

Agripreneurship Alliance

Growing Agripreneurs

Farmer populations are ageing rapidly. Worldwide the average age of farmers is 60, including in developing countries. Older farmers are less likely to introduce new, transformative production techniques that increase productivity. Considering high youth unemployment in Sub-Saharan Africa, and the need to import food into the continent, entrepreneurship in agriculture and agri-business offers many opportunities to create local jobs, reduce poverty and to improve food and nutrition security sustainably.

The Agripreneurship Alliance (founded in August 2017 as a Swiss-based non-profit Association) is helping to address this problem through a training programme **Entrepreneurship in Agri-Business**. This training takes the budding agripreneur through all the steps to build a solid business plan/canvas to turn their agri-business ideas into reality. It is applicable to businesses right across the agri-food value chain from primary food production, through processing, packaging and route to market. The course is based on a 'blended' learning approach with 10 modules that utilise the strengths of face to face experiential learning with access to a standardized quality curriculum and aligned resources, learning materials and tools via an online learning platform. The course is implemented in Universities and Institutes and facilitated by African trainers. Train the Trainer workshops were conducted in March 2018 and April 2019 preparing a total of 20 Trainers to roll-out the programme locally. Local partners are: Gulu University, Makerere & Bishop's Stuart Universities, the Makerere University Business School and the IITA Youth Agri Hub in Uganda. In Kenya, Laikipia & Egerton Universities and in Somaliland, the IGAD Sheikh Technical Veterinary School



The Trainers facilitated the first cohorts of students in May to October 2018. 87 young people completed the course working individually, or in self-formed teams, completing 31 business plans. The Agripreneurship Alliance evaluated all the business plans and awarded a cash start-up prize for the best business plan per location. The business plans spanned across primary food production and processing with a wide variety of products. We are particularly delighted that 49% of the course participants were young women and the winning teams included 69% women. As a result of this programme:

- 8 new businesses have launched
- 9 businesses have been strengthened
- 3 new businesses are in pre-launch

Partners



LAIKIPIA



UNIVERSITY



MAKERERE UNIVERSITY



EMPOWER YOURSELF



**2018 Winners
of the
Business Plan
Start-up Award**

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Following all the learnings from the initial roll-out, which was funded by [SIANI](#), the training materials have been further improved to meet even more closely the needs of young African agripreneurs. The new Platform *Entrepreneurship in Agri-Business* will be launched in May 2019. It is developed in collaboration with, and is hosted by our partners, the [African Management Initiative](#) in Nairobi.

The activities of the Agripreneurship Alliance in 2019:

- I. Conduct a **Training of Trainers workshop** in Kampala, Uganda, for 7 partner Universities, each represented by 2 staff who will facilitate the '*Entrepreneurship in Agri-Business course*'. (Completed April 2019)
- II. **Launch the *Entrepreneurship in Agri-Business* platform.** This hosts the materials for the group work course facilitated within Universities and Institutions. The Platform will include case studies of successful agripreneurs, applications of sustainable agriculture and agri-business and examples of new technologies to increase yield, decrease food losses and waste and improve nutritional value (June 2019). It will also include a Massive On-line Open Course (MOOC) that can be accessed by young people around the globe, utilising the strengths of social media to enable interaction between individuals to energise, ideate and create new businesses. (September 2019)
- III. **Launch 3 Business Start-up guides** developed in partnership with Teach a Man to Fish and to be focus of a Webinar and Podcast created with SIANI (June 2019).
- IV. Through our Partners, **train at least 150 students** and catalyse the development of at least **50 business plans/canvases** and award up to 10 business start-up grants. (June – November 2019)
- V. Further develop the **Mentoring programme** that has started to support the young people from the first cohorts. Engage and train new mentors.



The Trainers from, Kenya, Somaliland & Uganda at the Training of Trainers course in Kampala, May 2019



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2018 Winners from top to bottom

JuFresh Enterprises & Oikos White Meat Enterprises, Uganda. Nusha Tomato, Somaliland. Barani Aqua & FreshFarm Mushroom Growers, Kenya.

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