

Private Sector and Enterprise Development



Trade is a vital route out of poverty yet the poorest countries have only a 2% share of global trade.

The potential of trade presents a giant step towards ending poverty in the world's poorest countries. The building of a strong private sector, operating within a sound regulatory environment and institutional framework, provides developing countries with the basis for sustainable economic growth and poverty alleviation.

Making the markets work for the poor means encouraging competitiveness and business growth, creating employment, enhancing opportunities for small-scale enterprise development through the provision of improved support services and facilitating links with the larger manufacturing and service sectors. It also means addressing the rights of people at work and opening up channels of representation for small and medium sized enterprises (SMEs) to influence policy decisions.

Cardno assists governments to build national capacity in cost effective and sustainable business development services such as organisational management and capacity building, access to microfinance, promotion and public awareness, information on new technologies and export and domestic market access. We advise on regulations that provide a conducive business environment. We address health and safety issues and assist with the development of networks to pool resources and widen market opportunities. Cardno also actively addresses critical issues and barriers that youths and many women entrepreneurs face.

Cardno manages projects and programs aimed at supporting economic growth

and creating new jobs in sectors including agriculture, tourism and manufacturing. Integrating high quality services in agricultural production, post harvest technology, fruit and vegetable marketing and livestock husbandry contributes to a secure food supply, increased agricultural output and value added on a sustainable and cost effective basis. The identification and promotion of business opportunities in community tourism and local manufacturing helps attract foreign investment, builds links and raises the level of local involvement and participation in economic development. A major focus of these initiatives is capacity building and developing a free market economy with an emphasis on decentralisation.

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Cardno manages programs to build a strong private sector operating within a sound regulatory environment and institutional framework.

Producers Organisation Program (POP) 2 Marketing Component, Vanuatu

Client Department of Agriculture and Rural Development

Donor European Commission and the Government of France

Company Cardno Emerging Markets (UK)

The Project contributes to improved sustainable livelihoods for smallholders in Vanuatu by strengthening producer organisations and through the provision of extension and marketing services. The Project helps to improve the marketing of agricultural products by establishing direct marketing channels, supporting new commercial ventures and by facilitating trade directly with international fair trade and organic buyers and associations.

ASEAN Australia Development Cooperation Program – Program Stream

Client AusAid

Company Cardno Emerging Markets (Australia)

The ASEAN-Australia Development Cooperation Program (AADCP) is the current phase of Australia's technical and economic cooperation program with the Association of Southeast Asian Nations (ASEAN). The AADCP Program Stream funds medium-term projects to advance regional integration and competitiveness. The Program aims to:

- ▶ Implement activities in partnership with relevant ASEAN sectoral committees and working groups
- ▶ Assist ASEAN to integrate into one market for goods, services and investment
- ▶ Support the establishment of a regional ASEAN environment for the development of a competitive private and small and medium-sized enterprises (SMEs) sector focusing on the quality and safety of food and agricultural products.

Rural Coastal Fisheries Development Project, Papua New Guinea

Client National Fisheries Authority

Donor European Commission

Company Cardno Emerging Markets (UK)

To improve the welfare of the rural coastal populations, the Project supports a greater participation in harvesting and marketing of marine resources. Aside from infrastructure developments, the basic concept is to promote development through private sector initiatives. A line of credit backed up by an initial loan scheme has been established through banks and private companies to enable small fishing enterprises and fishing groups to purchase boats, fishing gear, ice plants and other equipment as well as providing assistance for marine aquaculture.

Private Sector Support Program, Swaziland

Client Government of Swaziland

Donor European Commission

Company Cardno Emerging Markets (UK)

This Program's objective was to create an enabling environment for small and medium enterprises in Swaziland. Specifically, it aims to develop more conducive trading conditions for small businesses to increase the flow of capital to the sector and to improve small business management skills through the creation of a comprehensive business development service. The Program assisted the Government in addressing four common themes in the key areas of new investment, tourism and SME development; namely:

- ▶ Organisational development and human resource training
- ▶ Enabling environmental and strategic planning support
- ▶ Promotion and public awareness campaigns
- ▶ Improvement of support services.

Institutional Support to Lending Institutions under Small and Medium Enterprise Development Fund, Vietnam

Client Ministry of Finance, Government of Vietnam

Donor European Commission

Company Cardno Emerging Markets (UK)

The Project's objectives are to enhance economic and social development in Vietnam through the provision of improved financial services to small and medium-sized enterprises. The Project's goals are to create and operate a revolving financial facility – the small and medium-sized enterprise development fund – will:

- ▶ Offer medium and long-term financing to selected commercial banks for on-lending to SMEs
- ▶ Strengthen the institutional capacity of the Vietnamese Development Assistance Fund
- ▶ Strengthen capacity of intermediary banks in dealing with the financing needs of SMEs
- ▶ Increase the productivity and competitiveness of SMEs in Vietnam
- ▶ Create new employment opportunities.

About Cardno

Cardno is an integrated professional services provider, delivering specialist advice to create or improve physical and social infrastructure that underpins communities around the globe. Our team is comprised of leading advisors who plan, design, manage and deliver sustainable projects and programs.

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