

GLOBAL ENTREPRENEURSHIP WEEK

"Growing your business beyond borders"



10 Years of *Enterprise Uganda*
promoting small and medium enterprises



JOIN US FOR A
CONFERENCE AT
HOTEL AFRICANA
15-17 NOV
2011



In 2007 I was a participant in the first ever Best Clinic by Enterprise Uganda. By then, I was a University student at Makerere University Business School pursuing a degree in Entrepreneurship. Before attending the clinic, I was like any other Ugandan youth looking for answers relating to survival after school. By this time I was lucky to have read a number of books that made me appreciate wealth as a function of entrepreneurship and indeed I had started a small barbershop in Masaka town during my Senior 6 vacation.

The clinic gave me direction. It inspired me towards a more structured and growth oriented way of doing business. Most importantly it revealed the deep truths and reasons for doing business as a lifestyle and as an income source. I am now the proud owner of Royal Barbers with branches in Masaka and Jinja, I am a coffee farmer in Masaka, Co-founder of www.nyumba.net (Formerly HouseFindersUganda.com) and a proud owner of Mountain Gorilla Safari Hotel in Kisoro.

Currently with three branches, I employ 27 workers directly and many more indirectly through after sales services like the shoe shiners who polishes our customers' shoes. Our sales per month average at UGX 2.83M from a customer base of between 1,400 - 1,600 heads per month per branch. By the end of 2011, I'll have 4 branches. I developed a growth oriented structure for Royal Barbers with a vision to replicate the business model for my barbershops throughout Uganda and eventually East Africa and beyond. It took some time to develop a reliable system that can operate and manage my barbershops without me having to personally run and manage every aspect. As soon as I felt confident, I opened a new branch in Masaka and then Jinja last year.

Mountain Gorilla Safari Hotel has 13 rooms, boasts of the only VIP suite in Kisoro district, a restaurant and bar, the best conference hall in the area, a boardroom and we are working hard to make it the best in every aspect. I employ 14 full time workers and 5 others at the hotel. We make millions in sales per month! I currently employ a total of 43 full time employees and several part-timers in all my businesses. Often, this employer responsibility keeps me going amidst tough times. I have since advised and motivated so many peers who are currently either self employed or running side enterprises.-

Agume Bless