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### Read more about Building Markets

Online: [www.buildingmarkets.org](http://www.buildingmarkets.org)

Twitter: @BuildingMrkets

Facebook: /buildingmarkets

Blog: [www.buildingmarkets.org/blogs](http://www.buildingmarkets.org/blogs)

**Building Markets** (formerly Peace Dividend Trust) is a nonprofit social enterprise that builds markets, creates jobs and sustains peace in developing countries by championing local entrepreneurs and connecting them to new business opportunities. The organization was founded in 2004. Building Markets is registered as an American 501c3 charity, a Canadian non-profit, and is registered locally in the countries where it operates.

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# BUILDING MARKETS



# ABOUT US

## Our Mission

- To build markets and create jobs in developing countries by championing local entrepreneurs and connecting them to new business opportunities.

## Our Vision

- Building Markets believes that opportunity is the antidote to poverty.
- Opportunity is created when local entrepreneurs fulfill their potential and businesses are viable.
- As a result, countries are no longer dependent on development assistance and humanitarian aid, but instead become hubs of market investment.
- Building Markets helps to move developing countries from aid to investment by supporting local entrepreneurs, building marketplaces and accelerating economic growth.

## Our Donors

- The UK Department for International Development (DFID), the United States Agency for International Development (USAID), the Australian Agency for International Development (AusAID), the Canadian International Development Agency (CIDA), the Canadian Department of International Affairs (DFAIT), GIZ, the Norwegian Ministry of Foreign Affairs, the United Nations Department of Peacekeeping Operations, the Skoll Foundation, the Arsenault Family Foundation, Humanity United, Eni S.p.A., BHP Billiton Liberia Iron Ore, the World Bank and the International Finance Corporation.

## Awards

- Skoll Award for Social Entrepreneurship, 2010
- G20 SME Finance Challenge Prize, 2010
- World Economic Forum's Young Global Leaders Award, CEO Scott Gilmore, 2011
- Senior Ashoka Fellow awarded to CEO Scott Gilmore, 2012

## Local Partners

- Afghanistan Chamber of Commerce and Industries
- Government of the Democratic Republic of Timor-Leste
- Helmand National Investors Association
- Haiti Ministry of Commerce and Industry
- Liberia Ministry of Commerce and Industry
- Liberia National Investment Commission

## Who uses the Marketplace Initiative services?

Building Markets provides tools and resources that stimulate engagement between local entrepreneurs and global organizations, including multinational corporations, international aid & development agencies and national governments.

Services are currently offered in countries where there is an active Marketplace project.



## • Marketplace Labs

### What is Marketplace Labs?

/lə'bɒrətəri/ or /'læbərətri/; informally, lab: A facility that provides controlled conditions in which scientific research, experiments, and measurement may be performed. Derived from the Latin laborare "to labour".

Marketplace Labs is an incubator where ideas are nurtured. It is where we experiment with improving impact measurement methodologies. It is a greenhouse for growing new and innovative products to improve upon our sustainable marketplace model. It is a Mythbusters episode (or think piece) on aid effectiveness. At Building Markets, it's the term we like to use for our own brand of Research and Development.

# TRACK RECORD

Since 2006, Building Markets has:

- Helped local businesses win over 16,000 contracts worth over \$1.1 billion, enabling them to create or sustain over 65,000 full-time equivalent jobs.
- Created a network of over 15,000 businesses, of which over 2,000 are women-owned.
- Trained 2,500 businesses.
- Distributed over 9,000 tender opportunities.
- Received over 1 million site visits on our country business portals.
- Handed over high impact services to local partners.

## What services does the Marketplace Initiative offer?

**The Business Portal** | Available through [www.buildingmarkets.org](http://www.buildingmarkets.org), this online platform provides resources that help facilitate local procurement including a supplier directory containing verified profiles of local companies searchable by sector and location.

**Tender Distribution** | Building Markets collects tenders from institutional buyers and disseminates them to local suppliers via SMS, email and by other means. This helps connect local companies to new business opportunities that they may not be able to otherwise access.

**Business Matchmaking** | Facilitates transactions with local suppliers by helping international buyers identify cost-competitive and high-quality domestic products and services on request and through networking events.

**Training** | Building Markets delivers training sessions to entrepreneurs that aim to cultivate skills and increase competitiveness in the local marketplace. Seminars and sessions are focused on contracting requirements, international standards and tender procedures.

**Market Information & Communications** | From research to awareness raising campaigns and seminars, opportunities that promote the importance of supporting local enterprise are pursued by Building Markets.



## WHAT WE DO

### • The Sustainable Marketplace Initiative

Building Markets has operated Marketplace projects in **Afghanistan** (since 2006), **Timor-Leste** (2007), **Haiti** (2009), and **Liberia** (2011).

While each project is tailored to the specific country context, the Sustainable Marketplace Initiative provides a suite of services that create business relationships and opportunities between international buyers and local suppliers.

### Problem

Typically, very little of the aid and investment spent *on* a country, is spent *in* a country. This is often due to basic barriers that exist between the international community and the local private sector. Buyers lack an understanding of the local market including how to find local suppliers and what local capacity actually exists. Suppliers are not aware of international business standards and expectations and how to access new opportunities from large buyers.

### Solution

The Marketplace Initiative addresses this problem by offering a suite of services that help connect international buyers to local suppliers, resulting in increased local spending. Increased local spending helps small- and medium-sized enterprises create and sustain jobs, invest in their businesses, and establish performance records that make them more competitive and sustainable.





“ Building Markets was directly responsible for changing the way international agencies looked at local procurement, and for increasing the amount of money being spent ‘in’ the country, as opposed to ‘on’ [the country]. This is important as it builds capacity in the private sector, creates wealth, and most importantly, generates employment.

-Dr. Jose Ramos-Horta  
President of the Democratic  
Republic of Timor-Leste

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