



# ANNUAL REPORT 2018



# TABLE OF CONTENTS

03	Our Mission	14	Women Empowerment Fund
04	Our Vision	15	Partner Story- PACHEDO
05	Message from the Executive Director	16	Supplier Story- Spouts of Water
06	Message from a Funder	17	Business Development Fellows
07	Our Impact to Date	18	Financial Statement
08	Our Impact in 2018	19	Selected Financial Data
09	Follow on Investments and Opportunities	20	2019 Plans
10	Our Solution: Business in the Last Mile	21	Our Team
11	Milestones	22	We are Grateful
12	In the Media	23	How to Get Involved
13	Story from the Field	24	The End



## Our Mission

To Create Sustainable Clean  
Energy Enterprises



**PEARL ENTREPRENEURS ACADEMY**

Empowering communities through eco-friendly development

WE HELP YOU SAVE AND GENERATE INCOME THROUGH:

- Smart agriculture training and organic supplies
- Education and supply with high quality clean energy products
- Solar lanterns
- Water filters
- Improved ceramic cook stoves working with both firewood and charcoal
- Biogas from recycled household waste

Supported by UN Women, UNICEF, and ENV

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The banner features a logo of a green leaf on a hand, images of various clean energy products like solar lanterns, water filters, and cook stoves, and logos of partner organizations.



**KIP**

Dealers in

The banner shows images of various household products and a portrait of a woman.

KAGUTA



## Our Vision

For everyone in the last mile to have access to quality, affordable clean energy products for their homes



# MESSAGE FROM THE EXECUTIVE DIRECTOR



Aneri Pradhan  
Founder and Executive Director

*Aneri Pradhan*

## Dear ENVenture friends and supporters,

I am pleased to share with you our 2018 Annual Report on ENVenture's progress in accelerating clean energy access to the most rural and underserved communities in Uganda. The total number of clean energy enterprises that we have supported so far has now reached 84, which demonstrates a scalable approach to reaching our target of 74,000 last mile residents who earn less than \$3 a day. In addition, our model of inclusivity goes further to include women, youth, refugees, and people with disabilities.

What we have particularly enjoyed learning over 2018 is that our model is unlocking data and findings on accelerating last mile clean energy entrepreneurship. We are proud to announce that our research and discovery has led us to create in 2019 the ENVenture Growth Accelerator, to support the best of our portfolio to go further faster with additional support. Furthermore, it is ENVenture's belief that the true underlying problem to global development is not simply the lack of access to clean energy. It is also the lack of financial literacy. Entrepreneurs struggle with cash flow, sound financial decision making, inventory management, managing credit sales, and separating personal and business expenses. Their customers have trouble understanding why interest is added to a credit sale and realizing the money saved through adopting clean energy. This is why ENVenture's capacity building is centered around financial literacy as opposed to technical trainings which is common in other clean energy development programs. As ENVenture, we believe financial literacy is the foundation of economic development and is a transferable skill to running different programs in education, health, the environment, and more.

We look forward to sharing more updates and information about our holistic ecosystem approach to accelerating access to clean energy in the last mile of Uganda.

# MESSAGE FROM A FUNDER

## Dear readers



Erika Luitjens  
Executive Director  
CapCon Foundation

A handwritten signature in black ink that reads "Erika Luitjens". The script is elegant and cursive.

The CapCon Foundation is a proud supporter of ENVenture. At CapCon, we see market-based innovation as the engine of progress and prosperity. So we look for economically sustainable initiatives that create the conditions to organically scale their impact over time. We think the most viable approach to alleviating poverty is to unleash entrepreneurship that will create the proper incentives leading to wealth and job creation.

