



ACP-EU Development Minerals Programme Implemented in partnership with UNDP

RETURN TO WORK (RTW) PLAN

PROGRESS REPORT

An initiative of the African, Caribbean and Pacific Group of States, financed by the European Union and United Nations Development Programme, and implemented by UNDP.



I. RETURN-TO-WORK PLANS

Return to Work projects are a valuable mechanism for workshop participants' personal and professional development. As part of your sponsorship, you were required to develop a return-to-work plan on a project you would undertake on your return, applying the knowledge and skills gained from workshop to influence change.

This follow-up on the progress of implementation of the return-to-work plan will be used to determine the most successful projects; and subsequently offer a small number of selected participants the opportunity to attend a 1-day symposium on **Industrialization Impact Assessment** and the **ACP-EU Development Minerals Programme showcase during the EU Raw Materials Week** in Brussels, Belgium (01-02 December). Please include the bio page of your passport with the submission of the progress report.

II. REPORTING STRUCTURE FOR RETURN-TO-WORK PLANS

To facilitate ease of reporting on the progress of your return to work project, the structure below outlines the key project elements that need to be covered. **Please submit the progress update on the Return to Work Project (RWP)** using the structure provided below.

GENERAL INFORMATION
Name(s): GIDEON CHEPESANI
Position: CHIEF EXECUTIVE OFFICER
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Brief description of the project: <i>DIMENSION STONE AND CONSTRUCTION MATERIALS INTEGRATION AT CHEPS VENTURES</i>
What were the expected outcomes and what outcomes did you achieve?

The expected outcomes were:

Better and improved product portfolio with better than aggregates sales only gross margins.

The improved gross margins arising from this integration has not been realized todate because we are still putting the necessary production resources together.

What were the expected outputs and what outputs did you achieve?

The expected outputs were: Value added products and services to discerning customers within and outside Zambia. Achievement of our planned outputs not yet realized because the project is essentially just taking off.

Please describe the key partnerships and collaborations that you established in your country as well as any joint collaboration with other countries.

As a result of the exposure we got from Carrara, our company has started collaborating with a neighboring Chinese Quarry (Long Gang Ltd) for the Supply of blocks to them as soon as we get our operation up and running. We have also been in touch with Synite in the north Western part of Zambia for purposes of sharing technical notes and market information. A trip to Zimbabwe is planned as a way of completing our project set up and to further learn the dynamics of the regional market especially that Zambia has now stabilized after a protracted post election process.

What indicators of success have you achieved since the start of implementation? (Describe the indicators of success in relation to the expected outputs and outcomes)

Implementation in progress. We are getting very positive feed back from potential users and contractors and decorators about our intended new products. This has us encouragement to proceed and do our best.

What strategic opportunities have you acted upon that have contributed to the continued success of your project? (include linkages to sub-regional and regional agendas)

This aspect of the business plan is still being pursued and we are confident that the major opportunities us will the from many infrastructural projects underway at the moment and these will give us the starting point in our journey to manufacturing excellence.

What opportunities opened up for you personally as a result of your RWP?

Opportunities as a result of the TRAINING WORKSHOP. YES. Opportunities as a result of the RWP not yet especially that I never got any feedback from my submission. However the Trip was an eye opener for me personally and my Company in particular. We are now able to see what direction our product offering should take and also saw and appreciated the higher margins obtained in Dimension stones as compared to traditional aggregates.

Please explain any problems encountered during implementation of your project, highlighting any deviations from the project plans (Describe the solutions sought for the problems and corrective actions undertaken for the deviations)

To fully integrate the Dimension stone business into our aggregate business we NEED to procure equipment. The major huddle in this aspect is FINANCE or indeed equity participation from willing investors. Additionally our Granite type is NEW on the market and we need to aggressively market the product to secure orders and make people aware about us. We are finalizing our financing proposals and we shall have a working plan by end December 2016. In Zambia during the last months prior to the just ended General elections there was so much uncertainty so much that construction activity was moving at a snails pace and banks were not lending to the sector. However the physical demand for aggregate and building materials will still be there. At the moment economic activity is starting to show signs of life.

What specific actions have you undertaken to ensure sustainability of your project?

In spite of the slump in construction activity due to several factors (local and foreign) and the general increase in input costs we have continued to produce aggregate at a nominal level as well as concrete blocks and the indications from the market are positive. To ensure we continue to operate we have continued with our drilling and blasting program as well as the regular production of concrete blocks as we wait for the Dimension stones to kick-in.

Please describe any future actions in the table below							
ACTION PLAN							
<div>Period</div> <div>Activities</div>	November	December	January 2017	February	March	April	May
Activity 1:	Sample Prep and local Marketing	Trip to Zimbabwe to Learn on other DM aspects	Continue with Local marketing of our PINK and GREY Granite. Explore other DM stones sources for use as face bricks and pavements.				
Activity 2:	Equipment quotations / selection and further refinement of financing proposal			Present Samples to Regional Buyers in South Africa , and DRC			
Activity 3:	SEEKING EQUITY PARTNER TO MARKET / EXTRACT AND PROCESS THE RESOURCE						
Activity 4:							
Activity 5:							

NB:

1. Please attach any evidence of commendation/award/certificate received as a result of implementing your return-to-work plan
2. For any Group return-to-work plans, please indicate the name of the person selected by the team for sponsorship to attend a symposium on **Industrialization Impact Assessment** and the **ACP-EU Development Minerals Programme showcase** during the EU Raw Materials Week.

III. SUBMISSION DATE OF THE PROGRESS UPDATE OF THE RETURN-TO-WORK PLAN

The progress update of the Return to Work plan is due **by Monday 31st October 2016** and should be sent to: development.minerals@undp.org.



CARRARA IN PICTURES



