

EXCERPT FROM...

# The Forum Proceedings

**Gsef**

**DAKAR 2023**

GLOBAL SOCIAL  
AND SOLIDARITY  
ECONOMY FORUM

1 - 6 May 2023

## theme 5

Financing collective and sustainable economies for the territories



Full version of the Forum proceedings: [dakar2023.gsef-net.org/actes](https://dakar2023.gsef-net.org/actes)



# 5



## Financing collective and sustainable economies for the territories

The issue of SSE financing is proving to be an ongoing concern for the sector and an area of action in its own right, particularly through contributions from social and solidarity financing, which involves both social stakeholders and local authorities. Relevant and appropriate financing mechanisms are essential for the success and development of participants in the SSE, in particular young people and women, their transition out of informality and their integration into sustainable economies. This requires an appropriate framework, in which the roles and responsibilities of the various parties involved are clearly defined, along with global efforts to shape and strengthen a diversified financial ecosystem that addresses the regional challenges of SSE integration.



1 thematic plenary session



15 workshops and self-organised sessions



72 speakers



### Summary of discussions

Theme 5 of the Forum was examined in a plenary session, six workshops and eight self-organised sessions. It should be noted, however, that the theme of financing the SSE appeared to cut across all other themes and proved to be an ongoing concern, either implicit or explicit, for all the areas covered by the Forum and which involves both social stakeholders and local authorities.

SSE financing is both a recurring concern of the SSE and an area of action in its own right, particularly through the contributions of social and solidarity financing (SSF).

The DakarGSEF2023 Forum provided an opportunity to address the issue of SSE financing from a variety of angles, but also to look at it in greater depth. The various sessions and discussions held during the Forum highlighted the following points:

- The SSE offers people, especially young people and women, a genuine option for creating and sharing wealth, and financing that is tailored to the needs and demands of entrepreneurs is a crucial condition for the success of SSE participants, their transition out of informality and their integration into sustainable economies.
- Whether from the public or private sector, there is overwhelming demand for solidarity-based financial services to meet the needs expressed by people and communities committed to creating economic and social value.
- Relevant responses to this demand are contingent on arrangements that need to be adapted in terms of access to financial resources, duration, cost, ownership status, protection and guarantees ensuring their sustainability. However, there are very few resources with this profile available to finance SSE, both on the financial market and from bilateral or multilateral donors.

- Public authorities must create an institutional and regulatory environment that encourages social and solidarity-based entrepreneurship, along with a technical and financial support system for social enterprises.
- Local authorities are also being asked to help develop financing instruments to support local initiatives led by SSE participants.
- In addition to an appropriate framework, financing the SSE requires a shift towards a model in which creating financial value is viewed over the medium and long term, and in which the results generated by financial institutions can be primarily reinvested in the SSE.

Through its members, GSEF is a witness to and participant in global efforts to shape and strengthen a diversified financial ecosystem that addresses the regional challenges of SSE integration.

The recent United Nations declaration on the SSE reminds us that strengthening its financing profile is one of the priorities for action for the entire SSE sector, particularly for women and young people, as the GSEF2023 has emphatically set out.

Ms Denise Fatoumata Ndour, President of INAISE – International Association of Investors in the Social Economy, Sen'Finances Foundation, Senegal



## Recommendations of Scientific Committee

- 01** Set up a social finance system to support SSE projects, taking into account the different scales required, from nano credit to large-scale credit, with a focus on patient capital.
- 02** Improve the legal and financial environment for projects to achieve real development in our communities.
- 03** Encourage and supervise the creation of incubators and financing funds within local authorities.
- 04** Create a single financing and support platform for the Social and Solidarity Economy.
- 05** Improve and introduce new financing instruments tailored to vulnerable groups and young people.
- 06** Develop alternative methods of financing adapted to the needs of the target groups and to local circumstances, and adjust the regulatory frameworks for these innovative methods of financing.
- 07** Circumvent the guarantee issue by introducing circular economy mechanisms based on the barter model.
- 08** Encourage financial institutions to set up support funds geared towards the start-up and consolidation of SSE enterprises.
- 09** Implement tax incentive policies for SSE investors.
- 10** Create the conditions for lowering interest rates for Decentralised Financial Systems (DFSs), through subsidies, improving access and lowering the cost of resources.
- 11** Oversee the digitalisation of financial services.
- 12** Finance infrastructure and public programmes, based on a new taxation model, by and for the various institutional levels, to provide support for young people, women and all citizen initiatives through sustainable public policies.
- 12** Finance spaces for training, information and networking, to pool resources and strengthen the power of dialogue and negotiation.



## thematic plenary session • theme 5



FINANCING COLLECTIVE AND SUSTAINABLE ECONOMIES  
FOR THE TERRITORIES



**REPLAY**



Denise Fatoumata Ndour

**Chaired by:** Ms Victorine A. Ndeye, Minister for Microfinance and SSE, Senegal

**Moderated by:**

- Ms Denise Fatoumata Ndour, President of INAISE – International Association of Investors in the Social Economy, Sen'Finances Foundation, Senegal
- Mr Dominique Lesaffre, GSEF, FEBEA, INAISE, France

**Speakers:**

- Mr Mohamed Attanda, Executive Director of the African Microfinance Institutions Network, Togo
- Mr Mathieu Soglonou, Executive Director, CIF-AO – Confederation of West African Financial Institutions, Burkina Faso
- Mr Milder Villegas, Managing Director, FILACTION; President, CAP Finance Quebec, Canada
- Mr Papa Amadou Sarr, Executive Director, Mobilisation, Partnerships and Communication, AFD – French Development Agency, France
- Mr Rachid Sam, Head of Mali and Senegal Operations, Islamic Development Bank, Senegal

**Main recommendations**

- Ensure continuity of government services and promote the maintenance and expansion of infrastructure, but also identify the right drivers for development.
- Strengthen the ability to mobilise local financing for activities rooted in local areas.



## WORKSHOP 5AT1 REPORT

### Legal framework and structuring of the social and solidarity finance sector

**Moderation :** Bernard NDOUR, *Senior Finance and Administration Adviser, MCE Conseils (Canada)*

**Speakers :**

- Emmanuelle ROUSSET, *Vice-President, Department of Ille-et-Vilaine (France)*
- Flore LATOURNERIE, *International Projects Manager, FAIR – Financer Accompagner Impacter Rassembler (France)*
- Séraphin GASORE, *INSP!R Zamuka – International Network for Social Protection Rights (Rwanda)*
- Khady SAMBA, *Director of Social and Solidarity Economy Promotion, Ministry of Microfinance and SSE (Senegal)*
- Aminata LO MBACKÉ, *Head of the Microfinance and Financial Inclusion Department/Central Bank of West African States (Senegal)*

## WORKSHOP 5AT2 REPORT

### Supporting the financing of SSE organisations and enterprises

**Moderation :** Ahmed BENBOUZID, *Managing Director, MicroEntreprendre (Canada)*

**Speakers :**

- Martin-Pierre NOMBRÉ, *Caisse d'économie solidaire Desjardins (Canada)*
- Carole COUTURIER, *PMENTL – Support and Financing for Entrepreneurs in Montreal (Canada)*
- Cécile VERGIER, *Economic Development Commissioner – Social Innovation, City of Montreal (Canada)*
- Heykel BOUAZZA, *SSE and Social Innovation Mission Officer, Nouvelle-Aquitaine Regional Council (France)*
- Nicole Olga MANSIS, *Managing Director, National Microfinance Fund (Senegal)*

