



Financially Self-Sufficient Schools 2007

• Education That Pays for Itself •

*A Conference for Social Change*





# WELCOME TO

## The First International Conference On Financially Self-Sufficient Schools

**Imagine a different kind of school...**

**Imagine a school for some of the world's most disadvantaged young people - but one which is able to afford the best facilities and the best teachers.**

**Imagine a school for the children of poor farming families – but where all graduates leave with the skills and experience needed to generate wealth for themselves and their communities.**

**Welcome to one such school! And we're not alone...**

**Financially Self-Sufficient Schools 2007** brings together the world's leading practitioners from Benin to Bolivia, whose cutting-edge schools hold proven solutions to fundamental problems that plague education across the developing world:

1. How to provide high quality education without high fees
2. How to finance improved facilities without outside support
3. How to teach young people to succeed as entrepreneurs
4. How to empower future generations to break out of the poverty trap

This Conference represents an opportunity to be part of a community that is transforming education in developing countries by integrating entrepreneurship and financial sustainability into the fabric of schools.

**Innovation in isolation is a luxury young people in developing countries can't afford; but together we can create change, real change - sustainable change!**

**Welcome to the conference!**

**Nik Kafka**  
Teach A Man To Fish

**Martín Burt**  
Fundación Paraguaya

## PROGRAM

Day One: Tuesday 4 <sup>th</sup> December		
08.00 12.30	ARRIVAL AND REGISTRATION	Conference Hall
09.00 12.30	<b>PRE-CONFERENCE WORKSHOP</b> <b>Effective Entrepreneurship Education – From Business Simulation to Smarter Technology for Smarter Business</b> Andrew Baird - Director of International Programs, Making Cents International, USA	Conference Hall
12.30 13.30	LUNCH	Dining Room
13.30 15.00	WELCOME ADDRESS Words of welcome from your Masters of Ceremony, <b>Steve Carver &amp; Dave Germond</b> - WinWin Group, South Africa  <b>Students of the San Francisco Agricultural High School</b> offer their own welcome in the local Guarani language to conference participants  OPENING REMARKS <b>Nik Kafka</b> – Founding Director, Teach A Man To Fish  LEARNING FOR EARNING <b>Transforming high school students into rural entrepreneurs</b> <b>Martín Burt</b> – Managing Director, Fundación Paraguaya  THE NEED FOR AGRICULTURAL EDUCATION REFORM <b>What farmers demand isn't always what they most need</b> <b>Polan Lacki</b> – Independent advocate for reform of agricultural education	Conference Hall
15.00 15.30	COFFEE BREAK	San Francisco Hotel, Main Building, Lobby
15.30 18.00	PRIVATE EDUCATION FOR THE POOR <b>Better outcomes with lower costs</b> <b>James Tooley</b> – President, Global Orient Fund for Education, Singapore  EDUCATION FOR WORK THAT WORKS <b>Linking the classroom to the work place</b> <b>Mariana Martelli</b> - Academic Director, CODESSER, Chile  SELF-SUFFICIENT EDUCATION IN AFRICA <b>The Songhai experience, Benin</b> <b>Fr. Godfrey Nzamujo</b> – Founding Director, Songhai Center	Conference Hall
18:00 18:30	TOUR OF THE CAMPUS (Optional)	Meet outside Conference Hall
19:00 22:00	<b>NOCHE PARAGUAYA</b> Traditional Paraguayan barbecue and musical entertainment  <b>Award Ceremony</b> Presentation of awards by Educating Africa, Teach A Man To Fish, and Fundación Paraguaya.	Karanday Terrace

