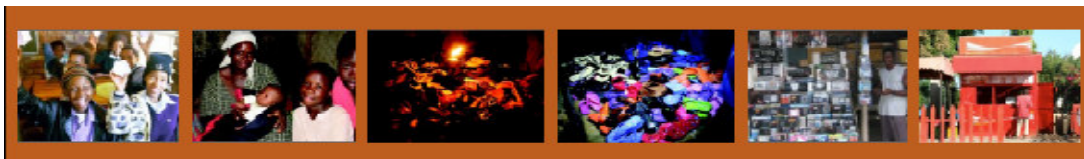




CATALYZING MARKETS FOR MODERN LIGHTING

# Lighting Africa Financing Resource Guide

International Finance Corporation/ World Bank Group



## Contents

SEED FINANCING .....	3
GRANTS, AWARDS, COMPETITIONS & FELLOWSHIPS .....	3
<i>Seed funding up to US\$200,000; targeting proof of concept and initial commercialization</i>	
US BUSINESS PLAN COMPETITIONS .....	5
<i>Business plan competitions in the US giving up to US\$200,000; mostly for US students</i>	
AFRICAN BUSINESS INCUBATORS.....	6
<i>Incubators providing services to technology start-ups; some include financing</i>	
GROWTH FINANCING.....	14
EQUITY FINANCING/VENTURE CAPITAL/SOCIAL INVESTING .....	14
<i>Early stage growth capital from equity investors</i>	
DEBT FINANCING/REGIONAL & LOCAL BANKS/SME BANKING/TRADE FINANCING .....	16
<i>Banks targeting SMEs in Africa and offering SME loans, trade financing, etc.</i>	
TRADE FINANCING.....	17
<i>IFC Global Trade Financing Program - over 45 bank partners in Africa</i>	
OTHER SOURCES OF FINANCE.....	18
BUSINESS RESOURCES .....	20
MBA ASSISTANCE/VOLUNTEER/CONSULTING PROGRAMS.....	20
<i>List of business schools with MBA volunteer consulting programs</i>	
BUSINESS PLAN GUIDES.....	21
<i>Websites containing excellent resources for creating and improving a business plan</i>	
VENTURE CAPITAL GUIDES .....	22
<i>Websites with information on how VC financing works and what to expect</i>	
TRAINING PROGRAMS/FELLOWSHIPS.....	23
<i>Capacity-building programs for emerging entrepreneurs (don't involve financing)</i>	

## **SEED FINANCING**

### GRANTS, AWARDS, COMPETITIONS & FELLOWSHIPS

#### [GVEP International](#) – Directory of Funding Sources

GVEP International is a UK charity working to reduce poverty by accelerating access to affordable and sustainable energy services. GVEP International links more than 2,000 organizations worldwide, is guided by their input and advice, and seeks to support and grow small Partners from the bottom up to become viable energy service providers. GVEP International is committed to fighting climate change by providing Partners with the tools to adapt to changing global conditions.

#### [World Bank 2009 Development Marketplace Grant Competition: Climate Change](#)

The Development Marketplace is a competitive grant program administered by the World Bank. The 2009 global competition is funded by various partners and it aims to identify 20 to 25 innovative, early-stage projects addressing climate adaptation. The DM is a unique opportunity to turn your idea into reality; if selected your project could receive up to US\$200,000 in grant funding for implementation over two years.

Amount: US\$ 200,000

#### [Echoing Green Fellowship](#)

Each year, Echoing Green awards 20 two-year fellowships to social entrepreneurs. Fellows receive up to \$90,000 in seed funding and technical support to turn their innovative ideas into sustainable social change organizations.

Eligibility: The application process is open to citizens of all nationalities, working in any country.

Amount: Up to US\$ 90,000

#### [Ashoka Changemakers Competitions](#)

Collaborative competitions: “open source,” innovative, workable solutions to the world’s most entrenched social problems. Competition entries are posted transparently online and available for anyone to view and collaborate with by providing new ideas, asking insightful questions, and providing connections to new resources. The collaboration provides the competitor with information to be used in refining their entry until the entry deadline, meaning the earlier you apply the more you gain.

Eligibility: The competition is open to all types of organizations (charitable organizations, private companies, or public entities) from all countries.

Amount: US\$ 5,000

#### [African Rural Energy Enterprise Development](#)

AREED provides early-stage funding and enterprise development services to entrepreneurs, helping build successful businesses that supply clean energy technologies and services to rural and peri-urban African customers. AREED services include training and hands-on business development assistance. For the enterprises that show the best commercial potential, AREED also provides early-stage investment and assistance to secure additional finance. The AREED initiative also works to broaden the skills of

organizations involved in the energy and investment sectors to help them nurture energy entrepreneurs.

Eligibility: Must be based in Africa

Amount: Depending on need

### [SEED Awards](#)

Do you have an entrepreneurial or innovative idea that is locally-driven and has great potential to contribute to sustainable development in developing and transition countries? Do you need support to become established and to increase your impact?

Eligibility: See [here](#)

Amount: Support services worth up to US\$ 40,000

### [Yearly Renewable Energy and Energy Efficiency Partnership Call for Project Proposals](#)

The Renewable Energy and Energy Efficiency Partnership (REEEP) has announced a call for project proposals which support the development of markets for renewable energy and energy efficiency. The project call is REEEP's largest in its five year history with more than 4.3 million Euro available for projects in least developed countries and emerging market economies.

Eligibility: See website

Amount: See website

### [Sukuma Afrika Young Entrepreneurs Competition](#)

The Sukuma Afrika competition for Young Entrepreneurs' recognises outstanding commercial initiatives and projects that support attain the Millennium Development Goals (MDG) in Africa. Entries act as a means of inspiration for entrepreneurs in and outside the continent and as opportunities for Sukuma Africa's network of investors to support and fund the most impactful business plans.

