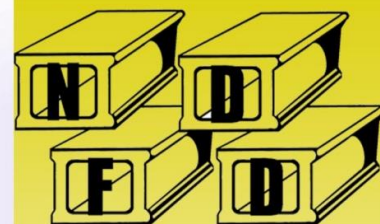


National Development Foundation of Dominica Ltd  
presents

# Triple B

BUSINESSES BUILDING BLOCK



*Building Dominica*

NEWSLETTER  
**VOL. 7**  
The Foundation

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# CHAIRMAN'S MESSAGE

It is my greatest pleasure to welcome you the readers to this 1st edition of our newsletter being published during a time of giving and reflection on self. It is with this in mind that makes this edition's theme so relevant; "Overcoming the Challenges of Today by Embracing the Opportunities of Tomorrow". The National Development Foundation of Dominica (NDFD) has been faced with many challenges over its thirty two years of existence; it is these challenges that were overcome and have strengthened the institution to embrace the opportunities that came in the yester-years. Some of these challenges which existed in the early years that shaped the future of the institution over the years includes, but is in no way limited to:



Mr. O. Henderson (Chairman)  
Speaking at NDFD's  
Creole In The Streets

- Attracting persons to volunteer their services
- The chronic problems of loan servicing by 'Micro-institutions' which it serves
  - The drying up of benefactors locally, regionally and internationally
  - The effect of the global economic failure
- The fact that NDFD is not allowed to accept deposits unless it is for security purposes
  - The lack of formal training in business management of clients

With the above mentioned challenges the NDFD had to shape its' policies to not only overcome them but to create opportunities for tomorrow, whilst maintaining its given mandate. It is in this regard, whilst tempted to follow the lead of the St. Kitts/ Nevis Development Foundation, to convert into a Credit Union due to the lack of funds from traditional sources, we sought to do otherwise. Instead we have created new products that will generate adequate cash flows to fund and meet our mandate. One such product which we boast of is the 'Ready Cash'. We see the opportunities that derive from being self-sufficient are:

- Strengthening of our Business Support Unit
- Strengthening Management and staff project writing skills
  - Attracting younger more technologically inclined clients
- Tailoring training programs that will fulfil the requirements of our clientele
- Improving on collection methods and at the same time educating clients on priority spending

The biggest opportunity that reveals itself for tomorrow that will be embraced by the NDFD is the greater involvement in the provision of a platform for the supply of packaging materials to our clients, coupled with the introduction of micro-insurance,

In closing I want to encourage our clients and the public to look deep into the various challenges that will surface from time to time and seek the opportunities that can be derived from them, as the old adage states 'To Every Dark Cloud There is a Silver Lining'. It is always up to the individual to not be despondent, but embrace these opportunities which lie within the challenges which present themselves.

Thank you  
Oliver Henderson  
Chairman, NDFD

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## INTRODUCTION

After being severely affected by Hurricane David in 1979, a group of spirited and ambitious business minded men came to realize the need to take action to help boost the Dominican economy. Being aware of the developmental work which needed to be undertaken, particularly in the mobilization of the private sector, these men began to investigate the possibility of setting up a Foundation.

The National Development Foundation of Dominica (NDFD) Limited was therefore formed and registered in August 1981 as a private non-profit organization. The mission of the NDFD is 'to contribute to poverty reduction and human resource development at the National level by mobilizing funds for the provision of credit, business advisory services and training primarily to the micro and small business sector.'

## ADMINISTRATION OF THE NDFD

The Foundation is administered by a voluntary Board of Directors consisting of 9 members with knowledge and experience in disciplines such as Finance, Agriculture, Banking and Credit, Gender Affairs, Business and Law, just to name a few. The day to day management is the responsibility of the Executive Director, assisted by a number of staff members all of whom are qualified in their respective areas of responsibility.



*NDFD's 2nd location on Great Marlborough St.*

## OPERATIONS & PHILOSOPHY

At inception, NDFD's main focus was to contribute to sectors where the small business enterprises create sustainable jobs. During the years, the financial support was provided by National, Regional & International donor agencies. With the major constraint that the Foundation was facing with the lack of financing to meet the needs of the target groups, the institution was forced to borrow funds at high interest rate to un-lend to its sub-borrowers.

