



Young Entrepreneurs Council Business Plan 2019

Vision:

A vibrant community of entrepreneurs contributing to the socio-economic development of the Solomon Islands.

Mission:

A member driven organisation that

- a) empowers young Solomon Islanders to create new business
- b) unlock legal constraints that are holding back opportunities for young Solomon Islanders.
- c) Equip young entrepreneurs with the skills they need to operate a business.

Values:

Innovation
Collaboration
Leadership
Resilience

#	Pillar 1: Advocacy Activities Goal: Forging Partnerships with stakeholders	Outcomes	Q1	Q2	Q3	Q4	Led by	EG: GL Code
1.1	Establish a series of forums (fora) with relevant Government Ministries for young entrepreneurs to address their concerns and receive firsthand information	<ul style="list-style-type: none"> - Relevant topics that may affect entrepreneurs are identified through SIG networks and SICCI Advocacy Officer - Identify with SICCI secretariat upcoming advocacy info sessions that are relevant for YECSI members - Forums / info sessions held to enable information sharing between Government and YECSI members utilizing the partnership with SICCI. - Examples of potential forums / info sessions include Submarine cable, e-tax platform, new SIG policies/requirements - Forums held throughout the year based on interest and activities that arise during the year 					Coordinator	
1.2	Maintain a collaborative relationship with the RSIPF to promote social entrepreneurship in hotspot communities	<ul style="list-style-type: none"> - Burnscreek social enterprise pilot is progressed to phase 3 (Q1) with preparations for phase 4 (Q3) - Budget for the program is established between all stakeholders - Explore funding opportunities within the PBF project which recognises Burnscreek for the project - Hold a BA5 to identify private sector supporters and launch the initiative 					Coordinator	

		<ul style="list-style-type: none"> - Promote entrepreneurship using the RSIPF network in alignment with the RSIPF crime prevention stance 				
1.3	Maintain collaborative and supportive relationship with existing YECSI advisory committee	<ul style="list-style-type: none"> - Advisory committee meetings held twice in 2019 (Q1 and Q2) - Advisory Committee provided information on YECSI initiatives where necessary - Advocacy initiatives further promoted to SIG - Advisory Committee members invited and recognized at relevant YECSI events 				Coordinator
1.4	Establish a relationship with the Labour Mobility program to promote entrepreneurship in returning seasonal workers	<ul style="list-style-type: none"> - Approach the Labour Mobility program and emphasize role YECSI can play in supporting returning workers to become entrepreneurs - Facilitate presentation of Labour Mobility Program to the YECSI board - Identify the formal role YECSI will play going forward - Support creation of committee to ensure sustainability of partnership - Support formal partnership if necessary 				Coordinator
1.5	SINU	<ul style="list-style-type: none"> - Approach SINU to identify their entrepreneurship initiatives - Understand SINU initiatives and how they fit into the overall YECSI strategy - Discuss areas of possible collaboration utilizing SINU's resources and YECSI's membership / expertise - Learn from YEC Fiji and USP who have established a similar relationship 				Coordinator

<p>1.6</p>	<p>Formalize partnership with UNDP and Youth Co Lab to support the establishment of a co working space in Honiara (focus on current entrepreneurs)</p>	<ul style="list-style-type: none"> - Facilitate UNDP presentation to YECSI board - Collaboratively formulate partnership guidelines with regards to the co working space - Formalization of partnership between YECSI and UNDP - Collaboratively design YECSI interactive initiatives focused on marketing, branding and skills training of YECSI members - Utilize the Hub and networks within Youth Co Lab space to provide technical support - Creation of necessary links with regional accelerator initiatives - Identify and promote SDG goals progress made by YECSI and its members - Provide access to the hub for YECSI members - Support creation of committee to ensure sustainability of partnership 				<p>Coordinator</p>	
<p>1.7</p>	<p>Identify Skills for Economic Growth (SEG) entrepreneurship initiatives and possible areas of collaboration and partnership</p>	<ul style="list-style-type: none"> - Approach Skills for Economic Growth (SEG) to identify how their activities align with YECSI strategy - Understand SEG initiatives and how they fit into the overall YECSI strategy - Discuss areas of possible collaboration utilizing SEG resources and YECSI’s membership / expertise - Facilitate presentation of Skills for Economic Growth Program to the YECSI board - Progress initiatives 				<p>Coordinator</p>	

