



AGRIPRENEURSHIP ALLIANCE

Empowering People.
Transforming Agrifood Systems.
Together.



INNOVATE



INCUBATE



IMPACT

Building viable agribusinesses.
Creating jobs.
Strengthening communities.

IMPACT PORTFOLIO

Growing Agripreneurs • Strengthening Ecosystems • Creating Lasting Impact

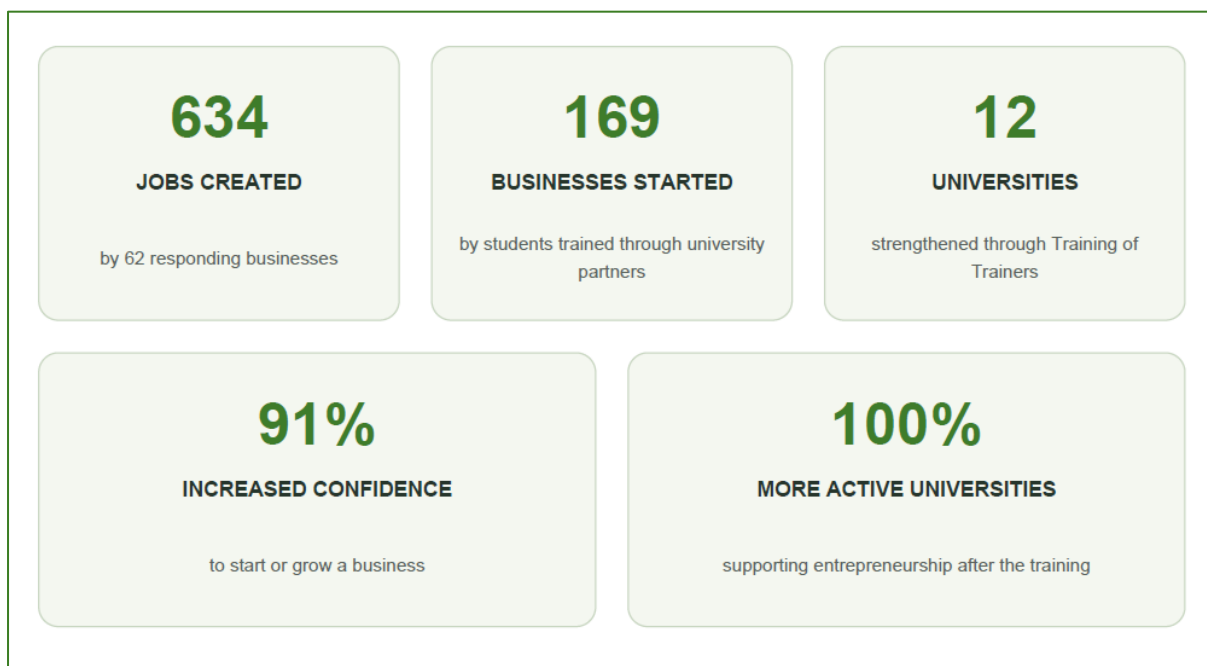


2018–2026



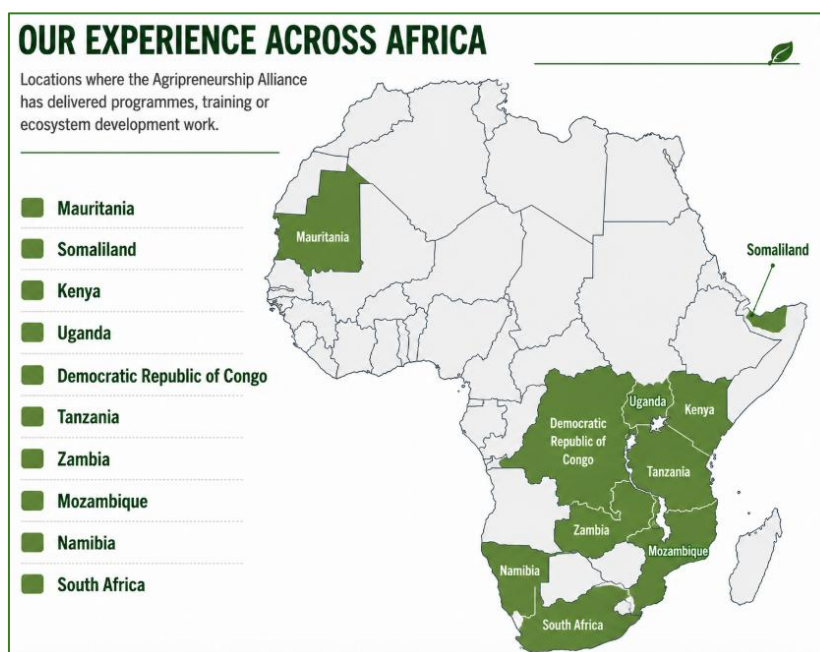
Our Impact at a Glance

Evidence from the Agripreneurship Alliance 2026 impact surveys



Training entrepreneurs alone is not enough.

Lasting impact requires capable entrepreneurs, strong institutions and connected ecosystems.



1. THE CHALLENGE

Every year millions of young Africans enter the labour market with limited prospects of formal employment, yet agrifood systems offer enormous opportunities for economic growth, job creation and food security.

However, entrepreneurs face major barriers:

- Limited entrepreneurial skills
- Weak support ecosystems
- Poor access to finance
- Limited incubation capacity
- Fragmented support services
- Weak university-industry links

10–12 million
young Africans enter the labour force
each year
~3 million
formal jobs are created annually
Source: [World Bank](#)

Training entrepreneurs alone is not enough.

Entrepreneurs succeed when they are supported by strong institutions and well-connected entrepreneurial ecosystems.

2. WHO WE ARE

Building entrepreneurial ecosystems that transform African agrifood systems

