



**Global Agri-Business Incubation
Network's**

e-Newsletter

Issue 13

Key Promoters of the GABI e-Newsletter



Six CCLEAR Incubatees awarded at National Farmers Day Celebrations

Six incubatees of Creating Champions in Livestock Agribusiness (CCLEAR), who emerged as award winners at the 2014 farmers' day celebration, have attributed their success stories to the effective incubation practices received from CCLEAR. According to Mrs. Grace Okai, winner at the National Awards category, the business advisory and support services of CCLEAR equipped her to chalk such a feat. She revealed that the business advisory and support services of CCLEAR, especially the farm record keeping and innovative business practices taught, did the trick for her. She stressed her preparedness to encourage other livestock breeders to utilize the innovative opportunities available at CCLEAR.

"I will not hesitate to prompt my colleagues in the livestock business of the innovative opportunities available at CCLEAR to grow competitive agribusinesses." she stated amidst smiles.

This year's Farmers' Day Celebrations saw 6 incubatees of CCLEAR emerging as award winners in various livestock categories at the national, regional and district levels. Mrs. Grace Okai a piggery incubatee of the first cohort, won the National Best Pig Farmer position, while Mr. Andrew Asamoah and Samuel Anyrator emerged Best Regional Pig Farmers for the Western and Central Regions respectively. Mr. Philip Annor Darko took the Best Regional Grasscutter category for the Eastern Region, with Jacob Amaning Mensah and Mr. Foster Maxwell Danso, both incubatees of the second cohort, receiving the Best Grasscutter Farmer awards for the Abirim-North District and Suhum Municipality respectively.

Mrs. Grace Okai, the awardee of the National Best Pig Farmer poses for a photograph during the event



Zambian Business Incubator, AgBIT, nurtures young graduates into entrepreneurs

Zambia's leading agribusiness incubator, the Agribusiness Incubation Trust (AgBIT), is running a graduate internship program that is turning young graduates into entrepreneurs and business mentors for other small and medium entrepreneurs (SMEs). AgBIT Graduate Interns work on a day to day basis with innovative business start-ups and SMEs (the incubatees) under the organization's business incubation and entrepreneur mentorship program. Interns provide significant support to entrepreneurs, working through client needs, both business and technical, while working under the guidance of the incubator's professional staff.

In addition to cultivating enthusiastic entrepreneurs, the program has also received accolades for providing rapid learning to young graduates in all aspects of agribusiness, increasing their interest in agribusiness, raising their employability and bringing out a strong entrepreneurial disposition in many of them. The program has also become a useful reservoir of young enthusiastic professionals for the country's private sector, government, development agencies and NGOs.

The AgBIT internship program builds on and converts the academic proficiency of its alumni into concrete practical experience by placing the interns in an intense environment that seeks to find innovative solutions to the challenges faced by small and medium enterprises in the agribusiness sector.

Here is what some of AgBIT's graduate internship alumni have to say about the program:

"As a graduate intern at AgBIT, the intensive training in business planning I received from the AgBIT business mentors has greatly enhanced my ability to prepare bankable business plans and understand the importance of business planning to the success of any enterprise, especially to startups and other small growing enterprises."

Musonda Chishimba, BSc. Management and Marketing, Monash University, South Africa

"My internship time at AgBIT has exposed me to a working environment where I have not only put into practice the knowledge I acquired from university but also acquired increased insight into how an idea can be converted into a real business opportunity. Through different workshops and training, I have also learnt how to write a business plan, give effective presentations and gained understanding of various food processing techniques. The AgBIT management team is a fantastic group of mentors who have been very supportive. As a result of the mentorship, young graduates like me are able to break the shell and contribute more effectively to the development of our country"

Joelle Tshilanda, BSc Agricultural Sciences (Plant Science), University of Zambia

"Coming from an agricultural academic background, the internship exposed me to the many opportunities in agribusiness and also the challenges small agribusiness companies face. I have gained deeper understanding of the industry through intense everyday interactions with entrepreneurs, reviewing their business models, conducting feasibility assessments, doing market surveys, helping the entrepreneurs do their financial forecasts and write their business plans. It's a satisfying experience to work with clients to help grow their businesses into sustainable enterprises. I am particularly happy to have helped develop the expansion strategy for Gilmarth Enterprises, a Zambian enterprise that is processing and packaging fruits and vegetables into various dried products."

