



**INVESTING IN ONE
ENTREPRENEUR AT A TIME**

Content

Message From Executive Director 03



Message From Board Chair 04



About KIC Partners 05

Winners of AgriTech Challenge Pro Announced 6 - 9



KIC organizes orientation for executives of Young Agripreneur Forum (YAF) 10



KIC onboards 5 new universities unto AgriTech Challenge 11

Visit of Kosmos Energy Global Team
Visit from University of Connecticut
KIC signs partnership with ACDI/VOCA 12



KIC, Mastercard Foundation build the capacity of young women in agripreneurship 14



Message from the KIC Executive Director



Benjamin Gyan-Kesse
Executive Director

Dear Partners, Stakeholders, and Collaborators, we are pleased to share with you highlights of KIC for the first quarter of 2023.

Through expansion of our AgriTech Challenge Classic programmes to additional universities, there was an onboarding orientation programme for all the new universities to the programme.

Our team has also been on the ground for validation field trips to the business locations

of AgriTechies on this year's AgriTech Challenge Pro. We are happy to announce also the winners from the final pitch of the AgriTech Challenge Pro.

This quarter we also highlight some of KIC's work on empowering women through the Women's Bootcamp aimed to supporting young female entrepreneurs.

With the increasing need to promote agricultural opportunities to young people, KIC is happy to announce the inclusion of the Young Agripreneur Forum (YAF) in its programme portfolio.

Working together with our key partners the Mastercard Foundation and Kosmos Energy, we are committed to promoting youth employment within the agricultural sector, one entrepreneur at a time.

Wishing you a pleasurable read!

Motivational Message from KIC Board Chair



Joe Mensah
Board Chairman

It has been 5 intensive months of training and working while accelerating on your projects. I am happy that you have come this far. Know that there are a lot of people supporting you to see you succeed in your endeavors as you create social transformation. KIC Leadership is committed to the vision of creating social impact by powering innovation.

We are in complex economic times, and this calls for innovative thinking and solutions, but also cross collaboration and execution with likeminded as well as diverse teams to change

the future of the Agric value chain in Ghana and across the continent of Africa

You are all winners in your right! The lessons, interactions, skills, resource and networking opportunities you have acquired over the last months are priceless and will shape your businesses into viable enterprises that will not only create economic gains for yourselves, but also job opportunities for other young people. This will also go a long way to improve the livelihoods of many farmers and agricultural sector players within the value chain.

For the investor community, I urge to take up some of these businesses and business ideas and help them scale up to create opportunities not only in Ghana but across the sub-region, the African continent and beyond.



Our Partners



About the Mastercard Foundation

The Mastercard Foundation works with visionary organizations to enable young people in Africa and in Indigenous communities in Canada to access dignified and fulfilling work. It is one of the largest private foundations in the world with a mission to advance learning and promote financial inclusion to create an inclusive and equitable world. It was established in 2006 through the generosity of Mastercard when it became a public company. The Foundation is an independent organization, and its policies, operations, and program decisions are determined by its own Board of Directors and senior leadership team. It is a registered Canadian charity with offices in Toronto, Kigali, Accra, Nairobi, Kampala, Lagos, Dakar, and Addis Ababa. For more information on the Foundation.

please visit: www.mastercardfdn.org

About Kosmos Energy

Kosmos Energy is a leading deepwater exploration and production company focused on meeting the world's growing demand for energy. We have diversified production, and a world class gas development and value creation opportunities for exploration in the proven basins where we operate. As a responsible company, we are working to supply the world's energy needs today, find and

develop cleaner energy to advance the energy transition, and to be a force for good in our host countries

About Cargill

Cargill's 155,000 employees across 70 countries work relentlessly to achieve our purpose of nourishing the world in a safe, responsible and sustainable way. Every day, we connect farmers with markets, customers with ingredients, and people and animals with the food they need to thrive. We combine 157 years of experience with new technologies and insights to serve as a trusted partner for food, agriculture, financial and industrial customers in more than 125 countries. Side-by-side, we are building a stronger, sustainable future for agriculture.

For more information, visit Cargill.com and our [News Center](#).

About Cargill in Ghana

Cargill has been sourcing cocoa from Ghana for over 40 years and in 2008 opened its state-of-the-art cocoa processing facility in Tema, where it produces Cocoa Powder and butter production. Today the company has around 550 permanent and temporal employees processing cocoa products to service food and confectionary customers locally and around the world. In 2016 Cargill added a licensed buying company (LBC) to its Ghanaian footprint. The LBC operations offering employment to 320 permanent and temporal staff brings innovative ways to trade with our farmers placing emphasis on our sustainability and traceability efforts.



2023 AgriTech Challenge Pro Winners

Winners of 2023 AgriTech Challenge Pro announced

The winners of the 2022/2023 Kosmos Innovation Center (KIC) AgriTech Challenge Pro were announced in a final pitch competition held in Accra on Friday March 24, 2023. This comes after months of extensive training on entrepreneurship and business development, with coaching from a team of experts drawn from academia, business, industry, civil society, and government.

