

APRIL – JUNE 2026

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

<https://bdspnetwork.org/>

Q2 2026 EDITION

NEWSLETTER



Some of the participants from the GIZ PRUDEV II Project workshop in GULU District



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 second quarter of 2026 marked a period of accelerated growth, institutional strengthening, and expanded programme implementation for the Business Development Service Providers Network (BDSPN). Building on the momentum established during the first quarter, the organization focused on deepening its impact through strategic partnerships, strengthening governance structures, expanding membership, and implementing high-impact capacity-building initiatives across Uganda.

Throughout the quarter, BDSPN successfully advanced several strategic priorities, including the implementation of the GIZ-funded project supporting low-tier Business Development Service (BDS) providers in Northern Uganda, preparations and successful convening of the 2026 Annual General Meeting (AGM), continued implementation of entrepreneurship development initiatives, and expansion of partnerships aimed at strengthening Uganda's business development ecosystem.

The quarter also witnessed significant institutional growth. Membership continued to expand, stakeholder engagement increased across both physical and digital platforms, and the organization strengthened its compliance, governance, and operational systems. New funding opportunities were secured, strategic proposals were successfully developed, and implementation pipelines for future programmes were expanded.

Collectively, these achievements reaffirm BDSPN's commitment to strengthening the quality, accessibility, and professionalism of Business Development Services in Uganda while positioning the Network as a leading institution supporting enterprise development, capacity building, and inclusive economic growth.

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Participants during a workshop session - GIZ PRUDEV II Project workshop in Lira District

2. Key Achievements Highlights (Q2 2026)

During the second quarter, BDSPN registered significant progress across programme delivery, institutional development, partnerships, and organizational growth. Key achievements included:

- **Successful implementation of Phase II of the GIZ-funded "Anchoring Low-Tier BDS Providers" project**, supporting over 100 Business Development Service Providers through Business Model Workshops conducted in Lira and Gulu, strengthening the capacity of service providers within Northern Uganda's enterprise ecosystem.
- **Successful convening of the 2026 Annual General Meeting (AGM)**, bringing together members physically and virtually, and facilitating the election of a new Board of Directors (BOD) while advancing governance and strategic leadership of the Network.
- **Membership growth and retention**, with paid-up membership increasing from 45 members at the close of Q1 to 56 members by the end of Q2, representing an overall 24.44% quarterly growth, driven by enhanced member engagement, peer recruitment, and increased confidence in the Network's value proposition.
- **Growth in digital visibility**, with LinkedIn followers increasing from approximately 650 at the beginning of the quarter to 792 by the end of June, representing an overall 21.85% increase in online reach, reflecting consistent communication and increased visibility of programme activities.
- **Strengthened strategic partnerships and resource mobilization**, including successful proposal submissions and notification of two successful awards from the International Labour Organization (ILO) to implement Scaling Digitalise Your Business (DYB) and Financial Education programmes, alongside proposal development for Trademark Africa.
- **Strengthened financial accountability and compliance**, including successful accountability of UGX 46.8 million under the GIZ project, unlocking Phase II implementation, while maintaining compliance with URSB, URA, and other regulatory requirements.
- **Expanded stakeholder engagement and ecosystem development**, through strategic engagements with GIZ, Farm Africa, Magister Associates, the Ministry of Trade, Ecobank, and other ecosystem actors to strengthen demand-driven BDS services and collaborative programme implementation.
- **Strengthened organizational systems and knowledge products**, including publication of quarterly performance reports, preparation of the Half-Year Report and Q2 Newsletter, continued stock management, compliance reviews, and operational improvements that enhanced institutional efficiency.



A photo moment during the awarding of certificates to BDSPN Membership

3. Key Q2 Achievements in Detail

1) Organizational Growth and Institutional Strengthening

Institutional strengthening remained a central priority throughout the second quarter as BDSPN continued to reinforce its governance structures, enhance accountability, and improve overall organizational performance.

