



Partnering to Enhance Enterprise Development

EPTF held its annual advocacy forums in the 6 regions of Nairobi, Nakuru, Kisumu, Mombasa, Eldoret, and Machakos. The events were themed *Our Contribution towards the Sustainable Development Goals (SDGs)*.

During the Nairobi Forum, Dr. Chris Amulo, Navigators Kenya Director, challenged the forum on good leadership and leaving a legacy because structures did not create sustainability, people did.

There was a feeling that many organizations and the government were making a mark on the SDGs but there were little or no concerted efforts to create a unified approach to tackling the SDGs and keeping track of the progress. The participants also said that there was need to keep track with all the organizations represented so that the efforts made

in many areas were not duplicated but complemented so that more was achieved and more people reached.

Mary Kamore, EPTF CEO, in her remarks said that EPTF would continue to involve the partners and would like to be involved by the partners in furthering the transformation that is ongoing in the society.

This year's forum drew in diverse organizations and the Nairobi County Government. The same was witnessed in the other regions and the end result was a pledge to work together, in the spirit of Ubuntu, and the different county governments offered to provide assistance and an enabling environment to facilitate development and foster enterprise development.

EPTF Vision: *Empowered Kingdom Minded Entrepreneurs Transforming Communities*

Mission: *To Nurture & Empower Entrepreneurs through Training, Mentoring, and Business Development Support Services.*

A Word from the CEO

‘Thus, by their fruit you will recognize them’

In the month of November, I visited the EPTF supported communities under the EPTF's Micro-Enterprise Development Support (MEDS) Project in Kwale County. I was privileged to meet participants in this project who have benefited from training, mentoring and financial support towards their group Income Generating Activities. These are youth, women and other marginalized groups who are involved in various entrepreneurial activities in these regions. In addition they are involved in group income generating projects like vegetable farming, poultry rearing, and table banking. During this visit I saw youth, women and men who appreciated what it meant to have dignity as a result of utilizing the resources that God had given them, the main ones being land and water. It was a joy to see people acknowledge that God has given man all that he needs for 'life in abundance'. The enterprises and the group projects that I visited are an indication that these communities are not meant to live in poverty and all they need is to be empowered to appreciate their great potential and ability to live transformed lives.

Between the month of October and November I participated in four of the six stakeholders' forums that we had in all the regions. The theme was; 'My contribution towards the Sustainable Development Goals (SDG's)', and it brought various stakeholders together to evaluate four factors; 1) How well they have contributed towards the SDG's, 2) How each measured their contribution, 3) What needs improvement and 4) Who should be involved in this improvement. We all appreciated the need to play our rightful roles in addressing the Environmental, Political and Economic matters as outlined in the SDG's if at all we are to make any progress in our efforts towards transformed lives.

In the month of November 26th to 28th 2018, Kenya hosted the Blue Economy Conference. More and more the world is realizing that we cannot continue to ignore providing solutions to gainful livelihoods that come from what God gave us to have dominion over. Over the years, those who have been relying on water bodies for livelihoods, be it in

the food industry, or in the transport sector, trade, sports, and tourism among others, have had to battle climate change issues, degradation, and pollution without a concerted effort from the gate keepers of society. To have such a conference take place in Kenya at such a time, is a great milestone to every person living along rivers, lakes, seas and the oceans. The two important pillars of the Blue Economy are sustainability, climate change and controlling pollution on one hand; and production, accelerated economic growth, jobs and poverty alleviation on the other.



The EPTF Board having lunch during the retreat



Group activities during the Board Retreat 2018

When Jesus walked on the earth, he came to Simon (Peter) and asked him to launch out into the deep and let his net down for a catch (Luke 5:4 – 7). They had toiled the whole night and caught nothing. They moved at the Lord's word and the catch was so big that they had to get more help from their partners to be able to bring in the catch. My prayer is that the efforts being put in place to make the blue economy sustainable will be relevant to all

directly and indirectly involved because the catch will 'be big' in whatever sector one is involved in. The EPTF Board end of year review and planning retreat is an important highlight. We have had several Board meeting this year, but this one was special. We heard God speak to all individually in this meeting but most importantly I was a call for EPTF to higher levels of impact and faithfulness.

