

Building Partnerships for Development

The role of companies and foundations in promoting development in Uganda

Date: 12 December 2008

Location: Hotel Metropole, Kololo-Kampala
Conference Agenda

Purpose of the Conference: This conference provides participants with opportunities 1) to learn about trends as well as best practices in corporate as well as foundation engagement in development (e.g. Corporate Social Responsibility, philanthropy and other channels); 2) to be introduced to the Global Compact (the United Nation's corporate social responsibility network) and benefits of membership; and 3) to identify opportunities for public-private partnerships with official donors active in Uganda (e.g. matching fund schemes; joint development projects, etc.).

- 1) Trends and best practices in corporate and foundation engagement in Uganda.**
Participants will engage in discussions of findings from research on the role of companies and foundations in development in Uganda. The research on Uganda is part of a larger project led by the World Bank (and supported by the Government of Norway and the W.F. Kellogg Foundation), analyzing the role of private donors in development. In addition to analyzing the scope and quality of that engagement, that study also seeks to examine ways in which it can be brought to enhanced impact and scale. (For further information see also Box 1, below agenda.)
- 2) The United Nations Global Compact.** The UN Global Compact is a strategic policy initiative for businesses and stakeholders from other sectors that are committed to aligning their operations and strategies with ten universally accepted principles in the areas of human rights, labor, environment and anti-corruption. Since its launch in 2000 by Secretary-General Kofi Annan, the initiative has attracted several thousand participants from the private sector as well as civil society. Participants will learn about the benefits of joining the Global Compact, and jointly explore ways in which companies and other stakeholders in Uganda can work together to promote the initiative. (For further information see also Box 2, below agenda.)

3) Opportunities for Public-Private Partnerships. In recent years, many bilateral and multilateral donor organizations have launched programs that are designed to engage the private sector in their work. Most prominently among those schemes are initiatives to promote public-private development partnerships and matching fund schemes. Participants will be able to learn more about existing partnership schemes operating in Uganda, and will be able to explore with representatives from donor organizations how to become involved. (For further information see also Box 3, below agenda.)

Participants: We expect roughly 80 Representatives from companies, foundations, the Uganda Government, official donors as well as civil society organizations in Uganda.

Agenda: This is a one day workshop. The draft agenda can be found below.

Conference supporters:

- MTN Uganda
- Health Initiatives in the Private Sector Project (funded by USAID)
- Global Public Policy Institute
- German Development Service (DED)
- United Nations Global Compact



- *Moses Banturaki, Sales Director, Motorcare (confirmed)*

Moderated by Jan Martin Witte, Associate Director, GPPi (confirmed)

1.00pm

Lunch

2:30pm

WORKING GROUP SESSION

Building Partnerships for Development

During this working group session, conference participants will learn how they can engage with official donors in partnerships in Uganda (e.g. through public-private partnerships, matching schemes etc.).

- **WORKING GROUP A**

Partnering for Health: Health Initiatives in the Private Sector

The USAID-funded Health Initiatives for the Private Sector Project works with the Ugandan business community to find cost-effective ways to improve access to health services for company employees, their dependents and surrounding communities. Specifically, the Project partners with companies to design and implement comprehensive workplace health programs in HIV/AIDS, TB, Reproductive Health/Family Planning and Malaria prevention and treatment services.'

Introductory speaker: *Dr. Dithan Kiragga, Deputy Chief of Party, Health in the Private Sector Project in Uganda (HIPS) (confirmed)*

- **WORKING GROUP B**

German Development Cooperation and Public-Private Partnerships in Uganda

Through its Public Private Partnerships Programme, German development cooperation assists companies in Uganda in creating lasting win-win situations between the private sector and society.

Introductory speakers: *Bodo Immink, Country Director, DED Uganda (confirmed) and Hermann Plumm, GTZ Uganda (confirmed)*

- **WORKING GROUP C**

Building business-to-business links: the DANIDA B2B Program

The B2B Programme supports the establishment of partnerships between Danish companies and companies in Uganda. The B2B Programme can assist companies in Uganda in finding a Danish partner, which can help them gain access to Danish technology and

know-how. The B2B Programme aims at developing the private sector in Uganda by supporting the establishment of long-term and mutually committing partnerships between Danish companies and companies in developing countries. By using business linkages as an instrument for economic growth, the B2B Programme seeks to improve living conditions for the people in the selected countries.

Introductory speaker: *Pamela Nyakeishiki Kabuchu, Programme Officer, Danida B2B Programme (confirmed)*

- **WORKING GROUP D**

The Africa Enterprise Challenge Fund

The Africa Enterprise Challenge Fund (AECF) is a US\$50-100m private sector fund, backed by some of the biggest names in development finance and hosted by the Alliance for a Green Revolution in Africa (AGRA). The aim is to encourage private sector companies to compete for investment support for their new and innovative business ideas. AECF supports innovative business ideas in agri-business and rural financial services. To qualify for funding a project should have a positive impact on the rural poor in Africa, delivering increased employment, reduced costs, and improved productivity. The fund was launched in June 2008 and operates, among other things, in Uganda.

Introductory speaker: *Hugh Scott, Chief Executive Officer, Africa Enterprise Challenge Fund (confirmed)*

04:00pm

WRAP - UP AND FAREWELL

Partnering for development: Where do we go from here?

Patrick Bitature, Chairman, Uganda Investment Authority (tbc)

Conference concludes at 4.30pm.

