



e-Newsletter

Global Agri Business Incubation
Network's Monthly Newsletter

March 2013

FOREWORD



In 2009 the Africa Commission concluded that "The need to address Africa's challenges and opportunities for promoting growth, job creation and poverty reduction has never been more urgent." It noted that "The growth of small and medium-sized enterprises (SMEs), in particular, presents significant opportunities for employment generation and poverty reduction.

These words reflect what has since become the common wisdom. What remains extraordinary is that, through Danida, resources were made available to actually address the problems and opportunities. On behalf of all the UniBRAIN community and our stakeholders, I thank the people of Denmark for the opportunity they have given us to bring universities, businesses and research institutions together to create jobs and wealth. This newsletter hints at the opportunities that UniBRAIN is beginning to create for Africa's youth and at the recognition that UniBRAIN is gaining in the African and non-Africa agribusiness community.

I look forward to learning about even greater progress in future editions of Global Agri Business Incubation Network's Monthly Newsletter of Business Incubation.

- Prof. Monty Jones,
Executive Director, FARA



The Global Agri-Business Incubation (GABI) network is one of the mechanisms of ICRISAT to provide improved food security, nutrition and sustainable agriculture, through the establishment of globally competitive rural based agri-enterprises. An initiative supported by ICRISAT and FARA in association with the DANIDA-funded UniBRAIN project, GABI serves as a platform for providing support to agribusiness entrepreneurs and linking farmers, thereby creating additional market opportunities for producers resulting in reduced hunger and poverty in the developing and under-developed nations of the world. The regional agribusiness incubation networks operating in Asia and sub-Saharan Africa as a part of GABI work together to enhance technology exchange and provide softlanding support to agribusinesses in the respective continents.

As part of the goals and objectives of GABI, this e-newsletter will feature agribusiness events, success stories, and technologies related to agribusiness start-ups. Information and inspiration in and around the network will boost knowledge exchange and motivate all partners.

I hope this monthly e-newsletter will inspire all of us to go beyond the usual, enhance agri-business partnerships globally, and create new opportunities for agribusiness entrepreneurs.

- Dr. William Dar,
Director General, ICRISAT

Key Promoters of the GABI e-Newsletter



5th Global Forum on Innovation & Technology entrepreneurship

'Innovation for Socio-Economic Development' -
28-30 May, 2013 in East
London, South Africa



Africa Finance & Investment Forum 2013

13 - 14 June 2013, Geneva,
Switzerland

ABI ICRISAT client 'Bioseed Research India Pvt. Ltd' wins an ISBA award

Bioseed, an incubatee of ABI-ICRISAT was awarded with the *ISBA 2012 Performance award* by the Indian Science and Technology Entrepreneurs Parks and Business Incubator Association (ISBA) on 8 February 2013, held at Bhubaneswar, Odisha, India

Bioseed Research India Pvt. Ltd., a part of the DCM Shriram Group, is working on agricultural biotechnology research for the development of Superior cotton

hybrids. ICRISAT provides scientific support with technology assistance for using molecular markers, gene marker identification, and genetic transformation. In addition, the seed company makes use of ABI-ICRISAT's infrastructure facilities like greenhouse space, biotechnology labs and agricultural land for testing of their material.



Plan Ahead



[Forging Connections,](#)

[Collaborations and Community](#)

April 7-10, 2013, Boston

AAU awarded with the TOI social impact award



The AAU BPD Team with Times of India JP Morgan Social Impact Award

Anand Agricultural University was awarded with the 'Times of India -JP Morgan Social Impact Award' on 28th January 2013 at New Delhi for development of liquid biofertilizer technology by Department of Microbiology and Bio-fertilizer Project and its commercialization by the Business Planning and Development Unit of AAU.



Times of India JP Morgan Social Impact Award being given to the AAU BPD

Photo gallery



A snapshot of the Potential student incubates meeting with the Ag. CURAD incubator Manager, Mr. Joseph Nkandu



CURAD participates in the 10th Africa Fine Coffees Conference and Exhibition

Continuous investment and participation in entrepreneurial creating opportunities are key components of CURAD's (The Consortium for Enhancing University Responsiveness to Agribusiness Development) approach to accelerating the establishment of successful business start-ups. These activities are designed to stimulate and support university responsiveness to agribusiness development and engagement with potential clients, partners and service providers in the coffee value chain.

CURAD in partnership with the National Union of Coffee Agribusinesses and Farm Enterprises (NUCAFE) participated in the 10th African Fine Coffees Conference and Exhibition held from 14th – 16th February 2013 in Kampala Uganda.

This annual global event was officiated by the Prime Minister of Uganda, Hon. Patrick Mbabazi. It drew the coffee world to Africa bringing together thousands of regional and international coffee roasters, traders, producers, professionals in different fields, development partners and stakeholders in coffee value chains. CURAD was represented by Mr. Joseph Nkandu who made a presentation outlining CURAD's offer and opportunities for the youth and by Ms. Florence Nagawa who also contributed to the growing list of potential clients and partners for CURAD.