## WORKSHOP 5AT3 REPORT

### Social finance, social banking and social investment

**Moderation :** Aminata DIOP SAMB, *Executive Director of FODEM - Dakar Municipal Development and Solidarity Fund*

**Speakers :**

- Elías MICHELENA, *Financial Analyst, RISQ – Quebec Social Investment Network (Canada)*
- Joannie BOURNIVAL, *RISQ (Canada)*
- Marc-André LEDOUX, *Director of Finsocial (Senegal)*
- Mawuko Anani Afangnibo EKHUHOHO, *NGO ANAVIE – Nos Années de Vie Association (Togo)*
- Gabriele GUGLIETTI, *Head of Institutional and Foreign Relations, Banca Etica (Italy)*

## WORKSHOP 5AT4 REPORT

### Financial and social inclusion in the territories

**Moderation :** Marie Seynabou NDIAYE, *Technical Adviser to the Ministry of Local Government (Senegal)*

**Speakers :**

- Amadou SARR, *Director of Microfinance and Financial Inclusion, Ministry of Microfinance and SSE (Senegal)*
- Diéry SENE, *Executive Director, FANSOTO – Social Microfinance (Senegal)*
- Nathalie VILLEMUR, *Project Manager, Chantier de l'Économie Sociale (Canada)*
- Mireille PELCHAT, *RISQ – Quebec Social Investment Network (Canada)*
- Jaël ELYSÉE, *Afro-entrepreneur Fund (Canada)*
- Lidia Carolina RUÍZ SERRANO, *Managing Director, Fasco Network (Guatemala)*
- Álvaro PORRO GONZÁLEZ, *Commissioner for Social Economy, Local Development and Food Policy, Barcelona City Council (Spain)*

## WORKSHOP 5AT5 REPORT

### Financing tools for agriculture and the ecological and social transition

**Moderation :** Souleymane SARR, *Deputy Managing Director, ACEP – Credit and Savings Alliance for Production (Senegal)*

**Speakers :**

- André BAUDOIN, *FISQ – Quebec Solidarity Investment Fund (Canada)*
- Joan PENCHE, *SIDI – International Solidarity for Development and Investment (France)*
- Abdou-Rasmané OUEDRAOGO, *Managing Director, UBTEC/NAAM – Credit and Savings Baoré Tradition Union (Burkina Faso)*
- Dominique OWEKISA, *Project Director, DID – Desjardins International Development (Senegal)*

## WORKSHOP 5AT6 REPORT

### Financial digitalisation and promotion of the SSE

**Moderation :** Bernard NDOUR, *Senior Finance and Administration Adviser, MCE Conseils (Canada)*

**Speakers :**

- Malick SEYE, *West Africa Regional Director for DID – Desjardins International Development (Senegal)*
- Déboye NIANG, *CEO, Cabinet Carrée (Senegal)*
- Mamadou COULIBALY, *Deputy Managing Director, KAFO JIGINEW (Mali)*



# self-organised sessions



## SESSION 5SA0 [REPORT](#)

### Inclusive and social entrepreneurship at the heart of local issues

Session organised by the General Delegation for Rapid Entrepreneurship for Women and Young People (DER/FJ), attached to the Presidency of the Republic of Senegal

**Moderation :** Codé LO, *Deputy Director of Studies, Strategic Planning and Monitoring & Evaluation, DER/FJ – General Delegation for Rapid Entrepreneurship for Women and Young People (Senegal)*

#### Speakers :

- Khady SAMBA, *Director of the SSE Promotion, Ministry of Microfinance and SSE (Senegal)*
- Abdoulaye CISSE, *Capacity Development Manager, ENDA ECOPOP – Co-production Spaces and Popular Offers for the Environment and Development in Africa (Senegal)*
- Bagoré BATHILY, *Director, Shepherd's Dairy (Senegal)*
- Marina GNING, *CEO, API Africa (Senegal)*
- Mamba SQUARE, *Co-founder of Makesense Africa, Co-organiser of the Youth & SSE Pre-Forum (Senegal)*

## SESSION 5SA2 [REPORT](#)

### What access to financing do SSE entrepreneurs have? How can this be improved?

Session organised by PPI – People Power Inclusion, SOS Group

**Moderation :** Audrey NEGUI, *PPI – People Power Inclusion, SOS Group (France)*

#### Speakers :

- Fatou DIOP, *Managing Director, Calinou'nou (Senegal)*
- Mamadou Lamine GUEYE, *Director, CAURIE-MF – Autonomous Cooperative for Strengthening Economic Initiatives through Microfinance (Senegal)*
- Mihoub MEZOUAGHI, *Executive Director of Studies, Research and Knowledge, AFD – French Development Agency (Morocco)*
- Bara NDAW, *Director of Operations for West and Central Africa, PPI – People Power Inclusion, SOS Group (Senegal)*

## SESSION 5SA3 [REPORT](#)

### Local strategies for financing and supervision of young people and women in the city of Dakar: the example of FODEM (Municipal Development and Solidarity Fund)

Session organised by FODEM – Municipal Development and Solidarity Fund, Dakar

**Moderation :** Lucie DEMERS, *Strategy and Development Director, FILACTION (Canada)*

#### Speakers :

- Aminata DIOP SAMB, *Executive Director of FODEM (Senegal)*
- Ms GUEYE, *Ministry of Finance and Budget (Senegal)*
- Adja Hélène AW, *Programme Officer, CECI – Centre for International Studies and Cooperation (Senegal)*
- Moulaye SECK, *Director, SYMAD – Synergy of Street Vendors for Development (Senegal)*
- Pape KONARÉ DIAITÉ, *Director of Education and Integration in Dakar (Senegal)*

## SESSION 5SA4 [REPORT](#)

### Migration and microfinance: personal growth as an alternative to migration

Session organised by the NGO LVIA – Lay Volunteers International Association

**Moderation :** Roberto RIDOLFI, *President of LINK2007 (Italy)*

#### Speakers :

- Italo RIZZI, *LVIA (Italy)*
- Jean CONSTANTINESCO, *Programme Director, UNDP (Switzerland)*
- Marina SENAMI MONKOUN, *Technical Manager for Youth Empowerment Projects, UNDP Sub-Regional Hub for West and Central Africa (Senegal)*
- Oumou MODIBO KEITA, *President, JVE – Young Volunteers for the Environment (Mali)*
- Djibril NIANG (Senegal), Olivia TUINA (Burkina Faso), Ayouba Abdou SANI (Niger), *JVE*
- Alexandro, *LVIA (Italy)*
- Gabriele GUGLIETTI, *Head of Institutional and Foreign Relations, Banca Etica (Italy)*

