# FREE Internet Resources on the Web - Entrepreneurship Resources, MAY 17, 2011

## Note: This bibliography has the following appendices:

- Entrepreneurship: Key Internet Resources from America.Gov 2010 p. 9
- Women Entrepreneurs: Women Entrepreneurs Can Ignite Social Change p. 13
- Women Entrepreneurs from the Arab world and the U.S. by Carla Higgins p. 15
- President Obama's Remarks at Entrepreneur Summit, APRIL 2010: p. 18
- Presidential Summit on Entrepreneurship: A New Beginning and Fact Sheet from Whitehouse.gov site p. 23
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## **ENTREPRENEURSHIP: U.S. GOVERNMENT SITES:**

## eJournal on Youth Entrepreneurship, May 2011:

http://iipdigital.usembassy.gov/st/english/publication/2011/05/20110510150722jezrdna0.7 208913.html#axzz1MWbfiOfN

## Includes the following articles:

## **Young Entrepreneurs Remake The World**

Ankur Jain, founder and chairman of the Kairos Society

This is the perfect time for young people to experiment with entrepreneurial ventures.

## A \$25 Sun-Powered Lamp for Millions

In India, Amit Chugh and Matt Scott aim to "give back to society" and make their enterprise commercially viable.

## **Art and Money Mix for China's Neocha**

Sean Leow and Adam Schokora promote young Chinese artists and have fun in the process.

## **Debunking the Myths: A Summary**

Debunking the Myths: 1. Entrepreneurs are Individual Players

## What Makes Someone an Entrepreneur?

Jeanne Holden Creativity, flexibility and dedication are just a few of the personality traits of successful entrepreneurs.

## **Dancing in the Online Marketplace**

Ideas are exploding in Brazilian Roberto Fermino's head.

Debunking the Myths: 2. Entrepreneurs are Born, Not Made

## **Entrepreneurs Press Ahead, Despite Obstacles**

*Katherine Lewis* Small business owners in developing markets need more determination and resilience to overcome hurdles.

Debunking the Myths: 3. It's All About the Money

## Dialing "Biz" for Development

Somalian Nasra Malin and her partners bet that both bad and good guys need phones.

<u>Teenager Takes Charge of Events</u> Palestinian Waed al Taweel didn't know what entrepreneurship was when she started her company.

Debunking the Myths: 4. Real Entrepreneurs Always Succeed

## **Taking on Google**

The Egyptian ElFadeel brothers want to make their Web search engine outshine the Library of Alexandria.

## **Turkish Connection**

Fatih Isbecer has made the mobile phone much more than a gadget.

Debunking the Myths: 5. Entrepreneurs Need a Lot of Money to Start a Business

**Photo Gallery: Why Did You Become an Entrepreneur?** 

## **Additional Resources**

## Read more:

http://iipdigital.usembassy.gov/st/english/publication/2011/05/20110510150722jezrdna0.7208913.html#ixzz1McMXiCuN

## America.gov pages focusing on the 2010 Presidential Summit on Entrepreneurship:

http://www.america.gov/entrepreneurship\_summit.html (America.gov is now an archival site, but the links still work.)

http://www.america.gov/world/africa.html

http://www.america.gov/st/business-

french/2010/April/20100421120623jreeduos0.88612.html?CP.rss=true

America.gov: Principles of Entrepreneurship:

http://www.america.gov/publications/books/principles-of-entrepreneurship.html

(Available in French and Spanish versions as well.)

America.gov EJOURNAL: Entrepreneurship and Small Business, January 2006 <a href="http://www.america.gov/publications/ejournalusa/0106.html">http://www.america.gov/publications/ejournalusa/0106.html</a>

## America.gov EJOURNAL: The Roots of Innovation, November 2009

"Economic expansion depends more and more on innovation – not simply producing more goods and services, but producing ever newer goods and services. This issue of *eJournal USA* seeks to show that innovation needs the right conditions to emerge". *eJournal USA* is an electronic journal of the U.S. Dept of State, Bureau of International Information Programs.

http://www.america.gov/publications/ejournalusa/1109.html

America.gov: Entrepreneurs Connect: Diaspora in America builds companies in Africa; American, African Partners Talk Business: http://www.america.gov/africa connect.html

(Bibliography of further Internet resources on Entrepreneurship is at:

http://www.america.gov/st/econ-english/2008/July/20080814223202XJyrreP0.5750696.html

America.gov: "What is Entrepreneurship?"

http://www.america.gov/st/econ-english/2008/May/20080603211339eaifas0.4090082.html

America.gov "Entrepreneurship: Glossary of Terms":

http://www.america.gov/st/econ-english/2008/May/20080604000521eaifas0.386593.html

Entrepreneurship.gov: <a href="http://www.entrepreneurship.gov">http://www.entrepreneurship.gov</a>

**Entrepreneurship Resources at:** 

http://www.entrepreneurship.gov/About/EntrepreneurshipResources.html (Includes both USG and non-USG sites)

U.S. Small Business Administration: IS ENTREPRENEURSHIP FOR YOU? (This website provides suggestions on how to start your business.)

http://www.sba.gov/smallbusinessplanner/plan/getready/SERV SBPLANNER ISENTFORU.html

U.S. State Department Fact Sheet on the African Women's Entrepreneurship Program: Fact sheet on promoting businesswomen in sub-Saharan Africa, July 22, 2010:

http://www.america.gov/st/texttrans-

english/2010/July/20100722155718SBlebahC0.1465679.html?CP.rss=true#ixzz0uVjY0Qam

Read more: http://www.america.gov/st/texttrans-

english/2010/July/20100722155718SBlebahC0.1465679.html?CP.rss=true#ixzz0uWIs3oCZ

## **BUSINESS PLANS: HOW TOs:**

Free Sample Business Plans: <a href="http://bplans.com">http://bplans.com</a>

**BUSINESS PLAN CENTER: Business Plan Center.** Produced by Business Resource Software Inc., this site provides access to a wide range of resources on planning and expanding a business. The Business Plan

Samples section features award-winning plans including sample business plans entered in the Moot Corp Competition at the University of Texas at Austin. They are presented so others can view and learn from these sample plans; the ideas presented belong to their authors. The Guidelines section provides articles written by the company's staff on various aspects of creating and developing a business. The Web Resources and Global Resources sections are essentially Web directories organized by topic (e.g., Marketing Analysis, Operations, Financial Management), containing links to numerous materials. <a href="http://www.businessplans.org/">http://www.businessplans.org/</a>

**VIEW SAMPLE PLANS** AT: http://www.businessplans.org/businessplans.html

**Business Plan Guide**, Navarro College, Small Business Development Center.

http://www.ncsbdc.org/business-plan.php
Developed by the Navarro College Small Business
Development Center, Business Plan Guide is sponsored and funded by a joint venture between Navarro
College and the US Small Business Administration It was created to address the needs of the business
community but is useful more broadly.

The US Small Business Administration supports similar small business development centers (SBDCs) around the country, and their sites vary with respect to the depth of information presented, ease of navigation, organization, and local flavor. The site under review is particularly well organized and comprehensive without being off-putting to budding entrepreneurs and small business owners. Some SBDC collaborative sites are difficult to navigate, but this one passes this threshold with flying colors.

The drop-down menu on the home page provides clear navigation to critical content areas (e.g., Getting Started, Accounting/Finance/Tax, Business Plans, Insurance/Legal, and Marketing). In a similar fashion, content can be accessed through a "toolkit" function.

The organizing principal behind this site is the core information needed for a business plan. Hot links to a wide array of in-depth, well-chosen resources flesh out more detailed information on a given topic. The local flavor here is north Texas in particular and Texas in general, with comprehensive local information that supplements the broader content areas. The site also links to the SBA's Spanish-language site for those desiring content in that language--a particular plus for minority entrepreneurs.

**ENTREPRENEURSHIP:** How to use **Twitter** for your business (includes case studies): <a href="http://business.twitter.com/">http://business.twitter.com/</a>

SEE <u>TWITTER</u> CASE STUDIES HERE: <u>http://business.twitter.com/optimize/case-studies</u>

## **ENTREPRENEURSHIP: LEADING ACADEMIC AND BUSINESS SITES:**

Inventor's Handbook 2010: <a href="http://web.mit.edu/invent/h-main.html">http://web.mit.edu/invent/h-main.html</a>

## **Chapters include:**

## **Chapter 1: What Is Intellectual**

**Property?** 

Chapter 2: What Can Be Patented?

Chapter 3: Is My Idea Patentable?

Chapter 4: How Do I Conduct a Patent Search?

Chapter 5: Is My Invention Worth Patenting?

Chapter 6: How Do I Apply for a Patent?

Chapter 7: How Do I Prove the Idea Is Mine?

Chapter 8: What Are Some Options to Commercialize My

Patent?

Chapter 9: How Do I License My Invention?

Chapter 10: What Are Some Guidelines in Developing a

**Business Plan?** 

<u>Chapter 11: How Do I Raise Capital?</u>

Resources for Inventors

## List of Legal Resources for Startups and Entrepreneurs:

http://www.readwriteweb.com/start/2010/01/legal-resources-forstartups.php?utm\_source=feedburner&utm\_medium=feed&utm\_campaign=feed%253a+readwriteweb +%2528readwriteweb%2529&utm\_content=google+reader

## Video Lectures on Entrepreneurship from America's Leading Universities:

http://freevideolectures.com/Subject/Entrepreneurship

## The Knight Center for Digital Media Entrepreneurship http://www.startupmedia.org/

Based at Arizona State University, **the Knight Center for Digital Media Entrepreneurship** helps students learn more about the world of entrepreneurship in the 21st century. On their homepage, visitors can read the Center's Twitter feed to learn more about what Center affiliates and others are reading and talking about. Moving along, the materials on the site are divided into nine key areas, including "Showcase", "Blog", "Resources", and "News". The "Showcase" area features recent student projects completed under the auspices of the Center. They include "CityCircles" which is an information platform designed for the Phoenix-area-light-rail community and "Blimee" which utilizes digital signage to bring hyperlocal news and promotions to people when they are outside of their home environments. In the "Resources" area visitors can look over their links to other relevant digital media sites, including helpful reviews of digital tools and links to like-minded entrepreneurship organizations.

Lectures for the Small Business Owner: <a href="http://www.bschool.com/blog/2011/50-excellent-lectures-for-the-small-business-owner/">http://www.bschool.com/blog/2011/50-excellent-lectures-for-the-small-business-owner/</a>

The Entrepreneur's Reference Guide to Small Business Information. 3rd ed.

## http://www.loc.gov/rr/business/guide/guide2/

Compiled by Robert M. Jackson, business reference specialist at the Library of Congress, this guide includes several areas of entrepreneurship: "Getting Started," "Raising Capital," "Managing Your

Business," "Human Resources," "Marketing: Research, Strategy, and Advertising," "Doing Business with Government," and "International Opportunities." The author includes valuable information about the research process and how to gather data and keep current. The guide includes a helpful list of handbooks, dictionaries, and databases that can assist beginners in acquiring background knowledge in entrepreneurship and familiarity with common vocabulary terms. The guide also contains a list of Library of Congress subject headings related to entrepreneurship and concludes with an extensive index. This is a nice list of core resources on entrepreneurship, although the guide needs to be updated to include the online version of many of the resources listed. Site design is simple, incorporating plain text without images or color. This site can especially benefit new business and reference librarians who assist small business owners with their research needs. See related, <a href="Entrepreneurship">Entrepreneurship</a> and <a href="Entrepreneurship">Entrepreneurship</a> and <a href="Entrepreneurship">Entrepreneurship</a> Corner

2010 TED Talk: Raise Kids to be Entrepreneurs: http://bit.ly/a01qGE (Video)

Network for Teaching Entrepreneurship "Through entrepreneurship education, the Network for Teaching Entrepreneurship (NFTE), helps young people from low-income communities build skills and unlock their entrepreneurial creativity. Since 1987, NFTE has reached more than 280,000 young people, and currently has programs in 21 states and 12 countries. NFTE has more than 1,500 active Certified Entrepreneurship Teachers, and is continually improving its innovative entrepreneurship curriculum." http://www.nfte.com/

## Entrepreneurship Corner [iTunes] <a href="http://ecorner.stanford.edu/">http://ecorner.stanford.edu/</a>

Stanford University's Entrepreneurship Corner provides a free collection of over 1600 videos and podcasts, featuring lectures by today's Entrepreneurial Thought Leaders. Get started by browsing the videos in their collection. Started by the Stanford Technology Ventures Program (STVP), the Entrepreneurship Corner is a "free online archive of entrepreneurship resources for teaching and learning." It's a tremendous resource for anyone broadly interested in the field of entrepreneurship, and the site contains over 1200 archived videos, podcasts, and external links. First-time visitors should start with the "Popular Videos" area. Here they will find videos like "Tips from the Entrepreneur" (featuring the founders of Google) and a talk on leadership and capability from Carla Fiorina, the former CEO of Hewlett-Packard. In the "Speakers" area, visitors can check out the "Most Viewed Speakers", which include Mark Zuckerberg of Facebook and Guy Kawasaki of Garage Technology Ventures. Also, visitors will want to use the "Subscribe" feature to sign up to receive their newsletter and their RSS feed. Now includes Social Entrepreneurship. http://ecorner.stanford.edu/index.html

The Entrepreneur's Guide to Web 2.0: Top 25 Applications to Grow Your Business <a href="http://www.avivadirectory.com/entrepreneur-apps/">http://www.avivadirectory.com/entrepreneur-apps/</a>

The Entrepreneur's Reference Guide to Small Business Information http://www.loc.gov/rr/business/guide/guide2/

Business Plans: How to Make: <a href="http://www.bplans.com">http://www.bplans.com</a> Includes examples of successful Business Plans

**Social Entrepreneurship and Social Marketing:** 

http://www.melissabarker.com/SocialEntrepreneurship-SocialMediaMarketing.pdf

Marcus Zillman Bibliography on Entrepreneurship:

## www.entrepreneurialresources.info

## Journal of International Entrepreneurship:

www.springerlink.com/link.asp?id=112039 (free online full text articles on entrepreneurship)

Blog for Entrepreneurs: www.blogtrepreneur.com

Young Entrepreneurs: http://www.youngentrepreneur.com

Gives many ideas for those wanting to start a Business and maintains Blog Postings from those seeking to be Entrepreneurs and wanting advice.