ENVenture is one of the rare social enterprises that exemplifies this ethic to combat poverty. ENVenture seeks to solve the very pervasive and difficult problem of “last mile” distribution for clean energy. It’s a common problem, but ENVenture’s approach is unique. They unleash the power of local entrepreneurs to create distribution businesses, providing both financing and training to attack the business problem and put new companies on a path to growth and success. We see our grant, essentially, as an investment in a business accelerator program. And better yet, they are creating a model for how an issue of global significance, such as the push toward clean energy, can be aligned with economic incentives in local communities to address the issue from the ground up.

We look forward to the future growth and success of ENVenture

# OUR IMPACT

## OUR IMPACT TO-DATE

### ACCESS TO ENERGY

**13,000 +**

Clean Energy Products Sold

**73,000 +**

Beneficiaries Reached

### JOBS CREATED

**84 +**

Small Energy Enterprises

**465 +**

Shop Attendants and Sales Agents

### GENDER

**70%**

Income opportunities obtained by women youth

## A Network Engaged

## The Pulse of an Eco-system

ENVenture has been supporting Community Based Organizations (CBOs) in Uganda over the last four years to start and sustain last mile energy enterprises with the objective of increasing access to clean energy technologies such as solar, improved cookstoves, water filters, and fuel briquettes. Businesses receive a low-cost loan, a 1:1 business coach, and simple mobile technology, taking our Business in a Box from idea to execution. ENVenture's Theory of Change is to leverage existing local structures to provide access to energy to the last mile through creating these sustainable enterprises.

A number of these Community Based Organizations have now outgrown our capacity to finance their small and growing businesses and require working capital. A number of these CBOs have expressed interest in for example opening up new branches for their energy enterprises, hiring more sales agents, selling solar energy technologies that add value in agriculture, selling solar systems for schools, among other initiatives. ENVenture has an already curated pipeline of investable small energy distributors in the last mile that have 1-year of credit history with us. Without local investors willing to support this space, local enterprises have no ability to raise financing for their enterprises. Either the loans are either prohibitively expensive or they lack traditional collateral. ENVenture is now stepping in to facilitate this gap in the marketplace.



OUR IMPACT IN 2018



5 New Clean Enterprises Created  
In the districts of Gulu, Lira & Abim



4 New Clean Enterprises Created  
In the districts of Jinja, Buyopa & Bukedea



8 New Clean Enterprises Created  
In the districts of Rubirizi, Kyenjojo & Mbarara,



8 New Clean Enterprises Created  
In the districts of Kampala, Lwengo & Mukono

IN 2018

25

New clean energy enterprises created

112

People trained at the bootcamps

39,000

Metric tons of carbon offset

\$2.4m

of income saved by households

\$17,000 TOTAL

In investments made



## Follow On Investments and Opportunities Acquired by Incubatees

3 Women Sponsored for Business Expansion Training by wPower in Kenya  
\$16,700 in Grant Funding Acquired by incubatees  
\$4,000 in External Clean Energy Loans Acquired by incubatees

**\$9,700**

In grant funding acquired by CBOs through the McGinnity Foundation

\$2,000 Friends of Nature Uganda  
\$2,000 Initiative Uganda  
\$2,000 Divine Action for Rural Development Foundation  
\$2,000 Action for Development of Local Communities  
\$1,700 Banda Women Initiative for All

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**\$7,000**

In grant funding acquired by CBOs through The Pollination Project

\$1,000 Action for Development of Local Communities  
\$1,000 Ventures for Empowerment & Sustainable Community Development  
\$1,000 The Disability Arts Project  
\$1,000 Rubirizi Women Association for Empowerment  
\$1,000 Pearl Entrepreneurs Academy  
\$1,000 Initiative Uganda  
\$1,000 Friends of Nature

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**\$4,000**

In loan funding acquired by CBOs from Jamy Fund

\$1,500 Initiative Uganda  
\$1,000 Friends of Nature  
\$1,000 Self Help Initiative for Development  
\$500 Mt Elgon Self Help Community Project

# OUR SOLUTION: BUSINESS IN THE LAST MILE



## HOW WE WORK

The Business in a Box Solution toolkit involves:

### Financing

Rural distributors lack access to up-front capital to wholesale volume clean energy from suppliers. ENventure delivers downstream distributor inventory financing to qualified Community Based Organizations (CBOs). Through a unique step-ladder approach that unlocks credit, ENventure's credit line is for CBOs to purchase from ENventure's catalogue of high-quality solar products, water filters, briquettes & cookstoves. This ensures they have the means to buy stock at the beginning. CBOs determine through market research which technologies to buy and sell in their community.

