

AAIN identified as part of the CAADP technical network in charge of Agroindustry and value chain development

AAIN has been selected as one of the institutions to support the implementation of Malabo commitments made under the Comprehensive African Agriculture Development Programme (CAADP) initiative. AAIN will especially bring on board its expertise in agribusiness incubation and ensure involvement of youth and women to create jobs. To achieve the ambitious goals and targets of the Malabo Declaration, countries, and institutions at the regional and continental level will require technical support in terms of capacity, tools, systems and knowledge analysis. Upon recognition by the AU that at the core of CAADP commitments successful implementation will be the strategic engagement of African countries with existing and emerging continental and international Communities of Practice (CoPs) relevant for the delivery of agricultural transformation, the technical networks model was adopted and institutions across the continent sought and categorized into 7 networks;

- Agriculture investments financing
- Agro-industry and value chain development
- Resilience, risk management and natural resource management
- Knowledge management, policy analysis and accountability for results

During the launch of the technical networks held at the Crowne Plaza Hotel in Nairobi, Kenya, on 2nd & 3rd September 2016, the AU/CAADP team reiterated the importance of the Technical Networks (TNs) because they are expected and required to respond to the current capacity gaps by sourcing and making available technical resources to clients (countries, Regional Economic Communities (RECs) and other CAADP implementers, including private sector and civil society). The TNs will specifically support activities across five themes outlined in the CAADP Results Framework Level 2 that are envisaged to contribute to the agricultural transformation and sustained inclusive growth (increased agriculture production and productivity; increased inter-African regional trade and better functioning of national and regional markets; expanded local agro-industry and value chain development inclusive of women and youth; increased resilience of livelihoods and improved management of risks in the agricultural sector; and improved management of natural resources for sustainable agriculture) and two themes outlined in the Results Framework Level 3 that are envisaged to contribute towards the strengthening of the institutional and systemic capacity to deliver results (capacity to generate, analyse and use data, information, knowledge and innovations; and mutual accountability in sectors related to agriculture).



A light moment for the various participants to network

AAIN under the Technical network arrangement will provide, among other services:

- Best practice or state-of-the-art methods/tools in agribusiness incubation;
- Targeted training and other capacity development support as appropriate & demanded
- Technical advice responding to specific queries/challenges – such as links to specific technologies/innovations
- Occasional situational analyses as needed
- Facilitation of continuous learning and sharing of information on the technical area
- *A focus on:* policies, priority interventions and best practice in agribusiness incubation



CAADP Technical networks launch delegates

Inside this issue

- AAIN identified as part of CAADP technical networks
- AAIN—CTA partners to revolutionize AG with drone technology
- Rwandan Govt. engages AAIN to establish agribusiness incubation in Rwanda
- AAIN sets up East and Central regional office in Nairobi, Kenya
- AAIN supported incubatee takes to the global stage at TICAD
- AAIN takes agribusiness incubation to global platform at the AGRF

AAIN spreads her wings... East & Central Africa Regional office set up in Nairobi, Kenya

AAIN has recently spread its tentacles to reach out to its clients by establishing a regional office in Nairobi Kenya which will be in charge of AAIN's business in East & Central Africa. Speaking during a courtesy call to the office, the AAIN CEO Dr. Ariho reiterated his support and commitment to the agenda of transforming African agriculture through agribusiness incubation and encouraged the regional team to carry out their roles diligently. He noted that the role of AAIN was huge and called for team work as well as concerted effort to ensure that the agribusiness incubators within the region were receiving services as per the promises made by AAIN.

He denoted AAIN's core investment areas and while encouraging the team, shared his experiences as he greatly emphasized on the importance of working towards achieving the very best as an organization as well as individuals. His highlights touched on matters of teamwork, exemplary performance, time management, respect, attitude, and communication which he termed as ingredients that determine success.

