

**Dominica Youth Business Trust**  
**CYPCC/DYBT Entrepreneurs Consultation**  
**Report by John Roach – DYBT Coordinator**

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***PREAMBLE***

The Commonwealth Youth Programme – Caribbean Centre (CYPCC) in collaboration with the Dominica Youth Business Trust (DYBT) organized and funded a one-day consultation targeting entrepreneurs eighteen to thirty-five years old (18 – 35). The consultation was held on Tuesday 31<sup>st</sup> July, 2007 at the Garraway Hotel, Roseau, Dominica.

The activity started at 9:00 am with an opening ceremony which was chaired by Mr. Ronald Jno Bpatiste, Chairman of the Dominica Youth Business Trust. Addresses were delivered by Mr. Jules Pascal, Chief Youth Development Officer; and Mr. Henry Charles, Regional Director of the Commonwealth Youth Programme – Caribbean Centre. The opening ceremony went until 9:40 am. A ten-minute break followed, to allow setting up for the workshop.

The workshop facilitator, Dr. Paul Pounder, representing the Barbados Institute for Management and Productivity (BIMAP) was introduced to the participants by Mr. John Roach, DYBT Coordinator. Dr. Pounder interactively informed the participants of his experience in entrepreneurship development and set the pace for the workshop.

## ***WORKSHOP OBJECTIVES***

1. To provide the micro-entrepreneurs with useful information about growing their businesses.
2. To conduct a needs assessment on the training required for the further development of past DYBT trainees.
3. To benefit from youth input to develop a customized entrepreneurship and enterprise development programme which will empower young people to achieve sustainable livelihoods.
4. To receive concrete recommendations to improve the enterprise development services offered to young people in the Region.

## ***WORKSHOP TOPICS***

### Growing your Business

- Moving from Start Up to Scale Up
- Record-keeping
- Marketing
- New Financing
- Partnerships,
- Export and the Opportunities under CSME.

### Debate Forum – Doing business in Dominica

- Capacity Building
- Quality Production and Branding
- Sustainability of Youth Enterprises
- Financing Youth Enterprises
- Legal Ramifications of Starting up Small Enterprises
- Taxation and Tax Pressure of Youth Entrepreneurs
- Access to Markets
- Entrepreneurship Training and Business Support under DYBT
- The Climate for Fostering Youth Entrepreneurship

### ***EXPECTED OUTCOMES***

1. Participants would identify core issues that are necessary for business growth.
2. Participants would identify the key (personal) priorities to be addressed in growing their business.
3. Participants would indicate specific areas of support to enhance customized CYP / DYBT programme for young entrepreneurs.
4. Participants would identify key elements of a programme to move businesses from start up to scale up.
5. Participants would recommend key actions for networking and sharing business experiences.
6. Participants would identify issues for growing an entrepreneurship culture in Dominica.

### ***PRESENTATION***

During the period 10:00 am to 01:00 pm, Dr. Pounder facilitated the workshop via power point presentation and interacting with the participants. He used real life situations in Barbados which were applicable to entrepreneurship development and with which the participants could identify. Dr. Pounder also used sensible humor to maintain the attentiveness of the participants. During that period the discussion topics included;

- Creativity
- Start Up Dynamics
- Required Support for Entrepreneurs
- Adequate Record Keeping System
- Marketing Planning
- The Main Elements of Marketing
- Advertising and Promotion
- Advertising Media and Marketing Methods
- How to Market
- Approaching Your Financiers
- Conserving Capital, and
- Financial Packages

A one- hour lunch break was taken; following which the following discussion topics were dealt with for about an hour.

- Core Principles of Entrepreneurship Financing
- Decision Making
- Factors Affecting Financing
- Partnerships
- Exporting; and CSME as a Trading Bloc.

Dr. Pounder unfortunately, had to depart at 3:00 pm to catch his flight. Mrs. Louisiana Dubique, Secretary of the Dominica Youth Business Trust delivered the vote of thanks to Dr. Pounder.

The last half hour of the workshop was facilitated by Mr. John Roach, Coordinator of the Dominica Youth Business Trust. Mr. Roach engaged the participants in an open discussion on the issues affecting them as entrepreneurs, guided by the debate forum topics which had also formed part of the discussions with Dr. Pounder.

