

JANUARY – MARCH 2026

B D S P N Q U A R T E R L Y

<https://bdspnetwork.org/>

Q1 2026 EDITION

NEWSLETTER



Participants from the Steadman Global ToT program in partnership with BDSPN



BDSPN is a member-based organization composed of accredited master trainers and trainers (individual and corporate member categories) legally registered in 2014 as a nonprofit making organization limited by guarantee, under the companies Act 2012.

Our Vision: A world with innovative, sustainable businesses.

Our Mission: Provision of tailored professional business development services to the private and public sectors

Values:

- 1. Credibility
- 2. Quality
- 3. Accessibility
- 4. Centrality
- 5. Flexibility

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1. Executive Overview

A world of innovative and sustainable businesses

The first quarter of 2026 marked a period of recovery, resilience, and strategic repositioning for BDSPN following a slow start shaped by the national election environment. January operations were significantly affected by reduced economic activity across the country, resulting in minimal transactions, delayed engagements, and constrained service delivery.

Despite these challenges, the organization gradually regained momentum in February and achieved strong performance by March. This recovery was driven by renewed business activity, strengthened internal systems, increased member engagement, and successful program implementation.

By the end of the quarter, BDSPN had stabilized operations and demonstrated measurable progress across membership growth, revenue generation, program delivery, and institutional strengthening, positioning itself for scale in the next quarter.

2. At a Glance: Quarter 1 Highlights

- Successful implementation of the Steadman Global Training of Trainers program.
- Strengthened governance through audit completion and AGM preparations.
- A 350% growth in membership over the quarter,
- A 24% increase in digital visibility and stakeholder engagement across platforms.
- Compliance and Regulatory Progress: BDSPN maintained compliance through URSB filings and audit completion.
- Increase in material sales, with over 750 manuals sold in the quarter.



3. IN DETAIL: OUR Q1 2026 ACHIEVEMENTS

1) BDSPN – Steadman Global Training of Trainers (ToT) Programme

During the quarter, BDSPN, in partnership with Steadman Global Consulting Limited, successfully implemented a 20-day comprehensive Training of Trainers (ToT) program aimed at strengthening entrepreneurship and financial inclusion for young women in the creative economy.

The program brought together 19 participants (10 Female, 9 Male) and delivered three core training packages: SIYB (Start and Improve Your Business), GET Ahead, and Financial Education (ILO framework).

The trained facilitators are expected to cascade knowledge to over 1,500 women and youth in the creative sector—significantly amplifying the program's impact and contributing to inclusive economic growth.

Using a highly participatory and experiential learning approach, participants were equipped with practical skills in business planning, financial literacy, and adult training methodologies. The training emphasized real-world application, enabling participants to confidently deliver entrepreneurship training and support creative entrepreneurs.

This initiative represents a major milestone in strengthening BDSPN's role in building a sustainable ecosystem of trainers and enterprise support providers.

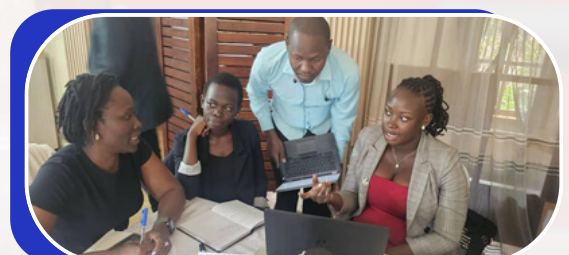
Breakdown of Training Packages

i) SIYB (Start and Improve Your Business) – 10 Days

The SIYB ToT, conducted from 4th to 17th March 2026 in Kampala, focused on equipping participants with practical entrepreneurship training skills tailored to the creative economy. The training covered three core modules:

- Generate Your Business Idea (GYBI)—identifying and validating viable business opportunities,
- Start Your Business (SYB) – business planning and startup processes,
- Improve Your Business (IYB)—strengthening and growing existing enterprises.

The training enhanced participants' facilitation skills, business planning capacity, and financial understanding.





ii). GET Ahead (Gender and Entrepreneurship Together) – 5 Days

The GET Ahead ToT focused on gender-responsive entrepreneurship, with specific application to the creative industries such as fashion, digital media, film, music, and crafts.

Over five days, participants were trained to:

- Address gender-specific barriers in entrepreneurship
- Support women in pricing, negotiation, and market positioning
- Facilitate inclusive and participatory learning environments

The training emphasized real-world challenges faced by creatives, including:

- Irregular income streams
- Limited access to finance and markets
- Balancing creativity with profitability

Through micro-teaching sessions and practical exercises, participants transitioned into confident facilitators capable of delivering tailored entrepreneurship training to women in the creative sector.

iii). Financial Education (ILO Framework) – 5 Days

The Financial Education ToT, conducted in Kampala, focused on building participants' capacity to deliver practical financial literacy training to entrepreneurs.

