

**OFFICIAL LAUNCH OF 2015/2016 BUSINESS MODEL COMPETITION (BMC) AND  
NATIONAL ENTREPRENEURSHIP WEEK (N.E.W.) 2015**

**HON. ANTHONY HYLTON, MINISTER OF INDUSTRY INVESTMENT AND  
COMMERCE**

**THURSDAY, OCTOBER 8, 2015 – 3:30PM**

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**Salutations:-**

- Mr. Michael Steele, Head, Joan Duncan School of Entrepreneurship
- Professor Colin Gyles, Acting President, University of Technology
- Dr. Claudette Myers, Associate Dean, College of Business and Management
- Mrs. Erica Wynter, President – Young Entrepreneurs Association of Jamaica (YEA)
- Miss Dionne Palmer, Incubator Manager Technology Innovation Centre
- Mrs. Verna McNaughton, Administrator, Joan Duncan School of Entrepreneurship, Ethics and Leadership
- Members of the Media
- Students and Aspiring Entrepreneurs
- Ladies and Gentlemen

At the outset, let me express my gratitude to the University of Technology (UTECH) and in particular, the team at the Joan Duncan School of Entrepreneurship, Ethics and Leadership for organizing this Business Model Competition, which is appropriately being launched during National Entrepreneurship Week. Indeed, the business model and plan form the initial stage of the life cycle of a business venture.

We certainly welcome what is being done here at UTECH to foster entrepreneurship. Institutions, such as yours, have a critical role to play as intellectual hubs in the entrepreneurial ecosystem as incubators for innovation and research, as focal points for collaboration among researchers, students, government, private sector, and of course, entrepreneurs. **I truly applaud your efforts!**

## **Entrepreneurship Week**

As we celebrate the launch of National Entrepreneurship Week, I would also like to recognize and encourage our motivated, diligent and hardworking entrepreneurs, in all parts of the island.

I assure you – this Government is committed to ensuring that our entrepreneurs have a fighting chance to thrive and grow, especially in this competitive global business environment. We want our entrepreneurs to be the best they can be, and as such:

We are building a business ecosystem which nurtures and supports SMEs.

We are removing the barriers to entrepreneurial start-ups and growth.

We are partnering with our MSMEs to build the skills and capacity that they need to grow, innovate, and increase productivity.

## **Setting the Stage for Entrepreneurial Explosion**

Ladies and gentlemen, we have been steadily setting the stage for an entrepreneurial explosion. In so doing, some of the measures implemented include:-

Promulgation of the **Micro, Small and Medium Enterprise (MSME) & Entrepreneurship Policy** in July 2013. This Policy serves as a comprehensive and cohesive framework for the implementation of strategies to support the growth and development of the MSME sector.

## **Business Reforms**

Initiatives such as the Security Interests in Personal Property Act, the Insolvency Act, and the Amendments to Copyrights Act have been implemented to support the growth and development of the MSME sector. We have been putting in place the necessary

administrative policies and legislative measures geared towards improving our business environment, and making it easier for all of us to conduct business in this country.

Expansion of the types of assets that qualify as collateral, such as intellectual property, receivables and futures; have has been addressed to some degree under the secured transactions regime via the Security Interests in Personal Property Act (SIPPA). What we are now looking forward to is the build-out of a framework that fosters the development of a vibrant secondary market for moveable assets. Such a market space would allow for the buying, selling and trading of repossessed assets.

We have also made it easier to register a business through the implementation of the business superform. The form effectively reduces the length of time to conduct the administrative processes and allow seamless business registration at the Companies Office of Jamaica, instead of visiting five different Government agencies.

### **Mobile Business Clinic Update**

We remain equally committed to the building of a more inclusive society, incorporating our MSMEs. In this regard, the Mobile Business Clinic Initiative (MBCI) was launched in September 2014, with the following objectives:

- Facilitating business formalization, market access and market entry
- Increasing awareness of business development services; providing training, capacity development and technical support
- Promoting sound entrepreneurial practices through public education, and
- Sensitizing MSMEs about the Government's reform agenda

The project, which will run over three years (2014-2017) in three phases, has already impacted some 1,719 clients in the parishes visited so far.

