

WUSME

ANNUAL REPORT

2012 - 2013



WUSME, WORLD UNION OF SMALL AND MEDIUM ENTERPRISES
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WUSME

ANNUAL REPORT

2012 – 2013

PREPARED BY:

**WUSME GENERAL SECRETARY DR. NORBERT KNOLL VON DORNHOFF
IN COOPERATION WITH SAN MARINO HEADQUARTERS**

WUSME, WORLD UNION OF SMALL AND MEDIUM ENTERPRISES

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in Consultative Status with UN ECOSOC since 2013

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MISSION

Main Purpose of WUSME is **to safeguard the rights, interests and competitiveness 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 **young and women entrepreneurs**.

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 everywhere 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.

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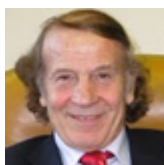
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OFFICE BEARERS

BOARD OF DIRECTORS



DR. GIAN FRANCO TERENZI
Honorary Chairman National Union of Craftsmen
(San Marino - Europe)
President



PROF. MOHAMED TAJUDIN ALIAS
University Professor of Entreprenology
(Malaysia - Asia)
Vice President



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



CELSO CARDENAS
Chief Executive of the Central Center of Support to SMEs
Ministry of Industry and Commerce
(Paraguay - America)
Vice President



ROBERT HOLTZ
SMEs Organizations Representative to UNESCO in Paris
(France - Europe)
Vice President

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KATARINA JAGIC

President at Croatian Business Union
(Croatia – Europe)

Chairman of the Commission on Social Issues



DR. J.S. JUNEJA

Former President of the National Association of SMEs, Chairman of Global Projects & Services Pvt.Ltd.

(India - Asia)

Vice President



JOSEPH KYALANGILWA

Engineer specialized in SMEs projects
(Democratic Republic of Congo)

Chairman of the Commission on Economic Issues



DANIEL MUSITWA SSUBI

National Chairman of USSIA (Uganda Small Scale Industries Association)

(UGANDA - Africa)

Vice President



PROF. JAMES OMPS

President, International University of Entreprenology (IUE)

(USA - AMERICA)

Vice President and Chairman of the Committee on Development of Small and Medium Enterprises "CSMED"



YANG RONGYONG

President of Shanghai High Victory Fine Chemical Co., Ltd.

(CHINA, ASIA)

Chairman of the Commission on Financial Issues



SOITA SHITANDA

Former Minister for Housing

(Kenya – Africa)

Vice President

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RODRIGO VARELA

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

Vice President



SERGE LUPOKE WABENGA

Member of the WUSME Permanent Commission for Social Issues, Founder of WUSME
DRC FEDERATION.

(Democratic Republic of Congo - Africa)

Vice President and Member of the Commission on Social Issues



Dr. NORBERT W. KNOLL-DORNHOFF

Univ. Prof. of Economic and Fiscal Policy
(Hungary - Europe)

Secretary General



ALBERTO CHEZZI

Accountant – Auditor - San Marino Certified Public Accountant
(San Marino - Europe)

Chief Executive

SENATORS



IVANO SPALLANZANI

Former National Chairman of Confartigianato (Italian Craftsmen Association),
Vice President of FEDEREXPORT
(Italy - Europe)

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PERMANENT COMMISSION ON ECONOMIC ISSUES



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



KATHY MARHNOFFER
(Austria / Pan America)
Vice Chairman



ROBERT KRAPPFENBAUER
(Austria – Europe)
Member



LORETTA J. MENICUCCI
Entrepreneur and President of UNAS (National Union of Crafts of San Marino)
(San Marino – Europe)
Member



MUHAMMED NAEEM
(Pakistan – Asia)
Member

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PERMANENT COMMISSION ON FINANCIAL ISSUES



YANG RONGYONG

President of Shanghai High Victory Fine Chemical Co., Ltd.
(CHINA, ASIA)

Chairman



MARGIT BATTYANY

(Hungary – Europe)

Vice Chairman



RAUL URANGA

(Switzerland – Europe)

Member



SAKHO TIBOU

(Guinea – Africa)

Member



ARUN AGRAWAL

(India – Asia)

Member

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KATARINA JAGIC
President at Croatian Business Union
(Croatia – Europe)
Chairman



SERGE LUPEKE WABENGA
Founder of WUSME DRC FEDERATION
(Democratic Republic of Congo - Africa)
Vice Chairman



NICOLAS MAGOTSWE SIMANI
(Tanzania – Africa)
Member



DONATIEN BEYA TSCHIDIBU
(Germany – Europe)
Member



MUHAMMED HUSSEIN DIBLAWE
(Somalia – Africa)
Member

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CSMED, COMMITTEE FOR DEVELOPMENT OF SMEs



- Chairman: **Prof. Dr. James Omps** – USA
Vice Chairman: **Dennis Hughey** – USA
Member: **Alan Lund** – USA
Member: **Soung Liew** – China
Member: **Prof. Dr. Mohammed Tajudin Alias** – Malaysia
Member: **Nelson Rodrigues** - Venezuela
Member: **Pauline Crowford**- UK

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MESSAGE OF THE PRESIDENT

DR. GIAN FRANCO TRENZI

"In April 2013 we have celebrated the 3rd anniversary of WUSME, the World Union of Small and Medium Enterprises, the International Association in support of SMEs based in San Marino.



