

Enhancing Business Performance through Networks



EPTF held one of her Business Networking and Business growth forums this past January 2019 at the Navigator's Kenya Head Quarters, Nairobi. The event was attended by 13 business owners who desire more for their businesses. The workshop culminated to the formation of a 3to5 Club that seeks to help entrepreneurs move their businesses into maturity between three to five years.

In her presentation, EPTF CEO, Mary Kamore, said that business owners started their enterprises and they grew them around themselves in such a way that their businesses could not operate without their presence. The owner was always the one chasing the deals and they felt they could not be replaced, leading to the feeling of being on a treadmill.

The 3to5 club walks the business owner step by step on how to get out of the treadmill to the place the business can run without them being there.

The club helps the business owner to set up structures and systems that will get the business to the maturity date set by the owner. Business owners in the club also become the "outside eyes" to each other, thus providing critical reviews to all the businesses represented in the club.



Workshop participants listen attentively to the EPTF CEO making her presentation.

From The CEOs Desk

WORK 'AS LONG AS IT IS DAY'

Management Meetings are called to accomplish various purposes; evaluate the organization's operations, identify needs for change, authorize attention to these needs, approve recommendations for action, and allocate the resources that make the organization's mission a reality. In our EPTF Management in December 2018, we accomplished more than the above; The Lord, through His word revealed to the need to work... 'As long as it is day' because the 'Night is coming'.

John 9:4-5

⁴ As long as it is day, we must do the works of him who sent me. Night is coming, when no one can work. ⁵ While I am in the world, I am the light of the world."

Three things characterize our watchfulness to work 'As long as is day'; 1) having a sense of urgency, 2) prioritization and 3) ownership of what we do.



EPTF Management during the 2018 Planning Meeting at Ufungamano House in Nairobi

Our longtime friend AnneMarie Tinggaard went to be with the Lord early this year. We mourned the loss of this lovely mum who served God faithfully during her time on earth. Ove & Annemarie have been friends of EPTF for many years, supporters of our work and connecting us to others too. We, in particular, are indebted to Ove and Annemarie for our partnership with our key partners in Denmark- ASSIST & DMCDD. **Psalms 116:15** Precious in the sight of the Lord is the death of his saints.



Mary with AnneMarie and Ove Tinggaard during a visit to Denmark

Carina and Jarl Verup Simonsen of ASSIST Denmark travelled to Kenya this February 2019 to see and hear the transformation stories from our projects in Moiben (Uasin Gishu County) - *Sustainable Agricultural Practices (SAPs)* and Kinango (Kwale County) - *Micro-Enterprise Development Support (MEDs) projects*.

As they interacted with communities in these regions they were keen to encourage the youth and women to work hard and not lose hope. Bringing with them their one and a-half-year old daughter, Luna, just confirms that nothing would stop them from doing what needs to be done.



Jarl Verup talks to the community group in Moiben as they show him what they have done so far



A visit to one of the alumni (Nadzuwa Yawa) of Jibidish Self Help Group who has grown in her business as a result of the intervention that EPTF did in Kinango

For all that we accomplished in the year 2018; lives impacted, families reached and communities transformed we owe it all to you as a partner in our work.

In the year 2019, we hope to have more positive relationship with our partners and ultimately, increased impact and project outcomes.

I invite you to join us as we embrace the call this year to work 'As long as it is day'

Transforming Community through the Food industry

At the time Jane came for the EPTF training in 2015, she was employed as a human resource manager. Being a trained hotelier, she enjoyed her job in different hotel chains and did not foresee her leaving at any time. However, the training gave her the idea of starting her own business as she was developing her business plan.

During the training, Jane realized she could begin a business and she began small by buying and selling second-hand clothes from Kongowea in order to save and start what was in her mind; a fast food joint.

Over time, Jane's mentor encouraged her to invest in the area of her expertise as that would give her an easy time managing her business. The mentoring experience also gave her the ability to identify needs in her neighborhood that she would effortlessly solve. With support from her husband, Jane started a fast food café in Mtwapa in 2017. She sells fast food to the many tourists and travelers who visit the town.

The hotel has provided employment to about 10 youth and operates 24hours a day.

