



THE
hand
book

2019

TITAH

“The country needs the young generation to be daring to lead the country’s development and need to take the opportunity to increase their individual capabilities through programs offered locally or abroad.”

His Majesty Sultan Haji Hassanal Bolkiah Mu'izzadin Waddaulah ibni Al-Marhum Sultan Haji Omar 'Ali Saifuddien Sa'adul Khairi Waddien, Sultan and Yang Di-Pertuan of Brunei Darussalam during his titah in conjunction with the 34th National Day of Brunei Darussalam Celebration 2018.

THE handbook

INTRODUCTION

This handbook hopes to serve as a guide towards your journey as a youth entrepreneur (18 to 40 years old) to help you decide on the right programme or scheme for your business. It comprises of business opportunities, access to financial capital, infrastructure and facilities, capacity building, shared business support services as well as market access.

To create more opportunities for youths to start, own, manage and run a business, a range of programmes are available facilitated by various agencies. Capacity building and shared support services such as mentorship network will be offered. Financing schemes are available to address the needs of entrepreneurs to secure capital to establish and grow their business. Infrastructure such as ready-built factories, office premises and co-working spaces are available for entrepreneurs to leverage on. Furthermore, contracts from industries in both public and private sectors will be ring-fenced for youth entrepreneurs to competitively bid for.

These initiatives will drive youth entrepreneurship in which is vital for the development of MSMEs and job creation for the long-term sustainable economic development of the country.

In conjunction to the National Youth Day, the Ministry of Culture, Youth and Sports, Ministry of Energy, Manpower and Industry, Ministry of Primary Resources and Tourism and Darussalam Enterprise (DARe) have worked together to develop this handbook focusing on initiatives that specifically help youth entrepreneurs to start or grow their business.

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CAPACITY BUILDING & SHARED SUPPORT SERVICES

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 - Accelerate Bootcamp
 - Bright Ideas
- Becoming A Successful Owner Manager (BSOM)
 - Business Plan Series
 - YDC Lights On

- Agriculture & Fisheries Business Matching
 - Business Management Templates
 - Business Support Centre
- Brunei Mentors for Entrepreneurs Network (BMEN)
 - Energy Business Academy
 - Industry Business Academy (IBA)



- FINANCING**
- Bank Usahawan
 - Business Loans
 - Co-Matching Grant
 - LiveWIRE Business Startup Funding Scheme (BASfs)



- OPPORTUNITIES**
- Contracts & Services
 - I-Usahawan
 - Cooperative Distribution Centre
 - Franchise Matching Facilitation
- Agribusiness/Aquaculture
- Pilot Project (Agriculture)
 - Contract Farming
 - Fish Farming

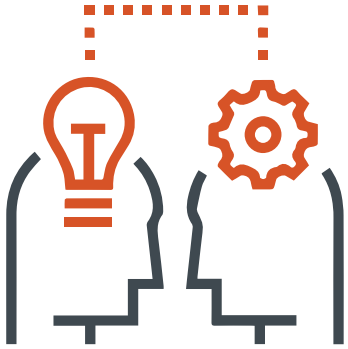


- INFRASTRUCTURE & FACILITIES**
- Co-working Space & Office Premises
 - Industrial Sites, Parks & Ready-built Factories
 - Kontena Park
 - Shared Kitchen
 - LiveWIRE Brunei Business Network Traders Centre (BNTC)
 - coming soon
 - Youth Ground

