

WUSME

ANNUAL REPORT

2011



**WUSME, WORLD UNION OF SMALL
AND MEDIUM ENTERPRISES**

**PIAZZALE M. GIANGI, 2
47890 SAN MARINO
REP. OF SAN MARINO**

**TEL. +378 0549 991277
FAX +378 0549 807710**



WORLD UNION OF SMALL AND MEDIUM ENTERPRISES
www.wusme.org



WUSME

ANNUAL REPORT 2011

MISSION

Main Purpose of the Association is to **represent, support and protect the rights and interests of SMEs and the Crafts worldwide**, in their relations with all members of the production and government system at regional, national and international level, through the promotion and development of economic, financial, social, environmental and cultural cooperation and business alliances which shall raise the competitiveness level of SMEs and Craft in the global market, all this with special attention to the reality of **countries with less developed economies** and **women entrepreneurship**.

HISTORY

With its Founding Conference held in San Marino on April 2010, under the auspices of the Republic of San Marino and the participation of representatives from over 53 countries, a new International Association in support of Small and Medium Enterprises and Handicraft is born, the **WORLD UNION OF SMALL AND MEDIUM ENTERPRISES, briefly WUSME**.

If the heart of this new reality is in the small Republic of San Marino, its breath is every where in the world, where a new small business is emerging or striving to continue its work with commitment and creativity.

The location of this Association in the Republic of San Marino is connected to the economic structure of this country, strongly based on the historical development of crafts and small businesses so that penetrated to the territory in this respect, we like to remember as well as the historical tradition confers right to a craftsman, the Stonemason Dalmatian named Marino, the foundation of this Republic, the oldest in the world.



WUSME BOARD OF DIRECTORS 2011

PRESIDENT



GIAN FRANCO TEREZI
Honorary Chairman National Union of Craftsmen
(San Marino - Europe)

VICE PRESIDENTS



MOHAMED TAJUDIN ALIAS
University Professor of Entreprenology
(Malaysia - Asia)



MENDAME AKRAM
Councilor of the President of the Republic
(Gabon - Africa)



LI ZI BIN
Former President of the National Association of SMEs
(China - Asia)



CELSO CARDENAS
Director of the SMEs Program of Ministry of Industry and Commerce
(Paraguay - America)



ROBERT HOLTZ
SMEs Organizations Senior Advisor and Representative to UNESCO
(France - Europe)



J.S. JUNEJA
Chairman of the Global Projects & Services (P) Ltd - Chairman, SME Task Force
of AIMA
(India – Asia)



SOITA SHITANDA
Minister for Housing
(Kenya – Africa)



RODRIGO VARELA
Director of the Center for Business Development ICESI
(Colombia - America)



JOSEPH KYALANGILWA
Engineer specialized in SMEs projects
(Democratic Republic of Congo)



SUN XIU CHUN
(Cina –Asia)
SME Advisor



KATARINA JAGIC
President of Croatian Small and Medium Size Business Federation (SMEA)
(Croatia – Europe)

MESSAGE OF THE PRESIDENT

DR. DR. H.C. GIAN FRANCO TEREZI



With the common belief our future will be determined by the vitality and capacity of small and medium-sized businesses, we are gathered, here today, to share the knowledge and experience we gained in the field and to examine the difficulties, challenges and opportunities that SMEs are to face nowadays. The strong growth that small businesses have succeeded all over the world demonstrate that they have all requirements and capabilities necessary to contribute to a cohesive and sustainable economic recovery, both in industrialized countries as well as in less privileged ones.

SMEs have, in fact, represented, anywhere in the world, the key for growth and employment, led to a reduction of economic disparities, promoted social cohesion and transnational cooperation. These capabilities need to be supported by a strong political will in an institutional framework designed to make a change worldwide.

We need to support this path of growth by providing concrete answers to small and medium-sized enterprises locally so that they can be competitive in an intelligent, supportive and sustainable manner globally. For this reason, we need to act in support of SMEs similarly of the most industrialized and less privileged areas, taking into account their different needs.

