

News from Youth Business International

January 2012

Showcasing the work of Youth Business International
– a global network of independent initiatives providing
young people with the opportunity to start their own
business



A report from Global Entrepreneurship Week

Nigerian NGO Fate Foundation joins YBI

YBI Entrepreneur of the Year 2011 crowned



Welcome to 2012!

CEO of Youth Business International Andrew Devenport writes about the challenges and opportunities facing YBI and the young entrepreneurs we support in the coming year.

I wanted to take the opportunity of our first Youth Business International newsletter of 2012 to wish you all the very best in the new year.

2011 was a busy and rewarding year for our network culminating in a very successful YBI Entrepreneur of the Year competition and Global Entrepreneurship Week campaigns around the world. I'm sure you will agree that the crowning of Amir Asor as our new YBI Entrepreneur of the Year is reason enough to feel excited about the opportunities and challenges that we, and the young entrepreneurs we serve, face in the next 12 months.

For me, events like the YBI Entrepreneur of the Year awards night, which allow us to gather together as a network, act as an inspiring reminder of the good work YBI members are doing throughout the world each day.

One thing that makes the YBI network unique is the diversity of countries in which we operate. Some of our members are working in areas in the grip of recession, while others are striving to support entrepreneurs in areas of high growth and economic prosperity.

In Europe there are worrying signs of a slide back into recession in the early part of 2012, with the ILO predicting a double dip in employment levels. We already know that young people are the first to be made redundant and that across the Eurozone one in five young people cannot find work.

In high growth areas like the South East Asia, Africa and the BRIC nations, entrepreneurs face a different set of

challenges, with red tape and a lack of support holding back the creation of sufficient numbers of new businesses to meet demographic pressures.

Africa is a perfect example of the importance of developing entrepreneurial cultures. 2011 was a year of real hope for the youngest continent, where 200 million young people make up 20% of the population. Many African cities are booming, albeit from a low base, with economies growing on average 4.9% and many new home-grown entrepreneurs beginning to make their presence felt. However over 90% of jobs created each year are in the insecure informal economy.

This is why we are excited to begin the new year by welcoming a new African member into the YBI fold. Fate Foundation is a well established and highly respected multi-stakeholder Nigerian NGO that will help us deliver the YBI model of support to young people in Africa's most populous nation. You can read more about our new partnership and the excellent work Fate Foundation is already doing on page seven.

We know that creating an environment that is supportive of young people who are keen to set up in their own business is not only essential for the long term well-being of all countries, but it is a key tool for governments seeking to kick start their economies. In 2012, we will continue to work closely with our global membership, to support the development of entrepreneur-friendly ecosystems throughout the world.

The next 12 months promise to be an exciting time for YBI, and with a host of new initiatives planned we are confident that the sustained growth of our network will allow us to reach a bigger pool of aspiring entrepreneurs than ever before.

The strength of our network lies in the engagement and the ongoing participation of our supporters. We value your interest in our work and hope that in 2012 you continue to follow our progress through our newsletter, website and social media.

"The strength of our network lies in the engagement and the ongoing participation of our supporters."



Amir Asor named YBI Entrepreneur of the Year 2011

A young Israeli businessman who created a business which uses Lego and robotics to help children understand engineering has been selected as the winner of YBI's global competition for young entrepreneurs.

In November Amir Asor, 26, was crowned YBI Entrepreneur of the Year at a gala awards dinner in London.

Young Engineers, which Amir set up in 2007 and now employs 25 people, teaches schoolchildren complex principles through the simple application of Lego models. So far this year more than 2500 children across Israel have received the tuition.

After being selected as the overall winner by a panel of expert judges, including Rich Ricci, co-CEO of the competition's principal supporter Barclays Capital, Amir received a cash prize of \$5,000 to aid his business growth.

"We selected Amir Asor because his business is innovative, unique and perhaps, most importantly, has the potential to expand greatly in the coming years," said lead judge Rich Ricci.

"The judges loved the fact that his invention is making a contribution to children's learning and that he was able to turn a childhood disadvantage into a strong business advantage," he added.

Interviewed after the ceremony, Amir spoke about how his victory had given him even greater confidence in his business. "It's a great feeling to win the competition, and I'm now sure that expanding my business around the world will be of huge benefit to schoolchildren. Winning this award will help me to raise the profile of my business which will be of great help as I look for business partners to expand my operations."

"I'm really grateful for the work that YBI does, especially through its local member Keren Shemesh, and I look forward to working with them even more closely in the future – especially as a mentor," he added.

With such a high calibre of entrants the final decision on the overall winner was a close one. The runners-



Above: Amir Asor is crowned YBI Entrepreneur of the Year 2011 by Wendy Lloyd of Barclays Capital

up, Haja Funyamin, Axel Arvizu and Juan Roman have all created extremely successful businesses.

