

AU-EU investing in a food secure future; AAIN recognized as a leader in agribusiness incubation

The global conference *AU-EU Investing in a Food Secure Future* was held in Noordwijk, The Netherlands, from 4 to 6 July, 2016. The conference, organized by the Government of the Netherlands, the African Union and European Commission, brought together participants from governments, international organizations, businesses, investment groups, research institutions and civil society to share their experiences and expertise and to partner in efforts to sustainably transform agriculture to achieve food security, improved nutrition, and rural growth.

The Conference built on the commitment of African leaders as expressed at the June 2014 AU Summit in Malabo, Equatorial Guinea. It explored options for the contribution of agriculture policy cooperation between the AU and EU, for SDG 2 and AU Agenda 2063 implementation. Themes of cooperation discussed during the conference included; Climate smart agriculture; Fighting Food Losses and Waste; Improved Market Access; Responsible Private Sector Investment; Science and Innovation for Agricultural Development. These thematic topics were organized towards agricultural policy cooperation that seeks to support governments, regional blocs and other key stakeholders, in adjusting agricultural, forestry and fishery practices, food systems as well as social and economic policies.

In the plenary sessions Mr. Martijn van Dam, Minister for Agriculture of the Netherlands, making opening remarks at the Conference described the technological partnership between Tanzania and the Netherlands to develop varietal improvements on crops grown in Tanzania, using this partnership as an example of the possible beneficial outcomes of an AU-EU partnership for a food secure future. H.E. Ms. Rhoda Peace Tumusiime, the Commissioner for the Directorate for Rural Economy & Agriculture of the African Union reiterated the challenge posed by climate change, coupled with already scarce resources, to a growing population, and unending hunger argued that it was critical to accelerate implementation of the Malabo declaration and other instruments to realize set goals.

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AU Commissioner for Rural Economy & Agriculture H.E. Rhoda Tumusiime with Dr Alex Ariho, AAIN CEO and Rwand minister of agriculture Hon. Gerardine Mukeshimana at EU-AU summit 2016.

“It is a bitter irony that Africa spends annually \$35 billion as a net importer of food, when African countries collectively have 25% of World’s the most arable land which generates only 10% of the world’s agricultural output.”

- Mr. Kanayo F. Nwanze - President of the International Fund for Agricultural Development (IFAD)



FARA’s Director of Research and Innovation Dr .Irene Annor Frempong & AAIN CEO, Dr Alex Ariho in a panel round table discussion with Agricultural ministers of Uganda and Rwanda during AU-EU negotiations in the Netherlands

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AU-EU investing in a food secure future cont...

Dr. Kanayo F. Nwanze, President of the International Fund for Agricultural Development (IFAD), made a call to action for African leaders to take ownership and leadership for implementing policies that he noted would lead to rural development. "It is a bitter irony that Africa spends annually \$35 billion to import food, when African countries collectively have 25% of the most arable land but generate only 10% of the world's agricultural output." he said. Dr Nwanze further emphasized the importance of Africa's ability to feed itself, a goal also advocated for by the President of the African Development Bank Dr Adesina. "Investing in agricultural transformation makes both economic and moral sense. Economically, the agricultural landscape of Africa is amenable to production, but resources need to be properly managed to provide both for the poor and the expanding middle class" added Dr Nwanze.

In the thematic working group on Climate Smart Agriculture, a consensus was reached to place the concept of climate-smart agriculture at heart to increase agricultural production by 60 % by the year 2050. This echoed the COP21 Paris climate summit declaration. Climate smart agriculture (CSA) will be pivotal not only to increasing agricultural production to meet the food security needs, but also promoting adaptation to climate change and reduce greenhouse gas emission.

At the conference, 319 EU countries pledged to support agribusiness incubation in Africa noting that it was a tool that had been tested and proven to be a conduit for job and wealth creation. Mr. Daniel Gad, Managing Director of Omega Farms in Ethiopia, described the challenge of bringing investments into agriculture from a private-sector perspective as enormous. He used the example of the Dutch-Ethiopian floriculture partnership to illustrate the value of an AU-EU partnership for agricultural investment, but he also noted the mismatch in perceptions of what kinds of returns can be expected from investments. In the end, African Agribusiness Incubators' Network - AAIN was identified among AU partners that would be fronted for funding and coordination of agribusiness incubation in Africa. To this end, a documented aide memoir was presented to African Agriculture ministers for endorsement in the just concluded AU summit in Kigali Rwanda in July 2016.