**Biztoolkit: Tools and Resources for Business Success:** 

www.Biztoolkit.org

Free tools to help you succeed in growing your business. From the James J. Hill Reference Library

101 Useful Resources for Online Entrepreneurs:

http://www.blogtrepreneur.com/2008/03/10/resources-for-online-entrepreneurs/

Harvard Business School. Faculty Research on Entrepreneurship.

http://hbswk.hbs.edu/topics/otherentrepreneurship.html

Consortium for Entrepreneurship Education: A Guide to Resources and Models for Entrepreneurship Education. Includes Classroom Materials, and Worldwide Entrepreneurship Education Leaders. http://www.entre-ed.org/\_arc/home1.htm

The Consortium for Entrepreneurship Education also provides teaching materials to support Entrepreneurship Education. This is available at:

http://www.21stcenturyskills.org/route21/index.php?option=com\_jlibrary&view=details&id=195&Ite mid=179

and:

http://www.entre-ed.org/\_teach/index.htm

The Arthur M. Blank Center for Entrepreneurship at Babson College: Academic Programs, Research and Publications and Outreach Events. <a href="http://www3.babson.edu/ESHIP/eship.cfm">http://www3.babson.edu/ESHIP/eship.cfm</a>

Stanford University's Entrepreneurship Corner: <a href="http://edcorner.stanford.edu/">http://edcorner.stanford.edu/</a>

Entrepreneurship Organization: <a href="http://www.eonetwork.org/">http://www.eonetwork.org/</a>

Entrepreneur's Start-Up Kits: http://www.entrepreneur.com/toolkit

Network for Teaching Entrepreneurship: <a href="http://www.nfte.com">http://www.nfte.com</a> (Under the Resources section, there is a video, titled Youth Entrepreneurship Success Story.)

The Kauffman Foundation on Entrepreneurship: <a href="http://www.kauffman.org/">http://www.kauffman.org/</a>

Women Entrepreneurs in the Middle East and North Africa: Characteristics, Contributions and Challenges:

http://www.cawtar.org/Assets/Documents/pdf/Women Entrepreneurs in the ME Jun07.pdf

## Foreign Policy Research Institute: Program on Teaching Innovation

Addresses the history of innovation from economic, scientific/technological, and sociological perspectives. http://www.fpri.org/education/innovation/

## Innovation and Economic Growth: Lessons from the Story of ENIAC

Audio lecture from electronics pioneer Rocco Martino on how the computer became the catalyst for the largest increase of international wealth in history.

http://www.fpri.org/multimedia/20090309.martino.eniac.html

**Innovation - Life, Inspired:** Companion Web site to a Public Broadcasting System 2004 television series. http://www.pbs.org/wnet/innovation/

Innovation Timeline: Traces innovations from the invention of fire.

http://www.wired.com/culture/geekipedia/magazine/geekipedia/innovation

## Jerome and Dorothy Lemelson Center for the Study of Invention and Innovation

Established at the National Museum of American History of the Smithsonian Institution to document the stories of innovators and their discoveries. http://invention.smithsonian.org/home/

## **What Matters: Innovation**

McKinsey and Company publishing site featuring essays by researchers, academics, journalists, policy makers, and executives on big questions. <a href="http://whatmatters.mckinseydigital.com/innovation">http://whatmatters.mckinseydigital.com/innovation</a>

## ADDITIONAL RESOURCES: BOOKS AND ARTICLES, AND FILMS:

## **Books and Articles:**

THE ANATOMY OF AN ENTREPRENEUR: MAKING OF A SUCCESSFUL ENTREPRENEUR. Kauffman Foundation. Vivek Wadhwa et al. November 2009.

"The study provides insight into company owners' views about what influences the success or failure of a startup business. Entrepreneurs identify prior work experience, learning from previous successes and failures, a strong management team, and good fortune as the most important factors in their success. "http://www.kauffman.org/uploadedFiles/making-of-a-successful-entrepreneur.pdf

Whitford, David CAN YOU LEARN TO BE AN ENTREPRENEUR? (Fortune Magazine online, March 11, 2010) "Can you learn to be an entrepreneur? Yes, says Gregg Fairbrothers, a former academic who is

now the founding director of Dartmouth Entrepreneurial Network. Entrepreneurs, he said, possess an identifiable set of traits (such as willingness to take risks), but entrepreneurs are defined more by how they do things than what they do. Entrepreneurship, he says is more about learning through experience. One thing this article makes clear is that courses in entrepreneurship have become very popular across the United States — two-thirds of U.S. colleges and universities now are teaching entrepreneurship courses." This article is available online at:

http://money.cnn.com/2010/03/10/smallbusiness/entrepreneur b school.fortune/index.htm

A GLOBAL PERSPECTIVE ON ENTREPRENEURSHIP EDUCATION AND TRAINING. Babson College. Alicia Coduras Martinez et al. March 8, 2010. "The state of entrepreneurship education and training in <u>U.S.</u> schools has declined sharply, with a 2008 survey of experts rating it barely half as good as it was in 2005. Global Entrepreneurship Monitor teams conduct surveys in 31 countries, polling a sample of people who are considered experts in some 10 areas including financial support for entrepreneurs, bureaucracy, and taxes, and, of course, education itself. The experts rate conditions such as whether the education system "encourages creativity, self-sufficiency and personal initiative," and whether it provides "adequate instruction in market economic principles."

http://www.gemconsortium.org/download/1270838076375/GEM%20Special%20Report%20on%20Ed% 20and%20Training.pdf

EGYPTIAN WOMEN WORKERS AND ENTREPRENEURS: MAKING OPPORTUNITIES IN THE ECONOMIC SPHERE. The World Bank. Edited by Sahar Nasr. February 2010.

"Over the past decade, Egyptian women have made significant progress in improving their economic and social status. The government's commitment to women's empowerment is strong at the highest political levels. Yet continued disparities remain in the country's labor market and in the business arena. The report analyzes these disparities and makes recommendations for needed change to ensure a level playing field. It brings together data and extensive evidence on barriers to women's entry into business in Egypt and makes the case for actions to ensure gender equality."

http://publications.worldbank.org/ecommerce/catalog/product?item\_id=9476298

Aguirre, DeAnne, Laird Post, and Sylvia Ann Hewlett. "The Talent Innovation Imperative." Strategy and Business, no. 56 (Autumn 2009): pp. 38-49.

SUCCESSFUL PRACTICES AND POLICIES TO PROMOTE REGULATORY REFORM AND ENTREPRENEURSHIP AT THE SUB-NATIONAL LEVEL. Organization for Economic Co-operation and Development. Jacobo Pastor Garcia Villarreal. April 28, 2010. "This report is part of the OECD-Mexico initiative "Strengthening of Economic Competition and Regulatory Improvement for Competitiveness". It summarizes the findings of several case studies on best practices to promote regulatory reform and entrepreneurship at the subnational level. It has benefited from the participation of three Mexican states (Baja California, Jalisco, and Puebla), as well as of three provinces from other countries, British Columbia (Canada), Catalonia (Spain), and Piemonte (Italy). By including both, Mexican and international experiences, this report derives practical lessons for sub-national governments to improve their regulatory quality and create dynamic business environments." <a href="http://www.oecd.org/dataoecd/6/61/45083032.pdf">http://www.oecd.org/dataoecd/6/61/45083032.pdf</a>

"American Ingenuity: The Culture of Creativity That Made a Nation Great." <u>U.S. News and World Report</u> (Special Collector's Edition) (2003): entire issue.

"America's Young Innovators in the Arts and Sciences." Smithsonian (Fall 2007): entire issue. http://www.smithsonianmag.com/issue/Fall 2007.html

Andrew, James P., Emily Stover DeRocco, and Andrew Taylor. "The Innovation Imperative in Manufacturing: How the United States Can Restore Its Edge." National Association of Manufacturers. March 2009. http://www.nam.org/~/media/AboutUs/ManufacturingInstitute/innovationreport.ashx

Andrew, James P., et al. Innovation 2009: Making Hard Decisions in the Downturn. The Boston Consulting Group. April 2009.

http://www.bcg.com/impact expertise/publications/files/BCG Innovation 2009 Apr 2009.pdf

Andrew, James P., and Harold L. Sirkin. <u>Payback: Reaping the Rewards of Innovation</u>. Boston, MA: Harvard Business School Press, 2006.

Bahree, Megha. "Citizen Voices." Forbes (November 20, 2008). http://www.forbes.com/free\_forbes/2008/1208/083.html

Berkun, Scott. The Myths of Innovation. Sebastopol, CA: O'Reilly Media, 2007.

Bogusky, Alex M., and John Winsor. <u>Baked-In: Creating Products and Businesses That Market Themselves</u>. Chicago, IL: B2 Books, 2009.

Casnocha, Ben. My Start-Up Life: What a (Very) Young CEO Learned on His Journey Through Silicon Valley. San Francisco, CA: Jossey-Bass, 2007.

Friedel, Robert D. A Culture of Improvement: Technology and the Western Millennium. Cambridge, MA: MIT Press, 2007.

Gelb, Michael, and Sarah M. Caldicott. <u>Innovate Like Edison: The Success System of America's Greatest</u> Inventor. New York, NY: Dutton, 2007.

Gollin, Michael A. <u>Driving Innovation: Intellectual Property Strategies for a Dynamic World</u>. New York, NY: Cambridge University Press, 2008.

Govindarajan, Vijay, and Chris Trimble. <u>Ten Rules for Strategic Innovators: From Idea to Execution</u>. Boston, MA: Harvard Business School Press, 2005.

Marklund, Göran, Nicholas S. Vonortas, and Charles W. Wessner, eds. <u>The Innovation Imperative:</u>
<a href="Mational Innovation Strategies in the Global Economy">Mational Innovation Strategies in the Global Economy</a>. Northampton, MA: Edward Elgar Publishing Inc., 2009.

Rogers, Everett M. Diffusion of Innovations. 5th ed. New York, NY: Free Press, 2003.

Slim, Pamela. <u>Escape From Cubicle Nation: From Corporate Prisoner to Thriving Entrepreneur</u>. New York, NY: Portfolio, 2009.

Smil, Vaclav. Creating the Twentieth Century: Technical Innovations of 1867-1914 and Their Lasting Impact. New York, NY: Oxford University Press, 2005.

"Special Section: Innovation and Creativity." Success (September 2009): pp. 50-57.

"35 Innovators Under 35." Technology Review (August 12, 2009). http://www.technologyreview.com/article/23212/

Tucker, Robert B. <u>Driving Growth Through Innovation: How Leading Firms Are Transforming Their Futures</u>. 2nd ed. San Francisco, CA: Berrett-Koehler Publishers, 2008.

Wessner, Charles W., ed. <u>Innovation Policies for the 21st Century</u>: <u>Report of a Symposium. Committee on Comparative Innovation Policy</u>: <u>Best Practice for the 21st Century</u>. National Research Council of the National Academies. Washington, DC: National Academies Press, 2007.

