



## CALL FOR EXPRESSIONS OF INTEREST

### SOCIAL ENTERPRISE TRAINING FOR NGOs IN MALAWI FEBRUARY -MARCH 2026

**Transform Your NGO into a Sustainable and Impactful Social Enterprise!**

**Are you ready to move beyond donor dependency and build a resilient, self-sustaining NGO?**

The Council for Non-Governmental Organizations in Malawi (CONGOMA), in partnership with NGO Regulatory Authority and other stakeholders, are inviting Expressions of Interest from local and international NGOs to participate in the 2026 Social Enterprise Training Programme. This unique opportunity is designed to empower NGOs with the knowledge, tools, and strategies to innovate, generate income, and enhance sustainability through social enterprise models. The first one of its kind took place in July 2024 in Lilongwe.

In December 2023, CONGOMA developed a policy paper highlighting the powerful synergy between civil society organizations (CSOs) and social enterprises. By combining mission-driven development with business acumen, NGOs can unlock new pathways for impact and sustainability.

#### **1.0. WHY ATTEND THIS TRAINING?**

Social enterprises are redefining development by using business principles to deliver social and economic impact. In a time of shrinking donor funding, NGOs must innovate or risk stagnation.

This training will equip your NGO to:

- a. Develop viable social enterprise models
- b. Attract and manage alternative financing
- c. Scale impact without relying solely on donors
- d. Strengthen sustainability and resilience

Let's work together to harness local resources, drive innovation, and build NGOs that are bold, independent, and future-ready.

## **2.0. WHO SHOULD ATTEND?**

This training is ideal for individuals involved in NGO strategy, project implementation, and sustainability, including:

- Executive Directors and CEOs
- Resource Mobilisation Specialists
- Programme and Project Managers
- Finance and Grant Managers
- M&E Managers
- Fundraising and Business Development Officers

If your role supports the design, delivery or funding of NGO initiatives, this training is for you.

## **3.0. TRAINING STRUCTURE AND CONTENT**

*Duration:* 3 Days

*Format:* Expert presentations, practical sessions, display and interactive discussions, and experience-sharing

***Core training areas include:***

1. Understanding and managing change through Social Enterprise
2. Designing and launching a Social Enterprise (legal registration)
3. Accessing and managing Social Enterprise financing
4. Sustaining Social Enterprises in Malawi's local context

You will learn from experienced trainers, NGO practitioners, Malawi Revenue Authority and financial institutions, including banks and microfinance organisations that will present available financing options and partnerships.

#### **4.0. DON'T MISS THIS OPPORTUNITY!**

This is your chance to revive, sustain, and elevate your organization. Let's build a future where NGOs in Malawi thrive independently through sustainable, locally-driven solutions.

#### **5.0. PARTICIPATION FEE**

To enable smooth coordination and delivery of this high-impact training, CONGOMA will charge a participation fee as follows:

- **K150,000 per participant up to a group of 3 participants sent by one 2026 paid-up member NGO**
- **K200,000 per participant up to a group of 3 participants sent by one non-paid-up member NGO**
- **K180,000 per participant for those sending more than 3 participants per 2026 non-paid-up member NGO**

CONGOMA will cater for lunch and refreshments for the entire duration of the training, cover training materials, ceritification, expert facilitation and conferencing.

#### **6.0. TRAINING DATES AND LOCATION**

The Training dates will be as follows in the three regions;

- 1. Central Region - Lilongwe : 24-26 February 2026 @ Crossroads Hotel**
- 2. Northern Region - Mzuzu : 4-6 March 2026 @ Grand Palace Hotel**
- 3. Southern Region - Blantyre :10-12 March 2026 @ Crossroads Hotel**

Organisations in these regions are encouraged to participate where it is convenient for them. **Please note that participants will cover their own transport and accommodation requirements.**

#### **7.0. CERTIFICATES OF COMPLETION**

All participants who successfully complete the training will be awarded **certificates of completion**. These certificates will serve as official recognition of the skills and knowledge gained in social enterprise development.

#### **8.0. A WORD FROM A PARTICIPANT FOR THE 2024 SOCIAL ENTERPRISE TRAINING IN LILONGWE**

*"Attending the Social Enterprise Training opened my eyes to sustainable solutions beyond donor funding. It challenged us to think entrepreneurially while staying true to our NGO mission, something we all needed. If your organisation is serious about long-*

*term impact, this training is a game-change,”* **Mr. Kossam Munthali, Executive Director, FOCUS, Karonga.**

#### **9.0. HOW TO REGISTER**

To participate, kindly send your Expression of Interest and request a Registration Form by emailing: [info@congoma.mw](mailto:info@congoma.mw) by 12 February, 2026.

Please note: Only NGOs that formally register will be contacted with invitations.

**Because we can – and we will!**