Yimale Jalasi-Kumwenda, BSc Agriculture Sciences (Agricultural Economics), University of Zambia

CURAD participates in coffee symposium organized by UCDA

CURAD participated in a coffee symposium organized by Uganda Coffee Development Authority (UCDA). The theme this year was “unlocking the potential of African coffee industry”. The IACO includes 25 coffee growing countries in Africa and creates a common platform to develop the coffee industry in Africa. The second Africa coffee symposium was opened by the Minister of Agriculture Animal Industry and Fisheries (MAAIF), Hon Tress Bucyanayindi who also visited the CURAD stall.

CURAD, together with her incubatees exhibited their products alongside other national and international coffee players. This helped increase awareness and publicity about the activities and brand products of CURAD and incubatees, *RASA and Omukwano Coffee*.



*RASA CURAD
incubatees at IACO
(Left)*

*CURAD receives a
certificate of
exhibition (Right)*



The CURAD Agriculture Clinic

The CURAD Agriculture Clinic was launched on December 20, 2014. This event gave a platform for the incubatees to share their ideas on how to make their business better and sustainable. The incubatees celebrated their short term wins by reflecting on past achievements. The clinic included both students and SME's and was held at Omukwano model coffee shop.

Also in attendance was the CURAD Project Investigator Prof Samuel Kyamanywa, the guest of honour and CURAD's Founding Director Mr. Joseph Nkandu. They shared practical skills of being sustainable entrepreneurs. The incubatees showcased their innovations and products at the occasion. Collaboration between the incubatees were fostered at the clinic. Sharing of experiences among incubatees and collaborations were forged at this clinic.



*CURAD incubatees
sharing experiences
at the event*



Securing Africa's entrepreneurial future through AAIN

"Africa is gearing up to be in the next phase of its millennium development goals which primarily focus on the development of agriculture and support agribusinesses in the continent. This has resulted in a growing inclination of youth and women to get into agribusiness. The incubator systems provide a platform to these enthusiastic entrepreneurs who need a support system.

AAIN aims to be a world class networking and advocacy platform that encourages entrepreneurship, innovations in agriculture through the establishment of incubators, leading to sustainable agricultural development in Africa. It aims to make agribusinesses global, sustainable and flourish in Africa in the future!" remarked Executive Director of the Forum for Agricultural Research in Africa (FARA) at the recently held AAIN conference in Johannesburg, South Africa.

AAIN or the African Agribusiness Incubator Network formed recently by the Universities, Business & Research in Agricultural Innovation (UniBRAIN), interest group aims to work together as a Pan-African community of agribusiness incubators bringing together industry leaders, incubation managers, and partnership organizations with both state and non-state actors at continental level, to have the potential of providing Africa a strong policy and advocacy platform that can engage with other incubators and organizations globally for benefitting the entrepreneurial community in Africa.

ABI-ICRISAT is a key partner in the UniBRAIN project which supports the establishment of six value chain incubators in five African countries to commercialize agricultural technologies and produce graduates with entrepreneurial and business skills.

A workshop and the annual conference of the AAIN were held as side events of FARA@15 celebrations on the 26th and 27th of Nov, 2014 respectively. These events delved on operational guidelines, membership facilitation, the background and the objectives of AAIN.

Mr SM Karuppanchetty, COO, ABI, AIP-ICRISAT, shared his experiences and lessons on handholding the 22 Business Planning and Development (BPD) units of the Network of Indian Agribusiness Incubators (NIABI) in India as a possible approach in expanding the UniBRAIN & the AAIN network in Africa.

Dr Kiran Sharma, CEO, AIP, presented a special address at the annual conference on behalf of Dr William Dar, DG ICRISAT, on Inclusive Market Oriented Development through Agribusiness in Africa. *"Through the IMOD approach in Africa, ABI-ICRISAT, through UniBRAIN has handheld six Agribusiness Innovation Incubator Consortia (AIICs). These AIICs have supported 188 incubatees, commercialized 35 agro-technologies, created 831 jobs and benefitted 240 student interns. Further, 138 universities have adopted the new agribusiness education curriculum framework of UniBRAIN and 24 new countries have expressed interest to start new AIICs. We look forward to working closely with different partners in Africa to further strengthen the agri and food-processing sector through strategic interventions to strengthen value chains, promote food safety and development of innovative products & technologies, facilitate entrepreneurship and ultimately help the smallholder farmers."* He remarked.