In his closing remarks, The CEO emphasized on AAIN being an organization that believes in self-sustainability and urged the team to work hard to create jobs and bring forth suggestions to sustain the organization. create jobs and bring forth suggestions to sustain the organization.



AAIN East & Central Africa team L-R; Mr. Kuria (AAIN HQs), Nduta, Brandy, Emily, Dr Ariho (AAIN HQs); Ms. Thiong'o, Mr. Mwangi, Mr. Mbuvi & Ms. Maraga

Mr. Peter Kuria, Director in charge of Business Development and Partnerships at African Agribusiness Incubators Network (AAIN) who accompanied the CEO encouraged full participation of each individual towards providing creative and innovative solutions that will help in the growth of the agribusiness sector and in turn create employment for the youth and women. He emphasized on the aspect of self-sustainability and on the organization's willingness to support its members seize opportunities. "There are big opportunities but if you close your eyes, you'll end up in a world of crisis."

The Future is here: AAIN partners with CTA to revolutionize African Agriculture with drone technology

Unmanned Aerial Vehicles- UAV better known as DRONES, have been used commercially since the early 1980s. Today, however, practical applications for drones are expanding faster than ever in a variety of industries, thanks to robust investments and the relaxing of some regulations governing their use.

The African Agribusiness incubators' Network – AAIN in collaboration with the Technical Center for Agriculture and Rural Cooperation – CTA organized a two days training on drone technology and its application during its largest Pan-African International Conference in October 2016.

The training and demonstration exposed conference participants and specifically representatives from the Regional Farmers' Organisations and associated youth, to the use of UAVs for agriculture. In this context, three seasoned UAV companies; Airinov, HiView and Syecom who attended the conference, displayed in the exposition area and run demonstration flights in a breathtaking field event.

In partnership with FutureWater, HiView is currently involved in serving small-scale farmers via UAS in Mozambique. AIRINOV is a specialised company providing UAV-based crop scouting services to farmers in Europe and increasingly in other continents.



Syecom Business Services Ltd is a registered private company in Ghana, providing market access support services and Geographic Information Systems (GIS) training, survey and mapping services for smallholder farmers and agricultural development projects in Ghana.

Why Drones?

Soil and field analysis: Drones can be instrumental at the start of the crop cycle. They produce precise 3-D maps for early soil analysis, useful in planning seed

AAIN - CTA Drone Agriculture Cont...

planting patterns. After planting, drone-driven soil analysis provides data for irrigation and nitrogen-level management.

Crop spraying: Distance-measuring equipment—ultrasonic echoing and lasers such as those used in the light-detection and ranging (LiDAR) method, enables a drone to adjust altitude as the topography and geography vary, and thus avoid collisions. Consequently, drones can scan the ground and spray the correct amount of liquid, modulating distance from the ground and spraying in real time for even coverage.

Irrigation: Drones with thermal sensors can identify which parts of a field are dry or need improvements. Additionally, once the crop is growing, drones allow the calculation of the vegetation index, which describes the relative density and health of the crop, and show the heat signature, the amount of energy or heat the crop emits.

Health assessment: Crops are scanned using both visible and near-infrared light, to identify which plants reflect different amounts of green light. This information can produce multi-spectral images that track changes in plants and indicate their

health.

Variable-Rate Fertility: In conjunction with ground-based and grid soil sampling programs, the purpose of refining Nitrogen, Phosphorus and Potassium applications in agriculture has become easier and faster with the emergence of drones. Drone-generated variable-rate application (VRA) maps are used to determine the strength of nutrient uptake within a single field. Depending on the nutrient uptake of the soil, the farmer for example can apply 27kg of fertilizer to the struggling areas, 23kg to the medium areas, and 18kg to the healthy areas, decreasing fertilizer costs and boosting yields.



Drone map showing soil strength and in-season fertilizer applications on the filed

AAIN forges a strategic partnership for scaling agribusiness incubation with the government of Rwanda.