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## SESSION 5SA5 **REPORT**

### **Solidarity finance for the development of the social economy: the experience of INAISE**

**Moderation :** Bernard NDOUR, *Senior Finance and Administration Adviser, MCE Conseils (Canada)*

**Speakers :**

- Ghislaine MAMPOUYA MACKIZA, *Director, CAPPED – Participation Fund for Business Promotion and Development (Republic of Congo)*
- Adnan FARAMAND, *President, ACAD Finance (Palestine)*
- Milder VILLEGAS, *Managing Director, FILACTION; President, CAP Finance Quebec (Canada)*
- Denise Fatoumata NDOUR, *President of INAISE (Senegal)*

## SESSION 5SA7 **REPORT**

### **Religious and economic philanthropy**

Session organised by Senegal's Minister for Microfinance and Social and Solidarity Economy

**Moderation :** Cheikh GUEYE, *CUIS – Unitary Framework of Islam in Senegal*

**Speakers :**

- Serigne Abdoul Hamid SY AL AMIN, *Coordinator, CEZAT – Zawiya Tijaniyya Cell (Senegal)*
- Seydina Aliou BOLY, *Administrative Secretary, Thierno Ahmadou Barro Foundation (Senegal)*
- M. THIAM, *Administrative Secretary, Fonds Médina Baye (Senegal)*
- M. SYLLA, *General Secretary, Touba Ca Kanam (Senegal)*

## Sessions of the **Women's Day for SSE**

### SESSION PFF5SA1 **REPORT**

#### **A reform of the microcredit environment for renewed financial inclusion for women in the informal economy and rural areas of Senegal**

Session organised by RECAFSEN – Senegal Self-Financed Communities Network of the ViSCA17 association

**Speaker :** Cherif Samsedine SARR, *President of the ViSCA17 association (Senegal)*

### SESSION PFF5SA2 **REPORT**

#### **Training workshop: From Entrepreneur to Business Leader**

Session organised by Sen'Finances / Filaction

**Moderation :** Lucie DEMERS, *Strategy and Development Director, FILACTION (Canada)*

### SESSION PFF5SA3 **REPORT**

#### **How to organise a support programme for women's cooperatives and associations.**

#### **Presentation of the territorial coaching approach applied to strengthening the skills of civil society organisations**

**Moderation :**

- Fatiha DANI, *Head of Cooperation Department, Eastern Regional Council (Morocco)*
- Gilles CRESSAN, *Country Representative, NGO Echos Communication (France)*

**Speakers :**

- Baba NDIAYE, *Former president of the Kaolack Departmental Council and Territorial Coaching Ambassador for Africa (Senegal)*
- Ndeye Maty Cisse, *Vice-President of the Kaolack Departmental Council (Senegal)*
- Khadija DOUAYRI, *President of the Economic, Social, Cultural and Environmental Development Committee, Eastern Regional Council (Morocco)*
- Hamida El KOUICHE, *CECT/Oujda – Centre of Excellence for Territorial Coaching (Morocco)*
- Brahim BENDOUDA, *CECT/Oujda – Centre of Excellence for Territorial Coaching (Morocco)*





## Social finance, social banking and social investment

**Moderated by:** Aminata Diop Samb, *Executive Director of FODOM – Dakar Municipal Development and Solidarity Fund (Senegal)*

### Speakers:

- Elías Michelena, *Financial Analyst, RISQ – Quebec Social Investment Network (Canada)*
- Joannie Bournival, *RISQ (Canada)*
- Marc-André Ledoux, *Director of Finsocial (Senegal)*
- Mawuko Anani Afangnibo Ekuhoho, *NGO ANAVIE – Nos Années de Vie Association (Togo)*
- Gabriele Guglietti, *Head of Institutional and Foreign Relations, Banca Etica (Italy)*

### Rapporteur's summary

- Strengthening the links between the ecosystems supporting the social economy and those supporting entrepreneurship and innovation, to encourage the development and promotion of innovative collective enterprises in the general economy
- Incompatibility of capitalist finance and the SSE
- Regulation of social finance because banks do not finance social enterprises
- Islamic finance, remuneration system
- Results of the various projects presented by organisations that have set up financing tools to help meet the emerging needs of the ecosystem
- Ways in which banks can help SSE players to obtain alternative banking services and promote Social Economy innovations
- Financing tools, legal instruments and banking mechanisms

### Main recommendations

- Demonstrate the practical and operational mechanism behind social financing and how it interacts with other sources of financing
- Encourage the development of national and local policies to help achieve the Sustainable Development Goals
- Advocate for the introduction of an institutional framework: encourage monetary authorities to introduce a regulatory framework and a technical and financial support system for social enterprises
- Operate through local and regional authorities
- Find resilience strategies for stakeholders
- Distribute a real-world database on social enterprise financing structures among target populations
- Develop solutions for crowdfunding social enterprises

### Key points raised by speakers

#### Elías Michelena and Joannie Bournival

- Financing SSE innovation and spin-offs in Quebec
- Social innovation in the SSE
- Creation of the Technical Assistance Fund, with no repayment of capital or interest prior to project completion for a maximum of three years
- Support on the ground before financing projects
- SISMIC, a youth incubator specialising in the SSE sector
- FICES (Social Economy Innovation and Growth Fund), repayable loan based on a proportion of income
- Regional funds to create leverage

#### Marc-André Ledoux

- FIN SOCIAL is a financing solution for social enterprises that cannot depend on capitalist finance
- Social financing is still the solution
- Social enterprise: giving priority to social purpose, participatory democracy, social transformation
- Islamic finance (Mousharaka, Salam, Qard) is participatory finance
- Pooling resources
- No guarantee, investor's management rights until repayment
- Financing is based solely on the quality of the project



# theme 5

- Moudharaba: trust agreement/Wakala: investment mandate agreement
- Setting up a basket of business plans for social meso-businesses, loans for financing
- Creation of a people's SSE training school (EPES-SA)
- Setting up a crowdfunding kiosk for short-term financing

## Mawuko Anani A. Ekuhoho

- Setting up of the ECOSSOL FOLLOW mechanism in Togo, a community of stakeholders sharing SSE values and working in partnership
- Experience of the ANAVIE NGO
- ECOSSOL FOLLOW as an alternative financing solution through 0% social savings, 1% social term deposits and social credit (preferential rate)
- Several types:
  - Follow Angels: Social savers or angel investors
  - Follow Equity: Solidarity savers or impact investors
  - Follow Project: Entrepreneur or impact project owner
  - Follow Mentor: Resource person, mentor
- ECOSSOL FOLLOW: educating before financing and supporting afterwards
- Savings at banks

## Gabriele Guglietti

- Banca Etica, ethical social banking, local banking, savings education and responsible financing in Italy
- Social impact
- Banca Etica, sponsor of Atletico Diritti, a former prisoners' football team
- Guarantee fund for social enterprises