WUSME President
Gian Franco Terenzi

Much progress has been made so far and we are proud of what we have achieved and of the important role it plays now in the name of development of small and medium-sized businesses around the world.

Because of the active role that WUSME has been able to assume, we are now more aware than ever of our presence on the world stage, as well as our active participation with regard to SMEs growth and development on a local, regional, national and global basis.

During the first two years of activity, WUSME was welcomed in so many different regions and countries such as Gabon, Uganda, Hungary, as well as numerous European institutions and agencies with positive results, and that is what we are proud to be able to asset.

We receive constant requests from the most disparate nations and regions around the world in an effort to join us to promote entrepreneurial activities, creatively and innovatively, to guide economic cooperation, growth and development.

The reason of this outcome is because WUSME was able to feed interest in its work through active participation, together with others, in order to solve problems that slow economic development, no matter where in the world.

While our effort and commitment to create a global network of organizations, agencies and individuals keeps going on, with a common interest in promoting the development of SMEs, we remain true to the vision and mission that we have established in April 2010, strengthened and refreshed by positive feedback we received along the way and the growing number of alliances forged through appropriate actions.

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WUSME is heading forward without delay towards the realization of its mission, focusing on improving the business environment through the creation of support mechanisms oriented to achieve appropriate results, effective, concrete and manufactured in real time.

The WUSME remains faithful to the ideals and principles that have guided the Union since its inception in San Marino, three years ago. A very important milestone for the location of WUSME has been achieved recently, the recognition by the United Nations an international NGO to protect the rights, interests and competitiveness of small and medium-sized enterprises.

The Committee of the United Nations of Non-Governmental Organizations has decided to approve the WUSME in "Special Consultative Status" at the United Nations' ECOSOC. Our Association is currently the best qualified intermediary for SMEs to operate as a "bridge" within the United Nations".

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MESSAGE OF THE GENERAL SECRETARY DR. NORBERT W. KNOLL VON DORNHOFF

Crises Prevention and Development of Small and Medium Enterprises – SMEs



WUSME GS
Norbert Knoll Von Dornhoff

The world economy is on the brink of another major downturn.

As foreseen in last years, the world economy weakened considerably in 2012 and 2013. A growing number of developed economies, especially in Europe, have already fallen into a double-dip recession, while those facing sovereign debt distress moved even deeper into recession.

Growth of world gross product (WGP) is expected to reach 2.2 per cent in 2012 and is forecast to remain well below potential at 2.4 per cent in 2013 and 3.2 per cent in 2014. At this moderate pace, many economies will be unable to recover these severe job losses of the Great Recession. The global jobs crisis continues. Global unemployment remains very high, particularly among developed economies, with the situation in Europe being the most challenging. The unemployment rate continued to climb, reaching a record high of nearly 12 per cent in the euro area during 2012, and increase of more than one percentage point from one year ago. Poverty reduction and progress towards other MDGs may slow. Global trends in greenhouse gas emissions remain alarming. Inflation rates remain subdued in most developed economies. Continuing large output gaps and downward pressure on wages in many countries are keeping inflationary expectations low. In the baseline outlook, world trade growth will pick up moderately in 2013 and likely return to near its long-term average growth rate of 5 per cent in 2014.

However, developing countries were more resilient to the renewed slowdown and their importance in world trade continues to increase, along with their integration in global value chains. There is evidence that deleveraging in the European banking sector has especially affected trade financing, which in many countries comprises a large share of short-term borrowing, trade-oriented small- and medium-sized enterprises (SMEs) from lower-income countries, in particular. Present policy stances fall short of what is needed for economic recovery and addressing the jobs crisis. Weakening economic growth and policy uncertainties cast a shadow over the global economic outlook.

As indicated, most developed countries have adopted a combination of fiscal austerity and expansionary monetary policies aimed at reducing public debt and lower debt refinancing costs in order to break away from the vicious dynamics between sovereign debt and banking sector fragility. Hopes are that this will calm financial markets and restore consumer and investor confidence. Together with structural reforms to entitlement programmes, labour

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markets and business regulation, such an improved environment should help restore economic growth and reduce unemployment. More forceful and concerted actions are needed to generate growth and create jobs. The sobering outlook for the world economy and the enhanced downside risks call for much more forceful action. Those efforts will be challenging.

At the same time, however, they will provide opportunities to better align policy actions addressing the immediate challenges with long-term sustainable development objectives. A first challenge will be to reduce the high degree of policy uncertainty associated with the key risks discussed in the downward scenario. These risks must be addressed immediately through shifts in policy approach and greater consideration of international spillover effects of national policies. Sufficient resources must be available to developing countries, especially those possessing limited fiscal space and facing large development needs. It has been realized by many Governments and financial institutions, like the World Bank, IFC, and European Union Programmes that SMEs' and artisans' production capacity is low, working spaces are inadequate and products are of low quality. This makes their products serve markets in their proximity and uncompetitive to the market far beyond their reach. WUSME will play an important role at disseminating new types of technologies, creative tool kits to be distributed and different support services to be provided to SMEs and artisans particularly in the rural areas.