The Agripreneurship Alliance is a Swiss non-profit organisation established in 2017 to strengthen agrifood entrepreneurship ecosystems across Africa. Rather than focusing solely on training entrepreneurs, we strengthen the institutions, partnerships and support systems that enable entrepreneurs to succeed. Working with universities, governments, entrepreneurship support organisations and development partners, we help create environments in which viable agrifood enterprises flourish, generating employment, adding value to agriculture and strengthening food security.





3. WHY OUR APPROACH IS DIFFERENT

Most entrepreneurship programmes focus on individuals.

The Agripreneurship Alliance works simultaneously at four interconnected levels.

OUR APPROACH: IMPACT AT FOUR CONNECTED LEVELS

Building capacity. Strengthening institutions. Transforming ecosystems.



ENTREPRENEURS

Develop entrepreneurial skills, confidence and practical business capability through the *Entrepreneurship in African Agribusiness* training materials.



Practical skills & knowledge



Business planning



Confidence & mindset



Launch or grow a business



TRAINERS

Build local capacity through *Training of Trainers*.



Skilled & confident trainers



Quality training delivery



Continuous learning



Multiply impact



INSTITUTIONS

Strengthen universities, incubators and entrepreneurship support organisations.



Entrepreneurship integrated into curricula



Stronger incubation services



Improved systems & capacity



Stronger partnerships



ECOSYSTEMS

Coordinate stakeholders, improve entrepreneurship support services and develop locally owned action plans.



Connected stakeholders



Better support services



Locally owned action plans



Enabling environment for growth

By strengthening all four levels simultaneously,
we create sustainable impact that continues long after individual projects have ended.