Dominique Lesaffre  
Mohamed Attanda  
Milder Villegas  
Rachid Sam





## Financial and social inclusion in the territories

**Moderated by:** Marie Seynabou Ndiaye, *Technical Adviser to the Ministry of Local Government (Senegal)*

### Speakers:

- Amadou Sarr, *Director of Microfinance and Financial Inclusion, Ministry of Microfinance and SSE (Senegal)*
- Diéry Sene, *Executive Director, FANSOTO – Social Microfinance (Senegal)*
- Nathalie Villemur, *Project Manager, Chantier de l'Économie Sociale (Canada)*
- Mireille Pelchat, *RISQ – Quebec Social Investment Network (Canada)*
- Jaël Elysée, *Afro-entrepreneur Fund (Canada)*
- Lidia Carolina Ruíz Serrano, *Managing Director, Fasco Network (Guatemala)*
- Álvaro Porro González, *Commissioner for Social Economy, Local Development and Food Policy, Barcelona City Council (Spain)*

### Rapporteur's summary

- Lack of understanding by the local community of the role of microfinance institutions/lack of credit culture/lack of awareness raising
- FANSOTO's potential customers do exist in Senegal, and it is recognised as an SSE company
- Financing of the health sector by SSE companies
- The central role of financial education
- Long-term viability of financing granted to SSE beneficiaries
- Individual or collective responsibility of beneficiaries
- Lack of resources to finance all requests from SSE enterprises
- The problem of financing training for stakeholders

### Main recommendations

- Provide financial education aimed at individuals and households
- Build partnerships to replicate experiences in Senegal
- Each country must have a financial education strategy
- Protect consumers by appointing an ombudsman for each country

### Key points raised by speakers

#### Amadou Sarr

- Definition of financial inclusion
- Context of financial inclusion in Senegal in particular and in the WAEMU are in general
- Setting up and using appropriate services
- The four areas defined in Senegal by the Ministry of SSE
- The state of banking services in Senegal
- Involvement of local authorities
- The state requires all public-sector stakeholders to refer to the development of SSE-related public policies

#### Diéry Sene

- Sharing the experience of the social microfinance institution FANSOTO based in Casamance
- FANSOTO's targets: women and young people
- FANSOTO's aim: To make it easier to access to credit
- Financial and non-financial services
- Free training for beneficiaries
- Social performance management

#### Nathalie Villemur and Mireille Pelchat

- RISQ is a microfinance institution that supports community organisations
- Based on real observations (rising rents, etc.)
- Greater Montreal real estate initiative
- Search for national partners
- Organisation of the socio-economic summit
- Social investment fund (not free but more accessible)
- Helping people with mental illness to obtain housing

# theme 5

## Jaël Elysée

- Sharing experiences as a social entrepreneur in Canada
- Low rate of black entrepreneurship
- High unemployment rate among black communities
- Exclusion from the traditional banking system
- Creation of an entrepreneur start-up fund for black communities
- Financing in the form of a flexible loan tailored to the beneficiary
- Assessment of repayments on a case-by-case basis
- All types of business can be financed by this institution
- Technical support for black entrepreneurs
- Operations in Senegal, Burkina Faso, Côte d'Ivoire and Canada

## Lidia Carolina Ruíz Serrano

- Fasco Network, an initiative launched in Guatemala
- Financing for non-profit groups
- Needs of foreign partners
- Strengthening and developing technical and non-technical skills
- Creation of a bank, to have a credit portfolio
- Collaboration among SSE participants for collective work
- Economy of scale project
- Key figures: \$72 million, 32,000 customers, 28% of whom are women, 82% in rural areas, 486 jobs and 180 indirect jobs

## Álvaro Porro González

- Sharing experiences of socio-economic and SSE innovation in Barcelona
- Support for companies and non-profit groups
- Appropriate instruments such as the Municipal Fund for Access to SSE Financing
- An economic, social and solidarity investment fund that serves as a guarantee for beneficiaries
- The cooperative pays through its funds
- Makes it easier for cooperatives to obtain credit





## What access to financing do SSE entrepreneurs have? How can this be improved?

Session organised by PPI – People Power Inclusion, SOS Group

**Moderated by:** Audrey Negui, PPI – People Power Inclusion, SOS Group (France)

**Speakers:**

- Fatou Diop, *Managing Director, Calinou'nou (Senegal)*
- Mamadou Lamine Gueye, *Director, CAURIE-MF – Autonomous Cooperative for Strengthening Economic Initiatives through Microfinance (Senegal)*
- Mihoub Mezouaghi, *Executive Director of Studies, Research and Knowledge, AFD – French Development Agency (Morocco)*
- Bara Ndaw, *Director of Operations for West and Central Africa, PPI – People Power Inclusion, SOS Group (Senegal)*

### Rapporteur's summary

- Entrepreneurs with a social impact should have priority access to financing, whether from the private financial sector or other financiers
- To accelerate the development of the SSE, the regulatory framework must be improved by introducing alternative financing and projects with a high economic and social impact
- The SSE must also target projects that will have a socio-economic impact in terms of job creation and added value for vulnerable groups
- Gender inequalities in access to financing

### Main recommendations

- Recognise the specific nature of the informal sector to ensure greater financial inclusion
- Put in place a regulatory and institutional framework tailored to the SSE
- Provide technical and financial support and training for project owners
- Create a single financing and support platform for the SSE
- Improve and introduce new financing instruments tailored to vulnerable groups and young people
- Identify potential sources of innovative financing and/or set up a pilot scheme with financial stakeholders to test financial scoring tools designed for SSE participants

### Key points raised by speakers

#### Fatou Diop

- Overview of a home help company
- Problems of access to financing for women
- A social project developed at a time when the home help sector needed to be modernised to take account of the needs of working women

#### Mihoub Mezouaghi

- Support and financing structures
- Shared experiences: the case of the French Development Agency (AFD), the supervision of small and medium-sized enterprises and the example of DER
- Different financing and training mechanisms for small and medium-sized enterprises and cooperatives
- Supporting the expansion of financing to the entire economic fabric

#### Mamadou Lamine Gueye

- The example of the Caurie microfinance cooperative
- Overview of the philosophy and vision of this institution, which initially decided to work exclusively with vulnerable groups, in particular women in rural areas
- Creation by Caurie of "bancs villageois" (village benches) with 30 women members and structures with 15 women members to ensure that small villages are represented

#### Bara Ndaw

- Respect for the common good
- Universal destination for natural resources
- Human solidarity to safeguard respect for the common good

# theme 5





## Migration and microfinance: personal growth as an alternative to migration

Session organised by the NGO LVIA – Lay Volunteers International Association (Italy)

**Moderated by:** Roberto Ridolfi, *President of LINK2007 (Italy)*

**Speakers:**

- Italo Rizzi, *LVIA (Italy)*
- Jean Constantinesco, *Programme Director, UNDP (Switzerland)*
- Marina Senami Monkoun, *Technical Manager for Youth Empowerment Projects, UNDP Sub-Regional Hub for West and Central Africa (Senegal)*
- Oumou Modibo Keita, *President, JVE – Young Volunteers for the Environment (Mali)*
- Djibril Niang (*Senegal*), Olivia Tuina (*Burkina Faso*), Ayouba Abdou Sani (*Niger*), *JVE – Young Volunteers for the Environment*
- Alexandro, *LVIA (Italy)*
- Gabriele Guglietti, *Head of Institutional and Foreign Relations, Banca Etica (Italy)*