The CSMED Programme of WUSME, developed 2012 in cooperation with IUE International University of Entrepreneurship, Hawaii, USA, is to support the mission of WUSME through the definition of a framework of training programs and to provide strategic resources for SMEs and crafts. WUSME will continue to support SMEs and Crafts to increase their production at capacities and improve quality of their products. Efforts will be concentrated to develop and strengthen capacities of blacksmiths, tinsmiths, carpenters, handicraftsmen and weavers. This is no theoretical declaration, but reality: WUSME comprehensively contribute to a new Programme for Repatriation of Returnees to the Democratic Republic of Congo in close cooperation with the United Nations High Commissioner for Refugees. The Special Consultative Status of WUSME at United Nations Economic and Social Council (UN ECOSOC), obtained 2013, will open new challenging opportunities, also for Member Organizations to transport their mission effectively in the interest of SMEs and Crafts on national and international level.

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MESSAGE OF VICE PRESIDENT **ROBERT HOLTZ**

A NEW POLICY OF SMEs IN THE GLOBAL ECONOMY



WUSME Vice President
Robert Holtz

For a new policy of SMEs inclusion in several major development projects underway in the contemporary Global Economy:

- UNESCO and the Movement of the Enterprise for PEACE;
- Involvement of the SMEs Community in the Global Agreement between China and African Governments resulting from the Beijing Forum in July 2012.

Some of contemporary issues that drive the world, towards which SMEs are more or less affected but in which they could take a part, are seldom properly perceived. It may be the vocation of WUSME to

identify, assess and find ways to integrate them into the overall agreements between Nations and Communities which initiate and promote. Some examples are described here below.

I - UNESCO and the "Movement for Enterprises for the Peace"

In fact, SMEs represent both in developed countries 2/3 of GDP, employment, and directly and indirectly also 2/3 of the Foreign Trade, they irrigate the human Community of the civil society economically and socially.

It may, therefore, be helpful if they participate, according to ways and means to define, the movement of Nations for Peace.

This goal can be a great project to be managed by our Union, in conjunction with UNESCO.

Thus the WUSME, introducing the world community of SMEs in these agreements may reasonably work for their development.

II- The global agreements between China and Africa promoted by the Agreement between the two regions on July 20, 2012.

A few words about this agreement.

1. On the occasion of the "Forum on China-Africa Cooperation", the Chinese government announced a loan of 20 billion dollars to be allocated to Africa.

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The aim is not to interfere in the internal policies of states, but rather to accelerate local growth. Sixty sites will be open, for example, for the creation of an industrial and commercial in Egypt or a cement production facility in Ethiopia.

However, when the "Recitals" of the concurred Agreement are better investigated, we find that, surprisingly, there is little indication on the role SMEs could play, while this sector with its formal or informal presence in Africa, there is more than four fifths of GDP and employment.

Under these conditions, it is necessary to find ways to overcome this lack.

Virtually unique entity in the world may be the flag bearer of a policy of official involvement, the WUSME may be the promoter. By what means it can work.

The policy outlined by the French Government in this area can trace possible ways. In fact, realistically, a first outline of actions to be taken in this direction was presented in the form of the organization, **in July 2012 in Beijing**, of a **seminar** where to bring together **thirty French companies** with the goal to **seek cooperation with Chinese Groups** to search, share, market within the funding that China unlocks. The idea is to combine local knowledge that French companies have in Africa (including language in the French part) and **funding** available in China via the "**Eximbank**", whose mission is to finance the activities of the Chinese Groups overseas. In the light of this example, it is necessary to study the conditions under which Of course, the policy to be lead in this direction it that conducted in conjunction with the all the Institutions with which the projects can be promoted, in particular the Ministries of Foreign Affairs, Economy and Foreign Trade of the countries concerned and, at International level, the UN ECOSOC and UNIDO, the European Union and the OECD.

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MESSAGE OF VICE PRESIDENT **DR. JOGINDER SINGH JUNEJA**

INDIA-AFRICA PARTNERSHIP INITIATIVE "AWARENESS PROGRAMME ON ENTERPRISE DEVELOPMENT FOR AFRICAN STUDENTS - DON'T HUNT FOR JOB - BE YOUR OWN BOSS"

Africa is the world's second largest and most populous continent, after Asia. At about 30.2 million km², it covers 6% of the Earth's total surface area and 20.4% of the total land area. With over one billion people in 65 territories having 54 sovereign states, it accounts for about 14.72% of the world's human population. The continent is surrounded by the Mediterranean Sea to the north, both the Suez Canal and the Red Sea along the Sinai Peninsula to the northeast, the Indian Ocean to the southeast, and the Atlantic Ocean to the west.

After attaining independence, most of the countries in Africa have gone through decades of economic stagnation, poverty, corruption, authoritarian rule and devastating conflicts and wars.

Although it has abundant natural resources, Africa remains the world's poorest and most underdeveloped continent, but the end of 1990 brought the sign of relief and new hope. Winds of change have set in economic growth with the rates picking up. In country after country, prodemocracy movements succeeded with the elected governments and the citizens got involved in economic activities for their benefit. African Leaders and their citizens have been now looking to the future with a renewed hope at the turn of the new millennium. Now Enterprise in Africa is rising.



WUSME Vice President
J.S. Juneja

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I. INTRODUCTION

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.