### [\\$100,000 Lemelson-MIT Award for Sustainability](#)

The \$100,000 Lemelson-MIT Award for Sustainability honors inventors whose products or processes are in areas that impact issues of global relevance, and also issues that may have more local significance, such meeting basic human needs and building sustainable livelihoods for the world's poor people.

Eligibility: Must be US citizen or permanent resident.

Amount: US\$ 100,000

## US BUSINESS PLAN COMPETITIONS

Information kindly provided by [Green VC - News and resources on green venture capital, funding, and startups](#)

### [IGNITE Clean Energy Business Presentation Competition](#)

The Ignite Clean Energy (ICE) business plan competition, based in Boston, Massachusetts, is a year long training and competitive forum for entrepreneurs in the clean energy industry. The competition invites teams regardless of age, professional status or academic background to compete in one of the most prestigious renewable energy competitions in the US. The Ignite Clean Energy Competition's objective is to foster, nurture and energize the emergence of world-class renewable energy technology firms. The competition focuses on teams with innovative applications or uniquely developed technologies that help our society move away from a dependence on non-renewable fuels.

Eligibility: See [here](#)

Amount: TBD

### [MIT Clean Energy Prize](#)

The MIT Clean Energy Prize is a student business plan competition, sponsored by NSTAR and the US Department of Energy, open to all fulltime students in the US. The grand prize winning team of the MIT Clean Energy Prize will receive a \$200,000 cash prize plus substantial in-kind awards including legal advice and administrative support to help launch a successful business. The competition's objective is to provide a platform to educate, network and celebrate a new generation of energy entrepreneurs who will accelerate the pace of innovation in the field of Clean Energy production and transmission.

Eligibility: Open to student teams from any US university.

Amount: US\$ 200,000

### [Anaheim Center for New Energy Technologies \(AC-NET\) Clean Tech Business Plan Competition](#)

Do you have an idea for a new energy or water technology that's ready for the market? Enter the Anaheim Center for New Energy Technologies (AC-NET) Clean Tech Business Plan [Competition](#) for a chance to win a piece of the \$40,000 in prize money — including the \$25,000 grand prize — and an opportunity to formally present your business plan to prominent venture capital firms.

Eligibility: To be eligible to participate in the 2009 Clean Tech Business Plan Competition, your company must be located within Southern California and have revenue of less than \$2 million per year. For individuals or teams submitting entries, you must work or reside within this region to be eligible.

## Other Business Plan Competitions

- [Clean Energy Prize](#) (University of Michigan and DTE Energy)
- [Cleantech Venture Challenge](#) (University of Colorado at Boulder)

- [Duke Start-Up Challenge](#) (includes a Social Enterprise Track)
- [Global Social Entrepreneurship Competition \(GSEC\)](#) (Univ. of Washington)
- [Global Social Venture Competition \(GSVC\)](#) (Multiple schools)
- [Green Business Competition](#) (Green Spaces)
- [MIT Clean Energy Entrepreneurship Prize](#)
- [NYU Stern's Business Plan Competition](#)
- [Rice University Business Plan Competition](#) - [\\$20,000 Dow Sustainability Award](#)
- [Social E-Challenge](#) (Stanford)
- [Sustainable Social Venture Competition](#) (University of Notre Dame)

## AFRICAN BUSINESS INCUBATORS

Information kindly provided by [IFC InfoDev's African Incubator Network](#)

**Angola:** [Instituto Nacional do Emprego e Formacao Profissional \(INEFOP\)](#)

**Email:** [INEFOP@snet.co.ao](mailto:INEFOP@snet.co.ao); [corinajardim@hotmail.com](mailto:corinajardim@hotmail.com)

The Angola Enterprise Program, a Public-Private Partnership (PPP) between UNDP, Chevron and the Government of Angola, seeks to promote the development of a diverse and robust micro, and small and medium enterprise (MSME) sector in Angola. The growth of the MSME sector will be achieved by building consensus around a national strategy for MSME development.

Within the overall framework of the Angola Enterprise Program, the INEFOP-PEA Business Incubator was established in Luanda. The INEFOP-PEA Business Incubator serves as a demonstration model, developing incubation models and processes. INEFOP-PEA is managed by local staff. Short-term technical back-stopping support is provided by an international expert. The aim of INEFOP-PEA is to leverage local and global expertise to build the capacity of staff, and incubator tenants. For the first 18 months of operation, INEFOP-PEA was funded and implemented within the framework of the Angola Enterprise Program (AEP). The *infoDev* funded work program is part of INEFOP-PEA's resource mobilization plan for the period ending June 2007. Then, AEP financing will be phased out.

**Ghana:** [BusyInternet Ghana, LTD](#)

**Contact:** Ms. Estelle Akofio-Sowah, Managing Director

**Email:** [Estelle@busyinternet.com](mailto:Estelle@busyinternet.com)

BusyInternet Ghana, a private Ghanaian company, was established in 2001. BusyInternet is a joint venture between Ghanaian investors, and BusyInternet International. BusyInternet Ghana's mandate is to promote social and economic development in Africa through ICT applications. The overall approach is facilitate development of firms through access to physical infrastructure, including electricity and

bandwidth, and a environment of experts and entrepreneurs. BusyInternet Ghana focuses on providing resources for businesses and organizations to execute their core competencies, and enhance their skills. Over the last 26 months, BusyInternet has facilitated the set-up and growth of 11 ICT companies. BusyInternet Ghana is one of the leading technology incubators in Ghana, and has established a clear market differentiation, providing a mix of tenants with an environment for networking opportunities. To date, five companies have been successfully incubated. At present, BusyInternet Ghana has six tenant companies in its portfolio.

