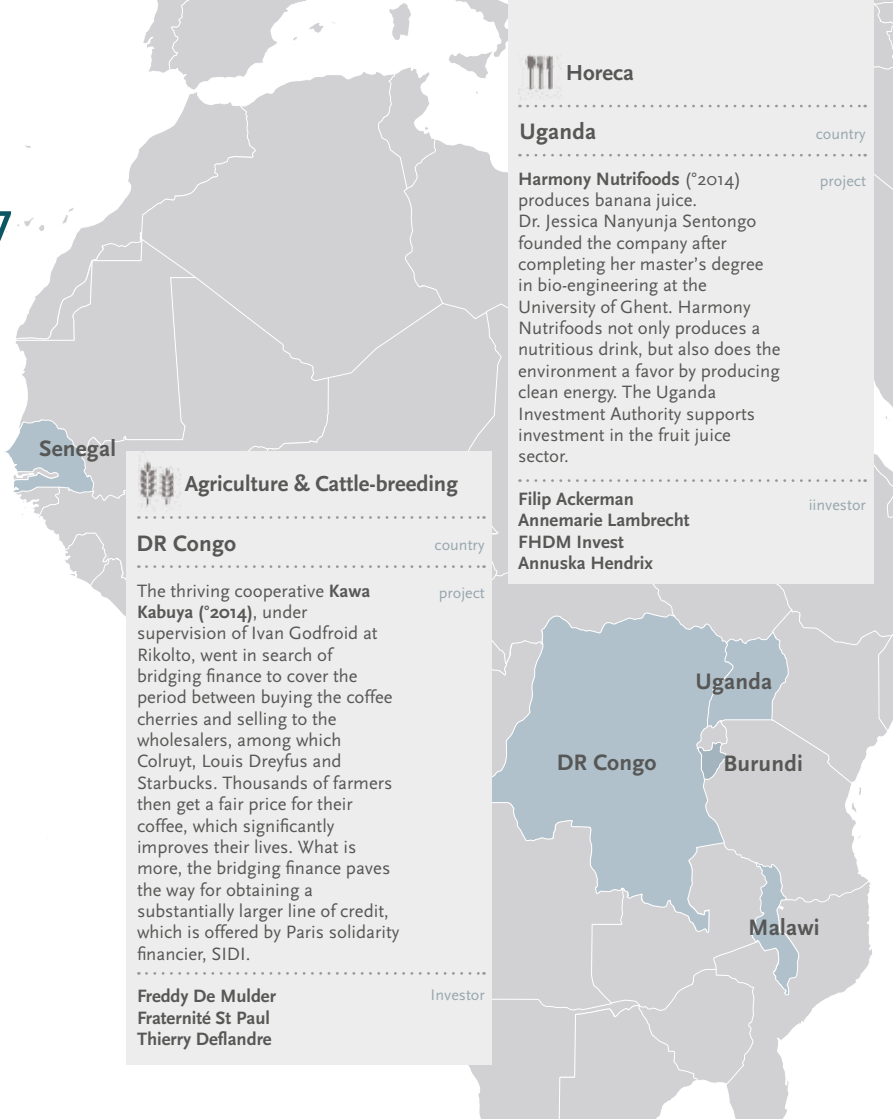


B2B projects we supported in 2017

Entrepreneurs for Entrepreneurs offers business partners in Belgium the opportunity to identify individuals or groups in low- and middle-income countries seeking to start or expand a business and support them directly. There are various ways of doing this:

- through a loan
- through the exchange of expertise.

We therefore constantly work on an expansive portfolio of entrepreneurial projects in low- and middle-income countries with a thoroughly fleshed out business plan for this purpose. Only sustainable projects with social relevance and demonstrable financial continuity come into consideration. These projects are presented to interested investors in Belgium. Entrepreneurs for Entrepreneurs finds the perfect match between investor and entrepreneur and provides professional support.






Manufacturing & Industry

Burundi

country


With Chalk Chain Enterprises

project

(^o2012) 3 Burundians aim to address the shortage of blackboard chalk. Their business manufactures blackboard chalk locally as an alternative to more expensive products from abroad and helps many schools who battle with limited budgets. Since 2012 the business has raked in 200 schools and even a few international NGOs, such as Unicef and IRC.

Jean Loyens

investor



Durability

Senegal

country

LYnergie Afrique bvba

project

(^o2016) wants to provide rural areas in Senegal that are not connected to the national grid with solar power. This is done under the leadership of Ciré Ly, a Senegalese with many years of expertise in solar panel installation in Belgium. A pilot project focuses on the demanding market segment of pharmacists. This loan via Entrepreneurs for Entrepreneurs gave Mr. Ly the opportunity to track the first order very closely.

Thierry Deflandre

investor



Agriculture & Livestock farming

Malawi

country

Het Noah project

project

(^o2016) is a 24 hectare farm in Muvululu, Malawi, dedicated to sustainable projects in agriculture and reforestation. The sole proprietorship was founded by the Belgian Jan Verachttert. He actively involves the locals: the Malawians build equipment, feed the animals with their own fodder and provide their own food. Jan Verachttert applied for a loan to buy a truck, build a water well and provide tools for various facilities, infrastructure improvements and trees.

Thierry Deflandre
Freddy De Mulder

investor

Who will take up the challenge to join forces with us and invest in future-oriented houses in developing countries?

“We have a dream at Wienerberger”, says Anita Ory, Public Affairs Manager Sustainability at the building materials group. “We would love to find architects, project developers and contractors to join us in investing in future-oriented houses in low- and middle-income countries. Because good living is a basic right.”

“It has been a tradition throughout our multinational company for many years now to support social projects in low- and middle-income countries all over the world”, says Anita. “They always involve training and housing, and fit in completely with our core business.”

GETTING CHILDREN TO ESCAPE THE POVERTY CYCLE

“Twelve years ago we joined forces with Entrepreneurs for Entrepreneurs to enable the start-up of two schools in Cambodia. They have made an enormous difference to the children who worked at the brickworks. Do you know that a hundred years ago many poor children used to toil here at the brickworks around Boom too in appalling conditions? Fortunately child labor is now something of the past here, but in Cambodia that was not the case at all.”