The WUSME ANNUAL REPORT FOR THE YEARS 2012 and 2013 shall comprise the Period of Report from 01/01/2012 and end on 31/12/2013.

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 will again form the basic structure for the ANNUAL REPORT 2012 and 2013. In addition a TASK LIST for 2013 has been set up together with the WUSME President, the General Secretary, the Chief Executive and the General Coordinator.

II. WUSME ACTION PLAN – ROAD MAP

1. Action Priorities

- MEMBERSHIP BENEFITS
- INFORMATION, PUBLIC RELATIONS AND SERVICES
- OBSERVER AND/OR CONSULTATIVE STATUS AT UN ORGANISATIONS (
- 2ND WUSME GENERAL MEETING
- INTERNATIONAL MISSIONS AND MEETINGS WITH UNITED NATIONS- AND GOVERNMENT REPRESENTATIVES AND THE UNITED NATIONS HIGH COMMISSIONER FOR REFUGEES.

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2. Task List:

| NR | TASK DESCRIPTION |
|----|--|
| 1 | Production of a Database for the Acquisition of: a) potential WUSME members; b) possible funders, donors and sponsors. |
| 2 | WUSME Presentation updated elements: President's letter of encouragement and birthday message, statement of OBs if available, second edition WUSME magazine, highlights of annual reports, WUSME main internet portal www.wusme.org , special portal for UN ECOSOC and fundraising.(not approved by the President WUSME) |
| 3 | Membership Acquisition and Fundraising Campaign: drafting modalities of acquisition, instructions for OBs and members, proposals for financial awards for OBs and members. |
| 4 | Organizations of WUSME Board Meetings and Workshops. Proposals for discussion: a) high level panel discussion in San Marino on the foundation of a Mutual SME Fund for crisis prevention and development; b) workshop in San Marino on Waste to Energy technologies; c) workshop in Muscat Sultanate of Oman on Industrial Partnership between companies in the Middle East and in Europe. |
| 5 | Repatriation program UNHCR-DR Congo: a) first plan is available containing a education and training center for Crafts in the city of Uvira; b) CSMED program for SME development; first plan already approved by the DR Congo Government, next step presentation of the program to the High Commissioner Refugees in Geneva. |
| 6 | Project financing by the United Nations organizations and European Union: once WUSME will be in Consultative Status with UN ECOSOC, UNESCO, OECD, WUSME Office Bearers should propose projects to be financed by the UN organizations. |
| 7 | General Meeting 2013: WUSME's preference is for China. Organization to be outsourced to professional congress & exhibition organizer (to be combined with the exhibition) |
| 8 | Annual Report 2012 and 2013 |
| 9 | Financial Report 2012 and 2013 |

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III. MORE MEMBERSHIP BENEFITS SINCE 2012 and 2013

1. **Since WUSME is from the year 2013 on in Special Consultative Status with United Nations Economic and Social Council (UN ECOSOC)** WUSME Members can be appointed Representatives of WUSME and receive Ground Passes for the UN Headquarters at New York, Geneva and Vienna. The terms and conditions of appointment will be contained in the "Regulations for Appointments", issued by the WUSME Headquarters in San Marino.
2. **Access to WUSME's International Network**
Since WUSME is, since 2012, official participant of the United Nations Global Compact, the door is open to more than 8000 potential business partners and more than 400 non-business organizations.
3. **Equity- and loan financing facilities and SME** toolkits (eg. balance-, profit-loss, cash flow templates, business plan examples etc.) can be made available for WUSME Members on request.

For more membership benefits, see website: www.wusme.org

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IV. INFORMATION, PUBLIC RELATIONS AND SERVICES

The following tools of information have been used:

1. WUSME MAGAZINE, Edition 2013

Download: www.wusme.org

Editorial Secretariat: Dr. Germana Cortesi, Dr. Maria Valeria Pasquini, Ms. Tatiana Casadei



Articles of the General Secretary on WUSME and SMEs related themes during the report period 2012 and 2013:

Jul-30-13 A New Framework of Economic Development in African Countries
PART I – INTRODUCTION

Jul-30-13 A New Framework of Economic Development in African Countries
PART II - Water – Food – Energy: Status quo of development

Aug-21-13 A New Framework of Economic Development in African Countries
PART III Access to Finance for SMEs

Aug-21-13 A New Framework of Economic Development in African Countries
PART IV RECOMMENDATIONS FOR ACTIONS

Nov-29-13 A POLICY GUIDEBOOK FOR SME DEVELOPMENT FOR ASIA AND THE PACIFIC (ESCAP)