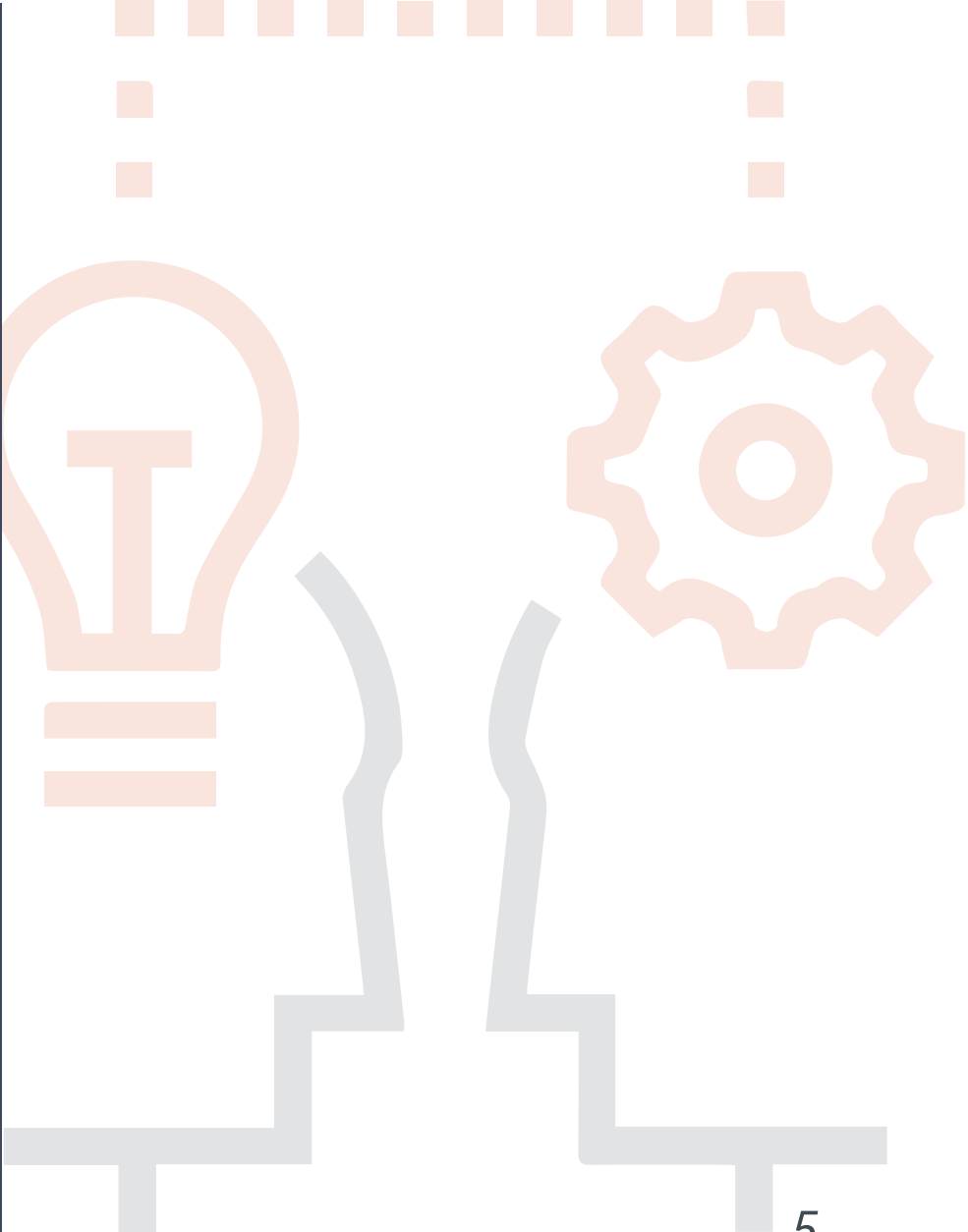


- MARKET ACCESS**
- Inbound Market Access
 - Outbound Market Access
 - Export Facilitation Program
 - Bruneian Made - Supermarket Shelf
 - Bruneian Made - Unexpected Treasures
 - Standard Consultancy Programme

- Awards
- LiveWIRE Brunei Business Awards Programme



**CAPACITY BUILDING AND
SHARED SUPPORT SERVICES**



Agriculture & Fisheries Business Matching

What is it?

Ministry of Primary Resources & Tourism (MPRT) offers a platform for buyers and sellers to connect and facilitate business to business negotiation on buying and supplying of agriculture and aquaculture products. MPRT will meet up with potential buyers to look at requirements including volumes, variety and quality prior to the business matching session whereby commercial arrangements will be negotiated by the business parties.

How to apply?

For further information on agricultural sector, interested parties can submit proposal to the Director of Agriculture and Agrifood, contact Crop Industry Division or Livestock Industry Division at +673 2388 000 or email info@agriculture.gov.bn

Address:

Department of Agriculture and Agrifood
Jalan Muhibbah, Berakas
Bandar Seri Begawan, BB3510
Brunei Darussalam

For further information on fisheries sector, interested parties can write to the Director of Fisheries, contact Business and Investment, Development Division at +673 8878 833 or email to info@fisheries.gov.bn

Address:

Department of Fisheries
Kompleks Perikanan Muara
Simpang 287-53,
Jalan Peranginan Pantai Serasa
Kampong Serasa, BT1728
Brunei Darussalam

Business Management Templates

What is it?

Basic financial & HR management is essential for small businesses. Entrepreneurs can access simple easy-to-use templates for developing business plans, managing finances - including cash flow and profit & loss statements, and finance sheets; as well as conducting interviews, issuing employment contracts, and managing performance.

These templates are available for start-ups, micro and small businesses. For more established businesses looking to procure online financial and HR management software, DARE is able to advise on options that can be utilized for free or at low cost.

Where can I source for these templates?

For further information please refer to our webpage at:
<http://dare.gov.bn/en/Guidebooks.html> or email us at
dare@memi.gov.bn

Business Support Centre

What is it?

The Business Support Centre provides a single venue for businesses to:

- Access and submit business-related applications (permits, licenses and registrations).
- Obtain business advice and information on business-related processes.
- Learn about and apply for SME programmes and incentives.
- Log-in business related issues, feedback and inquiries.

In addition to government agencies located at DARE's Business Support Centre, is DARE's Business Helpdesk.

Where is it located?

Brunei Muara District

1st Floor, Design & Technology Building,
Simpang 32-37, Kg Anggerek Desa,
Bandar Seri Begawan, BB3713
Negara Brunei Darussalam

Operating hours:

Monday to Thursday:
8am to 12pm and 2pm to 4.30pm

Friday:

8am to 11.30am and 2.15pm to 4.30pm

Belait District

Ground Floor, Kuala Belait and Seria
Municipal Board Building
(Ex Business Facilitation Centre)
Kuala Belait KA 1131
Negara Brunei Darussalam

Operating hours:

Tuesday and Thursday:
8am to 12pm and 2pm to 4.30pm

Temburong District (DARE Business Helpdesk)

Weights and Measures Division
Ministry of Energy and Industry
Bangunan Jabatan – Jabatan Kerajaan
Pekan Bangar
Negara Brunei Darussalam

Operating hours:

Wednesday: 8.45am to 12pm and
12.45pm to 3pm

Brunei Mentors for Entrepreneurs Network (BMEN)

What is it?

Brunei Mentors for Entrepreneurs Network is a voluntary national network that brings together business mentors comprising of successful entrepreneurs, industry experts, professionals and academicians who are willing to share their knowledge, experience, and mentor growing businesses.

How does mentoring work in BMEN?

BMEN has a mentorship program that is created based on a mutually agreed arrangement between the mentor and the mentee. It is up to the mentor and mentee to decide how their mentorship will work.

There are also mentorship events and activities to engage with members within the network.

Do I have to pay to register?

No fee is chargeable, however, it is subject to availability of mentors to provide the mentorship.

Who Can Join?

Anyone who is a successful entrepreneur, professional or academician that meets the criteria can join as a mentor and any locally registered business can join as a mentee.

How to apply?

Registration as a mentor or mentee can be made online through BMEN website www.bruneimentors.com

Energy Business Academy (EBA)

What is it?

The EBA is offered by Brunei Shell Petroleum (BSP) for any local companies interested to participate in tenders issued by BSJV. It aims to develop competencies, capabilities and improve competitiveness of local businesses that are venturing into the oil & gas industry through training and coaching by experts. It is aimed at SMEs that have yet to secure BSJV contracts.

How to apply?

Interested local companies can register for participation via www.bsp-lbd.com.bn. Seats for the EBA training are limited. Successful participants will be notified via email.

Industry Business Academy (IBA)

What is it?

Darussalam Enterprise (DARe) launched the IBA in July 2016 as an integral component of developmental programme to provide businesses with the knowledge they need to start, grow and export.

The IBA is a business course that runs every six months, two times a year. It covers many business modules ranging from financing, business plan writing, marketing, human resources, etc. Classes are generally free, however, specialised programmes might be charged minimal fee. Subject matter experts from the public and private sector are brought in to facilitate modules from different industries.

Content of Programme

The IBA is also taught at three different levels depending on the level of maturity of the business.