The CURAD chairman, Ag. Incubator Manager, Director and Ag. Clients development officer during the 10th Africa Fine Coffee Conference and exhibition in Kampala Uganda.

UniBRAIN business connections - successful elevator pitches

Ralph von Kaufmann and Jean-Claude Bidogeza, FARA staff of the Universities, Business and Research in Agricultural Innovation (UniBRAIN) Facility, led the UniBRAIN side event 'Generating business in Africa's agricultural value chains – Seven elevator pitches from six UniBRAIN agribusiness consortia and partners' at the EMRC 2012 Agribusiness Forum on 25-28 November in Dakar/Senegal which focused on 'Boosting Africa's Agriculture Through Partnership, Investment and Technology, held in Dakar/Senegal.

The UniBRAIN Facility and its 6 supported agribusiness incubators working on different value chains hosted a side event at which they each made elevator pitches to an audience of 60 participants drawn from different professional background, private and public institutions.

The buzz created by the elevator pitches resulted in UniBRAIN representative being involved in more than 40 business to business (B2B) meetings at which they met with financiers, consulting firms, input suppliers, governments, universities, processors, bankers, microfinance, NGOs & investors.



Incubator representatives and partners making their elevator pitch while Ralph von Kaufmann, the Facility Coordinator of UniBRAIN looks on.



A number of companies expressed interest to partner with UniBRAIN incubators in diverse ways. Several country delegations expressed interest in having UniBRAIN support for the establishment of agribusiness incubators following the UniBRAIN example. Opportunities were also identified with international organisations.



Some of the UniBRAIN incubators' products

ANAFE Takes Centre Stage in Reforming Agribusiness Curriculum in Africa

The increasing complexity and dynamic nature of agribusiness in Africa demands equally flexible responses in agribusiness teaching and learning. The use and conservation of natural resources has consequences not just for agriculture but for the social and economic welfare of humanity as a whole. At the heart of optimal agricultural production is the generation and application of knowledge that delicately balances the need to feed the world with sustainable exploitation of natural resources.

ANAFE recognizes that unless curricula at institutions of higher learning in Africa resonate with the needs and realities in the continent, the whole concept of agribusiness will falter; if this vital component fails to tick, then the entire system will be dysfunctional at best.

ANAFE has therefore been at the forefront of championing curriculum reform in agribusiness in Africa to ensure that in both content and delivery it accords with the practical realities of the day. The ability to draw on its wide network of agricultural, agroforestry and natural resources experts positions ANAFE as strategically placed to influence the processes of change in Agribusiness training in Africa.

In collaboration with other partners in the University, Business, Research in Agricultural Innovation (UniBRAIN) an initiative ANAFE has put in place mechanisms to address structural and implementation challenges

associated with agribusiness curricula development mainly through:

- Agribusiness curriculum reform Influencing agribusiness teaching methods and tools
- Analyzing of strengths and weaknesses of agribusiness education
- Facilitating learning and sharing lessons and best practices in using agribusiness incubators to improve agribusiness education
- Promoting the universities' interests in commercializing their inventions and
- Enhancing university-industry interactions.

One significant output of these processes is a draft agribusiness curriculum which was jointly developed by scholars, agribusiness professionals and stakeholders during a curriculum development workshop held in Kenya early last year and is about to enter its validation process.

The new curriculum is informed by the need to address the following:

- Weak internship programmes in most universities
- Poor attitude towards agribusiness by prospective students

- Mismatch between the employers' perspectives and the knowledge and skills being imparted to the graduates
- Replication of the European models of agribusiness education which do not take into account local realities



- Duplication of courses in agriculture and agribusiness at some Universities.

Watch this space for more news from ANAFE with thanks to its member institutions and Danida.



A cross-section of participants at the curriculum development workshop held in Mombasa, Kenya, in January 2012

AIICs supported in sharing knowledge and learning from each other's experiences

UniBRAIN is an innovative initiative in agribusiness incubation and as such it provides a unique opportunity for learning valuable lessons for informing future initiatives.

The six Agribusiness Innovation Incubator Consortia (AIIC) established under the UniBRAIN umbrella are novel university-research-business tripartite partnerships. This partnership has enormous potential but it is a challenge to establish and embed as an effective means of developing agribusiness entrepreneurship and improving delivery of agribusiness education. If the prospects of the AIICs are realized, they will make an important contribution to the development of Ghana, Kenya, Mali, Uganda and Zambia and the intention is to scale up and spread the best practices. It is, therefore, important to ensure that experiences gained and lessons learnt in the process of establishing the incubators are documented and shared, both within the programme and beyond.

The Danish International Development Agency (Danida) has asked University of Copenhagen (UCPH) to support the UniBRAIN programme by facilitating learning and knowledge sharing process among the six AIICs and Dr. Carsten Nico Hjortsø from the Department of Food and Resource Economics is leading the UCPH project team. The project involves two annual visits to each of the six incubators where experiences are exchanged and

discussed. Each round of visits will result in a report identifying issues that are of concern to the AIIC at that time and these are presented in the form of questions that need to be answered by the UniBRAIN stakeholders.