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- Nov-27-13 Crises Prevention and Development of Small and Medium Enterprises – SMEs - Part I
- Nov-27-13 Crises Prevention and Development of Small and Medium Enterprises – SMEs - Part II
- Nov-27-13 Crises Prevention and Development of Small and Medium Enterprises – SMEs - Part III
- Nov-29-13 Crises Prevention and Development of Small and Medium Enterprises – SMEs - Part IV Summary of Implications and Recommendations
- Jul-09-12 IGNITING INNOVATION - The role of Small and Medium Enterprises (SMEs)
- Nov-29-13 LABOUR MIGRATION – DEVELOPMENT OF SMALL BUSINESS AND CRAFTS BOOST ECONOMIC GROWTH – Part I
- Nov-29-13 LABOUR MIGRATION – DEVELOPMENT OF SMALL BUSINESS AND CRAFTS BOOST ECONOMIC GROWTH – Part II
- Nov-29-13 LABOUR MIGRATION – DEVELOPMENT OF SMALL BUSINESS AND CRAFTS BOOST ECONOMIC GROWTH – Part III
- Nov-29-13 LABOUR MIGRATION – DEVELOPMENT OF SMALL BUSINESS AND CRAFTS BOOST ECONOMIC GROWTH – Part IV Recommendations
- Jun-13-13 PART II: THE LIFE OF SMALLER COMPANIES: EASY OR DIFFICULT?
- Jun-26-13 PART III - THE LIFE OF SMALLER ENTERPRISES: EASY OR DIFFICULT
- Jun-07-13 THE LIFE OF SMALLER COMPANIES: EASY OR DIFFICULT?
- Feb-12-13 UNITED NATION CONFIRMED: WUSME WORLD UNION OF SMEs QUALIFIED FOR CONSULTATIVE STATUS
- Jul-21-13 WUSME: Number ONE SME Association at UNITED NATIONS
- Oct-02-12 WUSME: THE BRIDGE OF ENTREPRENEUR'S ASSOCIATIONS TO THE UN FAMILY AND EU

The full text of the articles can be read and downloaded under the URL:
<http://www.evancarmichael.com/Small-Business-Consulting/6147/summary.php>

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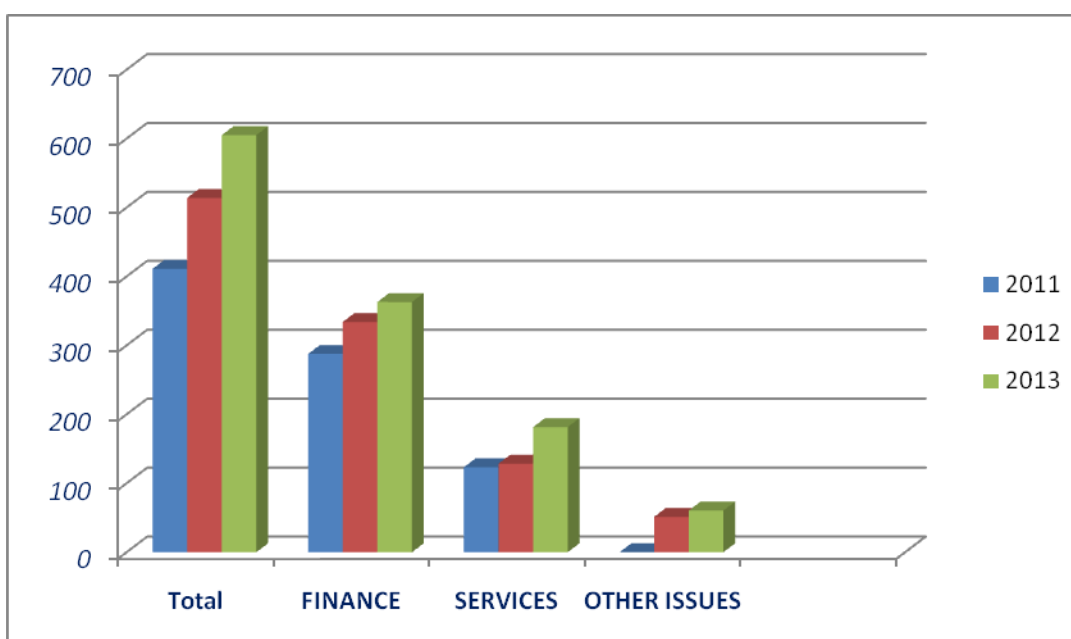
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2. INQUIRIES – QUESTIONS AND ANSWERS, SERVICES

The General Secretariat received in the year 2012 on telephone, per e-mail and in personal meetings averagely 11 and in the year 2013 12 inquiries per week, total more than 500 in 2012 and 600 inquiries 2013 (2011: Total: 400, Finance: 70%, Services: 30%).

About 65% of those inquiries referred to financial issues, such as loans for micro enterprises, project financing and equity participations. About 25% 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. 10% of the inquiries referred to other issues. For 2013 inquiries were: Total: 600, Finance: 60%, Services: 30%, Other: 10%. The majority of inquiries came from Hungary, Central and East- European Countries, and increasingly from Africa, China and South Asia. As the source of information have been mentioned: WUSME web site, information and articles published via Internet, Facebook, Google and Twitter, WUSME News Letters and the WUSME MAGAZINE 2013.