## **Filmography**

ABC Nightline: If You Can't Beat 'Em, Blog 'Em (2005)

http://ffh.films.com/id/12407/If You Cant Beat Em Blog Em.htm

Producer: ABC News

Summary: Examines the blogger community, reviews major news stories that were broken by bloggers, demonstrates ways in which blogging differs from traditional reporting methods, and presents interviews with individuals who have used their personal blogs in innovative ways.

Running time: 22 minutes.

Masters of Technology (2004)

http://shop.wgbh.org/product/show/10160

Producer: WGBH Boston (Public Broadcasting System)

Summary: A series of one-on-one conversations with exceptional men and women who have made a

significant impact on technology.

Running time: Five parts, 30 minutes each.

October Sky (1999)

http://www.imdb.com/title/tt0132477

Director: Joe Johnston

Summary: The true story of Homer Hickham, a coal miner's son who developed an interest in rocketry after he was inspired by the Sputnik launch. With a group of friends, he experiments with rockets they build themselves, and they are encouraged by a teacher to enter the National Science Awards competition.

Running time: 108 minutes.

Ten9Eight: Shoot for the Moon (2009)

http://ten9eight.com

Director: Mary Mazzio

Summary: Inspirational stories of several teens from low-income communities who competed in the

Oppenheimer Funds/NFTE National Youth Entrepreneurship Challenge 2009.

Running time: 85 minutes.

They Made America (2004)

http://www.pbs.org/wgbh/theymadeamerica/

Producer: Public Broadcasting System

Summary: Profiles 12 American innovators whose ideas and entrepreneurial spirit gave birth to commercial milestones such as the steamboat and cultural touchstones such as the Barbie doll.

Running time: Four parts; 60 minutes each.

## **APPENDICES:**

## **OVERTHER PROPERTY OF THE PROP**

America.gov covers many facets of entrepreneurship in the United States, South & Central Asia and around the globe.

## **SOUTH & CENTRAL ASIA ENTREPRENEURS**

Roshaneh Zafar: Pakistani Miracle Worker ( <a href="http://www.america.gov/st/developenglish/2010/March/20100326125124cpataruk0.1293756.html">http://www.america.gov/st/developenglish/2010/March/20100326125124cpataruk0.1293756.html</a>)

(Video) A Conversation with a Pakistani Entrepreneur, Roshaneh Zafar ( <a href="http://www.america.gov/multimedia/video.html?videoId=74125704001">http://www.america.gov/multimedia/video.html?videoId=74125704001</a>)

Teaching India's Poorest, and Herself ( <a href="http://www.america.gov/st/business-english/2010/March/20100330172122saikceinawz0.9759027.html">http://www.america.gov/st/business-english/2010/March/20100330172122saikceinawz0.9759027.html</a> )

(http://www.america.gov/st/business-english/2010/April/20100402171309saikceinawz0.7967951.html)

One Man's Perseverance Builds a Business in Pakistan ( <a href="http://www.america.gov/st/business-english/2010/April/20100402171309saikceinawz0.7967951.html">http://www.america.gov/st/business-english/2010/April/20100402171309saikceinawz0.7967951.html</a>)

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(Distributed by the Bureau of International Information Programs, U.S. Department of State. Web site: <a href="http://www.america.gov">http://www.america.gov</a>)

## **APPENDICES:**

## **WOMEN ENTREPRENEURS: Women Entrepreneurs Can Ignite Social Change**

(Entrepreneurship Summit session devoted to women)

By Charles W. Corey Staff Writer

Washington - Proclaiming that women have a "unique opportunity to ignite social change," Farah Pandith, the U.S. Department of State's special representative to Muslim communities, opened the final panel at the Presidential Summit on Entrepreneurship on April 27. The panel focused on "unleashing the power of women entrepreneurs."

Pandith told the women they are role models and agents for long-term change. "Women entrepreneurs can impact generations, creating a ripple effect by setting an example for young girls. One person can inspire change on the local level. Through investing in the ideas, the creativity, the passion and vision of women, lives can change inside and outside the home."

She was joined on the panel by Valerie Jarrett, assistant and senior adviser to President Obama; Muhammad Yunus, founder of Grameen Bank; Dina Powell, global head for corporate engagement at Goldman Sachs; Tamara Abed, director of Aarong; and Faridah Nambi Kigongo, founder and managing director of Nambi Children's Initiatives.

Yunus told the summit that his business started bringing financial services to poor people and not just poor women. "Loan-sharking in our village" in Bangladesh "enraged me," he said.

He said he went to a bank and asked them to make loans and they refused. "So I started complaining about the banking institutions. ... They give loans to people who already had money. They would not give money to people who did not have money. I said, 'This is ridiculous, this should be the other way. Not only do you reject poor people, you reject all women.' That is how I got into the woman issue."

In Bangladesh at that time, he said, not even 1 percent of the borrowers in the banking system were women. "Something is wrong in the system," he told himself, and then he started offering himself as a guarantor for women's loans.

At first, he said, women were reluctant to borrow funds because of cultural sensitivities. "It took a lot of patience ... six years' time ... to achieve a 50-50" ratio of women and men borrowers, he said.

Loans to women brought much more money to the family than loans made to men, Yunus said, and as a result he began to focus on lending to women. "Today we have over 8 million borrowers; 97 percent are women and they own the bank. ... They sit on the board and make the decisions."

Then, Yunus said, they started educating the children of those women to build new generations who are skilled. Now there are 52,000 students in school thanks to Grameen, he said.

These students complain there are no jobs, but Yunus says that is the wrong attitude. He said he tells those students to pledge every morning, "I am not a job seeker. I am a job giver." He encourages them to use their new skills to create new jobs for themselves and many others.

In the end, Yunus said, "all human beings are entrepreneurs."

Dina Powell of Goldman Sachs, who immigrated to the United States as a child from Egypt, told the group her company's program "10,000 Women" aims to educate 10,000 women entrepreneurs worldwide.

"Investing in women as entrepreneurs is a smart investment," she said.

The 10,000 Women Program seeks to reach 10,000 women with pragmatic business and management education on how to write a business plan or access capital. Some 2,000 women have already been educated under the program, she said, and five of them were entrepreneurs attending the summit.

Tamara Abed is a former investment banker who also worked for Goldman Sachs and is now director of Aarong in Bangladesh, which supports some 65,000 women artisans. She said women often have the drive and passion for doing business and for many, it is a "fight for survival" if they have no husband and children to support. "Women are the agent of change. If you can inspire them, you can empower them."

Faridah Nambi Kigongo is the founder and managing director of Nambi Children Initiatives in Uganda, which works to improve the lives of vulnerable children and assists women with health care and basic needs.

She started a local television show in 2007 called the Nambi Talk Show. It features elders sharing local wisdom and knowledge.

Kigongo, who has a master's of business administration degree from Edinburgh Business School in Scotland, said she founded the children's center on the severance package she received after resigning her well-paying aviation job. "It was a conscious decision for me," she said, to look after the children.

"Coming from my background, I had productive, educated parents and seeing these children, I said, 'OK, these are my neighbors, I need to do something about them.' ... That was the beginning for me." Moving on to work with women entrepreneurs was a natural fit, she added.

President Obama hosted the summit, which covered issues including technology and innovation, access to capital, unleashing youth and women's entrepreneurship, mentoring and networking, fostering a culture of entrepreneurship, promoting and enabling business, and social entrepreneurship.

Some 250 entrepreneurs from around the world attended, along with a host of American entrepreneurs, business executives and top U.S. government officials.

Participants came from Afghanistan, Albania, Algeria, Australia, Austria, Bahrain, Bangladesh, Brazil, Brunei, Cameroon, Canada, China, Denmark, Djibouti, Egypt, Finland, France, The Gambia, Germany, India, Indonesia, Iraq, Israel, Jordan, Kazakhstan, Kenya, Kosovo, Kuwait, Kyrgyzstan, Lebanon, Libya, Madagascar, Malaysia, Mauritania, Morocco, Netherlands, Niger, Nigeria, Norway, Oman, Pakistan, the Palestinian Territories, Paraguay, the Philippines, Qatar, Russia, Saudi Arabia, Somalia, Spain, Sweden, Switzerland, Syria, Tajikistan, Tunisia, Turkey, the United Arab Emirates, Uganda, the United Kingdom, the United States and Yemen.

## **Women Entrepreneurs from the Arab world and the U.S.**

This information focuses on Arab and Muslim women entrepreneurs, from the Arab world or the U.S., and includes how American programs work to encourage and support women entrepreneurs.

By Carla Higgins Staff Writer

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African-American Activist Promotes Muslim Culture ( <a href="http://www.america.gov/st/peopleplace-english/2010/February/20100212131029smtotrob0.9736597.html">http://www.america.gov/st/peopleplace-english/2010/February/20100212131029smtotrob0.9736597.html</a>)

(Video) Young American fashion designer Brooke Samad ( http://www.america.gov/multimedia/video.html?videoId=1564335193 )

Women Entrepreneurs: Marcela Echevarria ( <a href="http://www.america.gov/st/texttrans-english/2009/November/20091124141040wltsruh0.5772821.html">http://www.america.gov/st/texttrans-english/2009/November/20091124141040wltsruh0.5772821.html</a> )

Women Entrepreneurs: Maria Pacheco ( <a href="http://www.america.gov/st/texttrans-english/2009/November/20091125120648bpuh0.2674372.html">http://www.america.gov/st/texttrans-english/2009/November/20091125120648bpuh0.2674372.html</a>)

Women Entrepreneurs: Theresa Daytner ( <a href="http://www.america.gov/st/texttrans-english/2009/November/20091117102342wltsruh0.7578394.html">http://www.america.gov/st/texttrans-english/2009/November/20091117102342wltsruh0.7578394.html</a> )

Women Entrepreneurs: Janet Cronick ( <a href="http://www.america.gov/st/texttrans-english/2009/November/20091117094329wltsruh0.82745.html">http://www.america.gov/st/texttrans-english/2009/November/20091117094329wltsruh0.82745.html</a> )

For Women, Starting a Business Is the Same Worldwide ( <a href="http://www.america.gov/st/econ-english/2008/August/20080822171825xkknorb0.509071.html">http://www.america.gov/st/econ-english/2008/August/20080822171825xkknorb0.509071.html</a> )

Women Make Inroads in U.S. Publishing Industry ( <a href="http://www.america.gov/st/business-english/2009/April/20090416174259KSetihw0.2852747.html">http://www.america.gov/st/business-english/2009/April/20090416174259KSetihw0.2852747.html</a>)

Young Muslims Make Their Mark: Filmmaker Lena Khan ( <a href="http://www.america.gov/st/peopleplace-english/2008/December/20081218133912jmnamdeirf0.9157984.html">http://www.america.gov/st/peopleplace-english/2008/December/20081218133912jmnamdeirf0.9157984.html</a>)

Young Muslims Make Their Mark: Nyla Hashmi and Fatima Monkush ( <a href="http://www.america.gov/st/peopleplace-english/2008/December/20081218164635jmnamdeirf0.9191553.html">http://www.america.gov/st/peopleplace-english/2008/December/20081218164635jmnamdeirf0.9191553.html</a>)

Young Muslims Make Their Mark: Artist Heba Amin ( <a href="http://www.america.gov/st/diversity-english/2008/December/20081218125106">http://www.america.gov/st/diversity-english/2008/December/20081218125106</a> [mnamdeirf4.270571e-02.html )

Young Muslims Make Their Mark: Television Journalist Kiran Khalid ( <a href="http://www.america.gov/st/peopleplace-english/2008/December/20081218163858jmnamdeirf0.9055139.html">http://www.america.gov/st/peopleplace-english/2008/December/20081218163858jmnamdeirf0.9055139.html</a> )

New Public-Private Fund Aims to Serve Muslim Women ( <a href="http://www.america.gov/st/hr-english/2008/May/20080516143846ajesrom0.7434503.html">http://www.america.gov/st/hr-english/2008/May/20080516143846ajesrom0.7434503.html</a>)

Women Entrepreneurs Discuss Challenges and Successes in Business ( <a href="http://www.america.gov/st/washfile-english/2008/May/20080521174148xjsnommis0.7444727.html">http://www.america.gov/st/washfile-english/2008/May/20080521174148xjsnommis0.7444727.html</a>)

Azizah Founder, Publisher Discusses Muslim Women in America (<a href="http://www.america.gov/st/washfile-english/2007/April/20070424112504eaifas0.6452753.html">http://www.america.gov/st/washfile-english/2007/April/20070424112504eaifas0.6452753.html</a>)

## **O PRESIDENT OBAMA'S REMARKS AT ENTREPRENEUR SUMMIT, APRIL 2010:**

President Obama's Remarks at Summit on Entrepreneurship

(President cites partnerships, important role of entrepreneurs)

(begin transcript)

THE WHITE HOUSE Office of the Press Secretary For Immediate Release April 26, 2010

REMARKS BY THE PRESIDENT
AT THE PRESIDENTIAL SUMMIT ON ENTREPRENEURSHIP

Ronald Reagan Building and International Trade Center Washington, D.C.