Dr. Chris Amulo in his opening devotion shared from the book of **Exodus 33; 12-23** and he reminded the members that; 'Having the presence of the Lord with us was what mattered most 'The EPTF Board Chair, Margaret Karangatha, in her remarks reminded the members that as people who are Committed to Nurturing Kingdom Minded Entrepreneurs, we should seek to live out **Psalms 78; 70-72**; ...'and David shepherded them with integrity of heart, with skillful hands he led them. In his closing devotion, Kevin Kanyottu shared from **Mathew 7:15-23** and left us with two key questions: 'What kind of fruit were we bearing?' and 'What did it mean to do the will of the Father?'

By the end of the two day EPTF Board review and planning retreat it was clear that God was calling EPTF once more to take its rightful position in the market place, bringing light into the darkness, and being distinguished from other organizations. This would be realized if the presence of the Lord was with us, skills were applied with integrity, if we were bearing lasting fruits, and were seeking to do the will of the Father.

EPTF is happy to have its own footprint in enabling entrepreneurs in Nairobi, Mombasa, Kwale, Machakos, Kisumu, Eldoret, and Nakuru grow in their businesses. We are proud to see what God is doing in the lives of these men and women. Indeed our efforts to 'Empower Kingdom minded Entrepreneurs Transforming Communities' have yielded fruits this year. As we approach 2019, my prayer is that we shall bear more fruits and by these fruits we shall be recognized (Math 7:20)



Mary together with the Mabadiliko Group from Kibandaongo Location, Kinango Sub-County, Kwale, going to their farm, accompanied by EPTF Mombasa Staff and Tole, Khadija, and Evans



Mabadiliko Group leaders from Kibandaongo Location, Kwale, pause with their MoUs together with Mary, Tole and the Village Administrator (left)



Muungano Bofu Women Group member receives her table banking shares from Mary at Mtaa Location, Kinango Sub County

The Budding Blue Economy Entrepreneur



Chizi Dzuwa at her kiosk

Chizi Dzuwa is a budding micro entrepreneur in Lutsangani, Gandini Location, at the Kenyan Coast. She was trained on Entrepreneurship skills in September, 2017 and has been using the skills learned to grow her business.

Her business of frying fish at Lutsangani Market has grown after the training, and now she has added vegetables to what she sells. Her profits have grown from 300/= to 1000/= per day, helping her to save more money in her table banking group and in her personal savings. Some of the challenges she experienced is sourcing of the products and the distance covered from the source of her products. She would like to improve her supply of both fresh and fried fish in the area by investing in a fridge into which she can store more products. She has been saving money towards achieving this.

Chizi is focused on building her community with what she learned, having gone through 6 months of mentorship. She continues to work closely with EPTF to transform her community.

Biasha's Movie Making Business

Biasha is a content producer majoring in movies and short plays. She was trained by EPTF in 2015 after which she decided to pursue her business idea. With a capital of KShs. 120,000.00, Biasha started shooting videos for TV for stations such as Citizen TV and Azam TV.

The business lady is a creative content writer whose work has featured in a number of local TV stations in the past. Currently, she is pursuing other contracts with different content buyers. Payment delays in the industry have led Biasha to producing shorter plays that take a shorter time to produce and are readily accepted. Additionally, she does freelance photography in events to make money.



An ongoing recording of a show on set

Her actors come from the local community because her goal is to change the lives of people around her; transforming youth from drug dependency. Currently, Biasha has 3 full time employees, one having been a drug addict. She hires and pays other actors on a need to need basis.