With specific reference to the most industrialized areas, we need to:

- *recognize the vital role of SMEs and Crafts in the economic, social and cultural development locally and globally;*
- *improve the environment in which businesses operate, simplifying the administrative, legislative, financial procedure in order to maintain their vitality, efficiency and continuity over time;*
- *encourage young entrepreneurs to invest in the "manual" businesses and acquire craft skills, still needed but likely to disappear for the lack of change between generations;*
- *re-evaluate and enhance crafts and purely "manual" professions, providing good education, internationally equalized training and financial rewards;*
- *create the necessary conditions to establish collaborative relationships with developing countries.*

With reference to the less privileged areas, we need, on the other hand, to:



- *provide the drive necessary to create a new business;*
- *create the conditions for safety, health and social security of small entrepreneurs;*
- *promote initiatives aiming at the training of new professions and entrepreneurs;*
- *establish a network of cooperation with the most industrialized areas.*

In both cases, we need to focus on the reality of micro businesses, because when we speak of Small and Medium Enterprises, in reality, we especially refer to the Craft and Micro Enterprise, which in Europe account for 91% of all business activities.

"Think small first" is the principle adopted by the European Community under the "Small Business Act," which tends to put the small and micro enterprise right at the heart.

Even in developing countries, micro-enterprise is the only real tool which is able to deliver, in time, the "economic democracy" needed, playing a social function.

For the "human scale" environment, for the system of relationships, everywhere the small business not only helps increasing the economic well-being, but more generally improving the living conditions of the local community in which operates, fostering the protection and cohesion of the family unit, as primary social institution in any society.

This is why, as WUSME, we are strongly committed to create the conditions to ensure a direct contact among those who act as entrepreneurs in their own interest, because we believe that a direct relationship, first of all human, is at the base of any economic cooperation even today and probably now more ever.

As WUSME, we set ourselves the aim of creating opportunities and occasions that do not end in themselves, but can lead to concrete results and actions for the benefit of SMEs and Crafts worldwide.

Our commitment and effort to combine and share ideas, knowledge and experience is not a marginal issue, as it allows us to lay the groundwork and give life to many other opportunities for exchange and sharing, for our mutual growth.

As we offer our experiences and we know what risks and efforts are faced in business, we can help others to avoid the danger of failure and ensure the basic living conditions, not yet present everywhere in the world.

As we strive for all this to be achieved, we must insist in the action, because we know how difficult it is to support those who have made the choice to work independently as entrepreneurs, to create their own activity.

Our choice is determined by the strong conviction that the institutions need to understand a basic idea: that giving support and acting in favor of those who by choice are self-employed, is the opportunity to promote economic growth and social cohesion, protect the family as primary social group, support the process of economic democracy and enrich the local communities in a distributed manner.



What are we to put in place?

We must ensure that the banking and financial system, which today is at the center of the global stream and has often penalized small business owners, is to recognize the vital role which could be played by small businesses in the economic recovery and take proper action by adopting new or renewed funding instruments in their favor.

I think at the "credit trust". This tool could be taken, again, into consideration. The risk involved is generally limited because the small business, especially the family owned, is prone to regularly pay and honor its debt.

We strive to involve more and more the institutions and governments in focusing their attention on the current and real issues faced by SMEs and Crafts today and sharing our path.

Our organization has the opportunity and duty to defend our common efforts and to receive growing help and awareness by the different institutions and politics.

Recent communications received from our Office Bearers give me the opportunity to call your attention on issues, already discussed during our last meetings in San Marino, Dubrovnik and Budapes. I refer to the urgent need to carry out a strong structured action of promotion and public relations of WUSME at international level, by focusing, in the first instance, on the aid, participation and involvement of our Office Bearers, who are native in the five continents and have major functions in or knowledge of the SMEs institutions and reality in their Countries.

We are committed to being proactive as we continue to support and promote SME activity. We will move uncompromisingly toward the fulfilment of our mission, by focusing on improving the economic landscape through the creation of appropriate, effective, real-world, real-time and results oriented support mechanisms. We will remain true to the ideals and principles that have guided the Union since its inception in San Marino in 2010.

A handwritten signature in black ink, appearing to read 'G. Terenzi'.

