

# Employment and Livelihood Project

## Output 1: Entrepreneurship training and business development

### Introduction

- The project sets out to build the entrepreneurship skills of 2.000 beneficiaries, using proven training packages and tools for entrepreneurship and business coaching, based on successful past intervention models.
- The project further provides intensive business development or expansion support to around 100 selected viable business ideas, including through an Impact Accelerator programme to boost the development of social entrepreneurship and start-ups. It also improves the access of selected trainees to finance by facilitating matching the entrepreneurs with potential investors and financial institutions, as well as leveraging innovative finance to scale up the project.

### Activities

#### 1. Training of Entrepreneurs Phase 1 (TOE-1)

The project has engaged RIWANI Globe that has many experiences working with the ILO on entrepreneurship training using ILO Entrepreneurship Modules. Recently, RIWANI was engaged to modify the entrepreneurship training modules into online delivery modules. RIWANI with the ILO then engaged eight training providers to deliver Training of Entrepreneurs to the targeted participants, which are 1200 people with categories of women, transgender, rural residents, people living with HIV, People with Disabilities, and Refugees. Using training modules that have been developed, RIWANI then capacitated all recruited trainers under eight training providers. RIWANI conducted Training of Trainers to all Training Providers.

The eight training providers are:

- Trio Pabeta Indonesia
- Makassarpreneur
- Nelson Consulting
- Topanrita
- LKP UKMK
- Lemlit UKAW
- KIPRA Papua
- Signifikan Bina Insani

All Training Providers are conducting three days online Training of Entrepreneurship (TOE) Phase-1 in Easter of Indonesia. The output TOE-1 is simple business plan from participants.

Below are the Planning for each training providers on delivering TOE Phase-1

	Name of providers	Total number of trainees	Women	Trans gender	Rural residents	Youth	HIV	PWD	Refugees
1	<a href="#">Trio Pabeta - Sulsel</a>		75	25	50	75	25		
2	<a href="#">Makassaarprenneur - Sulsel</a>	100	75		20	40			
3	<a href="#">Nelson Consulting - Sulsel</a>	100	40	5	60	50		5	
4	<a href="#">Topanrita - Sulsel</a>	50	26		25	42			
5	UKMK - NTT	200	110		50	40			
6	UKAW - NTT	200	125		10	79			
7	KIPRA - Papua	300	148	3		135	11	3	
8	Signifikan Bina Insani – Refugees	140	34						140
	<b>TOTAL:</b>	<b>1340</b>	<b>633</b>	<b>33</b>	<b>215</b>	<b>461</b>	<b>36</b>	<b>8</b>	<b>140</b>

## 2. Coaching Phase-1

- After three days TOE, participants will also receive Coaching Phase 1.
- Three times coaching will be provided within 1-2 month upon completion of the training to sharpen the business idea of the participants.

## 3. Training of Entrepreneurship Phase 2 (TOE-2)

- 120 participants will be selected by the trainers based on the following criteria the feasibility of their business proposal, which includes (1) business idea; (2) cost and other resources to start the business; (3) market for products/ services, and (4) time it takes to start the business.
- TOE 2 is three-days online training aims to further develop the business with the trainers, which include topic like costing, sales & marketing, management of business, book-keeping, and logistics.

TOE-2 will be conducted by two partners:

- Dewi Purnama : will handle 110 participants
- LP3A Papua : will be handled 30 participants

## 4. Coaching Phase-2

- Coaching Phase-2: 3 times coaching will be provided within 1-2 months (online or blended) to develop and start the business. Success criteria are the following (one or two criteria, based on the business development stage): (1) business started; (2) Increase of sales; (3) expanded market; (4) better management of Business (with book-keeping, staffing, etc.); (5) expanded business Network; (6) Increment of capital (can be from loan or from own savings); and (7) number of workers.
- The overall success measurement is increase income within 3 months from the completion of the training

## Partners

Output-1 Partner Organizations are RIWANI Globe, Trio Pabeta, Makassarpreneur, Nelson Consulting, Topanrita, LKM UKMK, Universitas Kristen Artha Wacana, KIPRA Papua, LP3A Papua, and Signifikan Bina Insani.