AAIN Conference & Expo 2016 looms large...

The African Agribusiness Incubators' Network (AAIN) conference and expo 2016 dubbed the Largest Pan-African Agribusiness Conference & Expo is just around the corner. With only 50 days left to go the event has gained momentum garnering support from the Government of Ghana via the Ministry of Food and Agriculture who are co-hosting the event. To further create more awareness, the AAIN in collaboration with key partners the Ministry of Food & Agriculture (MoFA); Private Enterprise Federation (PEF), Farmers' Apprentice (FA), Agrimpact Consulting ECOSIB & CCLEAR incubators, Crop and Animal research institutes (CSRI, ASRI) and Guzakuza among others, on Friday, 29th July, 2016 held a Press Conference at the Airport View Hotel in Accra, Ghana to throw more light on the annual Conference and Expo scheduled for October 4th to 6th 2016.

Present during the event were Dr. Alex Ariho (CEO, AAIN), Hon. Alhassan Ahmed Yakubu. (Deputy Minister, MoFA), Angela Danson (MoFA), Nana Osei Bonsu CEO, PEF, Mr. Dan Acquaye (Agrimpact & AAIN). There also were representatives from Farmers' organizations, CCLEAR Incubator, Farmers' Apprentice; Youth Farmers' Federation among others.

The conference dubbed "Turning science into business: Inclusive Agribusiness Incubation for vibrant economies in Africa", aims to create a platform for agribusiness investment and financing opportunities to increase wealth and jobs in Africa. Dr. Ariho highlighted the purpose of the conference as one meant to narrow down the thinking of agriculture and present an array of opportunities available. Over 1,000 delegates from all over the world including key note speakers; H.E President John Dramani Mahama, Dr Akinwumi Adesina – President of African Development Bank, H.E Rhoda Peace Tumusiime – AU Commissioner for Rural Economy & Agriculture, Mr Aliko Dangote – President and CEO of Dangote group, will be present to grace the event

The conference will explore thematic areas such as megatrends and Agribusiness opportunities in Africa; Agribusiness Incubation – a bridge to industrial growth and development; Youth engagement in Agribusiness Trade and Investment in Africa; Innovative financial models as drivers for agricultural transformation in Africa; Policy and Agriculture Transformation in Africa – CAADP experiences and opportunities or non-state actors among four others.

On the second day of the conference, the African Youth in Agribusiness Day will be

launched to celebrate African youth excelling in Agribusiness. International standup comedian Kansime and a celebrated Ghanaian music artist, Manifest will be present to celebrate the youth and encourage them to consider agriculture as noble career path. The two artists will be performing at a dinner party to raise funds to drive the African youth in Agribusiness Agenda. Adding to this state of affairs, Hon. Alhassan Yakubu speaking at the press conference exhibited great enthusiasm and pledged his ministry's support to participate fully in the conference come October 4 – 6 2016. "This



Left - right is Dr. Alex Ariho CEO –AAIN, Deputy Minister of Food and Agriculture Hon Alhassan Ahmed Yakubu and Ms Angela Danson – Director Project coordination Unit of MoFA

AAIN Conference & Expo 2016 Cont...

is an opportunity that presents to the youth not just employment opportunities but to unlocking their potential to become employers.”

The conference shall have a number of events to include exhibitions, B2B match making meetings and agricultural technology bazaar. In connection with AAIN's African Youth in Agribusiness agenda, the Director of Program Coordination Unit of MoFA - Ms. Angela Danson mentioned the government's implementation of the Youth in Agriculture Program aimed at providing input and technology support for youth in agriculture. She also mentioned the Agribusiness Unit, act as an information center for young people seeking to know more about agriculture.

Nine media houses were present to take cover of the event. The event successfully gave organizers and partners the opportunity to engage with the wider Ghanaian community who are interested to participate and showcase their agribusiness innovations towards job and wealth creation.



