

ACCRA ENTREPRENEURIAL ECOSYSTEM SNAPSHOT



WITH SUPPORT FROM
Citi Foundation



ACCRA

ENTREPRENEURIAL ECOSYSTEM SNAPSHOT

Aspen Network of Development Entrepreneurs (ANDE) is a global membership network of more than 260 organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business-support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits.



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FACTS

Accra is the capital of Ghana, located on the Atlantic Coast of West Africa.

Accra is the most populous city in Ghana, and it is regarded as the economic hub of Ghana.

METHODOLOGY

» Review of Existing Literature

» Surveys and Interviews

» Stakeholder Meetings

74

NON - FINANCIAL
SUPPORT PROVIDERS

33

FINANCIAL SUPPORT
PROVIDERS

47

OTHER ECOSYSTEM
SUPPORT PLAYERS

TOP TYPES OF NON-FINANCIAL SUPPORT

76%

OF SURVEY RESPONDENTS PROVIDE ACCESS TO NETWORKS

LEAST COMMON NON-FINANCIAL SUPPORT

11%

OF SURVEY RESPONDENTS PROVIDE LEGAL SUPPORT

TOP FINANCIAL INSTRUMENT



EQUITY

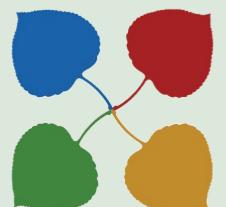
TOP SECTORS OF FOCUS



AGRICULTURE AND FOOD



CULTURE



Aspen Network of
Development Entrepreneurs
West Africa

TYPES OF SUPPORT AVAILABLE TO SMALL AND GROWING BUSINESSES

FINANCIAL SUPPORT

- Angel Investors
- Micro-Finance Institutions (MFIs)
- Development Finance Institutions (DFIs)
- Commercial Banks
- Venture Capital