### 1. RIWANI Globe Semarang

RIWANI Globe is a Business Development Consulting Agency which was established in 2002. Experienced, highly competent and passionate personnel who always put the “heart” first in increasing entrepreneurial capacity support RIWANI Globe. Being honest and responsible for growing with entrepreneurs is the key to RIWANI Globe's success in establishing partnerships. RIWANI Globe is experienced in conducting training and mentoring in various regions in Java, Kalimantan, Sumatra, Sulawesi, Nusa Tenggara and Papua (almost all regions in Indonesia) as well as abroad such as in Timor Leste.

RIWANI Globe functions as a master trainer who is responsible for strengthening the capacity of trainers who are members of several partner institutions (training providers), providing training modules including coaching guides for both trainers and prospective entrepreneurs, as well as ensuring the quality of entrepreneurship training runs optimally.

Partner : Riwani Globe  
Location : Nation wide  
Role : Entrepreneurship Training Module Developer, Quality control, Trainers' enrichment, Monitoring and Evaluation

### 2. Trio Pabeta Makassar

Trio Pabeta Indonesia is a business development service provider in the field of business management and entrepreneurship development. Trio Pabeta Indonesia provides business consulting and management services, developing human resource capacity through training and development, conducting multidisciplinary research, facilitating market access, financing, and being a facilitator for the creation, growth and expansion of new entrepreneurs and MSMEs in general. Trio Pabeta is responsible to train for 250 beneficiaries.

Partner : Trio Pabeta Indonesia  
Location : South Sulawesi, North Sulawesi  
Beneficiaries : 250 people  
Categories of beneficiaries : women, Transgender, Rural residents, Youths, People living with HIV

### 3. Makassarpreneur Makassar

This Organization starts form a youth community in Makassar that has Potential of entrepreneurship named with Makassarpreneur and develop from ILO Training (international Labour Organization) in 2009 through ILO - EAST (Education and Skill Training for Youth) Project at Makassar and still exist till now. Makassarpreneur is responsible to train 100 beneficiaries.

Partner : Makassarpreneur  
Location : South Sulawesi  
Beneficiaries : 100 people  
Categories of beneficiaries : Women, Transgender, Rural residents, Youth, People living with HIV, Trade Union

#### 4. Nelson Consulting Makassar

The initial establishment of this institution was to assist MSME debtors who experienced bad credit because of the economic crisis that hit Indonesia in 1999 in order to avoid attempts to execute guarantees by creditors. Furthermore, the Institution's activities developed into other activities such as business consulting, business assistance, entrepreneurship training and MSME development. Nelson Consulting is responsible to train 100 beneficiaries.

Partner : Nelson Consulting  
Location : South Sulawesi  
Beneficiaries : 100 people  
Categories of beneficiaries : Women, Transgender, Rural residents, Youth, PWD

#### 5. LKP Topanrita Majene

LKP TOPANRITA is an institution that is concerned in increasing the capacity of human resources through education and training. We have conducted several trainings in the last five years in collaboration with local governments. The activities that we carried out include entrepreneurship training for beginners, entrepreneurship training for groups affected covid-19 and various other trainings. This institution also collaborates with local governments through the ministry of national education and cooperative and small medium enterprises of Majene Regency and other agencies. LKP Topanrita is responsible to train 50 beneficiaries.

Partner : LKP Topanrita  
Location : West Sulawesi  
Beneficiaries : 50 people  
Categories of beneficiaries : Women, Rural residents, Youth

#### 6. LPK UKMK Kupang

Lembaga Konsultasi Pemberdayaan Usaha Kecil Menengah dan Koperasi (LKP UKMK) is a non-profit organization established in 2000. Since UU No. 9 Tahun 1995 about small medium enterprises was launched, in the implementation of the regulation, support and effort from stakeholders to develop small medium enterprises was considered low in East Nusa Tenggara. Therefore, LKP UKMK was established to provide support to small medium enterprises in East Nusa Tenggara, whose visions are: 1) to create new entrepreneurs, 2) To improve management capacity of small medium enterprises and cooperative, 3) To enhance the capacity of the entrepreneurs through technical assistance and consultancy. LKP UKMK is responsible to train 200 beneficiaries.