The AAIN events were preceded by the UniBRAIN steering committee meet on Nov 21, 2014 wherein lessons were drawn from milestones reached and discussions were held to come up with solutions that set the strategy for delivering sustainable solutions for the progress of UniBRAIN incubators. The steering committee members also visited the Timbali Business Incubator, Nelspruit, South Africa on a study tour.

The AAIN conference and workshop were held as part of the FARA@15 celebrations held at Johannesburg during Nov 26-27, 2014. It aims to enhance the sustainability of agribusinesses in Africa by means of partnerships and the creation of a strong platform to engage globally with other facilitators, policy makers, incubators and incubator networks, funding agencies and other organizations.

FARA@15 in Pictures



Her Excellency Tumusiime Rhoda Peace, Commissioner for Rural Economy and Agriculture, African Union speaks during a session



UniBRAIN Steering Committee Members with Ms Louise De Klerk at the Timbali Business incubator



Participants at the AAIN conference listen keenly during a presentation



Her Excellency posing with the bracelet made of banana fiber paper beads at the UniBRAIN stall.



Officials and members of the network pose for a group picture at the official launch of the AAIN network

The Essence Of Agribusiness In Africa: *African agribusiness sensitization workshop*

Globally, it is acknowledged that entrepreneurship plays a critical role in the development of industry and robust economies. However, experiences show that there are special challenges faced by agricultural enterprises.

The African agribusiness sensitization workshop proved to be a platform for more than 150 UniBRAIN stakeholders and partners to exchange experiences on their agribusiness activities, approaches and challenges. It gave way to discussions on model best practices and lessons learnt of the FARA UniBRAIN.

The African Union's Commissioner for Agriculture and Rural Economy, Her Excellency Ms. Tumusiime Rhoda-Peace, in her opening remarks, advocated for partnerships in replicating and up-scaling the success of UniBRAIN. She pointed out that the UniBRAIN model was effective in enhancing employment of the youth and especially women, who are the primary producers. She encouraged a durable partnership with private sectors to strengthen UniBRAIN's financial capacity to facilitate further adoption of the model by more African countries.

The Executive Director of FARA stressed on the need to bring science into agricultural value chains and asserted that the bulk of profits in agricultural value chains are in agro-processing. He commended H.E. Tumusiime Rhoda-Peace, for her passion, commitment and support to FARA in its work to promote the development of African agriculture. The workshop gave way to subsequent workshop presentations, generated intensive discussions and analysis. Participants worked out the way forward regarding how best to accelerate the adoption of agribusiness enterprises in Africa.

The Key Conclusions from the workshop were:

1. Establish African Agribusiness Incubation Program (AAIP) and African Agribusiness Incubator Network (AAIN)
2. Entrepreneurship in Africa is still a challenge and must be addressed
3. Workshop proceedings report will be prepared and shared
4. AAIP documents to be enriched with inputs from the workshop

Key Take Home Messages from AAIN



"UniBRAIN is a real business development model that works for Africa. The African Union Commission support this effort and we invite partners such as AGRA and AFDB to show interest and participate in promoting this effort to cover all countries of Africa"

H.E. Rhoda-Peace Tumusiime AUC Commissioner for Agriculture and Rural Economy



“In Africa we are striving to support farmers to raise on-farm productivity. It is therefore prudent to also think and organize how the added production can reach markets and benefit farmers. UniBRAIN’s Business incubation provides practical solutions. Selling pigs on their hooves is like throwing the money away”

Dr. Yemi Akinbamijo,
Executive Director, FARA

“Every time farmers sell unprocessed products they are passing on the opportunity to make business. Business incubation is a tool with which we can extricate farmers from this quagmire that keeps them poor”

Mr. Alex Ariho
UniBRAIN Facility Coordinator, FARA



“Going beyond the production and up the full value chain creates profits and jobs. With the emerging expansion of cities in Africa, food demand is rising sharply. Our biggest challenges are in putting into place infrastructures that enable easy production, transportation and processing of agricultural products preferably on site. Scaling up UniBRAIN into an African movement is a priority”

Dr. Abebe
Director of Agriculture, African Union Commission

“In rural settings, access to affordable financial services is still a challenge for Africa. Additionally, there are challenges on human and institutional capacity, taxation and risk management. These problems lead farmers to *farm-to-mouth* approach that leaves them poor”.

