

6TH EDITION THEME:

Resourcing Impact

Exploring opportunities, gaps, and strategies for sustaining impact initiatives in Africa

Summit Report



Foreward

Reflecting on the Sustaining Impact Summit

It is with great pride that I introduce this Summary Report, which encapsulates the key moments, insights, and outcomes of the recently concluded Sustaining Impact Summit – 6th Edition. This report serves as a comprehensive reflection on the impactful conversations and actionable ideas that emerged during the Summit, a cornerstone event in our journey to celebrate their resilience and innovations of impact-oriented organizations such as social enterprises and NGOs-alike across Africa.

This year's Sustaining Impact Summit brought together a diverse group of participants, including social entrepreneurs, community leaders, policymakers, and researchers, all united by a common commitment to address resourcing challenges, share solutions, and inspire lasting impact.

Over the course of the event, we delved into pressing topics such as:

- Building resilient funding ecosystems that are less reliant on external sources.
- Embracing local cultural frameworks and community assets to drive sustainability.
- Collaborating across sectors and diversifying income streams to overcome the multifaceted challenges faced by social enterprises.

Key highlights included insightful keynotes and dynamic panel discussions where speakers shared innovative strategies for resource mobilization, reflections on the role of solidarity and partnerships rooted in African traditions and calls for designing impact models that empower communities as co-creators and sustainers of change.

This report consolidates these powerful insights and presents the ideas, challenges, and opportunities that were explored throughout the Summit. It also serves as a tool for reflection, action, and collaboration, offering practitioners and stakeholders actionable takeaways to strengthen their work.

The Summit reaffirmed that sustaining impact is not a final destination, but a continuous journey that requires tapping into local strengths, exploring alternative resources, and building strong networks and collaborations, all underpinned by a shared vision. As you read through this report, I hope it encourages you to keep advancing innovative and transformative resourcing solutions in your own spheres of influence.

Thank you to all who participated, contributed, and supported the Sustaining Impact Summit. Together, we are shaping a future where impact-driven organizations are self-sufficient in resourcing their work, ultimately paving the way for a more resilient and prosperous Africa.

Warm regards, Dr Adeyemi Adelekan Director, ASEW





What is the Summit about?

The **Sustaining Impact Summit** (SIS) is an annual event aimed at promoting the sustenance of impact and impact-focused organizations in Africa. It is the flagship event of the African Social Enterprise Workshop (ASEW) – a technical support platform for impact-oriented organizations in Africa offering training & knowledge exchange activities to enable them to sustain their impact.

Each year, SIS brings together social enterprises and NGOs, alongside industry experts, policymakers, and representatives from local and international development organizations to explore how impactfocused organizations can sustainably resource their impact-related work, particularly in cases of limited or no external support.

The theme for this year's summit is: "Resourcing Impact: Exploring opportunities, gaps, and strategies for sustaining impact initiatives in Africa". African social enterprises and NGOs play a crucial role in addressing various socio-economic and environmental challenges across Africa. While this is widely acknowledged, understanding how they navigate their resource-constrained settings to address sustainable development challenges remains limited. This year's summit aimed to shed light on understanding, attracting, and effectively managing resources, to enable impact-focused organizations to unlock new opportunities for growth, innovation, and positive change, thereby playing a pivotal role in catalysing the sustainable development of Africa.





Summary of the two days

This year's event, held over two days from August 29–30, 2024, brought together a vibrant mix of keynote speakers, panel discussions, masterclasses, Sustaining Impact Prize presentations and awards, and extensive networking opportunities. The summit showcased a rich program designed to inspire, educate, and foster collaboration among stakeholders in the social enterprise ecosystem.

Day 1 Highlights

The event began with a warm welcome address delivered by the Director of ASEW and Summit Convener, setting the tone for a series of thought-provoking keynote sessions. Esteemed speakers included:

- Mrs. Itoto Echakatara, Senior Legal Services Advisor
- Dr. Natalie Bitature, Chief of Staff at The Simba Group
- Dr. Jonas Yawovi Dzinekou, Director at the Institute for Social Transformation
- Willem Gous, CEO of The Human Entrepreneur

These keynotes provided valuable insights into various aspects of impact-focused leadership, resource mobilization, and entrepreneurial innovation.

Following the keynotes, participants engaged in two dynamic panel discussions moderated by leading professionals in the impact sector:

- Chembo Litana, Co-founder of Swalisano Advisory
- Anie Akpe, Community and Partnership Manager at the African Diaspora Network

The first panel addressed the topic "Resource Scarcity, Inefficiency, or Limited Awareness? Identifying Resource Challenges of Impact-Focused Organizations and Exploring Solutions." Panelists included:

- Moses Mwansa, CEO, VillageSavers Technology Limited
- Aaron Mashano, CEO, EcoTribe
- Makambe Namulwanda, Executive Director, Sani Foundation

The second panel explored "The State of the African Social Enterprise Ecosystem in Resourcing Impact Work: Assessing Current Progress, Exploring Potential, and Charting Future Pathways," featuring:

- Tizzita Tefera, Co-founder, Social Enterprise Ethiopia & Board Member, Social Enterprise World Forum
- Dr. Addisu Lashitew, Assistant Professor, McMaster University
- Dr. Kerryn Krige, Senior Lecturer, The Marshall Institute, London School of Economics
- Anele Bloch, CEO, Igugu Global

These sessions generated actionable insights and ideas for addressing the pressing challenges faced by impact-driven organizations across Africa.



Summary of the two days

Day 2 Highlights

The second day commenced with presentations from the five finalists of the Sustaining Impact Prize, who pitched their projects to a panel of judges. The awards ceremony celebrated their innovation and commitment to driving sustainable impact in their communities.

The day continued with masterclasses held across six partner locations in Africa, focusing on sustainable business models for social enterprises and NGOs. These interactive sessions provided practical tools and strategies for building resilient organizations capable of sustaining long-term impact.

The masterclasses were hosted in collaboration with local partners at the following locations:

- Abuja, Nigeria American Spaces Nigeria
- Côte d'Ivoire Social Enterprise Ivory Coast & Catalyst 2030
- Tunisia MENA Can
- South Africa Makers Valley South Africa
- Zambia Swalisano Advisory & American Corner
- Kenya Social Enterprise Kenya & Institute for Social Transformation (IST)

Conclusion

This year's summit was a testament to the power of collaboration and knowledge-sharing in advancing the social enterprise ecosystem in Africa. By uniting diverse voices and expertise, the event created a platform for meaningful dialogue and actionable outcomes, driving the momentum needed to sustain and scale impact work across the continent.