INFRASTRUCTURE SUPPORT

- Co-working Spaces

PROFESSIONAL SERVICES

- Legal Support
- Accounting Support
- Branding
- Communication
- Consulting

BUSINESS DEVELOPMENT SUPPORT

- Incubation and Acceleration
- Capacity Development

POLICY SUPPORT

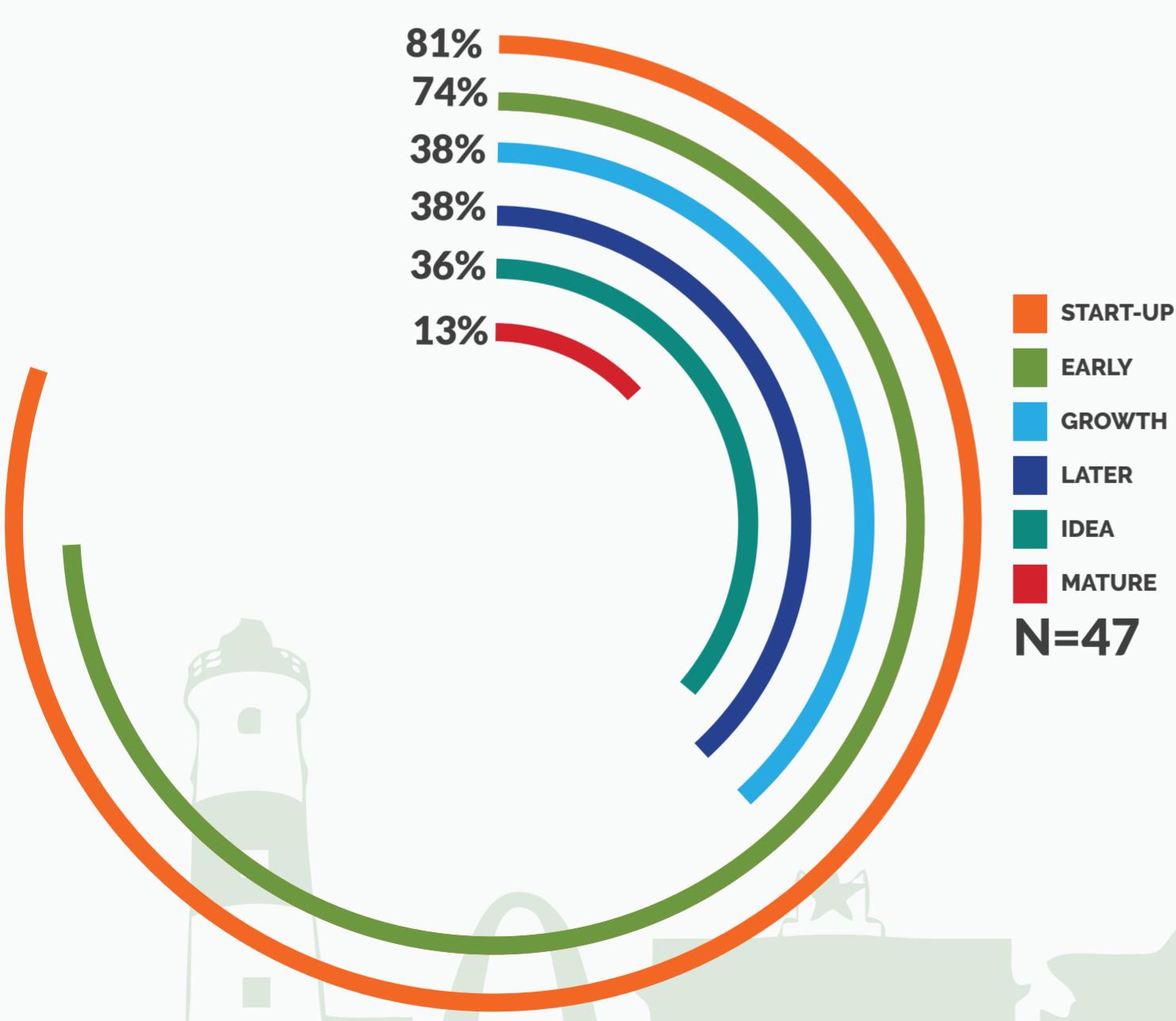
- Government Agencies

NETWORKS

- Associations



SUPPORT AVAILABLE AT DIFFERENT STAGES IN THE ENTREPRENEURIAL ECOSYSTEM



KEY HIGHLIGHTS

81% of the organizations provide support to start-ups

74% of the organizations provide support to early-stage businesses

36% of the organizations provide support to businesses at idea stage

13% provide support to businesses at mature stage

NON-FINANCIAL SUPPORT PROVIDERS

*Organizations are mapped based on the primary service and therefore were not repeated for other services provided



CAPACITY DEVELOPMENT PROVIDERS

- A Ban Against Neglect (ABAN)
- ACDI/VOCA
- African Aurora Business Network (AABN)
- African Management Services Company (AMSCO)
- Ako Foundation
- Ashesi University College
- Ashoka
- Canadian Chamber of Commerce (Ghana)
- Catholic Institute of Business and Technology
- Catholic Relief Services (CRS)
- Cherie Blair Foundation
- Christian Aid
- CREATE Ghana
- Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)
- Djondo Fellowship
- Enablis
- Engineers Without Borders Canada
- Ghana Centre for Entrepreneurship, Employment and Innovations (GCEEI)
- Ghana Climate Innovation Centre
- Global Alliance for Clean Cookstoves
- Global Alliance for Youth Leaders (GAYL)
- Grameen Foundation
- Growing Business Foundation
- Growth Mosaic

- Heifer International
- Impact Hub Accra
- InnoHub
- Intelligent Capital
- iSpace
- MBC Africa
- MDF Training and Consultancy
- Meltwater Entrepreneurial School of Technology (MEST)
- Methodist University
- OSIWA
- Oxfam
- Partners in Food Solutions
- Reach for Change Africa
- Seedstars World
- ServLed Africa
- Stanford SEED
- TechnoServe
- University of Ghana Business School
- Water and Sanitation for the Urban Poor (WSUP)
- West Africa Trade and Investment Hub
- World Vision
- YALI Regional Leadership Center