The local partner, NGO VIA Don Bosco, grew the school from 50 to 800 students. Five years ago Anita visited the schools with Anne-Lise Passelecq from Entrepreneurs for Entrepreneurs. “An unforgettable experience”, according to Anita. I was quite touched to see all the students dressed in their beautiful uniforms. They eat fresh, healthy food every day and are getting a good education.”

“By learning a trade, they also have the opportunity to escape from the poverty cycle”, Anita continues. “In addition to a primary school, there is now also a technical school that offers agricultural training. The students farm the land around the buildings, which allows the school to reap their own harvests, which makes the project self-sustaining. Child labor at brickworks has since become illegal in Cambodia.”





DIRECT FINANCING

After 12 years, Wienerberger is looking for a new challenge. And again the company will be involving Entrepreneurs for Entrepreneurs, of which it has been a core member since it was founded. Anita: “We revisit that core membership annually. Our intention is never to generate business from our projects in developing countries, but it is to take economic development to a higher level. Entrepreneurs for Entrepreneurs understands that mission very well.”

For a few years now Entrepreneurs for Entrepreneurs has offered a new way in which to invest in developing countries: companies can now fund local entrepreneurs directly and also make available their knowledge and experience to ensure that their investment pays off.

“That new approach was exactly what we were looking for”, says Anita. “We set off in search of Belgian partners to construct energy-efficient, environmentally friendly, healthy, affordable and durable homes, together with and for low- and middle-income countries. We also rely on local partners to achieve that. Entrepreneurs for Entrepreneurs helped us find the right people, shape a business plan or idea and monitor the project.”

KNOWLEDGE SHARING IS KEY

Anita is impressed by the knowledge that is concentrated within Entrepreneurs for Entrepreneurs. “I have been a member of the non-profit organization’s board since last year. It strikes me how much expertise there is overall. Many executives, who currently hold or in the past held senior positions in the corporate world, are making their knowledge and professional experience available to matchmake between companies here and emerging entrepreneurs in low- and middle-income countries. Their social commitment is extremely inspiring and compelling.”

“Together with Wienerberger we want to commit again for five to seven years, but we hope that peers in our sector will also take the plunge and join us in sharing western know-how and making the dreams of entrepreneurs in low and middle-income countries come true. Who’s up for it?” says Anita with a wink.

Signed up in 2017 for more than profit

CORE MEMBERS

Our core members are companies that support the efforts of Entrepreneurs for Entrepreneurs to a significant degree. They also have representation on the governing bodies of our organization.

Aquafin	Siemens
ArcelorMittal	Sobinco
BNP Paribas Fortis	TRIXXO
Belisol	Umicore
DEME	Vanbreda Risk & Benefits
Lotus Bakeries	Veolia
Roularta Media Group	Wienerberger
SCK-CEN	



MEMBERS

Our members are companies and enterprising people who enable Entrepreneurs for Entrepreneurs to operate:

16M	Demuko	Jan Panis Bvba	Renault Antwerpen
Alsico	Denys	Jean-Pierre Ottevaere	Romain Poppe
Annuska Hendrix	Drijam vzw	Jorssen	Rony Inslegers
Antonio Vleeswaren-Breydel	ECS European Containers	Kamiel Troubeleyn-Van Dijk	Salar Sociaal Secretariaat
Antwerp Automotive	Eriks	Lancis Consulting & Trading	Sales and Management Consulting
ATL-Renting	Essenscia	Lambrecht Conseil Gestion	Segers & Balcaen
Barco	Fedustria	Marc Sorée	Sioen Industries
Brouwerij der Trappisten van Westmalle	FHDM Invest	Metallo-Chimique	SKF Belgium
Besermi	Filip Ackerman	Metropool 4x4	Smulders Group
Bruno Geltmeyer	GDM Electronics	Migom-Van Coppenolle	Soudal
Campine	Group Bouwen	Miko	Special Fruit
Cordeel Zetel Temse	Group Joos	MSB	The House of Value
Dafra Pharma International	Howest	Notariaat De Jaeger	Waterland
De Coster Advocaten	Hugo Van de Voorde	Ravago Group Europe	Willemen
	Jan Francois	Reconsult	VITO



“Entrepreneurs for Entrepreneurs was the connecting link in our story. Its mission fits perfectly with our corporate culture, where innovation, transfer of knowledge and sustainability are key elements. But for us, it is more than just donating money. We want our researchers to actively join the search for solutions to problems in low- and middle-income countries. Entrepreneurs for Entrepreneurs is part of our story in that regard as well.”

.....

HAMID AÏT ABDERRAHIM,
DEPUTY DIRECTOR-GENERAL SCK•CEN



SPONSORS IN KIND

Our sponsors supported Entrepreneurs for Entrepreneurs in word and deed in 2017:

African Drive	Merkwaard'g
Antwerp Management School	Miko Coffee
ArcelorMittal	Muriel Grégoire
A-Switch	Peter Mockers
BNP Paribas Fortis	Puilaetco-Dewaay
Château Vini	PwC Belgium
Com&Co	Royal International
De Belgische ontwikkelingssamenwerking.be	Club Château Sainte-Anne
Drukkerij Ameel	Roularta Media Group
Ekonomika Alumni	Siemens
Fedustria	TBLM
Kanaal Z	Thomas More
KU Leuven	UCL
Liedekerke	USOS Antwerpen
Mastermail	UWE
Medialife	Vito

Signed up in 2017 for more than profit

INVESTORS

Our investors are companies and individuals who give direct support through Entrepreneurs for Entrepreneurs to a B2B project in low- and middle-income countries:

Annemie Lambrecht
Annuska Hendrix
FHDM Invest
Filip Ackerman

Fraternité St. Paul
Freddy De Mulder
Jean Loyens
Thierry Deflandre

DONORS

Our donors are companies and individuals who support an NGO project in low- and middle-income countries through Entrepreneurs for Entrepreneurs:

Acerta
ADPO
Aperam Stainless Belgium
ArcelorMittal Gent
BASF Antwerpen
Bastin & Co
Belisol
Boone-Kirsch J.
Brouwerij der Trappisten van Westmalle
Cargill
Co-valent
Daems - Beernaert

De Scheepvaart
DEME
Denys
Dierickx, Leys en Cie
Dilkoma
DLA Piper
Duvel Moortgat
Expertisebureau Vanhees – Michielsens
Fuji Oil Europe
Gemeente Edegem
Gijbels Group
Goole Jean-Paul

Havenbedrijf Gent
Heraeus Electro-Nite
Hope*A
Inslegers Rony
KBC
KU Leuven
Lotus Bakeries
LRM
Miko Koffie
Punch Powertrain
Reconsult
Renotec





RF-Technologies
 Sanitechniek
 Siemens
 Sioen Industries
 Spaepen - Stappaerts
 Terre Bleue
 Trixxo
 Umicore
 Van de Cauter Hugo
 Van Lint – Cockaerts
 Vanbreda Risk & Benefits
 Vanden Bulcke - Neirynd

Vandeputte Safety
 Vandersanden Steenfabrieken
 Viafonds
 VKVM-ACAP (B.D.M., Corona,
 Dela Holding Belgium, Elini,
 Emani, Euromex Edegem,
 Hiscox, Protect en Piette &
 Partners verzekeringen)
 Vleeswaren Antonio-Breydel
 Wienerberger
 Willemen

“

“I truly admire the people who make an effort to support Entrepreneurs for Entrepreneurs every day, and what’s more on a voluntary basis. I would encourage all business people to join forces with them. They are all professionals with thorough knowledge of the business world and they take their job very seriously.”

FRANS VAN TILBORG,
 CEO MIKO COFFEE



CORE NGO MEMBERS

Our NGO partners convert your commitment into sustainable development:

Congodorpen encourages and guides integrated development of the rural areas in the most vulnerable areas in the Democratic Republic of the Congo. The NGO operates in the fields of economic development, education and healthcare. Congodorpen enters into partnerships with local actors and involves the local population in the projects.

Louvain Coopération links academic skills to expertise in the South to offer innovative solutions to development challenges, such as the fight against famine, disease and poverty. The NGO works closely with the Université Catholique de Louvain.

Protos focuses on equitable, sustainable and participatory water management and use. A key factor in this is inclusive and sustainable access to water and water services and high quality purification. The organization strengthens the capacities of local actors through a multi-party approach.

SOS Faim supports sustainable family farms in Africa and Latin America by strengthening the capacity of smaller farmers and co-managing their interests. SOS Faim is fighting for a favorable policy for family farming, both locally and world-wide.

Trias strengthens farmers' organizations and trade associations in Asia, Africa and Latin America. Through their organizations family farmers and small business owners learn to strive for social change, which allows disadvantaged people to also realize their dreams.

VIA Don Bosco is a Salesian NGO that strives for integral quality education opportunities for disadvantaged young people in the form of technical and vocational education. VIA Don Bosco supports local schools and training centers in the South through partner organizations.

Rikolto assists farming families to bring a high-quality product to market and to get a fair price for it. This allows them to earn more, work themselves out of the poverty cycle and feed the world in a sustainable manner.

NGO MEMBER

FOS as an NGO promotes international solidarity and in its projects focuses on the themes of decent work, social protection and women's rights.

IN CONCLUSION, WE WOULD ALSO LIKE TO THANK:

- All individual donors and anonymous contributors to our projects in low- and middle-income countries.
- All supporters who warmed our hearts through their contributions to our projects by showing support for the Entrepreneurs for Entrepreneurs runners during the 20 km run through Brussels.
- All companies and individuals who made a contribution after a call from Vanbreda Risk & Benefits (benefit evening on 19 March 2017 in collaboration with KU Leuven).

WANT TO BECOME A MEMBER?

Would you like to lend entrepreneurs in low- and middle-income countries a helping hand? Perhaps you believe that supporting entrepreneurship could give people a leg up in the long term? Then you should become part of the Entrepreneurs for Entrepreneurs network.

There are two ways to do this:

- support carefully selected development or business projects of entrepreneurs in low- and middle-income countries through corporate donations or investments.
- boost Entrepreneurs for Entrepreneurs activities through membership contributions.

Your company could choose to participate in a specific project or to become a member. Membership costs € 552.50 a year (including VAT). As a member you subscribe to and support the objectives of our organization and join a network of companies and entrepreneurs who place high importance on corporate social responsibility.

As a member of Entrepreneurs for Entrepreneurs:

- you will be listed on our website and mentioned in our annual report
- you will join an elite network
- you will be invited to come and see our activities and join us on our trips
- you will receive regular updates on our activities.

Entrepreneurs for Entrepreneurs encourages dialogue and exchange of expertise between the corporate world, NGOs and actors to achieve international cooperation, and thereby creates a unique platform for sustainable entrepreneurship. Entrepreneurs for Entrepreneurs is a reliable partner who maintains good contact with employer and employee organizations.

Entrepreneurs for Entrepreneurs membership offers many benefits to NGOs and entrepreneurs:

- more financial resources for international cooperation
- contribution of know-how by the companies
- image building and visibility enhancement of the involved NGO
- contributes to strengthening the corporate social responsibility strategy of the companies involved through participation in global joint projects.

Contact us to discuss the possibilities for cooperation with no obligation at bjorn@ondernemersvoorondernemers.be or via **0032 016 32 10 72**.

Pay your membership fee now to the KBC account:

- BE50 4310 7565 5118

- Reference: 'Entrepreneurs for Entrepreneurs membership'.