Haja Funyamin is the founder of Hafa Foods and Frozen Foods in Chennai, India – a fast-growing business selling over 3 million frozen snack items like samosas each year.

Business partners Axel and Juan are founders of La Tortilleria in Toronto, Canada – an innovative business bringing fresh, authentic Mexican food to Canadians.

A key theme of the evening was that despite the challenging economic conditions in many member countries, with the right support many young entrepreneurs are defying the gloom

and growing highly innovative and successful businesses.

YBI CEO Andrew Devenport summed up the mood saying: "At a time when youth unemployment is increasingly hitting the headlines, young entrepreneurs like Amir Asor are showing that with the right kind of support, it is possible for young people to take the initiative and not only create employment for themselves but for other people too. The world needs more successful entrepreneurs like Amir, Axel and Juan, and Haja!"

Images from the YBI Entrepreneur of the Year awards: 10 November 2011



YBI Entrepreneur of the Year award recognises successful business people from around the world

The EoY awards dinner in London was an opportunity to congratulate the winners of the other categories in this year's competition. The winners in full are:



Ambassador of the Year: Bhausaheb Janjire of Indotech Industrial Solutions in India

Mentor of the Year: John McDougall, a mentor from the Prince's Scottish Youth Business Trust.

Woman Entrepreneur of the Year: Deki Wangmo of Buddha Tyre, Bhutan

Environmental Entrepreneur of the Year: Vaidhyanathan Rajamani of V-Cube Automations in India.

The Barclays Capital Journey to Enterprise award

Winner: Amena Begum of Amir Tailors and Boutique, Bangladesh.

Runners-up: Callum Davis of EcoCharlie, England and Manal Al-Azoori, of Masaya Salon and Tailors, Saudi Arabia

EoY People's Choice competition goes viral in Saudi Arabia

Remember, you can read about all the winners and see their competition videos on the EoY website: awards.youthbusiness.org

Online campaign by Saudi Arabian YBI member the Centennial Fund nets an astonishing 57,000 votes

Manal Al-Azoori, a 25 year old female entrepreneur who runs a boutique and salon in the Saudi Arabia city of Jeddah has been crowned the winner of the People's Choice award.

The People's Choice is unique in the YBI Entrepreneur of the Year competition in that it is decided by popular public vote.

Among those competing for the title in 2011 were a Scottish craft beer firm, a Bhutanese tyre resoling business and an Indian engineering company helping to conserve many thousands of gallons of water.

Despite facing such a strong field, Manal Al-Azoori triumphed after her inspiring story moved record numbers of internet users to cast a vote in her favour.

Deaf since birth, Manal has overcome all the challenges associated with her condition to establish a thriving salon which is providing employment for other deaf women in her community.

As soon as the competition opened, YBI member in Saudi Arabia the Centennial Fund began promoting Manal on their website and circulating her inspiring story to local news outlets and media. The result was that the campaign to elect Manal went viral in Saudi Arabia, with numerous posts on social networks, and stories covering the competition both locally and nationally. By the end of the weeks voting Manal had amassed an astonishing and unassailable 50,000 votes!

Congratulations are due to Manal and the staff of the Centennial Fund

who managed such an effective campaign on her behalf.

Manal will be presented with the People's Choice award at a ceremony in Saudi Arabia later this year.



Above: People's Choice award winner Manal Al-Azoori

Prince's Scottish Youth Business Trust crowns its Entrepreneur of the Year in Glasgow

In a season of awards ceremonies, PSYBT staff and supporters gathered to choose their leading entrepreneur from 2011

A young entrepreneur from Drumchapel in Scotland, who refused to take no for an answer has been named 'Young Entrepreneur of the Year' at the Prince's Scottish Youth Business Trust (PSYBT) awards ceremony in Glasgow

20 year old Patrick McDonald, founder of Superior Catering & Leisure, beat off competition from hundreds of PSYBT backed businesses from all over Scotland who were eligible for this year's 'Young Entrepreneur of the Year' Award, held at Glasgow City Chambers.

Patrick McDonald was 18 years old when he decided he wanted to be an entrepreneur. He was working for a local catering firm and made it his goal to learn everything he could about the business. He spent months researching the industry and networking with other business owners, suppliers, event organisers to establish a database of useful contacts that he knew he would one day need to start his own mobile catering business.