More successful
agripreneurs



More jobs &
livelihoods



Stronger institutions
& services



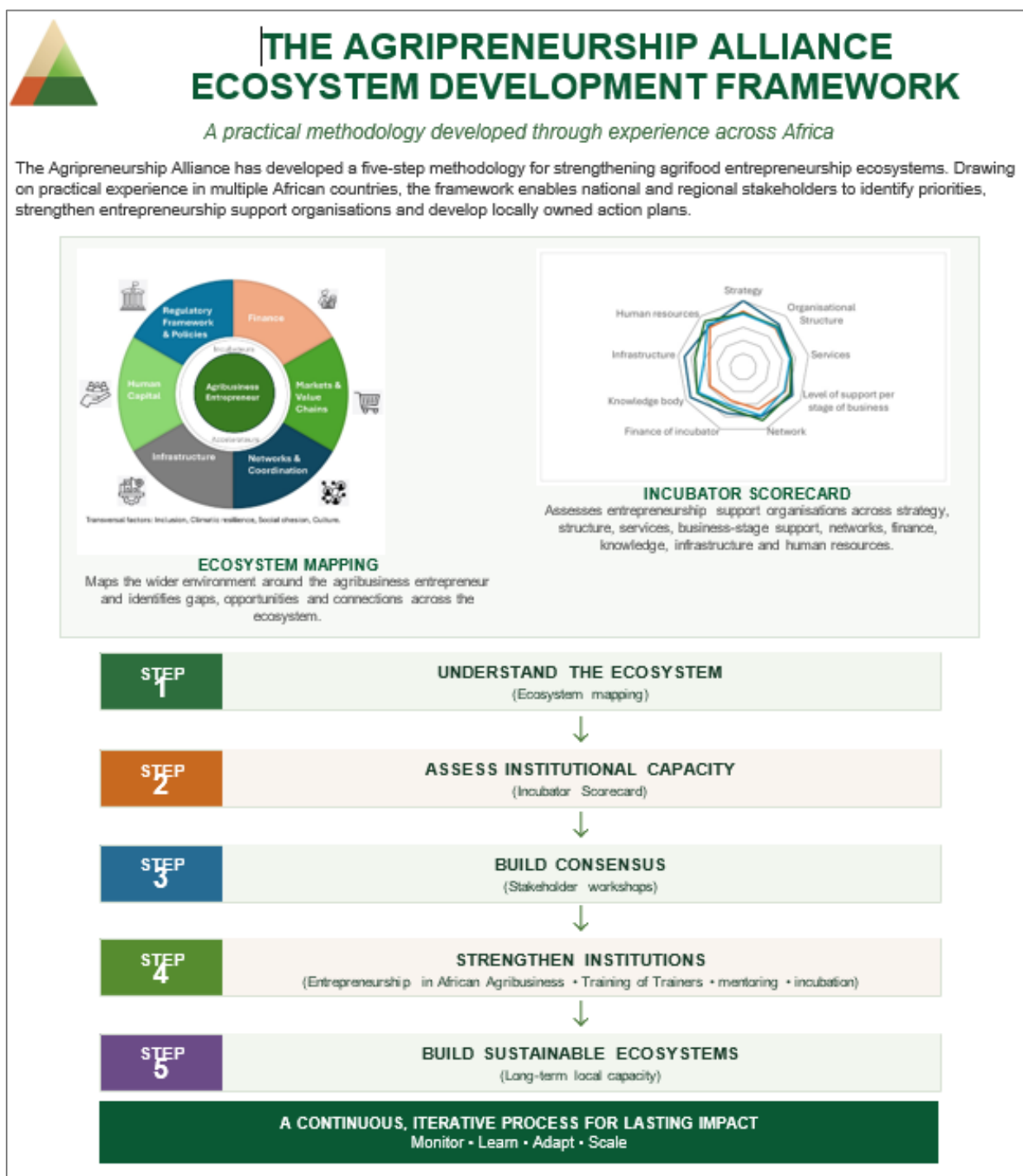
Vibrant & connected
ecosystems



Lasting impact on
food systems &
communities

<http://www.theagripreneurcourse.org>

4. THE AGRIPRENEURSHIP ALLIANCE ECOSYSTEM DEVELOPMENT FRAMEWORK



The Agripreneurship Alliance catalyses locally owned change — stakeholders define the priorities, shape the pathway forward and drive implementation.

5. EVIDENCE OF IMPACT

Building entrepreneurs

The training is translating knowledge into confidence, action and continued use.