6:05 P.M. EDT

THE PRESIDENT: Thank you very much. Everybody, please have a seat. Good evening, everyone, and welcome to Washington.

In my life, and as President, I have had the great pleasure of visiting many of your countries, and I've always been grateful for the warmth and the hospitality that you and your fellow citizens have shown me. And tonight, I appreciate the opportunity to return the hospitality.

For many of you, I know this is the first time visiting our country. So let me say, on behalf of the American people, welcome to the United States of America. (Applause.)

It is an extraordinary privilege to welcome you to this Presidential Summit on Entrepreneurship. This has been a coordinated effort across my administration, and I want to thank all the hardworking folks and leaders at all the departments and agencies who made it possible, and who are here tonight.

That includes our United States Trade Representative, Ambassador Ron Kirk. Where's Ron? There he is. (Applause.) I especially want to thank the two departments and leaders who took the lead on this summit -- Secretary of Commerce Gary Locke and Secretary of State Hillary Clinton. Please give them a big round of applause. (Applause.)

We're joined by members of Congress who work every day to help their constituents realize the American Dream, and whose life stories reflect the diversity and equal opportunity that we cherish as Americans: Nydia Velazquez, who is also, by the way, the chairwoman of our Small Business Committee in the House of Representatives. (Applause.) Keith Ellison is here. (Applause.) And Andre Carson is here. (Applause.)

Most of all, I want to thank all of you for being part of this historic event. You've traveled from across the United States and nearly 60 countries, from Latin America to Africa, Europe to Central Asia, from the Middle East to Southeast Asia.

And you bring with you the rich tapestry of the world's great traditions and great cultures. You carry within you the beauty of different colors and creeds, races and religions. You're visionaries who pioneered new industries and young entrepreneurs looking to build a business or a community.

But we've come together today because of what we share -- a belief that we are all bound together by certain common aspirations. To live with dignity. To get an education. To live healthy lives. Maybe to start a business, without having to pay a bribe to anybody. To speak freely and have a say in how we are governed. To live in peace and security and to give our children a better future.

But we're also here because we know that over the years, despite all we have in common, the United States and Muslim communities around the world too often fell victim to mutual mistrust.

And that's why I went to Cairo nearly one year ago and called for a new beginning between the United States and Muslim communities -- a new beginning based on mutual interest and mutual respect. I knew that this vision would not be fulfilled in a single year, or even several years. But I knew we had to begin and that all of us have responsibilities to fulfill.

As President, I've worked to ensure that America once again meets its responsibilities, especially when it comes to the security and political issues that have often been a source of tension. The United States is responsibly ending the war in Iraq, and we will partner with Iraqi people for their long-term prosperity and security. In Afghanistan, in Pakistan and beyond, we're forging new partnerships to isolate violent extremists, but also to combat corruption and foster the development that improves lives and communities.

I say it again tonight: Despite the inevitable difficulties, so long as I am President, the United States will never waver in our pursuit of a two-state solution that ensures the rights and security of both Israelis and Palestinians. (Applause.) And around the world, the United States of America will continue to stand with those who seek justice and progress and the human rights and dignity of all people.

But even as I committed the United States to addressing these security and political concerns, I also made it clear in Cairo that we needed something else -- a sustained effort to listen to each other and to learn from each other, to respect one another. And I pledged to forge a new partnership, not simply between governments, but also between people on the issues that matter most in their daily lives -- in your lives.

Now, many questioned whether this was possible. Yet over the past year, the United States has been reaching out and listening. We've joined interfaith dialogues and held town halls, roundtables and listening sessions with thousands of people around the world, including many of you. And like so many

people, you've extended your hand in return, each in your own way, as entrepreneurs and educators, as leaders of faith and of science.

I have to say, perhaps the most innovative response was from Dr. Naif al-Mutawa of Kuwait, who joins us here tonight. Where is Dr. Mutawa? (Applause.) His comic books have captured the imagination of so many young people with superheroes who embody the teachings and tolerance of Islam. After my speech in Cairo, he had a similar idea. So in his comic books, Superman and Batman reached out to their Muslim counterparts. (Laughter.) And I hear they're making progress, too. (Laughter.) Absolutely. (Applause.)

By listening to each other we've been able to partner with each other. We've expanded educational exchanges, because knowledge is the currency of the 21st century. Our distinguished science envoys have been visiting several of your countries, exploring ways to increase collaboration on science and technology.

We're advancing global health, including our partnership with the Organization of the Islamic Conference, to eradicate polio. This is just one part of our broader engagement with the OIC, led by my Special Envoy, Rashad Hussain, who joins us here tonight. Where's Rashad? (Applause.)

And we're partnering to expand economic prosperity. At a government level, I'd note that putting the G20 in the lead on global economic decision-making has brought more voices to the table -- including Turkey, Saudi Arabia, India and Indonesia. And here today, we're fulfilling my commitment in Cairo to deepen ties between business leaders, foundations and entrepreneurs in the United States and Muslim communities around the world.

Now, I know some have asked -- given all the security and political and social challenges we face, why a summit on entrepreneurship? The answer is simple.

Entrepreneurship -- because you told us that this was an area where we can learn from each other; where America can share our experience as a society that empowers the inventor and the innovator; where men and women can take a chance on a dream -- taking an idea that starts around a kitchen table or in a garage, and turning it into a new business and even new industries that can change the world.

Entrepreneurship -- because throughout history, the market has been the most powerful force the world has ever known for creating opportunity and lifting people out of poverty.

Entrepreneurship -- because it's in our mutual economic interest. Trade between the United States and Muslim-majority countries has grown. But all this trade, combined, is still only about the same as our trade with one country -- Mexico. So there's so much more we can do together, in partnership, to foster opportunity and prosperity in all our countries.

And social entrepreneurship -- because, as I learned as a community organizer in Chicago, real change comes from the bottom up, from the grassroots, starting with the dreams and passions of single individuals serving their communities.

And that's why we're here. We have Jerry Yang, who transformed how we communicate, with Yahoo. Is Jerry here? Where is he? He'll be here tomorrow. As well as entrepreneurs who have opened

cybercafés and new forums on the Internet for discussion and development. Together, you can unleash the technologies that will help shape the 21st century.

We have successes like Dr. Mohamed Ibrahim, who I met earlier, who built a telecommunications empire that empowered people across Africa. And we have aspiring entrepreneurs who are looking to grow their businesses and hire new workers. Together you can address the challenges of accessing capital. We have trailblazers like Sheikha Hanadi of Qatar, along with Waed al Taweel, who I met earlier -- a 20-year-old student from the West Bank who wants to build recreation centers for Palestinian youth. So together, they represent the incredible talents of women entrepreneurs and remind us that countries that educate and empower women are countries that are far more likely to prosper. I believe that. (Applause.)

We have pioneers like Chris Hughes, who created Facebook, as well as an online community that brought so many young people into my campaign for President -- MyBarackObama.com. (Laughter.) We have people like Soraya Salti of Jordan who are empowering the young men and women who will be leaders of tomorrow. (Applause.) Together, they represent the great potential and expectations of young people around the world.

And we've got social entrepreneurs like Tri Mumpuni, who has helped rural communities in Indonesia -- (applause) -- harness the electricity, and revenues, of hydro-power. And Andeisha Farid, an extraordinary woman from Afghanistan, who's taken great risks to educate the next generation, one girl at a time. (Applause.) Together, they point the way to a future where progress is shared and prosperity is sustainable.

And I also happened to notice Dr. Yunus -- it's wonderful to see you again. I think so many people know the history of Grameen Bank and all the great work that's been done to help finance entrepreneurship among the poorest of the poor, first throughout South Asia, and now around the world.

So this is the incredible potential that you represent; the future we can seize together. So tonight I'm proud to announce a series of new partnerships and initiatives that will do just that.

The United States is launching several new exchange programs. We will bring business and social entrepreneurs from Muslim-majority countries to the United States and send their American counterparts to learn from your countries. (Applause.) So women in technology fields will have the opportunity to come to the United States for internships and professional development. And since innovation is central to entrepreneurship, we're creating new exchanges for science teachers.

We're forging new partnerships in which high-tech leaders from Silicon Valley will share their expertise - in venture capital, mentorship, and technology incubators -- with partners in the Middle East and in Turkey and in Southeast Asia.

And tonight, I can report that the Global Technology and Innovation Fund that I announced in Cairo will potentially mobilize more than \$2 billion in investments. This is private capital, and it will unlock new opportunities for people across our countries in sectors like telecommunications, health care, education, and infrastructure.

And finally, I'm proud that we're creating here at this summit not only these programs that I've just mentioned, but it's not going to stop here. Together, we've sparked a new era of entrepreneurship -- with events all over Washington this week, and upcoming regional conferences around the world.

Tonight, I am pleased to announce that Prime Minister Erdogan has agreed to host the next Entrepreneurship Summit next year in Turkey. (Applause.) And so I thank the Prime Minister and the people and private sector leaders of Turkey for helping to sustain the momentum that we will unleash this week.

So as I said, there are those who questioned whether we could forge these new beginnings. And given the magnitude of the challenges we face in the world -- and let's face it, a lot of the bad news that comes through the television each and every day -- sometimes it can be tempting to believe that the goodwill and good works of ordinary people are simply insufficient to the task at hand. But to any who still doubt whether partnerships between people can remake our world, I say look at the men and women who are here today.

Look at the professor who came up with an idea -- micro-finance -- that empowered the rural poor across his country, especially women and children. That's the powerful example of Dr. Yunus.

Look what happened when Muhammad shared his idea with a woman from Pakistan, who has since lifted hundreds of thousands of families and children out of poverty through a foundation whose name literally means "miracle." That's the example of Roshaneh Zafar. (Applause.)

Look what happened when that idea spread across the world -- including to people like my own mother, who worked with the rural poor from Pakistan to Indonesia. That simple idea, began with a single person, has now transformed the lives of millions. That's the spirit of entrepreneurship.

So, yes, the new beginning we seek is not only possible, it has already begun. It exists within each of you, and millions around the world who believe, like we do, that the future belongs not to those who would divide us, but to those who come together; not to those who would destroy, but those who would build; not those trapped in the past, but those who, like us, believe with confidence and conviction in a future of justice and progress and the dignity of all human beings regardless of their race, regardless of their religion.

That's the enormous potential that we're hoping to unlock during this conference and hoping to continue not only this week but in the months and years ahead. So I'm grateful that all of you are participating. May God bless you all and may God's peace be upon you. Thank you very much. Thank you. (Applause.)

## ♦ Presidential Summit on Entrepreneurship: A New Beginning and Fact Sheet from Whitehouse.gov site

(Highlights public-private partnership among U.S. and Muslim communities) (1366)

(begin fact sheet)

The White House April 26, 2010

#### **FACT SHEET**

### A NEW BEGINNING -- THE PRESIDENTIAL SUMMIT ON ENTREPRENEURSHIP

The Presidential Summit on Entrepreneurship (April 26-27, 2010) will highlight the important roles that entrepreneurship can play in expanding opportunity at home and abroad, while deepening engagement among the United States and Muslim communities around the world. It will bring together approximately 250 successful entrepreneurs from more than fifty countries; identify ways to advance economic and social entrepreneurship; build networks among stakeholders in entrepreneurship; and, provide an opportunity to establish partnerships that advance entrepreneurship.

The United States is committed to working with entrepreneurs around the world, including those in Muslim-majority countries and Muslim communities. In addition to partnering with other governments and multilateral organizations, promoting entrepreneurship will require new public-private partnerships. At the Summit on Entrepreneurship, the U.S. Government is pleased to highlight a number of selected programs and partnerships that will help expand mutual understanding and mutual opportunity. Further details regarding these programs and partnerships will be provided by the lead Department or agency supporting them:

## **EXCHANGE PROGRAMS**

## Entrepreneurs for a New Beginning

Entrepreneurs for a New Beginning is a new two-way professional exchange program for rising business and social entrepreneurs. The Department of State is forging relationships to offer participants educational seminars, mentorship, and first-hand experience in the business place with American entrepreneurs. The program will connect participants with outbound American entrepreneurs and will examine strategies used in the United States to enhance the capacities of young business managers, to develop a spirit of entrepreneurship and small business enterprise, and to strengthen societies through the pursuit of social entrepreneurship. This program will bring 100 entrepreneurs to the U.S. over the next 4 years and will also work with private sector partners to send 100 American entrepreneurs abroad over the next four years. More information can be obtained from the Department of State.