Patrick frequently encountered resistance from people who found it difficult to believe that someone in their teens could take on such an ambitious project. He was even

turned away by lenders who told him he was too young to go into business. The plucky teenager remained undeterred however and at the start of last year, a meeting with Glasgow Regeneration Agency led to a referral to PSYBT for funding and business support. Today, McDonald employs 7 staff at busy times and runs a highly profitable business, which caters at many prestigious events throughout the UK, including Music Festivals, Horseshows, Country Fairs and Gala Days. His plans for next year mean he will have several other mobile units to allow the business to continue its steady growth.

The awards ceremony, which is now in its sixteenth year, was attended by nearly 300 members of the business community and Michelle Mone OBE, co-owner of MJM International and creator of Ultimo, the UK's leading designer lingerie brand gave the keynote speech of the evening. Mrs Mone is herself a recipient of start up funding from the charity when she launched in 1997 and now serves on the Board of Directors.

Presenting the winners with their awards Michelle Mone, said, "All our finalists tonight have shown determination,



Above: Event host Fred MacAulay with entrepreneurs Mark Greenaway, Patrick McDonald and keynote speaker Michelle Mone

ambition and fortitude to succeed in business, no matter what challenges they face. Self belief is another important ingredient for business success and our winner tonight has proved that too, making him an outstanding entrepreneur and a worthy winner of this fantastic award."

Mark Strudwick, chief executive of the PSYBT said, "We congratulate our winners on their success tonight, they are shining examples to other young people and we wish them well."

Youth Business Hong Kong's first ever HSBC Youth Business Awards recognise successful HK business

In the run up Global Entrepreneurship Week 2011, Youth Business Hong Kong (YBHK) hosted the first ever annual HSBC Youth Business Awards, at the headquarters of the competition's sole sponsor, HSBC Business. The award aims to promote youth business and create positive conversations about youth entrepreneurship.

Launched at the beginning of June 2011, the competition pitted 82 outstanding local youth businesses against each other for a range of fantastic prizes, including a total of HK\$200,000 in cash, free magazine advertisements and online search services to boost their business growth.

The quality of the entrants in the competition was extremely high, reflecting

the strong entrepreneurial culture that is constantly developing in Hong Kong. To separate the businesses each contestant had to submit paper applications and take part in a gruelling series of phone and face-to-face interviews.

The Gold prize winner and recipient of the "HSBC Youth Business" title was Winter Wong of Quoord Systems Ltd, a smart phone app developer who is connecting global citizens through 20,000 online forums.

Alongside a cash prize and a range of free business services, Winter will enjoy a free trip to meet global business leaders at HSBC's International Insights Event for SME's 2012, held in London.

The awards mark an important landmark

in the development of an exciting partnership between YBHK and HSBC Business.



Above: Finalists and judges from the first HSBC Youth Business Awards

Fate Foundation is latest organisation to join Youth Business International

Nigerian NGO the Fate Foundation is the latest organisation to become a pilot member of the Youth Business International network; a group of organisations in 34 countries working to support young entrepreneurs in businesses.

The addition of a new member in Nigeria, Africa's most populous country, is an important development for YBI as it seeks to achieve its goal of supporting 100,000 entrepreneurs a year by 2020.

"YBI is very excited to add such a progressive organisation to its network, especially one working in an area of acute need," said Andrew Devenport, YBI Chief Executive. "Nigeria is an example of a country that can benefit from highly targeted and proven systems of enterprise support."

"Fate Foundation is very pleased to be a member of Youth Business International network," said Osayi Alile Oruene, Executive Director, Fate Foundation.

"This partnership will be instrumental in deploying responsive qualitative and well researched enterprise development

strategies, thus providing more opportunities within the Nigerian space for both aspiring & emerging young entrepreneurs as well as facilitating a reach to their global counterparts through knowledge exchange and markets."

Nigeria has seen GDP growth of 6% per year for the last three years and has an average per capita income of under \$300 but with around half the population living below \$1 per day, and has a weak currency and high inflation.

So despite a young and highly ambitious population, many small businesses never reach critical mass and have been unable to effectively compete in the global arena.

Rapid urbanization of the nation has created an environment in which over 70% of the recent graduates who reside in urban areas are unemployed. While a significant percentage of these graduates have entrepreneurial aspirations, and have attempted to create self-employment opportunities, only a few actually succeed. The vast majority, with limited entrepreneurial skills, networks

and financing, remain frustrated and discouraged.

Fate Foundation's mission is to reduce unemployment and poverty in the country through helping Nigerians to establish and grow successful businesses

Like other members of the YBI network, Fate Foundation pairs young entrepreneurs with established business mentors who can provide the diverse and ongoing support that young business people need.

Fate has also graduated over two thousand entrepreneurs from the Fate Aspiring Entrepreneurs Programme and Emerging Entrepreneurs Programme, with over 65% of these entrepreneurs fully employed by their businesses and employing an average of seven staff each.