The first round of visits was conducted in October-November 2012. Since the AIICs were still in the establishment phase, the focus of these visits was on the challenges associated with the design of the incubator business models. Developing an effective business model that can support the AIICs in becoming financially sustainable within the programme's short time frame is a challenge to all six incubators. The preliminary conclusion is that the AIICs have been very creative in developing business ideas that integrate the partners' capabilities with available resources and meet actual needs defined by stakeholders in the local business environments.

The first learning and knowledge sharing report based on the visits to the AIICs was discussed at the UniBRAIN Partnership and Consortia meeting held in Nairobi in January 2013. The report outlines topics and concerns addressed during the visits. The questions it has raised will produce answers that the AIICs, as well as other agribusiness incubators, will be able to use as input for strategic considerations about the scope and scale of their business models.

SVCDC adds another feather to its cap!

The Standard, one of the largest newspapers in Kenya has spotlighted the Sorghum Value Chain Development Consortium Incubator (SVCDC) in its issue of Tuesday 19th February 2013.

Dr Daniel Sila, a board member of SVCDC was interviewed by the Standard! The following story was published in the newspaper.



INCUBATION & VALUE CHAINS:

JKUAT in bid to up production has started an incubation centre to teach farmers and link them to markets. It has teamed up with Global African Business Incubation and Universities, Business and Research in Agricultural Innovation (UniBrain) funded by Danida to increase training for locals and support agriculture.

UniBrain promotes agricultural innovation. It produces graduates with entrepreneurial and business skills and research-based knowledge relevant to the development of agriculture and agribusiness. Incubates are selected after six months and are trained for two years. The institution makes a follow-up to ensure their success in the field.

Call for Proposals

NEF Research Grant Program

The NEF Research Grant Program supports academic and scientific research that will deepen knowledge of nature conservation in developing countries, preferably in the Asia-Pacific region. The applicant should be a researcher/scientist, who works full-time or is enrolled in a doctoral course, conducting research at a research institution or relevant organization in his/her home country and also a national of a developing country in the Asia-Pacific region. The project duration can be up to 2 years.

Average budget/proposal: 500,000 Japanese yen

Deadline: 15 April 2013

[Click here for more info](#)



Call for Proposals: Africa Exclusive

Promoting family farming in West Africa

The French Committee for International Solidarity (Comité Français pour la Solidarité Internationale - CFSI), in partnership with Fondation de France, funds projects that support small-scale farming in West Africa. The call for proposals is reserved for actions based on formal partnership between African and European organizations.

The project implementing organization can be either African or European. Grants can be made to nonprofit European and West African organizations; such as farmers' organizations in West Africa, partnering NGOs, and training and research organizations. Short-term projects range from €5 thousand to €10 thousand for one year. Longer-term projects are up to €50 thousand for three years. Short-term (one year) fund allocation is between €10,000 and €15,000; longer term (maximum three years) allocation is a maximum of €50,000 over the entire period (paid in yearly installments according to the progress of the project).

Budget (short term): Euro 10,000 and Euro 15,000

Budget (Long Term): Up to Euro 50,000

Deadline: 28 March 2013

[Click here for more info](#)



Awards and Fellowships

Call for Applications: John Allwright Fellowship

ACIAR invites applications from project staff in both bilateral and multilateral projects. Applicants must be citizens of a current ACIAR bilateral partner priority country (refer to link below for priority countries). Applicants must also be citizens of the country in which they are working. The primary aim of the scheme is to enhance research capacity in ACIAR's partner country institutions, but individual awardees will personally benefit from the scheme.

Deadline: 31 July 2013

[Click here for more info](#)



Donor Intelligence

German government, Gates foundation, and German businesses commit more than USD 107 million to fight hunger

The BMZ, the Bill & Melinda Gates Foundation and German businesses plan to step up their cooperation in the fight against world hunger. That was the outcome of a meeting between Minister Dirk Niebel, Bill Gates and top German business representatives in Berlin. A total of over 80 million euros is to be made available. Of this, about 20 million will be provided by the BMZ and around 20 million by the Gates foundation. German and international businesses have indicated their intention to match this amount with further funding of about 40 million euros.

[Click here for more info](#)



Click to know more...

[Fundamentals of Strategic and Tactical Business Planning](#)

[African Organic Agriculture Training Manual: Banana Crop Management](#)

[Building a Business Plan for Your Farm: Important First Steps](#)

[Export Marketing Planner: A manual on how to enter European markets](#)

[Assessing the Feasibility of Business Propositions](#)

[How we saved agriculture, fed the world and ended rural poverty: looking back from 2050](#)

[Beyond Horsegate: comparing the supply chains of the big 10 food companies](#)

[Workshop: European Agribusiness in Africa: Opportunities and challenges \(Brussels, 10/04/2013\)](#)

[USAID: Transfer of Agricultural Innovation from India to Africa](#)

[India offers grant of \\$2 million to promote food safety in Nigeria](#)

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