Day Two: Wednesday 5<sup>th</sup> December

08.00 09.00	BREAKFAST	Dining Room
09.00 10.40	<p><b>FINANCIALLY SELF-SUFFICIENT SCHOOLS: REWARDING EXAMPLES I.</b></p> <p><b>Brief history of self-sufficient schools</b> Sylvia Finlayson, Rising Star Outreach, India</p> <p><b>Using microfinance to promote sustainable schools for the poor</b> Getu Makonen, Opportunity International, UK</p> <p><b>The long road towards self-sufficient agricultural schools</b> Juan Carlos Bregy, FEDIAP Argentina</p> <p>SELF-SUFFICIENT EDUCATION IN LATIN AMERICA <i>Experience of the Escuela Colonia Pirai, Bolivia</i> Teodoro Andia – Director, Escuela Colonia Pirai, Santa Cruz, Bolivia</p>	Conference Hall
10.40 11.10	COFFEE BREAK	San Francisco Hotel, Main Building, Lobby
11.10 12.30	<p><b>TRANSFORMING CURRICULA: INNOVATIONS IN AGRICULTURAL AND ENTREPRENEURIAL EDUCATION</b></p> <p><b>In search of new paths for professional &amp; technical education</b> Astrid Hollander - Education Program Specialist, OREALC UNESCO</p> <p><b>Sustaining Youth Entrepreneurship through School Cooperatives</b> Fatimah Hashim - Head of Department of Language and Literacy Development, University of Malaya, Malaysia</p> <p><b>An Agricultural Enterprise Curriculum for Maximising Profits</b> Andrew Baird - Director of International Programs, Making Cents International, USA</p> <p><b>Entrepreneurship Acculturation Course: One Model Fits All</b> Halima Awang - Deputy Dean, Faculty of Economics and Administration, University of Malaya, Malaysia</p>	Conference Hall
12.30 13.30	LUNCH	Dining Room
13.30 15.30	<p><b>REACHING OUT I.: CREATING INCREMENTAL CHANGE</b></p> <p><b>Changing the world one school at a time</b> Nik Kafka - Founding Director, Teach A Man To Fish</p> <p><b>Innovation through experimentation – international micro projects</b> Teach A Man To Fish partner micro-project leaders</p>	Conference Hall

<p>15:30 16:00</p> <p>16.00 18.30</p>	<p><b>Replication begins at home – a second Self-Sufficient School for Paraguay</b> Ricardo Verón – Escuela Agraria San Isidro Labrador, Pilar, Paraguay</p> <p><b>School income generation &amp; access to education for HIV/AIDS orphans</b> Jim Stephenson, Programs Manager, Teach A Man To Fish</p> <p>SUSTAINABILITY IN HIGHER EDUCATION &amp; LIFELONG LEARNING</p> <p><b>Business School for the Poor: Self Sufficiency in Higher Education</b> Steven Carver, Karatara Trust, South Africa</p> <p><b>Financing Private University Education in Nigeria - The Synergy Option</b> Solomon Adebola, Babcock University, Nigeria</p> <p><b>Sustainable Agricultural Education – GROW BIOINTENSIVE Self-Sufficient Mini Farm for Schools</b> Jennifer Ungemach, Ecology Action, USA</p> <p>COFFEE BREAK</p>	<p>San Francisco Hotel, Main Building, Lobby</p>
	<p><b>FINANCIALLY SELF-SUFFICIENT SCHOOLS: REWARDING EXAMPLES II.</b></p> <p><b>Creating Opportunities for Young Indigenous and Non-Indigenous People through Social Networks</b> Marcelo González Ale - Executive Manager, Agro XXI, Bolivia</p> <p><b>Community High School Micro-Business Corporations</b> Angel Cuevas &amp; Yves Van Gijssel – PROFETAL, Ecuador</p> <p><b>Yachana, “A Place for Learning” in the Ecuadorian Amazon</b> Douglas McMeekin, Yachana, Ecuador</p> <p>DOING BIG BUSINESS BETTER <i>From supporting suppliers to supporting sustainability</i> <b>Anna Ford</b> – Non-Executive Director, J Sainsbury’s plc, UK</p> <p>CREATING EFFECTIVE NETWORKS FOR SOCIAL CHANGE <i>Lessons from AVINA’s Experience</i> <b>Sean McKaughan</b> – CEO AVINA Foundation</p>	<p><i>Conference Hall</i></p>
<p>19.00 22:00</p>	<p><b>DINNER &amp; “NIGHT GAMES”</b></p>	<p>Karanday Terrace</p>