Jane's profit in an average month is KShs. 60,000.00. She uses part of this money to support missionary work as well as sending food to widows and orphans through MSET (Missions Sending Team). Jane is actively involved in missions training and financial support to workers in different frontiers. She facilitates Kingdom Takers Training through which they equip and send many to the less reached people groups.

Jane is also a member of Christ Missions to the Unreached (CMU) which trains natives of remote and poverty stricken areas on hygiene and different cooking methods.

The hotel has provided employment to about 10 youth and operates 24hours a day. Since the hotel

operates on a 24hour schedule, it has two shifts: one that begins from 8am to 8 pm and another from 8pm to 8 am. Jane and her employees have their devotions every morning and evening. She has set aside a room for a 'chapel' where her workers go to before beginning the day's work. She trains all her staff to honour God not only at work but also in their daily lives.



Jane at her hotel



Jane with one of her employees

EPTF Vision: Empowered Kingdom Minded Entrepreneurs Transforming Communities

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

Giving up on my business is not an option



Beatrice training on soap making to the women at the Prison

Beatrice Awuor is a proud mother of two boys who are in high school, form 4 and form 2 respectively. She went through her fair share of financial challenges in raising her children which resulted in her starting a business in 2007 by selling readymade and second-hand clothes (mitumba).

She would buy her clothes from Eastleigh, Nairobi and sell them back in Nakuru. The business picked up well making her monthly sales of KShs.7, 000.00. However, as years went by, she faced some challenges in raising her children and as a result, it affected the running of her business. In June 2017, an opportunity came up for EPTF to conduct the entrepreneurship training in Rhonda. Beatrice was part of the group of trainees that went through the training, after which they underwent further artisan skills training in liquid soap and bleach making. Due to the challenges faced in the cloth industry, she opted to immediately start making and selling soap to her neighbors and other individuals living within her home area which complemented her clothes selling. Her starting capital was KShs. 700.00, and her monthly sales were KShs. 5,000.00. Later on, she started making and selling bleach, but it took longer to sell, because of the low consumption rate.

Currently, she makes 20 litres of soap per week and mostly sells 5 litres at KShs. 280.00. With the bleach on the other hand, she makes 10 litres a week and sells 1 litre at KShs. 80.00. From both the products she makes a sale of at least between KShs. 8,000.00 – 10,000.00. She plans to add institutions like schools, hotels, and churches etc., to her list of clientele because it would add value into her income. Her main agenda for 2019 is to individually visit the institutions so as to market and sell her products. She

also plans to register at Vision Africa Sacco, and start saving her money for her expansion of the business. Her main challenge is competition because there are other ladies who make the same products. She stated that, "One of the ways of retaining my customers is through making quality products." That means that she makes soap which is thick in quality and consistency.

In September 2018, she was part of a team of 10 alumni ladies who were able to be part of the CSR Event that EPTF organized at the Women's Prison in Nakuru. The ladies at the prison were trained on soap making to enable them to get more skills as they prepared for life after prison. This gave Beatrice the opportunity to give back to the community by training the women at the prison. It was encouraging to see that one of EPTF's alumni had gained the confidence and expertise in her skill and in turn trained others on the same.

Her plan for the next 5 years is to open a shop that would enable her to sell both clothes and detergents efficiently and effectively, and as a result, have a sustainable income to take care of her family. Giving up is not an option for her.



Fellow EPTF alumni, Gladys, takes the women through the liquid soap making process



A group photo with the prisoners, Wardens, and the EPTF alumni.

Diana Creates Her Own Employment

Diana runs a cereals business in Kodiga center in Kisumu West. She underwent entrepreneurship training through EPTF in 2017 and has been running the business for one year. In November 2017, she had not started her business and at the time, she was helping her father in his wood workshop. She would help by doing the sanding work for pocket money. She had planned to make savings from that to enable her to start a vegetable grocery shop in January 2018.

“I really thank E.P.T.F. for the entrepreneurship training sessions. It has improved my living standards by giving me employment.”

Diana was able to save KShs.10, 000.00, which was enough to help her start. However, her father advised her that what would bring her better returns was a cereals business and he went ahead and invested part of his money into the business to enable her to have a smooth start. She sourced for her stock from the Busia Boarder town where cereals were cheaper.

