



Kamina Friends, Inc.

Realizing community potential

Transforming Dreams Into Reality...



...through the cultivation of the untapped potential of the local business men and women of Kamina, Democratic Republic of Congo (DRC).

We are engaged in an economic growth and community development effort focused on African small business entrepreneurs. The local leadership invited us in and initiated this movement. The local community has been engaged in the planning and they accept the responsibility that ultimate success rests with them. **After years of planning we are now seeing initial successes on the ground in Africa – new businesses, new jobs and better lives!**

Your support can make a difference.

Do you want to be a part of this innovative and life-changing effort?

Members of our group have visited Kamina nearly every year since 2003. We continue to build strong relationships with local community, business and church leaders. We are encouraged by the progress we see in this community and the potential for broader application of our approach. The people of Kamina have endured many hardships but through it all an entrepreneurial spirit remains strong. It's time to help our friends in Kamina realize their full potential for a better tomorrow. **We expect that the success of this program in Kamina will allow us to pursue our long-term vision to launch similar activities throughout the DRC and Africa.**

Our Mutual Vision... ...for a Better Tomorrow

Kamina Friends Inc. is a catalyst for economic growth and community development. As a non-profit organization, our strategic mission is to deliver training and provide on-going support to establish a community structure and mindset to embrace and coach small business entrepreneurs.

Small businesses are key to sustainable, independent economic growth, and the local people, with their local knowledge, resources and passions, are the key to achieving this goal. Thus our approach provides the tools and skills to increase the chances of small business success - but the business ideas and the passion to follow through is that of the local men and women.

Our efforts to support entrepreneurs delivers substantial economic and social value. Increased success of entrepreneurs directly improves incomes and invigorates the local economy. Improved livelihoods also fosters better family health and enables a stronger commitment to education. These factors create a more dynamic community capable of growing from within - without creating a dependency on outside resources.

Helping them help themselves to realize the potential that already exists will help men and women entrepreneurs start new small businesses or improve existing businesses that supply products and services needed by the local community.

To meet some of our entrepreneurs, to hear their stories and see their products / services, go to www.hipponexus.com.



| Outcomes - Jan.-May 2009 | |
|--------------------------------|------------|
| Meetings | 1287 |
| Clients | 77 |
| New businesses | 10 |
| Business expansions | 7 |
| Jobs created | 103 |
| Avg. beneficiaries per new job | 5 |

Sectors assisted:

- Agriculture / ranching
- Art sales
- Construction
- Education
- Healthcare
- Hospitality
- Non-profit
- Recreation
- Retail
- Professional services
- Transportation

Why Kamina?

In 2002 we met Kamina community leaders including Bishop Ntambo Nkulu Ntanda, who leads the North Katanga Conference of the United Methodist Church in the Democratic Republic of Congo. They asked for help to develop sustainable small businesses in Kamina. We are driven and inspired to answer this call.

US Consul Laurie Meininger visited Kamina in 2008 and noted "We spoke to local residents, congratulating them on their efforts to develop their community. Upon returning to the capital we spoke very highly (to the Ambassador and USAID) not only of this project's (initial) results that we were able to see while in Kamina, but also of the importance of the relationship of Kamina Friends in the area. I am sure that your combined efforts will yield the results that everyone wants, a more prosperous and stable Kamina and environs."

Recent political and economic developments have ushered in a new climate for the DRC. When coupled with the entrepreneurial spirit of the region, there is greater reason than ever to hope for not only stability but prosperity. Now is the time to meet this challenge.

Beyond Kamina...We also see the exciting potential that Kamina may function as a training platform to enable us to launch similar efforts in other African communities.



Bishop Ntambo...



Our method - Enterprise Facilitation®...

...A bottom-up, people-centered approach to economic development.

Kamina Friends has partnered with the Sirolli Institute (www.sirolliinstitute.com) - a global, not-for-profit education and training organization founded in 1996 by Ernesto Sirolli, Ph.D. Dr. Sirolli applied lessons he learned as a young volunteer in Africa to create the Enterprise Facilitation® (EF®) approach to economic development. This method focuses on small business entrepreneurs and has proven effective in over 300 communities around the world. EF® says that economic development is based on trust and cooperation and that entrepreneurs are passionate dreamers who need support to transform their dreams into reality.

Aspiring entrepreneurs receive personal attention from a locally-hired, full-time '**Enterprise Facilitator**' who operates in confidence and provides services free of charge. Approachable, honest, experienced, resourceful, energetic and creative, the Facilitator is a loaded spring ready to explode into action on behalf of the entrepreneur/client. The Facilitator coaches those with business ideas and especially teaches that successful businesses require superb skills in 3 key areas:

- 1) product
- 2) sales/marketing
- 3) finance/administrative.