Gian Franco Terenzi
WUSME President



MESSAGE OF THE GENERAL SECRETARY



DR. NORBERT W. KNOLL VON DORNHOFF

Can small business avoid a credit crunch?

Leading economists, financial analysts and even bankers widely agree: Today the conditions for the next financial crisis are already in place.

The perennial issue of small firm financing is once again to the fore as small and medium sized firms (SMEs) are experiencing a challenging financing environment in the aftermath of the global economic and financial crisis. A combination of factors has contributed to a credit crunch for small firms. Businesses struggling with negative effects of the recession are experiencing liquidity problems because of increased bad debts and slower payments by debtors. Firms should become less dependent on bank financing, This can be achieved by retaining greater reserves within the firm, and by seeking sources of external private equity rather than debt finance. It may be difficult to avoid increases in the costs of financing, now is a good time for small business owners and managers to hone their skills in financial management and identify new opportunities in both financing and business development. WUSME will present recommendations to help SMEs to avoid the next credit crunch.



I. INTRODUCTION

1.1 Period under Report

The Registrar at the Civil and Criminal Commissarial Court of the Republic of San Marino certified with Certificate No. 350 of 30/04/2010 that WUSME has been established on 14/04/2010 and registered on 30/04/2010. According to the Articles of Association the fiscal year of WUSME ends with the 31st December of each year. We, therefore, advise that the first Period of Report shall commence on 14/04/2010 („Day of Birth”) and end on 31st December 2010 (WUSME ANNUAL REPORT FOR THE YEAR 2010). The WUSME ANNUAL REPORT FOR THE YEAR 2011 shall comprise the Period of Report from 01/01/2011 and end on 31/12/2011.

1.2 Structure and contents of the Report

The „WUSME ACTION PLAN – ROAD MAP” served as the guideline for the first Annual Report containing the actions and measures undertaken in the first year of WUSME's existence. In the period under review for the year 2011, the ROAD MAP has been enriched with additional issues, e.g. Bilateral Cooperation Agreements and Contracts signed with third parties. The amended ROAD MAP will again form the basic structure for the ANNUAL REPORT 2011.

II. WUSME ACTION PLAN – ROAD MAP

2.1 Action Priorities

2.1.1 Membership Acquisition Campaign (MAC)

2.1.2 Membership Benefits (MB)

2.1.3 Information and Public Relations (IPR)

2.1.4 Observer and/or Consultative Status at UN Organisations (UNCONSTAT)

2.1.5 Registration of WUSME at the Transparency Register of the European Union

2.1.6 International SME Conferences

2.1.7 SMEs – Trust Fund for Crises Preventio Economic Development (SMETFED) funded by Currency Transactio Levy (CTL)



2.1.8 Preparatory work for the 2nd General Assembly

2.1.9 Preparatory work for the WUSME WORLD CONFERENCE ON INTERNATIONAL SMEs PARTNERSHIP in Macau, China

2.1.10 Inter al and external Seminars and Workshops

2.1.11 Financial Statement for the year 2011

III. MEMBERSHIP ACQUISITION CAMPAIGN (MAC)

3.1 Proposals for the MAC and its basic requirements are described in the ROAD MAP

3.1.1 List of Membership Benefits

- Take part into the General Meetings
- Participate to WUSME conferences, seminars, webinars and special workshops
- Have the opportunity to speak at WUSME event
- Have the opportunity to participate with no charge or at reduced rate, into international regional meetings, exhibitions and other annual events co-organized by WUSME or by its members and partners
- Download the monthly SME Newsletter and SMEs management tools, such as business plan templates, calculation software, contract specimen, etc
- Have access to our online WUSME EXCHANGE: Technology search, partnership search, business offers
- Receive financial assistance: investors search, identification of business loans, crowd funding for special projects, bank account opening
- Get hold of the WUSME Debit Card (Mastercard and VISA)
- Promote your Business by means of your Own homepage within the new WUSME Internet Portal
- Achieve Scholarships MBA studies at IUE International University of Entrepreneurship for young entrepreneurs in developing Countries
- Benefit from VIP discounts at various International Hotels, airlines and other similar services

3.1.2 The following requirements have been achieved:



- The first WUSME Homepage <http://www.wusme.org> which has been designed and updated by the General Secretary has been replaced by an Internet Portal made by a Web Designer in San Marino. The Portal was at the end of the period of review still under construction.
- The second edition of the WUSME MAGAZINE is currently under planning.
- During the Period of Report Government Agencies, Chambers of Commerce, private Companies and Individual Persons applied for membership with WUSME. A list of approved memberships and applications is attached to this Report.