Youth Business Ukraine marks national launch

Youth Business Ukraine (YBU) hosted two important national launch events in Kiev during Global Entrepreneurship Week. The event marked the successful completion of the pilot stage of the YBU programme in Lugansk and Donetsk oblasts and the programme's expansion into new regions of Ukraine.

Capping off the significant support YBU has received from both business and political spheres, the British Ambassador to Ukraine Leigh Turner hosted a reception at his official residency to mark the event.

Mr Turner, who has been greatly impressed with the organisation's work so far, encouraged young

Ukrainians to consider the merits of the services offered by YBU. "If you run a business and want to get involved in YBU, please get in contact."

Commenting on the launch, YBU CEO Natalya Lapardina revealed the scale of the organisations ambition. "Over next five years YBU will become one of the most efficient tools to alleviate youth unemployment among socially isolated groups in the country. We want YBI to help to facilitate the creation of middle class in the country, the creation of democratisation processes, and to promote corporate social responsibility.

By 2016, we plan to be present in at least 50% of Ukraine and

provide assistance to 1000 young Ukrainians each year."



Above: YBI CEO Natalya Lapardina alongside Andrew Devenport and Ambassador Turner

Global Entrepreneurship Week 2011

For the fourth successive year, Youth Business International took a leading role in Global Entrepreneurship Week across the world, helping encourage thousands of people to start and grow their own business.

Youth Business International is a global partner of this important campaign, and is a host in 11 countries – including the UK, where the campaign originally started. “As a global network helping young people to start up in business, Youth Business International is proud to play a leading role in Global Entrepreneurship Week,” said Andrew Devenport, CEO of Youth Business International. “It’s crucial that we continue to encourage people to consider entrepreneurship, and Global Entrepreneurship Week is a valuable way in which we can do this.”

Here’s a flavour of what happened between 14 and 20 November:

Belize

Working with the University of Belize, Youth Business Trust Belize hosted an entrepreneurship symposium where local businesses and successful entrepreneurs shared their wealth of business experience and knowledge of the common challenges start ups face.

Canada

The Canadian Youth Business Foundation organised the YOU Innovate Canada tournament, a national competition asking participants to use everyday household objects, in this case a coffee cup, to create new value. They then submitted a brief video about their innovation. CYBF organized an extraordinarily successful GEW Canada campaign that saw over 600 YOU Innovate registrations resulting in over 115 teams participating and nearly 80,000 YOU Innovate votes cast. The highlight of the week saw the Year of the Entrepreneur Celebration event take place in Toronto, where nearly 450 representatives from Canada’s entrepreneurial landscape gathered to celebrate the impact of the year formally declared by the Canadian Federal government as the Year of the Entrepreneur.

Trinidad & Tobago

Youth Business Trinidad & Tobago took its message to the country, hosting a Youth Entrepreneurship Symposium programme in different places around Trinidad, holding presentations and workshops on topics such as financing, innovation and customer services.

Paraguay

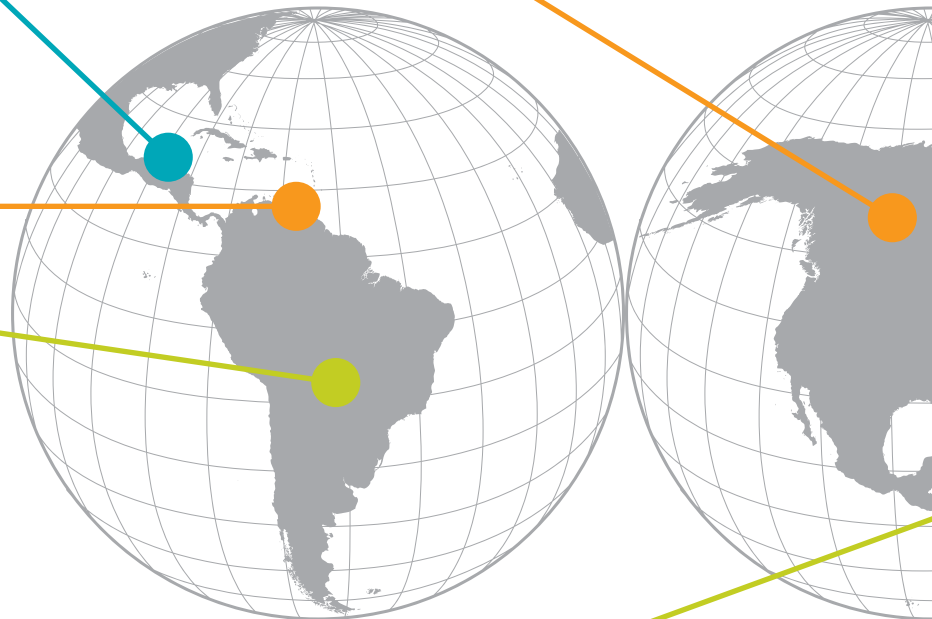
Fundacion Paraguaya offices around the country organised fairs, workshops and lectures on entrepreneurship.