## Science and Technology Education Exchanges

During his speech in Cairo, the President said that "education and innovation will be the currency of the 21st century." This new science and technology exchange program will bring 25 science teachers from Muslim-majority countries and communities to examine effective methods of teaching science at the primary and secondary school levels. The program will explore how to nurture and support hands-on science education, how to demonstrate the relevance of science for children, and how to create a setting in which children actively engage in scientific learning. In addition, the participants will observe extracurricular science camps and science fair educational programs that emphasize experiential learning.

## Professional Technical Exchanges for Women

TechWomen is a new professional mentorship program for women from eligible countries who are working in the field of technology. Selected participants will travel to the United States in the spring of

2011 to work with mid-level female employees in various companies in technology hubs such as Silicon Valley. Upon the completion of their mentorships, select American counterparts will travel to the participants' home regions to offer skills development and networking workshops for a broader range of women.

## Young Entrepreneurs Program

Launched in September 2009, the Young Entrepreneurs Program is a professional exchange program that promotes entrepreneurial thinking, job creation, business planning, and management skills to assist young professionals. As part of the YEP, the Department of State will launch a new initiative called Education to Employment Fellows. Beginning in 2009, this initiative will bring at least thirty fellows from eligible countries to the United States for internships that will aid their professional development.

## DIRECT ASSISTANCE FOR ENTREPRENEURSHIP

USAID's Commitment to Support Entrepreneurship

USAID will support all stages of the entrepreneurship ecosystem by working with partners to strengthen the business enabling environment, expand educational opportunities, facilitate market opportunities and access to capital, and build connectedness and business support. Specific efforts USAID plans to undertake include:

- . Support business enabling environment reforms in 15 partner countries.
- . Undertake surveys in five countries (Bangladesh, Pakistan, Nigeria, Turkey, and Egypt) and use their findings to work together with local private partners to promote supportive environments to encourage economic growth.
- . Provide open source web-and media-based entrepreneurship education targeted for women, youth, and other underserved audiences on topics ranging from starting and growing a business to the use of internet technologies.
- . Support local educational programs to build capacity among business owners and their employees.
- . Facilitate entrepreneurs' access to private sources of finance (e.g., microfinance institutions, venture capital funds, commercial banks).
- . Develop and expand business innovation centers.
- . Develop partnerships to expand the number of companies and volunteers assisting entrepreneurs in developing countries, thereby building partnerships between entrepreneurs in the U.S. and abroad.

Small Business Administration Partnerships with Oman, Bahrain, Tunisia

SBA and the Department of State have entered into several agreements with Oman, Bahrain, and Tunisia to assist women entrepreneurs in the Middle East and North Africa. Through these Memorandums of Understanding, SBA will provide guidance and assistance in developing and implementing loan guarantee programs, government procurement policies, entrepreneurial

development programs and business centers, and support to strengthen women and small and medium enterprises.

## Global Entrepreneurship Program

A new effort led by the Department of State in partnership with the Department of Commerce, USAID, OPIC, and the Millennium Challenge Corporation, the Global Entrepreneurship Program will coordinate, integrate, and leverage existing U.S. Government and private sector resources, partnerships, and programs to support six methods of supporting entrepreneurs: Identify, Train, Connect, Guide to funding, Sustain, and Celebrate. The proposed program has twelve focus countries throughout the world, including seven Muslim-majority countries. The Department of State and USAID have launched the first pilot program in Egypt and will soon launch the second in Indonesia.

## FINANCING FOR ENTREPRENEURSHIP AND INNOVATION

## Global Technology and Innovation Fund

In response to President Obama's Cairo speech last June, the Overseas Private Investment Corporation (OPIC) launched the global technology and innovation call for privately managed investment funds in October 2009. The Funds will make investments in start up and growth oriented companies in the telecommunications, media, and technology sectors. Some Funds will utilize a "technology transfer" strategy by importing existing technology in developed countries to increase innovation and efficiency in sectors such as healthcare, education, and infrastructure. In addition, the Funds will promote the economic and social development of the target countries. With the private sector capital catalyzed by OPIC, these Funds will have the potential to mobilize over \$2 billion in private equity capital for Muslimmajority countries. All Funds remain subject to review and approval of OPIC's Board of Directors.

## STRENGTHENING PARTNERSHIPS

## Partners for a New Beginning

Partners for a New Beginning will be a group of eminent Americans from a variety of sectors - corporate, philanthropic, education, non-profit, entertainment - who will leverage resources and capabilities outside the U.S. Government to advance the vision for a new beginning with Muslim communities around the world. Partners for a New Beginning will be an independent, self-administered group that will operate in close coordination with the Department of State.

## **Expanding Ties With Silicon Valley**

The Department of State will collaborate with partners in Silicon Valley to launch two of the first Silicon Valley-based incubators and venture capital funds in the Middle East, Turkey, and Southeast Asia. Both efforts will provide venture capital, Silicon Valley mentorship, technology and connectivity to emerging entrepreneurs in 5 locations - Jordan, Egypt, Lebanon, Turkey, and Malaysia. In addition to helping provide technological and financial expertise and access to capital and other services, these two efforts will help to build ties between business and educational communities in the United States and those in the countries in which it operates.

## SUSTAINING A FOCUS ON ENTREPRENEURSHIP

The Summit on Entrepreneurship has helped catalyze conversations about entrepreneurship around the world. In the days immediately after the Summit, there will be over thirty related but independent events in the Washington, D.C. area. In months to come, several partners have expressed interest in hosting follow-on conferences, and these will be held in places ranging from Indonesia to Abu Dhabi, Iraq to Algeria, and France to Bahrain among others. Additionally, Prime Minister Erdogan has agreed to host the next Entrepreneurship Summit in Turkey in 2011.

## ♦ Partners for a New Beginning: State Department partners with Americans to advance President Obama's vision

(begin fact sheet)

U.S. Department of State Bureau of Public Affairs April 26, 2010

**Fact Sheet** 

Partners for a New Beginning

The Department of State has entered into a partnership with Partners for a New Beginning (PNB) - a group of eminent Americans from a variety of sectors who will reach out systematically to private sector entities at the highest level to harness private sector resources and capabilities to advance the vision for a new beginning between the United States and Muslim communities around the world, as expressed in President Obama's June 2009 Cairo speech. This will be a flagship partnership for the Department of State.

Former Secretary of State Madeleine Albright will serve as the Chair of PNB. Walter Isaacson (President of The Aspen Institute) and Muhtar Kent (Chairman and CEO of The Coca-Cola Company) will serve as Vice-Chairs. PNB's leadership will bring additional PNB members on board over the course of the next month and build-out an approximately 15 person group. PNB will be an independent, self-administered group. The Aspen Institute will serve as its Secretariat. The Department of State will provide a small sum of funding to support this Secretariat. PNB will operate in close coordination and partnership with the Department of State.

PNB will reach out to U.S. companies, Universities, laboratories, research centers, NGOs, Foundations, philanthropists and others to harness their resources, capabilities and expertise to complement the programs and partnerships that the Department of State is implementing and developing to advance the new beginning. PNB will be a vital capability in advancing the new beginning we seek and in forging ties between people and institutions in the United States and in Muslim communities around the world.

This new effort will help to inspire further citizen and private sector engagement in other communities and countries around the world.

Here is the President's speech... http://www.connectsolutions.com/entrepreneurship/ondemand/index.html

Speech in French and Arabic (click on right) here:

http://www.america.gov/st/business-french/2010/April/20100426224133sblebahc0.330044.html General – Podcasts:

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Interview in English on Ambassador Battle (AU)
<a href="http://africaunbound.com/index.php?option=com\_content&task=view&id=137">http://africaunbound.com/index.php?option=com\_content&task=view&id=137</a>
(end fact sheet)

## Obama Summit Boosts Spirit of Entrepreneurs

By Andrzej Zwaniecki Staff Writer

Washington - Tarik Yousef of Dubai wanted to be a government bureaucrat when he was young because there was no alternative for ambitious youngsters in his country. His dream was shared by many of his Arab peers.

The new generation is different, Yousef told delegates in Washington to the April 26-27 Presidential Summit on Entrepreneurship ( <a href="http://www.america.gov/entrepreneurship summit.html">http://www.america.gov/entrepreneurship summit.html</a> ). From his experience as the dean of the Dubai School of Government, he knows that Arab youth increasingly see entrepreneurship as an alternative.

Nabil Shalaby ( <a href="http://www.america.gov/st/business-english/2010/April/20100426103702saikceinawz0.5608026.html">http://www.america.gov/st/business-english/2010/April/20100426103702saikceinawz0.5608026.html</a> ), an educator and promoter of entrepreneurship in Egypt and Saudi Arabia, agreed that entrepreneurial energy is there among the younger generation. "It just needs to be nurtured and tapped," he said.

Entrepreneurs from roughly 60 countries met in Washington at the invitation of the Obama administration and expressed hope that this entrepreneurial energy will create jobs, bring robust economic development and drive other positive changes.

"Real change comes from the bottom up, and that is why we are here," President Obama told the entrepreneurs April 26 ( <a href="http://www.america.gov/st/texttrans-english/2010/April/20100426195555sblebahc0.6099207.html">http://www.america.gov/st/texttrans-english/2010/April/20100426195555sblebahc0.6099207.html</a>).

Discussions about how entrepreneurs can become agents of change were at the center of the summit's agenda. It wasn't a typical Washington event; it was more dialogue than lecture, observed Elmira Bayrasli of Endeavor, a U.S. nonprofit group. Even the seating in the ballroom where panel discussions took place - rows of round tables, instead of chairs lined up to face a stage, and no podium - encouraged an exchange of ideas.

"Moderators [administration officials] were allowing the panelists and invited delegates to speak their minds, even when it might have been uncomfortable to do so," Bayrasli said.

Entrepreneurs shared problems and sometimes found solutions they hadn't thought about earlier, said Sofiane Chaib, managing director of a foreign-language center in Algeria. "At times it felt like a group therapy session," he said.

Those whose achievements were recognized by the president in his speech were ecstatic. "It's like 10 years of dedication [to your business] and then you're recognized for a split second by the president of the world - elected by the American people, but ... really the president of the world," explained Soraya Salti, from Jordan, who was one of those mentioned by Obama.

Salti and other entrepreneurs in attendance believe that the enthusiasm at the summit will help them carry out new projects. Waed al Taweel, a student from the Palestinian Territories, said it might help her realize her dream enterprise - a recreation center for children and teens in her homeland.

But with expectations as varied as the backgrounds of the 250 entrepreneurs attending, not everyone was leaving Washington perfectly happy. Some delegates were enthusiastic about the culture of entrepreneurship in America, but disheartened by what they said was little or no support for their efforts in their home countries. Saad Al Barrak, head of a major mobile telecom company that operates in the Middle East and Africa, took issue with the summit itself. He said the event sometimes felt like "an entrepreneurship refresher course."

The administration did announce concrete initiatives. These mostly private-public partnerships include a fund that potentially can mobilize more than \$2 billion in private-sector investments and internships, professional development, mentoring, training and networking programs for entrepreneurs from countries with Muslim majorities, as well as projects promoting high-tech business incubators and providing seed money. Administration officials said that the Washington summit is only the beginning in the process of elevating entrepreneurship to a more potent force for change. Several follow-on meetings were discussed; Turkey will be the next host of a similar event.

Craig Newmark, founder of Craigslist, said continuity is important. "If you follow through and you keep doing more of it, eventually things can grow from the grass roots," he said.

Some of the entrepreneurs at the summit found immediate personal gain. Al Taweel, 20, the youngest attendee, will be going home with an offer of a full scholarship from the president of Babson College, just outside Boston, to get her master's degree in business administration.

See also fact sheets on new exchange programs ( <a href="http://www.america.gov/st/texttrans-english/2010/April/20100427120400eaifas0.3844568.html">http://www.america.gov/st/texttrans-english/2010/April/20100427120950eaifas0.2072369.html</a> ), a new E-Mentor Corps ( <a href="http://www.america.gov/st/texttrans-english/2010/April/20100427120950eaifas0.2072369.html">http://www.america.gov/st/texttrans-english/2010/April/20100427133204eaifas0.8279688.html</a> ), and partner group activities in conjunction with the summit ( <a href="http://www.america.gov/st/texttrans-english/2010/April/20100427134959xjsnommis0.9608118.html">http://www.america.gov/st/texttrans-english/2010/April/20100427134959xjsnommis0.9608118.html</a> ).