### Capacity Building

Access to financing is not enough.

Because business acumen is low, CBOs tackle the energy access problem in their communities through giveaways & project-based donations. ENventure conducts regional bootcamps which host all our partner CBO staff members for interactive & empowered entrepreneur sessions covering topics like finance, marketing, sales, accounting & business management. Clean energy suppliers also showcase their products to develop relationships with our distributors through the bootcamp.

**1:1Mentorship:** ENventure recruits business experts, who are typically recent graduates of university business programs, to serve as Business Development Fellows. During the 3-month

Fellowship period, a Fellow supports and trains the CBO in launching the enterprise. By working with youth, ENventure is creating a new talent pipeline for the clean energy access sector.

### Mobile Technology

Although ENventure teaches recordkeeping and bookkeeping as part of its curriculum, due to frequent sales agent turn-over at the business-level, this is a skill that requires re-training with every new hire.

To solve this problem, ENventure has launched ENvision mobile, a simple pictorial mobile App to track inventory, sales, and orders in 2G and Edge networks for

low-literate sales agents and micro-entrepreneurs. This helps users to manage their sales and performance more effectively and allows ENventure to receive real-time product updates to help monitor and measure success. Through the cloud-based storage capability, CBOs cannot lose information on their business at any time.



# MILESTONES

2013  
-  
2018

## Pilot

Raised \$2500 from our Indiegogo campaign launch that supported one distributor.

## Registration

ENVenture Registered as a 501(c)(3) non profit in the USA

## Incubatees

ENVenture supports four CBOs

## New Hires

ENVenture registered as a company in Uganda.  
First hires: Executive Director and Country Coordinator.

ENVenture runs its first Business 101 Bootcamp for 24 people.

## Partnerships

Hired 2 full-time and 3 part-time people.

Participated in Bethnal Green Ventures accelerator in London.

Fifty Business Development Fellows recruited.

Ran three Business 101 Bootcamps for 200 people.

Signed partnerships with 12 energy suppliers.

Joined wPower Hub, ACCESS, People-Centered Accelerator, Forbes Nonprofit Council.

Developed beta ENVision app for data collection.

American Express Ashoka Leadership Academy Emerging Innovator.

## Scaling up

9 new hires!

Four regional bootcamps held to onboard 25 new CBOs.

Increased number of women attendees by 70% thanks to Capcon Foundation.

Launched the ENVision Mobile app in Google Play Store.

27 new CBO partner onboarded thanks to Good Energies, Doen Foundation.

Integrated Awamo, as our loan tracking software, Supporter in kind.

27 new fellows admitted into the program.

Graduated Global Social Benefit Incubator In-Residence at Santa Clara University.

Vodafone Americas Foundation Wireless Innovation Project Winner.

2013

2014

2015

2016

2017

2018

# IN THE MEDIA



Aneri Pradhan, ENVenture ED and Juliet Gibbs of the New Foundation, an ENVenture partner on a panel at SEforAll

## PRESS

[A Developer's Challenge: Building Mobile Tech for the Developing World](#) via Engineering For Change

[Wild Gifter Attempts to Turn Others into Lovers of the Land](#) via eyes on sun valley via Eyes on Sun Valley

[Race Matter When Achieving Universal Energy Access](#) via Engineering for change

[006 No Ordinary Business with ENVenture & ENVision](#) via Dana Philanthropy

[The elephant in the room – an expose on racial equity and energy access](#) via Sun Connect News