Dep. Minister of Agriculture Hon. Alhassan Ahmed Yakubu (middle) poses for a group photo with the conference planning team & media personalities

AAIN forges partnership with Ministry of Food and Agriculture to drive agribusiness incubation in Ghana and beyond:

The African Agribusiness Incubators' Network (AAIN) on Tuesday - 26th July, 2016, paid a visit to the Ministry of Food and Agriculture to discuss a partnership agreement with the Ministry of Food and Agriculture (MoFA).

The Minister of Food & Agriculture Hon. Alhaji Mohammed Muniru appreciated AAIN's effort in developing agribusiness through its incubation model and lauded the creation jobs achieved through the interventions. Dr. Alex Ariho, CEO of AAIN appreciated the government of Ghana for its support in the establishment of the CClear and ECoSIB Agribusiness Incubators in the country through the Ministry of Food & Agriculture. Furthermore Dr Ariho mentioned the engagement was a step towards building on the history of partnership, to explore the current opportunities ahead, the good initiatives and leaderships projected in terms of incubation and finally the framework of the private sector .

The partnership seeks to work with the Ministry to achieve two major agendas; the AfDB ENABLE Youth program implementation in Ghana and to achieve the African Union Comprehensive Africa Agriculture Development Program – CAADP goals. CAADP is Africa's policy framework for agricultural transformation, wealth creation, food security and nutrition, economic growth and prosperity for all. As one of the countries which signed on to the CAADP policy framework,

Ghana will be well positioned to achieve the goals set in the declaration by partnering with AAIN, which is one of the major implementing partners working with the AU and the other 53 African countries. The other agenda for which AAIN seeks to partner with the Ministry of Food and Agriculture is to push the AfDB-IITA ENABLE program of which Ghana is one of the priority countries. The ENABLE program targets youth across Africa by providing greater access to the agribusiness

“The future focus of AAIN is working with the ministry to incubate incubators, looking for resources, engaging different partners”

enterprise opportunities, and institutional support to capitalize on with their passion and energy, as a driving force of agricultural transformation.

Director of Business Development and Partnerships for AAIN- Peter Kuria Githinji, “emphasized” that the partnership is looking at engaging with MoFA at the policy level to explore the policies that exist and

how those policies could be translated into action and then jointly mobilize resources using the different existing instruments that have been introduced in Africa.

Hon. Alhaji Mohammed Muniru minister of Food and Agriculture highlighted the need to modernize agriculture to the youth and assured support to AAIN. The minister entreated AAIN to coordinate with the country's youth in agriculture program, rebuffed the misconception that agriculture is dying, and expressed delight at the conference .



A group photo of AAIN team, MoFA team and the MoFA Minister L-R: Mr Githinji, Mr. Acquah, Mr. Moi, Mrs. Forson, (All of AAIN) Hon. Muniru; (Minister MOFA) Dr Ariho (CEO AAIN); Ms Thiong'o (AAIN); Dr. Kwame; Mr Damptey and Ms Caroline (All of MoFA)

AAIN takes a bold step towards grooming commercial seed businesses in Ghana

AAIN/FARA have made a big step in the seed business sector as “Entrepreneurship for Commercial Seed Incubation Business” (ECoSIB) an AGRA funded incubator with the support of USAID was unveiled at the Alisa hotel in Accra Ghana. Dignitaries drawn from the various sections in the Agricultural sector; Mr Osei Nsiah Akoto Ag Director of Ministry of Food & Agriculture (MoFA), the ED of FARA - Dr. Yemi Akinbamiyo, CEO AAIN, Dr Alex Ariho, Prof Richard Akromah the Provost of College of Agriculture and natural Resources- KNUST Country director of AGRA Dr Kwesi Ampofo, converged to commission ECoSIB. Other dignitaries present were delegates from USAID and NASTAG, the CEO of Agri-Impact, as well as the country leaders in seed business.

ECoSIB is an initiative of FARA - AAIN, first of its kind to deal with the seed business sector in Ghana and it aims at developing seed business entrepreneurs with requisite skills to engage in the commercial production and distribution of superior quality seeds in Maize, Rice, Yam and Soybean.