IV. INFORMATION AND PUBLIC RELATIONS (IPR)

4.1 The General Secretary used the following tools of information:

4.1.1 Notes of the General Secretary containing e.g. the following issues:

- Consultative Status of WUSME at UN – Organizations, e.g. ECOSOC, UNIDO, OECD, UNESCO, UNECE;
- WUSME Internet Portal (from the desk of the GS and DOCUMENTS)

4.1.2 E-mails to Office Bearers and Friend of WUSME on SME- oriented events, legislation, International Organizations, legislation, economic and fiscal policy, new findings of entrepreneurial research

4.1.3 Articles of the General Secretary on WUSME and SMEs related themes during the period under review:

- Jan-20-11 SME - MILLENNIUM REGION IN THE GABONESE REPUBLIC
- Feb-14-11 A NEW FINANCIAL ARCHITECTURE FOR CRISES PREVENTION AND DEVELOPMENT OF THE INFRASTRUCTURE AND SMALL AND MEDIUM ENTERPRISES AND CRAFTS (SMEs) in the République of Gabon - Union-Work-Justice
- Dec-10-11 SME - EQUITY FINANCING INSTEAD OF BANK LOANS
 - Apr-09-11 Poverty reduction by trade and production capacity building in less privileged economies
 - May-22-11 The African Market: Challenges for SMEs and Responses
 - Aug-21-11 The next financial crisis keeps looming
 - Dec-10-11 WUSME International Conference 2011: SMEs Regional Development in a Globalized World

The full text of the articles can be downloaded under the URL

<http://www.evancarmichael.com/Small-Business-Consulting/6147/summary.php>

4.1.4 Inquiries – Questions and Answers



4.1.5 The General Secretariat received in the year 2011 on telephone and per e-mail averagely 9 inquiries per week, total more than 400 inquiries up to date. About 70% of these inquiries referred to financial issues, such as loans for micro enterprises, project financing and equity participations. About 30% of the questions referred to possible services of WUSME and its services for SMEs and export and import opportunities, technology transfer and search for business partners. The majority of inquiries came from Hungary, Central and East- European Countries, and increasingly from Africa and South Asia. As the source of information they mentioned the WUSME web site and information and articles published via Facebook, Google and Twitter.

4.2. Public Relations

4.1.1 The General Secretary presented WUSME to the following persons and Institutions:

- Members of the Hungarian Parliament, Ministers and State Secretaries, Ambassadors, University Professors and Students, Entrepreneurs at meetings and conferences;
- Dinner receptions at the General Secretary's residency;
- Lectures at Hungarian and Austrian Universities.

4.1.2 Facebook: WUSME GROUP

As per December 2011 the GROUP comprises 180 members from more than 50 Countries, many of them are developing Countries. Members are Office Bearers of SMEs supporting organizations, entrepreneurs, bankers, managers, academics and students. We are discussing with them actual issues of SMEs – oriented policy and questions of business administration.

Access to the Facebook WUSME Group: User: iue3000@gmail.com - Password sanmarino3000 and search under "WUSME".

4.1.3 Speech of the General Secretary at the Africa Union Summit VI. – Budapest 2011: The full text of the speech has been published in the official Internet Portal of the Government of Nigeria and in other African Countries and Madagascar. The MS Power Point Presentation is available on request.