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3. SOCIAL MEDIA

3.1 FACEBOOK

WUSME is present with regular information and statements under:

- WUSME GROUP: <https://www.facebook.com/groups/wusme/?fref=ts>
- WUSME Facebook page:
<https://www.facebook.com/pages/WUSME/161281020624813?fref=ts>

3.2 TWITTER:

WUSME is present with a profile under:

https://twitter.com/WUSME_ORG

3.3 IFC SME TOOLKIT

- South Africa Toolkit:
http://southafrica.smetoolkit.org/sa/en/directory/show_listing/75005
- Nigeria Toolkit:
<http://nigeria.smetoolkit.org/nigeria/en/webpage/98627/en>

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V. RELATIONS TO UN ORGANIZATIONS

1. SPECIAL CONSULTATIVE STATUS GRANTED AT UNITED NATIONS ECONOMIC AND SOCIAL COUNCIL – UN ECOSOC since July 2013

1 August 2013

The Economic and Social Council (ECOSOC) at its Substantive Session of July 2013 adopted the recommendation of the Committee on Non-Governmental Organizations (NGOs) to grant **Special** consultative status to **World Union of Small and Medium Enterprises**. “On behalf of all staff of the Non-Governmental Organizations Branch, please accept our heartfelt congratulations” wrote Mr. Andrei Abramov, Chief, NGO Branch/UNDESA

2. UNITED NATIONS GLOBAL COMPACT

WUSME is registered since 12.07.2012 as official participant and partner of UN GLOBAL COMPACT at <http://www.unglobalcompact.org/participant/17388-WUSME-World-Union-of-Small-and-Medium-Enterprises>

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VI. 2ND WUSME GENERAL MEETING

On July 20th, 2012 in the Republic of San Marino the General Meeting of WUSME was held to discuss and deliberate on the following:

AGENDA

1. COMMUNICATIONS;
2. APPROVAL OF ANNUAL REPORT 2010 AND 2011;
3. APPROVAL OF FINANCIAL STATEMENT 2010 AND 2011;
4. REPLACEMENT AND APPOINTMENT OF BOARD MEMBERS;
5. APPOINTMENT / RATIFICATION OF PERMANENT COMMITTEES;
6. APPOINTMENT OF A SPECIAL COMMITTEE FOR THE DEVELOPMENT OF SMES (CSMED);
7. APPOINTMENT OF A SENATOR;
8. AMENDMENTS TO THE ARTICLES;
9. OTHERS.

Minutes of the GM can be provided on request by the SAN MARINO Headquarters.

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VII. INTERNATIONAL MISSIONS, MEETINGS AND ACTIVITIES

YEAR 2012

WUSME ENTERS "MICROFINANCE GATEWAY" JANUARY 2012

WUSME is now recognized within the organizations affiliated to Micro Finance Gateway, the most comprehensive online resource to facilitate the access of small enterprises tools of micro finance. An "A" extraordinary and unique interactive platform for the exchange of resources: research and publications, original articles, organization and profiles of consultants, most ads of latest industry news, events and employment opportunities among all the relevant micro-finance, donors, networks, consultants, service providers, academics and policy makers.

WUSME MEETS EUCHAM (EUROPEAN CHAMBER) BUDAPEST (HUNGARY), 7 FEBRUAR 2012

WUSME Secretary-General, Norbert W. Knoll Von Dornoff, met the President of EuCham (European Chamber) Michele Orzan, to discuss about the possibility of an agreement of cooperation between the two organizations, organizing joint seminars to be held in the context of incubator programs for the development and start-up of new SMEs and craft enterprises in Budapest, Hungary and in San Marino, together with the Institutions of Incubation in Africa, Asia, Americas and Europe

WUSME MEETS ALBANIA BUDAPEST (HUNGARY), 24 FEBRUARY 2012

Count Adam Batthyany, met Mr. Lulzim Basha, Mayor of Tirana and important political person in Albania, three times Minister of Government of Sali Berisha. Mr. Basha, introduced by Mr. Orzan of EuCham, has largely presented the current situation in Tirana with its investment opportunities, answered specific questions on industry posed by the audience and delved into issues related to SMEs during the bilateral meeting.

WUSME JOINS SMEs WORLD DAY 2012 KAMPALA, UGANDA-MARCH 2012

During his stay in Uganda, WUSME President Gian Franco Terenzi had important talks with some among the highest echelons of the State as H.E. Vice President Edward Kiwanuka Ssekandi, Hon. Minister of Foreign Oryem Henry Okello, Hon. Minister of Industry and Commerce and SMEs Amelia Anne Kyambadde.

Moreover, it was not missed the opportunity to meet influential representatives of business organizations such as the President of the

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Ugandan National Chamber of Commerce & Industry Olive Z. Kigongo and the President of Ussia (Uganda Small Scale Industries Association) Daniel Musiitwa Ssubi, with whom Terenzi has already agreed to sign a cooperation agreement in the near future.

**CIAMP, ENTREPRENEURSHIP IN PARAGUAY
PARAGUAY, APRIL 2012**

WUSME Vice President Celso Càrdenas took over the management of Ciamp (Center of Integral Support to Micro, Small and Medium Enterprise), established by the Ministry of Industry and Commerce of Paraguay to propose actions to meet the application of micro, small and medium industry, providing tools of management to improve the sustainability and to facilitate the creation of favorable conditions for training, strengthening and growth of SMEs and their structures of support. They organize seminars for education of entrepreneurial culture.

**XXII LATIN AMERICAN CONGRESS OF ENTREPRENEURSHIP
QUITO (ECUADOR), 18-20 APRIL 2012**

From 18 to 20 April 2012 the XXII Congress of Latin American Entrepreneurship in Quito, Ecuador, took place. An event organized in joint ventures from ICESI of Columbia University and the Andine University Simon Bolivar.