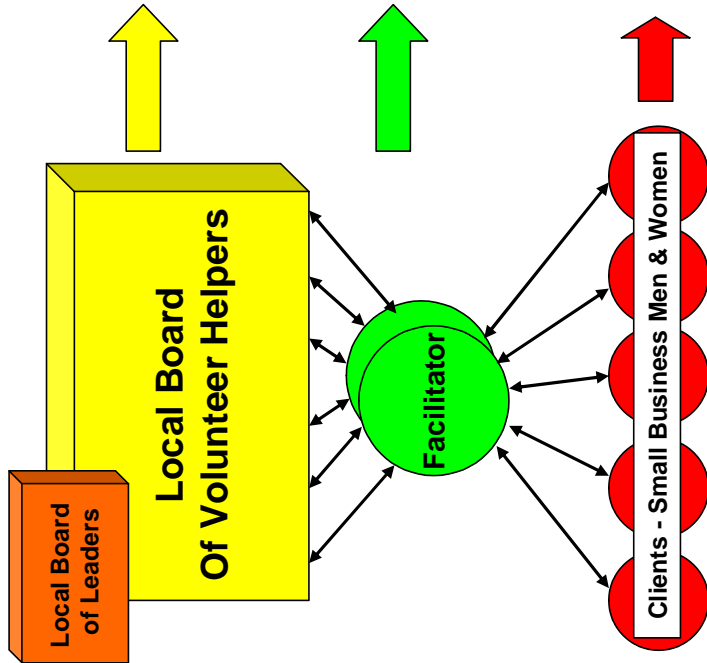
The successful entrepreneur pursues what s/he loves and partners with people who compliment his/her skills – since no individual is likely to excel at all three critical skill-sets, team-building is critical for success. The Facilitator helps entrepreneurs locate skilled people to assist them by leveraging the networking abilities of a local Board of volunteers. The **local Board of volunteers** includes representatives of all key constituencies and experience / skill-sets in the community and meets at least monthly with the Facilitator to brainstorm and problem-solve on behalf of clients.

EF® looks deceptively simple but it takes intensive energy and commitment to deliver and receive the training necessary to put in place such a nurturing framework within a community. Once the Facilitator and Board are in place and trained, as *they are now in Kamina*, and the first few aspiring entrepreneurs demonstrate success, then success breeds success. **This is not a project with an end-date. Enterprise Facilitation is self-sustaining!**

Our Facilitator as he helps a client...



Enterprise Facilitation® Roles & Responsibilities



Local Boards (already established)

Board of Leaders

- 10 community leaders acting as Executive Committee of project in Kamina (logistics / administrative functions).
- Act as broad advocates of project and examples of trust and cooperation.

Board of Helpers

- About 50 local Kamina volunteers, representing all major constituencies in the community.
- Meet with Facilitator at least monthly to act as a network of contacts to help Facilitator help clients.
- Introduce Facilitator to potential clients.

Facilitator (already hired and trained)

- One local full-time person.
- Salary paid by Kamina Friends, Inc.
- Responds to clients. Assesses their level of passion and skills. Encourages team building (in areas of product, sales/marketing, administration/finance).
- Taps into the experience and networking resources available from the Local Board to help clients start or improve businesses (and find team members).

Aspiring small business men and women

- Receive confidential consulting services free of charge.
- Enables them to passionately pursue their business ideas and dreams.

Kamina Friends Inc. – Role is to raise money for the project and to provide oversight to relationships, communication and problem solving.

Sirolli Institute Inc. – Role is to be paid to be ‘implementing partner’ by providing up-front training and on-going support to locals in Kamina.

Donors – Role is to provide funding for Sirolli Institute costs and additional expenses for travel, communication, translation, administration, etc.



Kamina Friends Inc. is a Fairport, New York-based not-for-profit, tax-exempt corporation. Kamina Friends is an approved and registered US Private Voluntary Organization with the United States Agency for International Development – appearing in the USAID US PVO Registry. Kamina Friends is also an approved Advance Ministry of the United Methodist Church. Tax-deductible contributions can be made via the United Methodist Advance website (<http://new.gbgm-umc.org/advance/>). Kamina Friends is Advance # 3020510 with 100% of every donation going to the Kamina Friends project. Donations can also be made directly to the address below.



Contributing donors to-date include:

- Kamina Friends Inc. Board Members and many individual donors.
- Foundations - the Hewlett Packard Company Foundation, the William Blair & Company Charitable Foundation, the Manning & Napier Advisors Inc. Charitable Foundation and the Willmott Foundation.
- The United Methodist Church – Western NY Annual Conference Board of Global Ministries, Western NY Annual Conference Board Church & Society and Fairport United Methodist Church

To support and advance the Kamina project and to work to realize the longer-term vision of broader application in the DRC and Africa, Kamina Friends is building relationships with and working closely with:

- The Kinshasa, DRC Mission Office of USAID.
- The US Embassy in Kinshasa, DRC.
- Global, DRC country-level and local Kamina-based teams of UMCOR (the United Methodist Committee on Relief) and the Trust Merchant Bank in the DRC to facilitate micro-lending which will go hand-in-hand with our efforts to support small business entrepreneurs.

For more information or to see how you can help, contact us at:

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