91% reported increased confidence to start or grow a business

53% started a business following the training

34% expanded an existing business

71% continue to use the training materials

Creating businesses and jobs

The businesses created and strengthened through the programme are generating employment and economic opportunity.

62 businesses responding to the 2026 survey reported:

634 jobs created

More than 10 jobs per business on average

These figures represent responding businesses only. The total impact is greater, as other businesses established by programme participants are known to be operating but did not respond to the survey.

Extending impact through universities

Training of Trainers creates a multiplier effect, embedding entrepreneurship education within African universities and reaching successive generations of students.

Participating trainers reported that, to the best of their knowledge:

169 former students have established agribusinesses

74 of these businesses are known to still be operating

178 graduates have gone on to employment

163 have continued their education

And the institutional effect has continued:

100% of responding trainers continue to deliver the programme

100% of participating universities reported becoming more active in supporting entrepreneurship

Creating a multiplier effect

The impact extends beyond individual businesses. Former participants and trainers are now mentoring entrepreneurs, training others, supporting farmer groups, strengthening value chains and contributing to food security — multiplying the benefits of the original training within their communities and institutions.

About the data

*The impact figures presented in this publication are based on survey responses and trainer estimates collected in 2026. As not all former participants responded to the survey, these findings should be considered **conservative estimates** of the Agripreneurship Alliance's overall impact. The actual number of businesses created, jobs supported and entrepreneurs reached is likely to be higher.*



6. RESEARCH

Continental mapping of agribusiness incubation in Africa

Commissioned by FAO and expanded in collaboration with the African Union Commission, the Agripreneurship Alliance undertook a continent-wide study of the agribusiness incubation and acceleration landscape, mapping and analysing **430+ enterprise support organisations across Africa**. The research provided a baseline for understanding the strengths, gaps and development needs of Africa's agribusiness incubation ecosystem. [Read the FAO/African Union report.](#)



7. APPLYING THE FRAMEWORK

Mauritania - Building a more connected ecosystem for agrifood entrepreneurs

THE CHALLENGE

Entrepreneurship support in Mauritania was fragmented and highly concentrated in Nouakchott, leaving significant gaps in other regions. The challenge was particularly acute in **Hodh Chargui**, in the extreme east of the country close to the border with Mali. This vast, desert region faces major infrastructure constraints and is affected by regional instability and the consequences of conflict, including the presence of refugee and vulnerable host communities. **No structured incubation services were available locally**, despite the need to create economic opportunities for young people and strengthen livelihoods.

In Trarza, entrepreneurship support infrastructure existed, notably through ISET Rosso, but required strengthening and revitalisation. Across the country, coordination between entrepreneurship support actors remained limited and organisations varied considerably in their capacity to support entrepreneurs.

WHAT WE DID

Working with FAO and local partners, the Agripreneurship Alliance:

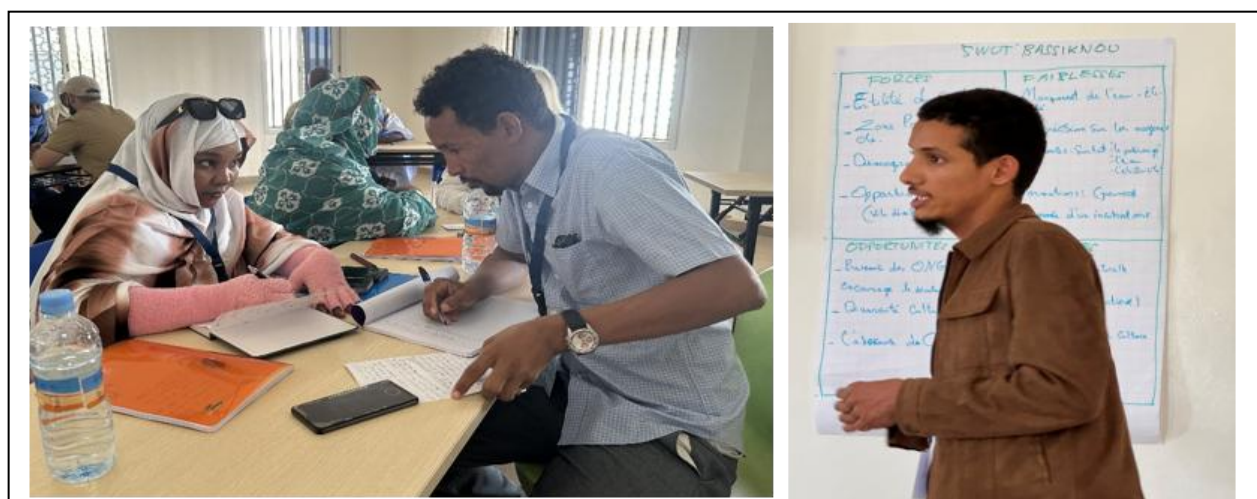
- **Mapped the entrepreneurship ecosystem** to identify support organisations, services, gaps and geographic disparities.
- **Assessed entrepreneurship support organisations and incubation capacity**, using structured diagnostics (the Scorecard methodology) to identify strengths and areas for improvement.
- **Engaged stakeholders on the ground** through consultations and participatory workshops, bringing together public institutions, universities, incubators, training organisations, youth organisations and other ecosystem actors.
- **Built institutional capacity** through training, technical support and practical tools for organisations supporting entrepreneurs.
- **Facilitated locally owned solutions**, enabling stakeholders to identify priorities, clarify roles and develop their own action plans rather than imposing an external model.
- **Addressed systemic constraints**, including access to finance and the need for stronger coordination and advocacy within the entrepreneurship ecosystem.

OUTCOMES

The process created a stronger foundation for a more coordinated and locally driven entrepreneurship ecosystem:

- **A clearer understanding of the national and regional support landscape**, including where critical gaps remain.
- **Concrete institutional strengthening priorities**, including actions to revitalise the ISET Rosso incubator and develop incubation capacity in underserved Hodh Chargui.
- **A locally agreed model for Hodh Chargui**, structured around four complementary pillars: **Awareness Raising • Training • Business Support • Incubation**.
- **Stronger collaboration and clearer roles** among local entrepreneurship support actors.
- **Locally owned action plans** providing a pathway for continued ecosystem development.
- **Greater attention to systemic barriers**, particularly entrepreneurs' access to finance and the enabling environment.

The Mauritania experience demonstrates how ecosystem mapping, institutional assessment and participatory stakeholder engagement can move a fragmented support landscape towards coordinated, locally owned action.





Northern Mozambique: From fragmented support services to a locally owned entrepreneur support network

THE CHALLENGE

Northern Mozambique is one of the country's poorest and most fragile regions. MSMEs and entrepreneurs face limited access to finance, weak infrastructure and business support services, while the insurgency in Cabo Delgado has disrupted livelihoods and forced businesses to relocate, reduce operations or close. Long distances, poor connectivity and political and security instability further constrain collaboration across the region.

TechnoServe's initial work under the Oholo programme found that the business development services essential for MSME growth were **weak or, in some areas, non-existent**. Existing support organisations were fragmented, with limited coordination, variable capacity and significant challenges in achieving long-term financial sustainability.

The challenge was therefore not simply to strengthen individual support organisations, but to build the connections and collective capacity needed for a functioning entrepreneurial ecosystem in a highly challenging environment.

WHAT WE DID

Working with **TechnoServe** and local partners, the Agripreneurship Alliance:

- **Mapped the MSME support ecosystem** and analysed the organisations providing business development and entrepreneurship support across Northern Mozambique.
- **Applied the Agripreneurship Alliance Scorecard**, assessing 29 support organisations of different types, identifying strengths, weaknesses and priorities for institutional development.

- **Analysed sustainability models** and identified critical gaps in strategy, governance, financing, mentoring, market access, impact measurement and collaboration between support organisations.
- **Engaged 54 organisations across the Nacala Corridor** through questionnaires, consultations and participatory workshops in Nampula and Pemba, enabling stakeholders themselves to identify priorities and determine the structure of a regional network.
- **Supported the design and establishment of a locally owned network**, including its legal structure, governance arrangements, business plan and strategic and operational framework.