During the conference keynote speakers have exhibited successful cases of local contractors and five workshops were kept. The meeting was opened by ICESI Director and WUSME Vice President Prof. Rodrigo Varela

**III EDITION OF AIMA
CHENNAI (INDIA) - 28 APRIL 2012**

The third edition of the "National Convention on empowering of competitiveness of Micro, Small and Medium Companies: the way to go" was actively attended by WUSME Vice President referent to India, Dr. J.S.Juneja.

**SMES: ENGINE OF ANGOLA'S ECONOMIC DEVELOPMENT
ANGOLA, 20-25 APRIL 2012**

WUSME President Gian Franco Terenzi visited Angola to meet with members of the Government, representatives of trade associations and entrepreneurs and discuss about current issues and challenges that SMEs are facing locally, as well as on future economic cooperation to promote the development of a more diversified domestic economy. Ten years after the end of civil war, Angola has made huge strides in rebuilding its economy, that is expected to grow by about 8% this year and that has important yet untapped potential in many areas, starting from the traditional ones.

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WUSME IN LAS VEGAS

LAS VEGAS - USA, 25 APRIL 2012

WUSME Secretary-General, Norbert Knoll von Dornhoff, together with Professor James Ompe of the IUE and Dennis Hughey (Detroit), met the Deputy President of the Chamber of Commerce in Las Vegas, Mr. John Osborn, to discuss about the possibilities for future collaboration with WUSME.

**WUSME INTERNATIONAL WORKSHOP: SMES AND CRAFT LEADERS OF INNOVATION
REPUBLIC OF SAN MARINO, 21 JULY 2012**

As part of WUSME SUMMER EVENTS, WUSME Chief Executive Dr. Alberto Chezzi introduced an International Workshop entitled "SMEs and Crafts Actors of Innovation". More than 50 entrepreneurs, representatives of trade associations, delegates of government agencies and institutions from around the world attended the event to present and to discuss business projects promoted by innovative SMEs and international cooperation.

WUSME GENERAL MEETING: NEW OFFICE BEARERS REPRESENTING THE ASSOCIATION WORLDWIDE

On occasion of the WUSME General Meeting held in San Marino on July 20th – 21st new Office Bearers were appointed or confirmed as follows:

Appointment of new members of the Board:

- *Serge Lupuke Wabenga*, Democratic Republic of Congo;
- *James Alburn Ompe*, United States of America;
- *Rongyong Yang*, China;
- *Daniel Musiitwa Ssubi*, Uganda.

Confirmation of three Permanent Committees composed as follows:

PERMANENT COMMITTEE ON FINANCIAL ISSUES

Chairman: Yang Rongyong (China-Asia)

Secretary: Margit Batthyany (Hungary - Europe)

Raul Uranga (Switzerland - Europe)

Sakho Tibou (Guinea - Africa)

Arun Agrawal (India - Asia)

PERMANENT COMMITTEE ON SOCIAL ISSUES

Chairman: Jagic Katarina (Croatia - Europe)

Secretary: Serge Lupuke Wabenga (DRC Congo - Africa)

Nicolas Magotswe Simani (Tanzania - Africa)

Donatien Tschidibu Beya (Germany - Europe)

Muhammed Hussein Diblawe (Somalia - Africa)

Silvia Morosanu (Romania - Europe)

PERMANENT COMMITTEE ON ECONOMIC ISSUES

Chairman: Joseph Kyalangilwa (DRC Congo - Africa)

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Secretary: Kathy Marhoffer (Austria / Panama - Americas)
Robert Krapfenbauer (Austria - Europe)
Loretta Menicucci (San Marino - Europe)
Naeem Muhammed (Pakistan - Asia)

Appointment of a SPECIAL COMMITTEE FOR THE DEVELOPMENT OF SMES (CSMED) composed of:

President: Prof. Dr. James OMPS - USA
Vice President: Dennis Hughey, MBA - USA
Member: Alan Lund, MBA - USA
Member: Soung Liew, MBA - CHINA
Member: Prof. Dr. Mohammed Tajudin Alias - MALAYSIA
Member: Nelson Rodrigues, MBA – VENEZUELA
Member: Pauline Teresa Crawford – UNITED KINGDOM

The activity of CSMED is to support the mission of WUSME through the definition of a framework of training programs and to provide strategic resources for SMEs and crafts. This will be accomplished by providing and promoting: business development, business and entrepreneurial growth, the transfer of practical knowledge, innovation through training, competitiveness, new tools and methods to maximize growth and prosperity.

Appointment of SENATOR for Dr. *Ivano Spallanzani*, who is among those people who have played an important role in the field of SMEs and the Crafts. An Italian citizen, he has been for three consecutive terms in Italy National President of "Confartigianato" (Crafts Association), Director and Member of the Board of Pensions of the CNEL (National Council of Economy and Labour), besides having held many other prestigious positions.

UNITED NATIONS IN SAN MARINO REPUBLIC OF SAN MARINO - 24 AUGUST 2012

WUSME President Gian Franco Terenzi at the presence of Antonella Mularoni, Secretary of State for Foreign Affairs of RSM, met H.E. Nassir Al-Nasser Abdulaziz, President of United Nations General Meeting on the occasion of his official visit to San Marino.