Dr. Nataliey Bitature Chief of Staff. The Simba Group

Dr. Nataliey Bitature is the Chief of Staff at The Simba Group, an East African conglomerate spanning across hospitality, energy, telecom, real estate, agriculture, higher education, and philanthropy. She oversees strategy, impact, and partnerships across these sectors within Uganda. She is also the founder of Musana Carts, a social enterprise building solarpowered street food vending carts, and HER, an online mentorship platform for young African women. Nataliey has been recognized by Forbes 30 Under 30, The World Bank, The Bill & Melinda Gates Foundation, and the World Economic Forum as a business leader and innovator. She holds executive education certifications from the Harvard Kennedy School, a Master's in Social Entrepreneurship from Hult International University, and an Honorary Doctorate in Business and Innovation from Keele University. Nataliey is also the Chair of the Save the Children Africa Advisory Board and serves on various boards and councils promoting youth and women's empowerment.



r. Karle Schultz rusts & Major Gifts Fundraising Officer, frica Research Excellence Fund (AREF)





Dr. Jonas Yawovi Dzinekou Director – Institute for Social Transformation, Tangaza University College

He is the director of the Institute for Social Transformation (IST) at Tangaza University College (TUC). He is a critical educator and a social entrepreneur. His experience in higher education spans over 20 years in Malawi, Zambia and Kenya. His work focuses on unlocking university students' potential to become social innovators. He is passionate about social innovation, entrepreneurship, human capital development for grassroots people and youth employment. His teaching portfolio includes social entrepreneurship, business strategy and social transformation, and critical pedagogy. His research fields are in social innovation, entrepreneurship, innovative pedagogy, social transformation, and organisation dynamic capabilities. He is the founder of the Africa Annual Conference of Social Entrepreneurship (AACOSE). He is the found Social Innovation Sandbox (SIB) to unlock university student's potential for become social innovators. He is a co-founder of the Social Innovation Summit (DRC-SIS) in DRC. He founded in 2018 the Comboni Alliance for Social Entrepreneurship (CASE) under the Comboni Missionaries in Africa.



Itoto Echakara Advocate, High court of Kenya

Ms. Itoto I Echakara is an advocate of the High court of Kenya of over 16years experience. She holds a Masters of Law in Drafting Legislation, Regulation and Policy from the University of London. Ms. Echakara is a Fellow of the Commonwealth Scholarship. She is equally serves as a Certified Secretary, Accredited Professional Mediator and Enterprise Development Agent. Ms Echakara, as is a senior legal services and advisor, advises in legislation, policy, governance, dispute resolution and entrepreneurship. Over the course of her experiential years, she has worked in the private sector, in government and nongovernmental organizations. Specifically, with the: Agriculture Sector Coordination Unit- a reformbased unit in the Agricultural Sector implementing vision 2030; State Law Office as a State Counsel in the then Ministry of Cooperative Development and Marketing legal department and the Cooperative Tribunal; and in the Programme for Parliamentary Affairs and Legislation in the Law Society of Kenya.

Ms Echakara has participated in legal and policy reform-based agenda and activities and entrepreneurship through several committees, inter alia: Public Affairs Committee of APSEA, Legal Subcommittee Ciarb; The Law Reform and Constitutional Implementation Committee of the Law Society of Kenya; Youth Enterprise Society of East Africa which offered intensive training to the youth in Motivating Youth to set up businesses across 70 districts. Ms. Echakara has been passionate about development, empowerment and enhancement. She is currently the lead consultant and proprietor of SEDELE- Legal Development Services and Echakara and Associates: A consultancy firm whose primary focus is policy and legislative development and a law firm, respectively.





Willem Gous CEO. The Human Entrepreneur

Willem Gous revolutionises entrepreneurship development. With a groundbreaking human-centered model designed in Africa, for Africa, making the benefits of entrepreneurship available to those at the bottom of society's pyramid. Treating entrepreneurship as a learnable skill, his method swiftly transforms aspiring and exiting business owners into self-sufficient entrepreneurs in just 5 weeks without external funding. His approach makes entrepreneurship development scalable, cost-effective, and quick, making it possible to create thousands of new entrepreneurs monthly. His focus on micro-entrepreneurship continues with his latest book, "Side Hustle Success - A Low-Cost, Low-Risk Way to Make More Money in 5 Easy Steps". Written for Africa, easy, simple and contextual to the African continent, it focuses on awakening the entrepreneurial spirit in schools, universities and communities. He was voted Startup Mentor of the Year 2023 by the African Startup Ecosystem awards. He is a single father and lives in Johannesburg, South Africa.



Chembo Ndinawe Litana Director – Strategic Partnerships and Business Development, Swalisano Advisory

Chembo is a social enterprise enabler and mentor, a social entrepreneur and facilitator of learning programs. She has 10 years experience in the sector where she has has failed, succeeded, won, lost and sustained enterprises. Her entrepreneurial and leadership skills have sharpened through this journey. An intentional and lifelong learner, Chembo is constantly and actively looking for innovative ways to effectively enable social entrepreneurs.



Dr Kerryn Krige Senior Lecturer Teaching Practice, The Marshall Institute -London School of Economics

specializes in social Kerrvn entrepreneurship and the social and solidarity economy, with a particular focus on the African context. She led the development of the SSE policy in South Africa and with the African Union, and is co-founder of the African Network of Social Entrepreneurship Scholars. She is widely published, and has guest edited two special collections on social entrepreneurship in Africa.



Moses Mwansa CEO, VillageSavers Technology Limited

Moses is CEO and Co-founder of Village Savers Technology Limited, a Fintech Company that promotes financial inclusion in low-income, unbanked and Borderland communities through financial literacy and digitalization of informal savings and Cross-border Trade. Moses is also a Project Management Expert who has worked on several project in the Mining and Water sectors in Zambia, and previously headed the PMO of a 156 Million Euro Water and Sanitation infrastructure project in Zambia. Moses is very passionate about Financial Inclusion and Sustainable Development.



Dr Addisu Lashitew Assistant Professor, McMaste University

Dr. Addisu Lashitew is Assistant Professor at DeGroote School of Business of McMaster University in Canada and a Non-Resident Fellow at the Brookings Institution. He was previously a David Rubenstein Research Fellow at the Global Economy Development and Program of the Brookings Institution in Washington DC, USA. He has researched and published extensively on various topics at the intersection of business and society, including corporate sustainability, social entrepreneurship, social innovation, and digital technologies.



Mrs. Bola Ogunremi Lead Investor & Business Administrator BOG Medical

After a successful 20-year career as a pharmacist in Nigeria and the U.K, Bola transitioned into investing in people and places. As the Lead Investor at BOG Medical, she focuses on identifying start-ups and companies that use technology and data insights to enhance human experiences. Her passion lies in supporting female entrepreneurs and entrepreneurs of African descent and in empowering them to drive transformative change across the continent and beyond. She believes that working together, we can build a more prosperous Africa.



Mr Aaron Mashano CEO, Eco Tribe

CEO & Founder of Eco Tribe. Eco Tribe is a Zambian based, Waste Management company with a mission to clean up Zambia's Environment. To accomplish this sustainably, Eco Tribe has focused on providing economic empowerment for women and youth through collection, sorting and recycling of plastic waste.