Special correspondent Chris Connell contributed to this article.

## **◊** Presidential Summit on Entrepreneurship: Follow-On Conferences

(Institutions, partners express interest in advancing summit's mission) (366)

(begin fact sheet)

U.S. Department of State Bureau of Public Affairs April 26, 2010

Fact Sheet

Follow-On Conferences

Several overseas institutions and partners have expressed an interest in hosting Follow-on Conferences to continue to advance the mission of the Entrepreneurship Summit beyond the April 26 and 27 PSE in Washington. These Follow-on Conferences will be locally or regionally focused and may focus on a specific element of advancing entrepreneurship (e.g. youth entrepreneurship, access to capital, etc.) We have told these partners that we want to be supportive of these events and acknowledge them at the Summit. We have said that we would attempt to have an appropriate USG official attend, but that we would not play any role in organizing them and would not expect to provide any funding assistance.

These Conferences have been initiated by partners who are heeding the President's call to shared action and responsibility. Through their initiative, they will help to advance what the United States and its partners on the Presidential Summit on Entrepreneurship have started. We have received Statements of Intent for the following Follow-on Conferences:

- . Indonesia: The government of Indonesia has committed to a Follow-on Conference.
- . UAE/Abu Dhabi: The Aspen Institute and the government of the UAE will host a Conference in Abu Dhabi in June 2010 on Innovation.
- . Iraq: The American University of Iraq-Sulaimani will host a conference on Social Entrepreneurship in Sulaimani, Iraq in Spring 2011.
- . Algeria: The U.S.-Algerian Business Council will host a Conference in Algeria on entrepreneurship in the Maghreb in September 2010.
- . Bahrain: The government of Bahrain will host a Conference on innovation, investment and entrepreneurship in December 2010.
- . France: The French-American Foundation has committed to host a Conference on youth entrepreneurship in disadvantaged communities late in 2010 or early in 2011.
- . Kyrgyzstan: The American University of Central Asia, with some Department of State support, will host a Conference on Women Entrepreneurship in Bishkek in May 2010.
- . UAE/Dubai: The Legatum Institute at MIT and the Dubai School of Government are hosting a Conference in Dubai on "Best Practices in Entrepreneurship Policy" in November 2010.

## ♦ Obama Announces New Exchange Programs Focused on Entrepreneurship

(Fact sheet highlights State's exchange programs, educational opportunities) (560)

(begin fact sheet)

U.S. Department of State April 27, 2010

Fact Sheet

"President Obama Announces Exchange Programs focused on Entrepreneurship, Innovation, and Science"

In his June 2009 speech in Cairo, President Obama pledged to expand exchange programs and pursue new opportunities in entrepreneurship, innovation, and science. Promoting education globally is a vital element of the Obama Administration's foreign economic and development policy - an initiative that fosters economic growth, promotes civil society and provides new economic opportunities for U.S. business and investors. New exchanges out of the State Department's Bureau of Educational and Cultural Affairs (ECA) will highlight the importance of entrepreneurship, economic opportunity, and community development.

In response to the President's Cairo speech and the Presidential Summit on Entrepreneurship, ECA is forging partnerships with organizations such as Business for Diplomatic Action (BDA) and Entrepreneurs' Organization (EO) to offer educational seminars, mentorship, and first-hand experience into the American business place with leading entrepreneurs. ECA will bring 25 entrepreneurs to the U.S. per year over the next 4 years through the International Visitor Leadership Program, "New Beginning: Entrepreneurship and Business Innovation." ECA will also work with private sector partners to send at least 100 American entrepreneurs abroad over the next four years. This effort could be scaled with the support of additional partners.

ECA's new pilot program, TechWomen is designed to provide professional peer mentorships for approximately 25 women from eligible countries working in the field of technology with their counterparts in the United States. By facilitating the sharing of experience and knowledge as well as creating peer networks, TechWomen fosters professional development for women in eligible countries by creating sustainable relationships between U.S. and foreign participants. Private sector engagement will further enhance this initiative. Championing two distinct but keys themes of President Obama's Cairo speech, TechWomen will support leadership development in the field of technology and promote women's empowerment. This effort could be scaled with the support of partners.

ECA's "Science and Technology Education" exchange will bring 25 science teachers from countries with significant Muslim populations to the United States to examine effective methods of teaching science at the primary and secondary school levels. It will explore how to nurture and support hands-on science education, how to demonstrate the relevance of science for children, and how to create a setting in which children actively engage in scientific learning. In addition, the participants will observe extracurricular science camps and science fair educational programs that emphasize experiential learning. The "Science and Technology Education" exchange is in response to President Obama's Cairo speech and will develop rising leaders in the field of science and technology.

At least 30 Fellows from eligible countries will participate in a new "Education to Employment" initiative within the Young Entrepreneurs Program (YEP). YEP provides mentoring to young business leaders in emerging free market societies and promotes entrepreneurial thinking, job creation, business planning, and management skills to assist young professionals. Fellows will include family-run business owners, women artisans, representatives of the disabled community, and NGO professionals. They will undergo internship and mentoring experiences for approximately 3-8 weeks in the United States. After the Fellows return to their home countries, YEP also supports follow-on programming conducted by U.S. business specialists for the Fellows and their peers through workshops, group consulting and coaching, and business development seminars.

(Distributed by the Bureau of International Information Programs, U.S. Department of State. Web site: http://www.america.gov)

## PRESIDENTIAL SUMMIT ON ENTREPRENEURSHIP in WASHINGTON: 2010

Message from the Co.Nx Team in DC: How to access recordings of the Presidential ESummit webcasts and Q/A sessions: April and May of 2010

The CO.NX team is pleased to offer you an online archive of keynote speeches and panel discussions from the Entrepreneurship Summit. Please feel free to share this link. Instructions on viewing and downloading can be found below.

<u>Please Note:</u> Covering the Summit was a complex undertaking for our small team and numerous unexpected challenges arose. We tried our best to capture as much of the Summit as possible, however there are gaps. Some of these clips begin as sessions were already in progress and others may be cut short. We could not be everywhere at once!

The archive is located at: <a href="http://www.connectsolutions.com/entrepreneurship/">http://www.connectsolutions.com/entrepreneurship/</a>

At this URL you will have two viewing options: On Demand (click and view) and downloadable .flv video clip

**On Demand:** For the On Demand clip you simply click the link and view. Bandwidth requirements to view these clips should be the same as if you were watching a YouTube video.

Tip: You can always start playing the video early, put it on pause and let the buffer grow...this will help ensure a smooth playback.

**Download the.flv Clip:** Below the On Demand clip look for "Download the Video to Your Computer." Click on this link and a dialogue box will open and you will be asked to save the clip to your computer. Once the file fully downloads you will need a FLV player in order to view the clip. There are free players available for download to computers outside of OpenNet.

Wimpy FLV Player for PC and Mac is available here:

http://www.wimpyplayer.com/products/wimpy standalone flv player.html

## **♦ WEBCHAT: AFRICAN AMERICAN ENTREPRENEURS TALK ABOUT THEIR WORK:**

Two winners of the African Diaspora Marketplace competition, Dr. Raymond Rugemalira and Ronald Mutebi, and one of the judges, Yvon Resplandy, discuss the competition and entrepreneurship.

Following is the transcript:

(begin transcript)

U.S. DEPARTMENT OF STATE Bureau of International Information Programs Webchat Transcript 2010

CO.NX Panel Discussion on African Diaspora Marketplace

### **Guests:**

Dr. Raymond Rugemalira, ADM award recipient, originally from Tanzania Mr. Ronald Mutebi, ADM award recipient, from Uganda

Mr. Yvon Resplandy, ADM competition judge

Date: March 8, 2010

CO.NX Moderator (Sarah): Join us on Monday, March 8 at 15:00 GMT for a text chat on the African Diaspora Marketplace. Two ADM awardees, Dr. Raymond Rugemalira, originally from Tanzania, and Mr. Ronald Mutebi, from Uganda, will talk about their lives and businesses. Yvon Resplandy, one of the judges for the ADM competition, will also be live to talk about the competition and the African Diaspora Movement in general. You may submit your questions for Dr. Rugemalira, Mr. Mutebi, or Mr. Resplandy at any time. If your question is for a particular presenter, please indicate this in your question. Once submitted, your question will appear in red on your screen.

CO.NX Moderator (Sarah): Our first presenter is Raymond Rugemalira, one of the winners of the ADM competition. You can read his biography in the PowerPoint to the left.

Raymond Rugemalira: UzaMazao is a virtual market place in a mobile phone. It helps farmers (sellers) and buyers of agricultural products, livestock and livestock products find one another. UzaMazao determines the best match between seller(s) and buyer according to crop (product), quantity, price, dates and geographical location and informs both the buyer and seller(s) of the best match so they can complete a sale. The sale is accomplished by using the mobile wallet service that is provided by a mobile telecommunications provider. This way, the farmer is enabled to do what they know to do best, farm and by click of button on their mobile phone a buyer is presented to them. In similar fashion, the buyer's market is enlarged to cover a larger area (an area equal to the footprint of the telecommunications providers' network).

Ron Mutebi: Hello this is Ron Mutebi, one of the ADM award recipients. The project that I am introducing is the Cooking Solar Ovens in Uganda, a project that I have been working on for the past five years.

Yvon Resplandy: I am Yvon Resplandy. I was a juror during the final ADM selection process in mid-January, and I am currently slated to serve with USAID in the position of Senior Advisor for Diaspora and Remittances. Prior to this assignment I served with the African Development Bank where I conducted private sector infrastructure projects and public/private partnerships.

Question [JJ]: Dear Raymond Rugemalira, do you think the mobile is the future for most business transaction in Africa? What about those people without a mobile device, how will they join this market?

Answer [Raymond Rugemalira]: As a communications link, yes it is the best. And as it evolves to have more capacity, it is becoming a very useful tool for businesses. In Africa, it is the starting point for those who do not have any other platform to conduct business.

Q [JJ]: Hello I have a question for all three guests: What have you gained from winning this competition? Do you notice a change in your business?

A [Raymond Rugemalira]: Indeed, I have gained much from winning the competition. Starting capital is now available from the grant. The banks and investors are taking me more seriously. However, I must add that I have not yet landed any investor capital nor secured any loan. However, I have more courage to approach the banks and the investors.

Q [Sampson]: What is the biggest way the Diaspora is helping Africa?

A [Raymond Rugemalira]: It is not only remittances. It is knowledge, competence, experience and good work ethics.

Q [Swe Yu Nwe, Rangoon BURMA]: Hi Raymond Rugemalira, I would like to know, is the price of the mobile phone is eligible for the famers in Africa?

A [Raymond Rugemalira]: I myself, I'm surprised that the farmers are affording the mobile phone and even text messaging charges. Moreover, the prices are coming down.

Q [JJ]: One last question please. Dear Yvon Resplandy, why did you choose these projects? What makes them different and better than others? Will this competition continue?

A [Yvon Resplandy]: ADM generated a lot of interest, and there is a fair chance that it will be replicated. USAID is currently reviewing the entire process and drawing the pros and cons of the current approach. At this time, I cannot say what will be the format of the next ADM iteration. The jurors selected projects based on the proposals submitted by the applicants; no other information was gathered in addition to the proposal. A number of projects presented very good ideas, but in a very poor format and therefore could not be selected. Training about how to write and present a Business Plan should probably part of the next iteration of ADM initiative.

The business plan must be complete and address all aspects of a new venture. Financing obviously, but also marketing, management, competition, sustainability, market needs, regulatory aspects, environmental issues, etc. A number of proposals were rejected because they did not provide a clear and complete picture of their projects. A business plan is a very complex document to prepare and spending a day or two is not sufficient. The winning proposals reflected preparatory work spanning several months and sometimes several years!

Q [Deverraux Jones]: Can you give an overview of the players needed to create an SMS based firm? I'm not very familiar with this market, but considering potentially deploying some niche applications. For example, is approval needed from cell providers, or is this independent of them?

A [Raymond Rugemalira]: The application developer is one; the telecommunications operator is a must, as the SMS traffic is carried on their networks. Also the content aggregator is the third prerequisite. The operators should welcome the application because it generates traffic and revenue for them. What I

have seen so far is that the telecom providers have to accept your application to run on their network. They will approve a good application because it will generate revenue for them as well.