**Kenya:** [Jomo Kenyatta University of Agriculture and Technology](#)

**Contact:** Dr. Atieno Ndede-Amadi; Associate Professor of Information Technology

**Email:** [ceo@kuat-cbi.co.ke](mailto:ceo@kuat-cbi.co.ke)

Jomo Kenyatta University of Agriculture and Technology (JKUAT) started operations in 1981 as a diploma awarding institution in the fields of agriculture and engineering. In 1989, JKUAT was elevated to the status of a university college, and, in 1994, was established as a full-fledged university. JKUAT's facilities have been funded through grant aid and technical cooperation programs with the Japanese government. The mandate of the *infoDev* Incubator Initiative work program in Kenya is the creation of the Jomo Kenyatta University of Agriculture and Technology Center for Business Innovation (JKUAT-CBI).

CBI is a public, not-for-profit center co-sponsored by government departments, non-profit organizations and private investors. The primary purpose of CBI is sustained economic development and job creation. CBI involves successful entrepreneurs, lawyers, accountants, bankers, scientists and other professionals in providing expertise to center members. The center is a hybrid incubator, providing membership with access to government, as well as private sector funding and other resources. The emphasis of the work program is on innovative technology applications and transfers, and providing opportunities for university researchers and associated groups. CBI provides start-up business opportunities for alumni of JKUAT and other Kenyan universities, among others. The incubator is strategically focused on the cutting edge of thinking on support for small business development and the use ICT for community development.

**Kenya:** [SACOMA](#)

**Contact:** Mr. Perez Ochieng

**Email:** [perez@sacoma.org.uk](mailto:perez@sacoma.org.uk)

At SACOMA CFE our key aim is to harness entrepreneurial talent from all walks of life and then give it the essential support and nurturing environment it needs to flourish. Our desire is to produce successful graduates, businesses that are financially viable and free standing when they leave the incubator.

There are a number of way we can make your business grow, from nurturing start up businesses from our business incubator to developing up and running companies including the development of new products, services, processes and new ways of working. these are often the results of successful innovation and require a steady flow of good ideas, knowledge and resources.

**Kenya:** [Kenya Kountry Business Incubator \(KeKoBI\)](#)

**Contact:** Dr. Atieno Ndede-Amadi; Associate Professor of Information Technology

**Email:** [anamadi@kekobi.or.ke](mailto:anamadi@kekobi.or.ke)

Innovation and entrepreneurship are fundamental to expanding economic opportunities, increasing competitiveness, and reducing poverty in developing countries. Kenya Kountry Business Incubator trading as KeKoBI Enterprises Ltd supports micro, small and medium enterprises to become healthy, wealth-generating businesses through provision of Business Development Services (BDS) and fully furnished rental office spaces with fast speed Internet at subsidized rates.

**Mozambique:** [MICTI Technology and Business Incubator](#)

**Contact:** Mr. Jamo Macanze

**Email:** [jamo@micti.co.mz](mailto:jamo@micti.co.mz)

**Nigeria:** [NATIONAL BOARD FOR TECHNOLOGY INCUBATION](#)

Calabar technology incubation centre

**Contact:** Edodi ununoh

**Email:** [edodiunoh@yahoo.com](mailto:edodiunoh@yahoo.com)

Technology Incubation Centre

**Contact:** Taiwo somefun

**Email:** [ticlagos@yahoo.com](mailto:ticlagos@yahoo.com)

Technology Incubation Centre, Warri

**Contact:** George Nnaemeka Okolo

**Email:** [emekaokolo@yahoo.com](mailto:emekaokolo@yahoo.com)

Technology Incubation is an integral support programme provided by government, academic institutions and the private sector. Either individually or in partnership, with the intention of creating and nurturing of budding value added and technology based enterprises. It is designated to speed the commercialisation of technologies by effectively linking talents, technology capital and know how in order to accelerate the development of new enterprises. Its main objective is to boost the industrial base of the country through commercialization of Research and Development (R&D) results, upgrading and enhancing the application of indigenous Technology. It is a popular economic development tool adopted in many parts of the world to mitigate nature and scope of the industrial competitiveness.

In Nigeria , Technology Incubation programme is a Federal Government effort in collaboration with the various State Governments and other relevant stakeholders. It is aimed at nurturing the startup and growth of new innovation business engaged in value added and Technology related activities over a period of time. It is a tool adopted for the diversification of the productive base of the economy in order to reduce dependence on the oil sector and on imports. The programme is established by decree No. 5 of 1995 and has been under the supervision and coordination of the Federal Ministry of Science and technology since July 1995.

**Nigeria:** [Nextzon Business Services Limited](#)

**Contact:** Mr. Tolulope Adedeji

**Email:** [tolulope.adedeji@nextzon.com](mailto:tolulope.adedeji@nextzon.com)

Nextzon Business Services Limited was incorporated on March 7, 2005 to carry on business as a corporate venturing and management /business advisory company. It also assists businesses in operating at world class levels and is the custodian and manager of an emerging group of companies which are set up to compete favorably and exploit the commercial opportunities in their various markets.

In addition to providing management advisory services and playing corporate oversight roles for entities within the group, NEXTZON offers a vast array of professional services to other entities. These services include:

Nextzon Business Incubator is the the 1st privately owned and managed incubator, which started operation in March 2005 with 2 incubated companies but has grown to 15 incubated companies to date. The Incubator is located on a 1,000sqm land in the Victoria Island business district area of Lagos State, Nigeria. The offerings of the incubator are anchored on the following services: a. Pre start-up Business Development Services such as Idea scanning, project conceptualization and business modeling; Industry and market study/consumer survey; Fundraising support; Management oversight, Coaching and Mentoring etc. b. Office Space with facilities such as ICT, Utilities, Conference/Meeting

room etc. c. Back-Office Services which includes HR/Payroll management; Budgeting, Accounting, Financial & Treasury Management; Legal/Secretarial etc.