The training covered key financial competencies, including:

- Goal setting and financial planning
- Budgeting and smart spending
- Savings and investment options
- Understanding credit, debt management, and risks
- Use of financial institutions and digital payments
- Introduction to insurance and financial protection

Participants were also trained in adult learning methodologies, enabling them to effectively transfer financial knowledge to entrepreneurs and support better financial decision-making.



Photos taken during the ToT program showing active participation from participants during the GET Ahead and Financial Education trainings respectively.



From Training to Impact

The successful completion of the Training of Trainers program was marked by the awarding of certificates of completion to all 19 participants, recognizing their active participation and successful engagement throughout the training. This milestone signified the conclusion of an intensive and impactful learning process while marking the transition of participants into a pool of candidate trainers equipped with the foundational skills to deliver entrepreneurship and financial education training within the creative economy.

As BDSPN and its partners move forward, the focus now shifts to application and impact. The candidate trainers are expected to actively roll out training across various regions, reaching over 1,500 women and youth, while gaining the practical experience required for progression toward ILO certification. This next phase will be critical in translating training into tangible outcomes and strengthening a pipeline of qualified BDS providers capable of driving inclusive economic growth.

A photo showing one of the participants receiving a certificate after successfully completing the 20-day Training of Trainers during the Steadman Global, in partnership with the BDSPN project.

Pictorial Moments from the Steadman Global in partnership with BDSPN ToT Program



Photo moments from the 20-day Steadman Global in partnership with BDSPN ToT Program

II) Membership Growth and Engagement

BDSPN recorded strong growth in its membership base during the quarter, increasing from 10 members in January to 19 in February and reaching 45 paid-up members by 31st March 2026. This represents a 350% growth from January to March, highlighting a significant expansion in the organization's membership base.

The growth was driven by targeted engagement strategies, including direct phone outreach, WhatsApp follow-ups, and personalized engagement with prospective and existing members. Over 50 engagement touchpoints were executed during the quarter, contributing to improved conversion rates.

In addition, the organization strengthened its membership management systems by segmenting its database into paid, pending, and prospective members, enabling more structured engagement and improved tracking.

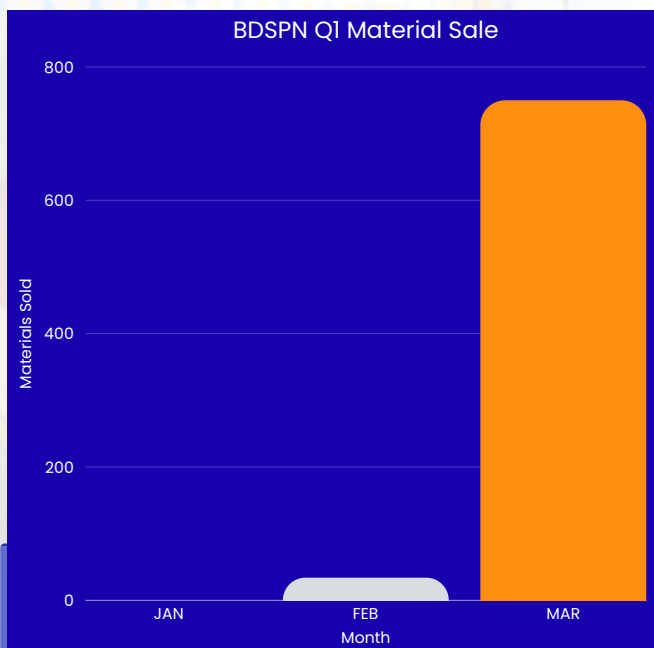
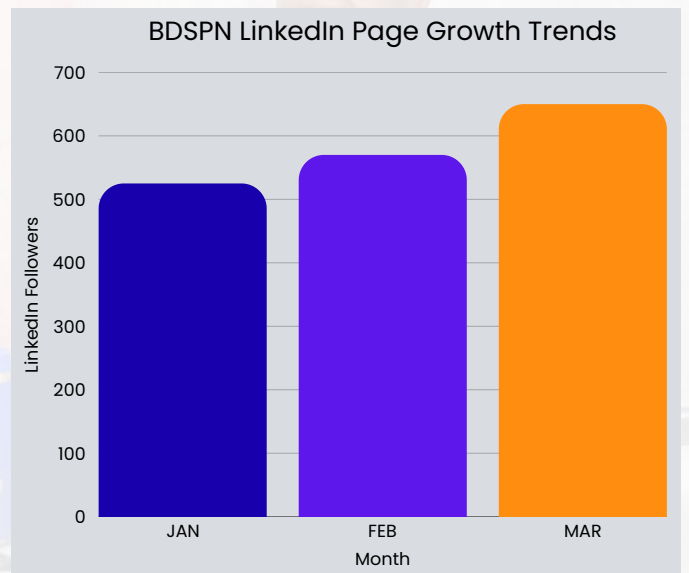


III) Digital Growth and Visibility

BDSPN recorded steady growth in its digital presence during the quarter. LinkedIn followers increased from 525 in January to 570 in February and reached 650 by March, representing an overall growth of approximately 24% over the quarter.