Partner : LKP UKMK  
Location : East Nusa Tenggara  
Beneficiaries : 200 people  
Categories of beneficiaries : Women, Rural residents, Youth, Transgender, PWD, People living with HIV, Refugees

## 7. UKAW (Universitas Kristen Artha Wacana) Kupang

The Research Institute of the Artha Wacana Christian University Kupang, is an institution that has the main task of developing research, scientific publications in the fields of exact sciences and social humanities and services to the community in East Nusa Tenggara and outside the NTT region. Responsible for providing training, practice, courses, mentoring which is an integral part of this institution, as a form of concern and service to the community. Responsible for providing training, practice, courses, mentoring which is an integral part of this institution, as a form of concern and service to the community. UKAW is responsible to train 200 beneficiaries.

Partner : UKAW Kupang  
Location : East Nusa Tenggara  
Beneficiaries : 200 people  
Categories of beneficiaries : Women, Rural residents, Youth.

## 8. KIPRa Papua

The Independent Consultation Foundation for People's Empowerment or KIPRA Papua aims to realize the achieving of Papuan peoples who are empowered and able to actively participate in encouraging the realization of a just, prosperous and peaceful regional autonomy order. KIPRA Papua is responsible to train 300 beneficiaries in Papua Island both West Papua and Papua.

Partner : KIPRa Papua  
Location : Papua and West Papua  
Beneficiaries : 300 people  
Categories of beneficiaries : Women, Rural residents, Youth, Transgender, PWD, People living with HIV.

## 9. Signifikan Bina Insani Malang

Signifikan Bina Insan so called Significant Training Provider is a company providing training and consultancy on Entrepreneurship, Business Development & Growth Management; Human Capital Development, Financial Literacy, and Community Development. We have long experiences to provide services to various international organizations, multinational companies, and national organizations in several places in Indonesia since 2007, and in Timor Leste & Myanmar since 2011. The last visit to Timor Leste in 2017 and Myanmar in 2019 to conduct training & coaching. Significant Training Providers is responsible to train 140 refugees' beneficiaries.

Partner : Signifikan Bina Insani  
Location : Nation wide  
Beneficiaries : 140 people  
Categories of beneficiaries : Women, Refugees

## 10. Dewi Purnama (External Collaboration), Semarang

Dewi Purnama is familiar in facilitating entrepreneurship training in Indonesia. The project further provides intensive business development or expansion support to around 120 selected viable business ideas, including through an Impact Accelerator programme to boost the development of social entrepreneurship and start-ups. The role of Dewi Purnama are:

- To develop Training Module for TOE 2
- Conduct 3 days online training
- Coaching phase 2 for 110 selected beneficiaries after Coaching Phase 1
- Reports on training and coaching
- Documentation and stories

Partner : Dewi Purnama  
 Location : Nation wide  
 Beneficiaries : 110 people  
 Training Category : TOE Phase 2

## 11. LP3A Papua

LP3A-P as an institution that has commitment and concern for issues of violence against women and children has the following vision: "The realization of the Papuan people justice and gender equality." LP3A Papua is responsible to train 30 beneficiaries on Training of Entrepreneurship (TOE) Phase 2.

Partner : LP3A Papua  
 Location : Papua and West Papua  
 Beneficiaries : 30 people  
 Training Category : TOE Phase 2

## Current Result

Here are the current result of the training activities that Training Provider run so far, as of 31 July 2021 the result are as follows:

### Training Result as of 31 July 2021

No	Name of providers	Total number of trainees	Women	Trans gender	Rural residents	Youth	HIV	PWD	Refugees
1	Trio Pabeta - Sulsel	184	127	25	29	73	17		
2	Makassarpreneur - Sulsel	74	50	1	19	34	8		
3	Nelson Consulting - Sulsel	86	42	1	36	49		1	
4	Topanrita - Sulsel	51	30		25	42			
5	UKMK - NTT	154	115	2	54	35	1	7	2
6	UKAW - NTT	123	93		22	70			
7	KIPRA - Papua	180	156		30	106		1	
8	Signifikan Bina Insani - Refugees	74	23			22			74
9	LP3A Papua (TOE-2)								
10	Dewi (TOE-2)								
<b>TOTAL:</b>		<b>926</b>	<b>636</b>	<b>29</b>	<b>215</b>	<b>431</b>	<b>26</b>	<b>9</b>	<b>76</b>
		<b>69%</b>							