Barbados

Through over 30 activities, with almost 300 partners and hundreds of participants, the Barbados Youth Business Trust has again mobilised, inspired, mentored and connected Barbadians in the ongoing and ever strengthening discussion and activities surrounding entrepreneurship. With activities and events such as the Youth Entrepreneurship Fair and Mentoring Madness, GEW Barbados was again a successful week, showing full partnership participation across the country. Along with engaging post-secondary students, BYBT sought to spread the word and idea of entrepreneurship to the various levels of the educational system by reaching out to the primary and nursery schools.

Dominica

The Dominica Youth Business Trust organised a retreat for 23 emerging young entrepreneurs, in partnership with Waitukubuli Entrepreneurs Lévé. The intensive week of workshops, guest speakers and group discussions generated plenty of media coverage and helped the entrepreneurs gain insights into their businesses. The Dominica State College collaborated with DYBT to host a Youth Entrepreneurship Symposium. Four young entrepreneurs representing different business areas, from tourism to agriculture, who have been supported by the DYBT program, hosted an interactive session. Following the session the young entrepreneurs answered questions posed by the students and took part in a discussion. The occasion attracted lots of media attention and was broadcasted live on national radio.





United Kingdom

200,000 people were involved in the campaign which featured 2,300 events around the UK. The week kicked off at a launch event at Tottenham Hotspur Football Club, and was based around a key message: "Every business starts with a conversation. Start yours today."

Ukraine

In Ukraine, there was the national launch of Youth Business Ukraine in Kiev, comprising a press conference and VIP reception hosted by the British Ambassador to Ukraine. Youth Business Ukraine has been operating for some years in the eastern Donetsk region of Ukraine but is now planning to expand across the country.

Russia

Youth Business Russia coordinated events in Voronezh, Vladivostok and Kaluga. In Kaluga the 'From Idea to Innovative Business' Round Table gathered aspiring young Russians to address such questions as how to help young entrepreneurs? What promotes successful business development? In Voronezh a number of seminars were hosted for young entrepreneurs and their mentors who are experienced in small and medium-size business. Sessions included tutorials on marketing, cash flow, growth and customer retention.



India

In India, the Bharatiya Yuva Shakti Trust, along with the Rotary Club of Annanagar, Chennai, joined hands to ignite the spirit of entrepreneurship among school students. Children from various schools were exposed to entrepreneurship through case studies and games.

Saudi Arabia

The Centennial Fund used Global Entrepreneurship Week to hold a number of workshops in various cities of Saudi Arabia exploring how young people can turn ideas into businesses that would be viable in the Saudi market. His Royal Highness Prince Abdul Aziz bin Abdullah bin Abdul Aziz Al Saud, Deputy Foreign Minister, Chairman of the Board of Trustees of the Centennial Fund, said that there was a need to promote a culture of self-employment, entrepreneurship and creativity, and to encourage young people consider entrepreneurship as a career choice.



The importance of valuing your mentor community

YBI mentoring consultant John Cull looks at the necessity of understanding what motivates a mentor



Above: John Cull, YBI's mentoring consultant

As a global network, YBI is indebted to its army of unpaid mentors. Indeed in the last YBI Network Review, volunteer mentors numbered over 15,000 worldwide, spending in excess of 500,000 hours with young entrepreneurs and accounting for a financial value of US\$20 million.

Without mentors YBI would not be the network it is. It is part of our lifeblood; it is what makes us who we are. So what do you look for when selecting a mentor; is it business background? Free time? Maybe your selection forms part of an agreement with a corporate partner?

However, have you ever considered what the mentor themselves is looking for and whether the fit is right for both parties? Because let us not forget this is likely, hopefully a relationship that will span many years and in some cases even decades.

Let's hear from John McDougall from PSYBT, recently crowned as both PSYBT and YBI mentor of the year, about what the value he takes from his experience as a mentor:

"My corporate job was VP of a significant US multinational conglomerate, which gave me exposure to world class business techniques. In addition, I have been the owner/partner of three businesses, to which I have applied the same world class criteria, and what a difference it makes.

What I give to my clients at PSYBT is my knowledge. At the start of the relationship they have a great passion about their product or service. However, that is only 50% of the story. It is also important to be passionate about other areas such as finance, marketing and supply chain management. These are perceived as being less attractive areas that young entrepreneurs try to run away from, but without them their businesses would fail.