At the function, Mr Daniel Acquaye the CEO of Agri-Impact stated four key objectives that ECoSIB is poised to achieve. These include;

- To increase availability and access to superior seed varieties
- Increase productivity and profitability within the seed value chain
- Increase nutritious food production
- Create business opportunities for youth and women
- Increase incomes of small-scale seed operators



FARA Executive Director, Dr. Yemi Akinbamiyo with other dignitaries in a standing ovation to launch ECoSIB

Acumen Fund courts AAIN to support agribusinesses around incubation

On Thursday July 30th, the AAIN management team including CEO – Dr Ariho met with the two top executives of Acumen Fund – Mr Noah Ullah (Acumen global leader in agriculture) and Mr. Festus William Amoyaw (Acumen West Africa) to explore possible partnership that aims to create innovative financial tools and instruments for SMEs in agribusiness.

Dr. Alex Ariho, briefed the team on the strategic ways AAIN is positioning itself to de-risk and finance agribusiness initiatives across Africa with its African Agribusiness Incubator Fund (AAIF). AAIF supports emerging businesses and Small to Medium Scale Incubators to deepen the outreach and impact of agribusiness incubation in Africa. The investment ranges from 5,000 – 2,000,000 USD.

Speaking further, he emphasized the need for AAIN and Acumen to build the domestic capacity of businesses for them to be able to meet funding requirement. Currently, Acu-

men’s work in West Africa covers two countries and is willing to partner with AAIN and leverage on AAIN’s presence within the continent to tap untapped opportunities existing in other countries.

Mr Ullah, expressed great enthusiasm to collaborate with AAIN and congratulated AAIN for committing exceedingly to the African development agenda through incubation. “We look forward as impact investors to pro-

vide equity investment support to your graduated incubators with potential excellent business outlook” Mr Ullah added. He also stressed that AAIN and Acumen could create synergies where AAIN continues offering pre-investment support to its incubators and shortlisting those with strong business outlook enough to secure equity funding from Acumen. This he noted could be a quick way of to kick start our collaborative commitment. In all, both AAIN and Acumen agreed to collaborate on four areas key to support agribusiness development in Africa;

- Equity investment opportunities
- Joint innovative financing models development
- Pre-investment activities support
- AAIF model strengthening and collaboration
- Technical assistance to potential businesses provision
- Financing pipelines and emerging companies from AAIN incubation



Dr. Alex Ariho (centre) flanked by Mr. Noah Ullah (right) and Mr. Festus Amoyaw (left)

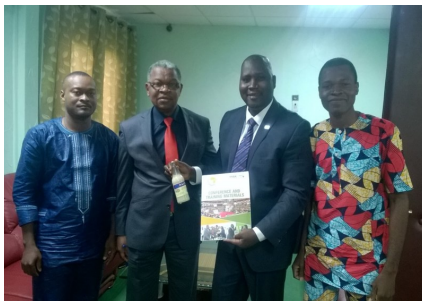
AAIN Incubator hub in Benin pays courtesy call to Benin's Minister of Agriculture, Animal husbandry and Fisheries

On July 26th 2016, Mr Patrice Sewade, Co-ordinator of SOJAGNON-NGO; Mr Gbèlidji Odouhe and Mr Martin Agboton respectively program officer and Research Assistant at SOJAGNON-NGO were received in audience by Dr. Delphin Koudande, Minister of Agriculture, Animal husbandry and Fishery assisted by Mr Mignannou Fandy. During the audience the ProSAM project funded by FARA through PAEPARD project sponsored by the European Commission and the ProSeSS project funded by the NWO/Arf of the Kingdom of the Netherlands; and the Mini agribusiness incubator hub project under African Agribusiness Incubators' Network - AAIN were presented.

The purpose of the meeting was to present SOJAGNON-NGO, ProSAM-Benin and its national partners; PAEPARD/FARA AAIN and its Partners to the Minister. The Competitive Research Fund (CRF) is a project implemented by a consortium of Beninese institutions in partnership with European partners (Wageningen University and University of Lisbon). At this occasion, the results/innovations achieved so far by ProSAM/CRF, the involvement of the private company Benin Agribusiness Incubation Hub (BAIH-Sarl) were presented. BAIH-Sarl

aims at turning research results into business for job creation for young people through technology commercialization targeting the soybeans value chain. The importance of soybean derived products in food and nutritional security and the strategy of dissemination of the results on a large scale were addressed during the meeting.