OUTCOMES

The process moved from ecosystem diagnosis to **locally owned action**:

- **RECAE** — Rede de Cooperativas de Apoio ao Empreendedor Limitada — was formally established on 3 December 2024, with **28 founding members** from entrepreneur support organisations across the Nacala Corridor.
- Stakeholders themselves defined the network's priorities, including **capacity building, advocacy and the development of commercial services**, and selected a cooperative as the structure best suited to their needs.
- A locally governed structure was established, supported by a **strategic plan, operational framework and business plan** to guide its future development.
- Most importantly, the process created **local ownership of both the priorities and the pathway forward**, enabling the organisations themselves to take responsibility for strengthening their entrepreneurial ecosystem.

The experience in Northern Mozambique demonstrates the Agripreneurship Alliance approach in practice: diagnose the ecosystem, identify institutional strengths and gaps, bring stakeholders together to define their priorities, and equip them to take forward their own locally owned solutions.



Scaling the Approach

The Agripreneurship Alliance Ecosystem Development Framework is designed to be adapted to different national and regional contexts. Future programmes can combine ecosystem mapping, institutional assessment, capacity building and stakeholder engagement according to local needs — creating the evidence and collaborative process through which stakeholders define and implement their own pathway forward.

A common methodology. Adapted to local realities. Driven by local ownership.

8. WHY PARTNER WITH THE AGRIPRENEURSHIP ALLIANCE?

✓ Proven methodology

A practical framework combining ecosystem mapping, institutional assessment, capacity building and stakeholder engagement.

✓ Research & evidence-based approach

Combining continental research, ecosystem analysis and field evidence to identify priorities and inform action.

✓ Local ownership

Stakeholders define the priorities, shape the pathway forward and drive implementation.

✓ Institutional strengthening

We build the capacity of universities, incubators and entrepreneurship support organisations to deliver lasting support to entrepreneurs.

✓ Practical experience across Africa

Our approach has been developed and refined through work with entrepreneurs, institutions and ecosystems in diverse African contexts.

✓ Long-term sustainability

We strengthen local capacity and connections so that progress can continue beyond the life of an individual project.

9. AGRIPRENEURS IN ACTION

A selection of agripreneurs whose journeys illustrate the diversity of businesses, innovations and impacts emerging from the Agripreneurship Alliance programme.



Mackline Asingwire | Fish farming | Uganda

Produces 2,000 tilapia per bi-annual cycle, building a sustainable aquaculture business while contributing to local food security and demonstrating the potential of fish farming as a source of enterprise and livelihood opportunities.

Gordon Odira Abich | Watermelon farming | Kenya

Developing a commercial watermelon farming enterprise and turning agricultural production into an entrepreneurial opportunity.



Vincent Okot | Organic mushroom farm | Uganda

Developing a mushroom farming enterprise around a high-value agricultural product with opportunities for local production and income generation.

Murhabazi Safari Justin | Pork value chain | Democratic Republic of Congo

Building a pork value-chain enterprise and creating local value despite the insecurity and difficult operating environment of eastern DRC.





Naswirah Nalukwago | Rabbit farming | Uganda

Developing rabbit farming as an agribusiness opportunity and an alternative source of food and income. Training local farmers in rabbit farming and consolidating supply to market.

Jane Lewinsky Mozere | Mulberry value addition | Kenya

Creating value from mulberry production, including tea, and demonstrating opportunities for diversification into higher-value products.



Armiye Ahmed Mohamed | Garlic farming | Somaliland

Established Ugbad Garlic Production to supply locally produced garlic to the Somaliland market, despite a challenging environment characterised by limited infrastructure and access to resources.

Sylvia Natandula | Black Soldier Fly farming | Uganda

Using Black Soldier Fly production to develop an innovative source of animal feed and contribute to more circular agrifood systems.