The last half hour saw a number of questions pertaining to the functions and effectiveness of DYBT being raised by the participants. Some of these questions were addressed by Mr. Roach, and some of the concerns which have not been adequately addressed by DYBT were noted.

The participants expressed their satisfaction with the presentation by Dr. Pounder and requested that DYBT arrange for a follow up session as he had to leave the workshop prematurely.

Mr. Roach thanked the participants for their high level of participation and assured them of DYBT's and CYP's commitment to entrepreneurship development in Dominica.

Mr. Jules Pascal, Chief Youth Development Officer delivered the closing remarks at the consultation.

## ***PARTICIPATION***

The consultation was attended by sixty-one (61) entrepreneurs from across the island. The entrepreneurs participated fully in the discussions. Participants were given the opportunity to talk about their enterprise operations and what they expected from the consultation. They expressed their opinions on the facility provided by the Dominica Youth Business Trust and the Commonwealth Youth Programme; and made recommendations as to how the facility can be more effective. Forty-six per cent (46%) of the participants were graduates of the Dominica Youth Business Trust while fifty-four per cent (54%) were other young entrepreneurs and prospective entrepreneurs associated to the DYBT graduates. A participants list is on appendix I.

## ***RECOMMENDATIONS***

The discussion topics of the consultation raised a number of issues relevant to entrepreneurship development in Dominica. The consultation also provided a forum for recommendations geared towards the development of the Dominica Youth Business Trust. The following recommendations are coming out of the consultation;

- i. A policy for micro and small enterprise
- ii. Lower interest rate for young entrepreneurs
- iii. More expedient processing of young entrepreneurs loans
- iv. A more effective support system (mentorship) for entrepreneurs
- v. More technical assistance in product analysis, marketing and record keeping
- vi. Tax rebate / concessions / exemptions; and
- vii. Opportunities for business development.

## ***CONCLUSION***

This first consultation for young entrepreneurs, since the establishment of the Dominica Youth Business Trust, was quite timely. DYBT has already trained one hundred and fifteen (115) young Dominicans in entrepreneurship development and has guaranteed loans of over a quarter million Eastern Caribbean dollars. The consultation provided a forum to evaluate the facility and to put the necessary mechanism in place for the further development of the entrepreneurship programme. The presentation by Dr. Paul Pounder can be accessed on the website: [www.dybt.dm](http://www.dybt.dm).