Tizzita Tefera Board Member, Social Enterprise Ethiopia/ Social Enterprise World Forum

Tizzita M Tefera is a principal at consulting firm We Scale Impact where she works with organizations to scale their impact solutions. We Scale Impact works within various fields such as health tech, tech for good, public private partnership & sustainability. Tizzita is a board member of the Social Enterprise World Forum which is a platform for the global convening of social enterprise ecosystem players from around the world hosted yearly in various countries. Bringing together social entrepreneurs, funders, governments, academics & enterprise development partners among others to discuss pressing issues in the sustainability/social impact field & share experiences/successes. Additionally Tizzita has held various other positions having co-founder & led as CEO a tech for good social enterprise known as Maisha Technologies. Maisha pioneered the drones for good space in Ethiopia, being the 1st private company to design & build humanitarian use drones for medical delivery & agricultural mapping. Maisha was also the 1st private company in Ethiopia to get a humanitarian drones manufacturing license. Additionally in her capacity at Maisha, Tizzita was able to partner with relevant government agencies to advocate for none defence related drone use policy in the country. Maisha tech being the only private sector company to be invited to contribute in the drafting of the nondefence drone use policy. In this capacity she was also the co-founding member of the African Aerospace & Remote Data Alliance, a pan-African association advocating for better policy environment for the emerging field of drones, remote sensing & IOT. She also briefly led the association as president; the association has an African wide membership founding members originating from Ethiopia, Kenya, South Africa, Morocco, Ivory Coast, Nigeria, Sierra Leone & Malawi. In her time at Maisha she worked with various partners such as the Bill & Melinda Gates foundation under their Grand Challenges program, Airbus, GIZ, DFID, UNIDO, UNICEF & JIKA among others. She also run mTena an mHealth platform providing maternal and infant care information to women via text. Tizzita also worked extensively with the British Government in Ethiopia whereby she is a youth advisor for British Government funded projects in Ethiopia. Overlooking DFID & British Council projects to ensure that projects are mindful of youth engagement, perspective & benefit. She is also an experienced trainer, having trained youth on social enterprise engagement in various programs such as the Active Citizen Social Enterprise program.

Tizzita is also the co-founder and board member of Social Enterprise Ethiopia the national association for all things social enterprise in Ethiopia representing the 55,000 social enterprises found in the country. In addition Tizzita is also an experienced public sector professional having served as a Senior Advisor to the Minister of Water, Irrigation & Energy now the current Ethiopian Ambassador to the US. In this role she worked on intra-country relations specifically with the 11 Nile Basin countries. She co-organized high level ministerial meetings, conferences & worked on the completion of the country's 10 year strategic plan for the water, irrigation & energy sector. Tizzita has also consulted for various stakeholders such as the World Economic Forum & Social Enterprise Netherlands to co-create a policy influencers e-learning course to equip social enterprises. Tizzita is a recipient of various awards such as the Ashoka Young Innovator award, YALI Fellow, The African Development Bank AVV winner & a Youth Champion Initiative Fellow.





Ms Makambe Elizabeth Namulwanda Executive Director, Sani Foundation

Michael Ajayi Managing Director, Kabimya Finance Company Lte

Ms Makambe Namulwanda is the Executive Director at Sani Foundation, an organization dedicated to advocating for individuals with learning disorders. Renowned for her expertise, Makambe is also a trainer of trainers in this specialized field, playing a pivotal role in the development of a comprehensive curriculum and training manual for the effective management of individuals facing these challenges. As the Project Manager and de facto leader of Sani Foundation, Makambe expertly navigates a multitude of organizational management functions on a daily basis. Makamba's dynamic leadership, combined with her academic and professional pursuits, underscores her dedication to improving the lives of individuals with learning disorders, making her an invaluable asset to Sani Foundation and the broader community.

Mr Ajayi is a versatile marketer and banker with over 30 years working experienced spanning banking, marketing, administration, marketing of insurance products as an independent agent, consulting, training and manpower development. He is also a licensed HR practitioner and an Associate of the Chartered Institute of Personnel Management. A promoter of youth development, mentoring, entrepreneurship and advocacy.





Dr. Paul Mwangi Kibicho CEO, Panorama Consulting Co. Ltd

Dr. Paul Mwangi Kibicho is the CEO of Panorama Consulting Co. Ltd. He is also the Chairman and Founder of Quest Pinnacle Investment Ventures Ltd and Panorama Business College. In addition to these roles, Dr. Kibicho serves as an Executive Financial Consultant at Britam and is a Brand Ambassador for OLLIN SACCO. He is the Organizing Secretary for Doctorate Holders of Nyeri County and a Lecturer at Tangaza University College.

Dr. Kibicho holds a Doctorate in Business Administration, a Master's in Business Administration, a Bachelor of Business Administration, and a Bachelor of Laws. He is currently a continuing student in the Master of Laws program. His academic achievements also include a Higher National Diploma in Sales and Marketing, and Diplomas in Business Management, Theology, Information Technology, and Insurance. In recognition of his contributions, Dr. Kibicho has been awarded the Head of State Commendation (HSC) in the Civilian Division and is Qualified by Experience (QBE).





Henri-Damien Laurent Président, TIC4Ed

Henri-Damien LAURENT est président de l'association TIC4Ed, une association de promotion de la culture numérique au sein des communautés. Cette association est membre du ReFFAO, réseau Francophone des Fablabs d'Afrique de l'Ouest. Elle a ouvert un fablab à San Pedro, et oeuvre pour un changement systémique et pour l'entrepreneuriat social en Côte d'Ivoire.

Par ailleurs, il est aussi fondateur de la société LAURENTHDL SARL, société de service en logiciel libre pour la gestion d'entreprise et la gestion documentaire.

Auparavant, II a cofondé BibLIbre, une entreprise de service en logiciel libre pour la gestion documentaire en France. Il a été membre du mouvement des entrepreneurs sociaux et de l'économie de communion en France et de Jokkolabs, réseau de techHub à travers l'Afrique.

Henri-Damien LAURENT is the president of the TIC4Ed association, an organization promoting digital culture within communities. This association is a member of the ReFFAO, the Francophone Network of Fablabs in West Africa. It has opened a fablab in San Pedro and works towards systemic change and social entrepreneurship in Côte d'Ivoire.

Additionally, he is the founder of LAURENTHDL SARL, a company providing open-source software services for business management and document management.

Previously, he co-founded BibLibre, a company offering open-source software services for document management in France. He has been a member of the social entrepreneurs movement and the economy of communion in France and Jokkolabs, a network of tech hubs across Africa.

Anie Akpe Community and Partnership Manager, African Diaspora Network

ANIE AKPE is the Community and Partnership Manager at the African Diaspora Network. She is a distinguished professional with over two decades of experience in the finance and technology sectors, where she has played pivotal roles from managing a \$1.5 billion portfolio to spearheading community-centric tech initiatives. As the founder of African Women In Tech (AWIT), Anie has made remarkable strides in empowering women across Africa through education and mentorship in technology.

With an MBA from Dowling College, her academic and professional journey reflects a deep commitment to innovation, leadership, and advocacy for inclusivity. At the African Diaspora Network, Anie continues to leverage her expertise in fostering partnerships and community engagement, driving forward the organization's mission to impact and advocate for the African diaspora.





Ms. Anele Bloch CEO, Igugu Global

Anele Bloch is the founder and CEO of Igugu Global, a technology company that easily searches, structures, and finances sustainable assets. Igugu Global solves a fundamental problem—a gap in climate information available to financiers to allocate finance to more sustainable outcomes—by providing a SaaS data management platform that empowers companies to self-assess, manage, and disclose climate-related financial risks. This drives more companies to market and accelerates finance flows and adaptation.