### Rapporteur's summary

- Round table discussion with international and local stakeholders on the support and professional integration of young people
- Focus on migration and microfinance, with contributions from partners in the “Personal growth as an alternative to migration” project, and also involving other strategic partners in West Africa
- Sharing of best practices and critical aspects or obstacles encountered
- The challenge of training and equipping young people

### Main recommendations

- Create youth networks, diaspora networks and microfinance agency networks
- Make financing methods accessible
- Make young people the focus of our actions
- Use agroecology as an opportunity to create decent green jobs
- Integrate youth migration into public policy planning

### Key points raised by speakers

#### Italo Rizzi

- Link 2007 project set up with the support of the Ministry of Foreign Affairs
- Capacity building in employment, training and the creation of income-generating activities for personal fulfilment
- Creating better prospects in life
- Partnership agreement with LVIA
- Decisions to support young people
- Appropriate training on the risks of undocumented migration
- Capacity building for young people and their families
- Strengthening the ability to generate a decent income
- Strengthening dialogue and consultation at regional level using innovative communication methods

- Strengthening opportunities for integration and business creation, with the involvement of young people and returning migrants
- Working on training, incubation and personal development
- Mapping the factors affecting training and job integration opportunities

#### Jean Constantinesco

- UNDP supports young people
- Migration as a symptom
- Migration as a phenomenon of choice, not of necessity
- Accessible quality education and decent jobs as UNDP challenges
- Traditional trades, such as those in Benin, given a new lease of life
- Supporting local SSE champions

# theme 5

## **Marina Senami Monkoun**

- UNDP targets climate security
- Empowering young people and entrepreneurship
- Reducing radicalism
- Developing a climate change network
- Operational socio-economic change
- Support for farmers and livestock breeders in Niger, Burkina Faso and Mali
- Looking out for young people in rural areas

## **Oumou Modibo Keita**

- Reducing inequality and injustice
- Developing skills for solidarity
- Organising campaigns to mobilise people and raise awareness
- Finding solutions to help young people settle
- Supporting young people in finding green jobs

## **Djibril Niang**

- Organising social action
- Training in entrepreneurship and project management
- Setting up agroecology sites and creating vegetable gardens
- Creating income-generating activities
- Training 100 young people in social media communication

## **Olivia Tuina**

- Setting up a consultation framework on migration at Niger's Ministry of the Interior
- Climate-induced migration
- Identify the need to integrate migration into climate policies and planning
- Ethical and Hub to promote entrepreneurship

## **Ayouba Abdou Sani**

- Promotion of environmental education
- Education and training to combat climate change
- Setting up initiatives in Mali such as CAP SUR CAP and Tabaski Ecolo 2021
- Recycling waste to create green jobs
- Equipping young people to deal with climate change issues

## **Alexandro**

- Ethical banking
- Financing for people excluded from the banking system
- Lending money at low interest rates

## **Gabriele Gluglietti**

- Italy as a country of migration
- Working in several countries, bringing together several stakeholders
- Strengthening communication work
- Creating youth networks
- Creating viable opportunities
- Bringing together a number of stakeholders to work with vulnerable groups, particularly women in rural areas





## Legal framework and structuring of the social and solidarity finance sector

**Moderated by:** Bernard Ndour, *Senior Finance and Administration Adviser, MCE Conseils (Canada)*

**Speakers:**

- Emmanuelle Rousset, *Vice-President, Department of Ille-et-Vilaine (France)*
- Flore Latournerie, *International Projects Manager, FAIR – Financer Accompagner Impacter Rassembler (France)*
- Séraphin Gasore, *INSPIR Zamuka – International Network for Social Protection Rights (Rwanda)*
- Khady Samba, *Director of Social and Solidarity Economy Promotion, Ministry of Microfinance and SSE (Senegal)*
- Aminata Lo Mbacké, *Head of the Microfinance and Financial Inclusion Department/Central Bank of West African States (Senegal)*

### Rapporteur's summary

- Social economy enterprises clearly contribute in numerous ways to the social and economic development of communities and territories and are therefore natural partners for municipal authorities when it comes to offering products and services in line with their prerogatives and creating sustainable jobs
- Social economy enterprises tend to have multiple sources of income (public, mutual and private) and low levels of capitalisation, all of which are constraints on their financing
- Discussion on the relationship between SSE participants and development banks
- The best strategy for businesses is to build an ecosystem of financial institutions and products that complement each other
- Co-construction between stakeholders and ADE
- The need to give social enterprises the opportunity to win public procurement contracts

### Main recommendations

- Finance trade projects in rural areas and re-establish the land sector
- Realign public policies: "Alone we go fast, together we go far."
- Set up social banks and lobby to reduce red tape
- Implement support strategies for SSEs
- Harmonise concepts
- Set up training sessions on financial education

### Key points raised by speakers

#### Emmanuelle Rousset

- Ille-et-Vilaine, a local authority committed to the SSE and a structured network of SSE participants
- Financing cooperation
- Setting up a committee
- Fragile territorial situation (rural areas, neighbourhoods, urban policy)
- Links with the Ecosystem/SSE Cluster
- A €15,000 grant to finance young people and women
- Support tailored to local needs
- Social support for vulnerable people

#### Flore Latournerie

- Capital supply and demand: Financer, Accompagner, Impacter, Rassembler (FAIR – Financing, Supporting, Impacting, Bringing Together)
- Involvement of banks and government regulators in setting up this ecosystem
- Solidarity finance, pooling people's money
- Helping community groups raise their profile
- Raising money without knowing who will benefit from it
- Approval to formalise investors and applicants for financing
- Innovative funds for stakeholders to invest in



# theme 5

## Séraphin Gasore

- Setting up a fund for socio-economic progress and reconciliation
- Founding of the Rwanda Cooperative Agency
- Support for women's and young people's cooperative initiatives in rural areas
- 40,000 SSE initiatives supported
- Undeniable socio-economic progress in households
- Increased ability to pay for community health insurance (mutual health insurance)
- Decent work and social protection
- Advocacy for cutting red tape
- Sound management of cooperatives and non-profit groups
- Monitoring funds invested
- Social lever for household development

## Khady Samba

- The example of the SSE experience in Senegal:
  - Eligibility criteria that do not reflect the situation of the parties involved
  - Participants focusing on their social impact (impact of their activities on society)
  - Legal recognition of SSE participants
  - Incentives offered by the SSE Law, mismatch between supply and demand
  - Social protection for access to healthcare

## Aminata Lo Mbacké

- Regional financing strategy
- Provide people with access to traditional financial services
- Promoting a legal framework for microfinancing
- Innovations for the financial sector: financial education and the SME/SMI scheme

WORKSHOP 5AT2

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## Supporting the financing of SSE organisations and enterprises

**Moderated by:** Ahmed Benbouzid, *Managing Director, MicroEntreprendre (Canada)*

### Speakers:

- Martin-Pierre Nombé, *Caisse d'Économie Solidaire Desjardins (Canada)*
- Carole Couturier, *PMEMTL – Support and Financing for Entrepreneurs in Montreal (Canada)*
- Cécile Vergier, *Economic Development Commissioner – Social Innovation, City of Montreal (Canada)*
- Heykel Bouazza, *SSE and Social Innovation Mission Officer, Nouvelle-Aquitaine Regional Council (France)*
- Nicole Olga Mansis, *Managing Director, National Microfinance Fund (Senegal)*