She sells cereals such as rice, maize, beans, soya beans, and green grams, among others. She has been in this business for a year. Her monthly sales have improved to KShs. 5,000.00 from KShs. 3,500.00 a month, attributing the improvement to an increased number of customers. She intends to increase her stock by improving on her saving and she is also careful in maintaining her customers by being consistent in the quality of cereals she sources for. Diana said, “I really thank E.P.T.F. for the entrepreneurship training sessions. It has improved my living standards by giving me employment.”

Since she doesn't have a storage facility she stores her stock at home where she has very little space. She finds it difficult for her to trust other people to store her products for her at the market.

Diana plans to look for more market for her products by looking into supplying schools and maybe other institutions like colleges, where she will be able to sell her stock in bulk.



Diana at her father's wood workshop in 2017



Diana displays her cereals at Kodiaga market

Saving the Environment Using Briquettes

With the continued depletion of the ozone layer owing to an increase in carbon emissions, the world is continually reeling from the effects of climate change. As a result, there is a need for individuals and businesses to look for alternative sources of energy to safeguard humanity from the anarchy that is climate change.

To this end, EPTF alumni Charles Musingo and Michael Kang'au from Eldoret County founded Iscom Tradelink, a green business whose sole purpose is to give an alternative to charcoal through the production of briquettes. Briquettes are a modern way of producing environmentally friendly fuel for households and industrial use.



Michael Kang'au and Charles Musingo

The two were trained by EPTF through the Enterprise Development Program; a training they say helped them to further strengthen their business' structure in terms of record keeping and market development. For Charles and Michael, their business' mission is not solely for profit making. They have taken the avenue of transforming their community by training members on how to produce briquettes as a way to ensure Eldoret is part of the journey of taking care of their environment.

Following a partnership between EPTF and the neighboring Nandi County, Charles and Michael, together with another EPTF alumnus, Christine Osore, were selected to train 67 youth in making briquettes and liquid soap. The training sought to engage youth on how to leverage their potential and channel their energies in business creation, branding, and marketing. The training offered the three an opportunity to inspire the youth and pass

on knowledge to them. From an interview with EPTF staff, Charles and Michael said, *"We didn't train to be paid, but we did it to help improve their (youth) living standards and also impact others."*

As a result of the engagement with EPTF, Charles and Michael highlight that they have seen immense benefits from the Enterprise Development Program which has enabled them to share their business model on environmental conservation through briquette production to audiences in South Africa and Uganda. They two benefitted from the EPTF loaning scheme in 2018 which they say has offered them an opportunity to expand their business through purchasing of new machines that are more efficient. They highlight that their business records are up to date and they are also gaining exposure in the community as facilitators on briquette making.



Christine Osore training Youth on Soap Making



Charles and Michael Training youths on Briquette production



Briquette making training using the manual machine

Muongano Bofu Women Group



Muongano Bofu Women Group pause for a photo just after their Table Banking Training

It said great investments are born out of small savings. No one is born knowing how to save or to invest but it starts at a point.

The Muungano Bofu Women Group, a registered group at the heart of Bofu, Mtaa Location in Kinango Sub-County, learned the art of saving and loaning from the Table Banking Training they received from EPTF in the Micro-Enterprise Development Support Project in July 2017. The Muungano Bofu Village Savings and Loans Association members started saving KShs. 250.00 per person monthly in October 2017, with 43 members coming together from 9 villages around Bofu Sub-Location. The members' aim for saving was to enable them to access capital for their microenterprises, and to meet their needs.

The loans borrowed from the kitty attracted 10% interest. The members successfully completed 12 months of a saving and borrowing cycle and held a share out ceremony in the month of November 2018 where they shared the KShs. 224,000.00 collected. The ceremony helped them appreciate the effort they put in by bringing their monies together and assisting one another in the process of borrowing and loaning.

The Group is planning for the next cycle and will incorporate an income generating activity to go along the Table Banking.



Muongano Bofu VSLA group delivering the box carrying their savings to the Chief Guests



EPTF Staff Mary Kamore (CEO), Joseph Tole and Mtaa Location Chief Joseph Nyae receiving the members' savings



A member receiving her shares

EPTF Vision

Empowered Kingdom Minded Entrepreneurs Transforming Communities

EPTF Mission

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

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