Our organization

VOLUNTEER SYSTEM

Entrepreneurs for Entrepreneurs is an organization of volunteers. It largely functions on contributions made by independent, enthusiastic and professional volunteers. Entrepreneurs for Entrepreneurs also relies on 10 volunteer ambassadors who take care of the introductions to companies. They are supported in that task by a few salaried employees (3.1 FTE) who take care of the operational aspects. The volunteer system has been expanded step-by-step in recent years. In 2017 the organization was privileged to be able to count on the support from no less than 60 active volunteers. For that reason a few important further steps were taken to make sure the volunteer system becomes more professional and structured, inter alia by obtaining guidance from PwC. This had a few important consequences for the organizational model at the non-profit organization, resulting in the establishment of 'Entrepreneurs for Entrepreneurs 2.0.': an innovative and flat organization where volunteers are functioning in an efficient and effective manner.

During the annual kick-off event with volunteers held on 23 February 2017 the new organization chart was presented to the 30 volunteers who attended the event (see figure p. 41).



“Entrepreneurs for Entrepreneurs is the ideal partner to help us find the right people, shape a business plan or idea and monitor the project.”

ANITA ORY
PUBLIC AFFAIRS MANAGER SUSTAINABILITY
WIENERBERGER



The volunteers have been divided into a functional grouping of various 'competency teams' that support operational activities. This can function either structurally or on an ad hoc basis. The classification and composition of these teams is managed in a flexible but pragmatic way and is adjusted where necessary every year. Specific working groups can still be convened on an ad hoc basis, for the purpose of encouraging innovative cooperation. In 2017 volunteers could make their expertise available to the following teams:

1. Team Communication: This team's role is to support the admin office where necessary with all issues related to the visual and written communication issued by Entrepreneurs for Entrepreneurs. This team was convened three times in 2017.



“Entrepreneurs for Entrepreneurs challenged me to think about my business plan and my vision for my project. The screening process was not easy, but I learned so much from it and drew a lot of confidence from it!”

CHRISPIN LUTALO,
MANAGER WASTE MASTERS UGANDA



2. **Team Sales & Marketing:** This team consists of a group of experienced volunteer consultants who manage business relations. They contact organizations and inform them about the possibilities offered by the unique Entrepreneurs for Entrepreneurs network. They meet at least six times a year.
3. **Team Quality and Risk Management:** At its monthly meetings, this team discusses and selects suitable B2B projects with a socio-economic impact. In addition, once the projects have been accepted, they can expect to receive advice and guidance from these financial and business development experts.
4. **Team Organization & Development:** This team is responsible for the internal processes and procedures and supports the other teams where necessary by, among other things, compiling role and job descriptions. HR and ICT issues are also addressed by this team. In 2017 the Team Organization & Development met almost monthly.
5. **Team Finance & Administration:** This team helps to prepare the financial report for the Board of Directors, monitors the formalities associated with VAT and tax certificates and meets at least 4 times a year.
6. **Team Study Support:** Entrepreneurs for Entrepreneurs attaches great importance to involving students in its operations. Depending on the availability of student volunteers, and as required, the students are presented with research matters.

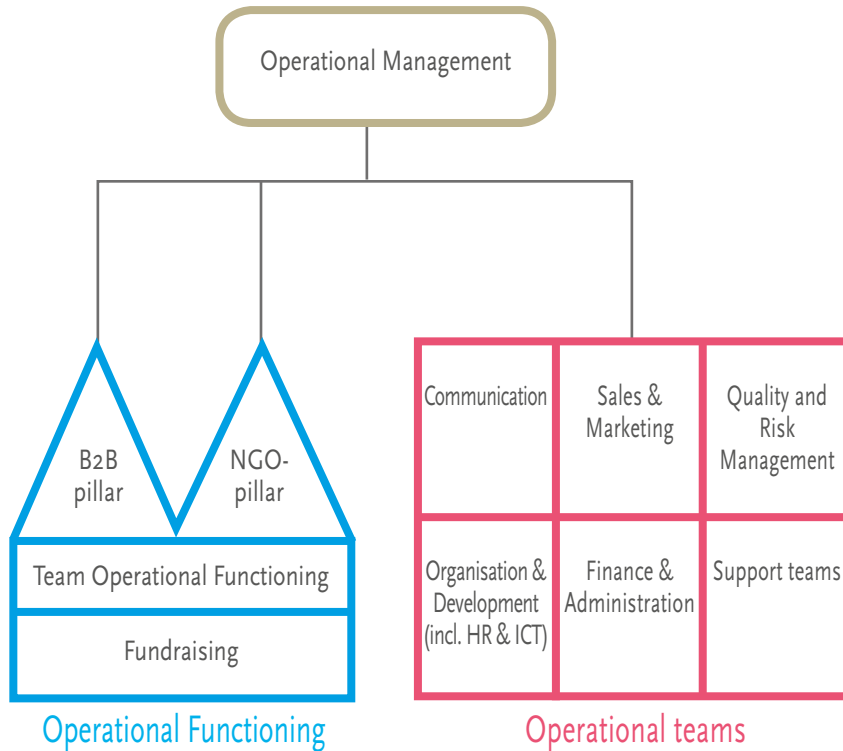
7. **Team Operational Functioning:** This team supports the admin office in all possible ways: project portfolio management, administration, events, logistics, etc. A meeting is held at least once a month with the full-time admin staff.

In 2017 the focus fell on further expansion and organizing of the different teams and developing a new strategic framework. This new strategic framework was presented to all volunteers on 6 November 2017, and is available from the admin office on request. This new framework contains the motto, mission & vision, organizational model, future vision, strategic aims and internal development projects of Entrepreneurs for Entrepreneurs in detail.

OPERATIONAL MANAGEMENT

Operational Management acts as a link between the Board of Directors and the operational functioning of the organization. This board is convened ad hoc on the initiative of one of the members to prepare proposals on strategy, discuss operational issues, and so on.

Operational Management also maintains contact with suitable partners, identifies opportunities and searches for win-win partnerships.



“

“In the West we have created a great deal of prosperity thanks to our know-how, knowledge and talent. But the know-why is also important for a business. You are not in business simply to make a profit, but also to create prosperity.”