The three levels are described in the following:

IBA Programmes	IBA Level 1 (Start-ups and Micro SMEs)	IBA Level 2 (SMEs)	IBA Level 3 (Established Companies)
General Curriculum	Increase general knowledge of how to start a business, and how to ensure business is sustainable.	Increase knowledge and appreciation of how to ensure sustainability in a growing company.	Increase knowledge and appreciation of how to successfully expand a company overseas.
Industry Specific	Focused on business opportunities and increasing knowledge and understanding of government regulations and policies on specific industrial sectors.		

Who can join?

The IBA programme is open to any aspiring and existing entrepreneurs of all levels. Whether the participants are at ideation stage or targeting of exporting their products overseas, the IBA provides the kind of guidance and training that enables the participant to confidently set their business on the path towards achieving their goals.

How to apply?

For further information please refer to our web page at:
<http://dare.gov.bn/en/IBA.html> or
 email us at iba@dare.gov.bn

Micro Bootcamp

What is it?

The Micro Bootcamp is a program to upskill and develop youth to participate in entrepreneurship, more specifically in micro businesses (businesses that have 1-4 employees).

What is the aim?

- To nurture the entrepreneurial mindset to establish capable business owners.
- To encourage a culture of test and learn to start a micro business.
- To provide capacity building to improve youths employment opportunities.

Content of Programme

STAGE 1 : IDEATION WORKSHOP | 1 day

One-day open session where interested participants will go through idea validation session.

STAGE 2 :PHYSICAL BOOTCAMP | 1 week & ENTREPRENEURSHIP COURSE | 2 weeks

To upskill their skills via capacity building and to nurture the right mindset, learn how to make strategic decisions, courage, highlighting leadership and teamwork.

STAGE 3 : EXECUTION & MONITORING | 6 Months

By end of the program, participants must have completed comprehensive business plan for applying business grants and loan. Continuation of coaching and monitoring will be done by business coaches for a duration of 6 months.

Who Can Join?

- 18-40 years old
- Local or Permanent Resident (PR)

How to apply?

For further information please refer to our webpage at:
<http://dare.gov.bn/en/Micro-Bootcamp.html> or email us at
microbusiness.bootcamp@dare.gov.bn

Accelerate Bootcamp

What is it?

The Accelerate Bootcamp is a 100-day accelerator programme targeting high growth, high potential startups to be investment ready and expand to local and international markets.

DARe launched its first Accelerate Bootcamp Programme in 2016 to assist the growth of new and existing entrepreneurs in an accelerated programme.

What is the aim?

- To deliver startup accelerator content for high growth, high potential export ideas, products and services targeting international markets and customers.
- To assist in the development and growth of startup companies.
- To provide access to local and regional content, networks and mentors.

Content of Programme

Across 100 days, selected participants will learn modules which include but not limited to Lean Canvas, Ideation, Market Validation, Creation of Minimum Viable Product, Human Resource Management, Commercialization Strategy, Marketing and Branding, Financing, Company Valuation, Legal, Intellectual Property, Fundraising and Pitching.

At the very end, selected participants will have the opportunity to take centre stage at a Demo Day event where founder(s) will pitch their business to a panel of regional investors (subject to appointed facilitator).

Who Can Join?

- Local or Permanent Resident (PR)
- New and existing business registered and operate within 2 years
- Ideas or products with high growth and high potential
- Adoption of innovative technologies i.e. AI, blockchain, big data will be advantageous

How to apply?

For further information please refer to our webpage at:
<http://dare.gov.bn/en/Accelerate.html> or email us at
accelerator@dare.gov.bn

LiveWIRE Brunei Bright Ideas

What is it?

The LiveWIRE Brunei Bright Ideas Workshop is a two- day workshop for fresh participants who have no idea or little knowledge of how to start a business and what it takes to be in business.

What is the aim?

- Raise awareness of self-employment and business start-ups as a realistic option among Bruneian youths.
- Provide an opportunity for Bruneians to think through the implications of starting and running a business.
- Provide information on starting a business and assist them to develop their business ideas into a viable business plan.

Content of Programme

Day 1

- The Psychology of Business Mindset
- What is Money?
- Creativity
- Business Ideas A-Z
- HSSE for MSME
- Viability of the Business Idea

Day 2

- Legal Process of Starting a Business
- Basic Financial Intelligence
- Business Decision Making
- Business Simulation
- Personal Power

How to apply?

To participate in the LiveWIRE programme, participants can contact the LiveWIRE Brunei Centre at +673 2220 964 or email enquiry@livewire-brunei.com

All LiveWIRE participants will automatically become a LiveWIRE Network member and will receive notifications on the next LiveWIRE Business award nominations

Becoming A Successful Owner Manager (BSOM)

What is it?

A four-day workshop for participants wishing to progress further with building their business ideas into actual businesses.

What is the aim?

- Developing a business idea and doing associated market research.
- Preparing a business plan and financial forecasts.
- Introduction to marketing, management and financial control.
- Learning and sharing session from business experts from private and government organisations.

Content of Programme

Day 1

- Writing your business plan
- Usahawan Islam yang berjaya
- Doing business in Brunei

Day 2

- Health, Safety, Security and Environment
- Leadership Qualities
- Intellectual Property in Business
- Business Risk Management

Day 3

- Human Resource Management
- Financial Accounting Package
- Sources of Banking and Finance

Day 4

- Online Marketing
- Human Resources Management
- Sales and Marketing
- Achieving your Business Goals

*Topics depending on the availability of the speakers

How to apply?

To participate in the LiveWIRE programme, participants can contact the LiveWIRE Brunei Centre at +673 2220 964 or email enquiry@livewire-brunei.com

All LiveWIRE participants will automatically become a LiveWIRE Network member and will receive notifications on the next LiveWIRE Business award nominations.

Business Plan Series

What is it?

This 4 part series is a workshop where the participants will learn to create a practical Business Plan by the end of the workshop. They can then submit their business plan to banks investors or even our business plan competition.

What is the aim?

- To nurture the entrepreneurial mindset to establish capable business owners.
- To encourage a culture of test and learn to start a micro business.
- To provide capacity building to improve youths employment opportunities.