The AAIN team has made a deliberate effort to forge Public-Private-Partnerships with governments within the region as a strategic move for ensuring agribusiness incubation is a model that not only is advocated for by the private sector but also governments and other stakeholders as part of fulfilling their Malabo commitments to implement CAADP goals for realization of African agriculture transformation. AAIN in a bid to ensure such collaborative effort is achieved held a meeting with the Minister of Agriculture for Rwanda, Honorable Tony Nsanganira together with Providence Mavubi, Embedded Investment Advisor at the Panari Hotel in Nairobi on 8th September 2016. Dr. Ariho, the C.E.O AAIN gave a brief overview of AAIN and the upcoming African Agribusiness Incubation Programme (AAIP) which aims at establishing at least two anchor incubators in all the African Countries. He underscored the need to embrace agribusiness incubation in the countries looping in all stakeholders both public and private as a sure way of engaging youth and women as well as creating jobs and wealth.

During the meeting, the Minister reiterated his country's commitment to the achievement of agriculture transformation at country level and committed to establish at least one incubator in each of the four provinces in Rwanda. Speaking during the meeting, Honorable Tony expressed his interests not only in developing Rwanda, but the whole continent and making Rwanda a role model to other countries in the Agricultural Sector. The Minister mentioned some of the projects the country is currently engaged



in to provide job opportunities for the youth and promoting entrepreneurship, this included Rwanda Youth in Agriculture Forum (RYAF) which is a forum that forges widespread commitment, coherency and partnership in developing cost-effective opportunities to youth in profitable agribusiness .

Both parties agreed to the idea of incubating the young graduates who involved in the joint program between Rwanda and Israel annually, who will be distributed in all the four provinces to form cluster based headquarters. The meeting culminated into an agreement to enter into a partnership deal through an MOU.

Seizing the Moment: AAIN takes agribusiness incubation to the global platform at the AGRF

AAIN yet again seized the moment at the global platform during the 2016 annual AGRF Forum held at the United Nations Offices in Nairobi (UNON) Gigiri, Kenya from the 5th-9th of September to advocate for agribusiness incubation in Africa as a sure way of Securing Africa's rise through agriculture transformation. The Forum brought together Heads of State and Government, farmer organizations, business leaders, development partners, researchers, finance and investment leads. AGRF 2016 was designed to showcase examples of transformation in agriculture in action, and to promote efforts to drive and achieve scale and to foster accelerated impact.

The Session on Agribusiness Incubation themed: Nurturing Enterprises for the Future was scheduled on the Friday 9th September 2016. AAIN was represented on the panel by Dr. Alex Ariho, C.E.O AAIN who set the stage, Mr. Peter Githinji Director, Business Development and Partnerships, who was the session moderator and Sam Turyatunga C.E.O Tursam Investments an incubation product of ABP/AAIN. Other panelists were: Mr. Sander Mager-MD AgriProFocus, Mr. Edwin Macharia – Managing Partner Dalberg, Mr. Brian Mwanamambo-Director AgBIT Zambia and Ms. Maureen Munjua – Country Director AgriProFocus Kenya.



Mr. Githinji expressed positivity in the fact that there are a lot of opportunities in Agriculture as well as challenges in starting sustainable agricultural ventures. Speaking during the highly interactive session, Mr. Githinji stated that creating quality jobs is a challenge and pointed out that incubators could come and seize the opportunity to create decent jobs. Dr Alex Ariho in his remarks noted that the problem of unemployment amongst the youth in Africa was dire and there was need to come up with innovative approaches to nurture enterprises since existing agribusiness SMEs lacked finance, knowledge and skills for exponential growth and survival. Dr. Ariho proposed that factors causing unemployment should be identified, options of financing the youth evaluated and creation of attractive incentives for youth as initial priorities to ensure sustained interest in agriculture.