#	Pillar 2: Services to members Goal: Provide support services to build YECSI Members	Outcomes	Q1	Q2	Q3	Q4	Led by	EG: GL Code
2.1	Establish <i>Home Blo lumi</i> Pre-Accelerator as a careers market side event (focus on aspiring entrepreneurs)	<ul style="list-style-type: none"> - Propose initiative to SICCI as a side program for the SICCI Careers Market (Q1) - Utilize the careers market as the platform enabling students (aspiring entrepreneurs) to be involved - Identification of stakeholders to collaborate with taking into account partners during Youthbiz Showcase 2018 (Q1) - Identification of issues to be showcased to aspiring entrepreneurs to build the importance of social entrepreneurship (Q1) - Implementation of program with efforts made to involve provincial participants (Q2) - Explore the concept of forming small teams that pitch a solution to possible investors / supporters (Q2) - Event to be held in Q2 in line with the careers market - Explore partnerships regionally to support <i>Home Blo lumi</i> initiative - Promote entrepreneurship as a career path 					-MC officer -Coordinator	

2.2	Host Youth Biz show in Honiara with potential partnership with Y@W	<ul style="list-style-type: none"> - Identification of Showcase stakeholders taking into account partnership with Y@W (Q2) - Stakeholder collaboration formalized - Identification of ideal location with preference on Commonwealth Street - Attendees identified and debriefed (Q2) - Provincial attendees provided with relevant information - Creation of subcommittee to ensure the success and sustainability of the showcase - Subcommittee chaired by YECSI and consist of relevant stakeholder representatives including provincial rep - Showcase held in Q3 with preparations made in Q2 - Implementation of program utilizing the pilot and feedback held in Honiara, 2018 - Explore how YECSI can best support provincial attendees in terms of accommodation or boat fare - Showcase attendees must have ready to sell products / services 				<ul style="list-style-type: none"> -MC officer -Coordinator 	
2.3	Implementation of Mentorship platform between YECSI and SICCI	<ul style="list-style-type: none"> - Formulation of partnership with Breadfruit Consulting (Q1) - Formulization of mentor guidelines and expectations utilizing the mentorship initiative created between SICCI and Breadfruit consulting (Q1) - Creation of formal proposal to SICCI with assistance from provider (Q2) - Identification of Mentor Pool by reaching out to SICCI members (Q2) 				<ul style="list-style-type: none"> -MC officer -Breadfruit Consulting -Coordinator 	

		<ul style="list-style-type: none"> - Mentor pool to be utilized for future projects - Identification of Mentees taking into account first Ignite Networking pitchers in 2018 (Q2) - Matching of Mentors and mentees (Q2) - Implementation of Program at the end of Q2 and throughout Q3 - Ensure a presence of provincial mentees / mentors 					
2.4	Facilitation of trainings and workshops targeting the internal skills gaps of YECSI Membership	<ul style="list-style-type: none"> - Identification of training providers acknowledging stakeholders will have the technical know-how. - Potential stakeholders include but are not limited to: <ol style="list-style-type: none"> 1. ANZ Go Money 2. Company Haus 3. SISBEC - Trainings focused on internal skills: <ol style="list-style-type: none"> 1. Business planning (Q2) 2. Book Keeping (Q3) 3. Tax (Q3/4) - Maintain a high standard of trainings with the target on being interactive and interesting. All trainings to be contextualized to include more fun, energy and less “language” - Explore Hosting of minimum 1 training in Malaita and Western in 2019 - Promote registration of businesses during closing of trainings 				MC officer Coordinator	

		<ul style="list-style-type: none"> - Utilization of Co-working space between YECSI and UNDP for Honiara trainings - Trainings held in Q2,Q3 / 4 					
2.5	Facilitation of trainings and workshops targeting the external skills gaps of YECSI Membership	<ul style="list-style-type: none"> - Identification of training providers acknowledging stakeholders will have the technical know-how. - Utilize proposed partnerships with UNDP / SINU / SEG to support with resources eg computers, software - Potential stakeholders include but are not limited to: <ol style="list-style-type: none"> 1. YECSI Members 2. YECSI Board 3. ILO 4. UNDP 5. SINU 6. Skills for Economic Growth 7. Private sector - Trainings focused on external skills: <ol style="list-style-type: none"> 1. Marketing 2. Branding - Maintain a high standard of trainings with the target on being interactive and interesting. All trainings to be contextualized to include more fun, energy and less “language” - Ensure attendance of provincial members taking into account provincial centers might not have suitable venue for external skills training (need computers). - Promote registration of businesses during closing of trainings - Trainings held in Q4 				MC officer Coordinator	

#	Pillar 3: Connecting entrepreneurs	Outcomes	Q1	Q2	Q3	Q4	Led by	EG: GL Code
	Goal:							
3.1	Provide networking opportunities for YECSI Members	<ul style="list-style-type: none"> - Utilize Ignite networking as the key YECSI networking event - Maximum of 4 networking opportunities in 2019, to showcase members' businesses or business issues through pitching - 2 Ignite events will have no theme and any YECSI member can participate - 2 Ignite events will have a theme which members in that industry can participate Potential themes include but are not limited to: <ol style="list-style-type: none"> 1. Ignite Agribusiness 2. Ignite Trades 3. Ignite Provinces 4. Ignite arts and crafts - Ignite events to maintain current style which includes music, amphitheater seating and Networking games prior to pitches. - Events to be held throughout the year, 1 ignite per quarter - Invite relevant SICCI members to Ignite sessions - Allow space for further events depending on relationship with Y@W in 2019 					MC officer Coordinator	
3.2	Networking opportunities with wider private sector	<ul style="list-style-type: none"> - Attendance to relevant SICCI BA5s pending invite from SICCI Secretariat 					MC officer Coordinator	