Q [JJ]: Thanks for answering my question. What advice do you all have for a new business venture to be competitive in today?

A [Raymond Rugemalira]: Just as in the last century, innovation and marketing the product is required. Don't give up easily on your idea.

Q [Sampson]: Have you seen economic development improve in Africa over the past decade?

A [Raymond Rugemalira]: Yes, there is economic development happening. However, I personally would love to see more and faster growth.

Q [Paula]: Is mobile a big part of the new plans?

A [Raymond Rugemalira]: Mobile is just another platform for development. However, in most parts in Africa it is THE means of quick communications and therefore a tool for business. With ingenuity, it is becoming a banking tool, a payment tool, a money transfer tool for those who were previously unbanked.

Q [JJ]: Dear Ronald Mutebi, can you say something about your education? Are you an engineer?

A [Ron Mutebi]: Hello JJ, Yes I am a Computer Systems Engineer as my background, but I have a great interest in renewable energy and that is why I have been very involved in this project. I hold a Degree in Social Psychology.

Q [MSD]: If I may ask, how did the applicants find out about this competition? What media vehicles were used to spread the word?

A [Raymond Rugemalira]: In my case, a friend told me about the competition a mere 3 weeks before the closing date for submission of projects.

Comment [Dumebi]: Dumebi Onuora, Nigerian. Studying computer networks. I'm a young entrepreneur and provide business re-branding initiatives.

CO.NX Moderator (Sarah): Welcome, Dumebi. We are glad to have you here, and we hope you get some helpful information.

Q [Deverraux Jones]: Ron, how is your firm generating revenue? From customers or are the ovens purchased via the government?

A [Ron Mutebi]: No, the ovens are not purchased by the government. They are sold on the open market, and they are sold in three ways: 1. Directly to everyone; 2. Through the installment purchases; 3. To non-government organizations or groups which then distribute them to the groups of interest. And, yes, we are generating revenue. The process is a little lengthy because it involves a lot of training and support, but that is the only challenge.

Q [JJ]: Dear Yvon Resplandy, thank you for the great information. I ask one last thing. Can you give example of the place where to get a guide on preparation of the business plan? Something to help a new business? Thanks to you. I must go and then I will return in a while.

A [Yvon Resplandy]: Currently, there is no centralized location where to find information on the preparation of a business plan within the ADM context. However, general information on business plan preparation can be found on the Internet. A Google search will return thousands of responses.

Q [Dumebi]: Hello Ron, since you have a background in Computer Systems, how exactly can someone capitalize on Cloud Computing NOW...for West Africa?

A [Raymond Rugemalira]: Dumebi, what exactly would you like to do?

Q [Dumebi]: Link clients to the cloud for their business enterprising. The innovation is totally new. A lot of people in Nigeria precisely do not know about it. How do I enlighten them & bring them on board the many services available?

A [Raymond Rugemalira]: If it is applications on the cloud you want to market to your clients, let them come to your facility and give them fast access to the cloud. Let them know of the advantage by explaining to them via email and other media.

A [Ron Mutebi]: Yes I agree with Raymond that the technology is even new to many people in the computer industry here. And if one is interested to introduce it in any respective country, a lot has to be done as far as market development and needs assessment is concerned. I have to admit that I am not in a very powerful position to advise on this topic. I would recommend more research on the targeted market.

Q [Phil]: Hello Raymond, describe the first steps you will take to launch your Uzamazao business. Thanks, Phil

A [Raymond Rugemalira]: I have completed testing of the UzaMazao Application. I'm procuring the application server and database server and installing the database and application. I will move these to Africa and finalize testing through the content aggregator (for a week or so) and launch the application.

Q [Paula]: What are your problems in the Diaspora Marketplace? What works and what can be improved?

A [Yvon Resplandy]: The ADM process is not complete yet, although winning proposals have been selected. Under USAID regulations (that is, USG regulations) no money can be disbursed before due diligence, environmental studies, labor concerns and others issues are addressed satisfactorily. This process is currently being conducted, but no money has been disbursed. This process will most likely be refined and sped up for future competitions.

Q [Swe Yu Nwe, Rangoon BURMA]: Hi Ron, I'm interested in your cooking Solar Ovens because our country is also a similar weather with your country. How much it cost in US\$?

A [Ron Mutebi]: Hello, Mr. Nwe. The Ovens here in the USA are sold at about \$280 dollars. And I agree that these Ovens can be used anywhere as long as you have access to the sun. They can be introduced in

your country too. Though from my experience, it is going to take a great deal of commitment from the person introducing them in the country to make the government and policy makers allow them to get in the country tax free because this makes them affordable. Otherwise, it will not make very good business sense to add tax on imported ovens and sell them affordably to the people who do not earn a substantial income.

Deverraux Jones: I was also a finalist the ADM competition. Working on various infrastructure based projects in Liberia.

CO.NX Moderator (Sarah): Glad to have you, Deverraux! You are welcome to tell us more about your projects.

Q [Phil]: To Raymond, Ronald, and Yvon, how do you protect profits from taxation and other forms of bureaucracy from drowning your young businesses?

A [Raymond Rugemalira]: I have to work within the tax system. I have approached authorities to remove import taxes for equipment I bring in, and there are regulations regarding that so it is achievable. I have to cut costs in product development, and indeed I anticipate high margins of profit. It is a struggle but it must be manageable!

A [Deverraux Jones]: To Phil, taxation can vary by industry so I would recommend finding out rules ahead of time. In Liberia, most construction equipment, etc. enters duty free. There are also incentives for large companies which receive lower tax rates.

A [Yvon Resplandy]: I do not think it can be possible to "protect" profit from taxes and bureaucracy. However, it may be possible to ask the government for tax shelters for projects contributing to development of the country and job creation. This is a quite interesting issue hinging at the relationship of government and the private sector and how the government can create a facilitating environment for new business.

Q [Dumebi]: Please how do I contact Raymond for other future inquiries?

A [Raymond Rugemalira]: My email: mambo-ruge@usa.net ( mailto:mambo-ruge@usa.net ).

CO.NX Moderator (Sarah): We have about 10 minutes left in today's program. Thank you all for your participation today. We have many programs each week on a variety of topics. To find out more, please visit our Facebook page: <a href="http://co-nx.state.gov">http://co-nx.state.gov</a>. If you would like to join our mailing list to receive regular updates about upcoming programs, please go to: <a href="http://eepurl.com/gtS7">http://eepurl.com/gtS7</a>.

CO.NX Moderator (Sarah): In April, we will be hosting many programs around the Entrepreneurship Summit that will take place here in Washington, D.C. Please stay tuned for more details.

Deverraux Jones: Thank you for hosting Sarah & Yvon. Thanks to the presenters as well.

Sampson: Thank you for this event. Handouts are not the way to go and trade is the only thing to help sub-Saharan Africa.

Dumebi: Thank you all for this. We should trade more!!

Q [MSD]: To the winners, congratulations and best of luck. How do you plan to inform people about your product or service? What elements of marketing do you expect to use -- SMS, MXit, social networks, newspaper advertising, others? What do you expect will be the most efficient means?

A [Raymond Rugemalira]: In my case, advertisement is product specific. I have to reach the buyers via television advertisements, advertisements in bank outlets, personal visits to offices, the radio, government ministries, clubs for businesses, and at market places, etc. For farmers, I have to approach NGO's, government ministers, farmer coops, the villages, shops where farmers and buyers buy airtime for their mobile phones (put advertisements there) if possible advertise on the back of the airtime scratch cards. Etc.

A [Ron Mutebi]: Yes, I think that that is the best way to go because if you try to hide your transactions from the government and/or the government becomes suspicious about your dealings, you attract unnecessary scrutiny which sometimes can stagnate your progress. However, you have to be a little aggressive in defense of your operations because, some corrupt officials can also make you fail.

Paula: This seems like a good approach.

Ron Mutebi: This has been a great discussion, and I hope that we can continue it in the future as our businesses grow. I will keep checking for further questions, and I will address them as they come.

Yvon Resplandy: In conclusion, I would like to stress the extraordinary response that the ADM initiative generated. This shows the huge potential of the Diaspora in the development of the home countries and is a very encouraging factor for donor agencies to continue their efforts and work with Diaspora.

CO.NX Moderator (Sarah): We would like to thank all of our presenters today for their time and expertise. Thank you all for joining and for your excellent questions.

(end transcript)

(Distributed by the Bureau of International Information Programs, U.S. Department of State. Web site: <a href="http://www.america.gov">http://www.america.gov</a>)

## **Twenty-three African Entrepreneurs Attend President's Summit**

(All agree: Education is key)

By Charles W. Corey Staff Writer

Washington - Twenty-three entrepreneurs - including 11 women - from 10 African countries attended the Presidential Summit on Entrepreneurship. Five of that group discussed with America.gov the importance of entrepreneurs to a country's economy and offered their reaction to the summit. All agreed that education and skills development are crucial.

Ibrahim Moukouop, who is president of Megasoft, a software management and Internet development company in Cameroon, praised the summit as a good idea that brings entrepreneurs together from Africa and worldwide to discuss common issues and network for business opportunities.

To promote entrepreneurship across Africa, he said, four things must happen. First, authorities must "fight against fraud" and promote a transparent business environment. Second, promoting education at all levels is important because to flourish, businesses need an educated work force. Third, he said, improved infrastructure and expanded telecom networks are essential. "There is not enough infrastructure" now to aid business in Africa, he said. And fourth, access to capital is key, along with prompt payment to small businesses.

In particular, Moukouop said, Africans need risk capital or venture capitalists who will invest in new business ideas, as well as a system of patents and copyrights to protect ideas for projects. That is important, he said, because when you seek financing from a bank, "you are always afraid the bank will steal your project idea" or business plan.

Moukouop said it is important for African governments to understand both the crucial role entrepreneurs and businesses play in contributing to a country's economic growth and development, and the urgent need to fight corruption at all levels.

He said the summit has featured great panelists but added that he would liked more time for discussion, networking and an exchange of information on access to capital.

Amadou Baro, a social entrepreneur from Mauritania, agreed that education is the key for successful entrepreneurs and a country's long-term economic development. Being a successful entrepreneur depends on having the right skills, and Baro teaches many of those basic skills in a program in one of the toughest neighborhoods in Mauritania's capital city.

Alamine Ousmane Mey, chief executive officer of Cameroon's Afriland Bank, called the summit a great opportunity to network with a wide range of bright, experienced business people.

With the plan for another summit next year in Turkey, Mey said this can be a successful movement to "engage with the Muslim community and the entrepreneurs who shape the world and contribute to change the world."

It is entrepreneurs, he said, "who generate wealth, create jobs and advance our continent, our economies and our world."

To reduce poverty, he said, you must create wealth, and that is done through entrepreneurs who are ambitious, educated and skilled. "We need to celebrate these people who are doing a terrific job," he said, and also celebrate social entrepreneurs, who give back to their community.

Mey believes that entrepreneurs can foster the economic growth and development that ultimately will solve problems of insecurity, instability, war and terror worldwide.

Leila Mohamed Bouamatou, whose family runs a foundation to help the blind in her country and advises youth on skills and education, is head of the treasury department at Générale de Banque de Mauritanie

in Mauritania. She said she has been impressed with those attending the summit, and said that she is seeing more and more young people getting motivated to go into private-sector business.

"Unfortunately, what a lot of African countries are facing is a lack of education," she said. And without education, people do not have access to the skills needed to prosper.

Rehmah N. Kasule is the chief executive officer of Century Marketing in Uganda, a company that does branding and marketing and mentors children to be future leaders.

A large proportion of the Ugandan population is younger than 30 years old, Kasule said, so skills teaching is critical to the country's economic growth and development. "The only way we can make a better future for our country is with [teaching] our children" the skills of economic independence and employment. "We want them to become job creators instead of job seekers."

One hundred thirty-seven people have graduated from her program and gone on to be business managers or leaders, she said, with about 20 percent becoming entrepreneurs, starting their own businesses. "In the past, it used to be someone would finish the program with the mindset 'I want to look for a job,' now whenever they finish, they feel like they want to be their own boss."

Kasule said she has been pleased with the diversity at the conference. "There is a lot of diversity among the people, and if we really sit down and tap into each other's resources, I think the only way is up."

President Obama hosted the summit, which featured plenary sessions on important issues, including technology and innovation, access to capital, unleashing youth and women's entrepreneurship, mentoring and networking, fostering a culture of entrepreneurship, promoting and enabling business, and social entrepreneurship.

Some 250 entrepreneurs from around the world attended, along with a host of American entrepreneurs, business executives and top U.S. government officials.