**Rwanda:** [Technology and Business Incubation Facility \(TBIF\)](#)

**Contact:** Rajeev Aggarwal

**Email:** [rajeevaggarwal\\_2000@yahoo.com](mailto:rajeevaggarwal_2000@yahoo.com)

To help rebuild, the Government of Rwanda developed "Vision 2020," which emphasizes entrepreneurship and private sector development. In "Vision 2020" Rwanda has identified ICT as a cross-cutting theme in all sectors of the economy. To contribute to this vision, the Kigali Institute of Science, Technology and Management (KIST) established the Technology and Business Incubation Facility (TBIF) under the Center for Innovation and Technology Transfer (CITT). Funding for TBIF has been secured from the Government of Rwanda through KIST, and support from the Government of the Netherlands through Nuffic. The overall objective of the Technology and Business Incubation Facility (TBIF) project is to integrate ICT in all its business processes and that of its clients/tenants. This will enhance the outcomes, impact and outreach of the TBIF to the target community of graduates from all institutions of higher learning in Rwanda

**Senegal:** [International Development Center of the National Council of the Negro Women/International Division Senegal Office](#)

**Contact:** Cynthia Ferguson Colas, International Development Center Director; Mbarou gassama Mbaye, Program Manager

**Email:** [ccolas@ncnw.org](mailto:ccolas@ncnw.org), [mmbaye@mail.ncnw.org](mailto:mmbaye@mail.ncnw.org)

The International Development Center (IDC) of the National Council of Negro Women (NCNW) is implementing a year-long planning project titled: "Creating an Enabling Space for Young Entrepreneurs (EYE)." The project will be implemented by NCNW Senegal. The purpose of the project is to plan the development of a business incubator that will offer services to new and existing enterprises, especially female owned or operated businesses. The goal is to enable enterprises to access, and use ICT to develop their businesses, and penetrate global markets. This project is directly linked to the NCNW-Senegal strategic program, and is designed to produce a strategic and operating plan for the development of a business incubator in the St. Louis region of Senegal.

**South Africa:** [KwaZulu-Natal Innovation Support Centre \(KZNISC\), Voxel Technologies](#)

**Contact:** Steve Giddings, Project Coordinator

**Email:** [steve@innovation.org.za](mailto:steve@innovation.org.za)

In South Africa, the Southern African Technology Incubator Network (SATIN) consists of three incubators: Bodibeng Technology Incubator (formerly, BrainWorks), KwaZulu-Natal Innovation Support Center (KZNISC), which trades as Voxel Technologies, and SoftStart IT Incubator, which was also funded under the *infoDev* Incubator Initiative. This project proposes to use ICT to enhance the capacities of existing high technology incubators in South Africa, and transfer knowledge and learning to other incubators. Godisa, the South African government incubation agency, which also represents a number of low-tech incubators, supports this project, and assisted in the transfer of their results to these incubators. BrainWorks Technology Incubator, Voxel Technologies Innovation Support Center, is providing resources for the development aspect of the project, while SoftStart is the lead user during the implementation phase. The three incubators listed were successfully involved in incubation activities in South Africa over the past three to four years.

The original proposal was a joint project between BTI and the KZNISC with the backing of local, provincial and national governments. Despite the management changes that occurred at BTI at the same time as launch, all parties continued their commitment to the project. The Departments of Economic Development and Tourism of the eThekweni Municipality, and KwaZulu-Natal provincial government, have committed funds to the project. eThekweni's promised funds were received. Fresh contracts were drawn in the month of June 2004, and the project was re-launched July 2004.

**South Africa:** [Branson School of Entrepreneurship](#)

**Contact:** Debbie Ochieng

**Email:** [Debbie.Ochieng@bransonchool.co.za](mailto:Debbie.Ochieng@bransonchool.co.za)

**Website:** <http://www.virginunite.com>

**South Africa: MMaxum Business Incubator**

**Contact:** Busi Ngwenya

**Email:** [bngwenya@theinnovationhub.com](mailto:bngwenya@theinnovationhub.com)

**Website:** <http://www.maxum.co.za>

Maxum Business Incubator provides an enabling environment where start-ups from the knowledge-intensive sectors, including information and communications technology (ICT), biosciences, electronics, and advanced manufacturing and materials, are fast tracked to compete in the global village. The incubation process improves the survival rate of start-up companies by helping them become financially viable, usually within two to three years. Incubation also creates a synergistic environment where entrepreneurs can

share learning, create working partnerships and do business together and it helps to open doors to markets and resources.

**South Africa:** [SmartXchange](#)

**Contact:** Patricia Dlamini

**Email:** [patricia@smartxchange.co.za](mailto:patricia@smartxchange.co.za)

Based in Durban South Africa, SmartXchange is a not-for-profit Information and Communications Technologies cluster established to promote and support the region's vision to be the technology hub of Africa.

SmartXchange is an example of a successful public private partnership initiative within the Information and Communications Technology industry. It was established for the purpose of developing the business base of the Information and Communications Technology Industry in South Africa. Its initial focus has been in Durban and the surrounding KwaZulu-Natal province, however, it is anticipated that the model will be replicable to any other part of the country. In its approach SmartXchange is also an empowerment initiative, to ensure that future ICT businesses truly reflect the demographic make up of our region.