NON-FINANCIAL SUPPORT PROVIDERS



CO-WORKING SPACES

- Horizon OutPost
- Regus Accra
- Workshed Africa



GOVERNMENT AGENCIES

- Bank of Ghana
- Borderless Alliance
- Food Drug Authority (FDA)
- Ghana Environment Protection Agency
- Ghana Export and Import Authority
- Ghana Investment and Promotion Centre (GIPC)
- Ghana Revenue Authority
- Ghana Standard Authority
- National Board for Small Scale Industries (NBSSI)
- Registrar General Department (RGD)
- Youth Enterprise Support Program



RESEARCH AND ADVISORY SERVICE PROVIDERS

- Asoko Insight
- Center for International Private Enterprise (CIPE)
- Dalberg Global Development Advisors
- Ernst & Young (EY)
- GFA Consulting
- GIMPA Centre for Impact Investing
- Inclusive Business Accelerator (IBA)
- JPCANN Associates Limited
- KPMG
- Kumasi Institute of Tropical Agriculture (KITA)
- PwC
- Startup Traction
- Winners Solutions

* Some incubators and accelerators also provide co-working spaces for entrepreneurs

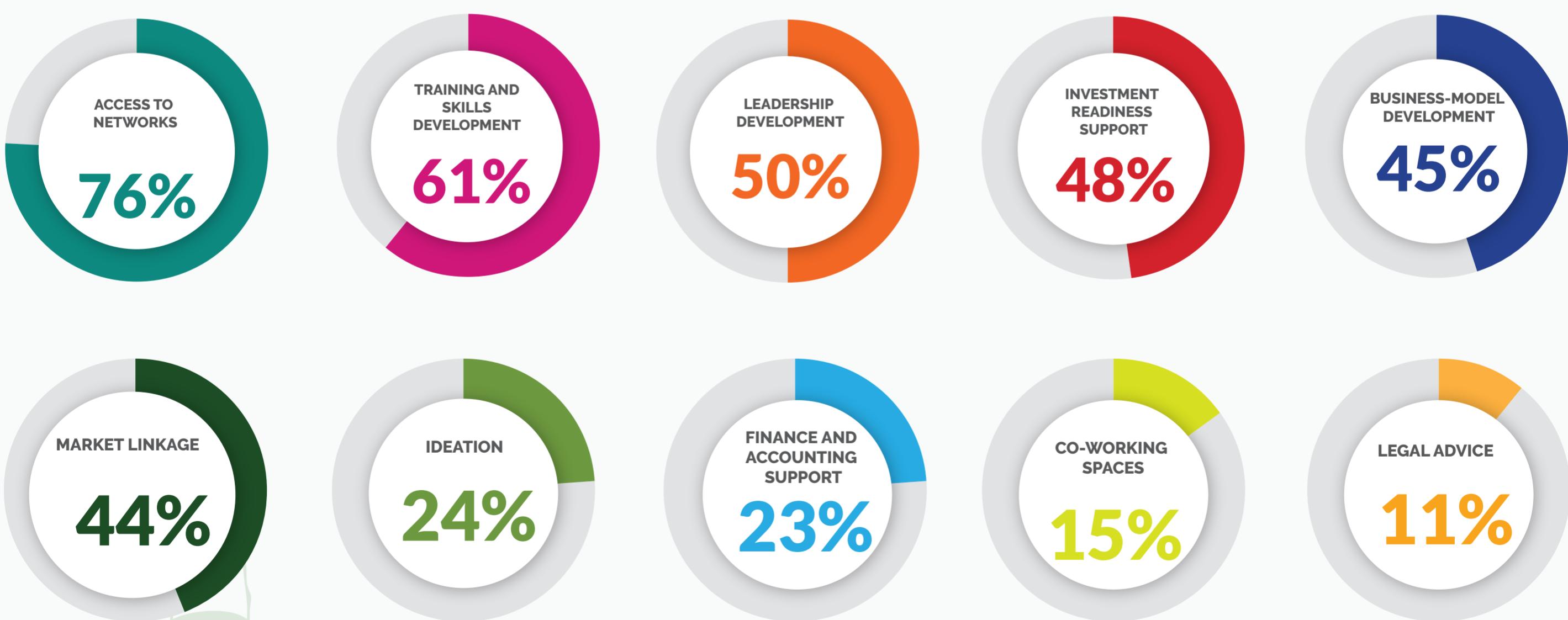
ANDE Members

OTHER ECOSYSTEM ACTORS

CORPORATIONS	NETWORKS AND ASSOCIATIONS
 <ul style="list-style-type: none"> Access Bank Airtel Ghana Barclays Bank Fidelity Bank Microsoft MTN Ghana Premium Bank Tigo Universal Merchant Bank UT Bank Vodafone 	 <ul style="list-style-type: none"> African Agribusiness Incubation Network (AAIN) African Business Angel Network (ABAN) African Private Equity and Venture Capital Association (AVCA) • Africa's Young Entrepreneurs AfriLabs Aspen Network of Development Entrepreneurs (ANDE) • Association of Ghana Industries (AGI) Ghana's Young Entrepreneurs (GYE) Global Social Entrepreneurship Network (GSEN) • Inclusive Business Action Network (IBAN) Social Enterprise Ghana Network The African Network of Entrepreneurs (TANOE) The SME Network VC4A
FOUNDATIONS & DONORS/DFIs	MEDIA
 <ul style="list-style-type: none"> African Development Bank (AfDB) British Council • Citi Foundation • Department for International Development (DFID) Ford Foundation • International Finance Corporation(IFC) • Lundin Foundation Small Foundation • The MasterCard Foundation • The Rockefeller Foundation • Tony Elumelu Foundation United States Agency for International Development (USAID) • 	 <ul style="list-style-type: none"> All Africa Business and Financial Times Citi Business (FM) Disrupt Africa Ghana Business News Ghana Star Joy Business Report Modern Ghana News Ghana Ventures Africa

