



# LAKE BASIN INNOVATION AND INVESTMENT WEEK 2019 REPORT

PROMOTING INNOVATION FOR SUSTAINABLE  
DEVELOPMENT OF THE LAKE BASIN REGION

# LBIIW

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# ABOUT LBIIW

Lake Basin Innovation and Investment Week (LBIIW) is an annual entrepreneurship and innovation gathering that convenes entrepreneurs, innovators, investors, policymakers, government, development agencies and other ecosystem players; to spur economic growth of the Lake Victoria Basin, through innovative business models, digitization, SME financing and local manufacturing.

The entrepreneurship ecosystem and innovation space in the Lake region is nascent with little support to innovators and entrepreneurs. The meaningful impact is yet to be witnessed especially in incubation, alternative funding, youth entrepreneurship, value chain development and enhancement of healthy competition.



The LBIIW 2019 Conveners from L-R; Dorcas Owino (Co-Founder and Director - LakeHub), James Odede (C.E.O and Co-Founder - LakeHub), Philip Odino (Co-Founder, Executive Director Investments and Portfolio Management - Winam Capital, Carol Odera (Co- Founder and Executive Director, SME Support and Partnerships - Winam Capital), Martin Oloo ( Founder and Managing Director - Fablab Winam), Mr. Kioko Muthui (General Manager - Fablab Winam) Philip Pande (Managing Director, Research and Advisory Lead - Winam Capital)



## Convener's Profiles



Winam Capital is an entrepreneurship ecosystem enabler based in Kisumu, Kenya working towards growing successful enterprises in the Lake Victoria Region; through business acceleration, strategic advice and access to investment capital. Our mission is to work with investors, exceptional entrepreneurs and strategic partners in the Lake Region to design and execute innovative business models that can profitably serve East Africa's aspiring mass market. Our focus is on the Lake Victoria region economic bloc spanning 14 counties which represent over one-third of Kenya's population.



Winam Fablab offers a hub for sharing ideas, tools and other resources by makers, Artisans (Jua Kali), professionals, educators, students, entrepreneurs, learning institutions, hobbyists, kids, etc. It taps into gaps between classroom-learned skills and market needs experiences to build products that address challenges and emphasizes on local manufacturing using emerging tech-based trends like IoT. Based in Western Kenya region in Kisumu where there are just a few industries, the Fablab Winam will be keen on using people-centred design approaches for socio-economic challenges and incubation.



LakeHub is a technology and social innovation hub based in Kisumu, Kenya with the aim of decentralizing access to technology, growing entrepreneurship and social innovation. Over the five years, LakeHub has created an open and supportive space where young and talented developers, creative, entrepreneurs and social innovators in Western Kenya meet to network, learn from each other, brainstorm and find solutions to societal challenges.

## Partners



Department  
for International  
Development



Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH



**iGovAFRICA**  
INNOVATE · INSPIRE



**SIEMENS** | Stiftung

# Overview

The Innovation Week was a five days event that involved; keynote addresses, plenaries, break out sessions, workshops, hackathons, exhibitions, field/project site visits and lastly the regions only Business Leaders Awards ceremony all revolving around the theme and carefully selected sub-themes.

**Theme: 'Promoting Innovation for Sustainable Development of the Lake Region'**

**Sub-Themes:**

- a) Innovative Value Chains in Agriculture
- b) Youth Economic Empowerment & Future of Work
- c) Strategic Partnerships and Governance
- d) Harnessing Maritime Transport for Youth Employment
- e) Deepening Financial Access through Innovation
- f) Citizen-Centric Service Delivery
- g) Sustainable Local Solution for Regional Development

**The Key Objectives of The Lake Basin Investment and Innovation Week were;**

1. To provide opportunities for entrepreneurs and innovators to exhibit and pitch their ideas to potential investors to raise capital
2. To map out the region's entrepreneurial ecosystem to identify the gaps and challenges inhibiting SME development and innovation in the region
3. To foster collaboration between the county governments, the private sector and the youth to enhance trade in the region
4. Consolidate Efforts and Networks to support start-ups/SMEs and Innovators in the Lake Region of Kenya.