A financial markets professional, Anele has experience in South Africa, Tanzania, Chana, Seychelles, Nigeria, and the US. She worked in both the private and public sectors in these markets to maximize sustainable economic value. Anele studied in Hong Kong and New York and holds an MSc in Global Finance from the NYU Stern School of Business. She is an avid diver, kayaker, and sailor.



Dr. Erick F. Pathinvo CEO and Founder, GROUP PEFY-CONSULTING GLOBAL

Dr. Erick Franck Y Pathinvo is a charismatic leader and visionary, renowned for his contributions in academia, industry, and social entrepreneurship. With a robust background in software engineering, IT maintenance, and quality and safety standards. Erick has spearheaded numerous international projects, optimizing operational efficiency and ensuring compliance with global benchmarks.

As an adjunct professor, Erick has inspired countless students, sharing his extensive expertise and shaping future professionals. His dynamic role as a consultant and trainer has empowered many with the skills and knowledge to excel in their fields. Erick's multilingual capabilities and cultural fluency enhance his ability to operate effectively in diverse environments.

Beyond his professional achievements, Erick is a passionate conference speaker and motivator, advocating for sustainable development and engaging in charitable actions. His unwavering commitment to integrating technology, quality management, and social responsibility underscores his impactful and multifaceted career, making him a true beacon of leadership and innovation.



Kaseina Dashe Program Manager, The Cognito Projec

With fifteen years of diverse expertise fueled by a firm belief in the transformative power of communication, Kaseina Dashe is dedicated to designing and deploying impactful program approaches, research insights and strategic communications that bridge the gap between society and development. She has supported various organizations in Social Behaviour Change (SBC), Demand Generation, Communication for Development (C4D), Knowledge Management, Technical Advisory, Strategy Development, Information and Public Relations, Lecturing, Customer Service and Marketing Communications. She currently serves a Program manager for The Cognito Project - a social enterprise dedicated to tailoring strategic communications, technical programming and knowledge management solutions for the benefit of its clients and partners.



Partners





Key insights for African social entrepreneurs and NGOs

KEYNOTE SPEAKER

Topic: Navigating Policy and Legislative Frameworks for Social Enterprises

Name Ms. Itoto Echakara

- 1. Historical Context of Social Enterprises
 - Origin: Social enterprises emerged from the social economy, which arose as a reaction to the classical economic view focused on self-benefit and rational choice.
 - Social Economy Definition: Focuses on achieving social and community goals through commercial activities.
 - Diverse Forms: Social enterprises encompass cooperatives, mutuals, credit unions, and non-profit businesses.
 - Challenges with Definitions:
 - No universal definition exists, but common principles include:
 - Service to the community
 - Autonomous management and democratic decision-making
 - Primacy of people over capital
 - Redistribution of wealth
 - Lack of definition affects data collection, policy engagement, and public understanding.
- 2. Public Policy and Legislation
 - Policy Definition: A government's response to emerging societal issues.
 - Legislation: Implements policy goals, often through regulatory mechanisms like licensing, penalties, or compliance requirements.
 - Engagement Points for Social Enterprises:
 - Identify specific issues your SE addresses (e.g., environment, finance).
 - Determine whether current policies or legislation address these issues.
 - Engage in the policy and legislative processes to advance SE sector interests.

3. Emerging Issues in Policy and Legislation for Social Enterprises

- Legal Recognition:
 - Governments may struggle to recognize social enterprises due to their diverse nature.
 - SEs may fall under existing frameworks (e.g., cooperatives) but may need tailored regulations.
- Access to Finance:
 - SEs face challenges due to their hybrid nature (nonprofit and business).
 - Potential solutions include:
 - Creating specialized financial institutions (e.g., microfinance or savings cooperatives).
 - Leveraging opportunities like carbon credit markets to attract investors.
- Taxation:
 - Nonprofits are often tax-exempt, while businesses face corporate tax, VAT, etc.
 - SEs can advocate for tailored tax frameworks or exemptions specific to their hybrid model.
- Market Access:
 - Explore innovative mechanisms, such as dedicated SE markets within stock exchanges, to improve market access.
- Advocacy and Awareness:
 - SEs must engage in advocacy to:
 - Raise awareness about their role and needs.
 - Influence policy and legislation to address challenges in diverse sectors.

Conclusion:

Social enterprises must actively engage in policy and legislative processes to address critical issues such as legal recognition, access to finance, taxation, and market access. Advocacy and tailored strategies will strengthen the sector's ability to sustain and scale impact.



KEYNOTE SPEAKER

Topic: Beyond the Bottom Line: Building a Business with Purpose

Name Dr Nataliey Bitature

Dr Natalie, a social entrepreneur and performance coach for women entrepreneurs, shared practical insights on building purpose-driven businesses.

Drawing on her diverse career experience as "chief problem solver," she emphasized the following themes:

1. Accessing and Managing Resources

- Funding Stages: Start with personal savings to show commitment, followed by funds from friends, family, and early supporters. Later, consider grants, incubators/accelerators, and commercial funding only after formalizing the business structure.
- Avoiding Corruption: Ethical financial management is critical. Misuse of funds and corruption tarnish Africa's reputation and block future opportunities. Dr. Natalie urged entrepreneurs to adopt integrity, monitoring, and evaluation (M&E) practices to foster trust with funders.
- Beyond Money: Resources also include networks, time, energy, and ideas. Entrepreneurs must strategically manage these for long-term sustainability, rather than adopting a short-term mindset.
- 2. The Entrepreneurial Mindset
 - Owner's Eye: Entrepreneurs must take radical responsibility for all aspects of their businesses. Challenges—from government failures to market shifts—are opportunities to pivot and innovate.
 - Continuous Learning: Stay updated on industry trends, competitors, and innovations globally to avoid surprises and remain competitive.

- 3. Storytelling and Branding
 - Importance of Narrative: Crafting a compelling story about your business's impact builds your brand and reputation, inspiring customers, funders, and peers. Stories create connections and trust that precede opportunities.
 - Authenticity Matters: Share successes and struggles transparently to motivate others and build credibility.
- 4. Measuring and Growing Impact
 - Impact Metrics: To improve outcomes, measure qualitative and quantitative impact consistently. Adopt tools like Theory of Change and review case studies from foundations' annual reports.
 - Authentic Impact: Know your beneficiaries and ensure your interventions meet their needs. Track results rigorously to sustain credibility and attract future opportunities.
- 5. Staying Resilient and Purpose-Driven
 - Remember Your Why: Entrepreneurship is inherently challenging. On tough days, reconnect with the passion and purpose that drove you to start the business. A clear vision sustains you through volatility.

Closing Note: Social entrepreneurs must lead with integrity, manage resources strategically, and share their journeys to inspire others. By measuring impact, staying resilient, and telling their stories authentically, they can drive sustainable change across African communities.

