

Sept. 26, 2002

Dear Mr. Qader:

The National Business Incubation Association (NBIA) is pleased to extend a letter of support to you and your organization. NBIA is the world's leading organization advancing business incubation and entrepreneurship support. Founded in 1985, NBIA is committed to fostering entrepreneurship by providing information and services to the professionals who serve entrepreneurs.

Keenly aware of your commitment to rebuilding Afghanistan's economy, NBIA would welcome the opportunity to provide you support to develop the entrepreneurial spirit necessary to build strong communities and a strong national economy. It is our conviction that business incubation would be a most useful tool in encouraging Afghanistan's progress toward self-sufficiency. Indeed, due to their flexibility and emphasis on community resources, business incubation programs can help address the employment and occupation challenges unique to Afghani women.

NBIA's research has demonstrated that business incubation programs are a proven strategy for spurring economic development in rural environments and for populations with special challenges. Further, NBIA research has shown that neither community size nor developed infrastructure are important variables for economic success. Rather, community support and commitment along with an organizational structure designed for the needs of the community are the critical factors for viable incubation programs. We would be honored to assist you in your incubation endeavor, and as you yourself experienced at our international conference in Toronto, NBIA's training workshops and conferences, publications, and business incubation products are proven tools which demonstrate to new and existing business incubation leaders how to best serve the needs of local entrepreneurs, benefiting both the individuals and the communities in which they operate.

While political, social and cultural conditions all play a role in defining and influencing a country's economic growth, NBIA has decades of experience and research to show that incubation "best practices" (obtaining community consensus, structuring for financial sustainability, recruiting competent management and developing appropriate incubator programs) transcend national boundaries. NBIA knows that the language of entrepreneurship, sustainable development and wealth creation can be communicated across the globe.

You know well the obstacles before you in Afghanistan. We believe that it is only by working together that peace, prosperity and basis human freedoms can prevail. Confident in your commitment to create sustainable and equitable development, NBIA stands ready to assist you in any way we can.

Best regards,



Dinah Adkins
President and CEO