

Development Committee Agenda



Thursday, 9 April 2026, 4-4:45 pm CAT (Central Africa Time)

Please plan on 45 minutes for this meeting. For the Zoom link [click here](#)

<https://icpdprograms-org.zoom.us/j/89575998211>

Items listed in **BOLD** will be covered during the meeting.

Document Archives: icpdprograms.org/committees (scroll down to ELISA section)

Welcome & introductions - Recommend potential ELISA Advisory Council members; you can email michelle@elisanetwork.com

Focus topic(s):

- **2026 ELISA Business Summit and ELISA Business Scholars (EBS) program occurred March 19-22, but ICPD ran them with very little registration and sponsorship income. The summit registration fee was \$149 and the goal was to have 200 paid registrations; there were 139 attendees and 5 attendees paid the registration fees. The EBS sponsor levels were \$2,000 for Titan Level Sponsors and \$500 for Catalyst Level and the goal was to secure 20 partners; there were 11 scholars admitted (from 8 countries) and 1 of them was sponsored.**

In response to this we will be revising our partner strategy to provide benefits to sponsors throughout the year, via online resources, virtual and in-person events. We request input on the latest version of the [ELISA Partner's Brief](#).

Updates, previous action items, and recent developments

- **Project page monetization**
 - **How can page owners benefit financially from the [Project Pages](#)? - The committee recommended adding a crowdfunding feature to allow page owners to receive contributions; ELISA can receive income by charging a small percentage of the donations for administrative purposes.**
 - **How to monetize the [Project Pages](#) to benefit ELISA? - The committee recommended: 1. Charge page owners a fee for enhanced functionality for their pages (ie video streaming, crowdfunding, etc); 2. Vendors pay ELISA fees to get access to the Project Page businesses; 3. Project Page owners can pay fees to have their page appear higher in search results and/or to be promoted by ELISA on external social media sites**
- **Charitable contributions - ELISA had launched a donations processing page - [payment processing](#)**

Other/Future action items

- **Key Performance Indicators (KPIs) - Update to be provided at the next Advisory Council meeting;** ELISA KPIs currently track the programmatic elements and budgetary impact of ELISA. Update on the KPIs;
 - Which impact goals to focus on and measure for 2026
 - success of entrepreneurs
 - impact on the broader entrepreneurial ecosystem in Africa
 - impact ELISA has on entrepreneurs
 - the growth of companies involved with ELISA?
 - the program's reach and effectiveness?
 - Business model for the "Resources" functionality on the portal
- Defining the ELISA strapline

Forward Calendar of Meeting Dates & Events

- **30 April, 4-5 pm Central Africa Time - Confab**, our speaker will be Marc Johnson with It's a Breeze, South Africa; he will speak about "Mastering Startup Finance Without the Headaches", [register here](#):
- **6 May at 4pm CAT** - [ELISA Advisory Council Meeting](#)
- **23 Jul at 4pm CAT** - [ELISA Development Committee Meeting](#)
- **8 Oct at 4pm CAT** - [ELISA Development Committee Meeting](#)