The Core Mandate for SmartXchange includes:

1. Developing a quality ICT SMME base in KZN (Incubation and SMME support)
2. Cluster Development and Promoting the region as an ICT hub of Africa
3. ICT Skills Development and
4. Supporting initiatives that work to bridge the digital divide

**South Africa:** [Softstart BTI](#)

**Contact:** Mr. Leon Lourens

**Email:** [leon@sbti.co.za](mailto:leon@sbti.co.za)

SoftstartBTI is a Gauteng-based business and technology incubator which strives to become sustainable and that supports a large number of high potential ICT businesses with a world-class incubation facility, professional business support services and resources, and a network of expert incubation and coaching professionals. SoftstartBTI plays an important role in the promotion of BEE, nurturing previously disadvantaged groups including the disabled, and serves the broader community with active outreach and partnering programmes, satellite incubators, as well as public resources. SoftstartBTI

focuses of building stakeholder support by being responsive to their objectives and requirements, and by managing its own affairs to the highest degree of professionalism.

**Uganda:** [Uganda Industrial Research Institute \(UIRI\)](#)

**Contact:** Mr. Charles G. Kwesiga, Executive Manager (UIRI)

**Email:** [kwesiga@msn.com](mailto:kwesiga@msn.com); [uiri@utlonline.co.ug](mailto:uiri@utlonline.co.ug)

**Website:** <http://www.uiri.org/>

The Government of Uganda is trying to eradicate poverty by promoting rural industrialization and encouraging rural SMEs to turn primary or raw products into semi-finished or processed commodities. The Uganda Industrial Research Institute (UIRI), the implementing organization of the project, provides assistance to SMEs through partner centers in Uganda. UIRI offers training and advisory services to rural SMEs to improve their technical and managerial competence. The major focus of the institute is small-scale meat processing enterprises. The *infoDev* funded work program includes introducing the use of ICT in all aspects of business operations to improve efficiency and competitiveness. The enterprises are in six major "up country" towns: Fort Portal, Soroti, Busia, Arua, Hoima, and Kabale. In the short term, UIRI is focused on supporting the enterprises so that they can add value to their products, and achieve a level of quality that will meet the demands of regional markets. Overall experiences and lessons learned from UIRI are to be used in other sectors, notably, fruit processing and dairy products.

**Uganda:** Management Training and Advisory Centre (MTAC)

**Contact:** Mr. George Tumwesigye

**Email:** [admin@mtac.ac.ug](mailto:admin@mtac.ac.ug)

**Website:** <http://www.mtac.ac.ug>

# **GROWTH FINANCING**

## **EQUITY FINANCING/VENTURE CAPITAL/SOCIAL INVESTING**

### [E+Co: Energy Through Enterprise](#)

Clean Energy has the power to combat climate change and fuel progress worldwide. To support clean energy, E+Co invests in local energy businesses in Africa, Asia and Latin America. These businesses, in turn, light poor households, preserve natural resources and expand income. For 15 years our market driven approach has leveraged the immense power of local entrepreneurs to create a cleaner, healthier and more prosperous planet while generating financial returns.

### [Grassroots Business Fund](#)

GBF delivers a unique blend of financing and technical assistance that helps our clients create scalable businesses, achieve sustainability, and attract socially-minded investors. Our for-profit investment fund, Grassroots Business Investors (GBI), provides grassroots organizations with access to capital that is tailored to meet their needs. Our non-profit capacity building arm, Grassroots Business Partners (GBP), works directly with grassroots organizations, providing grant-funded technical assistance to help them acquire the business discipline, knowledge and skills they need to scale up and succeed.

### [Acumen Fund](#)

Acumen Fund is a non-profit global venture fund that uses entrepreneurial approaches to solve the problems of global poverty. We seek to prove that small amounts of philanthropic capital, combined with large doses of business acumen, can build thriving enterprises that serve vast numbers of the poor. Our investments focus on delivering affordable, critical goods and services – like health, water, housing and energy – through innovative, market-oriented approaches.

### [SOVEC Social Venture Capital](#)

SOVEC is an investment fund set up by Dutch entrepreneurs, to invest in small and medium sized companies (SMEs) in Africa. SOVEC's main objective is to alleviate poverty in developing countries. We strongly believe that this objective is most successfully achieved by stimulating socio-economic development, in particular through the support of SMEs.

### [Business Partners International](#)

Business Partners (BPI) is South Africa's leading specialist financing company for small and medium enterprises. It provides a full-service offering for entrepreneurs, which includes customized investment solutions, property broking, property management, technical assistance, mentorship, consulting and ongoing business support through industry-specific units. Integrated business solutions are individually structured to meet the specific needs of a wide range of entrepreneurs, from single-owner private practices to multi-owner management buy-outs or buy-ins. BPI also manages SME risk finance funds in Madagascar and Kenya and plans to expand into other African countries.

### [Southern Africa Development Enterprise Fund \(SADEF\)](#)

The Southern Africa Enterprise Development Fund (SAEDF) provides funding to stimulate the creation and expansion of small and medium-size indigenous businesses throughout southern Africa. SAEDF provides wholesale and retail long-term risk capital to promising enterprises from southern Africa that might otherwise have been ignored by potential investors in the general marketplace. It also co-invests with other institutions or organizations that share the same investment objectives.

#### [Root Capital](#)

Root Capital is a nonprofit social investment fund that is pioneering finance for grassroots businesses in rural areas of developing countries. Root Capital provides capital, financial education, and market connections to small and growing businesses that build sustainable livelihoods and transform rural communities in poor, environmentally vulnerable places.

#### [The Calvert Foundation](#)

The Calvert Foundation is a non-profit organization focused on using investment capital, rather than conventional philanthropy, to create a sustainable, scalable model that enables nonprofit organizations and social enterprises to address critical social problems. Calvert Foundation lends to more than 200 community organizations around the world, including loan funds, microfinance institutions, affordable housing developers and social enterprises.

#### [LGT Venture Philanthropy Foundation](#)

The objective of LGT Venture Philanthropy Foundation is to raise the sustainable quality of life in the developing world. The Foundation makes use of grants, loans and equity investments and focuses on three investment themes: alleviation of human suffering, education and development of sustainable livelihoods.