• ANDE Members

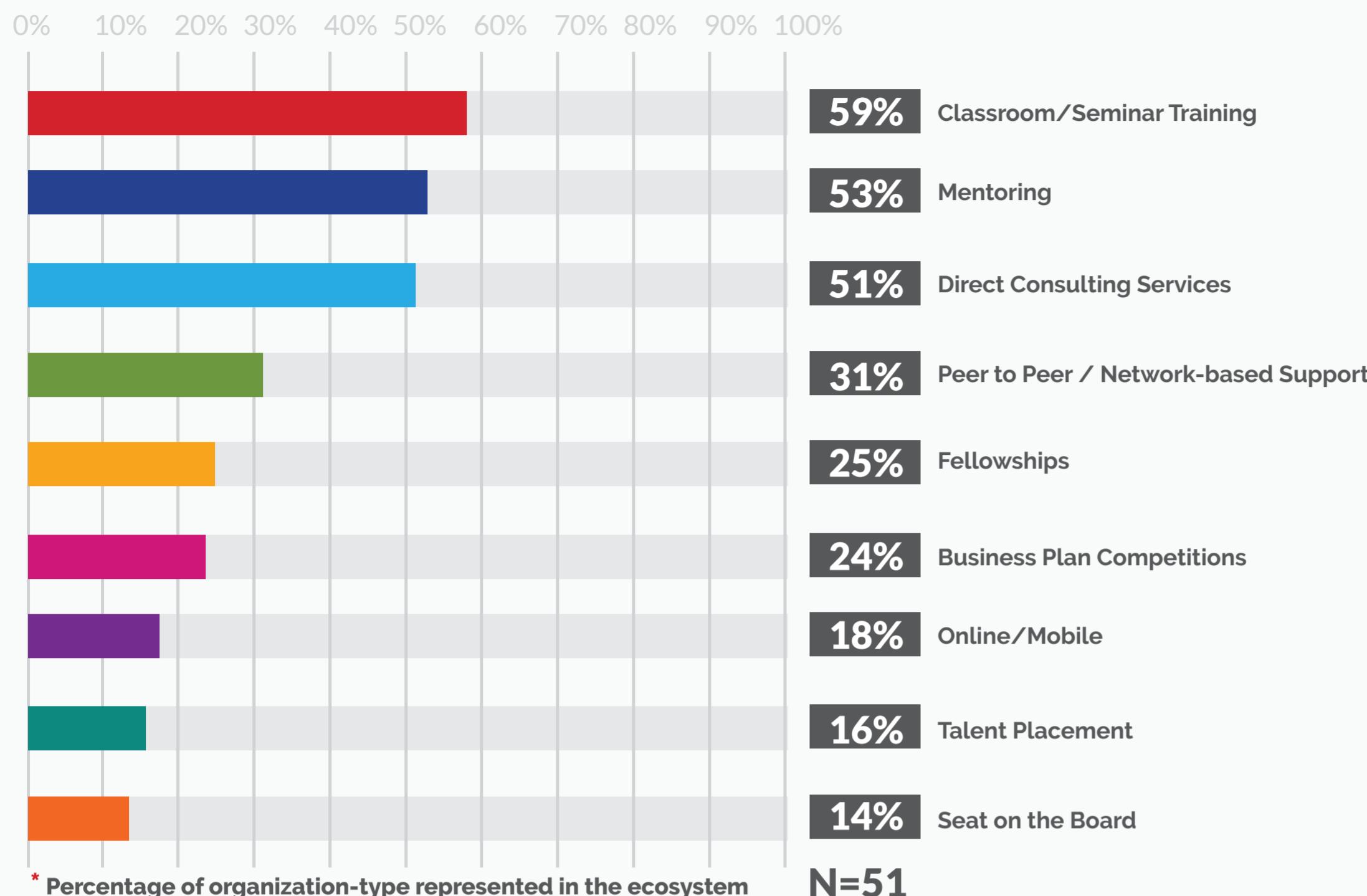
NON-FINANCIAL SUPPORT IN THE ENTREPRENEURIAL ECOSYSTEM



* Percentage of organization-type represented in the ecosystem