Dirk Perquy,
CEO van TERRE BLEUE



MANAGEMENT

Entrepreneurs for Entrepreneurs is a non-profit organization (NPO) under Belgian law and its highest governing body is the General Meeting (GM). All stakeholders (companies, NGOs, volunteers and experts) are represented at the GM. The General Meeting is convened once a year. The GM appoints the Board of Directors, approves the annual financial statements, grants discharge for the Directors and approves the budget.

The Board of Directors, which represents all stakeholders, meets 5 times a year and sets the policies. These policies are implemented by the admin office and volunteers.

The chairperson chairs both the General Meeting and the Board of Directors. All board members are unpaid volunteers.



MEMBERS OF THE BOARD (status as at June 2018)

Luc Bonte,
chairperson

Marc Despiegelaere,
Protos, deputy chairperson

Anita Ory,
Wienerberger, board member representing
the companies

Katrien Valkiers,
Siemens, board member representing
the companies

Marie Devreux,
Louvain Coop eration, board member
representing the NGOs

Jos Van Steenwinkel,
Congodorpen, board member
representing the NGOs

Leo Scheers,
board member representing
the volunteer consultants

Rony Inslegers,
board member representing
the volunteer consultants

V ronique Goossens,
board member representing the
communication volunteers

Ilse De Smedt,
board member representing
the communication volunteers

Freddy De Mulder,
board member representing
the experts

Jan Flamend,
board member representing
the experts

Bettie Elias,
board member representing
the experts

Hugo Vercammen,
board member representing
the experts and financial controller

Alfons Burggraaf Verplaetse,
honorary chairperson

Admin office & operational functioning

Entrepreneurs for Entrepreneurs has a flat structure. The Entrepreneurs for Entrepreneurs admin office handles the day-to-day ins and outs of the organization. In 2017 it comprised a general manager, NGO coordinator, communication manager and office manager. The admin office also advises Operational Management and the Board of Directors.

Entrepreneurs for Entrepreneurs is truly a volunteer organization. We rely on the efforts and tireless commitment of our volunteers and sponsors in kind for day-to-day operations. They drive the organization.

TRANSPARENCY

Entrepreneurs for Entrepreneurs endeavors to inform members, donors, supporters and staff through the annual report about the practical application of the funds that were collected. All parties who have an interest in Entrepreneurs for Entrepreneurs are entitled to receive this information. Additional information can be obtained from the admin office at any time.



“Through Entrepreneurs for Entrepreneurs we work daily to assist people burdened by poverty. By believing in their abilities and projects and offering them the support they need, we make a significant difference. None of it would be possible without our fantastic team of volunteers.”

LUC BONTE,
CHAIRPERSON ENTREPRENEURS FOR
ENTREPRENEURS



“As entrepreneurs we set society in motion. Why not do the same in the South?”

The clothing sector, and the profitability of it, has been under pressure for some time now. It is a highly competitive industry and the pace of change is rapid. “But as a business owner, you remain responsible for improving the welfare of people – customers, staff and suppliers. At least as I see it,” says Dirk Perquy, who heads up the Belgian clothing company Terre Bleue.

“It would be good if my sector demonstrated a bit more corporate social responsibility”, according to Dirk. “Finding meaning, in the broad sense of the word, is a very relevant issue for entrepreneurs today. Unfortunately clothing has become a disposable product for many people, thanks to the huge strides made by ultra-cheap brands. But fortunately, there are still many consumers who continue to choose authenticity, quality and ethical behavior.”

SUPPORTING WOMEN ENTREPRENEURS

Dirk: “Our staff appreciate that we have supported Entrepreneurs for Entrepreneurs for many years now. When the non-profit organization came to introduce their role as matchmaker between entrepreneurs



here and projects in low- and middle-income countries, I immediately supported the formula.”

Entrepreneurs for Entrepreneurs promptly went in search of a project that suited Terre Bleue. Dirk wanted to support women entrepreneurs. “In low- and middle-income countries, women in particular are concerned about the future of their children. It is critical that they get a good education: that is the biggest step towards sustainable development, prosperity and democracy.”

WATER PROJECT

“We hoped to find a project that somehow looped back to our brand name Terre Bleue”, explains Dirk. He was therefore immediately won over by NGO Protos’s project, which focuses on water problems in Burundi. Because of the country’s hilly landscape, the crops are regularly washed away. Women, often left widows after the genocide in Rwanda, addressed this irrigation problem themselves by installing erosion ditches, which enabled them to work the land afterwards.

They also established an ingenious system for waste water purification that produces compost for the soil. This enabled the women to establish a business selling the vegetables they were successful at cultivating. Terre Bleue joined the project after it had already kicked off. Now, five years down the line, it has been completed and these women mini-entrepreneurs can stand on their own feet.

SELF-RELIANT

Dirk: “What I really like about Entrepreneurs for Entrepreneurs is

that they focus on sustainability. They only work with NGOs that guarantee that development projects won’t fall flat. Unfortunately, that happens all too often in low- and middle-income countries. Protos only withdraws from the project once they are sure that the women have become completely self-reliant. Even after that, they are still monitored.”

Terre Bleue is now joining a new Protos water project in Haiti, which will once again provide support for women entrepreneurs.

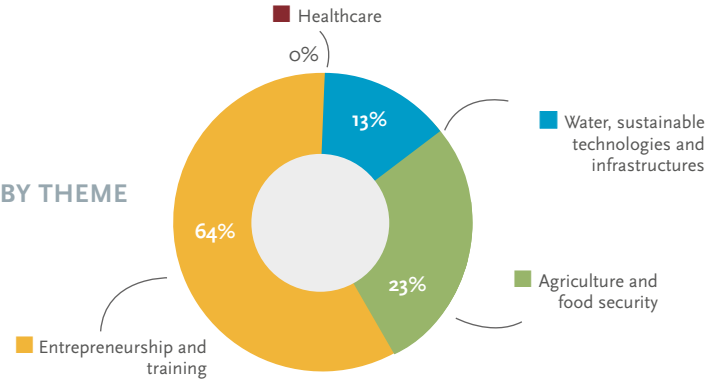
SATISFACTION

Dirk is also trying to convince other business people in his network of the added value offered by Entrepreneurs for Entrepreneurs. “I tell them about the satisfaction such engagement brings, about the added value of this type of cooperation for their business culture, and how much potential new employees appreciate it if you open your heart to people in the South. The corporate social responsibility aspect has meant a lot to me.”