## CONCLUSION

A number of challenges were faced with the global economic growth and the increased debt in small and underdeveloped economies like ours. The road ahead is tough but the Foundation remains positive in these turbulent times. We have survived thirty four years and we are aiming to build on the success which we have endured thus far. The Foundation is driven by its mission and will be guided by the theme 'Overcoming the challenges of today by embracing the opportunities of the future.'

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*The TC Sunbeam Pre School* has been in existence for over 10 years. It was an initiative of Mrs. Patsy Emanuel who was once the principal of another pre school. Mrs. Emanuel said that her passion for children was her inspiration for opening such a business. "I have always had a love for children, I love to see children happy and I love to be around them", Mrs. Emanuel said blissfully. She stated that they need special love and attention and allowing them to feel happy in one way or another brings joy to her heart.

*What inspired you to start this type of business?*

I have always had a love for children I was even a principal of another school however I decided to venture on my own and apply a different formula. It is important to make children happy especially during their early education days. I love to see children happy, and I love to be around them. They need special love and attention and I like giving that to them. They need to be and feel happy in one way or another

*What was your experience like with NDFD whilst trying to establish this business?*

Before she began, Mrs. Emanuel sought to express her sincere gratitude to the NDFD for the support provided during and even after having taken her loan. She said "I must say that the idea of my type of business was quite receptive by my loans officer at the Foundation. I had to provide all the necessary documents however, the additional assistance and treatment by the staff was excellent. In addition to that, they mirrored my own enthusiasm to business. Those who knew me was also aware that I had a good credit history so the process was not hard at all.

*If you had to tell the public one thing about NDFD what would it be?*

NDFD is an organization that treats you and your business idea with special care. They listen to you and try to get down to the nitty gritty aspects of the business to ensure that you receive the help you need I would encourage any small business person who has an idea but still needs some advice and maybe a hand to hold during the start up of the business. I would recommend anyone to go to NDFD for both financial and technical support.



TC Sunbeam Students marching on  
Universal Children's Day  
Photo Courtesy DNO



The popular "Krazy Tee" company is owned by no other than the man himself, Mr. Frankie "Krazy T" Bellot. Mr. Bellot is also the owner of the well known radio station Kairi Fm and entertainment centre called Krazy Coconuts. His ambition to improve Dominica's standard of the above named types of business was his motivation to open Krazy Tee. Over the years, Krazy Tees has expanded its services and has survived competition from a variety of other companies.

*What inspired you to start this type of business?*

"I noticed that there was something missing in the T-shirt printing industry," said Mr. Bellot, "Everyone was doing one style of printing and when I introduced the heat transfer method, the public loved it compared to importing or the other expensive alternative."

*What was your experience like with NDFD whilst trying to establish this business?*

Mr. Bellot went on to state that when everyone else was turning him down, NDFD gave him the kind of assistance which helped him to mould his business idea into something great. Mr. Bellot said "The staff offered me advice in all areas of starting up the business, the staff made me feel like they genuinely cared about what I wanted to accomplish. That feeling encouraged me to continue on the path that I was on with this type of business. They did not make me feel like it could not work, we went over it and made it work!"

*If you had to tell the public one thing about NDFD what would it be?*

Without hesitation, Mr. Bellot hastily said "Best place for small business persons to get help when starting their business!" "Many people think that money is all you need to start a business but most people have no idea how to operate as a business and NDFD helps you with that," said Mr. Bellot. He continued to state that when a business is operated like a business, it will bring in profits and these profits can and will help you expand your business. "I am not only printing t-shirts but I also do banners as well," he said, "It is not about the money that you get for your businesses but the kind of help that the staff gives you. It encourages you to work harder at realizing your dreams

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## Business Support Services Unit

The Support Services Unit provides a variety of services for non and existing clients including: compilation of financial statements, preparation of projections, accounting services, guidance, marketing opportunities, business plan preparations training of small business persons in the area of financial literacy and more. Five (5) rural women groups on the Island were supported through NDFD by IICA's rural women development project, such as the Marigot Community Tourism Group, the Agricultural Women's Movement and the North Eastern Agricultural Women Group and 22 women of these groups received funding at no interest from the project procurement fund.