N=62

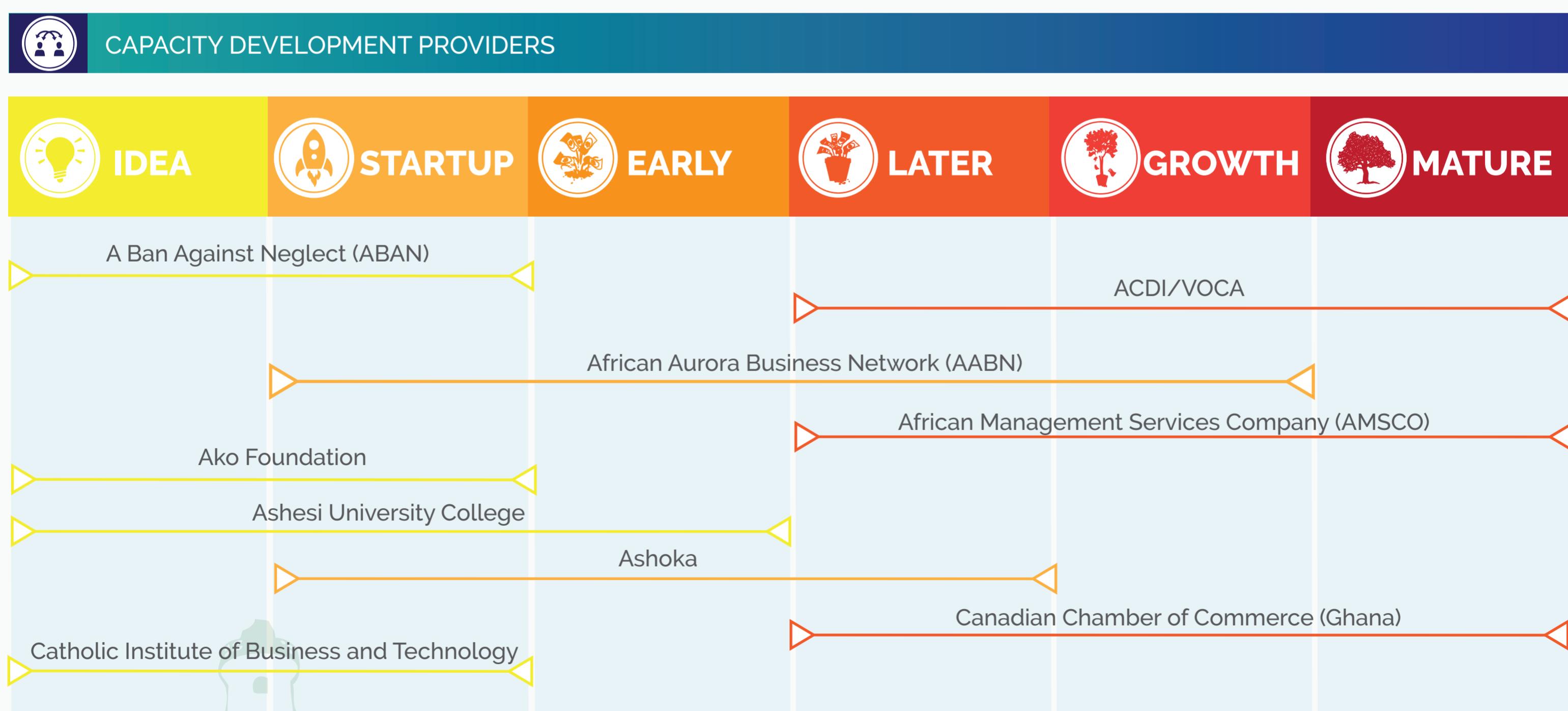
HOW ORGANIZATIONS PROVIDE NON-FINANCIAL SUPPORT



KEY HIGHLIGHTS

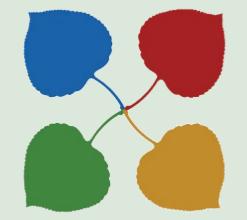