Through Biasha's business, many young men have been helped to turn from destructive behavior and use their talents for their good. Biasha currently hires equipment but has a plan to purchase her own. When the project is done, Biasha will be able to employ more people and do better movies.



Biasha with her some of her employees

Caroline takes it one step at a time



Caroline with her Children with Executive committee (With white scarf)

Caroline Lagat is a single mother of four. She lives in Sessia village, Moiben Sub-county, Uasin Gishu County. She separated with her husband six years ago after finding out that she was HIV positive. Her current household farm is 1/8th of an acre. She depends on this piece of land and manual jobs to fend for herself and her four children.

Well-wishers from her church bought a sewing machine to help her develop an alternative source of income. She stopped working with the machine due to lack of enough capital to keep the business afloat.



The machine bought for Caroline by her church

EPTF through Sustainable Agricultural Practices (SAP) Project recruited her into a training program after assessing her needs. Following the training through the SAP curriculum, she appealed for help from the EPTF Borotet Kobotiset Community Based Organization (CBO) Management Committee that was formed as a result of EPTF's capacity building. The Committee found that, she needed a startup capital of threads used to sew sweaters for primary school children. Together with EPTF, the committee bought her two bundles of threads. According to Caroline, the threads would enable her make six sweaters. The return on this investment has been 300%.



EPTF Eldoret staff Kibet handing over bundles of thread to Caroline to kick-off her business

Caroline expects to build on her business with the initial income and diversify into farming activities so that she can get improved nutrition due to her status and increase her income to help her take care of her four children.

Enabled Elizabeth

Elizabeth Mulwa lives with disability and has proved that disability is not inability. She is a primary school leaver who can't stand or walk on her own however, she does all her chores in a wheel chair. She is a 57 year old farmer living in Wetta, Machakos County. She is a single mother of two grown up children.

When Elizabeth heard of EPTF, she got recruited and began trainings with trainees from Resource Poor Households (RPHs). Elizabeth never missed the classes and she participated actively in both on-farm and off-farm trainings, implementing most of what she learned.

After learning how to prepare a kitchen garden, she went back home and prepared her 20ft x20ft x 20ft kitchen garden where she planted the Chinese cabbage. Currently, Elizabeth eats vegetables from her garden and sells some to the villagers earning approximately KShs. 100 per day.

She also started preparing and selling soap. She makes and sells approximately 6 litres of soap per day. Elizabeth is becoming independent since she makes an average of about KShs. 250 per day from the soap and vegetables. Together with her Children they now afford to eat three meals per day, something that was a dream before she started attending EPTF trainings.

Through trainings by EPTF, people living with disabilities have realized their value in the community, and understood that disability is not inability. They have, dropped the dependency syndrome, and become independent. RPHs who

used to afford one meal a day are now able to afford three meals.



Elizabeth selling her own made soap



Elizabeth in practical class on how to make briquettes



Elizabeth's Kitchen garden

Key Lessons learnt from CRAL Project in Mwala

- Farmers have already started adopting the climate smart agricultural practices and implementing them.
- Water is a big problem hindering farmers in Mwala from practicing vegetable farming, however farmers have changed their dependency on rainfall and started using other sources of water that are available like rivers, and using it for growing their vegetables in a modern way that is water conserving.
- The farmers have also dug water pans to help them conserve water for irrigation during the off season



Francis Musyoka, 45, from Kamwala, Machakos County selling his vegetables at establishments in Machakos town. Here he ran into EPTF staff L to R: Christine, Ancetta, and Olive during a routine visit to Mwala

Street Families Entrepreneurship Training

EPTF – Eldoret has been leaving a footprint in Eldoret town by engaging with Street Families as a way of giving back to the community. The Eldoret staff engage with them using sports tournaments to facilitate a point of entry. Through this effort, the street families have been able to play with teams from Pioneer Community in Eldoret town and also get entrepreneurship training.