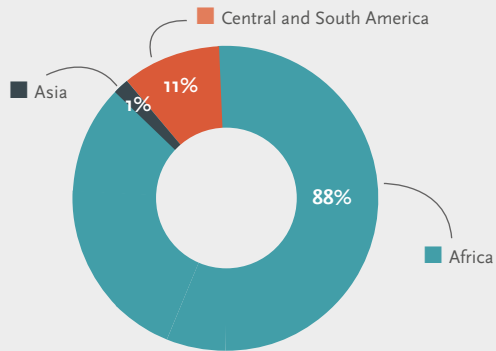
Sometimes people say to Dirk that the money never reaches its destination anyway and that politics in low- and middle-income countries are too complicated to allow meaningful participation in development. “I disagree with that,” says Dirk. “One thing is for sure: if you don’t try you can never succeed. And anyway, supporting entrepreneurship in low- and middle-income countries is in our own best interest! If people are not offered opportunities in their own countries, the flow of refugees will only continue to swell. As entrepreneurs we set society in motion. Why not do the same in these countries?”

Financial report 2017

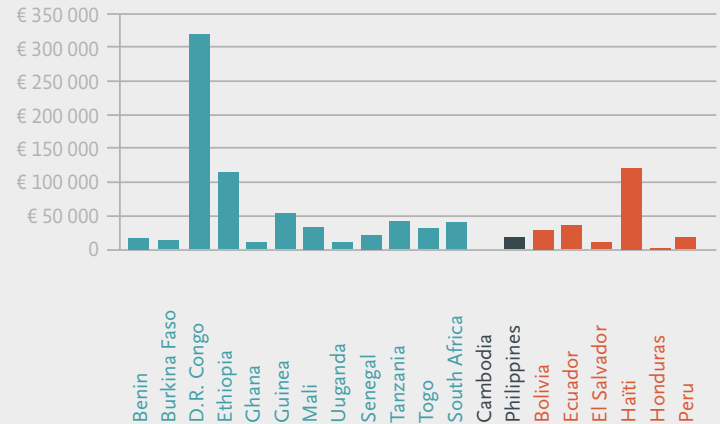
SUPPORTED NGO PROJECTS BY THEME



SUPPORTED NGO PROJECTS BY CONTINENT



SUPPORTED NGO PROJECTS BY COUNTRY



THE LEVERAGE EFFECT: YOUR GIFT X 5

In its dealings with NGOs, Entrepreneurs for Entrepreneurs only works with NGOs that are recognized by the Belgian government. This offers the best guarantee for sustainable cooperation with partners who have the necessary experience and expertise. What is more, most of our NGO projects thereby benefit from a favorable system of co-financing by the European Commission, the Belgian Fund for Food Security or the Belgian Development Cooperation. This co-financing method creates a multiplier effect by a factor of 5.

VIAFONDS LEVERAGE EFFECT



Viafonds is the social fund for the food industry. All food industry companies who make donations to Entrepreneurs for Entrepreneurs can take advantage of this additional lever. In 2017 Viafonds undertook to donate fifty cents for each euro donated by the food industry.



CO-VALENT

As a training fund and therefore a jointly compiled network organization in the chemicals, plastics and life sciences sectors, Co-valent has a mission to create awareness, activate, and finance training and employment of workers and office employees in the sector. The training fund specifically concentrates on vulnerable groups, also in developing countries. Trade unions and employers, who together make up the management committee of Co-valent, agree in the sectoral agreement to utilize a part of the wage bill of the sector for training in an effort to create a sustainable society. At the request of the trade unions it was decided to participate in international vulnerable environments as well as to attain sustainable quality of life. Co-valent was therefore one of the first training funds to support projects involving international solidarity. Through Entrepreneurs for Entrepreneurs, Co-valent supported therefore a project involving sustainable water management in 2017 in two river basins in Uganda under the administration of NGO Protos, a project for high-quality technical and vocational training in Tanzania run by NGO VIA Don Bosco and a project in Mali for sustainable agriculture run by NGO SOS Faim.

FINANCIAL REPORT 2017

BALANCE (EUR)

	2017	2016	2015
ASSETS			
FIXED ASSETS			
Property, plant, and equipment	3 665	5 102	7 657
CURRENT ASSETS			
Amounts receivable within one year	6 268	49 084	90 126
Cash and cash equivalents	291 882	257 207	458 702
Accruals and deferrals	7 802	13 996	141 478
TOTAL ASSETS	309 617	325 389	697 963
LIABILITIES			
EQUITY			
Reserves	198 633	218 633	218 633
Profit/loss carried forward	12 838	2 099	-
Capital subsidies	1 931	2 437	2 943
DEBTS			
Miscellaneous debts	34 798	22 482	20 551
Accounts payable	61 417	77 612	305 836
Accruals and deferrals	-	2 126	150 000
TOTAL LIABILITIES	309 617	325 389	697 963
INCOME STATEMENT			
Revenues see page 49	1 060 100	1 046 534	1 073 122
Costs see page 49	1 069 360	1 044 435*	1 096 217
Result	-9 260	2 099	-23 096

The detailed accounts for the 2017 financial year can be requested from Entrepreneurs for Entrepreneurs. Composition of the "Miscellaneous debts": debts related to taxes, salaries and social taxes.