[My Leadership Journey: Aneri Pradhan, ENVenture](#) via Leader Stories

[Why Renewable Energy Enterprise Must Include Women](#) via International Center for trade and Sustainable Development

[How grants can help for-profits and nonprofits alike fund pathways to scale](#) via Devex

[Finding More Investment Support for Women-Led Startups](#) via SEforAll

[Women Energy Entrepreneurs Need Financing to Reach Vulnerable Populations](#) via SEforAll

## AWARDS

[2018 Wireless innovation winner ENVision mobile](#) via Vodafone

[Renewable Energy World Announces Its Inaugural Solar 40 Under 40](#) via Renewable Energy World

## VIDEOS

[Role of Gender Equality & Social Inclusion in SDG7](#) via YouTube

[Miller Center for Social Entrepreneurship Pitch](#) via YouTube

## PODCASTS

[Financing Clean Energy in Uganda](#) via Change Maker Podcast

## EVENTS

[At the SeforAll Forum Event](#) via YouTube

[Aneri Pradhan Impact of my Work](#) via Wild Gift Fellows

## PARTNERS

[Best Practices in Accelerating Access to Clean Household Energy: A Collection of Evidence from Partners](#) via wPower Hub  
[ENVenture](#) via Join Jamy



# STORY FROM THE FIELD



**Dorine is able to save costs and has found ease & comfort in using an improved cook stove she bought from PACHEDO.**

Mego Ayo Dorine, 69 years old of Obia Village, Laroo Division, Gulu Municipality, Gulu District could not hide her excitement when she purchased her first International Lifeline Fund cookstove, sold by Partners for Community Health and Development Organisation (PACHEDO) in July 2018.

PACHEDO visited her six months later where she disclosed that she is saving money on charcoal and only uses a handful worth 500 UGX (0.15\$) to prepare all her meals of the day. This saving has been important given that her livelihood comes from manual breaking of quarry rocks that are used in building construction.

Dorine is partially blind and she associates her sight problem to the long and continuous use of the traditional firewood since childhood. She exclaimed that in the past, tears always flowed down her cheeks from the smoke as if she had lost a close relative. Dorine now feels like she cooks like a princess!

*Dorine after collecting her improved cook stove*



# WOMENS EMPOWERMENT FUND



In 2018, we decided to move our bootcamps from centralized locations in Kampala to all four regions of Uganda. In our capacity building work, the top priority was to admit more women into our program as compared to previous years. Our experience has so far shown that, women in the last mile are predominantly among the unbanked. This was an issue of concern to us. With generous grant support from Women in Leadership and The Capcon Foundation, we were able to sponsor women to travel to all 4 three-day bootcamps and pay for their accommodation and facilitation. As a result one of our women-led CBO partners, The Women Support Initiative led by Rose, has achieved its sales target in under 3 months by selling 52 units.





# PARTNER STORY- PACHEDO

## Partners for Health and Community Development

Partners for Community Health and Development Organization (PACHEDO) is a Community Based Organization with operational reach in various districts of Northern Uganda. Similar to many other CBOs in Uganda, their work is focused on improving the livelihood of vulnerable persons including refugees, disadvantaged youth & women, persons with disabilities and poor people living with HIV & AIDS. Currently PACHEDO operates in 11 districts namely; Gulu, Amuru, Lamwo, Kole, Lira, Oyam, Soroti, Amuria, Nwoya in the Acholi sub-region, Alebtong in the Lango sub region and Katakwi in the Teso sub region.

The partnership with ENVenture took effect in the first quarter of 2018 to with a goal of supporting communities with clean energy access. This partnership prompted PACHEDO to scale out their renewable energy access program following a survey whose results indicated a gap of cleantech products which they believed would help them save on their income expenditure in the long run.

