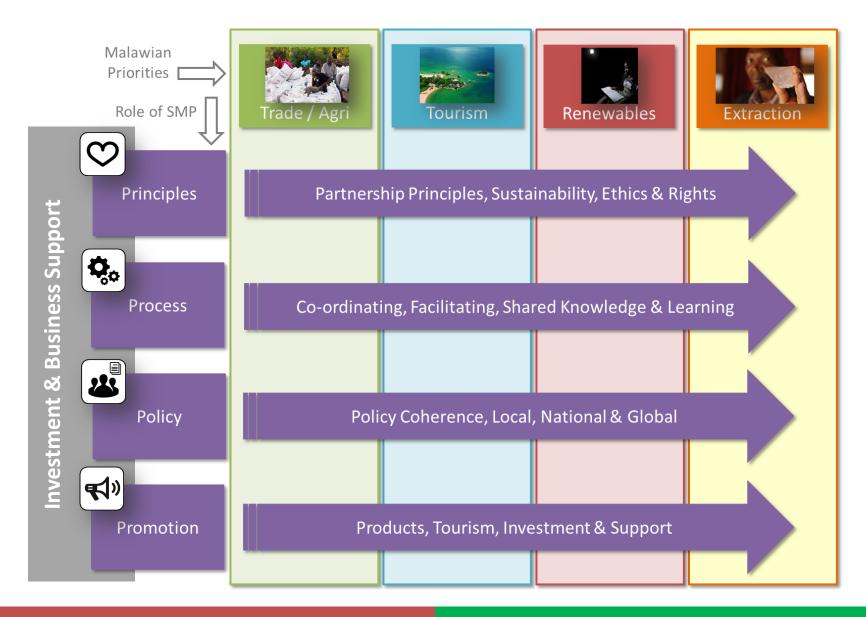
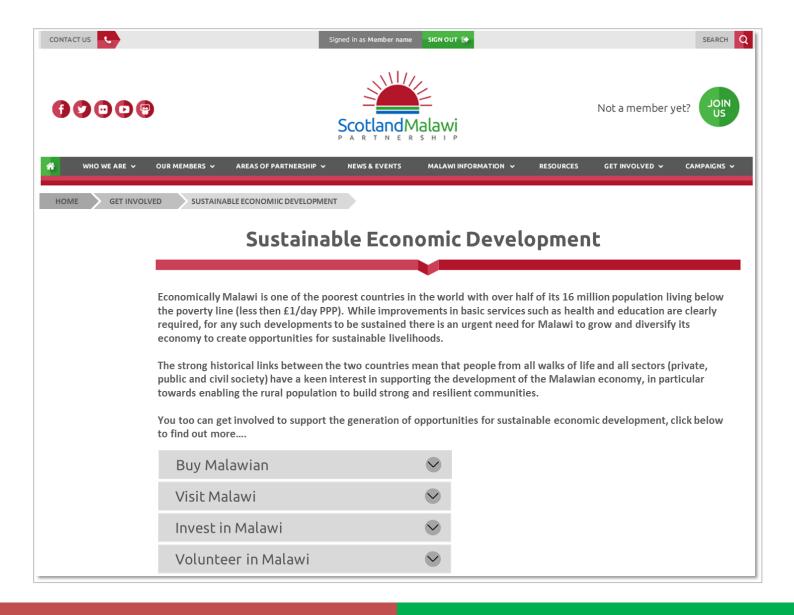
# **BITT framework**