#### [U.S. African Development Foundation \(ADF\)](#)

The African Development Foundation (USADF), an agency of the US government, provides grants of up to \$250,000 in grants to community groups and small enterprises that benefit under served and marginalized groups in Africa. Marginalized groups are people that have significant needs that are not being currently addressed by existing governments programs, NGOs, or other international development efforts.

List of Venture Capital firms in Africa: [African Venture Capital Association](#)

Other Venture Capital (information provided by [Green VC – News and resources on green venture capital, funding and startups](#))

- [Braemar Energy Ventures](#)
- [CalCEF Angel Fund](#)
- [California Clean Energy Fund](#)
- [Clean Pacific Ventures](#)
- [Commons Capital](#)
- [Draper Fisher Jurvetson](#)
- [ennovent](#)
- [Expansion Capital Partners](#)
- [Good Capital](#)
- [Good Energies](#)
- [Gray Matters Capital](#)
- [IGNIA](#)
- [Investeco Capital](#)
- [Investors' Circle](#)
- [Kleiner Perkins Caufield & Byers: Green Growth Fund](#)
- [Lightspeed Venture Partners](#)
- [Massachusetts Green Energy Fund](#)
- [NGEN Partners](#)
- [Nth Power](#)
- [RockPort Capital Partners](#)
- [Root Capital](#)
- [RSF Social Finance](#)
- [Solstice Capital](#)
- [Spring Ventures](#)
- [TBL Capital](#)
- [Underdog Ventures](#)
- [Virgin Green Fund](#)

## DEBT FINANCING/REGIONAL & LOCAL BANKS/SME BANKING

### [African Rural Energy Enterprise Development](#)

AREED provides early-stage funding and enterprise development services to entrepreneurs, helping build successful businesses that supply clean energy technologies and services to rural and peri-urban African customers. AREED services include training and hands-on business development assistance. For the enterprises that show the best commercial potential, AREED also provides early-stage investment and assistance to secure additional finance. The AREED initiative also works to broaden the skills of organizations involved in the energy and investment sectors to help them nurture energy entrepreneurs.

### Standard Chartered SME Banking

Botswana; Cameroon; Côte d'Ivoire; Ghana; Kenya; Nigeria; Sierra Leone; South Africa; Tanzania; The Gambia; Uganda; Zambia; Zimbabwe

- SME Business Credit
- International Trade Account (ITA)
- Non Resident Accounts
- Working Capital and Trade Financing
- HIV Workplace Policy and Practices

### Fina Bank Small Business Banking & NGO Banking

Kenya; Uganda; Rwanda

If you are a business owner eager to expand your potential, Fina Bank offers you Fina Small Business Solutions that are designed to help you Finance Business Growth for Small Business Enterprises.

### Small Business Asset Finance

Small Business Loan

Small Business Fixed Deposit

Small Business Trade Finance Solutions

## TRADE FINANCE – IFC GLOBAL TRADE FINANCE PROGRAM

The Global Trade Finance Program or "GTFP" is a US\$.51 billion trade program that provides IFC with a flexible platform from which to support the extension of trade finance to under-served clients globally. The program works through major commercial banks that request, on a per-transaction basis, partial or full guarantees from IFC to cover the payment risk on local financial institutions. The guarantees cover both political and commercial payment risk and extend to a variety of trade instruments including funding related to export or import financing.

The GTFP addresses the increasing demand from clients to receive multilateral support for trade and the inherent flexibility of the program allows IFC to respond to client needs globally and quickly. By guaranteeing trade transactions as small as US\$10,000, IFC provides critical support for the trade of consumer goods, intermediate goods, and smaller machinery and commodities that are needed by the SME sector. The program goes out to three years which allows GTFP to support the import financing of capital equipment in countries where lines often only extend to 360 days. The program also enables IFC to respond quickly during a crisis by directing its uncommitted sub-limits with pre-agreed documentation to countries experiencing liquidity constraints.

For additional information on how the GTFP works, please visit: [www.ifc.org/GTFP](http://www.ifc.org/GTFP)

For a list of participating FIs globally, including over 45 banks in Africa:

[http://www.ifc.org/ifcext/gfm.nsf/650f3eec0dfb990fca25692100069854/91efa4f816a6dfd185257177006786f7/\\$FILE/Issuing%20Banks.pdf](http://www.ifc.org/ifcext/gfm.nsf/650f3eec0dfb990fca25692100069854/91efa4f816a6dfd185257177006786f7/$FILE/Issuing%20Banks.pdf)

## OTHER SOURCES OF FINANCE

### [My C4 – Online African enterprise financing platform](#)

MYC4 is an online marketplace that connects people from all over the world with African entrepreneurs, who lack capital to develop their businesses. In Africa, the access to capital and knowledge is scarce, but with the Internet as infrastructure, we bridge the gap between people with needs and people with means. So far 13,666 investors from 84 countries have invested €7,240,952 in 3,946 businesses in 7 African countries. The average interest rate for investors is 12.9% p.a. before defaults and currency loss or gain.

### [GroFin – Support Beyond Finance](#)

GroFin's unique combination of finance and business development assistance is structured specifically to meet the needs of small and medium enterprises in emerging markets. The Growth Finance sector is a niche market providing risk finance for small and medium businesses in emerging markets based on the viability of the enterprise. Businesses in the early stages do not have the necessary track record or collateral to access finance from the banking sector and their finance requirements are out of the range of microfinance institutions. GroFin, as a leading supplier in the Growth Finance sector, offers a unique solution which integrates flexible finance with business development assistance, serving viable small businesses.