#	Goal Area 4: Admin & systems development	Outcomes	Q1	Q2	Q3	Q4	Led by	EG: GL Code
4.1	Establish and maintain a database for the recording of member information	<ul style="list-style-type: none"> - Analyse the current YECSI database and membership form to identify if creation of new form is necessary - Transfer database from Excel to Access - Reduce the amount of industry categories and provide “tags” for members involved in multiple industries - Maintain the database and ensure it remains accurate - Build an extensive and informative YECSI database which is a vital asset to YECSI 					MC officer Volunteer	
4.2	Apply for a volunteer to support the admin and system development of YECSI	<ul style="list-style-type: none"> - Apply for volunteer through the VSA program - Effectively induct the volunteer and get them up to date - Provide volunteer with the resources and information to create any necessary admin systems 					Coordinator	
4.3	Employ a Membership and Communications officer	<ul style="list-style-type: none"> - Identify if funds are available for the hiring of 1 local staff - Create job description with support from SICCI secretariat. Basic description will include: <ol style="list-style-type: none"> 1. Graduate applicants welcome 2. In charge of YECSI membership 3. Leading role in YECSI communications through text, email and Facebook 4. Leading role in implementation of Support services - Advertise the role and go through necessary recruitment process 					Coordinator Board	

#	Goal Area 5: Marketing & promoting YECSI	Outcomes	Q1	Q4	Q3	Q4	Led by	EG: GL Code
5.1	Maintain good working relationship with local media providers	<ul style="list-style-type: none"> - Consistently communicate with Media providers - Provide Media providers with press releases - Media providers understand YECSI - Participation in the SICCI Media session - Support SICCI media team where relevant 					MC officer Coordinator SICCI Media	
5.2	Proactively collaborate with SICCI media to promote and market YECSI brand	<ul style="list-style-type: none"> - SICCI media is in tune with YECSI activities - YECSI MC officer collaboratively work alongside SICCI Media - Maintain a good brand reputation that is consistent - Consistent media releases on YECSI events, activities and initiatives 					MC Officer SICCI Media	
5.3	Maintain a strong social media presence through utilization of different social media platforms	<ul style="list-style-type: none"> - MC Officer and Coordinator capture photos and information on all YECSI Events - Inform YECSI membership and followers through consistent use of Facebook posts - MC Officer take leading role in managing FB account - Continue high response rate to Social Media followers - Consistent use of YECSI branding on all social media engagements 					MC Officer Coordinator Board	

#	Goal Area 6: Financial management systems	Outcomes	Q1	Q2	Q3	Q4	Led by	EG: GL Code
6.1	Establish a chart of accounts for YECSI and produce monthly P&L and balance sheet reports for the Board	<ul style="list-style-type: none"> - YECSI's accounting systems provide useful information that enable business performance to be measured and monitored 					Coordinator SICCI Finance Treasurer	
6.2	Establishment of YECSI finance subcommittee to maintain YECSI finances	<ul style="list-style-type: none"> - YECSI finances are accurate - YECSI board is well informed on finances - YECSI maintains good reputation as a well governed organization 					Coordinator Treasurer	

#	Goal Area 7: Good Governance	Outcomes	Q1	Q2	Q3	Q4	Led by	EG: GL Code
7.1	Hold quarterly board meetings and carry out all governance activities in accordance with the constitution.	<ul style="list-style-type: none"> - Meetings are held on the last Wednesday of every quarter - AGM is held in March of 2020 - Guidelines in the constitution are followed to ensure effectiveness of board meetings 					Chair Vice Chair Coordinator	
7.2	Provide 2-3 short governance skills development opportunities for the Board	<ul style="list-style-type: none"> - Board members are upskilled to ensure ongoing improvement of governance - Utilize the SICCI directorship program as the preferred course - Governance skills development includes: <ul style="list-style-type: none"> - Understanding of governance & management - Financial monitoring skills - Strategic planning 					Coordinator Chair SICCI	

#	Goal Area 8: Youth At Work	Outcomes	Q1	Q2	Q3	Q4	Led by	EG: GL Code
8.1	Approach MWYCFA to identify YECSI role in management of Youth at Work	<ul style="list-style-type: none"> - Meet with MWYCFA Ps and Director to discuss Y@W progress - Identify role of YECSI going forward - Work with the Y@W transition committee to understand cost of Y@W - Submit proposal to Board with clear guidelines on the role and management fee for YECSI. 					Coordinator	