**2000  
Delegates**



**5 Conferencing  
Days**



**14 LREB Counties**



**11 Business  
Industries**

# Opportunities and Highlights

## Youth Employability in Agriculture by GIZ

### Support for LREB Counties

### Enterprise Support

### LREB Entrepreneurial Ecosystem Support

GIZ was keen on ways to:

- Transform the mindset of the youth towards agribusiness
  - To equip the youth with appropriate agribusiness skills and techniques
  - Enhance access, ownership and suitable use of land in agribusiness
  - Enhance access to factors of production
  - To engage the youth in research development and utilization of agricultural produce
  - Empower the youth to participate in value addition
  - Improve access to market and market information to the youth
  - Promote an integrated approach to address crosscutting challenges such as substance abuse and poor governance
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- The UK has a long working partnership in the Lake Basin region especially with the county governments Youth Empowerment Programme that aims at supporting capacity building for 16000 young people in Kisumu County;
  - The Social economic Inclusion Programme that is helping to improve social and economic inclusion services; the Leave No Girl Behind and the Girls' Education Challenge Fund that is working to increase educational and vocational training opportunities;
  - The employment for Sustainable development, which is helping to close the skills gap in the county workforce in natural-resource based industries.
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- UK initiatives supporting such businesses include GoGlobal which takes African start-ups for a 2 week program to the UK, providing expert support, mentorship and links with UK tech specialists;
  - The UK-Africa: Female Founders Program which will take women led start-ups from Kenya, 5 from South Africa and 5 from Nigeria to the UK where they can learn from each other, and meet mentors and investors.
  - UK Initiatives include British Chamber of Commerce events around mentoring, match-making and networking as well as partnerships between corporates such as Unilever, Safaricom and start-ups.
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- The UK also supports the Global Challenges Research Fund (GCRF) - £1.5 bn fund to support research that addresses challenges faced by developing countries, whilst also enhancing the UK's capacity to deliver cutting-edge research.
  - The Newton Fund - This is a £735million fund working in 17 countries aimed at building research and innovation partnerships to support economic development and social welfare.

# Opportunities and Highlights

## e-mobility towards creating an environmentally-friendly future by Siemens Stiftung

### Funding for SMEs

### Local Solutions for Regional Challenges HACK4LAKEBASIN

The following essential points for a rural e-mobility action plan were identified

#### Technology

- Charging infrastructure: Expand infrastructure for power generation, distribution, and battery swapping
- Continue development of vehicles purpose-built for rural logistics
- Identify local value chains for local vehicle production
- Integrate digital payment and sharing solutions

#### Business models

- Develop sharing and pay-go models to make technology available for new rural user groups
- Introduce circular economy structures Skills development
- Analyze the need for vocational education and establish training programs
- Develop inclusive models for the informal sector

#### Partnerships and promotion

- Targeted partnerships with social start-ups, funders, promoters, and administrative officials.
- Monitor, evaluate, and support best-practice sharing

The Kenya Catalytic Jobs Fund is a DFID funded programme that provides technical assistance and grant funding to competitively selected innovations that have potential to unlock market constraints and create jobs, including for the most vulnerable.

The programme supports innovations under the following broad thematic areas: agriculture/manufacturing sectors, informal sector and increasing income for marginalized groups and geographies.

The programme contains a strong emphasis on learning and evidence. It is also seeking to generate knowledge, data and evidence on ways of addressing barriers to job creation and disseminate findings to relevant stakeholders, including potential investors.

#### Tech Hackathon yielded the following

- Smart Farm: application on Innovative Value chains in Agriculture
- INVESTLAKEBASIN: an innovation which is an application aimed at deepening financial access
- Lake Basin Maritimers : a technological solution that provides information to the youth while allowing them to contact possible employers in the maritime transport industry .
- LakeSide Adventures: a web application to help them promote their businesses not just locally but also international tourists.
- The bridge innovation: creates a way to enable those pursuing various degrees to have access to skills development for the job market.

# Opportunities and Highlights

## Local Solutions for Regional Challenges HACK4LAKEBASIN

Policy Hackathon yielded the following :

**Gaps identified within the Maritime transport were; -**

- Safety of stakeholders-
- Skills training-
- Mapping I-data-
- Exclusion of local stakeholders
- Lack of multi-sectoral support programs

**Possible Interventions; -**

- Mapping and Registering those operating in the Maritime Space for strategic engagement
- Set a standard for vessels before certification-
- Insurance Intervention-
- Surveillance services-
- Multi-sector stakeholder Involvement & awareness

**Agribusiness policies; -**

- Deal with licensing over a wider region-
- Using a brand that allows growth and escalation of the business.-
- Retrogressive cultural practices are holding back progress. This should be dealt with by changing the mindset of the older and youth.-
- Making agribusiness youth friendly and attractive by creating market linkages for ready produce, favorable lending rates to youths, sensitizing the youth on available opportunities.-
- Linking Agribusiness and rural employment; enabling transportation by making use of the standard gauge railway system.