In the early days of the mentoring relationship we tend to be in touch daily, usually by text. Frequency is more important than length. This is how the relationship develops and as such I still see clients from six years ago even though the formal mentoring relationship has long finished.

Working with young people is invigorating. These young business people have 30 years ahead of them, they talk in 10 year horizons-it makes you feel younger! It may not be the elixir of life but it come a pretty close second! I believe that people take more satisfaction from giving a present than receiving one, and that is how it works with mentoring. It is a two way street, and I get back what I give out, over time."

So, with mentors playing such a vital role in the success and development of the YBI network, it is important that our organisations recognise what brings value to a mentor, and the kind

If you would like to comment on John's article, you can contact him on johncull@wowmatters.com

of incentives that can extend a mentor relationship over many years in the way John has worked with PSYBT.

As they gain experience of working with young entrepreneurs, YBI mentors become even more valuable to their organisations, and their hard work must be recognised. One interesting system has been put in place by BYST, who have created mentoring chapters which also serve as community and social outlets for the mentors.

Overall, a mentor is fulfilling a fundamentally altruistic role, and should be recognised for the time they have given, it is often their crucial input that makes the difference between a business failing and succeeding.



Above: YBI Mentor of the Year John McDougall (centre) with just some of the young business people he has worked with

Barbados Youth Business Trust celebrates 15 years in youth entrepreneurship!

BYBT ended 2011 with another successful End of Year Business Club



Barbados Youth Business Trust (BYBT) ended 2011 with another successful End of Year Business Club and awards event that doubled as a celebration of its 15th year supporting young Barbadians in business.

The event centred around a presentation on "Why Business Mentors Rock!" Host June Fowler stressed the need for both personalities to gel and ended with her personal philosophy that, "we are blessed

to be a blessing" Mr Junior Howell, an entrepreneur, spoke of the assistance given to him by BYBT over the years.

Special thanks were given to Mrs. Marcia Brandon, the Executive Director of BYBT who in her time with the organisation has been "all things to all young persons who entered the doors of BYBT."

The featured address was delivered by Mr. Anderson Armstrong of Armstrong Agency and President of the Chamber of Commerce in Barbados. Mr. Armstrong spoke on his experiences and the challenges of being an entrepreneur. He encouraged any young and aspiring business people to "enjoy the journey" while working towards success.

A very Special Governance Award went

to Mr. Gregory Hazzard, who has been with the BYBT since the organisations formation. Chairman of the Board of Trustees and founder of BYBT, Mr. David Clarke also paid tribute to Mr. Hazzard.

"Marcia has been all things to all young persons who entered the doors of BYBT"

New YBI survey reveals importance of mentoring and training for today's young entrepreneurs

Non-financial support is a vital factor behind the success of today's young entrepreneurs, YBI survey reveals

The survey, the first of its kind carried out by YBI, showed that although entrepreneurs need money to start up their business, it is the non-financial assistance, such as mentoring and training that ensures that their business is a success and that they are able to repay their loans.

Completed by 1,023 young entrepreneurs from 21 countries, this survey provides an important and unique empirical analysis into the state of youth entrepreneurship globally. The results endorse the key elements of the YBI methodology of entrepreneur support; the data shows that as a result of receiving non-financial support:

- **Businesses are more successful:** 55% of young entrepreneurs agree that their business is more successful as a result of the non-financial support they received.
- **Operational challenges are overcome:** two thirds of young entrepreneurs can think of a significant operational challenge in their business that they were able to solve as a result of their non-financial support that reduced costs and increased profit/turnover in their business.
- **Loan repayment rates improve:** 54% of young entrepreneurs would have struggled to repay their loan over the same time period without non-financial support.
- **Access to finance increases:** the likelihood of approval for a commercial loan more than doubles when young entrepreneurs have established a track record and benefited from receiving a range of non-financial services.
- **Young entrepreneurs feel more confident:** 84% of young entrepreneurs feel more confident running their business as a result of the non-financial support they received.

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YBI represented at the Muscat Youth Summit in Oman

200 young people from the Middle East attended the 3rd Muscat Youth Summit in Oman in early December, together with representatives from a further 21 countries.

The four day summit, organised by the Brand Oman Management Unit, focused on social entrepreneurship, urban art and culture and digital participation. Managing Director of YBI Andrew Fiddaman led a full day session on entrepreneurship in partnership with Shabib Al Mamari from Injaz Arabia.

During the day the group explored the opportunities and challenges of becoming an entrepreneur and how social entrepreneurs might address some of the issues affecting local communities in the region.

Reflecting on the Muscat Youth Summit, HH Sayyid Faisal of Brand Oman said: "The Summit's mission is to help young people do extraordinary things and over the past four days I hope we've helped them recognise that real change happens when people are given the opportunity to bring their ideas to life." "I'm confident the Summit has given them the necessary advice, skills, knowledge, support and encouragement to empower them to go on and do brilliant things, with the ultimate aim of improving lives and communities. It's been an amazing four days."