PACHEDO opened its sales outlet in Gulu town within a period of 5 months. The enterprise was able to market and supply over 550 improved cook stoves, solar lights and water filters to the local population in Gulu! Its major mode of distribution is through a network of women-majority Village Savings and Loans Association (VSLAs) who are now able to pay for the stoves in incremental installments.



# SUPPLIER STORY- SPOUTS OF WATER

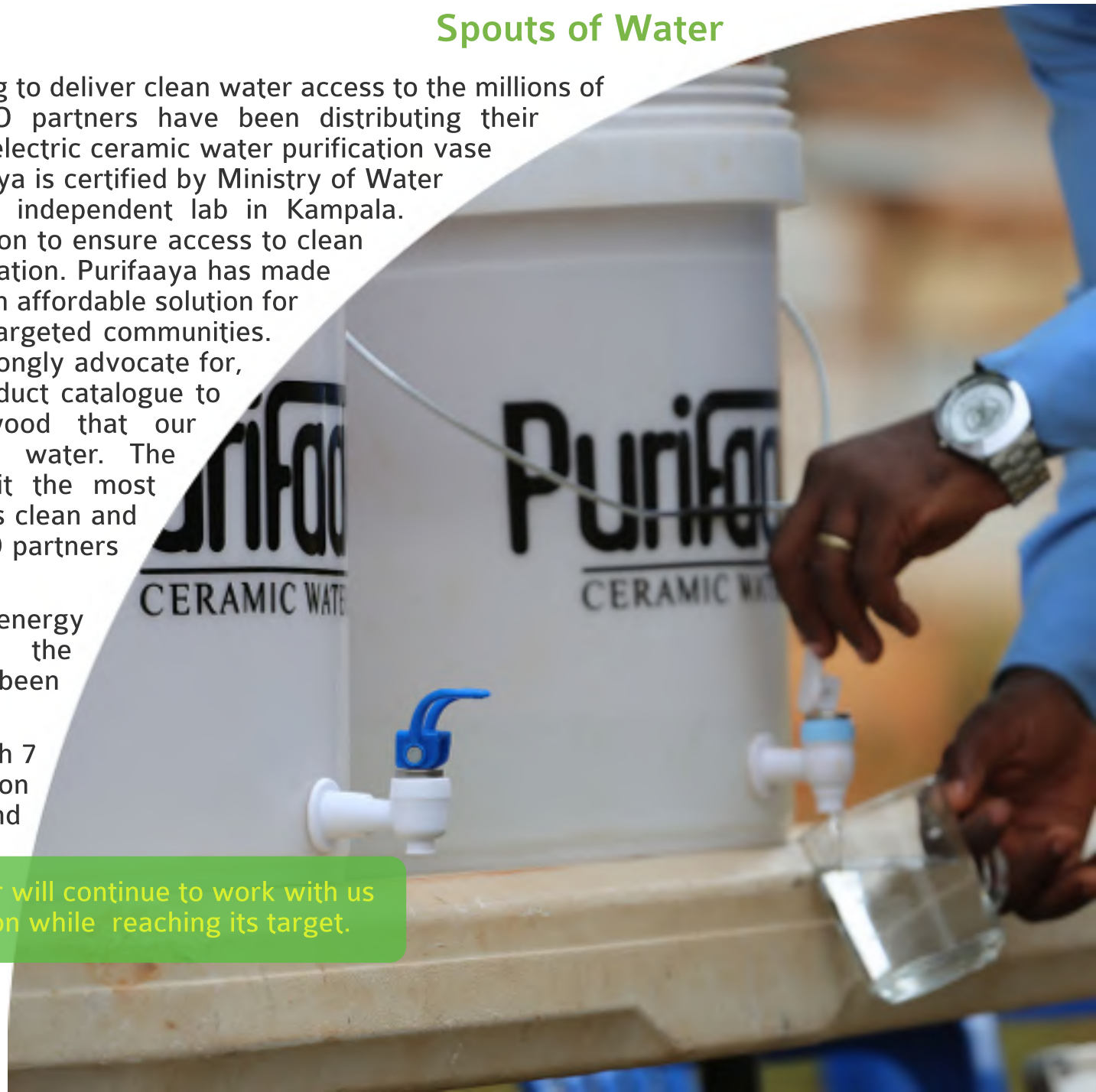
## Spouts of Water

SPOUTS of Water is a non-profit aiming to deliver clean water access to the millions of Ugandans in need. ENVenture's CBO partners have been distributing their flagship product, the Purifaaya, a non-electric ceramic water purification vase made from local materials. The Purifaaya is certified by Ministry of Water and Environment and Chemiphar, an independent lab in Kampala. Purifaaya presents an affordable solution to ensure access to clean and safe drinking water for rural population. Purifaaya has made it possible for the rural people to find an affordable solution for clean and safe drinking water in our targeted communities. Similar to the biomass products we strongly advocate for, the Purifaaya was included in our product catalogue to combat high dependence on firewood that our end-users rely on to boil drinking water. The Purifaaya lasts two years, making it the most affordable solution for people to access clean and safe water in the communities our CBO partners serve.

Sharing a similar mission of ending energy poverty through our partnership, the following key achievements have been realized;

- Sales and direct collaboration with 7 Community Based Organization retailers across the central and

Over the next year, SPOUTS of Water will continue to work with us on easing domestic water consumption while reaching its target.



# BUSINESS DEVELOPMENT FELLOWS



**Jim Katunguka**

**Business Development Fellow**



**Carla Diaz**

**Business Development Fellow**

Jim Katunguka is a Ugandan whose interest lies in youth empowerment to improve the quality of life in Ugandan households. He holds a Bachelor's Degree in Telecommunication Engineering from Makerere University and is very enthusiastic