Technology commercialization, role of the public sector, failure of many start-ups, the incubation ecosystem and education were some of the key highlights during the discussions. Maureen from AgriProFocus stated that incubators needed to look at the change makers and the current trends in the agricultural sector, and taking stock of best practices and lessons so as to avoid the failure of many start-ups. The importance of the ecosystem was emphasized by the Dalberg panelist who also identified the need for development partners to give funding in a timely manner and identifying entrepreneurs who are keen and committed and encouraging them to set realistic goals and develop the right partnerships. Brian of AgBIT pointed out the importance of de-risking businesses in order to develop pipelines and facilitate more funding in the agricultural sector.

Mr. Sander addressed the role of the private sector, during the session, in promoting agribusiness start-ups and facilitating incubation for sustainable growth of agriculture. Sam Turyatunga emphasized the need and importance of incubation in job and wealth creation. Giving his success story during the session, Sam stated how his business was supported while he was still in University and how he managed to graduate as a C.E.O with his company having grown from a turnover of 300 USD monthly to 6500 USD currently all as a result of incubation assistance.



AAIN staff L-R Dr. Alex Ariho, Ms. Eunice Maraga, Mr. Peter Githinji

AAIN supported incubatee takes the global podium at Young African & Nihonjin Innovators Expo (YANIE)

The Young African and Nihonjin Innovators Expo (YANIE) is an event that brings together African and Japanese Top innovators and link them up to Japanese and African Industrialists in order to tap into the innovative ideas and energies of the African and Japanese youths for socio-economic development of Africa.

YANIE was recently held during of the sixth Tokyo International Conference on African Development (TICAD VI) as a side event that took place in JKUAT, Juja on 26th August, 2016. The TICAD was launched by the Government of Japan, to promote Africa's development, peace and security, through the strengthening of relations in multilateral cooperation and partnership, particularly with the countries. AAIN was represented during this event by Winnie Byekwaso a graduated incubatee of Afribanana Products Limited agribusness incubator in Uganda.

Her innovation was one for waste management through value addition to bananas fibers. Winnie started her own Vocational Business Incubator by the name Textfad after completing her incubation at ABP. The incubator supports youths in Uganda to commercialize innovations from Universities and Research Organizations using banana fibers.

During the expo, young innovators from Japan and African countries put their brains to test as they competed for assorted prizes. The innovators besides getting a chance to exhibit their innovations to industrialists/investors they also explored for possible commercialization of their innovations and technologies. The exhibition of projects by both Japanese and African innovators happened at the the University's Assembly Hall and Science Complex. The Innovations were aligned to the TICAD VI theme "Sustainable development goals, Unleash your potential at TICAD VI".

The exhibited innovations were under the broad areas of; Climate, Fisheries and Agriculture, Health, Technology and Education.

Winnie has come a long way since her pre-incubation, incubation and post incubation periods. Speaking to Ms. Maraga of AAIN she had this to say; ***"It has been a learning experience and getting to meet different young entrepreneurs who have very creative ideas and are doing great things has inspired me more"***.



Winnie explaining on how they make their products from banana fibers

She said that the incubator is currently looking for business development mentors to assist their incubatees on starting sustainable ventures." Textfad is currently looking to establish more partnerships with NGO's and financiers so as to expand the incubator to accommodate more people in order to increase growth and wealth creation among the youth". Winnie highly encourages the youth to research more on the cheap locally available materials and waste in their countries that could be converted into economically useful products.

The expo enabled Winnie to make many contacts and the networking will be of great assistance in the growth of the Incubator. "We have already received some orders from some of the people who visited the exhibition stand and we look forward to establishing more contacts from the ones we got. All this would not have been possible were it not for the incubation assistance and mentorship we received from ABP under AAIN" she concluded.

The event saw youths drawn from Japan, Uganda, Egypt, Ethiopia, Kenya and Ghana exhibit innovations that would provide among others lasting solutions to food insecurity, lack of electricity, waste management and inadequate exploitation of available resources.

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The team of innovators during the expo together with some of the organizers