The KIC AgriTech Challenge Pro competition provides a platform for young entrepreneurs to showcase their innovative ideas and businesses, and compete for funding support while receiving skills that help them develop their business modules and strategies. Participants are drawn from the AgriTech Challenge Classic program and from a pool of existing start-ups who are ready to nurture their business for investor readiness.

The teams were coached and mentored by the following universities: University of Cape Coast, the University of Ghana, the Kwame Nkrumah University of Science and Technology, the University for Development Studies and the SD Dombo University of Business and Integrated Development Studies.

Among those present at the event were KIC Board Chair Mr. Joe Mensah, members of the KIC Board, representatives from Kosmos Energy, Mastercard Foundation Country Director Rosy Fynn, as well as other stakeholder organizations across the innovation and agribusiness ecosystem in Ghana.

This year's edition of the AgriTech Challenge Pro forms part of the implementation of a multi-year partnership agreement with the Mastercard Foundation to train the next

generation of young leaders and entrepreneurs in Ghana's agriculture sector. Twenty start-ups competed for a total prize pool of \$350,000. At the end of the pitch competition, Kodu Technology (University for Development Studies) and Agro Empire (University of Ghana) each won \$50,000. AgroCold Ghana (University of Cape Coast) won \$40,000. DorthNoch, Awunpara, and Wobil Technologies (Kwame Nkrumah University of Science and Technology) each received \$20,000.

JAASGrow (University of Cape Coast), Sagrisalma (University for Development Studies), King Tractor and KigoAgro (SD Dombo University of Business and Integrated Development Studies), and AquaMet (University of Ghana) won \$30,000 each.

In addition to funding support, the winners will continue to receive mentorship and coaching from the Kosmos Innovation Center team and its experts and will collaborate with the business incubation and innovation hubs from the campuses from the programme's partner university campuses.

Speaking at the event, KIC Executive Director Mr. Benjamin Gyan-Kesse reiterated the Center's commitment to creating opportunities for young people in Ghana to thrive within the agribusiness sector by leveraging sustainable, viable, and market-ready business ideas within the value chain.

"At KIC, we are proud to be supporting young entrepreneurs to take their business ideas to the next level. The future of AgriTech in Ghana

is promising, we will continue to support young people to create economic and social impact. KIC believes in the potential and power of young people to be changemakers and active drivers of their development," he said.

Ms. Rosy Fynn, Country Director of the Mastercard Foundation in Ghana, emphasized the Foundation's commitment to impacting the lives of young people in tech and agriculture, in line with its Young Africa Works strategy.

Kosmos Innovation Center (KIC) is committed to empowering young people to find innovative and entrepreneurship opportunities within the agricultural value chain. Some past winners of the competition include Trotro Tractor, Agro Innova, Complete Farmer, TechShelta, Nvoicia, Soil Solutions, AiScarecrow, Prosect Feed, OASAL Group, FruitFlour, Agrimercarb, Farm Asyst, Farm Estate, Asa Nwura, BOOD, Maku Foods, Demi Pearl, and Delsoy.

These businesses have gone on to expand their operations, impact livelihoods, and improve local communities.



KIC Executive Director with the KIC Board Chair and executives from Mastercard Foundation and Kosmos Energy

Photo Gallery: Final Pitch Competition



Photo Gallery: Final Pitch Competition & Pre-Pitch Team Building





KIC organizes orientation for executives of Young Agripreneurs Forum (YAF)

On 22nd March 2023, KIC organized an orientation for the new executives of the Young Agripreneurs Forum (YAF). The event was held at KIC Innovation Hub in Accra. YAF is a student-led medium to share and exchange ideas, interests and engage in agriculture related activities. The programme objectives involves changing mindsets, improving understanding and building entrepreneurial skills to equip students to start and run a viable business in agriculture.

A total of 27 participants attended the training. YAF activities will include masterclass, webinars and seminars on agricultural related subjects, industrial study tours, internships, exchange programmes among others. The aim is to improve students' understanding and

appreciation of agriculture through learning experiences as well as create the platform for students to engage with players within the agribusiness sector at all levels both from policy, industrial and active practice. Participants were taken through key activities such as an overview of YAF, Safeguarding policy, Finance and Budgeting of their activities, Monitoring and Evaluation, Communications and Brand Guidelines. The executive from the participating universities also proposed their plans and activities.

In his opening remarks, the Executive Director of Kosmos Innovation Center, Benjamin Gyan-Kesse said, "Through the Young Agripreneurs Forum, we aim to inspire a new generation of agricultural leaders who will innovate and revolutionize the agricultural sector, paving the way for a sustainable and prosperous future." The participants were drawn from 5 universities from phase one of the KIC programme.

KIC onboards 5 new universities unto AgriTech Challenge



From the 21st to the 22nd March 2023, KIC organized an Orientation Programme for 5 new universities that have signed unto a partnership with KIC to implement the AgriTech Challenge Classic, Pro and Young Agripreneur Forum.

These new universities include Ho Technical University (HTU), from the Volta Region, Bolgatanga Technical University (BTU), from the Upper East Region, Takoradi Technical University (TTU), from the Western Region, Koforidua Technical University (KTU), from the Eastern Region and University of Energy and Natural Resources (UENR) from the Bono Region.

