

**MEMORANDUM OF UNDERSTANDING  
BETWEEN  
INITIATIVE FOR GLOBAL DEVELOPMENT (IGD) AND  
INTERNATIONAL COUNCIL FOR SMALL BUSINESS (ICSB)**

**THIS MEMORANDUM OF UNDERSTANDING (MOU)** is made the fifth (5) day of September, 2018, between the following two (2) parties:

- 1) The Initiative for Global Development (IGD) of 1750 K Street, N.W. Suite 1100, Washington, DC 20006 (hereinafter referred to as "**Party A**"); and
- 2) International Council for Small Business (ICSB) of 2201 G. Street, NW Fungler Hall Suite 315, Washington, DC 20052 (hereinafter collectively referred to as "**Party B**").

The two parties A and B are hereinafter collectively referred to as **the Parties**.

**Whereas**

- 1) Party A is a nonprofit organization that advises, educates and promotes US and African private sector in order to advance Africa's economic growth and sustainable development. Party A brings together CEOs and senior executives from leading African and global companies through their Frontier 100 Leader Network to catalyze greater business investment and impact on the continent.
- 2) Party B is a nonprofit, member-based organization devoted to the interests and advancement of small businesses globally.
- 3) The partnership will encompass establishing an engagement with IGD & ICSB for the IGD Advanced Executive Program on Doing Business in Africa.
- 4) The IGD Advanced Executive Program on Doing Business in Africa is a high-level training program designed for senior executive American and global business leaders. The four-day immersion program will equip business leaders with the professional capacity and leadership skills, connections and real-world



- business exposure to effectively explore and engage in trade and investment opportunities on the African continent.
- 5) IGD will plan an Advanced Executive Program in Mozambique from **October 30 – November 2, 2018**. Four (4) proposed trade training programs planned in 2019 include **Tunisia (February 2019); Senegal (April 2019); Ghana (July 2019) and Ethiopia (October 2019)**.
  - 6) Party A will take the lead in organizing all aspects of the four-day Advanced Executive Training Program. Party A will:
    - a. Serve as the lead organizer of the Advanced Executive Program on Doing Business in Africa.
    - b. Incorporate trade facilitation and opportunities to boost U.S.-Africa trade, including the African Growth and Opportunity Act (AGOA), into the overall concept of the Advanced Executive Program.
    - c. Highlight the capacity of U.S. small businesses to compete in the global marketplace.
    - d. Develop marketing materials for ICSB to share with district offices and wide network and social media platforms.
    - e. Create a webinar that gives attendees a preview into the business environment and overview of the four-day immersion program.
    - f. Engage in robust media outreach and marketing of the Advanced Executive Program.
  - 7) Party B will provide support in key activities related to the Advanced Executive Program as a co-sponsor. Party B will:
    - a. Participation of ICSB executives and member organizations in the in-country programming of the IGD Advanced Executive Program, where possible.
    - b. Commit to partner with IGD and local business schools in shaping the curriculum for all Advanced Executive Programs.
    - c. Serve as a connector to The George Washington University, host of the ICSB International Office.



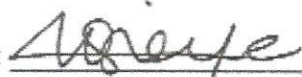
- d. Provide training Certification from the International Council of Small Business and based upon our relationship with The George Washington University (GWU), seek for the certification to also be authorized through GWU.
- e. Commit to share marketing materials with your network to highlight partnership.
- f. Promote the Advanced Executive Program to encourage participation among ICSB clients.

**Effective date**

- 1) This MOU shall become effective upon execution of the signatures by all Parties and shall remain valid until December 31, 2019, unless terminated in writing with 60 days' notice.
- 2) Upon expiration of this MOU, the Parties may mutually agree in writing to extend the term hereby granted.

THE AUTHORIZED REPRESENTATIVES OF THE PARTIES HERETO HAVE CAUSED THIS MOU TO BE EXECUTED ON THE DATE FIRST ABOVE WRITTEN.

**On behalf of the Initiative for Global Development (IGD)**

By: 

Name: Leila Ndiaye

Designation: President and CEO

Date: September 5, 2018



On behalf of ICSB

By: *Geralyn M. Franklin*

Name : Geralyn McClure Franklin, Ph.D.

Designation : 2018-2019 President

Date : *9/5/2018*