### Rapporteur's summary

- SSE participants are stepping up their imagination and creativity to create or improve financing tools for SSE organisations and enterprises
- The workshop presented models that are being developed and have proven to be effective, with the aim of sharing best practices in this area
- The floor was given to practitioners from several continents to present practical SSE financing models

### Main recommendation

Encourage a scaling up of best practices, to support the transition towards collective and sustainable economies for territories

### Key points raised by speakers

- The challenges of involving communities and stakeholders in developing and improving financial tools and contributing to the transition towards collective and sustainable economies for territories
- The methods, strategies and constraints involved in financing SSE organisations and enterprises
- How to create outsourced financing structures within local authorities to support SSE participants
- Alternative and innovative financing mechanisms



## Financing tools for agriculture and the ecological and social transition

**Moderated by:** Souleymane Sarr, *Deputy Managing Director, ACEP – Credit and Savings Alliance for Production (Senegal)*

### Speakers:

- André Baudouin, *FISQ – Quebec Solidarity Investment Fund (Canada)*
- Joan Penche, *SIDI – International Solidarity for Development and Investment (France)*
- Abdou-Rasmané Ouedraogo, *Managing Director, UBTEC/NAAM – Credit and Savings Baoré Tradition Union (Burkina Faso)*
- Dominique Owekisa, *Project Director, DID – Desjardins International Development (Senegal)*

### Rapporteur's summary

- Profitability of the fair trade model
- Links between agroecology projects and local authorities
- A workshop on organic farming and organic control
- Social and agroecological development to support the social ecological transition
- Support and financing strategies for local stakeholders
- Triptych: fair trade, ecological transition, environmental protection
- Presentation and ideas for a financing model
- Difficulties in accessing financing
- Non-medical determinants of health
- Agroecology and territorial insecurity
- Relationship between financing and agroecology

### Main recommendations

- Set up multi-year purchasing contracts between buyers and producers
- Develop inclusive business models
- Finance/find financing for farmer organisations certified as fair trade and often organic, as a suitable lever for action to support the ecological and social transition
- Promote fair trade
- Use traditional practices to protect the environment
- Harmonise and consolidate the various actions

### Key points raised by speakers

#### André Baudouin

- Financing impeded
- Lending: guarantees, profitability, confidence
- Moving towards green energy and agroecology
- An attraction based on trust, gained by being up-close-and-personal
- Specific renewable energy programme
- Aims: to make it easier to access renewable green energy sources
- Quebec Solidarity Investment Fund, a socially responsible financial tool, supported and financed by 16 Quebec international cooperation organisations (ICOs)
- A \$500,000 fund, a 5-year programme
- Calls for projects for each stream

#### Joan Penche

- SIDI, a solidarity investor working to improve living conditions for vulnerable populations
- €54 million invested

- Farmer organisations, social SMEs, in Senegal, in partnership with Pamecas
- Fair Trade: guaranteeing to consumers that producers form participatory organisations and are fairly paid
- Fair Trade label
- Link with the concepts of FAIRTRADE, MAX HAVE-LAAR and FAIR

#### Abdou-Rasmané Ouedraogo

- Financing for the ecological transition
- Solutions to climate change
- Identification of agricultural and non-agricultural practices that have an impact on the environment
- Customer capacity building
- Acceptance of the agronomist profile when recruiting loan officers
- Benefits of adopting agroecology (fewer diseased crops)

# theme 5

## Dominique Owekisa

- Priority for action targeting young people and women
- Systemic approach at several levels: family businesses, financial institutions, non-profit groups, cooperatives and value chains
- Mapping innovations in relation to institutions and our partners
- Adopting agroecology

WORKSHOP 5AT6

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## Financial digitalisation and promotion of the SSE

**Moderated by:** Bernard Ndour, *Senior Finance and Administration Adviser, MCE Conseils (Canada)*

### Speakers:

- Malick Seye, *West Africa Regional Director for DID – Desjardins International Development (Senegal)*
- Déboye Niang, *CEO, Cabinet Carrée (Senegal)*
- Mamadou Coulibaly, *Deputy Managing Director, KAFO JIGINEW (Mali)*

### Rapporteur's summary

- The need to adapt to constraints: connection problems, difficulty in accessing services and digitalisation, and literacy
- Statement of the need for co-construction with all participants in the system, who need to be situated in their own context and environment
- Question of security raised to avoid cases of fraud
- Solidarity guarantee
- Relationship with traditional banks and the digitalisation of savings

### Main recommendations

- Provide secure tools to win people's trust
- Reflect on current issues
- Identify the needs of participants and refer to them when developing projects
- Provide digital training and education to encourage the use of digital tools
- Win over technical partners
- Create nano-collections
- Give participants the ability to carry out bank transactions and withdrawals
- Pool participants

### Key points raised by speakers

#### Malick Seye

- Desjardins International Development
- Technical assistance, advice, investment
- Financial inclusion for independent living
- Raising money by finding people
- New types of demanding, mobile and price-sensitive customers

#### Déboye Niang

- Micro'trans project, market study to understand the work of taxi drivers
- Insuring taxi drivers
- Stakeholders are the best experts on our systems
- Taxi revenue tracking system
- Co-constructing solutions with taxi drivers
- Setting up a health insurance plan for taxi drivers

#### Mamadou Coulibaly

- Work in rural areas and innovative services
- Kafo Jiginew: "Granaries Union", 458,000 members
- Mission: to provide local financial services to as many Malians as possible
- Several types of finance available to family farmers
- Innovative service: the Danaya Cash card with FI-NAO
- Building partnerships with SAMA Money and Wave
- Initiative under way to issue electronic currencies
- Creation of a database for the digitalisation process



## Inclusive and social entrepreneurship at the heart of local issues

Session organised by the General Delegation for Rapid Entrepreneurship for Women and Young People (DER/FJ), attached to the Presidency of the Republic of Senegal

**Moderated by:** Codé Lo, *Deputy Director of Studies, Strategic Planning and Monitoring & Evaluation, DER/FJ – General Delegation for Rapid Entrepreneurship for Women and Young People (Senegal)*

**Speakers:**

- Khady Samba, *Director of the SSE Promotion, Ministry of Microfinance and SSE (Senegal)*
- Abdoulaye Cissé, *Capacity Development Manager, ENDA ECOPOP – Co-production Spaces and Popular Offers for the Environment and Development in Africa (Senegal)*
- Bagoré Bathily, *Director, Shepherd's Dairy (Senegal)*
- Marina Gning, *CEO, API Africa (Senegal)*
- Mamba Souaré, *Co-founder of Makesense Africa, Co-organiser of the Youth & SSE Pre-Forum (Senegal)*

### Rapporteur's summary

- The speakers shared their experiences of public policy and regulation, and put forward proposals on what measures should be taken at regional and international level for future innovation
- The emergence of the SSE today calls for sustained and exceptional efforts from all sectors, both public and private, to ensure that stakeholders work together in a cooperative way
- Problem of access to financing for participants in the SSE and the lack of involvement from young people in SSE entrepreneurship