Posters and leaflets about stabilized milk, taste enhancers made with soybean "afitin" were presented and shared with the Minister and his Deputy.



From right Vodouhe Gbèlidji; Dr Koudande Delphin, Benin Minister of Agriculture; Sewade Patrice; Agboton Martin displaying the AAIN conference flyer and a soy product from the Benin mini Incubator hub.

Constraints in soybean seed systems and the wish of the consortium to make the Ministry of Agriculture the flag bearer of the strategic plan for the development of soybean seeds sector were also raised with the Minister.

The last point discussed was the nascent collaboration between the African Agribusiness Incubators' Network (AAIN) and Benin's Ministry of Agriculture. The Minister was informed about the African Agribusiness Incubators Network conference that be hosted by AAIN from 4-6 October 2016 in Accra, Ghana.

The Minister lauded Sojagnon for sharing of information on research conducted by national partners (INRAB, FSA, FUPRO) in partnership with international research partners (WU of the Netherlands and ISA - Lisbon of Portugal) and under the coordination of SOJAGNON-NGO). He congratulated the members of the Consortium for the outstanding work done and results obtained. He also noted how the initiative would go a long way to improve nutrition and economic well-being for the people of Benin.

Source: Patrice Lagnon Sewade

AAIN – IITA championing AfDB Youth ENABLE program design for Ghana

The African Development Bank (AfDB), in collaboration with the International Institute of Tropical Agriculture (IITA), has initiated a program labelled the ENABLE program (Empowering Novel Agri-Business-Led Employment) to empower youth on the continent. Along this line of action, IITA on 5th August 2016 convened a meeting in Ghana with key stakeholders to design and share experiences and lessons learnt in promoting youth employment in agriculture. This was to permit the Bank and its partners to fine-tune the ENABLE Youth program design to suite specific and targeted needs of Ghanaian youth. AAIN as one of the technical partners of the program for Africa was represented at the meeting by Dr Alex Ariho – AAIN CEO and Mr Peter Githinji

Director of Business Development and Partnerships. Others present were representatives from the Rural Enterprise Program (REP). At the meeting, Dr Ariho



drawing on his wealth of working experience across the continent, shared profound insight on agribusiness practices organized around youth empowerment

and agribusiness incubation. On the sideline, a plausible partnership between AAIN and IITA was discussed.

Prior to the meeting a two day workshop had been held in Nigeria, Abuja to design and reinforce the roles of disenfranchised young African adults through a comprehensive outreach approach, involving the provision of information, life-skills education (effective and functional job training), proven technologies and opportunities to at least 800,000 youth in 20 Regional Member Countries.

Once developed, the program will be implemented in 20 Regional Member Countries of the Bank.

The Untold story of a resilient and successful agripreneur - Graduate starts pig farming against all odds...

Today's world seems to be producing graduates who are job seekers only interested in white collar jobs but not people with innovative ideas and zeal to create jobs and impact communities. However, some graduates are pursuing their passions rather than following the all too familiar route. Meet Chukwu Emeka Mordzie who started Elohim Farms whom we would describe as resilient and successful agripreneur. A team from AAIN visited his farm recently and gathered this piece for you.

Chukwu Emeka is a young university graduate with a bachelors degree in finance. Graduating in 2013, all ways pointed him to finding a secure job and earn his livelihood. However, he ignored such voices and spent time at CCLEAR agribusiness incubator located at the Ghana Animal Research Institute to acquire knowledge and skills in agribusiness. He told the AAIN team that though he secured a well-paying job after his national service, he declined it to pursue his passion by starting a farm in 2015. With a bootstrap support of 22 piglets from the incubator, Chukwu's farm has expanded to 90 animals, 80 pigs and 10 goats in less than a year. He says the proceeds from the farm have enabled him to employ four workers since its inception.



Meet Mr. Chukwu Emeka, owner of Elohim farms

However, he has had challenges with staff retention due to a myriad of reasons including the work being stressful, dirty and low incentives. This has made Chukwu resilient and has made him learn some lessons. Observing the attitude of some youth when it comes to taking up agricultural related jobs, he advises the need for the youth to have patience and change off attitude in order to turn around the sector.