about science and technology. Driven by the desire to use energy saving technologies to make life better, Jim joined ENVenture in July 2018 and has since helped two youth-focused organizations create a business enterprise selling solar products. He is currently working with Youth Skilling Initiative, a social enterprise whose objective is to bridge transformational leadership with entrepreneurship among young people by developing talent and a transformative mindset. As their Business Development Fellow, he worked closely with the organization to set up a strategic business model that incorporated branding, record keeping, marketing, networking and business plan development. The enterprise today is now specializing in distribution of solar lanterns since they have proven their ready market. As a result, the organization that barely had a business bank account now has a considerable amount on their account to help in running its day to day activities.

Carla (far right) is from Costa Rica and is passionate about sustainable development and climate change. She holds an industrial and environmental engineering degree and is enrolled in a Masters program at the University of Zaragoza. She applied to join the Business Development Fellowship program because she believed in ENVenture's mission. The products that CBOs acquire are better for the environment and of industry-approved standard. The ENVenture partner-organization she worked with is called The Women Support Initiative (TWOSI). TWOSI is made up of a hard-working group of women who empower fellow women and girls to gain skills in literacy, development, and information for people living with HIV/AIDS. As their Business Development Fellow, Carla spent time with these women providing them advice while closely working with TWOSI on product pricing, sales targets, and marketing. As a result, TWOSI chose to exclusively procure solar lanterns through ENVenture based on the results of their market research on kerosene usage expenditure, which revealed that lighting was one of the biggest challenge in the community. Carla plans to continue her career in energy access and is currently part of the Climate Reality Project and Earth Charter program.



