



Regional Training Workshops on Enterprise Skills, Market Analysis, Investment Promotion and Value Addition of Development Minerals, 6-10 September, 2018, Livingstone, Zambia

International Conference on Artisanal and Small-scale Mining and Quarrying, 11-13 September, 2018, Livingstone, Zambia

REQUEST FOR APPLICATIONS – SELECTION OF PARTICIPANTS

Application deadline: 15 June, 2018

Programme Background

The ACP-EU Development Minerals Programme is a €13.1 million capacity building program to support knowledge exchange across Africa, the Caribbean and Pacific. The Programme is an initiative of African, Caribbean Pacific (ACP) Group of States, coordinated by the ACP Secretariat, financed by the European Union and United Nations Development Programme (UNDP) and implemented by UNDP. The Programme is implemented at both the regional and country levels. At the regional level, the Programme conducts capacity building activities for forty ACP countries through regional training workshops, guidance products and knowledge exchange. At the country level, in depth capacity building is undertaken with six focus countries, with activities including training, small grants, the production of maps and databases, development of regulations on environment and safety, organization of community dialogues, technology fairs and networking events etc.

Development Minerals are minerals and materials that are mined, processed, manufactured and used domestically in industries such as construction, manufacturing, craftsmanship, tourism and agriculture. Development Minerals are economically important close to the location where the commodity is mined. Development Minerals are crucial for domestic development and structural transformation and they include industrial minerals, like gypsum and salt, construction materials, like sand and gravel, dimension stones, like marble and granite, and semi-precious stones, like garnet and tourmaline. Development Minerals are non-metallic and non-energy minerals, and therefore they have a different risk profile to that which is common to the remainder of the mining sector. For instance, their production and use for, and in, the domestic market means that they are not subject to international commodity prices and cyclical slumps. In comparison to the metals sector, *Development Minerals* have closer links with the local economy, and have the potential to generate more local jobs, with a greater impact on poverty reduction. This is partly because the sector is dominated by small and medium scale domestic businesses.

Despite a large number of enabling factors that support the start-up and scaling up of businesses operating in the Development Minerals sector, the income generation potential of the sector often

remains unrealized or under-realized due to a number of factors namely: sub-optimal regulatory frameworks for the mining sector, in particular for small and medium-scale enterprises (SMEs) undertaking mining and quarrying activities; unsupportive enabling environment and inadequate capacity for value addition within both the domestic economy and the export market for critical supplies of Development Minerals; insufficient exploration and resource/ reserve definition and characterization of Development Minerals; poor engagement of the SMEs in the quarrying sector with the financial/credit institutions coupled with misunderstanding of the sector by financial institutions; inadequate knowledge by SMEs on how to make their businesses “bankable”.

Training Rationale and Aims

It is against this backdrop that the ACP-EU Development Minerals Programme is supporting small and medium scale enterprises in the Development Minerals sector of the ACP. The training will equip the entrepreneurs with the necessary knowledge, skills and confidence to implement their business ventures and will strengthen the entrepreneurs inclination and ability to: adapt a success mind-set; identify and act on business opportunities; set challenging goals; employ winning market strategies; enhance their roadmap to business growth through planning; increase their financial literacy and acumen; and use their businesses as a force for good to transform their communities.

The ACP-EU Development Minerals Programme will hold a series of Regional-level training workshops on **Enterprise Skills, Market Analysis, Investment Promotion and Value Addition of Development Minerals**. To maximize South-South cooperation and knowledge sharing between the ACP regions, the proposed training workshops will bring together participants from Africa, the Caribbean and Pacific regions grouped into three regional trainings as follows: English-speaking Africa; French-speaking Africa; Caribbean and Pacific regions (with interpretation as needed). These three regional training workshops will serve as pre-conference workshops for the **International Conference on Artisanal and Small-scale Mining & Quarrying (ASM18)**, scheduled for 11-13 September 2018 in Livingston, Zambia. The training participants will thereafter utilize the knowledge gained to inform the Outcome Declaration of ASM18 as participants to the International Conference.

The Regional workshops on *Enterprise skills, Market Analysis, Investment Promotion and Value Addition of Development Minerals* aim at improving the capacity of key stakeholders in the Development Minerals sector such as small-scale operators/SMEs, mining associations and business development service providers, to establish and manage business enterprises in a sustainable and inclusive manner.

Specifically, the training aims at:

- a. **Building an Entrepreneurial mindset for business start-up, growth and financial literacy:** To enhance enterprise development and management skills enabling existing and potential small and medium-sized entrepreneurs, including women and youth, to start viable businesses, strengthen the viability and profitability of existing enterprises and create employment in the process. This shall also specifically include financial literacy training which shall highlight the need for SME owners to upscale their personal financial management skills.
- b. **Value chain optimisation:** To increase understanding of the dynamics of the targeted value chains, identification of the opportunities and constraints along specific value chains, and insertion into the profitable segments of the value chains. For instance, the use of gypsum to create artistic pieces whose value is 500 times more, than when sold as a raw material;
- c. **Winning Marketing Strategies:** To develop market analysis and investment promotion skills for up-scaling small and medium-size enterprises; help make the entrepreneurs “bankable” and provide insights into accessing finance/credit;
- d. **Planning for my Business Venture:** To enhance the capacity of business development services to facilitate business start-ups and scale-ups by delivering sector-specific training, extension services and support for existing and potential entrepreneurs in business plan development, market analysis and investment promotion;
- e. **Knowledge Sharing:** To facilitate cross-country and in-country knowledge exchange on low-cost and environmentally friendly value addition techniques for the sector to contribute to inclusive and sustainable development.

