



African Agribusiness
Incubators Network

Business Development and Mentorship Support (BDMS) For Youth and Start-ups

Many entrepreneurs as well small and medium enterprises (SMEs) fail at the initial years of establishment because they lack the needed resources and skills to survive challenges at the early stage of business. They have limited access to financial products and services, and are not aware of people, networks and support services that could lead to the long term success of their businesses.

The Solution

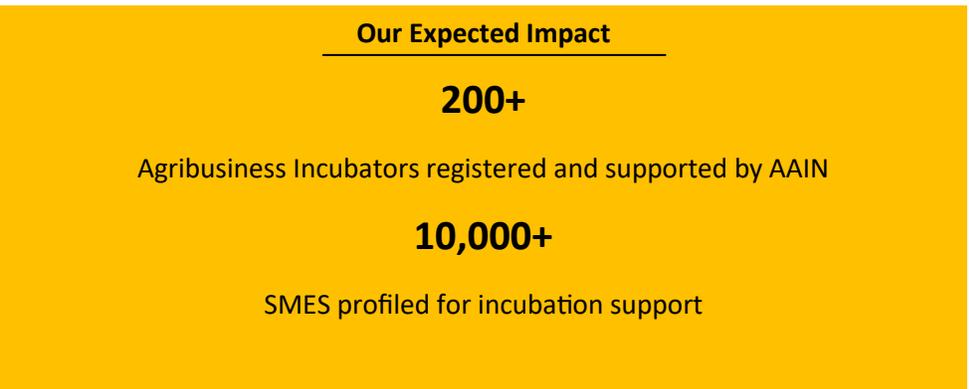
The African Agribusiness Incubator Network (AAIN) provides incubators and SMEs a pool of mentors who are trained and skilled in supporting businesses to start, survive and grow.

Through the Business Development and Mentorship Support (BDMS) For Youth and Start-ups, AAIN works directly with early stage agribusinesses, supporting their growth through the provision of knowledge, skills, networking and mentorship.

Specific support provided include:

1. **Mapping financial products and services for incubators and linkages with possible investors and associate partners:** AAIN has identified financial products and services for agribusiness development. These include grants, loans (working capital, capital investment) and a blend of these from government, international organizations, donors and private sector institutions. AAIN, through its experienced senior managers and pool of experts, is therefore able to identify the specific financial needs of its incubators/incubatees and match them to these sources of financing. AAIN provides other training for its incubators in

2. **Developing Pipeline of Bankable Incubator Business to Potential Investors:** AAIN has mentors who work with youth and startup entrepreneurs to develop bankable business plans, proposals and projects which are channeled to potential investors for funding.
3. **Development of risk mitigation models for agribusiness incubation:** AAIN supports youth and start-ups to identify various risks that are associated with their businesses and help them strategize to mitigate these risks. AAIN also provides mentorship for youth and start-ups to guide them through the early stages of business.



areas such as business skills, project management as well accounting and finance.

4. **Serving and management of structured finance model:** Youth and startups in agribusiness have unique financing needs. Traditional banks and financial institutions do not address the financing needs of start-up agribusinesses. AAIN has therefore developed tailor-made finance models that meet specific needs of youth and startups in agribusiness.

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