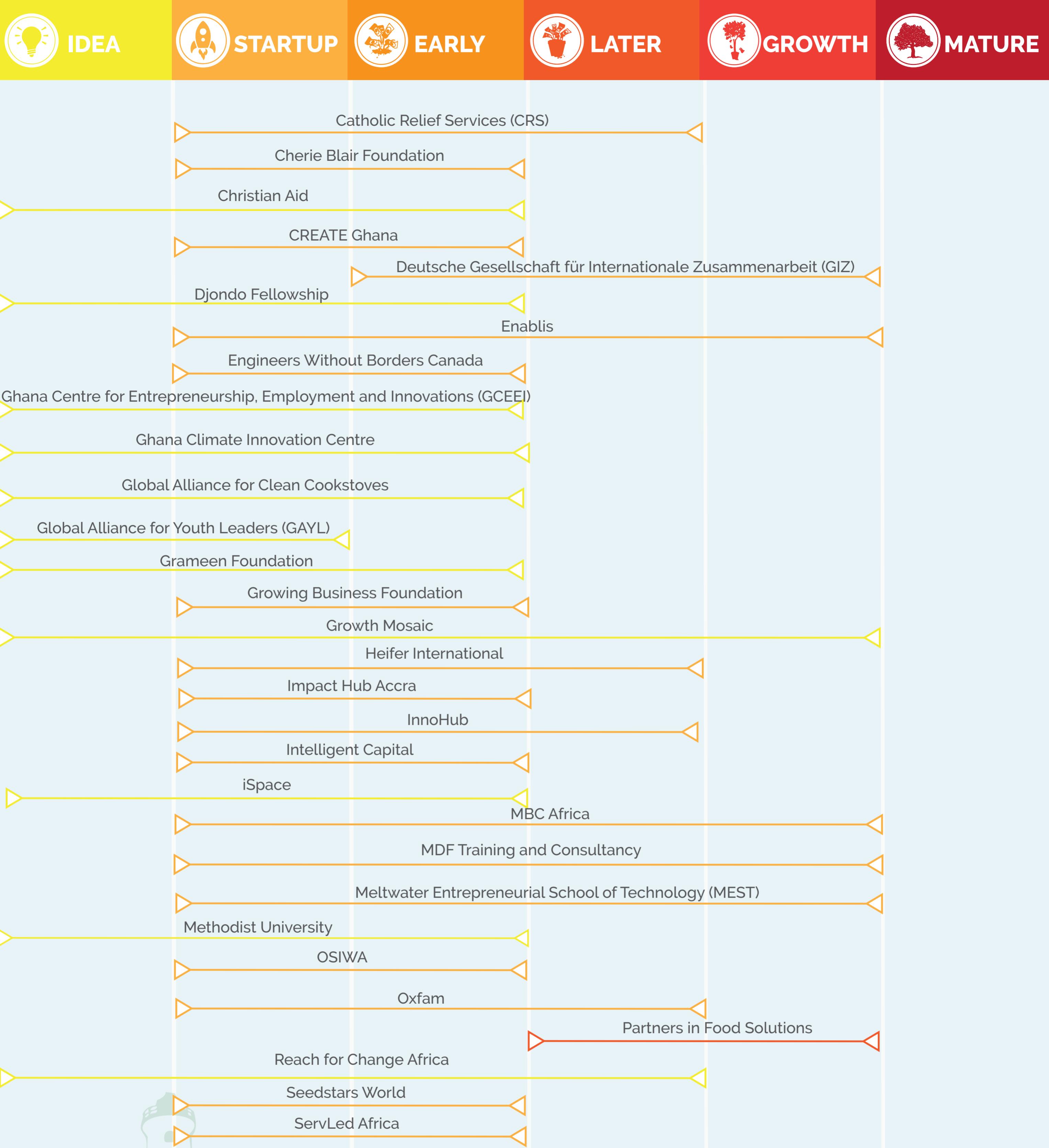
- 59%** deliver seminars and trainings to SGBs
- 53%** deliver mentoring
- 16%** offer talent placement
- 14%** take a seat on the board