A major milestone during the quarter was the successful convening of the 2026 Annual General Meeting (AGM), which brought together 46 of the Network's 56 paid-up members, representing an impressive 82.1% attendance rate. Of these, 31 members (67.4%) participated physically, while 15 members (32.6%) joined virtually, demonstrating strong member commitment and engagement in the governance of the Network.

The AGM provided an important platform for presenting organizational performance, reviewing audited reports, engaging members on strategic priorities, and shaping the future direction of BDSPN.

A key outcome of the meeting was the successful election of the BDSPN Board of Directors for the 2026–2028 term, reinforcing the Network's commitment to democratic leadership, transparency, and institutional continuity.

The newly elected Board comprises Robert Twesigye (Chairperson), Vastine Katushabe (Vice Chairperson), Nelson Tasenga (Treasurer), Stephen Sewava Kasule (General Secretary), Ramueli Ahabwe (Corporate Members' Representative), Samson Steven Mukibi Nkumbi (Master Trainers' Representative), and Swabiri Abiima (Trainers' Representative). The new Board brings together a blend of experienced leadership and fresh perspectives, with Mr. Kasule Stephen and Mr. Abiima Swabiri joining the Board for the first time, while the remaining members continue to provide institutional memory and strategic continuity.

BDSPN also extends its sincere appreciation to the outgoing Board of Directors (2022–2026) for their dedicated leadership, strategic guidance, and unwavering commitment over the past four years. Their stewardship has been instrumental in strengthening the Network's governance systems, expanding strategic partnerships, increasing organizational visibility, growing membership, and positioning BDSPN as a leading professional network for Business Development Service Providers in Uganda.

The newly elected Board assumes office on a strong foundation built through the dedication and service of its predecessors.



A photo moment during the voting of new BDSPN BOD



A photo moment during the awarding of certificates to BDSPN Membership



Beyond governance, BDSPN continued strengthening its internal systems through regular compliance reviews, improved documentation, publication of organizational reports, and enhanced operational coordination. Preparations for the Half-Year Performance Report and the Q2 Newsletter further demonstrate the organization's commitment to transparency, accountability, and effective communication with members, partners, and stakeholders.

The Network also maintained compliance with key statutory and regulatory requirements through continuous engagement with institutions including the Uganda Registration Services Bureau (URSB) and the Uganda Revenue Authority (URA). These efforts have reinforced BDSPN's credibility as a professional membership organization committed to good governance, institutional excellence, and sustainable growth.

Collectively, these achievements have strengthened BDSPN's institutional capacity, enhanced member confidence in the Network's leadership, and positioned the organization for continued growth, effective programme delivery, and stronger partnerships in the years ahead.





II) Project Implementation and Capacity Building

Programme implementation remained one of BDSPN's strongest areas of achievement during the quarter, with significant progress recorded under the **GIZ-PUDEV II Project "Anchoring Low-Tier Business Development Service Providers"** project.

Following the successful completion and accountability of Phase I activities, management secured approval for Phase II implementation after successfully accounting for UGX 46.8 million in project funds. This achievement not only demonstrated strong financial accountability but also unlocked additional funding to continue supporting enterprise development activities in Northern Uganda.

During the quarter, BDSPN successfully deployed four Master Trainers to facilitate Business Model Workshops in Lira and Gulu, directly supporting over 100 lower-tier BDS Providers.

These workshops strengthened participants' technical capacity, improved business advisory competencies, and enhanced the quality of business support services available to Micro, Small and Medium Enterprises (MSMEs) within the region.

During the quarter, BDSPN successfully conducted four Business Model Workshops in Lira and Gulu Cities, bringing together 110 lower-tier BDS providers (**71 male and 39 female**) from districts across Northern Uganda, surpassing the initial target of 100 participants.

The workshops were facilitated by four experienced BDSPN Master Trainers, who employed highly participatory and experiential learning approaches, including group discussions, case studies, practical exercises, role plays, peer learning, and action planning to strengthen participants' technical competencies and facilitation skills.





A Photo showing some of the participants during an active workshop session in the Gulu District

The training focused on enhancing participants' ability to deliver quality Business Development Services through practical sessions on business model development, adult learning methodologies, digital marketing, financial management, costing and pricing of services, networking, partnership development, and business sustainability.