MEETING WITH THE SULTANATE OF OMAN SULTANATE OF OMAN - 18 SEPTEMBER 2012

WUSME Secretary General Norbert Knoll von Dornhoff, together with Hungarian entrepreneurs, met the Secretary of State for Foreign Investment and the promotion of exports of Oman, H.E. Salam Al Ismaili, to discuss the future cooperation with WUSME. Entrepreneurs of Oman are currently very interested to intensify relations business with European entrepreneurs. Al Ismaili proposed to organize, for 2013, a workshop in partnership with small and medium-sized industrial businesses and crafts of Europe and Oman.

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YEAR 2013

**WUSME MISSION TO CHINA
SHANGHAI, JANUARY 2013**

With the entry of Mrs Rongyong recently appointed Member of the Board Directors and President of the Permanent Commission for Financial Matters, WUSME begins a period of official meetings with the Chinese authorities, in order to achieve agreements and alliances of mutual benefit in favor of SMEs of both countries.

WUSME President Gian Franco Terenzi during his last mission in China in late January 2013, met Ms. Yang Rongyong to mention the numerous issues relating the development of the Association and the opportunities for collaboration in China to support SMEs. WUSME is proud to welcome as a member of its Governing Body such a prominent figure of the Chinese and world economy.

On invitation of Ms. Yang Rongyong, President Dr. G.F. Terenzi had the pleasure of meeting Mr. Wang Zhi Xiong (pictured right), President of the Chamber of Commerce in Shanghai, President of Shanghai Federation of Industry & Commerce and Vice President of the All China Federation of Industry & Commerce. During the meeting various issues of common interest were discussed, including the development of relations, the exchange of commercial and entrepreneurial skills and the possibility to initiate collaborations.

**WUSME AT THE "DAY OF THE ENTERPRISE"
DOUALA, CAMEROON - 16 FEBRUARY 2013**

"The company and the acceleration of growth" is the motto of the second edition of the "Days of the enterprise" (JDE), the event held from 9 to 16 February 2013 in Douala-Cameroon. The event intended to focus the spotlight on the company, as a hub of future actions for investment recovery and economic growth. With the contribution of ASOL (NGOs Afrique Solidarité-Suisse), a member of WUSME, and on the initiative of its President, Mrs. Angeline Henzen, even WUSME was present at the event to start collaborative relationships to support SMEs in Cameroon.

**A NEW PLAN FOR THE REPATRIATION AND REINTEGRATION OF THE REFUGEES IN AFRICA LAUNCHED BY
WUSME
GENEVA, SWITZERLAND - MARCH 2013**

In consultations with the United Nations High Commissioner for Refugees in Geneva on March 19 to 20 2013, a delegation of WUSME, conducted by Secretary-General Norbert Knoll von Dornhoff, presented a new plan for the reintegration of the refugees and groups internally displaced in their country of origin, for the Democratic Republic of the Congo. The heart of this program is the establishment of a Centre for Education and Professional Training of returnees of Congo, which will allow them to start new small businesses, with particular reference to the fields of crafts and agri-

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culture. This first plan will help 2,000 people to start a better life, with the expectation that many others will follow in the coming years.

**MEETING BETWEEN WUSME PRESIDENT AND UN SECRETARY-GENERAL BAN KI MOON
SAN MARINO - APRIL 16, 2013**

On the occasion of his official visit to the Republic of San Marino, WUSME President Gian Franco Terenzi met with United Nations Secretary-General Ban Ki Moon, who congratulated for their efforts on behalf of international cooperation. "Around the world, said Ban Ki Moon-there are people who are struggling to help determine its future, seeking jobs and justice". The WUSME by its President confirmed the efforts with which his Association supports SMEs in view of their function as a tool for self-realization of the individual and of the community, economic democracy, equality and world peace.

**UNLEASHING THE POTENTIAL OF SMES IN INDIA: A NEW VISION
INDIA - MAY 8-9, 2013**

WUSME Vice President Dr. J.S.Juneja participated in the 4th National Convention of AIMA (All India Management Association) organized in Guwahati-INDIA on "Unlocking the potential of SMEs in India: a new vision" in collaboration with the Management Association and Guwahati Assam as a Partner State. As head of the Task Force for SMEs, former Chairman of AIMA and known expert in SME development methodologies, Dr. J.S.Juneja has centred his intervention on the issue of ability to create work in the medium, small and Micro enterprises as the most important industry after agriculture. The Convention, which took place on the 8 May 9, 2013, and was inaugurated by the Minister for industry and trade, electricity and Public Enterprises Minister Pradyut Bordoloi, Assam's Shri which underlined the role of small businesses in industrial progress and the creation of job opportunities for young people. The investment promotion policy and industry of the North East (NEIP) adopted in 2007 has accelerated growth and played a significant role in the development of SMEs.

**WUSME CELEBRATES MYANMAR BUSINESS AND DEVELOPMENT WEEK
MYANMAR - SEPTEMBER 23-27, 2013**

WUSME Vice President J.S. Juneja has recently participated in the MYANMAR BUSINESS AND DEVELOPMENT WEEK, organized by the Business Advisory Council of the UNESCAP, in collaboration with the Union of the Federation of Chambers of Commerce of MYANMAR. The event saw the WUSME present as a Partner Organization. Goal of the initiative is to build and strengthen the capacity of the private sector of Myanmar, and to equip the Government of Myanmar of tools and knowledge to create a favorable business environment.

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