Content of Programme

Part 1

- Understanding the purpose of a business plan
- The structure of a business plan
- Writing an Executive Summary
- Calculating start-up costs

Part 2

- Understanding Your Products or Services
- Market Research - Knowing Your Ideal Customer
- Market Strategy - Reaching Your Customer
- Calculating your Marketing Costs, Sales
- Forecast

Part 3

- Organization Strategy - Who does what in the company
- Operation Strategy - How your business run day to day
- Financial Strategy - Profit and Loss

Part 4

- Financial Strategy - Creating a Cash flow
- Presenting your Business Plan

How to apply?

To participate in the LiveWIRE programme, participants can contact the LiveWIRE Brunei Centre at +673 2220 964 or email enquiry@livewire-brunei.com

All LiveWIRE participants will automatically become a LiveWIRE Network member and will receive notifications on the next LiveWIRE Business award nominations.

YDC Lights on

What is it?

YDC LIGHTS ON is a programme introduced by the Youth Development Centre (YDC), Ministry of Culture, Youth and Sports (MCYS). With the objective to promote entrepreneurship, YDC has collaborated with Bank Islam Brunei Darussalam (BIBD) for trainees and ex-trainees of YDC who are interested in and have potential to start their own businesses by equipping them with fundamental business skills, training and practical experience on how to run their business.

What is the objective?

- Provide access of entrepreneurial projects to youth to spark their interest in entrepreneurship;
- Provide a platform for entrepreneurship for YDC trainees and ex-trainees; and
- Promote an entrepreneurial mindset of trainees.

Who can join?

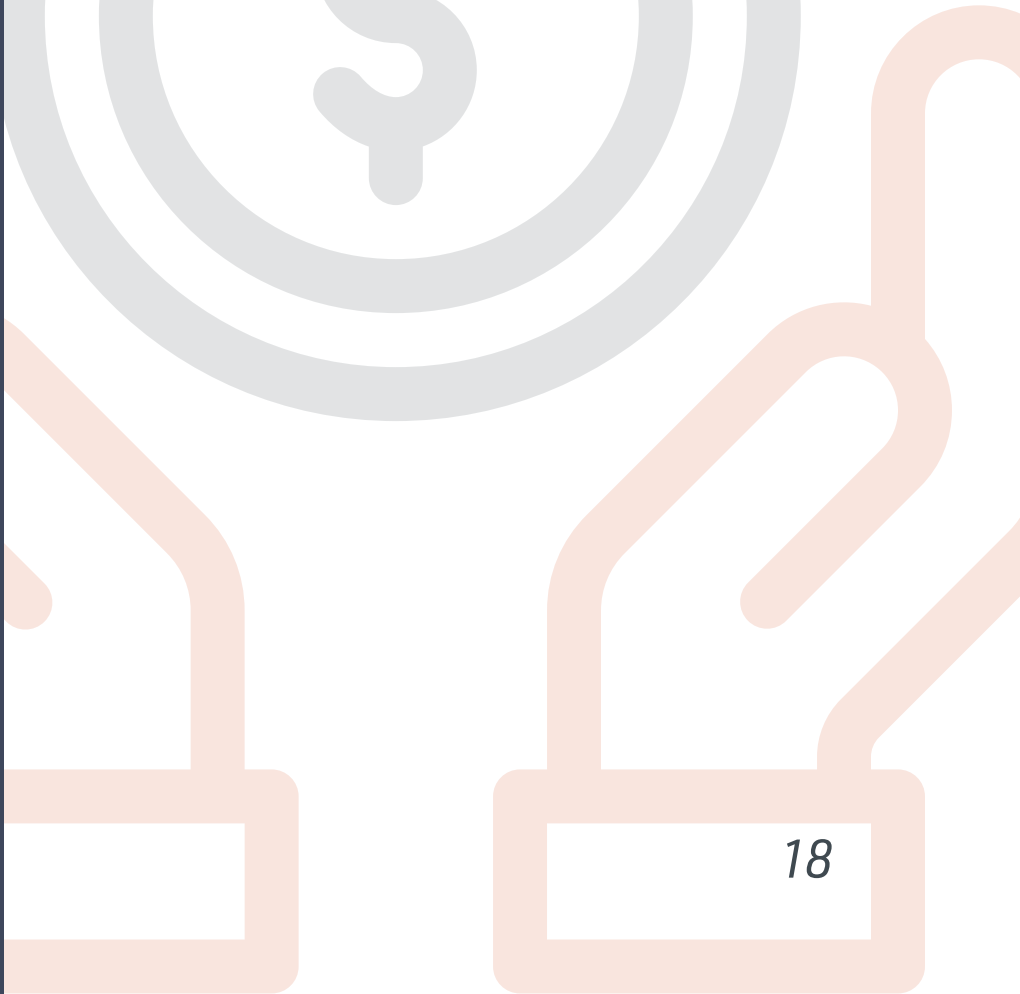
- 18-40 years old
- Trainees and ex-trainees of Youth Development Center (YDC)

How to apply?

For further information please contact person in charge at:
Ministry of Culture,
Youth and Sports,
Jalan Utama Tanah Jambu,
Kampong Tanah Jambu, BU2729,
Negara Brunei Darussalam.



FINANCING



Bank Usahawan

What is it?

Bank Usahawan offers Syariah-compliant financing products: Asset Financing (Murabaha) and Working Capital Financing (Tawarruq) for Micro, Small and Medium Enterprises (MSMEs) in Brunei Darussalam.

Who Can Apply?

- Applicant is the business owner of the company.
- Registered and incorporated in Brunei Darussalam.
- Business should be operating for at least 12 consecutive months.
- Business with a visible profitability trend.

Allowed expenses

- Fixed assets
- Working capital
- Operating expenses
- Stocks
- Renovation

How to apply?

For further information, please refer to Bank Usahawan's web page at: <http://bankusahawan.com.bn> or call +673 2233 330 / +673 2233 331 or email info@bankusahawan.com.bn

Business Loans

What is it?

Commercial banks in Brunei such as Bank Islam Brunei Darussalam (BIBD), Baiduri Bank, Standard Chartered Brunei, Maybank and TAIB provide financing facilities to corporate businesses and Micro, Small Medium enterprises (MSMEs).

How to apply?

For further information, please visit the following websites.

BIBD

Website: www.bibd.com.bn

TAIB

Website: www.taib.com.bn

Baiduri Bank

Website: www.baiduri.com.bn

Standard Chartered Bank

Website: www.sc.com.bn

Maybank

Website: www.maybank.com

Co-Matching Grant

What is it?