Beyond strengthening individual competencies, participants developed practical action plans to improve service delivery within their organizations while building stronger linkages with fellow practitioners across the region. The workshops also introduced participants to BDSPN's membership and networking opportunities, further strengthening collaboration within Uganda's Business Development Services ecosystem.

Participant evaluations confirmed the relevance, practicality, and effectiveness of the intervention. Feedback indicated high levels of satisfaction with both the training content and facilitation approaches, with participants particularly appreciating the participatory methodology, practical exercises, and action planning sessions. Many participants identified facilitation skills, financial literacy, costing and pricing, networking, and business sustainability as the most valuable learning areas and recommended continued mentorship, refresher trainings, and expanded networking opportunities to further strengthen their professional practice.



A Photo showing participants during a live workshop session led by MT. Okello Fred in Lira



A group photo showing some participants from the Gulu workshops



A Photo showing participants during a live workshop session led by MT. Aristarque in Gulu

Overall, the successful implementation of the GIZ Phase II Business Model Workshops represents a major milestone in BDSPN's mission of strengthening Uganda's Business Development Services ecosystem. By enhancing the knowledge, skills, confidence, and collaboration of lower-tier Business Development Service providers, the initiative has contributed to building a more professional, coordinated, and sustainable network of practitioners capable of supporting entrepreneurship, enterprise growth, and inclusive economic development across Northern Uganda.

The successful delivery of this intervention further reinforces BDSPN's growing reputation as a trusted implementing partner capable of delivering high-quality capacity-building programmes for development partners, government institutions, and the wider enterprise development ecosystem.

More pictorial moments from the GIZ workshops in Lira and Gulu



A Photo showing participants during a live workshop session in Lira



A Photo showing participants during a live discussion session in Gulu workshop



A Photo showing participants during a live workshop session led by MT. Mawanda in Gulu



A Photo showing participants during a live workshop session led by MT. Winnie in Lira

Photo moments from GIZ PRUDEV II-Workshops held in Gulu and Lira

III) Strategic Partnerships and Resource Mobilization

The second quarter was characterized by strengthened collaboration with development partners and increased efforts toward resource mobilization, further positioning BDSPN as a trusted partner within Uganda's enterprise development ecosystem.

The organization continued successful implementation of the GIZ-supported project while simultaneously pursuing new partnership opportunities aimed at expanding programme reach and institutional sustainability. During the quarter, BDSPN received official communication confirming the successful award of two proposals submitted to the International Labour Organization (ILO) under the Scaling Digitalise Your Business (DYB) and Financial Education programmes. These successful bids represent an important milestone in expanding the organization's programme portfolio and demonstrate growing confidence in BDSPN's technical capacity to implement international development initiatives.

In addition, the organization developed and submitted a proposal to Trademark Africa, while continuing strategic engagements with organizations including Farm Africa, Magister Associates, Ecobank Uganda, the Ministry of Trade, Industry and Cooperatives, and other ecosystem actors. These engagements explored collaborative opportunities focused on strengthening Business Development Services, enterprise growth, financial inclusion, and private sector development.

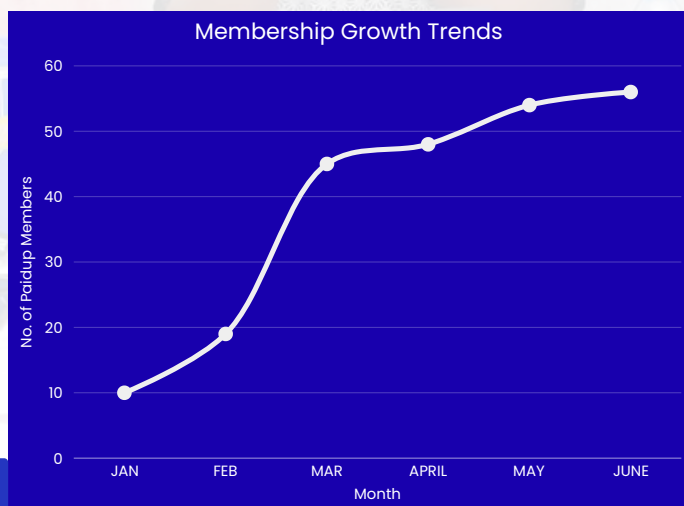
Preparations also continued for the BDSPN BDS Boot Camp 2026, a flagship initiative expected to bring together over 200 entrepreneurs, Business Development Service providers, SMEs, and ecosystem stakeholders. The Boot Camp is envisioned as a platform for knowledge sharing, networking, innovation, and strengthening professional standards within Uganda's business development ecosystem.