This growth was driven by consistent content creation, targeted communication, and increased stakeholder engagement. The organization developed and shared thematic content, institutional updates, and program-related communications, contributing to improved visibility and positioning.

Visual Graph showing BDSPN LinkedIn growth trends for Quarter 1 (Jan-Mar 2026)



IV. Material Sales – Q4 2025

Material sales experienced a dramatic recovery over the quarter. From zero sales in January, sales increased to 34 units in February and surged to 750 units in March, representing a complete recovery and exponential growth trend as operations resumed.

This sharp increase reflects both renewed market demand and the impact of project-based engagements. A significant portion of this revenue was driven by the Steadman Global project. Additional sales to institutional clients further contributed to this growth.

Overall, the trend demonstrates BDSPN's ability to quickly rebound from external shocks and scale service delivery in response to demand.

Visual Graph showing SIYB Manuals sold in Quarter 1 (Jan-Mar) (2026)



V) Compliance, Governance & Planning

The organization made significant progress in governance and compliance during the quarter. The completion and approval of the audited financial report marked a key milestone in strengthening accountability and transparency.

Preparations for the Annual General Meeting were initiated, while compliance processes such as URSB filings were maintained. Some administrative updates, particularly related to URA records, remain ongoing.

4. LOOKING AHEAD – Q2 (APRIL – JUNE) 2026 PRIORITIES

As BDSPPN transitions into the second quarter of 2026, the focus will be on consolidating the gains achieved in Q1 while advancing key institutional and program priorities that position the organization for sustained growth and impact.

- A major milestone in the coming quarter will be the **BDSPPN 2026 Annual General Meeting (AGM)**, which will serve as an important platform for accountability, strategic reflection, and stakeholder engagement. The AGM will also oversee the **election of a new Board of Directors**, marking a significant step in strengthening governance structures and providing strategic leadership for the organization's next phase of growth.
- In program implementation, BDSPPN will continue its collaboration under the GIZ-supported initiative, with a particular focus on launching Cohort 2 of the training workshops in Northern Uganda. This phase will build on the progress of earlier engagements, expanding reach and deepening impact among targeted beneficiaries, particularly within underserved regions.
- The organization will also prioritize membership expansion and retention, building on the strong growth recorded in Q1. Efforts will focus on strengthening the membership value proposition, enhancing engagement, and increasing the number of active, paid-up members.
- In parallel, BDSPPN will intensify its partnership and resource mobilization efforts through continued proposal development and strategic engagement with development partners, financial institutions, and ecosystem actors. These efforts are aimed at securing funding opportunities, expanding program delivery, and strengthening the organization's position within the enterprise development landscape.

Overall, Q2 is positioned as a period of institutional strengthening, program scale-up, and strategic expansion, building on the recovery momentum established in the first quarter.



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5. Access to BDS Standards

BDSPN is pleased to note that key Business Development Services (BDS) standards are now accessible, providing important guidance for service providers in delivering quality and impactful interventions.

These include

1. **US EAS 1185:2025** – Guidelines for Delivery of Business Development Services,
2. **US EAS 1159:2024** – Guidelines for Building Organizational Capacity, both developed to strengthen professionalism, consistency, and effectiveness within the BDS ecosystem.

Access the standards via the link below or scan the QR code:

<https://webstore.unbs.go.ug/store.php?src>

Members and stakeholders are encouraged to explore these standards via the UNBS webstore and integrate them into their practice to enhance service delivery and institutional capacity.



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6. CONCLUSION

The first quarter of 2026 has demonstrated BDSPN's resilience, adaptability, and commitment to strengthening its role within the business development ecosystem. Despite a challenging start to the year, the organization successfully recovered momentum and delivered measurable progress across key areas, including membership growth, program implementation, revenue generation, and institutional strengthening. The successful rollout of the Training of Trainers program, alongside improvements in governance, financial management, and visibility, reflects BDSPN's growing capacity to deliver impact at scale.

As the organization moves into the next quarter, the focus shifts from recovery to consolidation and expansion. With strengthened systems, an expanding membership base, and a growing network of trained facilitators, BDSPN is well-positioned to deepen its impact and extend its reach to more entrepreneurs across Uganda. The organization remains committed to driving inclusive enterprise development, fostering partnerships, and building a sustainable ecosystem that empowers businesses and communities to thrive.

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Business Development Service Providers Network