It is noteworthy that the Jamaica Business Development Corporation (JBDC), which is the lead agency in the implementation of the Mobile Business Clinic, is also the pilot for the Small Business Development Centre (SBDC) Model.

The SBDC model is a managerial and technical support system for small businesses, which started in the USA over 35 years ago to provide small business owners with business development services and technical assistance. The Jamaica Business Development Corporation (JBDC) is the pilot for the model.

Ladies and gentlemen, the Government has also placed special emphasis on the development and facilitation of youth entrepreneurship with a focus on animation and the digital economy. This has been achieved through the USD\$20 million Youth Employment in the Digital and Animation Industries loan facility from the World Bank.

The project adopts a four pronged approach which focuses on skills and capacity building; strengthening of a viable tech entrepreneurship network; Start-Up Jamaica which focuses on early stage investment in tech startups and the provision of incubation and acceleration services.

Initiatives such as this youth entrepreneurship funding facility is critical to ensuring that young people, such as these gathered here today, see entrepreneurship as an opportunity for wealth creation and economic contribution, instead of simply an alternative to finding employment.

Indeed, this Competition is being launched at a time when there are many forces driving our future, and which will continue to determine the way we do business. These include:-

- Convergence of social, mobile, and cloud technologies, big data and growing demand for anytime, anywhere access to information - with technology disrupting all areas of the business enterprise.

- Technology is also changing the way we work, and is increasingly enabling machines and software to substitute for humans. Enterprises and individuals, who can seize the opportunities offered by digital advances, stand to gain significantly.
- In this environment, we are seeing a change in work patterns. Flexibility of the workforce and workplace has become a key priority. This trend is likely to increase in the future, with more SMEs offering employees the opportunity to work from home, and more men and women requesting “flexible hours”. This flexibility is assisted by ever-improving technology, making telecommuting and working from home a realistic option for many.
- As we go along, more small businesses will see the benefits of employing part-time staff, job sharing or shift work - instead of the expense and inflexibility of employing full-time staff. This may include an increasing move towards using sub-contractors who can be employed on an “as and when basis”.
- Across the world, the face of entrepreneurship is also changing – entrepreneurs are increasingly young and/or female. Many of these enterprises are digital from birth.

The new business model will, most likely, take these and other pertinent factors into consideration. We welcome through this competition, therefore, the possibility for the creation of more innovative ventures, as in the case of China where entrepreneurial ventures are responsible for around 75% of new jobs each year, and 68% of exports.

Now more than ever, we need innovation, new solutions, creative approaches and new ways of operating. As stated by Peter F. Drucker:

**“What we need is an entrepreneurial society in which innovation and entrepreneurship are normal, steady and continual.”**

Ladies and gentlemen, access to capital remains one of the major hurdles to entrepreneurship. It is for this reason why I appointed a Task Force to develop a strategy and implementation plan to address this challenge. The recommendations of this Task Force include a range of measures that will strengthen the delivery of business development and advisory services to the MSMEs. The goal is to improve their ability to access capital through risk reduction due to better business models and plans.

The work of this Task Force is part of a broader initiative to restructure and reposition three agencies, Jamaica Business Development Corporation (JBDC), the Micro Investment Development Agency (MIDA) and Self Start Fund (SSF) within my Ministry, which are engaged in providing critical services to MSMEs.

The Government is also implementing the Jamaica Venture Capital Programme. This is being led by the Development Bank of Jamaica (DBJ) with the intent to establish a venture capital eco-system. The programme reflects Government's commitment to facilitate access to equity financing, especially for start-ups and early-stage companies.

In closing, let me acknowledge the young aspiring entrepreneurs who are here with us today. More than any other group, you represent the future of this country. In your hands are the tools that will mold this country into the desired place of choice to live, work, raise families, and to do business.

In your minds are the ideas, the concepts, and the innovations to take this country to a stage of growth, the likes of which we have not yet seen in our lifetime.

I believe the creative thinking and models of the youth and entrepreneurs that will come out of this competition will certainly help us in charting the way forward.

The future for Jamaica lies in building a sustained culture of entrepreneurship, and this future, to an even greater degree than the past, will be driven by creativity and innovation.