**The enablers within the Agricultural ecosystem were identified as; -**

- The youth-
- The National and County government- Academic Institutions-
- Cooperatives-
- Regulators

**Financing options for Agribusiness were identified as follows; -**

- Most of the businesses ought to make online application through platforms such as; KCB AJIRA-
- Government funds such as Devolved funds, youth fund-
- Public Private partnerships which is an option most of the County government should embrace

**FabLab Kids Hackathon yeilded the following:**

- Bluetooth Controlled Car -Tyler Perry
- Obstacle Sensing RC Car- Fredrick Ian

The children got a chance to understand that they can build things while playing and come up with things that would be of use to the society.

The hackathon also served to highlight the immense potential Fablab Winam has in making play materials from locally assembled products rather than importing them.

## Local Solutions for Regional Problems HACK4LAKEBASIN

# Gallery



# Conclusion

**The County government of Kisumu pledged to support the youth in entrepreneurship initiative by;**

- Setting budget allocations to help the youth initiatives. Out of the set budget the government will train 25 youths from each of the 35 wards in the county and might scale the number to 50 on the competencies that are lacking in the market through research.
- The County government has set 23 Vocational training centers that will help the youth improve their skills. The centers are equipped with the required equipment to help impart the skills to the youth.
- The county will work with different groups to help in the running of the centers such as Lake Hub, Fab Lab and Winam Capital and others that will help in the effective running of these facilities.
- The government will also provide capital to help manage the ideas that they have such as those that will help curb unemployment within the County.
- The County government of Kisumu further reiterated that revival of the port and SGR will give various opportunities for investments such as; mass transport, low cost housing, energy sector e.g. wind energy, solar energy, the Blue Economy- other investments within the lake region and i will ensure that enterprises benefit from these opportunities.

**During the CEO's forum, it was agreed that the County Governments within the Lake Basin Region should look more into partnerships with the private sector by:**

- Exploring PPPs as a way of introducing private sector technology and innovation in providing better public services through improved operational efficiency
- Utilizing PPPs as a way of developing local private sector capabilities through joint ventures with large international firms, as well as subcontracting opportunities for local firms in areas such as civil works, electrical works, facilities management, security services, cleaning services, maintenance services
- Using PPPs as a way of gradually exposing state owned enterprises and government to increasing levels of private sector participation (especially foreign) and structuring PPPs in a way so as to ensure transfer of skills leading to County and regional champions that can run their own operations professionally and eventually export their competencies by bidding for projects/ joint ventures.

## **Solutions Developed in the HACK4LAKEBASIN:**

The tech teams from the tech hackathorn, will be linked to Investors, collaborators and other supporter in further developing their solutions; modifications and testing to full scale implementation. The tech solutions mainly focusing on two themes; (Innovative value chains in Agriculture and deepening financial access in Agriculture through innovation) aim at using tech to improve the livelihood outcomes of the small scale farmer. Solutions designed during the hackathon will continue to be developed for subsequent use.

The conclusions from the policy hackathorn, will be presented in regional forums so that local governments, can start seeing citizens as a resource and relying on them for local knowledge, rather than developing blanket strategies by seeking best practices from elsewhere, this therefore allows for homegrown experimentation and gives citizens a stake in public policy.

The FabLab Kids Hackathon, also served to highlight the immense potential the region has in making play materials from locally assembled products rather than importing them. LBIW takes pride in providing a platform where makers and innovators at different levels of expertise from beginner to experts to share their tools, machines coupled with technical and business training for them to establish a clear path from ideation to deployment of the product in the market.

LBIW shall continue to engage with partners such as the British High Commission, DFID, GIZ, Kenya Ports Authority, county governments and other stakeholders to pursue partnerships and programs targeting to improve the regional ecosystem.

Lastly it was agreed that LBIW will expand its scope to include other riparian counties and districts in the Lake Basin Region stretching from Kenya, Uganda, Tanzania, Rwanda, Burundi and the Congo.