KEYNOTE SPEAKER

Topic: Finding and Making Resources for Sustainable Impact



Name Dr Jonas Yawovi Dzinekou

Dr. Jonas emphasizes the critical importance of sustainability in social enterprises, urging that sustainability be integrated into an organization's foundation, not as an afterthought. He provides 10 key ingredients for building sustainable social enterprises, likening the process to constructing a solid house with a strong foundation

10 Key ingredients for building sustainable social enterprises:

- 1. Sustainability as Core
 - a. Sustainability must be embedded at the heart of a social enterprise's mission and operations.
 It is a responsibility to ensure continuity for stakeholders and beneficiaries.
- 2. Continuous Innovation
 - a.Organizations must constantly explore new ways to deliver services, improve products, and tap into emerging opportunities for revenue streams.
- 3. Decision-Making Aligned with Sustainability Vision
 - Every decision should align with the enterprise's sustainability goals. Organizations need a clear sustainability vision to guide actions.
- 4. Leadership and Culture
 - Leaders must embed a sustainability mindset into organizational values, behaviour, and practices. Sustainability should become part of the organizational DNA.
- 5. Networks and Strategic Partnerships
 - Social enterprises must be deliberate in building and leveraging networks and partnerships to open doors and create opportunities for sustainability.

- 6. Sustainability Practices
 - Operations and daily practices must integrate sustainability as a standard element, not an appendix.
- 7. Rethinking Business Models
 - Social enterprises must adapt and evolve their business models, especially in times of success, to anticipate and mitigate future challenges.
- 8. Resource Mapping and Analysis
 - Efficient use of resources, including reconfiguring physical, financial, and human capital, is key to sustainability. Organizations must avoid stagnation caused by routine.
- 9. Investing in Capacity Building
 - Social enterprises should develop internal capacity at all levels, empowering team members to identify opportunities and contribute to sustainability.
- 10. Promoting Sustainability Conversations
 - Regular internal conversations about sustainability ensure alignment and accountability. Discuss future risks and opportunities to reinforce practices that align with long-term goals.

Closing Thoughts

While finance is crucial for social enterprises, other elements like culture, partnerships, and capacity building are equally important. Sustainable success requires a holistic approach beyond financial focus, ensuring impact-focused organizations thrive, grow their impact, and serve stakeholders reliably.

KEYNOTE SPEAKER

Topic: From Resources to Resourcefulness: The Missing Link in African Entrepreneurship Name Willem Gous

Willem argues that entrepreneurship is the key to driving sustainability and change in Africa, but the continent struggles due to a lack of resourcefulness rather than resources.

Why Are We Missing the Impact?

- Massive Investments, Minimal Results: Despite billions spent, the expected wave of entrepreneurship hasn't materialized.
- Mindset Challenges: Most people don't care about sustainability because they are focused on survival ("Do you have a sandwich?").
- Systemic Issues:
 - Lean Startup Model: Not suited for Africa—it requires funding, time, and resources that don't exist.
 - Incubation Constipation: Programs are full but lead nowhere.
 - Learned Helplessness: People believe they can't start without a plan, funding, or official registration.

The Real Problem:

- Entrepreneurial Focus is Wrong: The emphasis on scaling small or medium businesses neglects the largest part of the economy—micro-enterprises.
- Teach the Human, Not the Business:
 - Develop people first; businesses will follow.
 - "Kill businesses quickly" if they don't work keep the entrepreneur in the game.

The Poverty of Resourcefulness

• Evidence suggests that poverty impacts cognitive ability (up to 13 IQ points), leading to tunnelling—focusing only on immediate needs.

• Long startup programs exacerbate this cycle; people never earn money fast enough to think beyond survival.

Solution: Entrepreneurial Literacy: Develop new mindset: Develop resilience, adaptability, and self-reliance.

- Entrepreneurship is a learnable skill—not reserved for the "chosen 3%."
- Develop Africa's human capital to unlock its full economic potential.

Key Quotes:

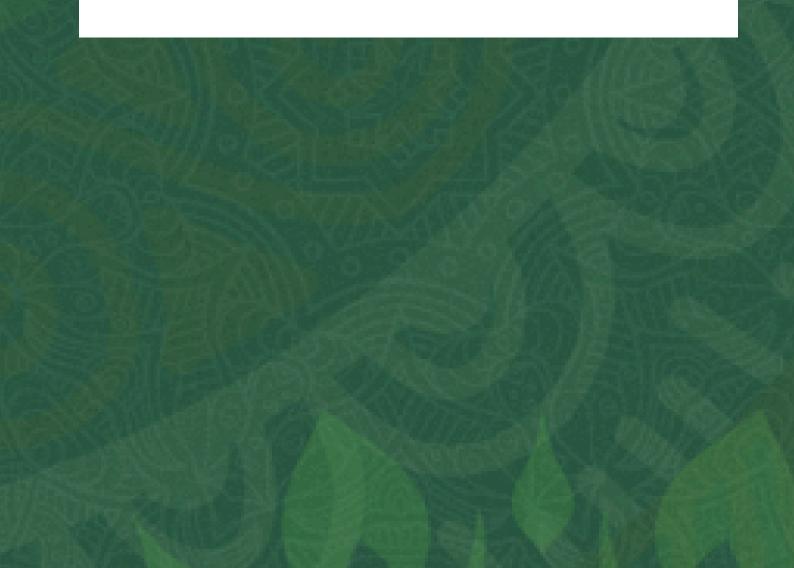
- "Stop talking about businesses. Start talking about people."
- "Develop the humans who build businesses."
- "Africa is rich in resources, but our poverty lies in our resourcefulness."

Call to Action:

Willem suggested some calls to action which are to engage in the entrepreneurship conversation in Africa, challenge the status quo of entrepreneurship development, and focus on people-first entrepreneurship to transform Africa.



Panel discussions



PANEL SESSION ONE

THEME:

 Resource Scarcity, Inefficiency, or Limited Awareness? Identifying Resource Challenges of Impact-Focused Organizations and Exploring Solutions.

MODERATOR: CHEMBO LITANA DISCUSSANTS: MOSES MWANSA, AARON MASHANO, MAKAMBE NAMULWANDA

To Aaron: What key resources did you need to start EcoTribe, and how did you mobilize them?

Chembo Litana -Swalisano



- Mindset & Passion: The most critical resource is passion and belief in the idea. Entrepreneurs need to feel deeply connected to their mission, as it sustains them through challenges.
- Networks: It is important to build a network, including mentors, advisors, and influential community members. Remember "Your network is your net worth."
- Faith and Courage: Entrepreneurs need resilience and courage to persist, especially in the initial years before gaining traction.
- Practical Advice: Seek help wherever needed, volunteer to learn industry skills, and observe your competitors. Business success involves action and continuous learning rather than perfection.



Aaron Mashano -Ecotribe

> To Makambe: How has Sani Foundation evolved from its first year to the 10th year, and what strategies have sustained it?

> > Chembo Litana -Swalisano



- Transition to Permanent Staff: Moving from volunteers to permanent staff was critical to maintain consistency for beneficiaries.
- Capacity Building: Personal and organizational development has been vital, including consultancy work for other disability organizations.
- Revenue Diversification:
 - Juice Bar grew from market exposure for students to serving at organizational events.
 - Upcycling recyclables to create and sell glasses has cut costs (e.g., reusing upcycled glasses instead of disposables) and generated income.
- Cost Management: Continuous reflection on reducing costs while building revenue streams.