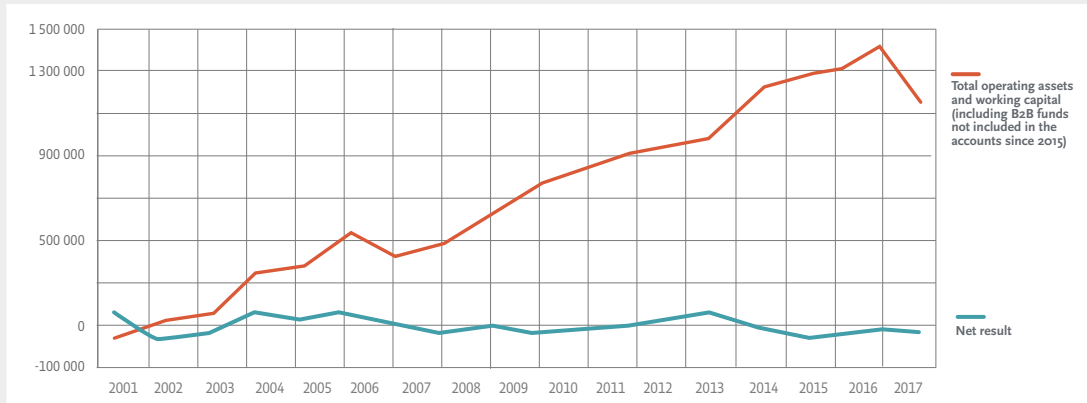
* Since 2015 the loans and participating interests allocated to businesses in low- and middle-income countries within the context of B2B activities no longer pass through Entrepreneurs for Entrepreneurs' bank accounts, but are deposited directly into the accounts abroad by the investors. These amounts are not included in the official accounting figures of Entrepreneurs for Entrepreneurs that are lodged with the National Bank, but have been included here for the sake of completeness. In 2017 this involved a total amount of Euro 88,000.

	2017	2016	2015
REVENUE	1 148 997	1 392 054	1 286 473
Operating revenues of Entrepreneurs for Entrepreneurs	283 978	265 292	302 997
Membership fees and operating contributions from companies and NGOs	187 000	155 000	151 363
Financial income	49	389	838
Subsidies	1 506	506	506
Income from donations	41 767	44 900	41 181
Other operating income*	53 657	64 498	109 109
Income for projects and programs in low- and middle-income countries	865 018	1 126 762	983 476
Corporate donations - Allocations to projects	776 121	781 242	770 125
B2B Support**	88 897	345 520	213 351
COSTS	1 158 257	1 389 955	1 309 568
Project and program expenditure	865 018	1 126 762	983 476
Operating costs	293 239	263 194	326 093
RESULT	-9 260	2 099	-23 096

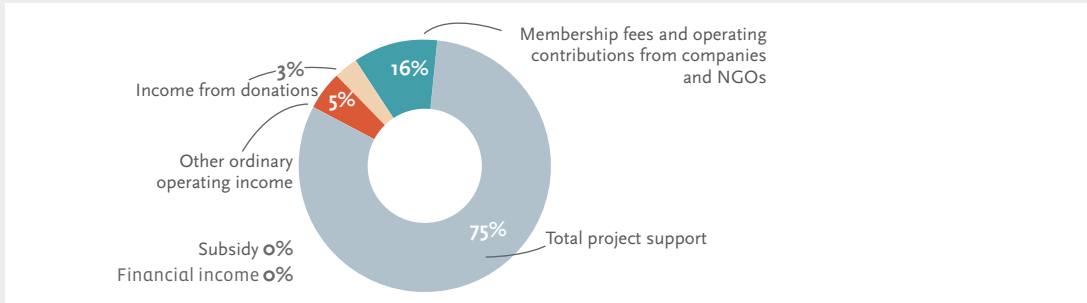
* The most important revenue under 'Other operating income' is the income derived from events (Euro 14,612) and direct sponsorship (Euro 2,800). A one-off reimbursement of project travel expenses was also made (Euro 19,706). The recovery of personnel costs, third-party costs, payroll tax and other miscellaneous operating income also fall under this heading.

** Since 2015 the loans and donations allocated to businesses in low- and middle-income countries within the context of B2B activities no longer pass through Entrepreneurs for Entrepreneurs' bank accounts, but are deposited directly into the accounts abroad by the investors. These amounts are not included in the official accounting figures of Entrepreneurs for Entrepreneurs, but have been included here for the sake of completeness.

FINANCIAL RESULTS FOR ENTREPRENEURS FOR ENTREPRENEURS NPO SINCE 2001



ENTREPRENEURS FOR ENTREPRENEURS NPO RESULTS FOR 2017



On average, only 5,38% of all corporate donations intended for projects was utilized for the operation of the NPO in 2017.

Activity Report 2017

Entrepreneurs for Entrepreneurs engages in dialogue with companies and offers them the opportunity to support enterprising people in low- and middle-income countries. Through our activities we encourage the dialog between NGOs, development actors and companies. Maintaining an open relationship between businesses and development partners is key. Where possible, Entrepreneurs for Entrepreneurs works hand in hand with like-minded organizations.



ACTIVITIES AND EVENTS

In 2017 we organized a number of activities to bring the members of the Entrepreneurs for Entrepreneurs network together and to create general awareness among the wider public:

- **28 May: 20 km through Brussels**

83 runners from various companies ran the 20 km through Brussels for Entrepreneurs for Entrepreneurs. They collected more than € 5,600 for Entrepreneurs for Entrepreneurs projects. We are very grateful to the sporting employees at ArcelorMittal Ghent, Frulipe, KDConsult, Nazka Maps, Siemens, Robert Walters, Umicore, Vandersanden Steenfabrieken and Wienerberger.

- **31 May: Meet & Greet with Harmony Nutrifooods Uganda**

Location: Muntpunt Grand Café in Brussels. About 30 invitees were given the opportunity to meet Jessica Nguya, who heads up Harmony Nutrifooods, and hear first-hand what it means to be an entrepreneur in Uganda.

- **21 June: General Meeting**

Location: Puilaetco Dewaay in Brussels, Entrepreneurs for Entrepreneurs sponsor in kind. Piet Colruyt was the guest speaker and presented a lecture called 'Allemaal Sociaal 3.0' which was about how companies can become more socially engaged and how social organizations can become more enterprising.