Dr. Joseph Coomson
South Africa Country Representative, African Development Bank



A visit to the Timbali Business Incubator



The steering committee members on an exposure visit to the Timbali Business Incubator, Nelspruit, South Africa



News & Opportunities

EC Research and Innovation (Horizon 2020)-Funding for International Cooperation-Small farms but global markets: the role of small and family farms in food and nutrition security

Proposals should thoroughly assess the role of family farms and other small food businesses and particularly those with small structures in achieving sustainable FNS, evaluating the means by which such entities could respond to the expected increase in demand for food, feed and fibre under ever scarcer resources, as well as providing evidence and developing tools to guide decision makers in the choice and combination of intensification pathways.

Deadline: 03 February 2015 - [Click for more details >>](#)

Swiss Programme for Research on Global Issues for Development -2nd Open Call on Global Issues

The main focus of the "Swiss Programme for Research on Global Issues for Development" lies on the generation of new insights and innovative approaches, solutions as well as on the application of research results into policy and practice through transnational research partnerships. In the focus of the programme is the reduction of poverty and global risks as well as the provision of public goods. Inter- and transdisciplinary research with a problem-and solution orientated approach will be funded.

Deadline: 06 February 2015 - [Click for more details >>](#)

BMZ Project Funding Guidelines Project Funding for International Agricultural Research Centers 2015

The BMZ 'Ten-point Program for Rural Development and Food Security' specifically calls for 'linking the findings of agricultural research more Developmental relevance for food security, reduction of poverty, improved nutrition and health, and conservation of natural resources and their use, significance of contribution.

Deadline: 31 March 2015 - [Click for more details >>](#)

Global Innovation Fund (GIF)- Social Innovations for the Developing World

GIF welcomes applicants to propose innovative, cost-effective solutions that address any major development challenge in any country (or in multiple countries) in the developing world. All application materials should be submitted to GIF via our web application portal. Applicants should propose the level and type of funding that is appropriate for their innovation, based on the stage of development

Deadline: Anytime - [Click for more details >>](#)

Africa Exclusive

French Development Agency (L'AFD)-Sustainable Energy in Sub-Saharan Africa

Through its program FISONG, the AFD makes annual grants to NGOs for field projects. For 2015, FISONG includes a theme on sustainable energy for isolated populations of sub-Saharan Africa to strengthen their local economic development. The program is open to French, international, and local NGOs - preferably in partnerships.

Deadline: 02 February 2015 - [Click for more details >>](#)

Royal Society-DFID Africa Capacity Building Initiative

This scheme is for scientists who want to develop collaborative research consortia between sub-Saharan Africa and a university or independent research institute in the UK..

Deadline: 19 March 2015 - [Click for more details >>](#)

Your attention please!

Global forum for Innovations in Agriculture (GFIA), March 9-10, 2015, Abu Dhabi

GFIA is organizing a major international exhibition and conference focused on the future of sustainable agriculture. The aim of GFIA is to deliver measurable impact through a cutting-edge conference and exhibition.

GFIA side events will complement the main plenary program and include:

- Partnerships for Food Security & Climate Resilient Agriculture
- Post-harvest Loss Initiative
- NGOs' Critical Role in Agricultural Productivity
- 2nd Africa Agriculture Technology Platform
- The MENA Farmers Programme
- Africa Spotlight - The Africa Agricultural Leaders Forum
- Aquaculture Development in the Middle East & North Africa

[Click for more details >>](#)

Call for papers: 11th International Food Data Conference National Institute of Nutrition (NIN), Hyderabad, India from 3-5 November, 2015

The food composition community provides the world with food composition tables that are critically essential for research on nutrition and allied subjects. The International Food Data Conference (IFDC) is the official INFOODS conference held every two years at different locations around the world since 1993 with the last one being held in Granada, Spain in September 2013.

All abstracts must be submitted through the conference website only.

Papers due: 01 May 2015 - [Click for more details >>](#)

Reach Us

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Mr. Alex Ariho

UniBRAIN Facility Coordinator

Forum for Agricultural Research in Africa (FARA)

12 Anmeda Street, Roman Ridge, Accra, PMB CT 173 Cantonments, Accra, Ghana

Tel: +233 302 772823, 779421 | Fax: +233 302 773676

Email: AAriho@fara-africa.org

SM Karuppanchetty

Chief Operating Officer (COO)

Agri-Business Incubation (ABI) Program – ICRISAT

Patancheru, Hyderabad, 502324 - India

Tel: +91-40-30713414

Fax: +91-40-30713074 / 75

Email: karuppanchetty@cgiar.org