These partnership and resource mobilization efforts continue to diversify BDSPN's funding opportunities while creating new pathways for programme expansion and long-term institutional sustainability.

IV) Membership Growth and Engagement

Membership growth remained a key indicator of BDSPN's institutional progress during the quarter. Paid-up membership increased from 45 to 56 members, representing a 24.4% quarterly growth, driven by continuous member follow-ups, referrals, direct engagement with prospective members, and increased visibility of BDSPN's programmes.

The Annual General Meeting further strengthened member participation and ownership, while ongoing improvements to the membership database and communication systems enhanced member engagement, retention, and the Network's capacity to deliver value through partnerships, professional development, and networking opportunities.



Visual Graph showing BDSPN monthly membership growth trends



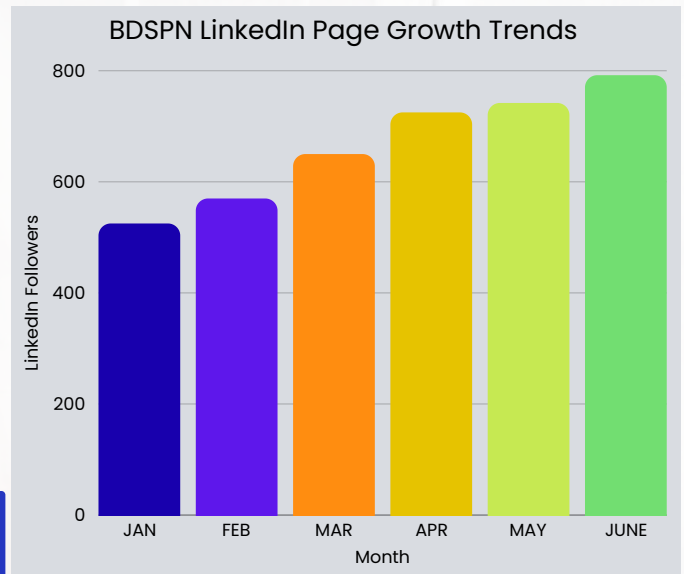
A Photo showing BDSPN newly elected BOD and Mgt during the AGM

V) Digital Growth and Visibility

BDSPN continued strengthening its communication and visibility through strategic digital engagement and institutional branding. The organization's LinkedIn community grew from 650 to 792 followers, representing a 21.8% quarterly increase, reflecting growing interest in its programmes and activities.

Key communication outputs included the Q1 Newsletter, Half-Year Performance Report, AGM promotional materials, GIZ project coverage, and organizational milestone stories, all of which enhanced stakeholder engagement, transparency, membership mobilization, and BDSPN's visibility within the Business Development Services ecosystem.

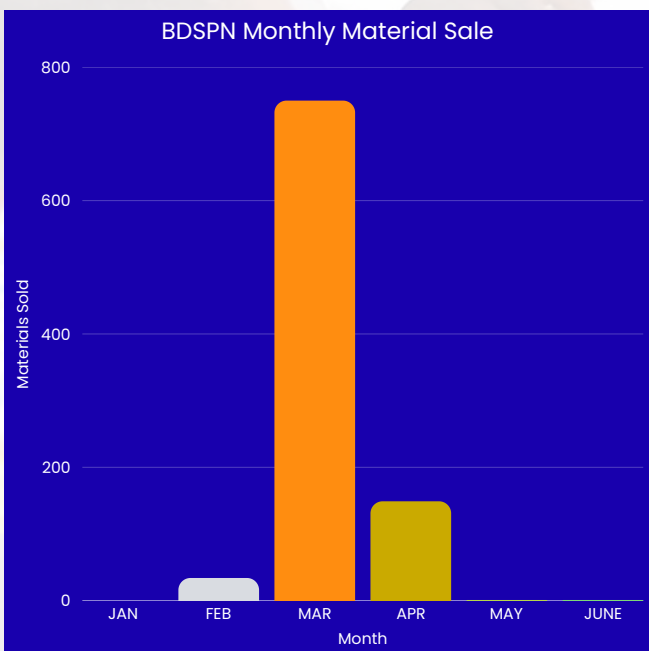
Visual Graph showing BDSPN monthly LinkedIn growth trends



