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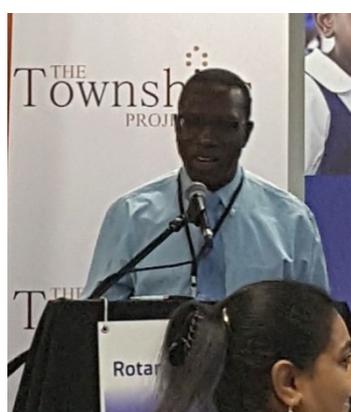
15 November 2018

Dear Friends:

**Building Better Businesses Symposium Partnership with Rotary International  
 27 – 28 September 2018 in Pretoria**

Thank you very much for your support for **The Townships Project**. For the past 20 years, your generous donations have enabled us to fight systemic poverty in South Africa through building better businesses. Using our developing partnerships with Rotary and UNISA, we will continue to build better businesses in 2019, on a broader and more effective basis than ever before.

**2018 Highlight: Building Better Businesses Symposium**



Ambrose delivering keynote speech

On Thursday and Friday, September 27 and 28, 2018, an amazing Symposium was held at the Holiday Inn Express in Sunny Park, Pretoria. **The Townships Project** hosted 135+ small business owners for two days, in partnership with UNISA (University of South Africa), the Rotary E-Club of Southern Africa and Sesego Foundation. Our partners arranged for all speakers, facilitators and moderators to provide their expertise for free. **The Townships Project** paid for the venue, prizes and other expenses, as well as providing our very own director, McKinley Ambrose, as keynote speaker. Topics included Spotting an Opportunity, Finding the Capital, Sustaining Your Business, and Growing/Scaling Up Your Business. New partners offered access to digital accounting programs for all participating businesses, access to a mentorship program and free access to and delivery of surplus office furniture to participants. We are also offering a cash prize to the business showing the most progress by January 2019, which will be adjudicated jointly by UNISA and Rotary. Feedback on the Symposium was overwhelmingly positive with excellent suggestions for the next event proposed for September 2019.



Martha accepting presentation from Rotarian Rufus Moagi

Several businesses we had worked with on the MicroFranchising Launch participated, including **MIA Healthcare**, a sanitary towel manufacturer created, owned and operated by Promise Mashimane, **Happy's Candles**, Happy Phiri's candlemaking operation, and **Connection Boyz**, owned by Tshepiso Motloung. Tshepiso was second prize winner at our **2014 MicroFranchising Launch**, and is now recognized as the best installer of MultiChoice TV Antennae in South Africa with more than 120 installers in his network.

Noteworthy attendees were a cohesive group of 17 women-owners of kindergartens. They have worked for 5 years to bring their businesses into compliance with local regulations, achieve the necessary licensing and meet local building codes, all with the help of Rotary and some funding from Sasol, a South African chemical company. They are now developing Early Childhood Education programs for hundreds of children in their impoverished communities near Vanderbijlpark, south of Johannesburg. Their programs will include the best digital reading developments, as reading is the key challenge in the South African school system. **The Townships Project** is working to provide the necessary connections and loan financing to make this possible, benefiting not only women business owners but also changing the futures of hundreds of children.



Kindergarten owners from Vanderbijlpark with supporters from Rotary and The Townships Project

**2019 Outreach: June 2019 in Hamburg, Germany, with Rotary International**

From June 1 - 5, 2019, Hamburg is hosting the Rotary International Conference. **The Townships Project** plans to attend this conference in conjunction with Rotarians from Southern Africa to showcase our joint work in reaching out to entrepreneurs in township areas, providing networking and training opportunities for them, as well as connecting them to potential sources of financing. We will be seeking ongoing funding for Building Better Businesses Symposia in the future, using this format as an outreach for Rotary and for **The Townships Project** in South Africa.

**2019 Outreach: September 2019 - Another Building Better Businesses Symposium**

In our 2017 update, we informed you of a generous bequest to **The Townships Project** from the Estate of Margaret Ulland. This bequest allowed us to confidently support the September Symposium in South Africa. Rotary was thrilled with the result as it provided outreach into communities that they otherwise reach with difficulty, communities that represent their future. **The Townships Project** was equally positive as it allowed us to provide top quality business networking, learning and financing opportunities at minimal expense. The overwhelmingly positive response of the participants ensures that all of us will work diligently to ensure this initiative takes root. Margaret’s thoughtful bequest has enabled us to strengthen our partnership with Rotary and others in South Africa, ensuring our sustainability.

**And finally, THANK YOU!**

We thank each of you for your continued support. We also thank our board members and special advisors, a committed team with strong financial, legal, business, banking, engineering, development and philanthropic skills. We were sad to say goodbye to longtime board member David Martin, but very grateful for his many years of service. We are happy to welcome an outstanding supporter, Heather Read of Vancouver, to our board. She has agreed to support Cathy McPherson and Jocelyn Pritchard and others who oversee the mailing of our annual letter. Thanks as well to Sheri Chislett, our bookkeeper in Charlottetown. We are also grateful to Rotarians who have accepted positions of support in South Africa, particularly Judith Chinkumbi and Riana Pretorius, who have become Trustees, with Riana also taking on the role of ensuring our annual filings are in order.

All best wishes for a safe, happy and fulfilling holiday season and New Year. You can donate securely at [www.thetownshipsproject.org](http://www.thetownshipsproject.org), or by mail using the tear-off section attached to this letter. All donations will receive a tax receipt.

Sincerely,

F. Martha Deacon  
Founder and CEO  
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Cathy Hume  
Chair  
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**YES, I WANT TO SUPPORT THE TOWNSHIPS PROJECT ([www.thetownshipsproject.org](http://www.thetownshipsproject.org))**  
**Charitable Registration #86418 8420 RR0001**

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Please send to:  
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