The scheme aims to provide a co-matching funding with recipient to “co-match” 30% of the total amount, while DARE will fund the remaining 70%.

Who can apply?

- Applicants must fall within the definition of micro, small or medium enterprises i.e. have fewer than 100 (employees).
- Business/Company must be registered and based in Brunei Darussalam (100% locally owned businesses by Citizens or Permanent Residents).
- Able to match at least 30% of total project cost, with applicants having prior investment will have an advantage.
- For new businesses, applicants have to go through DARE’s accelerate or Micro Bootcamp Programme.
- The project/activities funded is to be implemented within twelve (12) months.

Eligible Expenses

1. Costs of obtaining license and certification
2. Machine and equipment
3. Marketing expenses
4. Adoption of technology
5. Consultancy Services to obtain certification/standards

How to apply?

For further information please refer to our webpage at <http://dare.gov.bn/en/Finance.html> businesses also can contact +673 2384 830 or email financing@dare.gov.bn

LiveWIRE Business Startup Funding Scheme (BASfs)

What is it?

The Business Awards Start-Up Funding Scheme is offered to the LiveWIRE Brunei Business Awards winners coming from the LiveWIRE Programme participants and business start-ups.

Who can apply?

LiveWIRE Programme participants who took part in the LiveWIRE Brunei Business Awards are eligible.

Allowed expenses

The amount of funds will be a percentage of the initial capital to allow immediate start-up of business. This will range from \$5,000 to a maximum of \$50,000 and payable within 36 months flexible terms of payments. The fund is interest-free.

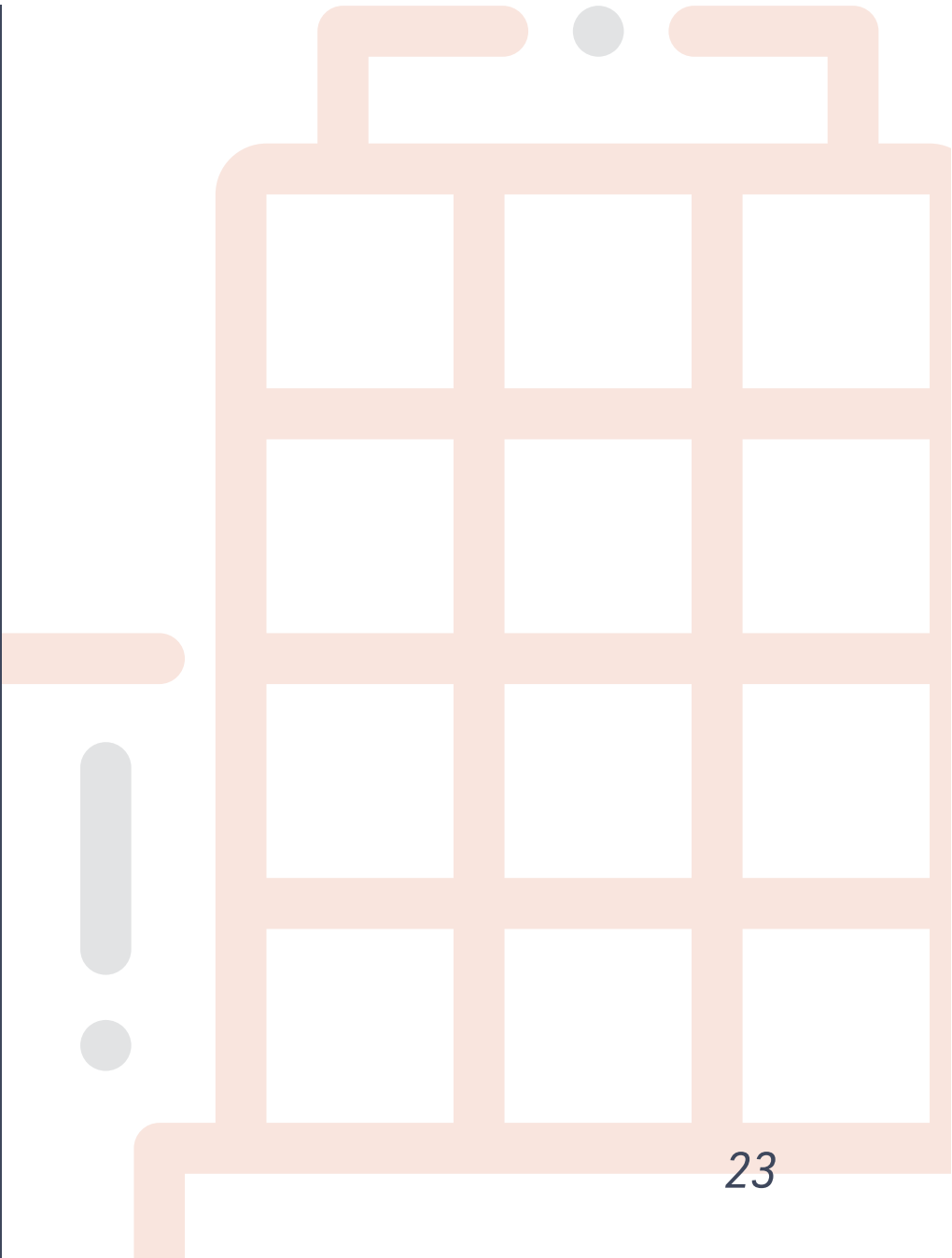
How to apply?

To participate in the LiveWIRE programme, participants can contact the LiveWIRE Brunei Centre at +673 2220 964 or email enquiry@livewire-brunei.com

All LiveWIRE participants will automatically become a LiveWIRE Network member and will receive notifications on the next LiveWIRE Business award nominations.



INFRASTRUCTURE & FACILITIES



Co-working Space & Office Premises

What is it?

Co-working space and office premises are available at DARE's iCentre - the first technology-based incubation centre, K-Hub as well as Pusat Belia operated by the Ministry of Culture, Youth and Sports (MCYS). These facilities will be expanded to Pusat Pembangunan Kapasiti (PPK) and JobCentre Brunei (JCB). In iCentre, 19 companies are currently occupying the office premise and the co-working space can fit up to 60 entrepreneurs.

Monthly incubation fee ranges from \$250 to \$500 at iCentre and \$3,236.80 per floor at K-Hub (excluding maintenance fee).