Despite the odds, Chukwu soldiers on and is hopeful things will change and he sees each day as an inspiration to do more. Aside the main pig farm, Chukwu also rears goats, has some grass cutters, a pepper farm, and tomato seedlings ready for a tomato farm. Though his busi-

ness is young, it has re-ceived much recognition. The Ministry of Food & Agriculture in Ghana awarded Chukwu the Best Pig Farmer in the Akwapim South District in December 2015. He also spent almost 4 weeks in Kenya learning how to produce pigs the Kenyan way, courtesy the Egerton University of Kenya.

When asked of challenges, he cited lack of market, labor and capital for expansion as his major challenges. Notwithstanding the challenges, Chukwu is determined and hopes to expand his farm. He has already initiated plans to secure land in the Central Region where he intends moving the farm to per-momently.

AAIN's team was proud to see transformation that Chukwu has gone through as an agripreneur and has offered to continue providing capacity development in terms of business mentorship and market linkages to ensure smooth running of the business. Working in collaboration with CCLEAR the anchor incubator, AAIN is poised to support Elohim Farms and challenge it to innovate its business processes using modern technology such as water pumps powered by solar energy to ease labor requirement on the farm.

Largest Pan-African Agribusiness Conference & Expo 2016

AICC, Accra, Ghana | 4th - 6th October 2016



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**TURNING SCIENCE INTO BUSINESS: INCLUSIVE AGRIBUSINESS
INCUBATION FOR VIBRANT ECONOMIES IN AFRICA**

AAIN forges partnership with African Agriculture Technology Foundation (AATF)

AAIN has entered into a strategic partnership arrangement with African Agriculture Technology Foundation (AATF) a continental body whose core mandate as a 'one-stop-shop' is to structure and access agricultural technologies, materials and know-how. The AATF serves as a catalyst for reforms and the creation of agricultural markets. Through this partnership AAIN aims to have a source of technologies to feed into the technology super-market of AAIN hosted under the AAIN IICE ready for uptake in the market. This will see agripreneurs get ease of access to

world class technologies that will help change the land scape of agriculture productivity and enhance farmers and agripreneurs return on investment. It will also ensure that all process along the various value chains have sufficient supply of high quality farm based raw materials which will eventually led to increased business translating into wealth for agribusiness actors.

Speaking during the partnership meeting at AATF offices in Nairobi Kenya, the Executive Director of AATF Dr. Dennis Kyttere noted that the relationship had come at a timely period

when AATF was at the peak of commercializing seed technologies across Africa and that AAIN would be a good conduit for fast tracking the processes.

Dr Donald of AATF in a rejoinder echoed the need to transform agriculture which he noted would only be realized through appreciation of the role of technology in achieving the transformation agenda.

The Regional Director in charge of AAIN business in East and Central Africa Ms. Thiong'o noted that AAIN was keen to ensure results of science were turned into viable businesses reiterating that AAIN was keen to ensure youth participation in agribusiness which would only be viable if more technologies were made available for their utilization. The meeting was attended by Dr Kyttere (AATF) Dr. Donald (AATF) Dr. Gospel AATF Mr. Kioko Mutundu (AAIN) and Ms. Njeri Thiong'o (AAIN)



L-R: Mr Kioko (CEO SVCDC); Dr Donald (AATF) Ms. Thiong'o (Regional Director East & Central Africa AAIN) Dr. Kyttere (Executive Director AATF) and Dr. Gospel (AATF)

Claiming the agribusiness incubation space....AAIN witnesses the unveiling of yet another agribusiness incubator in Kenya

As the demand for agribusiness incubators soars, AAIN has witnessed the launch of yet another agribusiness incubator in Nandi Kenya after a processes of thorough introduction and capacity development of the Nandi County agriculture department. The new incubator launched on 19th August 2016 will be focusing on four county priority commodity value chains i.e. dairy, fish, poultry and maize.

During the launch the CEC agriculture Mr. Too appreciated the role AAIN had played in ensuring the technical team had the right understanding of agribusiness incubation and noted that that the TA provided had

borne fruit and culminated in the establishment of the Nandi Agribusiness Value Chain Incubator. The incubator is supported by the ASDSP programme funded by the Government of Kenya and is one of the three pilot incubators set up in three counties in Kenya.