### [Anglo Zimele – South Africa](#)

Anglo Zimele, established in 1989, creates sustainable, commercially viable enterprises, and empowers entrepreneurs in all business areas, equipping them to operate independently in the mainstream economy. Anglo Zimele invests in the small and medium enterprise sector across a wide range of industries and seeks to build, sustain and grow each venture. Its 17-year success can be attributed to its holistic incubator approach to business development and empowerment, as well as its three-pillar model of procurement, business development and the Anglo Khula Mining Fund.

### [Lundin for Africa](#)

Lundin for Africa (LFA) is the philanthropic arm of the Lundin Group of Companies. LFA was founded in 2006 by the Lundin family, with a view to contributing toward improvements in the lives of Africa's most impoverished and vulnerable populations. LFA is currently expanding its project pipeline with a strong focus on multi-year, vertically integrated income-generation initiatives aimed at unlocking Africa's vast entrepreneurial potential. LFA's work and resources are currently focused on supporting six countries (Sudan, DR Congo, Ethiopia, Zambia, Ghana, and Mauritania).

### [The Lemelson Foundation](#)

The Lemelson Foundation sparks, sustains and celebrates innovation and the inventive spirit. It supports projects in the U.S. and developing countries that nurture innovators and unleash invention to advance economic, social and environmentally sustainable development. Projects funded in Africa enable inventors and entrepreneurs to test the feasibility of models for distributing innovations; support scaling and replication activities; fund successful entrepreneurs and organizations to import and adapt proven innovations; and support the development and testing of sustainable business models.

## BUSINESS RESOURCES

Resources for assisting entrepreneurs, manufacturers and distributors in obtaining finance

## MBA ASSISTANCE/VOLUNTEER/CONSULTING PROGRAMS

### [MIT Global Entrepreneurship Lab](#)

G-Lab is a mix of classroom learning matched with a global, often emerging market, internship. Teams of MBA students work with host companies around the world in essentially a 4-month, *unpaid* mini-consulting project. Host companies set the project focus. That is, our teams work on the problems host companies want to fix.

### [UC Berkeley Haas School of Business – International Business Development Program](#)

The International Business Development (IBD) program is the global management consulting program operated by the Clausen Center. Extremely popular with both MBA students and organizations and companies around the world, IBD has been assigning teams of MBA consultants to projects for close to two decades. Approximately 1,000 Haas MBAs have participated in IBD since the program's inception, and we have undertaken projects in more than 65 countries to date.

### [Stanford GSB, Center for Entrepreneurial Studies: Experiential Projects](#)

The Center for Entrepreneurial Studies frequently gets requests to identify students for Experiential Projects. These projects may include writing a business plan, evaluating a market, helping to establish financial control systems, and more. Requests may come from any industry, including nonprofits.

### [Stanford GSB, Center for Entrepreneurial Studies: Entrepreneurial Summer Program](#)

The Center for Entrepreneurial Studies offers the Entrepreneurial Summer Program (ESP) to support students working at selected early stage companies during the summer.

### [MBA Without Borders](#)

We empower entrepreneurs across the globe by matching them with talented MBAs to build poverty alleviating business solutions.

### [Duke Global Consulting Practicum in Social Entrepreneurship](#)

In collaboration with The Duke MBA [International Center](#) and the [Center for International Business Education and Research](#), CASE will work with a small number of Duke MBAs to consult with local social entrepreneurs in developing countries. This course will be lead by Fuqua professors Pranab Majumder, Bill Sax, and CASE Associate Director [Matt Nash](#). Read testimonials from the [2008 GCP Participants](#).

### [Rutgers business School – MBA Team Consulting Program](#)

The MBA Team Consulting Program at Rutgers Business School – Newark and New Brunswick brings the knowledge and experience of seasoned MBA students to bear on a challenge or problem identified by a client company. Students get the opportunity to sharpen their problem-solving and team-building skills; the sponsoring company receives a detailed report full of insightful analysis and valuable recommendations. To date,

Rutgers students have completed more than fifteen hundred projects for a wide range of clients including Fortune 50 companies, privately held firms, not-for-profits, state agencies, municipalities, and entrepreneurs.

## BUSINESS PLAN GUIDES

Information kindly provided by [Stanford Graduate School of Business](#); [Massachusetts Institute of Technology](#); [Goizueta Business School](#); [Harvard Business School](#)

### [MIT Open Courseware: 15.975 Special Seminar in Management The Nuts and Bolts of Business Plans \(Excellent Guide\)](#)

This course features a detailed list of [readings](#) and extensive [resources](#). The nuts and bolts of preparing a Business Plan will be explored in this 16th annual course offering. The course is open to members of the MIT Community and to others interested in entrepreneurship. It is particularly recommended for persons who are interested in starting or are involved in a new business. Historically, the number of students taking the course is 250+, divided approximately 50/50 between Scientist/Engineers and Sloan students.

### [2009 MIT \\$100K Business Plan Contest: Articles & Notes by Organizers & Judges](#)

### [Video: How to Strategize Creating a Business Plan \(Stanford Business School\)](#)

The business plan helps lay out a road map for a new venture and can be a valuable tool in communicating ideas to investors, customers, partners and key team members. Business School Management Lecturer Jim Ellis talks about the elements of a successful business plan as well as common mistakes in its development and use. (RT: 53:57)

Video presentations at the GSB Entrepreneurship Conference:

- [The Business Plan](#) (Jim Ellis, Stanford GSB lecturer, 2007)
- [Business Plans](#) (Jim Goetz, Sequoia Capital, 2008)

### [Harvard Business School – Business Plans](#)

While templates and samples can be helpful, the key to a good plan is making your own argument—for your unique business—as convincingly as you can. Don't be constrained by hewing too closely to what others have done.

### [Writing an Effective Business Plan \(Deloitte\)](#)

This 69 page report doesn't leave much out in this substantive discussion of what you need to include in your plan and why.

### [MOOT CORP® Competition \(UT at Austin\)](#)

See the full text of business plans submitted for this competition.