## APPENDIX I

### WORKSHOP PARTICIPANTS

#	ENTREPRENEUR	ADDRESS	TELEPHONE	BUSINESS SECTOR
1	GERTRUDE THOMAS	PENVILLE	245-6288	MINI MART/ RESTAURANT
2	RODRIGUEZ PANTHIER	PORTSMOUTH	225-0478	MUSIC SCHOOL
3	KEMAI ROHAN JOHN	FORTUNE	225-9367	SEWING
4	HANNAH BIQUE	CANEFIELD	245-2455	PERFUMES
5	EMANUEL GRIFFITH	14 FORTUNE	612-8950	EXCLEVE L.C.T
6	JUDE HARRIS	32 DIDIER LANE	276-0438	CAKES & PASTRIES
7	ZILLAH BARON	PORTSMOUTH	225-0478	EATS & DRINKS
8	CLEVIANA JNO. LEWIS	SOUFRIERE	277-2695	FISHING
9	BERNADETTE GRANEAU	ATKINSON	316-2001	MINIMART / CRAFT SHOP
10	SHERMA GREGOIRE	FOND ST.JEAN	245-4028	SOAP MAKING
11	EULENE GREEN	CARIB TERRITORY	277-5291	KALINAGO CRAFT
12	KAREN S. PETERS	PORTSMOUTH	275-1129 / 315- 1129	HEALINA HANDS
13	JULIANA DOMINIQUE	GRAND BAY	612-7147	SMALL BUSINESS
14	MARITZA LEWIS	POINTE MICHELLE	612-5796	SNAKE & BAR
15	TAMARA LEWIS-CELESTINE	POINTE MICHELLE	276-6140	CAFÉ
16	NANCY XAVIER ANDREW	GRAND BAY	277-9854	
17	ANNETTA NADIAN LEWIS	GRAND BAY	245-2071	2T
18	JO-ANN REGISTE	BELLEVUE CHOPIN	614-0567	POULTRY FRAM
19	NATHANIE SHILLINGFORD	DUBLANC	245-2294	HAIR DRESSING
20	JUDAH SHAW	POTTERSVILLE	448-6773	AGRO PROCESSING
21	HAZEL DICK	CALIBISHIE	245-1993	RESTAURANT & BAR
22	ROMELDA THOMAS	WESLEY	265-9036	SNACKETTE & BAR
23	JULIAN JAMES	TARREAU	315-3174	CRAFT SHOP
24	HYACINTH AUGUSTINE	VIELLE CASE	277-9483	CYBER CAFÉ
25	LENNIE LAWRENCE	CALIBISHIE	612-6937	AUTO BODY REPAIR
26	TYRON ALLEYNE	CITRONIER	315-5132	BOATING PARTS & BAR
27	CYNTHIA DOUGLAS	LOUBIERE	225-4548	
28	ANDEL CHALLENGER	BATACA	277-9314	VEGETABLE FARM
29	JANITA HECTOR	TRAFLAGAR	277-4504	FLORAL ARRANGEMENT
30	NEKELIA GREGOIRE	GRAND BAY	277-0344	
31	MELISSA DURAND	BATH ESTATE		BAR/SNACKETTE
32	MERINA ALEXANDER	COCKRANE	615-6198	
33	VANESSA WINSTON	RIVER ESTATE	315-7364	LEATHER CRAFT
34	CRISTY GRIFFITH	3 BOWERS LN, GD/WILL	265-8039/ 3153976	MEDIA ENTERTAINMENT
35	JEFFLINE BELLOT	GRAND BAY	277-4478	INTERNET CAFÉ
36	JEFFERSON LAWRENCE	187 BATH ESTATE	225-4478	TIRE REPAIR
37	UROY PHILLIP	GRANDFOND	277-4267	ECO SITE
38	CHRISTON AZILLE	PORTSMOUTH	225-3027	ENTERTAINMENT
39	DUNSTAN PETERS	109A VICTORIA STREET	275-1686	SOUND SYSTEM RENTAL
40	ARVIN PAUL	PAIX BOUCHE	317-0648	BLINDS MARKETING
41	DONNEL ROMAIN	PORTSMOUTH	277-3315	ENTERTAINMENT
42	ALEKSON ETTIENNE	PORTSMOUTH	277-3812	ENTERTAINMENT
43	JULIA LOVAL	FOND COLE	614-5314	HAIR SALOON
44	LENA PARILLON	COCKRANE	612-3455	HAIR SALON

#	ENTREPRENEUR	ADDRESS	TELEPHONE	BUSINESS SECTOR
45	MARVIN DANIEL	TRAFALGAR	276-6815	TOURISM
46	MIRANDA MOISE	PETITE SAVANNE	245-1530	BEAUTITION
47	KELVER DARROUX	ST.JOSEPH	613-0714	
48	KEVIN CHARLES	DUBLANC	225-0505	
49	KEDRON POPO	COPTHALL	615-1014	
50	NELFAR CARBON		277-5132	
51	GARY CLARKE	TRAFALGAR	265-1625	
52	JUDY BRUNEY	CARIBTERRITORY	612-3365	CAKE DECORATING
53	KAYMASHA LAWRENCE	SALISBURY	276-8678	BEACH BAR
54	CAESARINA PAUL	PORSTMOUTH	245-0986	
55	GRELL BENJAMIN	GRANDBAY	245-8566	BARBERING
56	MAIKE BONALAIR	CANEFIELD	316 9952	SCOOTER RENTAL
57	KERNIFF CHALLENGER	CASTLE BRUCE		
58	RADMELL HAMLET	MARIGOT	277-3518	AGRO-PROCESSING
59	CARLYN ROLLE	PORTSMOUTH	225-5707	
60	CRAIG DUPUIS	CANEFIELD	277-7460	SCOOTER RENTAL
61	RAMONA LAROCQUE	PORTSMOUTH	225-5958	LAUNDRY OPERATOR