Makambe Namulwanda - Sani Foundation.

> To Moses: How innovative have you been in combining resources for growth, particularly as Village Savers has expanded internationally?

> > Chembo Litana -Swalisano



- Community-Centred Approach: Always leverage local resources first. Entrepreneurs should engage business owners, transport operators, and other stakeholders in their immediate communities to mobilize support.
- Philanthropy in African Culture: Africa has a rich culture of philanthropy, where communities support relatives and neighbours, making her a good resource source for social initiatives.
- Fundraising Events: Organize local events to engage elected officials, businesses, and community leaders, creating opportunities for financial contributions.
- Cost-Free Model: Village Savers offers its web-based platform for free to informal savings groups (e.g., village banking groups), ensuring accessibility for low-income users. Our sustainability relies on community partnerships and small-scale fundraising.



To Makambe: Is Sani Foundation now selfsustainable?

> Chembo Litana -Swalisano



- Partially Self-Sustainable: External funding (e.g., Child Empowerment Fund) still subsidizes expenses.
- Innovative Curriculum: Developed and TEVETAaccredited, it is marketed to other organizations, bringing additional revenue.
- Upcycling Success: Selling upcycled glasses has been a sustainable income source.



Makambe Namulwanda - Sani Foundation.

To Aaron: What solutions are you exploring for resource mobilization to grow Eco-Tribe?

Chembo Litana -Swalisano



- Business Profitability: Eco-Tribe has been profitable for 6 of the past 12 months.
- Collaboration with Competitors: Partnering with other recycling companies reduces costs (e.g., logistics) and creates mutual benefits.
- Innovative Funding: Some clients pay advances for products, accelerating growth.
- Key Insight: Partnerships and creative financing reduce reliance on lengthy, resource-intensive proposal writing.



To Moses: Do people perceive money as the only resource, or is it limited awareness of available resources?

> Chembo Litana -Swalisano



- Over-Reliance on Money: Many focuses solely on money and feel defeated before trying.
- Awareness Gaps: Resources exist within communities, but people often don't realize or utilize them.
- Example of Success: Groups mentored by Village Savers since 2021 have grown their savings portfolios from as low as \$100 to \$30,000 by:
- Lending to each other (revolving funds).
- Diversifying into businesses like farming and trading.
- Mindset Shift: Africans are not poor; the challenge lies in overcoming negative perceptions and recognizing existing resources.



Moses Mwansa - Village Savers

• Thank you to the panel and organizers for creating this learning opportunity.

Chembo Litana -Swalisano



END of Session One

PANEL SESSION TWO

THEME:

 "State of the African Social Enterprise Ecosystem in Resourcing Impact Work: Assessing Current Progress, Exploring Potential, and Charting Future Pathways"

MODERATOR: ANIE AKPE DISCUSSANTS: TIZZITA TEFERA, DR ADDISU LASHITEW, DR KERRYN KRIGE, ANELE BLOCH

> To Anele: What inspired you to create the green finance marketplace, and what key resourcing challenges did you face in the sector? How did you overcome them?



 Inspiration: The pivotal moment came when I saw the potential of using sustainability and resilience language in financial transactions, which could make businesses more visible and accelerate capital flow to sustainable ventures.

Challenges:

- Access to Capital: As a female African entrepreneur, securing financing was a significant challenge.
- Bridging the Gap: There was a need to connect traditional finance with communities, focusing on sustainability and resilience.
- Building Credibility: Gaining trust from stakeholders, developing a viable plan, and getting the capital were typical entrepreneurial hurdles.



Anele Bloch Igugu Global

> To Kerryn: What innovative funding and resource management approaches have you seen in your work that could be applied to the African context?

> > Anie Akpe African Diaspora Network-



- Local Context Approach: African social enterprises should focus on localized solutions rather than replicating Western models. The financial ecosystem should acknowledge and leverage community-based funding models.
- Social and Solidarity Economy Policy: In South Africa, resourcing needs were seen as not just financial but also community-based. For example, utilizing government partnerships for shared resources such as buildings for advice centers or community infrastructures.
- Financial Cooperatives: Community-based financial cooperatives offer nuanced financing models for small, micro-enterprises, which traditional financial systems often overlook.



Kerryn Krige The Marshall Institute

> To Addisu: What role do academic institutions play in supporting African social enterprises, particularly in resource management and impact assessment?

> > Anie Akpe African Diaspora Network



- Universities as Job Creators: Academic institutions in Africa should focus on preparing students to become entrepreneurs rather than employees, especially given the limited number of large companies on the continent.
- Bridging the Gap: Universities can serve as intermediaries between local entrepreneurs and global capital, helping connect Western investors with African ventures.
- Community Engagement: Universities should act as bridges to their communities by providing co-working spaces, accelerators, and collaborating with local entrepreneurs to create ecosystems that foster innovation and job creation.



Addisu Lashtew McMaster University

> To Tizzita: How has the landscape for social enterprises in Ethiopia evolved over the past few years, especially regarding resource mobilization and sustainability?

> > Anie Akpe African Diaspora Network



- Thematic Funding Shifts: Few years ago, funding was concentrated on thematic areas like health
 and environment, with many funds channelled through intermediaries such as incubators and
 accelerators.
- Impact of Political Instability: The Tigray war and COVID-19 caused significant capital flight, halting programs and leaving many social enterprises in need. However, as the country stabilizes, there is renewed interest from international development organizations and funding partners.
- Consolidating the Ecosystem: The ecosystem has become more integrated, with initiatives like Social Enterprise Ethiopia co-founded by local entrepreneurs. This organization helps lobby for policy, connect with funders, and offer capacity building to make social enterprises more investment ready.
- Increased Visibility and AU Policy Support: The African Union's policy has boosted Ethiopia's visibility among international funders, with venture philanthropy organizations looking to set up operations in Ethiopia, signalling a maturing and shifting funding landscape.



To Anele: How can social enterprises manage resources, especially when operating with limited funding and staff?

African Diaspora Network



- The Spectrum of Capital: It is important that social enterprises aim to progress through different types of capital—starting with grants, then moving toward commercial funding and larger investments.
- Gradual Growth and Impact: Social enterprises should track their value creation and relationships, ensuring that as they grow, they connect with larger organizations that can support broader community impact.
- Business as Social Enterprises: All businesses in Africa are ultimately social businesses because they aim to drive community impact. Social businesses should build robust ecosystems and partnerships that support both the sustainability of their business and the systems they aim to change.



Anele Bloch – Igugu Global

> To Addisu: How can entrepreneurs manage their organizations with limited resources?

- Exploring Alternative Funding Sources: Don't stick with standard practices and be willing to consider alternative approaches. A good example is in impact funding. Consider sources such as peer-to-peer lending and crowdfunding instead, which are emerging as viable alternatives to the traditional funding model. These models require less credit history and can be particularly useful for entrepreneurs with solid business plans but limited access to traditional finance.
- Innovative Approaches: Entrepreneurs should think outside of conventional methods and look for new opportunities that match their current capacity and business needs

Comess needs

Addisu Lashtew McMaster University African Diaspora Network



To Panellists: How can social enterprises diversify funding sources and sustain their operations within the African ecosystem?