What facilities are provided?

- High speed Internet
- Auditorium/Theatre room
- Meeting & Conference room
- Surau

What assistance is provided?

- Mentorship
- Business skills training / workshop
- Networking

How to apply?

For further information on application to iCentre and K-Hub, businesses can contact +673 2384 830 or email dare@memi.gov.bn

For further information on Pusat Belia, interested parties can contact +673 2221 219.

For further information on JCB's co-working space and office premise, interested parties can contact +673 8239 933 or email mppu@memi.gov.bn

For further information on PPK's co-working space and office premise, interested parties can contact +673 2384 488 or email PPK.admin@memi.gov.bn

Industrial Sites, Parks & Ready-built Factories

What is industrial Sites/Parks?

DARe provides and manages industrial space and facilities to carry out manufacturing activities. Industrial parks operate throughout the four districts of Brunei Darussalam for Micro, Small & Medium-sized Enterprises (MSMEs) and Foreign Direct Investments (FDIs). We develop key infrastructure based on the needs of investors within the designated industrial parks.

There are 26 industrial areas including both undeveloped and cleared / developed land that provide businesses a large area of space to carry out manufacturing activities and logistics. Currently, there are 306 companies operating in the industrial sites and parks.

What is Ready-built factories?

The ready built factories offer existing space in a building for businesses to expand their production at affordable rates. These units are available across 4 sites in all districts (Belait / Serampangun / Beribi / Batu Apoi). Currently, 129 factory units are occupied and operated primarily by local companies.

Who Can Apply?

- For Industrial sites and parks, companies must be registered as a Private Limited (Sdn Bhd).
- For Ready-built factories, companies must be 100% locally owned with Yellow IC.

How to apply?

For further information please refer to our webpage at:
<http://dare.gov.bn/en/Space-Apply.html> or email us at
dare@memi.gov.bn

Kontena Park

What is it?

The Kontena Park is an area with the aim to provide a platform for foodpreneurs to test and validate their product in a real market setting. It is located at Anggerek Desa Technology Park (ADTP) at the end of Simpang 32-37, Kg Anggerek Desa, next to the multi-storey carpark behind the iCentre building.

What facilities are provided?

The Kontena Park offers 8 spaces to sell in which includes serving and kitchen area, water and electricity connectivity.

The dining areas can accommodate max 70 pax with sheltered roof, fans, table and chairs, baby seats, public toilet and washbasin. Public can also use iCentre's surau for prayers. Other utilities at the Kontena Park may include Wi-Fi, projector and entertainment.

What assistance is provided?

- Mentorship
- Business skills training / workshop
- Networking

How to apply?

For further information please refer to our webpage at:

<http://dare.gov.bn/en/Kontena-Park.html> or email dare@memi.gov.bn

Shared Kitchen

What is it?

There is a shared kitchen located at Pusat Belia that provides micro (1-4 employees) and small food-based businesses (5-19 employees) with cost effective facilities to increase their food production.

What is the aim?

Shared Kitchen aims to provide assistance to individuals who wish to establish a food-related business. A commercial facility that can accommodate multiple tenants and is dedicated to growing early-stage wholesale, retail, and/or catering food businesses.

Who can apply?

- Unemployed Youth seeking for business startup guidance
- Youth associations participation into food and beverage/sports/entertainment/ photography
- Vendors target: youth 18 - 40 years old only (newly setup companies) for food and beverage/sports/entertainment/ photography/ culinary

How to apply?

For further information, interested parties can call +673 7261044 or email agribiz.group@gmail.com

LiveWIRE Brunei Business Network Traders Centre

What is it?

The LiveWIRE Brunei Business Network Traders Centre (BNTC) aims to provide affordable workstation spaces as a platform for business start-ups.

The Traders Centre is perfect for start-ups that require a small working space for focusing on their work, and to meet with clients. It is a good stepping stone before an entrepreneur can afford to rent a bigger and more expensive space.

Facilities includes:

- 9 workstation spaces
- Open concept conference table
- Internet access
- Training Room (Development Unit)

Benefits:

- Affordable cost
- Mentoring and consultancy
- Attractive central business location
- Conducive networking environment

*Priority will be given to LiveWIRE Brunei Business Network Members.

How to apply?

Address

LiveWIRE Centre
No. 21, 48 & 61, BT-Hj Uthman
Complex,
Spg 13, Jalan Komersil Jaya Setia
Kg. Jaya Setia, Mukim Berakas (A),
Brunei Darussalam BB2513

Phone: +673 222 0964 / 222 0962

Facsimile: +673 222 0952

Email enquiry:

@livewire-brunei.com

Website: www.livewire-brunei.com

Youth Ground (coming soon)

What is it?

'Youth Ground' (YG) provides Ready Built Factories (RBF) at a cost-effective rate to ease youth entrepreneurs to start, run and grow their businesses with favorable terms and conditions.

Youth Ground offers:

- Affordable rent
- Various RBF unit sizes to cater to the youth entrepreneur needs
- Lower initial deposit
- Great location

What is the aim?

The Youth Ground initiative aims to support Micro Small Medium Enterprises (MSMEs) and Bruneian youth to expand their business activities.

Who Can Apply?

- Open to all Brunei citizens aged 18 - 40 years old (upon application)
- Applicant must be the business owner of the company, registered & incorporated in Brunei Darussalam
- Business activities must comply to the type of activity classification within the site/area

How to apply?

For further information simply sign up to our newsletter by e-mailing dare@memi.gov.bn, for more updates such as a Youth Ground Open Day event.



MARKET ACCESS



Inbound Market Access

What is it?

DARe organizes business matching and networking sessions with incoming overseas delegations to provide opportunity for collaboration with local companies. Businesses are also encouraged to participate in trainings relevant to market access that are organized by DARe and facilitated by local and international experts.

How to apply?

For further information on upcoming business matching, networking sessions and workshops, please follow DARe social media channels on Instagram and Facebook @darussalamententerprise or refer to our website homepage under 'What's going on?' at www.dare.gov.bn or email us at market.access@dare.gov.bn

Outbound Market Access

What is it?

DARe offers local companies the opportunity to participate in overseas expos, trade fairs and workshops including business matching sessions abroad in order to promote and expose their business to the international market. DARe offers trade missions to learn about the processes of entering target markets as well.