One of the trainees, Moses, has started a few business ventures which include selling eggs and clothes. Having faced challenges, he acknowledged the need for training and mentorship in business. Through the trainings, Moses has been able to make profits from the business ventures that have enable him to travel back home to reunite with his family. He has been facilitated with somewhere to live and is off the streets. He is currently helping out within the office and the resource Centre as he learns work etiquette.



Moses in a dark coat before EPTFs intervention



Moses after the intervention with EPTF

Differently Abled Grandfather Practicing Climate Smart Agriculture

Mr. William Musonik, a father of five and grandfather of one, has raised his family on the 1.5 acre in Koige. However, only 0.75 acres of the land is under farming, with the rest partitioned into grazing & resting areas for his donkey, cattle, a water pan, and family shelter.

Mr. Musonik rarely missed a training session when EPTF was carrying out training in the area. He said that the on-farm practices taught actually improved his land productivity. When the CRAL officer – Janet Kironji - paid him a visit, she found that he had applied practices such as afforestation with 300 tree tomatoes and 2 avocado seedlings, assorted vegetables (saget, kales, spinach, cabbage and beetroots), some ready for harvest and others on nursery beds. He adopted soil conservation practices by planting sweet potato vines, kales, and nappier grass along terraces.

After training on farming as a business and the importance of record keeping, he took it upon himself to implement what he had learned on farming. Now, his wife sells the vegetables grown on their land at Karunga market along the Mau summit highway, which generates them an income. His children are also benefiting with the knowledge as his daughter in-law has learned how to prepare a nursery bed for vegetables, and the preparation of indigenous vegetables.



Mr. Musonik with grandchild at his cabbage patch, that are ready for harvesting

The Passionate Beautician

Caroline Biegon is an interior design graduate with a passion for beauty. She is the owner of Carbie Limited. Her business is located in Nakuru town at Cigma Building where she meets her clientele and interacts with them either in person or online. After clearing her university education from Maseno University where she studied Bachelor of Arts in Interior Design and Information Technology,



Caroline's Face mask

Caroline became frustrated in the job search process and did not want to become one among the high youth unemployment statistic. She had a hobby in making facemasks from natural products and opted to grow her skill-set and convert it into business.

In February 2016, she attended the EPTF enterprise development training and that became her trigger point. Caroline decided to convert her hobby into a business. At the onset, she did not see much light at the end of the tunnel with her clientele boasting of between twenty to thirty individuals. Her monthly revenue in sales ranged between Kshs.10000 – 15,000.00. However, after the training, Caroline was able to retain contacts with her EPTF Marketing Facilitator, Mr. Hillary Busolo, who spurred her into leveraging technology to market her products. From this, Caroline was able to open a website: www.carbielimited.com as well as an Instagram page called **Carbie Natural beauty**. Carbie Limited has seen its clientele base increase to a remarkable 200 clients with an average of 50 purchasing her products on a monthly basis. This has increased her

monthly revenue stream from between KShs. 25,000 – KShs. 30,000, which she attributes to effective marketing strategies. She has been able to recruit an additional 3 youth on a part-time basis as sales marketers, which she believes is her contribution to addressing the Kenyan malaise that is youth unemployment.



Caroline interacting with her client

With the increase in clientele has also been an increase in her products. At the time she was trained by EPTF, Caroline only sold her Facemask product. She has now incorporated a host of other products such as Toners, Cleansers, and Moisturizers. Her products are made from natural raw materials such as shea butter, coconut oil, wheat jam, turmeric, basil, rosemary, olive oil and others.

She says her unique selling point is her personal appeal strategy which enables her to meet a client, interact with them about their skin tone, recommend a product that is in line with their skin tone and offer free services on how to use the products. She has invested in branding with all her products properly branded and packaged with her business logo. Her constant interaction with her customers as well as proper branding and packaging she says has kept her a step ahead of her competitors. Her major challenge is getting adequate capital to further expand her business as well as to improve her products. This however has not barred her from continually seeking to improve her service delivery and for Caroline the sky is but the limit.