## Loans Department

The NDFD continues to provide loans to existing and potential small businesses:

***Dominica National Petroleum Company (DNPC) Fund***  
providing loans at a competitive rate of 6.5% per annum

***Pan American Development Fund (PADF)***  
Targeted at business persons affected by the trough that occurred in December 2013  
Maximum loan is \$5,000 at 3.5%

***Professional loan package***  
Expert professionals such as lawyers, accountants, contractors and medical practitioners have financial access to funds up to \$20,000 at an interest rate of 9%

***Young Farmers Fund***  
Farmers aged 18 – 35 have access to a maximum of 10,000 at interest rate of 5.5%

***Women's Bureau Fund***  
Accessible to women through recommendation by the Ministry of Gender affairs who are involved in cottage industries. Maximum of \$3,996.00 available at an interest rate of 5% per annum

## Training Department

The Training Department continues to offer personal development and skills training to the general public. The NDFD through BNTF provided vocational training to youth in Cosmetology, Sewing, Pastry and Desert, Making, Air conditioning and Refrigeration to youth from St. Joseph, Grand Bay Silver Lake and Marigot. NDFD through GEF Small Grants provided training in proposal writing, monitoring and evaluation and project management. Other training offered for the year included:

Customer Service  
Office Management  
Event Management  
Business Continuity after disaster  
Supervisory Leader  
Performance Appraisal



HR & Training Officer Mrs. Thomas conducting a training on Customer Service

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# SOCIAL RESPONSIBILITY

The National Development Foundation of Dominica continues to display good business ethics throughout the years by sponsoring, supporting and creating activities that are of benefit to society.

In 2014, the Foundation made contributions in the field of education, sports, charity to the less fortunate as well as business development among the youth.



.1  
**Roseau Primary School**

.2  
**GrandBay reunion**



.3  
**The Blood Bank**

.4  
**Youth Empowerment Symposium at Marigot**

.5  
**Education Trust Fund**



.6  
**Scholarships**

.7  
**NDFD Backstreet Strikers**



.8  
**Chances, REACH, Infirmary**

.9  
**NDFD's Creole In The Street**



.10  
**TC SunBeam Pre-School**

.11  
**Junior Achievement Dominica**





# FUN CORNER

If I had lots of money  
I would just eat milk and honey  
And never once would clean my teeth

If I had lots of cash  
I would throw a great big bash  
And just invite my closest friends

If I had lots of spend  
All my toys I could mend  
Especially the ones I like the best

If I had lots to use  
You would see me on the news  
As I gave it away to everyone

So if I had lots of money  
I think it might be funny  
And I would make sure everybody laughed.

C	H	I	C	K	Y	R	T	R	S
C	O	N	S	U	X	I	C	Y	H
V	I	D	A	L	D	J	A	L	A
Z	I	N	T	E	R	E	S	T	R
P	G	L	R	V	N	L	H	O	A
R	E	C	O	V	E	R	I	E	S
S	X	Q	A	A	C	Q	E	R	A
G	R	A	N	T	N	E	R	D	Y
B	U	S	I	N	E	S	S	Q	Z

## WORD PUZZLE

RECOVERIES  
CASHIER  
LOANS

INTEREST  
BUSINESS  
CREDIT

A young job applicant was being interviewed for an entry level position  
His prospective boss asked, "Are you a smoker"  
"Not even a little," said the young man  
"How about alcoholic beverages"  
"Never touch em", he replied  
The boss smiled and asked, "So you spend a lot of time with girls."  
The applicant said "No, not really"  
So you don't have any vices.  
"Well, I do have one," he admitted  
"And what would that be?" the boss asked  
I tell lies"

# ROSES

Lydia Andrew

Business Development Officer

who acquired 99.5% work attendance for 2014 She continues to uphold the values and policies of the NDFD in and out of the office! Hurray Ms. Andrew!



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