V. OBSERVER AND/OR CONSULTATIVE STATUS AT UN ORGANIZATIONS (UNCONSTAT)

5.1 ECOSOC – United Nations Economic and Social Council

In March 2011 WUSME's profile has been accepted in DESA's Civil Society database of ECOSOC. WUSME may upload documents and add contacts. WUSME may also start other formal processes, such as applying for consultative status with the Economic and Social Council. With WUSME login information we also have access to CSO Net -- the Civil Society Network, where we can take part and register to conferences and meetings related to economic and social development, share our projects, add news stories, events, and more. The CSO - Net may be accessed at <http://www.un.org/ecosoc/csonet>

WUSME login information: wus@europe.com, password: europe3000



5.2 UNIDO – United Nations Industrial Development Organization

In two consultations of the General Secretary with the Director UNIDO for Civil Society Organizations, Ms Jeannine Orlowski, at the UN headquarters in Vienna it was agreed that a complete set of the WUSME documentation (Registration document, Articles of Association, Annual Report, Registration at ECOSOC, WUSME MAGAZINE etc.) shall be delivered to the Director General of UNIDO latest in May 2012.

Subject of the next consultation with Ms. Orlowski shall be the modalities of procedure to obtain Consultative Status and possibilities to participate in UNIDO conferences as observers on special invitations. The final decision can only be made by the General Director UNIDO, Dr. Kandeh Yumkella.

5.3 OECD, UNESCO, UNECE

Vice President WUSME, Mr Robert Holtz, had various consultations with leading Office Bearers of OECD and UNESCO in Paris. These UN Organizations do not grant “Consultative Status” to NGOs and CSOs.

These organizations may apply for being invited to send Delegates to various Commissions. Further consultations shall be held in Paris on basis of the WUSME documentation to be presented to these UN – Organizations.

5.4 EUROPEAN UNION – Europe Transparency Register

5.4.1 WUSME Secretary General, based in Hungary, a Member Country of the European Union, arranged for registration of our Union to the EU Transparency Register. On this basis, WUSME has the right to make recommendations to the European Parliament and receive information on the several issues discussed.

5.4.2 The Log-in data are: <http://europa.eu/transparency-register>, Identification number in the register: 45492036487-31
Registration date: 27/08/11 16:28:19

5.4.3 WUSME has now the right to apply for European Parliament accreditation, and Parliament Ground Passports can be issued for Office Bearers.

VI. WUSME MISSIONS

6.1 Republic of GABON

- 1.1 From January 31st to February 4th, 2011 a WUSME mission took place in the Republic of Gabon, where a delegation of the Union arrived to attend to the General States General of SMEs, on invitation of the Presidency.
On this occasion, the delegation was able to reach a better understanding of the reality of this African country and to the most important government figures.
- 1.2 The authorities encountered, such as the Prime Minister Paul Biyoghe MBA, the Minister of Small and Medium Enterprises Jean Felix Mouloungui, the Ministers of Agriculture Raymond Ndong Sima and Habitat Blaise Ndong, as well as the Vice



President of the National Assembly Daniel Ona Ondo, greatly appreciated the competences of WUSME delegates and have explicitly asked to start a collaboration in terms of projects and reform recommendations.

1.3 Speaking to the Conference plenum, President Gian Franco Terenzi introduced a project conceived by WUSME for Gabon to be extended to the entire region of Central Africa, taking into account the problems and the specific needs of these countries with regard to small enterprises and sectors of interest for the national economy.

1.4 In his statement Secretary General Norbert W. Knoll-Dornhoff focused on the "WUSME Millennium Regions in Gabon - WMR", a proposal which is intended to create in addition to the Millennium Villages an environment enhancing the development of micro - small and medium-sized enterprises. The Secretary General prepared a final report containing WUSME's recommendations on tools to be used and actions to be undertaken by public and private institutions to support the process of growth of Small Enterprises and Craftsmanship, especially in new strategic sectors for the diversification of the domestic economy, such as energy (green economy), food industry, tourism, housing construction, etc.

1.5 During the period under report WUSME collaborated with Gabon in launching some of the projects discussed during the mission, which may affect the economic and social development of this emerging and fast developing African market.

6.2 EDE European Day Entrepreneur in Croatia and Herzegovina 6-8 Oct 2011 -Conclusions-WUSME Workshop

"A New Framework for Economic Development of Micro- Small and Medium Enterprises and Crafts."