# FINANCIAL STATEMENT

## STATEMENT OF FINANCIAL POSITION

2016

2017

2018

### ASSETS

Current Assets

\$39,165

\$ 7,638

\$ 38,455

**Total Assets**

**\$38,746**

**\$98,003**

**\$128,574**

### LIABILITIES AND EQUITY

Current Liabilities

\$627

\$15,459

\$17,001

Equity

**\$38,119**

**\$82,544**

**\$111,574**

**Total Liabilities and Net Equity**

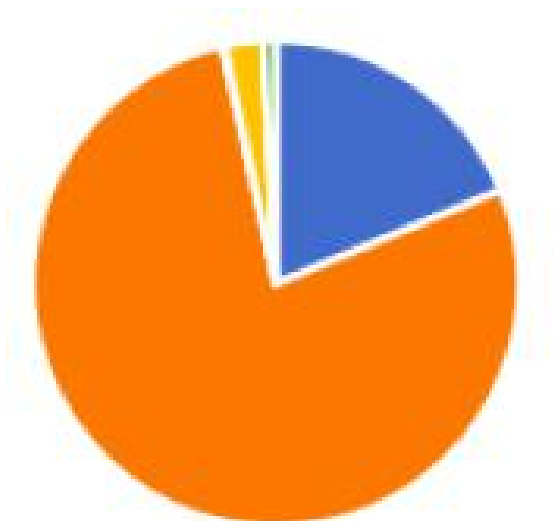
**\$38,746**

**\$98,003**

**\$128,574**

# SELECTED FINANCIAL DATA

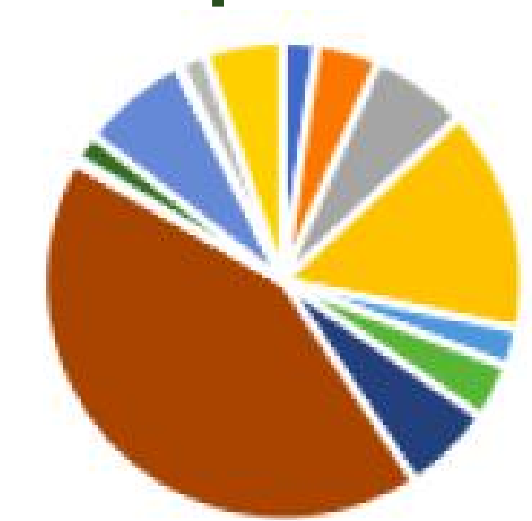
## Income



**Total:**  
**\$198,661**

- Contribution
- Interest Income
- Grants
- Training Fees
- Sales Revenue
- Loan Processing Costs

## Expenses



**Total:**  
**\$157,578**

- Total Internal Working Meeting
- Total Professional Fees
- Total Bootcamp Workshop Costs
- Total Field Travel Costs
- Total Permissions & Licenses
- Staff Capacity Building
- Taxes US
- Wages for non Permanent Staff
- Total Office Expenses
- Total Administrative Expenses
- Total CBOs Capacity Building
- Total Payroll UG Staff
- Shippings and Delivery Expense
- Subscription and Dues
- Transport
- Total Other Expenditures

# 2019 PLANS

## 1 ENVENTURE GROWTH ACCELERATOR

ENVenture is launching the ENVenture Growth Accelerator, thanks to Signify Foundation (formerly Phillips Lighting Foundation) for the financial support. The new accelerator will award between \$1 - \$10,000 in loans to ENVenture's top performing CBOs to extend working capital to grow their energy businesses. In addition, ENVenture has partnered with JAMY to offer additional short-term inventory financing for the Accelerator CBOs. We are also creating a new remote Corporate Mentoring program to match employees at banks, solar companies and other companies to volunteer to coach our top performing enterprises over a 1-year period online. Lastly, in our efforts to extend enterprise resource management tools to our CBOs, our Accelerator CBOs will also enjoy a 1-year complimentary subscription to ENVision mobile, which provides dashboard analytics and sales tracking.

## 2 WOMEN EMPOWERMENT FUND

We have introduced a capacity building scholarship for women entrepreneurs in our program to reach gender parity called the ENVenture Women's Empowerment Fund. We know that women entrepreneurs in our program that request more mentorship to grow their businesses.