### [Business Plan Outline](#)

Excellent outline with brief description of sections; handy outline to keep close at hand while creating your plan.

### [Writing a Business Plan \(U.S. Small Business Administration\)](#)

An excellent guide that walks you through and analyzes each section of the plan; particularly good for putting together financials

### [Entrepreneur.com Business Plans](#)

Start-up Essentials/Business Plans

### [Inc.](#)

Great section by section, step by step description; supplemented by articles from Inc. magazine.

### [Bplans.com](#)

Does a good job of walking you through all the sections of a business plan; site includes examples of [business plans](#), [market plans](#), and [mission statements](#), many for free.

### [Business Plan Archive at the University of Maryland](#)

Business Plan Archive is an online repository for business plans and related planning documents where future entrepreneurs and business researchers will have access to learn from this remarkable period of technological and organizational creativity.

[Harvard Business School Case: Some Thoughts on Business Plans](#), Case #9-897-101, November 14, 1996

## VENTURE CAPITAL GUIDES

### [Stanford GSB, Center for Entrepreneurial Studies – Venture Capital \(Excellent Guide\)](#)

Venture capital firms differ in size, geographic focus, industry specialty, and funding stage. Most firms stay closely involved with their portfolio companies, taking board positions, recommending management candidates, providing advice, and identifying valuable contacts. Entrepreneurs approaching venture capitalists must have a business plan; however, it should be short and concise, rather than presenting the business in full detail because venture capitalists will conduct exhaustive due diligence. The plan should spell out the amount of funding the entrepreneur is seeking but should not detail the terms.

### [Harvard Business School – Entrepreneurship Funding Resources \(Excellent Guide\)](#)

Venture Capital is a high-profile source of capital for start-ups, but one that is used by only a small proportion of new ventures. Nonetheless, venture capitalists set a “high bar” for funding entrepreneurs and their businesses, and it is worth understanding their motivations and criteria. For more information on the frameworks that individual

capitalists use to evaluate potential venture opportunities, see: [How Venture Capitalists Evaluate Potential Venture Opportunities](#), HBSP Case # 9-805-019, July 20, 2004.

### [MIT Entrepreneurship Center – Services & Resources](#)

#### [MIT 2009 Venture Capital Conference – Webcasts](#)

Every year, the MIT Venture Capital conference brings together venture capitalists, rising entrepreneurs, and industry leaders to discuss current opportunities and challenges in Venture Capital investing. The theme for 2008, Reinventing Venture Capital, highlighted keynote discussions focusing on investors' and entrepreneurs' strategies in the fast changing financial and economic conditions.

## TRAINING PROGRAMS/FELLOWSHIPS

### [African Rural Energy Enterprise Development](#)

REED Toolkit: A Handbook for Energy Entrepreneurs

[Chapter 1](#)            **Introduction** (PDF, 367 KB)

[Chapter 2](#)            **Fact-Finding** (PDF, 337 KB)

[Chapter 3](#)            **Feasibility Analysis** (PDF, 224 KB)

[Chapter 4](#)            **Business Plan** (PDF, 212 KB)

[Annexes](#)            (PDF, 614 KB)

Download the entire toolkit, [click here](#) (PDF, 1 MB)

### [Pop!Tech Social Innovation Fellows Program](#)

Around the world, visionary change agents are hard at work incubating new approaches to the planet's toughest challenges. Yet they're often doing so without taking advantage of the latest tools and thinking in technology, communications and innovation – or a network of experts, peers, and supporters who can help them truly change the world. The Pop!Tech Social Innovation Fellows program is designed to help fill that gap – to equip the next generation of world-changing innovators with the tools, insights, visibility and social network that can help them scale their impacts to new heights.

### [Draper Fisher Jurvetson Business Plan Guides](#)

Guidelines to Entrepreneurs about how to write a great business plan.

Interview with Warren Packard (Managing Director, DFJ) about writing and presenting a great executive summary.

### [U.S. Small Business Administration – Comprehensive Small Business Planner](#)

Careful planning is fundamental to success. The Small Business Planner includes information and resources that will help you at any stage of the business lifecycle.

[SASE™ \(Southern Africa Social Entrepreneurship Awards\)](#) - African Social Entrepreneur Network

The SASE™ Awards intends to:

- Celebrate and recognise models of excellence in the field
- Present innovative alternatives to traditional developmental practices
- Establish alternative non donor generated income streams for development visionaries
- Focus investment on sustainable innovative development projects

[Endeavor South Africa](#)

Endeavor is a non-profit organization that identifies and supports innovative, high-growth entrepreneurs in emerging markets around the world. We help visionary entrepreneurs with daring ideas, who are transforming their communities, their industries, and their countries. We help create jobs, propel economies, and cultivate rising leaders and role models. Endeavor is not a fund. We're part talent scouts, part business accelerators, part real-time business school.

[Blue Catalyst](#) (South Africa)

It is not within the scope of Blue Catalyst's mandate to be a source of finance for Smart Ideas. However, Blue Catalyst provides the platform for access to Catalyst Mentors and Investors through the network. By showcasing successful smart entrepreneurs, and giving others the opportunity to expose their smart ideas to the network, it is hoped that the best ideas will attract interest and funding from those on the network who are looking for investment opportunities.

[The Ubuntu Institute for Young Social Entrepreneurs](#)

Founded in 2005 to fortify, promote and sustain the efforts of young social entrepreneurs in Africa, the Ubuntu Institute is a youth development non-profit organization dedicated to providing access to financial resources (venture philanthropy), education and leadership skills training to young leaders who are already committed to achieving the UN Millennium Development Goals in Africa. Through a comprehensive three-phase development strategy that includes leadership training, structured workshops, and sustained support, the Institute strives to solve African problems with African solutions.