6.2.1 Crises Prevention: WUSME proposes National Mutual Funds – independent from Governments and Banks - for protecting Micro-Small- and Medium Enterprises against the next financial crunch and for their future development. Funds shall come from an 0,01% Currency Transaction Levy and 0,3% of the Value Added Tax (VAT). Reduction of remittance cost for entrepreneurs with the WUSME – VISA Debit Card. Foundation of PATEI – Pan African Training and Education Institute for young entrepreneurs and crafts.

6.2.2 WUSME can certainly provide support to the less privileged economies in the following areas, said S.J. Juneja, Vice President of WUSME at the Panel Discussion:

- Facilitate technology transfer from WUSME member countries to the organisations and enterprises in Africa.
- Enterprise to enterprise cooperation.
- Training to entrepreneurs for setting up SMEs.
- Undertake mission with a view to provide policy.

VII. WUSME INTERNATIONAL CONFERENCES

7.1 INTERNATIONAL CONFERENCE IN BUDAPEST 24 -26 NOV 2011



Without prejudice to the results of the final evaluation of the Conference, own observations and discussions with Delegates suggest the following preliminary conclusions:

- 7.1.1** Recommendations of President Dr. Gian Franco Terenzi and Vice President Dr. J.S. Juneja: Taking into consideration the emerging issues requiring urgent policy interventions, following areas seem relevant for consideration by countries which are embarking on massive SME development plans and creating more jobs.
- Close look into challenges and prospects both by, Government, NGOs, and others involved.
 - Creating Enabling Environment: Policy and Legal framework.
 - Greater focus on Finance and Innovative Finance adequacy, timeliness and cost.
 - Technology, Creativity and Innovation and creating required framework.
 - Infrastructure Development (Power, Roads, Communication, IT etc).
 - Marketing and Strategic Alliances. Treating globe as one market.
 - Enterprises Development and Capacity Building through skill development.
 - Institutional Network and BDS (Business Development Services).
 - Adopting cluster approach as the strategy of SME development.
 - Strengthening of NGOs and Civil Society organizations and encourage them for PPP mode.
 - Creating required awareness on World Trade Organization (W.T.O) obligations and other intermediate commitments such as Intellectual Property Rights (IPRs).
- 7.1.2** Jean-Félix Mouloungi, Minister PMI, Republic of Gabon
- The Hon'ble Minister valued the deliberations of the Conference particularly for the development of SMEs in the Knowledge Based Sectors and incubation to stimulate enterprise development relevant to Gabon. He explained the vision of the Hon'ble President of Gabonese Republic, H.E, Mr. Ali Bongo Ondimba, to 'building human capacity through better education and training of our youth'. He further explained dire need to source Computers for Gabonese youth and people in order to build their capacity. Subsequently a presentation was made by Mr. Pierre Nzamba – Maganga and Vice President Mendame Akram from Gabon side.
- 7.1.3** Vice President Robert Holtz
- WUSME shall start to promote the establishment of TECHNOLOGY TRANSFER CENTERS, particularly in African Countries to enable SMEs to transform raw material, e.g. from agriculture to final products with added value. He also reiterated his recommendation to apply at UN Organizations and the European Union for Consultative
 - Status (WUSME will qualify from April 2012 on after two years of existence) and develop specific SME – related projects for funding.
- 7.1.4** General Secretary Norbert W. Knoll von Dornhoff:
- His deliberations on a new financial architecture for SME's access to finance, aiming at less dependency of entrepreneurs on Banks, enjoyed support and appreciation by the majority of Delegates. WUSME shall continue to promote the foundation of national SME Funds for Crises Prevention and Development (SME FUNDS) financed by a CTL – Currency Transaction Levy and a small percentage of the Value Added Tax (VAT) similar the “Austrian model”. WUSME shall offer Members assistance in seeking



Equity (Venture) Capital at affordable cost using international data banks and “Crowd Funding Internet Portals”.

7.1.5 WUSME WORKSHOP

More than 20 Delegates showed special interest in the Workshop as a practical means of enhancing business of SMEs as well on national as on international level. Such face-to-face business meetings should be held 2012 in San Marino and in other Countries. The WUSME Internet Portal could be used as an efficient tool to exchange business proposals, technologies and various forms of international cooperation. The owners of the following new technologies requested WUSME to publish their products in the framework of the “WUSME EXCHANGE PROGRAM (EXPRO)”

- City Electro Car
- PRODUCTION of FOOD from SOY and new GREENHOUSE TECHNOLOGY
- CASH BACK CARD (an additional Membership benefit)
- WASTE TO ENERGY PLANTS.