## 3 COMMUNITY ENERGY & SAVINGS LOANS ASSOCIATIONS (CESLA)

ENVenture is pioneering a new innovative approach to the well-known Village Loan and Savings Association model that we are calling CESLA (Community Energy Savings and Loans Association). Over the past one and a half years, our rate of loan repayment has slowly been gaining momentum and we have considered some comprehensible factors that have hindered on-time repayments. ENVenture will select 20 additional CBOs in 2019 but organize them into 4 CESLAs. CBOs that are geographically close to each other are able to band together to form a group (or CESLA) where money is agreeably collected and in the same manner, shared to pay off loan installments. They do exactly what the name suggests: provide a way for a group of CBOs in an area to save their money, meet regularly to pay off their loans collectively and grow their sustainable businesses through increased knowledge sharing in order to access more of ENVenture's clean energy loans. But the benefits don't stop there: later on, CESLAs will help increase the order cycles of cleantech products that have the capacity to improve livelihood and cut down on the effects of energy poverty. The weekly pooled savings can be used by a CBO member to borrow money at a rate of interest they themselves have set. Each withdraw serves the purpose making a loan repayment to ENVenture, and after repayment has been completed, CESLAs can continue to pool money together to keep purchasing more stock.



# OUR TEAM



**Aneri Pradhan**  
Executive Director



**Julius Mujuni**  
Country Manager



**Robert Birungi**  
Senior Loans Officer



**Smith Tukahirwa**  
Business Development  
Fellowship Officer



**Marvin Tumusiime**  
Program Officer



**Mourine Kabagenyi**  
Regional Consultant



**Bruno Olanya**  
Regional Consultant



**Cyprian Odyek**  
Regional Consultant



**Vicky Alum**  
Regional Consultant



**Nathan Businge**  
Regional Consultant



**Winnie Namwau**  
Regional Consultant



**Salim Swalleh**  
Regional Consultant



**Primus Tushabome**  
Regional Consultant

## ENVENTURE'S BOARD OF DIRECTORS

Ellen Morris ENVenture Board Member  
Julia Mayersohn ENVenture Board Member

Clive Allison ENVenture Board Member  
Elizabeth Cecelski ENVenture Board Member

# WE ARE GRATEFUL

For the individuals and Foundations whose generosity make our work possible

## **\$100,000+**

Good Energies Foundation

## **\$50,000+**

Doen Foundation

Transform (Unilever & DFID)

## **\$5,000+**

CapCon Foundation

## **\$1,000+**

Women in Leadership

## **\$100+**

Michael Brown

Avanti Vadivelu

Alice Lin

## **IN KIND SUPPORTERS**

Miller Center for Entrepreneurship, Santa Clara University

Mentors Pat Garvey & Jon Freeman

Georgetown Global Consultants

Arizona State University and Karlsruhe Institute of  
Technology- Multi-layer Framework for Social Value Creation

Awamo Software

Omprakash

Emory University

Wild Gift

Foundation for Community Development Empowerment  
(FCDE)

Energy Partners: Solantis, D.Light, Ugastoves, International  
Lifeline Fund, Green Bio Energy, Spouts of Water, Aqus

# HOW TO GET INVOLVED

## BECOME A BUSINESS DEVELOPMENT FELLOW

We recruit both local and international enthusiasts that are ready to roll up their sleeves to create bottom-up solutions to ending energy poverty. That starts with the pivotal role you would provide mentoring a CBO right from market research, logistics planning, accounts management and being a focal point for ENventure's mission objective.

## BECOME A CBO PARTNER

Our entry point for energy access is the CBO partner. If you are a local organisation in Uganda, contact us to see how we can work together to achieving this mission,

## DONATE

Support our initiatives and let us produce results in clean energy product distribution

## WOULD YOU LIKE TO LEARN MORE?



FIND US ON FACEBOOK

[www.facebook.com/ENventure](http://www.facebook.com/ENventure)



FOLLOW US ON TWITTER

[www.twitter.com/\\_ENventure](http://www.twitter.com/_ENventure)



VISIT OUR WEBSITE

[www.enventureenterprises.org](http://www.enventureenterprises.org)





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