Dorteia Nakandjibi | Agri-Market Hub | Namibia (mobile app)

Using a digital marketplace to connect smallholder farmers more effectively with agrifood markets



Hamse Abdirahman | Sheep fattening | Somaliland

Established a sheep-fattening enterprise in Sheikh, a remote region of Somaliland, demonstrating the potential for young people to build agribusinesses despite limited infrastructure and market access.

10. TESTIMONIES

Fahad | Kenya | Participant Cohort 1 | Egerton University | 2018

FROM PARTICIPANT TO ECOSYSTEM BUILDER

“My journey with the Agripreneurship Alliance Programme transformed not only my career but also my purpose.”

After completing the Entrepreneurship in Agribusiness programme, Fahad made a commitment to share what he had learned with other young entrepreneurs. He pursued further mentorship in entrepreneurship and business development, before joining the **AGLEAD Incubation Hub in 2021**, where he supported aspiring entrepreneurs through incubation, training and innovation initiatives. After completing his master's degree in 2024, he became **Entrepreneurship and Business Development Officer at the TAGDev Centre and Hub Manager of EgerHub, Egerton University's business incubation hub**. Today, he leads entrepreneurship training, incubation, mentorship and enterprise development programmes for students, graduates and community entrepreneurs, while pursuing a PhD focused on entrepreneurship.

“Through both research and practice, I am committed to strengthening entrepreneurship education, improving business development services, and creating opportunities that enable young entrepreneurs to transform ideas into sustainable enterprises.”

Nathanaël | Participant Cohort 4 | Democratic Republic of Congo | 2022 | Université Catholique de Bukavu

« Concernant notre évolution, notre entreprise HARISANFARM évolue très bien. La saison dernière, nous avons élargi notre production sur 7 hectares. »

("Regarding our progress, our company HARISANFARM is evolving very well. Last season, we expanded our production to 7 hectares »).

Nathanaël developed **HARISANFARM**, a bean production enterprise in eastern Democratic Republic of Congo. As the business grew, the income it generated enabled him to diversify into **money transfer and mobile money services**, creating a second source of revenue alongside his agricultural activities. Today, the two activities support a **team of nine people, including five permanent members**, and generate annual revenues of approximately **US\$4,000–6,000**.

This progress has been achieved in an exceptionally difficult environment. Continuing insecurity in eastern DRC affects important aspects of the business and creates significant constraints on its operations.

« Une autre précision de taille, la crise sécuritaire que connaît l'Est de la RDC nous entrave dans quelques activités importantes pour notre business. »

("Another important clarification is that the security crisis in eastern DRC is hindering us in some important activities for our business")

11. LOOKING FORWARD – SCALING WHAT WORKS

The Agripreneurship Alliance is building on eight years of experience to expand an integrated model that combines entrepreneur development, institutional strengthening and ecosystem transformation.