- **11 October: Entrepreneur's café with Réginald Moreels**

Location: Muntpunt Grand Café in Brussels. Réginald Moreels, former minister of development cooperation and a humanitarian surgeon, wishes to establish a surgical unit and hospital in Eastern Kivu in the DRC. Entrepreneurs for Entrepreneurs gave him a hand in making his dream come true by helping him map out his business model (economic sustainability of the social project) and recruit partners for him. On Wednesday 11 October our volunteers, core members, members and interested parties had the opportunity to attend a session by Réginald Moreels and his son Dimitri together with the architects from Architects Without Borders who helped shape to the design. Elke Vandersypen moderated the discussion of the evening.

- **21 November: SDGs seminar - Is it a step in the right direction?**

Entrepreneurs for Entrepreneurs put this question to the 250 attendees during its annual seminar on Tuesday 21 November. Queen Mathilde and Alexander De Croo, Deputy Prime Minister and Minister of Development Cooperation were the eminent speakers at the event.

In September 2015 the UN defined 17 new objectives for global sustainable development until 2030. These Sustainable Development Goals (SDGs) also acknowledge the prominent role the private sector plays in combating the serious challenges facing the world – poverty, global warming, growing inequality, education, and so on. Entrepreneurs for Entrepreneurs, which has been promoting entrepreneurship in low- and middle-income countries for more than 15 years now, together with 135 companies, 8 NGOs and 50 volunteers, to reflect on the effect the SDGs have, especially regarding the engagement from the private sector in our country.



ARDENT CHAMPION

Queen Mathilde voiced her ardent support as a champion for the SDGs. Sustainability is a matter that affects us all and is something everyone should be a part of. She emphasized how important it is not to leave anyone behind. Afterwards she found plenty of time to engage with the student organizations that were present and that are committed to attaining sustainable development goals.



IMPORTANCE OF COOPERATION

Minister Alexander De Croo used some figures to show that the world has become a better place since ten to twenty years. For example, child mortality rates and extreme poverty have decreased significantly. But that does not mean that there isn't still a lot of work to do. He emphasized the importance of cooperation between government, the corporate world and education. We'll have to join forces in the years ahead to ramp up efforts to achieve the sustainability goals.





PROMINENT ROLE OF BUSINESS

Herman Daems, chairman of BNP Paribas Fortis and host of this seminar, is of the opinion that too much hope was pinned on initiatives by government in the past. Through the SDGs business has finally been given a prominent role to play, and many companies have understood the message. Entrepreneurs for Entrepreneurs offers Belgian companies lot of opportunities to make a commitment towards developing countries.



YOUNGER GENERATION

Hans Maertens, managing director at VOKA, puts it succinctly: “Companies will be either sustainable or not”. Companies that are not sustainable will in the future experience difficulties to attract young, well qualified staff. Among the younger generation sustainability is an important criterion when it comes to choosing an employer.

This younger generation was also represented at the congress. Academics for Development, IngenieursSud, Antwerp Management School and the University Foundation for Development Cooperation (USOS) explained how they go about involving students in the Sustainable Development Goals.



That already offers attractive prospects for the future. However, that does not detract from the fact that everyone has to shift up a gear to attain the sustainability goals by 2030. Continuing to support entrepreneurship in low- and middle-income countries will be a key lever, was the conclusion.

For the practical support of these events, we were able to count on:

MAIN SPONSOR:



SPONSORS EVENT:



PUBLICATIONS

• Trends-campaign

Through its advertising campaign in Trends, Entrepreneurs for Entrepreneurs wants to demonstrate to the public at large that Belgian companies are serious about corporate social responsibility without limits. These publications were made possible thanks to the support offered by many volunteers, Trends and Com&Co.



2 November 2017
publication ad in Trends
Read the testimony on p.30-31



9 November 2017
publication ad in Trends
Read the testimony on p.12-13



16 November 2017
publication ad in Trends
Read the testimony on p.44-45



23 November 2017
publication ad in Trends
Read the testimony on p.4-5

Project trip to Uganda

From 6 May 2017 to 14 May 2017 eleven participants went to Uganda on a project trip arranged by Entrepreneurs for Entrepreneurs. The program included visits to local businesses, programs by our NGO partners Trias and Protos that promote entrepreneurship, and Belgian entrepreneurs who are active in Uganda. The visitors gained more insight through this trip filled with fascinating experiences and interactions about the possibilities offered by international cooperation and the economic potential of a developing country.





ANNUAL REPORT

Entrepreneurs for Entrepreneurs 2017

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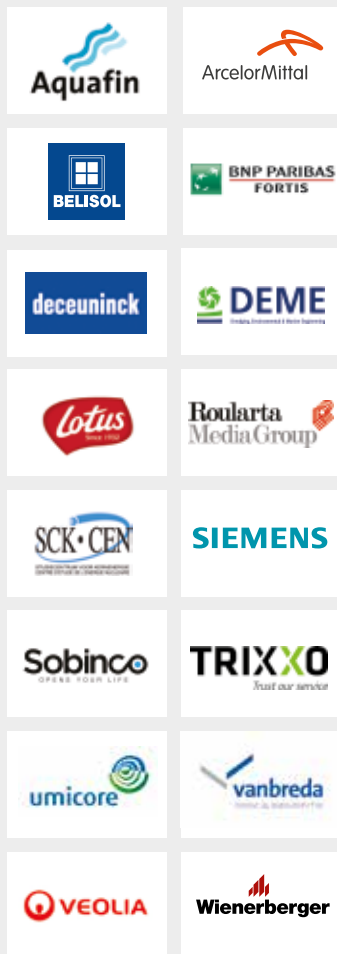


Thank you very much!

Entrepreneurs for Entrepreneurs thanks all its volunteers, members, partners and supporters.

Your support makes the difference!

CORE MEMBERS



SPONSORS IN KIND



NGO-PARTNERS