Youth Business Russia Programme Manager meets Nobel Peace Prize laureate Professor Muhammad Yunus

Youth Business Russia (YBR) Programme manager Boris Tkachenko has received a significant award "For Contribution to Microfinance Development in Russia". The award was presented as part of the Russian Social Business Forum organised by the Russian Microfinance Centre (RMC) and Grameen Creative Lab (Germany).

During the conference Boris Tkachenko was able to meet with Professor Yunus, Nobel Peace Prize laureate

and seen by many as the father of the revolutionary micro-finance movement.

After being presented with two copies of the YBI Network review, in English and a newly translated Russian version, Professor Yunus revealed that he was highly appreciative of the work of YBI and the importance of supporting young people in business. "In this way we secure our future" he added.

The Russian version, issued by the Youth Business Russia with an insert dedicated to the Russian part of the programme is the first in a series of translations of the document and marks a new phase in YBI's efforts to make information on the networks operations available to as many people as possible.

Congratulations are due to Mr Tkachenko for his award, which recognises the excellent work he has done in expanding the YBR programme in Russia.



Above: Youth Business Russia Programme Manager Boris Tkachenko meets with Professor Muhammad Yunus

YBI invited to play a role in choosing Director of the Youth Affairs Division of the Commonwealth

YBI's role in supporting young people in many countries of the Commonwealth was recognised when Andrew Fiddaman was asked to chair the selection panel for the new Director of the Youth Affairs Division of the Commonwealth. The new Director will take up the appointment in March 2012. There are currently YBI members in 14 of the 54 Commonwealth countries.

British polo day in raises money for Youth Business Singapore

Over US\$20,000 was raised for Youth Business Singapore (YBS) as part of an event to celebrate the launch, 125 years ago, of the British Polo Club in Singapore. This historic occasion was witnessed by over 500 high profile guests and dignitaries, including HH the Sultan of Johor, whose family history is heavily intertwined with the Singapore Polo Club. The money, which will go towards the work of YBS was raised as part of a charity auction where guests placed bids on a range of holiday prizes

Canadian Youth Business Foundation CEO recognised in national award

CEO of the Canadian Youth Business Foundation (CYBF) Vivian Prokop has once again been awarded the Trailblazer and Trendsetter award among Canada's Most Powerful Women: Top 100™ by the Women's Executive Network (WXN).

The Canada's Most Powerful Women: Top 100 Awards is Canada's most recognisable Award for the country's highest achieving female leaders in the private, public and not-for-profit sectors.

Ms. Prokop was first awarded the title in 2010, a year in which she hosted the world's inaugural G20 Young Entrepreneur Summit and founded the G20 Young Entrepreneurs' Alliance. "As CEO of the Canadian Youth Business Foundation, Vivian truly has forged a path where there was no trail," says John Risley, Chairman, Clearwater Fine Foods and Canadian Youth Business Foundation. "As Canada's preeminent champion of youth entrepreneurship, Vivian has led CYBF to grow tenfold, now helping to launch a new Canadian business every 14 hours around the clock."

"We are thrilled to recognize this year's extraordinary group of Top 100 Winners, honouring leadership talent from coast to coast," said Pamela Jeffery, Founder, Women's Executive Network. "Our Top 100 Winners form an amazing

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community of high-achieving women who are inspirations to Canada's next generation of leaders."

YBR: sharing experience with Serbia and Mongolia

At the end of October 2011, Youth Business Russia (YBR) hosted representatives from Smart Kolektiv in Serbia and Development Solutions from Mongolia on an exploratory fact finding trip alongside representatives of the YBI network team.

Serbia and Mongolia are interested in launching Youth Business programs in their countries and were in Russia to see how the relatively young programme there has found success and managed its expansion into new more distant territories.

During the visit, guests spent two days in Moscow and three days in Voronezh region and participated in the local Selection Panel, met local coordinators and program's main partners, mentors and young entrepreneurs. Foreign guests visited a meeting of the YBR's Club of Entrepreneurs and were actively involved in discussing challenges and peculiarities entrepreneurs face in different countries.

During the visit different implementation models for Serbia and Mongolia were discussed as well as the technical assistance YBR and YBI could provide. At the same time, the visit helped YBR learn direct recommendations of how their own program can be improved in the future.

University of Belize's Marketing Expo concludes great year for Youth Business Trust Belize

The University of Belize (UB) in collaboration with Youth Business Trust Belize (YBTB) has hosted a Marketing Expo, as part of Global Entrepreneurship Week 2011.