7.1.6 On occasion of the Conference, President Dr. Gian Franco Terenzi signed a Co-operation Agreement with the HUNGARIAN – CHINESE CHAMBER OF COMMERCE, opening additional opportunities for WUSME Members to find business partners in Hungary and in China.

7.1.7 On occasion of a visit at the Hungarian Parliament the WUSME Delegation has been received by the Vice President of the Parliament H.E. Jakab. It was agreed to inform each other in future about SMEs development issues, particularly in the area of agribusiness and agritechnologies.

7.1.8 The WUSME Delegation also visited on 26th November 11 the Debrecen University and was received by its Rector Prof. Dr. Istvan Fabian. It was agreed that WUSME and the IUE International University of Entreprenology (represented by its President Prof. Dr. James Omps) will keep in close contact with the Debrecen University and endeavor to enter into a Cooperation Agreement in the course of year 2012.

COOPERATION AGREEMENT with he Government of Gabon for the promotion of Crafts and the assembling of computers „EMERGENCE”

A Commission shall elaborate the details of this project and the modalities of procedure. The Memo of Undertanding signed by Gabonese Minister PMI Felix Mouloungui on 26th Nov 2011 contains the following issues:

Summary:

WUSME, President, Dr. Gian Franco Terenzi, welcomed H.E., the Hon'ble Minister of Small and Medium Enterprises and Crafts Mr. Jean Felix MOULOUNGUI and his team from the Republic of Gabon, at the specially convened WUSME International Conference to discuss bilateral issues to support SMEs and Artisan Enterprises in Gabon. Dr. Terenzi appreciated the valuable contribution of the Hon'ble Minister and his delegation for the success of WUSME International Conference, held during the period 24th to 26th November, 2011 in Budapest. The Hon'ble Minister valued the deliberations of the Conference particularly for the development of SMEs



in the Knowledge Based Sectors and incubation to stimulate enterprise development relevant to Gabon. He explained the vision of the Hon'ble President of Gabonese Republic, H.E. Mr. Ali Bongo Ondimba, of 'building human capacity through better education and training of our youth'. He further explained the need to source Computers for Gabonese youth and people in order to build their capacity. Subsequently a presentation was made by Mr. Pierre Nzamba – Maganga and Mr. Mendame Akram from Gabon side.

VIII. SMES – TRUST FUND FOR CRISES PREVENTION AND ECONOMIC DEVELOPMENT (SMETFED), FUNDED AMONG OTHER SOURCES BY A SOCIAL CURRENCY TRANSACTION LEVY (SCTL) AND A TINY PERCENTAGE OF THE VALUE ADDED TAX (VAT)

8.1 General Secretary's recommendations

8.1.1 CTL for WUSME Countries

- a) We recommend that the Government of the Republic of San Marino as host Country of WUSME shall enter with the local Banks into an "Agreement on the implementation of a voluntary CTL".
- b) A tiny percentage of the VAT shall be lodged at the SMETFED, e.g 0,3% of the VAT yield like in Austria for the financing of the WKO – Federal Chamber of Commerce.
- c) Rating of the CTL on all FOREX (currency) transactions and use of proceeds shall be decided by a "San Marino Commission on CTL" whose
- d) members shall be Government Representatives, Delegates of the San Marino banks, entrepreneurs and employees organisations and members of the Steering Committee of WUSME.
- e) Proceeds of the CTL shall be lodged in a SMEs- Trust Foundation for Economic Development (SMETFED), controlled by a Government Commission.
- f) SMETFED shall e.g. finance:
 - Overhead cost of WUSME and defined WUSME projects
 - Micro-credits for SMEs and their employees
 - Start-up equity financing for young entrepreneurs
 - SME projects in developing Countries
- g) The Government of San Marino shall finance a SWOT Study on the strengths, weaknesses, opportunities and threats of a CTL to be worked out by the University in San Marino in co-operation with WUSME and the International University for Entrepreneurology – IUE, USA.
- h) Selected Banks shall undertake CTL Pilot Projects over a limited time.