Day Three: Thursday 6<sup>th</sup> December

08.00 09.00	BREAKFAST	Dining Room
09.00 11.00	<p><b>REACHING OUT (II): MEETING NEEDS AND ACHIEVING IMPACT</b></p> <p><b>SCHOOL IN A BOX: A 'How To' guide for Self-Sufficient Schools</b>  <i>Mary Liz Kehler &amp; Luis Fernando Sanabria</i> – Fundación Paraguaya</p> <p><b>Lessons of Micro-Franchising - From replicating success to replicating schools</b>  <i>Dr. Warner Woodworth</i> – Director of the Centre for Economic Self-Reliance, Brigham Young University, USA</p> <p><b>CONFERENCE REFLECTIONS (I)</b>  <i>Beyond the podium: Wisdom from the floor</i>  <b>Steven Carver &amp; Dave Germond</b></p>	Conference Hall
11.00 11.30	COFFEE BREAK	San Francisco Hotel, Main Building, Lobby
11.30 12.30	<p><b>CONFERENCE REFLECTIONS (II)</b>  <i>Financially Self-Sufficient Schools: Looking back over the conference, to chart a path forward together</i>  <b>Panel Led Discussion</b></p> <p><b>CLOSING REMARKS</b>  <b>Martín Burt &amp; Nik Kafka</b></p>	Conference Hall
12.30	LUNCH & DEPARTURE	Dining Room
23:00	<b>CONFERENCE EXTRAS: IGUAZU TRIP DEPARTS</b>	Meet at San Francisco Hotel, Main Building, Lobby



## **SPEAKER BIOS**

### **ANNA FORD**

Anna Ford, former news reporter and news reader, is a non-executive director for Sainsbury's plc, one of the UK's largest retailers. Ms. Ford began her career as teacher before working as a researcher, news reporter, and newsreader for Granada Television, BBC, and ITN, becoming the first female newsreader on ITN in 1978. In 2006, she retired from the BBC after 30 years of service. Ms. Ford was installed in 2001 as the Chancellor of the Victoria University of Manchester, later becoming co-Chancellor of the University of Manchester. In 2006, Ms. Ford received an honorary doctorate from the University of St Andrews in honour of both her broadcasting and academic career.

### **GODFREY NZAMUJO**

Father Godfrey Nzamujo is the Founding Director of the Songhai Centre, a pioneering farm, training, and research centre in Porto-Novo, Benin. In 1985, convinced that the solution to the severe underdevelopment in sub-Saharan Africa was to foster the creation of viable agricultural enterprises by promoting rural entrepreneurship, Father Nzamujo founded the Songhai Center on a hectare of land outside of Porto-Novo. Now in its third decade, the Songhai project has grown from a single hectare to six sites across Benin and one in Nigeria. Father Nzamujo was awarded the Hunger Project's Africa Prize for Leadership in 1993, and is the author of Songhai: When Africa lifts up its head.

### **JAMES TOOLEY**

Professor James Tooley, Ph.D. is the President of the Orient Global Education Fund and Director of the E.G. West Centre, the UK's only university research centre dedicated to understanding the role of choice, competition and entrepreneurship in the delivery of "Education for All." In September, 2006, Professor Tooley was awarded Gold Prize in the First International Finance Corporation/Financial Times Private Sector Development Competition for his work in a recently completed three year international research programme, funded by the John Templeton Foundation, that explored the nature and extent of private education serving low income families in Asia and Africa.

### **MARIANA MARTELLI**

Dr. Mariana Martelli is the Academic Director of the Corporation for Rural Social Development (CODESSER), an education corporation founded by the National Society of Agriculture in Chile. CODESSER supports the development of agriculture and forestry by providing basic training, further education, and extension services. One of the most important CODESSER initiatives is its push to reform extension and vocational training throughout Chile so that agricultural and vocational extension offices are fully integrated into the communities they serve. Dr. Martelli has spoken in the past at the annual conference run by the International Centre for Agricultural Studies.



## **POLAN LACKI**

Polan Lacki, agricultural extensionist and former FAO officer, is widely regarded as one of the leading thinkers on agricultural education reform in Latin America. After obtaining a degree in Agricultural Engineering from the Federal Rural University of Rio de Janeiro, he worked for 15 years as an extensionist and director of two agricultural extension services in rural Brazil. After witnessing the growing inequality in Latin America, he decided to dedicate his life to finding a way for rural farmers and agricultural entrepreneurs to become more efficient and more successful with less debt and less assistance from the state.

