

THE FINANCIAL INCLUSION
ADVOCACY CENTRE

“Pacesetters in Practice Based Trainings”

Mechanics of Fundraising for Microfinance Institutions - Trends, Models and Prospects in Equity, Debt and Grant Sourcing

4th-6th February, 2020 | Abuja, Nigeria

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This three-day inter-active experiential learning based executive training is the first of its kind. It is designed to enhance the participants basic knowledge to advanced practical knowledge with regards to the provision of a wide range of need based customer centric responsible financial services with specific emphasis on Funding Typology, Funding & Fund Managers, Funding Mechanics etc

THE FINANCIAL INCLUSION ADVOCACY CENTRE

The Financial Inclusion Advocacy Centre is an international action-oriented and practice based think-tank geared toward promoting sustained financial inclusion and responsible microfinance.

The Financial Inclusion Advocacy Centre's mission is to build the institutional strength and outreach of the inclusive finance sector, by providing a full range of high-quality, best-practice technical inputs and support to all industry stakeholders, in a sustainable and demand-driven manner. As an independent support centre, FIAC is committed to promoting innovations, transparency, and enhanced access/outreach especially to the poor and thereby contributing to United Nation's Sustainable Development Goals (UNSDG # 1) and its sub-goals, which include achieving 100% financial inclusion by 2030 across the globe.

Course Objective:

The Financial Inclusion Advocacy Centre is a professional body that provides practical state-of-the-art training and courses pertaining to various facets of Microfinance and Financial Inclusion.

The course aims at broadening and pushing the boundary of fundraising to a new level in which the directors and managers of Microfinance institutions/banks, SACCOs/financial cooperatives, financial NGOs, SLGs/VSLAs and other similar financial entities can identify funding from a series of available sources, use both traditional and modern funding vehicles, including bank linkages, national apex funds, money and capital markets and other effective financing instruments, and how to analyze and tap these financing vehicles to sustain and upscale their operations.

The course further aims to expose participants to the most sustainable pathways to raising safe and reasonable funds from appropriate institutions, including national, bilateral and multilateral development agencies and how participants can ascend their respective financial institutions to regional and global standards; and how to use institutional, financial and social ratings and other credit enhancers to meet the requirements of social and commercial investors.

This Mechanics of Fundraising for Microfinance Institutions – **Trends, Models and Prospects in Equity, Debt and Grant Sourcing**

Interactive: The teaching methodology is based on solid experiential learning and it has minimal lectures. Sessions have extensive group work, real life case analysis, group and plenary discussions and individual, group and plenary presentations.

● **Profound**

Sufficient time is allotted to each of these complex technical modules to ensure maximization in the learning.

● **Individual Oriented Yet Facilitating Cumulative Learning**

Participants will be exposed to an array of technical and innovative developments in the microfinance and financial inclusion space and will get the time to network with each other as well. State of the out knowledge will also be provided. Most importantly, a lot of the learning will come out of the cumulative experiences.

Faculty

Facilitators with several decades of solid exposure to the financial inclusion sector and related fields share their diverse experiences from across the world to set up a truly unique learning experience.

Who should join this Mechanics of Fundraising for Microfinance Institutions – Trends, Models and Prospects in Equity, Debt and Grant Sourcing?

This program is targeted at Microfinance Managers focused on taking their institutions to the next level, Board Members, Chief Executives, Chief Operating Officers, and other stakeholders active in the inclusive finance, regulatory & supervisory and capacity building domains.

Course Content

MODULE	CONTENT
MODULE 1: Opening Session	<ul style="list-style-type: none">➤ Welcome Remarks➤ b) Practice and Activity-Based Training Methods➤ c) Course Objectives and Contents➤ d) Pre-Training Stimulation Test➤ e) Why Fundraising?➤ a) Overview of Funders and Funding Options
MODULE 2: Funding Typology	<ul style="list-style-type: none">➤ Traditional vrs Modern Funding Methods➤ Equity, Debt, Customers' Deposit & Grants➤ Social, Concessionary & Commercial Investors➤ Fund Raising Methods➤ Internal & External Funding Sources➤ Bank Linkage Models➤ Funding Experiences & Role Plays➤ Leveraging Customers Deposit & Prudential Regulations➤ Specialized Microfinance Institutional Agencies➤ Money Market Funding & Instruments➤ Capital Markets Operations & Instruments
MODULE 3: Funding & Fund Managers	<ul style="list-style-type: none">➤ Donor Funding & Donor Investment Vehicles➤ Social Investors-Quasi Equity, Grants & Guarantees➤ Concessionary & Commercial Debts➤ Bilateral & Multilateral Investment Funds➤ Funding Foundations in Microfinance➤ Internet Funding Vehicles➤ Non-Cash Fund Raising & Instruments
MODULE 4: Funding Mechanics	<ul style="list-style-type: none">➤ Funding Solicitation & Grant-Making➤ Funding Magnetism & Credit Enhancers➤ Microfinance Ratings & Raters➤ Institutional Financial & Social Ratings➤ Measurement of Social impacts➤ Funding, Key Performance Indicators & Reporting➤ Calculating Cost of Funds➤ Funding & Ethical Issues