This brings to a total of 10, the number of universities KIC is partnering with to support youth entrepreneurship in AgriTech and agricultural adjacent value chains, under its multi partnership agreement with the Mastercard Foundation.

The orientation was meant to introduce the new implementing partners to what KIC is about and to understand the operation procedures and standards of KIC. It also introduced all the partners of KIC to the new schools onboard. Speaking at the Orientation programme, the Executive Director for KIC mentioned KICs vision of empowering young people through coaching, and skills training to take up opportunities within the agricultural sector.



Signing of MOU with UENR

Visit of Kosmos Energy Global Team



Global team visits Agro-Innova, a KIC start-up from the 2017 cohort

On 27th January, a team from Kosmos Energy Ghana paid a working visit to KIC. On 22nd March 2023, the Kosmos Energy Global Team from US, Africa and the UK, paid a working visit to KIC. This was part of a working visit to Ghana. The team had an interaction with the KIC team on the implementation of programmes. There was also a visit to Ecole Ronsard, one of the participating schools in the School Farm Competition,



Interactions on KIC program overview

as well as a visit to Agro Innova, one of KIC start-ups. The team included Ms. Olivia Reynolds, the Vice President in Charge of Sustainability and ESG for Kosmos Energy UK



Visit to Ecole Ronsard

Visit from University of Connecticut

University of Connecticut faculty and students visited KIC on 4th January to understand KIC's impact in the agricultural sector. The University of Connecticut cohort had an insightful time interacting with some of our KIC businesses including TroTro Tractor, Agrimercarb and Grow For Me.

KIC signs partnership with ACDI/VOCA

KIC signs partnership with ACDI/VOCA for the implementation of the USAID Feed the Future Market Systems and Resilience activity with the lead implementer being ACDI/VOCA and its partners. The partnership will run for the next 4years, starting March 2023 to December 2026.

107

thousand+

Smallholder farmers benefiting from KIC Incubator and Booster Programmes

\$2.5

million+

Seed funding raised by KIC start-ups.

800+

livelihoods affected by KIC

10

**partnering
universities**

1,500+

young leaders

trained in business skills and entrepreneurship

127

MSMEs have received capacity building

128

thousand+

reached through awareness creation

72 (55.4%)

Women-led MSMEs have received capacity building

5558

Students (13-18 year old) trained through partnership with Blue Skies School Farm competition.

2089 (36%)

Females trained through Blue Skies School Farm competition partnership

648 (43%)

Total number of women trained

KIC, Mastercard Foundation build the capacity of young women in agribusiness



Participants at Women's Bootcamp having an energizer

KIC and Mastercard Foundation have organized a three-day women's bootcamp to support female entrepreneurs and ambitious ladies with dreams of becoming entrepreneurs in the agribusiness sector with necessary tools, skills and capacity building. The southern sector event took place in Ho, in the Volta region of Ghana from the 30th of March to 1st April 2023. Participants were from Eastern, Central, Greater Accra and Oti regions. The event is the first in a series of three other training courses to take place across the country this year. Through the women's bootcamp, KIC aims to train more than 20,000 young women from 2022 to 2025 and offer them alternative pathways to either run a viable business or get placed in a dignified job.

Within the agribusiness sector, there are fewer female entrepreneurs due to the perceived nature of the industry. The women's program provides capacity-building and practical skills training for students, graduates and female business owners, invests in changing the

mindset and perceptions of young people, and positions agribusiness as an exciting career choice for women.

Speaking at the event, the Executive Director for KIC, Benjamin Gyan-Kesse, reiterated KIC's commitment to bridging the gap of women's participation in the agribusiness and agricultural technology by supporting women-led viable businesses.

"The women's bootcamp forms part of a partnership agreement between KIC and the Mastercard Foundation to train women entrepreneurs equipping them with business viable skills. KIC programmes aim to have a 50% inclusion of women," he said.

Mercy Tuffour is the Gender and Safeguarding Specialist of KIC. She highlights KIC's support to individual women participants on the programme to scale-up through the practical skills and trainings received. "This year's women's bootcamp for the southern sector has seen many participants join and we are looking forward to supporting them on their entrepreneurial journey towards creating social impact in the agricultural value chain. "We look forward to the other bootcamps to be organized for the middle and northern belts in the coming months," she added.



IN PARTNERSHIP WITH



Partnering Universities



UNIVERSITY OF CAPE COAST
CAPE VARS • UNIVERSITY OF CHOICE



**UNIVERSITY
OF GHANA**



**KWAME NKURUMAH UNIVERSITY
OF SCIENCE & TECHNOLOGY**



**SD DOMBO UNIVERSITY OF BUSINESS &
INTEGRATED DEVELOPMENT STUDIES**



UENR | University of Energy
& Natural Resources



**UNIVERSITY FOR
DEVELOPMENT STUDIES**



**TAKORADI
TECHNICAL
UNIVERSITY**



**HO TECHNICAL
UNIVERSITY**



**BOLGATANGA
TECHNICAL UNIVERSITY**



**KOFORIDUA
TECHNICAL
UNIVERSITY**

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