Box 1:

Private actors are playing an increasingly significant role in international development. Companies are expanding their corporate social responsibility activities, channeling additional resources into development projects or aligning their core business to help target solutions to social problems. Foundations like the Gatsby Trust, the Children's Investment Fund Foundation or the Rockefeller Foundation are increasingly involved as they continue to give and expand the range of activities in the developing world. Venture philanthropists are setting their sights on ventures that can solve development problems while also developing viable organizations or businesses.

The World Bank, in partnership with the Government of Norway and the W. F. Kellogg Foundation, launched a major study to examine recent trends of international private actors involvement in SSA and how they contribute to solving development problems. This study also seeks to examine ways that private actors approach achieving greater, and longer lasting development impact and opportunities to increase collaboration. The larger study is undertaking three country case studies: Ghana, Uganda, Liberia.

In August, the Uganda case study was launched. It seeks to analyze the role of international and Uganda based private actors in Uganda. The World Bank commissioned Jan Martin Witte (GPPi) to lead this study. The study seeks to accomplish three objectives: First, to attain a comprehensive overview of private donor flows to Uganda; second, to arrive at a better understanding of operating models and intervention designs that private donors utilize to achieve their objectives; and third to understand the dynamics between the private actors, official donors, and the government.

World Bank: The Role of Private Actors in Sub-Saharan Africa: Maximizing Impact, Building Sustainable Institutions. (White, Bastoe, Arceo, 2009)

Box 2

The UN Global Compact is a strategic policy initiative for businesses that are committed to aligning their operations and strategies with ten universally accepted principles in the areas of human rights, labour, environment and anti-corruption. By doing so, business, as a primary agent driving globalization, can help ensure that markets, commerce, technology and finance advance in ways that benefit economies and societies everywhere.

Never before have the objectives of the international community and the business world been so aligned. Common goals, such as building markets, combating corruption, safeguarding the environment and ensuring social inclusion, have resulted in unprecedented partnerships and openness among business, government, civil society, labour and the United Nations. Many businesses recognize the need to collaborate with international actors in the current global context where social, political and economic

challenges (and opportunities) – whether occurring at home or in other regions – affect companies as never before.

This ever-increasing understanding is reflected in the growth of the UN Global Compact, which today stands as the largest corporate citizenship and sustainability initiative in the world -- with over 5500 corporate participants and stakeholders from over 130 countries.

The UN Global Compact is a leadership platform, endorsed by Chief Executive Officers, and offering a unique strategic platform for participants to advance their commitments to sustainability and corporate citizenship. Structured as a public-private initiative, the UN Global Compact is policy framework for the development, implementation, and disclosure of sustainability principles and practices and offering participants a wide spectrum of specialized workstreams, management tools and resources, and topical programs and projects -- all designed to help advance sustainable business models and markets in order to contribute to the initiative's overarching mission of helping to build a more sustainable and inclusive global economy.

The UN Global Compact has two objectives:

- Mainstream the ten principles in business activities around the world
- Catalyze actions in support of broader UN goals, including the Millennium Development Goals (MDGs)

With these twin and complementary objectives in mind, the UN Global Compact has shaped an initiative that provides collaborative solutions to the most fundamental challenges facing both business and society. The UN Global Compact seeks to combine the best properties of the UN, such as moral authority and convening power, with the private sector's solution-finding strengths, and the expertise and capacities of a range of key stakeholders. The initiative is global and local; private and public; voluntary yet accountable. The UN Global Compact's has a unique constellation of participants and stakeholders -- bringing companies together with governments, civil society, labour, the United Nations, and other key interests.

Box 3:

'Engaging business in development' has turned into a popular slogan for many bilateral and multilateral donor agencies in recent years. A large and growing number of development agencies have launched new programs with the objective of leveraging the resources and expertise of business to tackle pressing global development challenges. In 2001 the United States Agency for International Development (USAID) launched its Global Development Alliance (GDA) program with the intent to "mobilize the ideas, efforts and resources of governments, businesses and civil society by forging public-private alliances to stimulate economic growth, develop businesses and workforces,

address health and environmental issues, and expand access to education and technology.” In a similar vein, the German Federal Ministry for Economic Cooperation and Development (BMZ) had earlier launched its PPP program in 1999, with the express purpose of building win-win partnerships between German development cooperation and the private sector. During the late 1990s, the UK Department for International Development (DFID) started to experiment with new so called ‘Challenge Funds’ designed “to support private sector partnerships that bring commercial benefits to the businesses that participate and help to reduce poverty in target developing countries.” Other donor agencies, including the Danish International Development Agency (Danida), the Dutch Ministry of Foreign Affairs, the Canadian International Development Agency (CIDA), and the World Bank, have launched similar initiatives in recent years. Within the United Nations system similar partnership programs are in place in almost 20 different organizations.

All these programs differ in many important respects. One difference is the degree to which programs are integrated into mainstream development operations by the respective donor agencies or whether they operate as stand-alone schemes, with separate budgets and parallel implementation structures. Programs also vary in the extent to which they allow for direct financial contributions to companies’ core business operations. Some intend to spur on the development of products or production techniques with a positive development impact (DFID’s Business Linkage Challenge Fund). Others only engage companies in non-core business related areas – e.g., by forging partnerships with companies on issues like creating HIV-AIDS awareness.

Yet, while programs differ across various dimensions, they all do share one key feature: they are based on a partnership model, i.e., they are based on the idea that public and private partners share costs and benefits as well as risks and opportunities. Ultimately, these initiatives intend to generate favorable results for all involved: a positive development impact for donors and beneficiaries, and a positive business case for the participating company.

For an in-depth review of all existing donor programs in this area see also Andrea Binder, Markus Palenberg and Jan Martin Witte (2007), *Engaging Business in Development. Results of an International Benchmarking Study* (Berlin: GPPi; download at www.gppi.net).