WORKSHOP OUTLINE

Title	Regional-level Training Workshops on Enterprise skills, Market Analysis, Investment Promotion and Value Addition of Development Minerals International Conference on Artisanal and Small-scale Mining and Quarrying
Summary	<p>The ACP-EU Development Minerals Programme is hosting a series of Regional-level Training Workshops on <i>Enterprise skills, Market Analysis, Investment Promotion and Value Addition of Development Minerals</i> with each held over a period of four (4) days (including a 1-day field visit). The workshops will improve the capacity of key stakeholders in the Development Minerals sector such as small-scale operators/SMEs, mining associations, business development service providers, to establish and manage business enterprises in a sustainable and inclusive manner ensuring thriving and high-growth SMEs.</p> <p>The workshops will be held as pre-conference training workshops for the <i>International Conference on Artisanal and Small-scale Mining & Quarrying (ASM18)</i>, scheduled for 11-13 September 2018 in Livingston, Zambia. Sponsorship will be provided to nationals of the 41 participating countries of the ACP-EU Development Minerals Programme to attend both workshops. Sponsorship will include travel, accommodation and daily subsistence (travel and health insurance is the responsibility of the selected candidate).</p>
Target Audience	<p>Two (2) candidates will be competitively selected from each of the 41 participating countries of the ACP-EU Development Minerals Programme. In addition, the ministry focal point of the Programme will also be selected to attend. All candidates, including the ministry focal point, are required to submit an application using the online form (See how to apply section).</p> <p>Participants from the following professions are eligible to apply:</p> <ul style="list-style-type: none"> • Small and medium-scale enterprises operating in the Development Minerals sector; • Mining and quarrying associations as well as any apex professional body supporting SMEs in the Development Minerals sector; • Business development service providers (from both line ministries and the private sector); • Universities or vocational training institutions. • Chambers of Commerce / Chambers of Mines <p>Women and women-led businesses are highly encouraged to apply. Selected country delegations will be strictly gender balanced.</p>
Objectives	<p>The objectives of the workshops are as follows:</p> <ul style="list-style-type: none"> • To enhance enterprise development and management skills enabling existing and potential (formal and informal) small and medium-sized entrepreneurs, including women and youth, to start viable businesses, strengthen the viability and profitability of existing enterprises and create employment in the process; • To increase understanding of the dynamics of the targeted value chains and identification of the opportunities and constraints along specific value chains; • To develop the market analysis and investment promotion skills of small and medium-size enterprises; • To enhance the capacity of business development services (BDS) to facilitate business start-ups and scale-ups by delivering sector-specific training, extension services and support for existing and potential entrepreneurs in market analysis and investment promotion; • To facilitate cross-country and in-country knowledge exchange on low-tech, low-cost and environmentally friendly value addition techniques for the sector to contribute to inclusive and sustainable development.

Deliverables	<p>Each participant is expected to:</p> <ul style="list-style-type: none"> • Prepare a draft Return-to-Work plan (RWP) as part of the application process • Attend each day of the workshop as well as ASM18 in full. • Finalize and periodically prepare a progress report on the implementation of the RWP (the reporting schedule will be determined based on the content of the plan). <p>Please note: satisfactory completion of these tasks is a condition of acceptance of the sponsorship to attend the training and for future involvement in programme activities.</p>			
Selection Criteria	<ul style="list-style-type: none"> • At least 5-years of experience in the Development Minerals sector. • Demonstrated knowledge of sustainable development, mine & quarry management, enterprise skills or extension services related to the artisanal and small-scale mining and quarrying of Development Minerals. • Employed in a relevant role to provide ongoing post-training support to improve outcomes in the sector. <p>NB: Applications from unemployed candidates will not be accepted.</p>			
Training Workshop Schedule and Application Deadline	Workshop	Countries	Workshop Dates & Location	Application Deadline
	1. English-speaking Africa Regional Training Workshop	Ethiopia; Kenya; Rwanda; Tanzania; Uganda; Sudan; Angola; Lesotho; Malawi; Mozambique; Namibia; Zambia; Zimbabwe; Ghana; Nigeria; Sierra Leone (English with Portuguese interpretation)	06 September to 10 September, 2018 Livingston, Zambia (Sunday the 9 th of September will be a rest day)	15 June 2018
	2. French-speaking Africa Regional Training Workshop (with the addition of Haiti)	Cameroon, Congo Republic; Democratic Republic of Congo; Gabon; Madagascar; Benin; Burkina Faso; Cote d'Ivoire; Guinea; Mali; Niger; Senegal; Togo; Haiti (French)	06 September to 10 September, 2018 Livingston, Zambia (Sunday the 9 th of September will be a rest day)	15 June 2018
	3. Caribbean and Pacific Regional Training Workshop	Dominican Republic, Guyana, Jamaica, Suriname, Trinidad and Tobago; Fiji, Papua New Guinea, Solomon Islands, Tonga, Vanuatu, Samoa (English with Spanish interpretation)	06 September to 10 September, 2018 Livingston, Zambia (Sunday the 9 th of September will be a rest day)	15 June 2018
How to apply?	<p><u>Please review the following information to prepare your application.</u></p> <ol style="list-style-type: none"> 1. Signature and Commitments page 2. Return-to-Work Plan (RWP) template <p><u>Applicants are then requested to submit the application online using this form: Online Application form - ENG</u></p> <p><u>Applications may be accepted by email by exception.</u> Please contact development.minerals@undp.org if you are unable to submit the application using the online form. Note that the size limit for attachments to the development.minerals@undp.org account is 10mb. For files larger than 10mb consider using https://wettransfer.com/ or another file sharing service.</p>			