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- No Universal Solution: Social enterprises operate in complex and unstable environments, requiring context-specific and flexible strategies rather than one-size-fits-all approaches.
- Leverage Local Resources: Look inward for support, utilizing local cultural, religious, and tribal structures as resources for funding and collaboration.
- Acknowledge Historical Context: Be aware of the deep influence of colonial frameworks on policies
 and legal systems, and work to build solutions that align with local cultural values.
- Rediscover Solidarity: Embrace traditional African values of collaboration and solidarity as a foundation for resource sharing and mutual support within social enterprises.
- Avoid Over emulating External Models: Recognize the limitations of global models, which may not suit local contexts, and instead create strategies rooted in the realities and opportunities of African ecosystems.
- Foster Collaboration: Strengthen partnerships and share resources to overcome systemic challenges, positioning solidarity as a key strategy for long-term success.



Cerryn Krige The Marshall Institute

> To Panellists: What strategies can help sustain social enterprise ecosystems and networks that are integral to supporting enterprises across Africa?

> > -African Diaspora Netwo



- Multisectoral Challenges: Social enterprises operate in environments with multiple stakeholders, each with different needs. This complexity can make sustainability challenging but also requires adaptive strategies to meet diverse demands.
- Diversified Resource Mix: A sustainable social enterprise must combine various sources of funding and support, such as revenue from services, grants, and membership fees. Tailoring this mix to the context is crucial for long-term viability.
- Context-Specific Strategies: There is no universal solution for social enterprise sustainability. What works in one country or region might not be applicable in another. Practitioners must understand and build on local resources, partnerships, and market conditions.

Tizzita Tefera

- Design for Long-Term Resilience: Social enterprises should focus on building resilient markets and communities. The goal is to develop a system where the community itself can sustain and grow the impact without depending heavily on international funding.
- A Sustainable Growth Model: Practitioners should design their social impact efforts with the expectation that those they help will eventually contribute to growing the initiative. This approach fosters a long-term, sustainable impact that grows organically from within the community.
- Focus on Outcome Over Funding: Organizations need to shift focus from continuously searching for funding to prioritizing the success and impact of their programs. When the people they help become advocates and contributors, the sustainability of the program is strengthened.



Anele Bloch – Igugu Globa

What are the most effective strategies for building partnerships with governments, corporations, and local communities to maximize impact?

-African Diaspora Network

- Politics Is Relational: Engaging with government requires building relationships with the right people in the right positions. However, practitioners must be mindful that political landscapes and personnel can change, making these relationships potentially transient.
- Plan for Change: Given the unpredictable nature of politics, it's essential to have contingency plans. A single relationship or political strategy may not be sufficient over time.
- Impact Beyond Policy: Even without formal government endorsement or finalized policies, it's possible to deliver tangible results by finding creative, actionable solutions that bypass traditional bottlenecks.
- Flexibility Is Key: Success in engaging with governments often requires the ability to pivot and adapt strategies in response to political shifts or bureaucratic delays.



Kerryn Krige - The Marshall Institute

Thank you the the panellists and organizers for the insightful session.

Anie Akpe African Diaspora Network-



END of Session Two





Sustaining Impact Prize





Sustaining Impact Prize Description & Participants details

The Sustaining Impact Prize recognizes and rewards innovative solutions driving sustainable development in Africa. This prestigious prize aims to celebrate impactfocused organizations and initiatives on the continent that demonstrate a commitment to self-sufficiency and sustainable resourcing.

This year's award was judged based on a project or initiative's:

- Alignment with the SDGs
- Demonstration of how impact work is being sustained now
- Demonstration of how impact work will be sustained in the future

The finalists for this year are highlighted in the list on the right.

The distinguished panel of judges included:

- Mrs. Bola Ogunremi Lead Investor, BOG Medical
- Tizzita M. Tefera Co-founder, Social Enterprise Ethiopia & Board Member, Social Enterprise World Forum
- Karie Schultz Trusts and Major Gifts Fundraising Officer, Africa Research Excellence Fund (AREF)

After thorough evaluation and deliberation by the judges, Olasumbo Adeleke was awarded the 1st Prize, receiving a \$250 cash award, a complimentary one-year subscription to the People & Planet First verification badge, a media package, ambassadorship, and mentorship opportunities.

Meshack Nyaberi secured the 2nd Prize, earning \$150, while Adama Happiness claimed the 3rd Prize with \$100. Both second and third-place winners also received the full package of benefits, including the one-year People & Planet First subscription, media package, ambassadorship, and mentorship opportunities.





Adama Happiness Ojochegbe Founder, Happi Leather Craft and Tote



Meshack Ondora Nyaberi CEO, Angel Smile Initiative NGO



Matinyuy Wirghan Solange CEO, Arm of Love Health Association



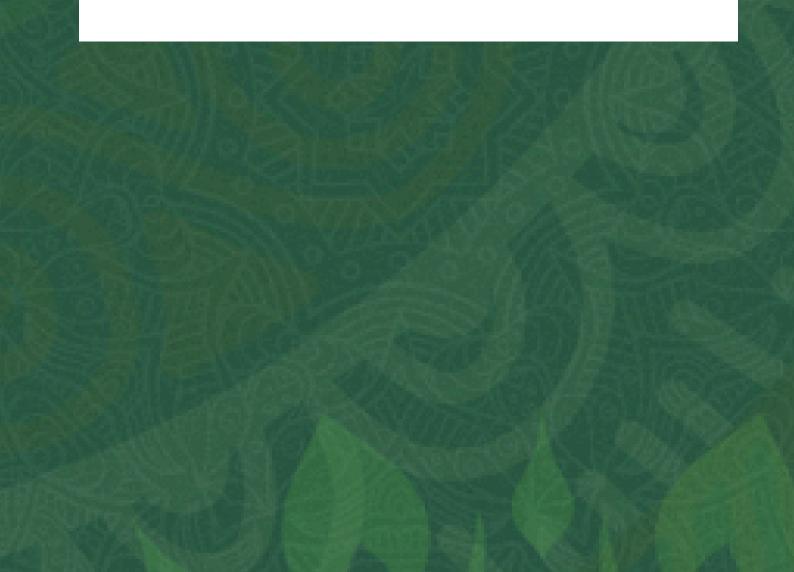
Benjamin Olorunfemi CEO, Rays of Hope Support Initiative (ROHSI)