DARe's Market Access Unit also provides guidance on export requirements in target countries as well as improving commercial readiness of company's products. Business with their own brand of products and services are encouraged to participate.

How to apply?

For further information on upcoming expos and trade fairs please follow DARe social media channels on Instagram and Facebook @darussalamententerprise or refer to our website homepage under 'What's going on?' at www.dare.gov.bn or email us at market.access@dare.gov.bn for any market access inquiries.

Export Facilitation Program

What is it?

The Export Facilitation Program is offered by the Ministry of Primary Resources and Tourism (MPRT) for agricultural and aquaculture businesses that seek to export their products and enter new markets to be export-ready through facilitation of business to meet requirements of importing countries.

How to apply?

For further information on agricultural sector, interested parties can write to the Director of Agriculture and Agrifood, contact Crop Industry Division or Livestock Industry Division at +673 2388 048 or email info@agriculture.gov.bn

Address:

Department of Agriculture and Agrifood
Jalan Muhibbah, Berakas
Bandar Seri Begawan, BB3510
Brunei Darussalam

Bruneian Made Initiative

Supermarket Shelf

What is it?

A supermarket shelf dedicated to highlight Bruneian Made dry food, health & beauty products and household items. The shelves are now available in key supermarkets in Brunei.

How to apply?

For further information please refer to our webpage at:
<http://dare.gov.bn/BruneianMade/home.html> or email us at
bruneianmade@dare.gov.bn

Bruneian Made Initiative

Unexpected Treasures

What is it?

DARe displays Bruneian-made products that are premium, exclusive and high-quality in key locations around Brunei such as airport, hotels and malls.

Products include Jongsarat, Jongsarat By-Products, Crystals, Handicrafts, Decoratives, Silverware as well as Perfume and Health and Beauty Products.

Accompanying the display shelf will be an e-commerce website where people can purchase the featured products and get the products delivered directly to them.

These products are available for online purchase at unexpectedtreasures.com.bn

How to apply?

For further information please refer to our webpage at:
<http://dare.gov.bn/BruneianMade/home.html> or email us at
bruneianmade@dare.gov.bn

Standard Consultancy Programme

What is it?

The Standard Consultancy Program is an assistance program by DARE introduced in September 2018 to enable and encourage Brunei businesses to adopt internationally recognized standards in order to improve the quality and consistency of products/services while building a reputation for premium products/services. Companies successfully selected for this program will receive training and consultancy services from a DARE-appointed third-party consultant, who will work with the companies to prepare for certification.

What is the aim?

To enable and encourage companies to adopt international standards, which are designed to drive business growth by developing capabilities, improve the business' processes, improve quality and consistency, increase competitiveness and gain access to new markets.

As getting certified for standards can be costly, this program enables companies by providing participants with consultancy services to help develop their documentation and system; however to ensure commitment, companies are expected to bear the cost of the subsequent audit and certification themselves.

Who can apply?

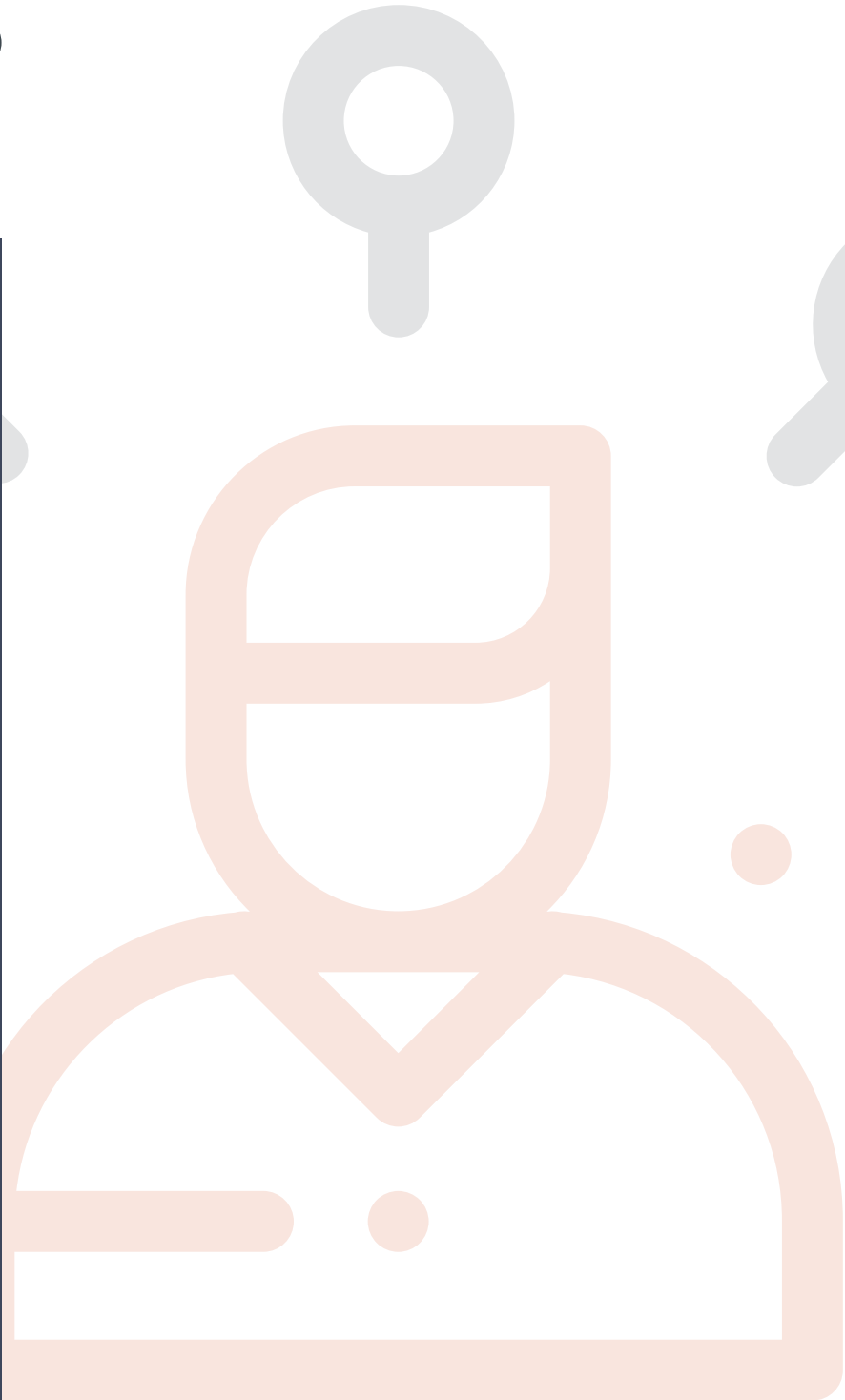
Companies from industries wherein the focus standards of each batch are applicable.