The incubator will provide hands-on management assistance, linkage to finance and markets, infrastructure support and exposure to critical business and technical support. Further, it will oversee technology transfer, business acceleration, and development of entrepreneurial culture to the agrovalue chain actors.

Commending the county government for the initiative and appreciating the role agribusiness incubation is playing in transforming agriculture and creating jobs and wealth for young people, the Cabinet Secretary in charge of the Ministry of Agriculture, Fisheries and Livestock Mr. Willie Bett noted that there was need to focus on technology commercialization to optimally exploit agriculture and rake in optimal returns.

He urged the community to shun conventional agriculture that has thrown Africa into perpetual poverty and emphasized the commitment of the government in creating cottage industries at the villages to help transform agriculture.

Claiming the agribusiness incubation space....AAIN witnesses the unveiling of yet another agribusiness incubator in Kenya Cont...

He underscored the need for technology adoption and adaptation along the agriculture value chains noting it was the only way farmers and other value chain actors would reap optimal benefits from agribusinesses. He reiterated the need to have technology made affordable to the users to accelerate its adoption.

AAIN pledged to continue offering technical support to the incubator to ensure optimal results of incubation processes. Congratulations to the Nandi team who have done us proud.



L-R: Mr. Willie (Board member NAVCI) Ms Thiong'o (AAIN) Dr. Kiget (CEO NAVCI) & Mr. Kioko (CEO SVCDC) during a visit to the incubator coordinating office

Incubator of Incubators Centre of Excellence (IICE) comes alive



The AAIN think tank has once again unleashed an innovative business strategy by setting up incubation centers of excellence to handle agribusiness incubation business for Africa. When mooted the idea, the firebrand AAIN CEO Dr. Ariho who worked closely with his innovative team of Mr. Githinji (Director Business development & Partnerships) and Ms. Thiong'o (Regional Director East & Central Africa) said he was excited to have the center up and running as it would be the place where agribusiness incubation would be brought to excellence. It is at the IICE that incubators would be molded into entities that will be business magnates through definition of clear income streams and business growth strategies. He stated that his vision was to have such centers set up in all regions in Africa to take care of a number of business oriented services to ensure there was sufficient capacity within the continent to deliver on the core mandate of AAIN; "incubating incubators; creating jobs and wealth".

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The one-stop-shop establishment will offer among other services support to;

- Establish, promote and enhance a world class sustainable agribusiness incubator
- Evaluate technology and design cutting edge commercialization strategies
- Develop foresight marketing for your technology adoption, localization, global market access and penetration
- Make business ideas a reality

The IICE is mooted to be a game changer in the incubation space and a gateway to Agribusiness Education and Mentorship program, Youth Employment and Transformation.

Congrats to the team and the centre must hold!

AAIN East & Central African Regional team



Nyatichi Eunice Maraga

Eunice joined AAIN Nairobi regional office on 16th August 2016 and has been deployed to handle Agribusiness Capacity Development and Administration. Eunice has just completed her Bachelor degree studies in Entrepreneurship at the Jomo Kenyatta University in Kenya. She has prior experience in workshop facilitation and training, events organizing and public relations. She enjoys travelling, networking and taking part in community development projects. Eunice is passionate about Entrepreneurship and passing knowledge and skills to young people that will help them in solving current problems such as youth unemployment and poverty in our continent. She looks forward to helping AAIN achieve its core mandate of making agribusiness a lucrative venture for the young generation. We welcome Eunice to team AAIN!



Ambrose Mbuvi

Ambrose Mbuvi joined AAIN Nairobi regional office on 16th August 2016 and has been deployed to handle Youth & Women Engagement in Agribusiness Trade and investments as well as Agribusiness Education. Ambrose just completed his Bachelors studies in Entrepreneurship at Jomo Kenyatta University in Kenya. He is passionate about early stage business development, with a keen focus on businesses in the agribusiness sector. Ambrose enjoys networking and working with the young people and offering community development and capacity building activities through the Rotary foundation, as a Rotaract member. He looks forward to helping AAIN harness the potential within the youth and women through agribusiness investment in our continent. We welcome Ambrose to team AAIN!

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