## **SEAN MCKAUGHAN**

Sean McKaughan is the CEO of AVINA, a non-profit which focuses on promoting sustainable development across Latin America by creating links between business, government, and civil society. Sean has been working in the field of Sustainable Development for the last 15 years in connection with institutions such as the World Bank, the LBJ School of Public Affairs, the Houston Advanced Research Center (HARC), and the Center for the Study of Western Hemispheric Trade. Regional Manager of AVINA's operations in Brazil for five years, Sean took on the position of Chief Operations Officer (COO) for AVINA in 2006. In January 2007 he was named CEO.

## **STEVEN CARVER**

Steven Carver is the Chairman of the Win Win Group and founder of the Karatara project, Eden Campus—Africa's first free rural eco-business school for entrepreneurs. Eden Campus is committed to action learning, and aims to prepare its students for tertiary education by improving maths, English, IT, marketing, and life skills. Students also learn project management by helping with the maintenance and administration of the school. Mr. Carver also has degrees in Education and Drama, and is Executive Trustee of Outward Bound, the largest Inner City Youth Development and Teambuilding Organisation in the world.

## **TEODORO ANDIA**

Teodoro Andai is the Director of the Colonia Piraí Foundation, located in Santa Cruz, Bolivia. The Colonia Piraí Foundation is a non-profit organisation which has provided agricultural and entrepreneurial education programmes for the people of Bolivia since 1973. The Foundation runs the Apiaguaqui Professional School, which provides experience based agricultural education in a number of areas from horticulture and floriculture to raising pigs and cattle. The school focuses on helping to students to use their education to better their communities by letting each student learn about issues specific to improving development for his or her home.



## **WARNER WOODWORTH**

Warner Woodworth is a professor with the Department of Organizational Leadership and Strategy at the Marriott School, Brigham Young University. He has received numerous academic awards, including the Lowell Bennion Humanitarian Award, and has written over 150 articles and has authored or co-authored ten books. In 1989 he founded Enterprise Mentors International, and has since founded development organisations including H.E.L.P. Honduras, and Acción Contra la Pobreza. His recent work has centred on a global “Microcredit Summit” strategy to empower a hundred million of the world’s poorest families through the creation of new village banking systems.

## SPONSORS

### AVINA

AVINA is a nonprofit organization that contributes to the search for sustainable models of human development in Latin America, fostering the construction of trustworthy links and fruitful alliances between leaders of the social and business sectors, promoting shared agendas for action. Today, AVINA has 24 offices throughout Latin America and works with more than 1,000 leaders from the social and business sectors who are dedicated to sustainable development in the region.

### EDUCATING AFRICA

Educatingafrica.com is a foundation that is committed to introducing cost effective and sensible education initiatives while at the same time acknowledge some of the tremendous projects that have been introduced in Southern Africa to date.

The essence of the educational initiatives Educating Africa is in will be for local communities to become self sufficient by using their limited resources (but with lots of self help), and coupled with a pooling of resources by benefactors and mentors, create an African educational model that works for and empowers local communities.

### MAKING CENTS

Making Cents International is committed to creating a legacy of improved skills and economic opportunities at the individual, community and global levels. It is a specialized consulting and training firm based in Washington, D.C. that equips youth and adults with the vision, confidence, and skills to create and grow their own businesses.

Making Cents is also a leader in building the youth microenterprise sector. Through the organization of learning opportunities and networks, Making Cents inspires youth, practitioners, policy makers, and funders to more effectively share and develop partnerships, programs and policies that support youth entrepreneurs.

### PEERY FOUNDATION

The mission of the Peery Foundation is to strengthen children, youth and families, encourage self-reliance, and improve conditions of extreme poverty.

### SKOLL

The Skoll Foundation was created by Jeff Skoll in 1999 to pursue his vision of a world where all people, regardless of geography, background or economic status, enjoy and employ the full range of their talents and abilities.

The Skoll Foundation's mission is to advance systemic change to benefit communities around the world by investing in, connecting and celebrating social entrepreneurs. By identifying the people and programs already bringing positive changes to communities throughout the world, the Skoll Foundation empowers them to extend their reach, deepen their impact and fundamentally improve society.