VI. Material Sales – Q4 2025

Business development activities during the second quarter focused on supporting programme implementation while strengthening BDSPN's revenue-generating services through the sale and distribution of entrepreneurship training materials.

During the quarter, the Network sold 149 SIYB training manuals in April, followed by one SIYB Game Kit in May and one SIYB Game Kit in June, reflecting continued demand for BDSPN's entrepreneurship learning resources. Effective stock management and procurement systems were maintained to ensure timely availability of materials for both institutional clients and project implementation. In addition, BDSPN continued promoting the newly accessible Uganda Business Development Service Standards, encouraging members and practitioners to adopt nationally recognized standards that enhance professionalism, consistency, and quality in Business Development Service delivery.



VII) Compliance, Governance & Planning

BDSPN maintained strong financial accountability and regulatory compliance throughout the quarter.

A key milestone was the successful accountability of UGX 46.8 million under the GIZ-funded project, enabling approval for Phase II implementation and demonstrating sound financial management.

The organization also strengthened internal financial controls, maintained accurate financial records, and continued compliance with statutory requirements through regular engagement with URSB, URA, and financial institutions.





4. LOOKING AHEAD – Q3 (JULY – SEPT) 2026 PRIORITIES

Building on the progress achieved during the second quarter, BDSPN will continue focusing on strategic initiatives that strengthen institutional sustainability, expand programme impact, and enhance value for members and partners.

A key priority will be the continued implementation of the GIZ-supported project, with emphasis on consolidating outcomes from the Business Model Workshops, strengthening engagement with lower-tier Business Development Service providers, and supporting the practical application of knowledge gained through the trainings.

The organization will also commence implementation of the newly awarded International Labour Organization (ILO) programmes on Scaling Digitalise Your Business (DYB) and Financial Education, further expanding BDSPN's contribution to entrepreneurship development, financial inclusion, and enterprise growth across Uganda.

Membership expansion and engagement will remain a strategic priority, with renewed efforts aimed at increasing active membership, improving member retention, and strengthening the value proposition offered to Business Development Service providers across the country. The organization will also continue promoting the adoption of the Uganda Business Development Service Standards as part of broader efforts to improve professionalism and service quality within the sector.

In addition, BDSPN will intensify partnership development and resource mobilization through continued proposal development, strategic engagement with development partners, government institutions, financial institutions, and private sector actors. Preparations for the BDSPN BDS Boot Camp 2026 will also continue, bringing together practitioners, entrepreneurs, SMEs, and ecosystem stakeholders to promote knowledge exchange, innovation, and collaboration.

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 second quarter of 2026 represents another significant milestone in BDSPN's journey toward becoming a stronger, more resilient, and impactful institution. Through expanded programme implementation, strengthened governance, sustained membership growth, strategic partnerships, and improved organizational systems, the Network has continued to demonstrate its commitment to advancing quality Business Development Services and supporting enterprise development across Uganda.

As BDSPN enters the second half of the year, the organization remains focused on translating these achievements into lasting impact. With a newly elected Board of Directors, an expanding membership base, strengthened partnerships, and an ambitious programme pipeline, BDSPN is well-positioned to deepen its contribution to entrepreneurship development, institutional capacity building, and inclusive economic growth. The Network extends its sincere appreciation to its members, development partners, stakeholders, and staff for their continued trust, collaboration, and commitment to building a vibrant and sustainable Business Development Services ecosystem.

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