IX. BILATERAL COOPERATION AGREEMENTS AND CONTRACTS WITH THIRD PARTIES



9.1 COOPERATION AGREEMENT WITH THE HUNGARIAN CHINESE CHAMBER OF COMMERCE

9.2 PREPARATORY MEETINGS WITH EUCHAMB EUROPEAN CHAMBER

9.3 PREPARATORY MEETINGS WITH THE DEBRECEN UNIVERSITY, HUNGARY AND THE INTERNATIONAL UNIVERSITY OF ENTREPRENEURSHIP, USA

9.4 PAN AFRICAN TRAINING AND ENTREPRENEURIAL INSTITUTE (PATEI)

9.4.1 In accordance with the Mission Statement of WUSME, endorsed by the 1st General Assembly on 23rd April 2010 in San Marino, Education & Training of SMEs-Entrepreneurs with a special view at women entrepreneurs in developing Countries enjoy action priority for our Association.

9.4.2 The General Secretary received a proposal of the Director of the Dafur Rehabilitation Project, Advocates in Johannesburg, Prince Godel Sefu (Applicant for Membership with WUSME) to assist in the establishment of PATEI in South Africa.

9.4.3 PATEI shall train selected individuals of groups in various communities in the following fields:

- Electronic services (Mobile phone, computers, D.V.Ds & HIFI etc...)
- Electrical services (Stoves, micro-ovens etc...)
- Fashion design and alteration
- Manicure and pedicure
- Hair and beauty
- Woodwork
- Floor tiling
- Satellite dish installations and internet connectivity
- Bricks laying and paving
- Printing and photocopying
- Mechanical, panel beating and electrical repairs and installation.
- Plumbing and roofing
- Shoe making and repair
- Laundromat
- Small business management course
- Business etiquette and sales skills course
- Communication skills and Basic bookkeeping courses
- Cold room and refrigeration

9.4.4 The implementation of PATEI would have among other benefits for SMEs in South Africa positive impacts on employment, investments, technology transfer, and foreign direct investments, health care and generally on reduction of poverty.



9.4.5 The following Institutions shall be informed about PATEI and requested to indicate their interest and willingness to cooperate with the contact persons:

- a)** The Representatives of WUSME in the African Countries
- b)** The San Marino Institute for Crafts
- c)** The University in San Marino
- d)** The IUE International University of Entrepreneurship, Honolulu, Hawaii, USA
- e)** The OBUDA University, Budapest, Hungary

9.4.6 Recommendations for actions

- a)** The WUSME Board of Directors may wish to discuss this project in detail on occasion of its next meeting and inform the 2nd General Assembly about their considerations.
- b)** The Board of Directors may wish to appoint a special Committee with the task to elaborate a detailed implementation plan.
- c)** PATEI shall be included into WUSME's Fund Raising Campaign (WFRC) aiming at applications for funding of PATEI, e.g.
 - European Union and EIB – European Investment Bank
 - AFRICAN UNION
 - World Bank -IFC
 - Melinda Gates Foundation
 - CLINTON Foundation
 - Microsoft, IBM and other value chains.

9.5 WUSME DEBIT CARD – Mastercard – Visa

The WDC is designed to facilitate money transfer effected by entrepreneurs, primarily in developing Countries at better conditions than offered by Money Transfer Companies, e.g. Western Union and most Banks. A reasonable percentage shall be credited to the SMETFED. As a first test in Gabon, BGF Bank, covering 6 African Countries showed active interest to adopt the WDC with Visa into the Bank's product offers.

Annual Report 2011 submitted by the General Secretary to the Board of Directors
Prof. Dr. Norbert W. Knoll von Dornhoff

WUSME, WORLD UNION OF SMALL AND MEDIUM ENTERPRISES
web: www.wusme.org

WUSME GENERAL SECRETARIAT:
Hungary 1026 Budapest, Garas utca 2
Tel.: +361-315 10 59,
mailto: wus@europe.com