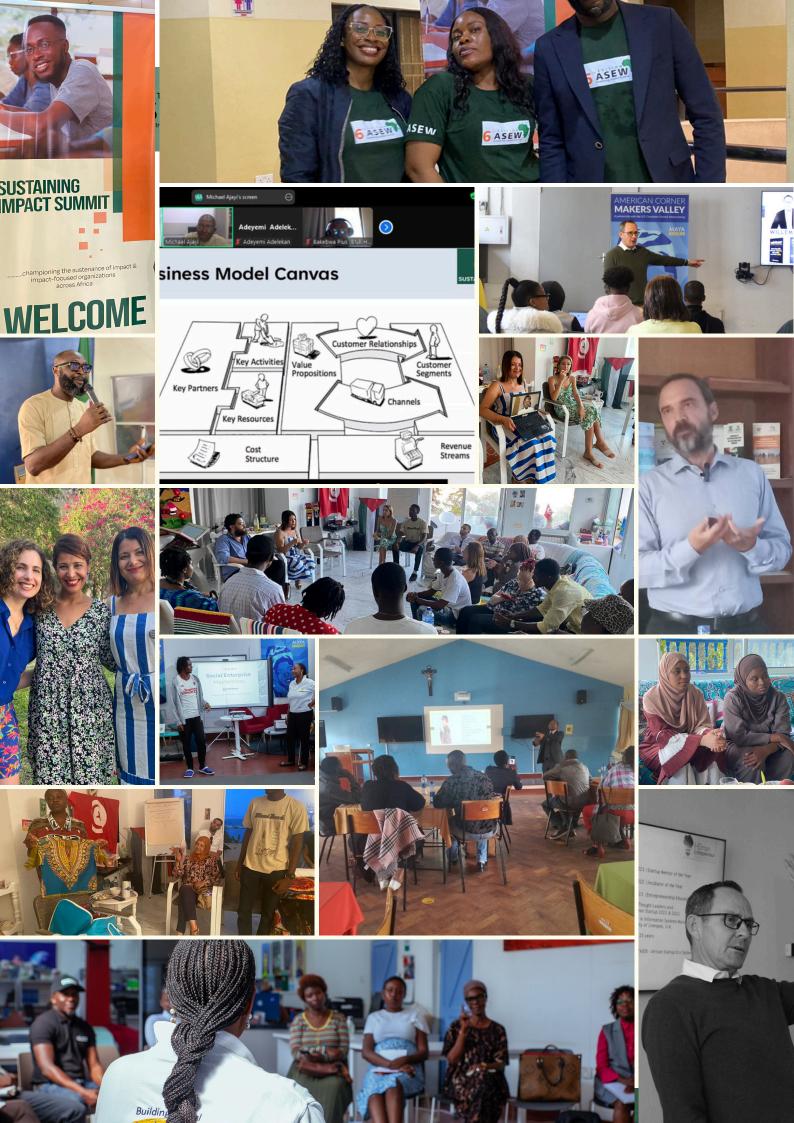


Olasumbo Adeleke CEO, Initiative for Gender Empowerment and Creativity



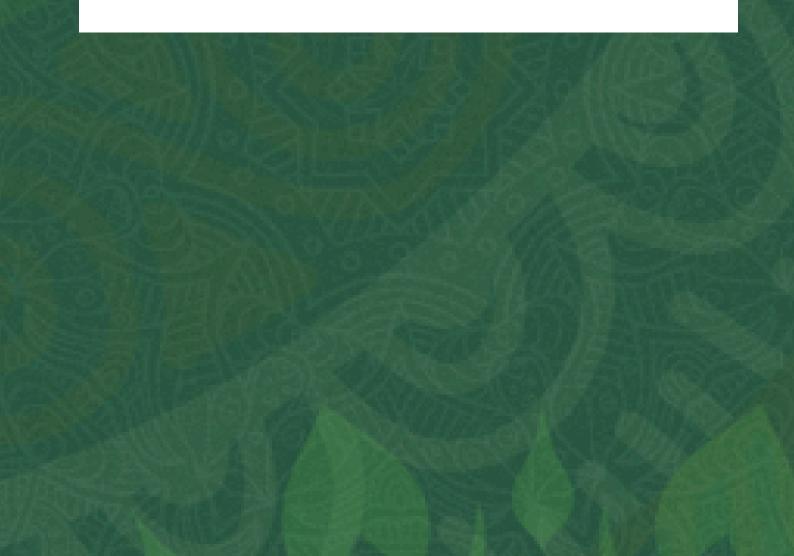
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Feedback from SIS-6th Edition





Feedback from SIS-6th Edition



One key takeaway from the masterclass that I plan to implement in my business immediately is the importance of developing a clear social impact measurement framework. By establishing specific metrics to track and report the social impact of Malu's Enterprise, I can better demonstrate the value we provide to the community. This will not only enhance our credibility with customers and partners but also attract potential investors who are interested in supporting socially responsible businesses. Implementing this framework will help align our operations with our social mission and ensure that we are making a tangible difference while pursuing our business goals.

TESTIMONIAL

Yes, I felt inspired to improve the story I'm telling when seeking funding. I was able to get some creative ideas flowing.

TESTIMONIAL

That organization does generate data almost on a regular basis but do not realize it, so I have learnt that it is needful to gather and analyze all the data so that they can be useful for project evaluation.

TESTIMONIAL



I will be implementing the monthly impact metric to be able to track my impact in the community. T E S T I M O N I A L

Treat your firm using the owner's eyes and make everything your problem. Pivot, adjust, network and be passionate. You have a lot of resources and do not let money be the thing that holds you back.



Giving up is not an option by Dr.Taliey

TESTIMONIAL



As Dr Nataliey said, I will be telling my story to whoever needs to hear, creating networks and efficiently utilizing my available resources to create greater impact, and using my community to generate more capital for my organization having it in mind that we do not only need financial resources to create change. I see resources everywhere after listening to Moses.



The summit has been a mind blowing one, and I enjoyed every moment of it

TESTIMONIAL



Extremely satisfied and I would recommend it because it gives one a better understanding about running a sustainable business



Feedback from SIS-6th Edition

TESTIMONIAL

The most important aspect of the session for me was that I was made to understand the importance of working with a board, that is a strong team made up of experts in my area of jurisdiction.

TESTIMONIAL

The most valuable aspect was the strategies I have learnt on how to upscale my impact. More especially on identifying feasible innovations that can not only promote the business aspect of the enterprise but also create a social impact with the right balance.

TESTIMONIAL

I have learnt how we can work with other social enterprises to team up without necessarily making it look like we are competing.

TESTIMONIAL



Yes, I have scheduled a meeting with one most reliable fan of Arm Of Love Health Association to discuss the present challenges and to hear what he has to contribute for us to move forward.

TESTIMONIAL



Yes! My board and other team members have drawn up a plan, especially on meeting up with some of the state regulatory agencies/ministry needs and visitation/ inspection sometimes in January,2025

At the moment I have already contacted a few institutions around that I am on the process of striking a working relationship, which is Shofco a well renowned NGO in Kenya in matters empowerment. And I have been registered as a member of the Social Enterprise Kenya.

TESTIMONIAL



Yes, I am already, the experience is amazing and very practical in relation to what I am pursuing.



Building a strong team is the best foundation for a successful business, and I am glad I was given an insight into how to build a board.

T E S T I M O N I A L



The learning of this session helped me understand that sustainability is not only related to cash. It also takes into account social and environnemental impact.

Are you ready for SIS 2025?

Plans are already ongoing for the Sustaining Impact Summit- 7th Edition. For partnership and enquiries, contact us at sustainingimpactsummit7@aseworkshop.com

If interested in running a sustainable business model masterclass in your country, reach out to us with your name, organization details, and the African country location at **sustainingimpactsummit7@aseworkshop.com**

General inquiries about the summit should be sent to mea.wamukwamba@aseworkshop.com

General inquiries about ASEW should be sent to info@aseworkshop.com



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