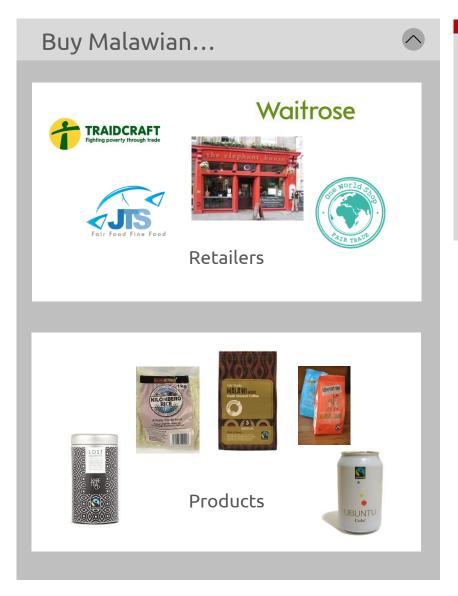
### Progress since April forum

- Co-operatives meeting (29<sup>th</sup> of May)
- Investment & Business Support...
  - Developing the website
  - Continuing to work with MITC
  - Opportunities from Malawi (JCRLF, afriCUBE)
- Meeting with SG (15<sup>th</sup> of June)
- Mzuzu coffee promotion
  - BBC coverage

# promotion: webpage



# promotion: webpage



Click on the retailer or product to find out how to buy.

To hear our producer stories lick below...



# promotion: webpage

### Invest in Malawi...



A number of SMP members are active in Malawi supporting investment in entrepreneurs (mainly through micro-finance loans) and investment in small businesses (loans to micro, small and medium enterprises – MSMEs).

To invest in an entrepreneur in Malawi click here...



To invest in a small business in Malawi click here...



To find out more about the work of our members in this area click below...













To find out more about crowd-funding click below...



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Activities	Outputs	Outcomes	Key Learning
Principles: Understanding the landscape of El in Malawi	<ul> <li>Research completed by University of Dundee in Malawi in 2014/15</li> </ul>	SMP members now informed of the opportunities and risks	<ul><li>Exercise now complete and available online</li><li>Support for mining in Malawi</li></ul>
Process: BITT forum	<ul> <li>Model of Engagement</li> <li>Framework</li> <li>Case studies</li> <li>Forum Minutes</li> <li>LinkedIn Networking group</li> </ul>	<ul> <li>Key stakeholders in Scotland have an established forum to share ideas and identify opportunities</li> <li>Link into NIDOS business forum on policy</li> </ul>	BITT forum now launched and four meetings held with positive feedback from members
Policy: SMP engaged and contributing to the SE4ALL forum, led by SG	<ul> <li>UN Sustainable Energy for All</li> <li>Scotland's Contribution</li> </ul>	<ul> <li>Key stakeholders in Scotland have an established forum to share ideas and identify challenges / opportunities on SE</li> </ul>	Policy issues in Malawi in terms of representing the energy agenda at district level
Promotion: Tourism	<ul> <li>Collaborative approach to marketing via TWG</li> <li>Pop-up house for CWG</li> <li>Minutes from TWG</li> <li>Media articles</li> <li>Botanics lates event</li> </ul>	<ul> <li>SMP members and partners are working collaboratively to promote Malawian tourism</li> <li>New audiences aware of Malawi as a tourist destination</li> </ul>	<ul> <li>New approaches led to increased coverage of Malawian tourism in the media</li> <li>Real opportunity in this area to generate opportunities for SED</li> </ul>
Promotion: Trade – Mzuzu coffee	<ul> <li>Pop-up house for CWG</li> <li>'Wake up' campaign with Traidcraft (TC)</li> <li>Joint study on Mzuzu coffee with Imani</li> </ul>	<ul> <li>An increase (1-6 tonne) of Mzuzu coffee imported to Scotland</li> <li>Traidcraft sales of Mzuzu up by 83% in Scotland</li> </ul>	<ul> <li>Significant interest from the media (BBC)</li> <li>Supermarkets not the only route</li> </ul>

•

Crowd-funding consultation

A new web based platform

with options for getting

involved.

Mzuzu now available at the

SMP members and the wider

contribute directly to SED in

• A difficult area but one of real

Significant competition

interest

**Elephant House** 

Scottish public can

Malawi

Encouraging general public to get

involved in SED in Malawi

**Investment:** 

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## Mzuzu coffee







- Developing the story
  - First plant from RBGE on 1870s
- BBC coverage
  - TV and radio
- Royal Botanic Garden
   Edinburgh events
- Sales...
  - Mzuzu at the Elephant House in July
  - Traidcraft sales up 83%