### Main recommendations

- Strengthening synergies between SSE participants
- Structuring financing and support
- Implementing the 3Fs in the SSE sector: training (formation), formalisation and financing
- Introducing an SSE policy that meets international standards

### Key points raised by speakers

#### Khady Samba

- The importance of SSE entrepreneurship in fostering sustainable, inclusive growth in a local area
- The need to understand the sector
- The need to reach out to people, gauge their understanding of the social and solidarity economy and hear their expectations of the state
- Lack of people to talk to
- Problem of the frame of reference for participants in the SSE
- Problem of providing a framework for SSE capabilities

#### Abdoulaye Cissé

- Problem of regulating the sector
- Formalisation (training, support, etc.)
- General Delegation for Rapid Entrepreneurship for Women and Young People (DER/FJ) as an SSE stakeholder
- The four types of financial products (nanocredits, microcredits, support for OTPMs and value chain structuring) for financial and non-financial support for inclusive and social entrepreneurship

#### Bagoré Bathily

- Analysis of the shortage of dairies in Senegal

#### Marina Gning

- The issue of cutting waste
- Example of reusable hygiene products

# theme 5

SESSION 5SA3

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## Local strategies for financing and supervision of young people and women in the city of Dakar: the example of FODEM (Municipal Development and Solidarity Fund)

Session organised by FODEM – Municipal Development and Solidarity Fund, Dakar (Senegal)

**Moderated by:** Lucie Demers, *Strategy and Development Director, FILACTION (Canada)*

**Speakers:**

- Aminata Diop Samb, *Executive Director of FODEM – Dakar Municipal Development and Solidarity Fund (Senegal)*
- Ms Gueye, *Ministry of Finance and Budget (Senegal)*
- Adja Héléne Aw, *Programme Officer, CECI – Centre for International Studies and Cooperation (Senegal)*
- Moulaye Seck, *Director, SYMAD – Synergy of Street Vendors for Development (Senegal)*
- Pape Konaré Diaité, *Director of Education and Integration in Dakar (Senegal)*

### Rapporteur's summary

- Discussion workshop on access to financing for SSE participants and formalising the activities of those in the informal sector
- Obstacles to access to financing were raised (lack of training and professionalisation of SSE participants)
- Training in business techniques
- Islamic finance

### Main recommendations

- Set up a financing system parallel to those provided by the state
- Develop and build partnerships between the state, local authorities and stakeholders
- Support local authorities through the implementation of a fund by the Ministry of SSE
- Introduce support for young people and women
- Provide training on financing and social issues
- Set up solidarity mechanisms
- Involve informal sector operators in the implementation of laws and policies
- Find an integrated financing model
- Interest rate cap

### Key points raised by speakers

#### Aminata Diop Samb

- The SSE, women's DNA
- Putting people first
- Financing SSE participants through mutual savings and loan associations
- Training for SSE participants provided by the City of Dakar
- Support for local authorities through the implementation of a fund set up by the Ministry of SSE

#### Mme Gueye

- Similarities between microfinance and the social and solidarity economy
- Banking desert in certain areas
- Focus on financing
- Training promoters

#### Adja Héléne Aw

- Strengthening women's economic power
- Resilience to climate change
- Problems accessing resources

#### Moulaye Seck

- Transforming the informal economy into a formal one
- Training for street vendors

#### Pape Konaré Diaité

- 300 former prisoners organised into an EIG
- Fund for financing education
- Financing education for young people and women



## Solidarity finance for the development of the social economy: the experience of INAISE

Session organised by **INAISE – International Association of Investors in the Social Economy**

**Moderated by:** Bernard Ndour, *Senior Finance and Administration Adviser, MCE Conseils (Canada)*

**Speakers:**

- Ghislaine Mampouya Mackiza, *Director, CAPPED – Participation Fund for Business Promotion and Development (Republic of Congo)*
- Adnan Faramand, *President, ACAD Finance (Palestine)*
- Milder Villegas, *Managing Director, FILACTION; President, CAP Finance Quebec (Canada)*
- Denise Fatoumata Ndour, *President of INAISE (Senegal)*

### Rapporteur's summary

- Presentation of examples of partnerships between INAISE members
- Harmonisation of INAISE operations, which is an alternative for SSE participants
- Financing arrangements for social projects
- Discussion on access to financing
- INAISE to develop social enterprises

### Main recommendations

- Pool our ideas
- Share our experiences
- Formulate the SSE on different scales
- Help companies to produce more
- Find an alternative to short-term financing

### Key points raised by speakers

#### Ghislaine Mampouya Mackizase

- Overview of CAPPED (Participation Fund for Business Promotion and Development)
- Supporting young people coming through the school system
- Setting up a structure to help young people take responsibility for their own future
- Solidarity-based approach
- Creation of funds for people excluded from loans for lack of collateral
- EU funds allocated to women
- Mamans banane: women who buy supplies together and distribute them according to the amount each has contributed
- Mamans chine: women who have been granted €50,000 in loans and are now exporters who are hiring
- Money pooled and microcredit financing
- Platform for sharing experiences

#### Adnan Faramand

- Experience of Palestine
- Communication with international communities
- Involving investors around the world
- Microfinance to help women and young people
- Helping vulnerable people with their projects
- Setting up guarantee systems and increasing the amount of financing
- Credit guarantees to avoid difficulties
- Focusing on social development

#### Milder Villegas

- The Social Economy and social finance
- The Social Economy, a stakeholder in INAISE
- Support for cooperatives in Peru and Bolivia to increase their coffee production
- Social and charitable initiatives
- Injecting a large amount of microcredit into the farming sector
- FILACTION's experience in supporting INAISE

# theme 5

## Denise Fatoumata Ndour

- Overview of the Sen'Finances Foundation: an organisation dedicated to financing and supporting microfinance institutions and VSE/SMEs
- Strategy based on a strong presence on the ground, particularly in rural areas, for improved analysis of applications for financing
- Examples presented:
  - Conditions for gold panners have changed as a result of financing from Sen'Finances
  - Financing for women's access to energy

SESSION 5SA7

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## Religious and economic philanthropy

Session organised by Senegal's Minister for Microfinance and Social and Solidarity Economy

Moderated by: Cheikh Gueye, *CUIS – Unitary Framework of Islam in Senegal*

### Speakers:

- Serigne Abdoul Hamid Sy, *Coordinator, CEZAT – Zawiya Tijaniyya Cell (Senegal)*
- Seydina Aliou Boly, *Administrative Secretary, Thierno Ahmadou Barro Foundation (Senegal)*
- Mr Thiam, *Administrative Secretary, Fonds Médina Baye (Senegal)*
- Mr Sylla, *General Secretary, Touba Ca Kanam (Senegal)*

### Rapporteur's summary

- Overview of the correlation between philanthropy, Islam and the SSE
- According to the religious principles of Islam, philanthropy is the love of humanity. Philanthropic action reflects an intrinsic value system that characterises human kindness towards others. This is expressed through the four experiences presented during this workshop. These organisations all carry out almost the same social and solidarity activities to varying degrees
- Religious philanthropy also has an economic function that takes the form of productive investments and donations, the income from which is redistributed to the cause supported by the donor
- Overview of organisations based on these religious principles