Tuition and Accommodation Expenses

The total fee for Mechanics of Fundraising for Microfinance Institutions –Trends, Models and Prospects in Equity, Debt and Grant Sourcing is \$ 1000.00. This fee includes the course fee, all training materials and full-board accommodation in a 4-Star Hotel in the heart of Abuja.

Fees without accommodation is \$500.00.

Handouts, documentation and background literature will be assembled in a comprehensive participant hand book which will also be provided on USB device by the end of the training.

Delegates will be picked from the airport to the hotel.

The fees also include two guided Tours on two evenings & a dinner.

Faculty

Hand-selected faculty with many years of exposure and experience gained from both academia and industry share their experience with the delegates. For this course the faculty is:

Bola Garbadeen has over the past 25 years been working, researching and consulting for a number of organizations including UNDP in Somalia (Bank of Somaliland), World Bank in Kenya, DFID and DAI in Ethiopia, Aga Khan in Zanzibar, Pride Tanzania (Microfinance Bank) and Tai Mobile Financial Services in Tanzania, Bank of Industry and World Bank assisted Growth and Employment Program in Nigeria, Government of Botswana and Government of Zanzibar among others. His competence, experience and training presentations span such areas as women and youth financial inclusion, design and implementation of microfinance projects, agricultural value chain development, MSMEs business development services and human capacity building, as well as project management, monitoring & evaluation and fundraising. Previously, he worked for two microfinance institutions in Kenya and Malawi as CEO and Technical Advisor respectively; after leaving the banking sector as General Manager in Uganda. Between 2014 and 2017, Bola was seconded by IFAD/FGN Rural Financial Institutions Building Programme as Technical Advisor of National Association of Microfinance Banks (NAMB, Nigeria) comprising over 1,000 MFBs.

Bola has authored several articles published in Uganda Institute of Bankers' journals and a number of conference presentations to Financial Inclusion Products Working Group, Central Bank of Nigeria, NAMB and others. He also wrote many concept papers, technical proposals and other solicitations that won funding from USAID, DFID and UNCDF. He attended several trainings and conferences in Canada, Italy, South Africa, Malaysia, India and Bangladesh.

Training Venue

Training activities will take place at the Ibetu hotel in the heart of Abuja, Nigeria. Participants will be accommodated in the same hotel

Language

The language of instruction will be English. No translation will be provided.

Application

The application deadline for the course is January 21st, 2020. Please note that we do select applications on a first-come, first-served basis. Nevertheless, we will try to form a group of participants with complementary experiences and backgrounds. The number of participants is limited to 30.

Registration

Please fill the attached registration form and send to info@financialinclusionadvocacy.org

Deadline

All registration forms should be submitted by January 21st, 2020, late applications will be considered subject to availability.

Cancellation Policy

You may make a substitution, without charge, at any time before the start of the course but all cancellations must be confirmed in writing. Cancellations received more than four weeks prior to the start of the course are not subject to any penalty. Cancellation received after that will entail the following penalties: two to four weeks 50% of the course fee; less than two weeks 100% of the course fee. If written notification is not received and you do not attend, the full course fee will be retained as a cancellation charge.

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Registration Form

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TITLE	
FIRST NAME	
LAST NAME	
ORGANISATION	
ADDRESS	
TELEPHONE	
EMAIL ADDRESS	
ACADEMIC QUALIFICATION	
EMPLOYMENT STATUS FOR THE LAST FIVE YEARS	
CAREER OBJECTIVE AFTER COMPLETION OF COURSE	
DATE OF ARRIVAL	
PAYMENT MUST BE MADE BY BANK TRANSFERS. BANK DETAILS ARE PROVIDED AFTER SUCCESSFUL REGISTRATION AND INVOICE ISSUED	



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