Agribusiness Incubation Component 1 – The Basics
At your table, please introduce yourself

- your name
- your country
- your incubator
- If you were a vegetable, which one and why!

Thank you
Introduction to Your Module 8 Trainer(s)

**Trainer A**

Please use this bullet point format to include information about the background of each trainer.

- Information
- Information
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**Trainer B**

Please use this bullet point format to include information about the background of each trainer.

- Information
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Welcome & Introduction

AGENDA

AGRIBUSINESS INCUBATOR TRAINING

- Overview
- Basics
- Value Chain
- Marketing
- Lunch
- Networking
- Into the Future
- Closure

NEEDS

How to:
- Strengthen Networks
- Communicate with Stakeholders
- Help other Managers
- Move toward financial and eco-sustainability

GUIDELINES

- Make every minute count
- Share the air and your best

OUTCOMES

Able to:
- ID 5 Types: pros and cons
- ID Value Chain to Market
- Add Value for Marketing
- Densify Network
- Plan Action

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You will be able to:

- **State how agribusiness incubators differ from other business incubators**
- **Define the purpose of agribusiness incubators**
- **Identify 5 models of agribusiness incubators and their pros and cons**
- **Indicate which model most closely matches your incubator**
Component 1:

AGRIBUSINESS INCUBATION BASICS
WARM-UP Activity - 15 minutes

Think for a minute about what makes agribusiness incubation different from other incubators. Jot down your ideas....

At your table, share briefly and be prepared to offer an idea or two in a few minutes.
1. Definition of Agribusiness Incubators

An Agribusiness Incubator is an organization that nurtures innovative, early-stage agribusinesses so they can become competitive businesses.

The incubation process provides a combination of:

- Shared facilities and equipment
- Business development, market access, technology assessment
- Financial services
- Mentoring and networking
2. What makes Agribusiness Incubation different?

What makes agribusiness incubators different?
2. What makes Agribusiness Incubation different?

- Must compensate for unique, high-risk features of agribusiness markets
- Fill in missing links in farm to market chains
- Move from low value commodities to valued added products
- Coordinate policy, strategy & investment priorities in business ecosystem & w/ governments
- Must link different rural and urban commercial cultures, business processes

Ultimately they drive agribusiness development at the sector level.
3. Purposes of Agribusiness Incubators

Key Purpose: To develop and launch competitive agribusiness SMEs. To transform poverty traps to new models for growth:

- Identify and adopt technologies appropriate for specific agribusiness enterprises
- Identify and motivate entrepreneurs in agribusiness enterprises, frequently in rural areas

To accomplish this:
- Create new markets for labor, capital and entrepreneurship in agribusiness
- Strengthen farm to market chains
- Align and coordinate disparate policies and actions in the agribusiness system
- Strengthen sector competitiveness
4. Approaches for Growth of Commercial Agriculture and Agribusiness

- **Target Point**
  - Efficient Farm-to-Market linkages
  - Rapid Technology Absorption
  - Incentives to Invest
  - Opportunities to Create Wealth

- **Value Chain Development**

- **Agribusiness Incubators**

- **Facilitate Large-scale Agribusiness Investment**

- **Invest in Farm-level Organizations**

**Starting Point**
- Inefficient Farm-to-Market linkages
- Slow Technology Absorption
- No Incentives to Invest
- Wealth Opportunities mainly through Rents
5. Three Basic Types of Agribusiness Incubators

1. AGRIBUSINESS VALUE CHAIN / SECTOR DEVELOPMENT INCUBATORS

2. AGRICULTURAL RESEARCH & COMMERCIALIZATION INCUBATORS

3. TECHNOLOGY TRANSFER INCUBATORS
Basic Types of Agribusiness Incubators...

1. AGRIBUSINESS VALUE CHAIN / SECTOR DEVELOPMENT INCUBATORS

- Aim to develop entire agribusiness sectors and provide a range of services
- Incubators that specialize in integrating critical elements of the supply chain, providing market access to small-scale farmers and support the creation of new enterprises that fill gaps in the supply chain.

(MEXICO)

(MOZAMBIQUE)

(SOUTH AFRICA)
2. AGRICULTURAL RESEARCH & COMMERCIALIZATION INCUBATORS

- Facilitate transfer of technology from institutions of higher learning and research centers
- Stimulate the creation of new enterprises
- Foster diffusion of new technologies

Basic Types of Agribusiness Incubators...

(INDIA)

(BRAZIL)

(UGANDA)

(INDONESIA)
Basic Types of Agribusiness Incubators...

3. TECHNOLOGY TRANSFER INCUBATORS

- **Low Tech**: Incubators specializing at the grass roots, supporting innovation and entrepreneurship and incubating a diversity of small scale in under-served rural areas.
- **High Tech**: An incubator which focuses on facilitating the transfer of technology across borders and across corporate boundaries in the multiple forms of Intellectual property (IP), contract manufacturing, and joint technology ventures.
6. Pros & Cons of Agribusiness Incubators
ACTIVITY – What Type of Incubator are You?

What type of incubator are you?

Discuss the pros & cons
Stay Tuned!

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