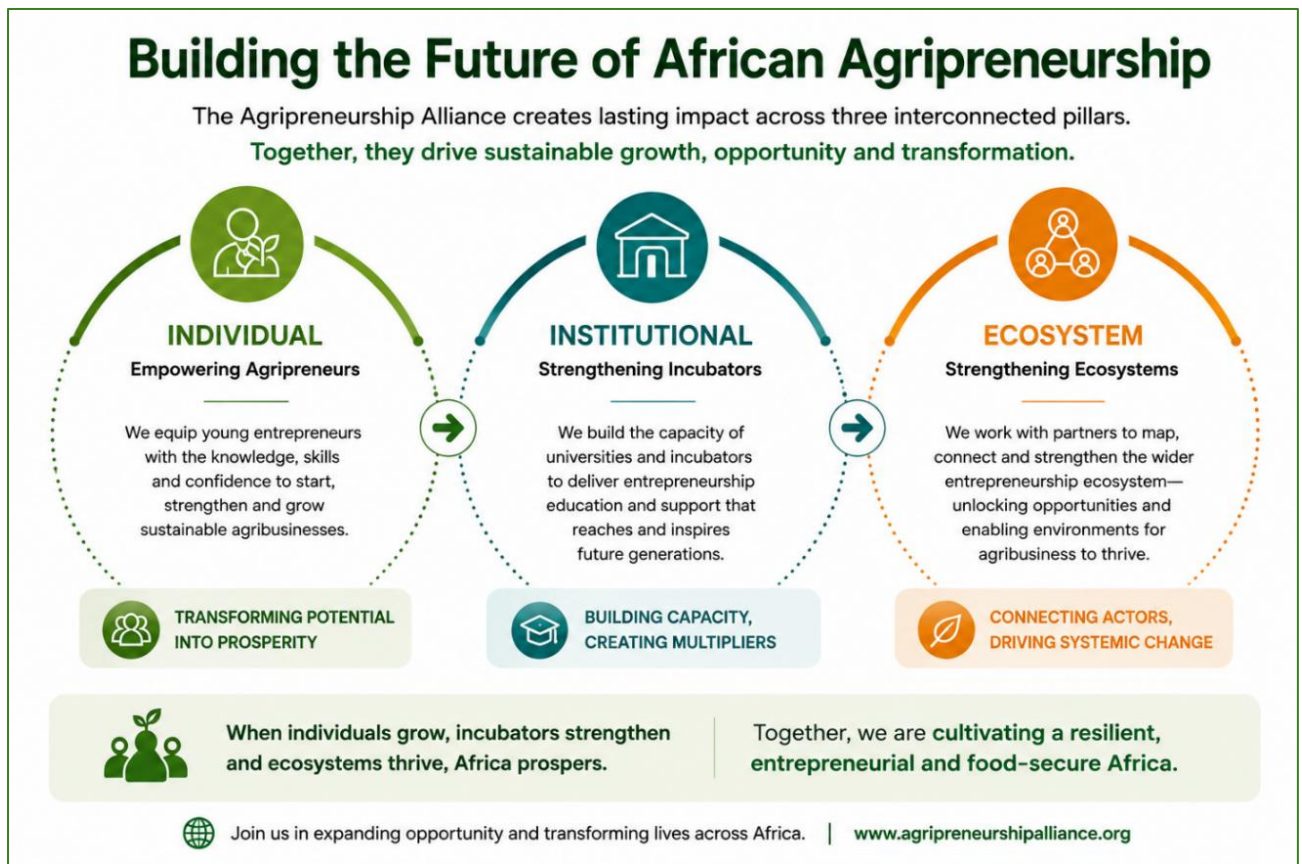
- **Scale Entrepreneurship in African Agribusiness** — freely accessible in English, French and Arabic
- **Expand Training of Trainers** through universities and entrepreneurship support organisations
- **Apply the Ecosystem Development Framework** in new countries and regions
- **Strengthen incubation and entrepreneur support institutions**
- **Support locally owned ecosystem coordination and policy dialogue**
- **Build the evidence base** through longitudinal impact measurement and applied research.

- We are currently seeking funding to develop the **“Baobab Model”** which is a transferable market-led approach to agrifood entrepreneurship that connects local entrepreneurs, producers and culture with established consumer demand. Using Livingstone’s growing tourism economy in Zambia as its first proof of concept, Baobab creates a space where young people can develop and trade real food businesses, celebrate and share Zambian food and culture, building genuine connections between local communities and visitors. The model combines entrepreneurship development, live market experience, local sourcing and cultural empowerment to create viable enterprises while retaining more tourism value within the local economy.

Local food • Local enterprise • Local culture • Shared experience



12. CONCLUSION



Growing Agripreneurs

Strengthening Ecosystems

Creating Lasting Impact

We welcome partnerships to bring this approach to new countries, institutions and entrepreneurial ecosystems across Africa.



AGRIPRENEURSHIP ALLIANCE

Steven Carr | CEO

steven@theagripreneur.org

Anne Roulin | President

anne.roulin@theagripreneur.org

Website | www.theagripreneur.org

Entrepreneurship in African Agribusiness | www.theagripreneurcourse.org



**Agripreneurship
Alliance**