### Key points raised by speakers

- A look at the principles of Islam and a demonstration of the correlation between philanthropy, Islam and the SSE
- In the Muslim world, philanthropy is rooted in social and solidarity-based practices such as "Zakat" (2.5% of savings that citizens have managed to accumulate over the past year must be donated to charity), "waqf" (pious foundation) and "sadaqa" (voluntary almsgiving)
- Overview of five religious organisations with SSE practices
  - Rendoo Cheikhou Oumar Foutiyou Tall;
  - Touba Ca Kanam;
  - Thierno Ahmadou Barro Foundation;
  - Zawiya Tijaniyya Cell (CEZAT);
  - Medina Baye Fund.
- Overview of the main activities of these organisations
  - Community entrepreneurship with fields/daaras
  - Setting up mutual health insurance schemes
  - Incubators for young learners
  - Setting up charities
  - Cooperation with government organisations through international cooperation
  - Promoting activities to empower women
  - Incubation of young talibés
  - Providing social services
  - Participating in local development programmes
  - Help for the poorest



## A reform of the microcredit environment for renewed financial inclusion for women in the informal economy and rural areas of Senegal

Session organised by RECAFSEN – Senegal Self-Financed Communities Network of the ViSCA17 association

Moderated by: Cherif Samsedine Sarr, *President of the ViSCA17 association (Senegal)*

### Rapporteur's summary

- Women need to be trained and supported before they think about financing or self-financing
- The need to encourage female entrepreneurship in rural areas, which are an important part of the economy
- Controversial microcredit? A response to social exclusion or microdebt

### Main recommendations

- Train women in financial education
- Implement a candid programme to promote female entrepreneurship
- Training must involve young people
- Migrate to decentralised financial systems
- Introduce women to digital tools to keep up with the competition
- Take the time needed to train women in the local language

### Key points raised by speakers

- Overview of RECAFSEN and sharing of experience
- Limits to financial inclusion offered by microfinance institutions
- Improving access to financing for micro-enterprises and small projects
- Women's entrepreneurship in the informal sector and in rural areas
- The importance of financial education in the process of financial inclusion and economic empowerment of women
- Financing services tailored to women's specific needs
- Reform of the microcredit environment to help reduce poverty among women
- Implementation of a financial inclusion strategy to benefit rural women



# theme 5

Women's Day for SSE

SESSION PFF5SA2

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## Training workshop: From Entrepreneur to Business Leader

Session organised by Sen'Finances/Filaction

Moderated by: Lucie Demers, *Strategy and Development Director, FILACTION (Canada)*

### Rapporteur's summary

- Although there are organisations supporting women's entrepreneurship in West Africa, there is a lack of tools designed specifically for women entrepreneurs; women need management tools to develop and grow their businesses
- Although international investment is flowing into West Africa, there is a lack of tools for learning and managing the growth of businesses owned and managed by women
- This session aims to improve women entrepreneurs' knowledge and understanding so they can benefit from appropriate support before, during and after they apply for financing, when starting up or growing their businesses

### Main recommendations

- Raise awareness of women's entrepreneurial culture
- Identify your specific needs as woman entrepreneurs
- Demystify the issue of growth financing for women entrepreneurs
- Foster partnerships between women entrepreneurs and the financial community
- Encourage networking between women entrepreneurs
- Improve accountability of women entrepreneurs to their partners

### Key points raised by speakers

- Capitalise on Filaction's expertise in supporting and financing women entrepreneurs in Quebec by transferring the tools developed over the past 20 years
- Discussion on developing the skills needed by women entrepreneurs, project planning, financing and growing their businesses
- The importance of support networks and accountability in maintaining excellent relations with various financial and other partners
- Introduction to tools for developing business plans and simple financial and budget forecasting tools
- The quality of clear and transparent financial information and the importance of this in maintaining a good working relationship with your partners
- The tools developed by Filaction, which are easy to use and encourage women entrepreneurs to take charge of managing their own businesses
- Tools to make their businesses more self-sufficient and sustainable
- Women's ability and confidence to grow their small businesses into medium-sized enterprises: what are the steps and requirements needed to move from one level to the next?





### How to organise a support programme for women's cooperatives and associations.

### Presentation of the territorial coaching approach applied to strengthening the skills of civil society organisations.

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**Moderated by:**

- Fatiha Dani, *Head of Cooperation Department, Eastern Regional Council (Morocco)*
- Gilles Cressan, *Country Representative, NGO Echos Communication (France)*

**Speakers:**

- Baba Ndiaye, *Former president of the Kaolack Departmental Council and Territorial Coaching Ambassador for Africa (Senegal)*
- Ndeye Maty Cissé, *Vice-President of the Kaolack Departmental Council (Senegal)*
- Khadija Douayri, *President of the Economic, Social, Cultural and Environmental Development Committee, Eastern Regional Council (Morocco)*
- Hamida El Kouche, *CECT/Oujda – Centre of Excellence for Territorial Coaching (Morocco)*
- Brahim Bendouda, *CECT/Oujda – Centre of Excellence for Territorial Coaching (Morocco)*

**Rapporteur's summary**

- Territorial coaching, an important mechanism for linking the top and the bottom, and a lever for the SSE
- First opportunity since the launch of the Promotion of Gender Equality (PGE) project to interact face-to-face with all the project partners
- Question and answer session: participants asked various questions about territorial coaching, including how it started, who is behind it institutionally and whether political issues are covered
- Workshop on a methodology for coaching and training women's cooperatives and associations
- Programmes implemented in Morocco, Senegal and Burkina Faso as part of the Promotion of Gender Equality and Women's Economic Empowerment (PEG) project

**Main recommendations**

Encourage and develop support for Civil Society Organisations (CSOs) to increase the number of members in women's cooperatives and associations and strengthen their role in the sustainable development of their local areas

**Key points raised by speakers****Ndeye Maty Cissé**

- The innovations and contributions of Territorial Coaching (TC) in promoting and developing the Social and Solidarity Economy (SSE)
- TC in the salt industry in Kaolack following the signing of a multi-partner agreement with Echos Communication, UCLG Africa, ADO and CRO
- Creating a sociogram and carrying out a SWOT analysis
- Outcome of this experiment in the salt industry: increased production and higher sales
- Provision of healthy working conditions that comply with regulations
- TC as a means of encouraging territorial and inclusive development

# theme 5

## **Khadija Douayri**

- The origins of Territorial Coaching and its benefits for women's cooperatives and associations on the African continent
- The informal sector is unregulated, overexploited and can be dangerous
- Help for women in the Eastern region through training, financial assistance, access to equipment and support in creating income-generating activities, particularly through cooperatives

## **Hamida El Kouche and Brahim Bendouda**

- Presentation of the pilot training and support project and the support guide for change and training for civil society organisations (CSOs) using the territorial coaching approach
- TC as an approach that involves bringing together the various stakeholders (civil society, elected representatives, entrepreneurs and national ministries) with the aim of supporting territorial development
- A guide to providing coaches with tools and methods to improve the way they design and implement support for CSOs through a series of support, training and synergy workshops