Participants came from Afghanistan, Albania, Algeria, Australia, Austria, Bahrain, Bangladesh, Brazil, Brunei, Cameroon, Canada, China, Denmark, Djibouti, Egypt, Finland, France, The Gambia, Germany, India, Indonesia, Iraq, Israel, Jordan, Kazakhstan, Kenya, Kosovo, Kuwait, Kyrgyzstan, Lebanon, Libya, Madagascar, Malaysia, Mauritania, Morocco, Netherlands, Niger, Nigeria, Norway, Oman, Pakistan, the Palestinian Territories, Paraguay, the Philippines, Qatar, Russia, Saudi Arabia, Somalia, Spain, Sweden, Switzerland, Syria, Tajikistan, Tunisia, Turkey, the United Arab Emirates, Uganda, the United Kingdom, the United States and Yemen.

(This is a product of the Bureau of International Information Programs, U.S. Department of State. Web site: http://www.america.gov)

### ♦ CLINTON ASKS ENTREPRENEURS TO BUILD THEIR SOCIETIES: 2010:

Clinton To Entrepreneurs: Build Up Your Societies

By Andrezj Zwaniecki Staff Writer

Washington - U.S. Secretary of State Hillary Rodham Clinton is telling entrepreneurs from around the world to become agents of change in their countries.

Speaking to delegates at the closing of the Presidential Summit on Entrepreneurship April 27, Clinton said that entrepreneurs not only can contribute to economic development and job creation, but also can "promote shared prosperity, call for open and accountable governance, [and] help expand access to services like healthcare and education."

"These are the pillars of stable, thriving societies," Clinton said. "And you are the people with the talent and opportunity to help build them."

The secretary said that engaging through entrepreneurship can benefit every country - including the United States - by forging closer trade, education, and science and technology ties and by increasing cooperation on global challenges like hunger, poverty or climate change.

"Relations between nations are sustained by the connections between their peoples. And so we are all stronger for your time together here," Clinton told delegates, who have discussed issues, networked and learned at the two-day summit and at 30 events following it.

The secretary said that entrepreneurs can count on the United States to be their partner as the Obama administration pursues a new approach to foreign policy based on shared values, mutual respect and mutual responsibility.

She said the new direction is based on investment rather than aid, and on supporting local leadership and ideas.

"We believe that this approach is more likely to yield lasting results in the form of greater security, dignity, prosperity, and opportunity for more people worldwide," Clinton said.

She called on other governments to help facilitate this progress by creating environments that nurture entrepreneurship and by making the reforms needed to tap the energy and creativity inherent in it.

The Obama administration has announced a host of new private-public partnerships designed to help entrepreneurs, especially those in Muslim-majority countries, to hone their skills and gain access to resources. The partnerships include an innovative online mentoring project designed to help entrepreneurs around the world find expert mentors. The day after the summit at a meeting with

women delegates, the secretary herself launched several new initiatives aimed at women entrepreneurs.

At the summit several business leaders said the lack of an entrepreneurship culture and a related fear of failure discourage business formation and private initiative in some countries. Fadi Ghandour, head of Aramex, a transportation and shipping company and the first Arab-based firm to be listed on the NASDAQ stock exchange, said the only way to overcome this is to teach entrepreneurship in schools. Talent is not innate, he said, it is learned and can be taught.

Ghandour said that the oil-rich countries that spend billions of dollars to extract their mineral wealth now need a massive investment "to develop the human mind."

"The brain is the only renewable energy that we have," he added.

Ghandour said successful entrepreneurs need to "bully governments" to get this done.

For more information, see fact sheets on new exchange programs (
<a href="http://www.america.gov/st/texttrans-english/2010/April/20100427120400eaifas0.3844568.html">http://www.america.gov/st/texttrans-english/2010/April/20100427120400eaifas0.3844568.html</a>), a new E-Mentor Corps (<a href="http://www.america.gov/st/texttrans-english/2010/April/20100427120950eaifas0.2072369.html">http://www.america.gov/st/texttrans-english/2010/April/20100427120950eaifas0.2072369.html</a>), conference follow-on activities (
<a href="http://www.america.gov/st/texttrans-english/2010/April/20100427133204eaifas0.8279688.html">http://www.america.gov/st/texttrans-english/2010/April/201004271334959xjsnommis0.9608118.html</a>).

Special correspondent Chris Connell contributed to this article.

(This is a product of the Bureau of International Information Programs, U.S. Department of State. Web site: <a href="http://www.america.gov">http://www.america.gov</a>)

## ♦ Egyptian Social Entrepreneur Puts People, Environment First

(Helmy Abouleish built career on bettering lives)

By Carrie Loewenthal Massey, Special Correspondent

Washington - Sekem Holding's managing director, Helmy Abouleish, does more than run a business. He brings vital environmental and social change to the lives of Egyptians.

Sekem, named for the hieroglyph that means "vitality of the sun," embodies its name. Founded more than three decades ago, Sekem continues to flourish in its mission to promote sustainable development through organic agriculture.

An internationally recognized social entrepreneur, Abouleish oversees eight companies under the Sekem umbrella. These enterprises - Sekem for Land Reclamation, Atos, Isis, Libra, Conytex-Naturetex, Lotus, Hator, and Mizan - contribute to sustainable agriculture through organic production of pharmaceuticals, food products, cotton textiles, herbs and spices and more.

Commitment to organic and biodynamic production complements Sekem's investment in training and education for its 1,600 employees, according to the company's website.

Abouleish's father, Ibrahim, founded Sekem in 1977 with the mission of translating commercial success into social progress through advances in education, health care and environmental sustainability.

Abouleish honored his father's goals, in part by helping to start Sekem's Development Foundation. This philanthropic arm of Sekem runs education programs for youth and adults, a medical center and an academy for applied arts and sciences.

"At Sekem, the philosophy is all about human development; nothing else matters," Abouleish told BusinessTodayEgypt.com.

This philosophy always has been at the heart of Sekem's work, though appreciation of its contributions came slowly at first.

"We tried to reclaim the desert in an organic way. It took many difficult years to convince other people of the soundness and rightness of our approach," Abouleish said on BusinessTodayEgypt.com.

The world did start to pay attention, however, as Sekem received the Right Livelihood Award in 2003. The award, known as the "Alternative Nobel Prize," honors businesses that fuse commercial gain with social and cultural development. In 2004, the Schwab Foundation for Social Entrepreneurs named Sekem's leaders Social Entrepreneurs of the Year for Egypt.

In recognition of Abouleish's accomplishments with Sekem, the Obama administration invited him to attend the Presidential Summit on Entrepreneurship (<a href="http://www.america.gov/entrepreneurship summit.html">http://www.america.gov/entrepreneurship summit.html</a>) April 26-27 in Washington.

Abouleish's entrepreneurial achievements extend beyond his leadership at Sekem.

In 2007, Abouleish founded, and since has chaired, Ecological Technologies. Ecotec is a holding company that invests in renewable energy, water treatment, development consulting, information technology, real estate development, mining and glass processing.

Abouleish also established and now co-chairs the Egyptian National Competitiveness Council, a nongovernmental organization devoted to increasing Egyptian industry's competitiveness on a global scale. The council strives to encourage competitiveness to improve Egyptians' quality of life and foster sustainable development.

These leadership roles are among many industrial board positions held by Abouleish. Each of his appointments, along with his previous tenures as executive director of the Egyptian government's Industrial Modernization Center and chairman of the Egyptian Junior Business Association, embody the "personal mantra" he shared with BusinessTodayEgypt.com:

"Social entrepreneurship is the most efficient way of doing business. The pursuit of business objectives can and must be combined with the delivery of benefits to the local community. It is vital for both the private sector and civil society to take responsibility for development of our region," he said.

(This is a product of the Bureau of International Information Programs, U.S. Department of State. Web site: <a href="http://www.america.gov">http://www.america.gov</a>)

## ♦ Entrepreneurs Share Aspirations, Experiences at Obama Summit

By Andrzej Zwaniecki Staff Writer

Washington - In some countries and communities, entrepreneurship is not deeply ingrained. Sandiaga Uno, of Indonesia, said he first heard the word "entrepreneurship" when he was in college. Since then, he has started a private equity company in Indonesia.

A favorable business climate doesn't always go far enough for entrepreneurship to thrive. "You have to have a culture ... willing to accept entrepreneurs as change agents," said Jerry Yang, chief executive of the Internet portal Yahoo.

Uno and Yang are participating in the April 26-27 Presidential Summit on Entrepreneurship ( <a href="http://www.america.gov/entrepreneurship summit.html">http://www.america.gov/entrepreneurship summit.html</a> ) in Washington, which aims to promote entrepreneurship as the most effective way to tap energy and skills of people, who, as Pakistani-born entrepreneur Naeem Zafar put it, "don't wait for the government to create a job for them."

When the White House cast a net to different corners of the world for delegates to invite to the summit, it didn't quite expect that the group that would come to Washington would be so diverse in so many ways. After hearing from about 7,000 people, the Obama administration invited 250 delegates from roughly 60 countries to make good on the president's promise, made in a June 2009 speech in Cairo, (<a href="http://www.america.gov/st/texttrans-english/2009/June/20090603171549eaifas0.6576807.html">http://www.america.gov/st/texttrans-english/2009/June/20090603171549eaifas0.6576807.html</a>) to host a summit on entrepreneurship "to identify how we can deepen ties between business leaders, foundations and social entrepreneurs in the United States and Muslim communities around the world."

In the end, the invitees also included entrepreneurs from non-Muslim communities. But the diversity of their backgrounds doesn't end there. Delegates range from international and regional stars such Muhammad Yunus ( <a href="http://www.america.gov/st/washfile-english/2004/January/20040108182753atarukp0.664654.html">http://www.america.gov/st/washfile-english/2004/January/20040108182753atarukp0.664654.html</a>), the father of microfinance, and Mo

Ibrahim, the founder of the most successful telecom company in Africa, to people who are known only in their local communities. Delegates work as business consultants, social entrepreneurs and educators. They range in age from people in their 20s to a 79-year-old veteran business owner. Some send tweets and write blogs; others can solve problems in their local communities by sitting down with tribal elders and leaders.

Most of the delegates came to Washington with similar expectations - to learn from each other, to exchange ideas, to network with their American counterparts and to obtain support for their enterprises. For Amadou Baro, who established a nonprofit group in Mauritania, the summit is an opportunity to do all these things. Usually, "we don't even know what people in Senegal, our neighbor, are doing," he said.

Zafar, the Pakistani-born entrepreneur who started six high-tech businesses in California's Silicon Valley, said that these entrepreneurs will connect. "All you have to do is put them in the same room and leave," he said.

Craigslist founder Craig Newmark, who is attending the summit, said, "If you connect people and keep engaging them, you follow through and you keep doing more of it, eventually things can grow from the grass roots."

Many delegates started their enterprises for more than just profits, and sometimes with only the public good in mind. From delegates' conversations and questions to panelists, it is clear they share a mission to make positive changes in their communities. Those who work to empower women and tap their entrepreneurial potential have been particularly vocal about their case even before the summit. (See the New Enterprise blog ( <a href="http://blogs.america.gov/ip/category/presidential-summit-on-entrepreneurship/">http://blogs.america.gov/ip/category/presidential-summit-on-entrepreneurship/</a>) to read some of their views.) Women entrepreneurs from countries as different as Afghanistan, Albania and Qatar say that Islam does not prevent women from playing a more active role in their business communities.

Successful women entrepreneurs at the summit are talking about creating educational opportunities for girls, helping women start businesses and serving as mentors and role models. Nuria Farah is one of the delegates. She became the first woman from the volatile and impoverished North Eastern province of Kenya to attain a university degree. Later, with other prominent women, she started a boarding school for girls from that region.

The success of many women and men entrepreneurs in emerging-market and developing countries often is hard-earned. Nasra Malin, who co-founded a major telecom company in Somalia, has to deal regularly with extortion attempts and threats of violence directed at her business. A brother of Masooma Habibi, who co-founded a consulting firm in Afghanistan, was kidnapped by the Taliban while on a business trip.

But many of the entrepreneurs at the summit have been able to turn failures or obstacles into opportunities. Tri Mumpuni, who created an enterprise that brings renewable energy - and often the first reliable electricity of any kind - to villages across Indonesia, trained former rebels to install power-generation equipment and transmission lines.

Special correspondents Christopher Connell and Katherine Lewis contributed to this article. (This is a product of the Bureau of International Information Programs, U.S. Department of State. Web site: <a href="http://www.america.gov">http://www.america.gov</a>)

Compiled by IRO Stephen Perry, IRO, C/E/S Africa May 17, 2011

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