On display were products available from students from UB's Faculty of Business, including screen printing, products made from recycled materials, a car wash, spa treatments, snow cones, alcoholic and non-alcoholic mixed drinks, pepper sauce and jellies, assorted candies and books.

YBTB also had a recruitment booth at the Expo with the aim of encouraging students to turn their exhibitions into actual business ventures in Belize.

The winning team was Imperial Indulgence, a spa service firm. Their prize was access to a loan from Youth Business Trust Belize and all the business support that entails.

The expo caps a successful year for YBTB, who have worked hard to overcome challenges and grown their entrepreneurship network, and crucially, the pool of mentors who support the programme.

Business mentorship continues to be the key service provided to young entrepreneurs at YBTB.

In 2011, 20 mentors joined Youth Business Trust Belize and of that 20, 16 are active mentors providing either one on one guidance or special and technical advice.

Youth Business International sign Cooperation Agreement with The Council of British Chambers of Commerce of Europe

YBI is delighted to announce the formal completion of a Cooperation Agreement with The Council of British Chambers of Commerce of Europe (COBCOE).

Based in London, COBCOE is an independent non-profit organisation representing 41 British Chambers of Commerce across 38 countries in Europe, and in turn speaking for and with over 10,000 businesses. It has partnership agreements in place with British business groups or chambers in Japan, Korea, Dubai Egypt, Australia and South Africa and is a founder member of British Business Worldwide, a global network of British business organisations available to its members.

This agreement will facilitate local chambers of COBCOE to support existing YBI local members and their young entrepreneurs via business introductions and similarly to help YBI with network expansion via local introductions to suitable partners.

Among COBCOE members who have joint initiatives planned are Smart Kolektiv in Serbia and the British-Serbian Chamber of Commerce.

In addition to Youth Business Poland, which is hosted by the British-Polish Chamber of Commerce, YBI and COBCOE networks also overlap in France, Israel and Ukraine.

YBI looks forward to this new partnership maturing and delivering tangible, on-the-ground activities and new and stronger relationships for the network across Europe in 2012.



Chair of the YBI Board Malcolm Williamson (right) signs an agreement with Howard Rosen of COBCOE

News from Youth Business International

The Ceylon Chamber of Commerce announces expansion of Youth Business Sri Lanka

The Ceylon Chamber of Commerce has announced the expansion of the Youth Business Sri Lanka (YBSL) programme, to coincide with the opening of the new Anuradhapura District Chamber of Commerce, Industry and Agriculture office premises.

Anuradhapura is a district that is growing at a rapid speed, it has great potential for investors to start businesses, particularly in agriculture, and agro based industries and livestock sectors.

In order to be closer to their clients and provide a more bespoke service, to business people in the area, Anuradhapura District Chamber of Commerce, Industry and Agriculture has moved to a new location. The new premises were declared open by Hon. H.B. Semasinghe, North Central Provincial Council Minister.

The Youth Business Sri Lanka programme is an entrepreneur support scheme that helps young entrepreneurs, who are either engaged in self employment or aspire to start their own business, but do not have capital to do so.

Many young Sri Lankan people do not have any collateral to raise funding, securable assets or guarantors. With the support of YBSL, young people in the area will be provided an additional avenue to improve their livelihoods.

They in turn will contribute to revive the traditional businesses with the business mentor's support provided by the Anuradhapura District Chamber of Commerce, Industry & Agriculture.

The opening of a new office is an important land mark for YBSL, as they continue to expand operations in Sri Lanka

TCF team visits PSYBT and YBI

As part of the Star Mentoring Project, Feras Mujallid, Mohammed Al-Furaih

and Nawaf Al-Musra from The Centennial Fund in Saudi Arabia joined Hoang Anh Thi Le of the YBI network team and YBI Mentoring Consultant John Cull on a visit to the Prince's Scottish Youth Business Trust, to learn about PSYBT's mentoring programme.

The Star Mentoring project is supported by Credit Suisse and aims to raise the quality of our mentoring programme in Saudi Arabia.

Hosted by Pauline Bell, the TCF team were given a unique opportunity to learn about PSYBT's regional volunteering network, meet with PSYBT's passionate and dedicated mentors (including YBI's Mentor of the Year, John McDougall) spend time with regional staff and meet with PSYBT's valued corporate supporters.

The TCF team was also fortunate to view a volunteer induction training provided by Pauline to new mentors.

The TCF team's visit to the UK demonstrated the best of the network in action and how different members can work together and share experiences.

Between 15 and 16 December, the TCF delegation journeyed down to London to visit the network team's office.

The team were able to meet the network team, learn about the Operations Management System and spend time with John and Hoang Anh discussing the next steps for the Star Mentoring Project.

Youth Business International

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