How to apply?

For further information please refer to our webpage at:
<http://dare.gov.bn/en/SCP.html> or
email us at
marketaccess@dare.gov.bn



OPPORTUNITIES



Opportunities

Contracts & Services

i-Usahawan

What is it?

Under i-Usahawan initiative, selected contracts will be ring-fenced in various industries from both public and private sectors and aims to enable youth entrepreneurs to secure their first contract. The participants will receive training to start, run and grow a business and will be invited to a competitive tender exercise for selected contracts. Those successful will be awarded a three-year contract with potential extensions. Business areas include, but are not limited to, grass cutting services, landscape maintenance and horticulture, tea and coffee and general services, canteen or café, domestic waste management, recycling waste management, bicycle supply and maintenance, videography and photography services, and event management.

This program is available for Brunei Citizens from the 7 indigenous groups within the age of 18-40 years old. As of July 2019, 60 contracts from Oil & Gas Operators, Government Linked Companies and Government Sectors have been identified under this Programme.

This program will also be extended to include contracts from government-linked companies (GLCs), statutory bodies and government.

How to apply?

For more information on the types of contracts and contract process for i-Usahawan, please visit our website at:

<http://www.memi.gov.bn/SitePages/I-Usahawan.aspx>

Opportunities

Contracts & Services

Cooperative Distribution Centre

What is it?

There is an opportunity for youth entrepreneurs to set up a Cooperative Distribution Centre to supply goods in bulk to retail stores at reduced costs. This will increase competitiveness of retail stores and create job opportunities for local youths.

How to apply?

For further information please refer to our web page at:
<http://www.memi.gov.bn/BruIPO/Cooperatives.aspx>

Contracts & Services

Franchise Matching Facilitation

What is it?

International franchising is expected to become a key trend in Asia as its rising middle-income class gravitates towards international brands. There are opportunities for Bruneian entrepreneurs to venture into franchise business.

DARe is able to facilitate local entrepreneurs to set up franchise business through several initiatives which include DARe's Industry Business Academy, DARe's accelerate Bootcamp, dialogues, focused groups as well as through DARe-EODB workshop sessions.

How to apply?

For further information please refer to our web page at:
<http://dare.gov.bn/en/programme.html> or e-mail us at
dare@memi.gov.bn

Opportunities

Agribusiness/Aquaculture

Pilot Project (Agriculture)

What is it?

The Department of Agriculture and Agrifood, Ministry of Primary Resources & Tourism (MPRT) provides agricultural land for entrepreneurs to engage in farming business on a two-year contract.

Each farm will provide the production target as its Key Performance Indicators (KPIs). Farms that are able to meet the production target within the first two years of operations will have opportunities for expansion of their site.

What facilities are provided?

- For vegetable and floriculture – 2 hectares of land will be allocated
- For fruit plants and paddy – 5 hectares of land will be allocated
- For poultry farming – 2 hectares of land will be allocated

How to apply?

For further information, interested parties can submit a proposal to the Director of Agriculture and Agrifood, contact Agricultural Site Unit at +673 2388 000 or email to info@agriculture.gov.bn

Address:

Department of Agriculture and Agrifood
Jalan Muhibbah, Berakas
Bandar Seri Begawan, BB3510
Brunei Darussalam

Agribusiness/Aquaculture

Contract Farming

What is it?

Contract Farming is a program by Ministry of Primary Resources and Tourism (MPRT) to provide opportunities for agricultural and fisheries entrepreneurs to use a reasonable farming technology to produce quality farm produce. The farm produce will be sold to a company through contractual farming.

How to apply?

For further information on agricultural sector, interested parties can submit proposal to the Director of Agriculture and Agrifood, contact Crop Industry Division or Livestock Industry Division at +673 2388 000 or email to info@agriculture.gov.bn

Address:
Department of Agriculture and Agrifood
Jalan Muhibah, Berakas,
Bandar Seri Begawan, BB3510,
Brunei Darussalam

For further information on fisheries sector, interested parties can write to the Director of Fisheries, contact Industry Management & Support Services Division at +673 2770 736 or email info@fisheries.gov.bn

Address:
Department of Fisheries
Kompleks Perikanan Muara
Simpang 287-53,
Jalan Peranginan Pantai Serasa
Muara, BT1728
Brunei Darussalam

Opportunities

Agribusiness/Aquaculture

Fish Farming

What is it?

Fish farming is a potential business for youth entrepreneurs to tap into. The Ministry of Primary Resources and Tourism (MPRT) provide aquaculture sites for entrepreneurs to engage in fish farming activities.

How to apply?

For further information on fisheries sector, interested parties can write to the Director of Fisheries, contact Industry Management & Support Services Division at +673 2770 736 or email info@fisheries.gov.bn

Address:

Department of Fisheries
Kompleks Perikanan Muara
Simpang 287-53, Jalan Peranginan
Pantai Serasa
Kampong Serasa, BT1728
Brunei Darussalam

Opportunities

Awards

LiveWIRE Brunei Business Awards Programme

What is it?

This scheme will only be offered to the LiveWIRE Brunei Business Awards winners and participants from Business Plan Series and other applicable programs.

The Awards

The amount of fund will be a percentage of the initial capital to allow the immediate start-up business. This will range as low as \$5,000 to the maximum of \$50,000 and payable within 36 months flexible terms of payments.

The fund will be interest free, but the participants shall pay a nominal fee to pay the bank's administrative cost.

How to apply?

To participate in the LiveWIRE programme, participants can contact the LiveWIRE Brunei Centre at +673 2220 964 or email enquiry@livewire-brunei.com

All LiveWIRE participants will automatically become a LiveWIRE Network member and will receive notifications on the next LiveWIRE Business award nominations

THE hand book

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DEPARTMENT OF FISHERIES
MINISTRY OF PRIMARY RESOURCES AND TOURISM | BRUNEI DARUSSALAM



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