NON-FINANCIAL SUPPORT AND STAGES OF SUPPORT



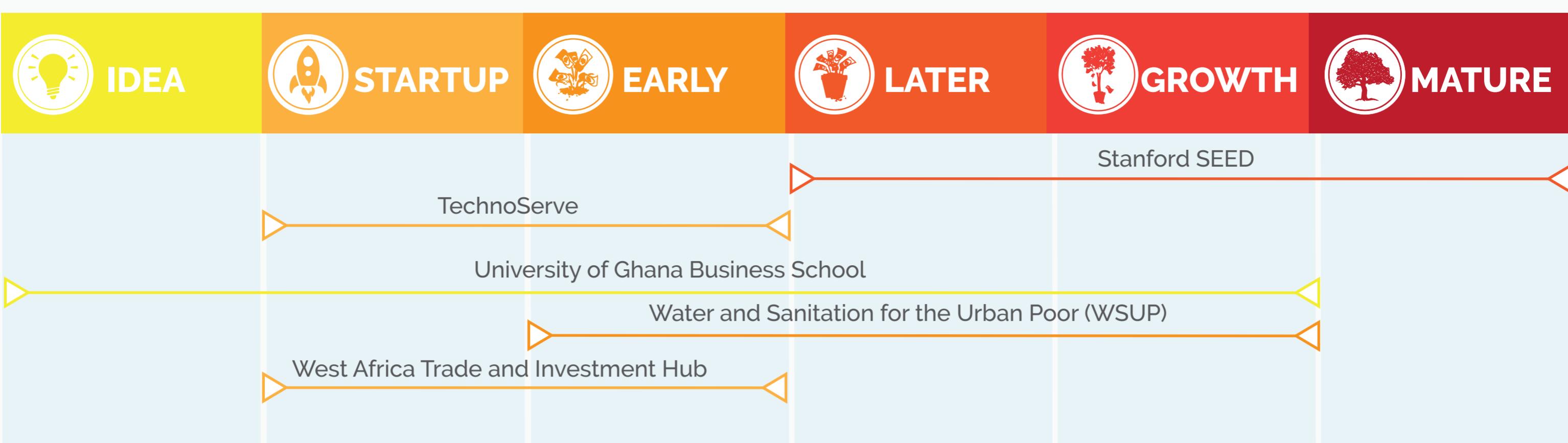


CAPACITY DEVELOPMENT PROVIDERS

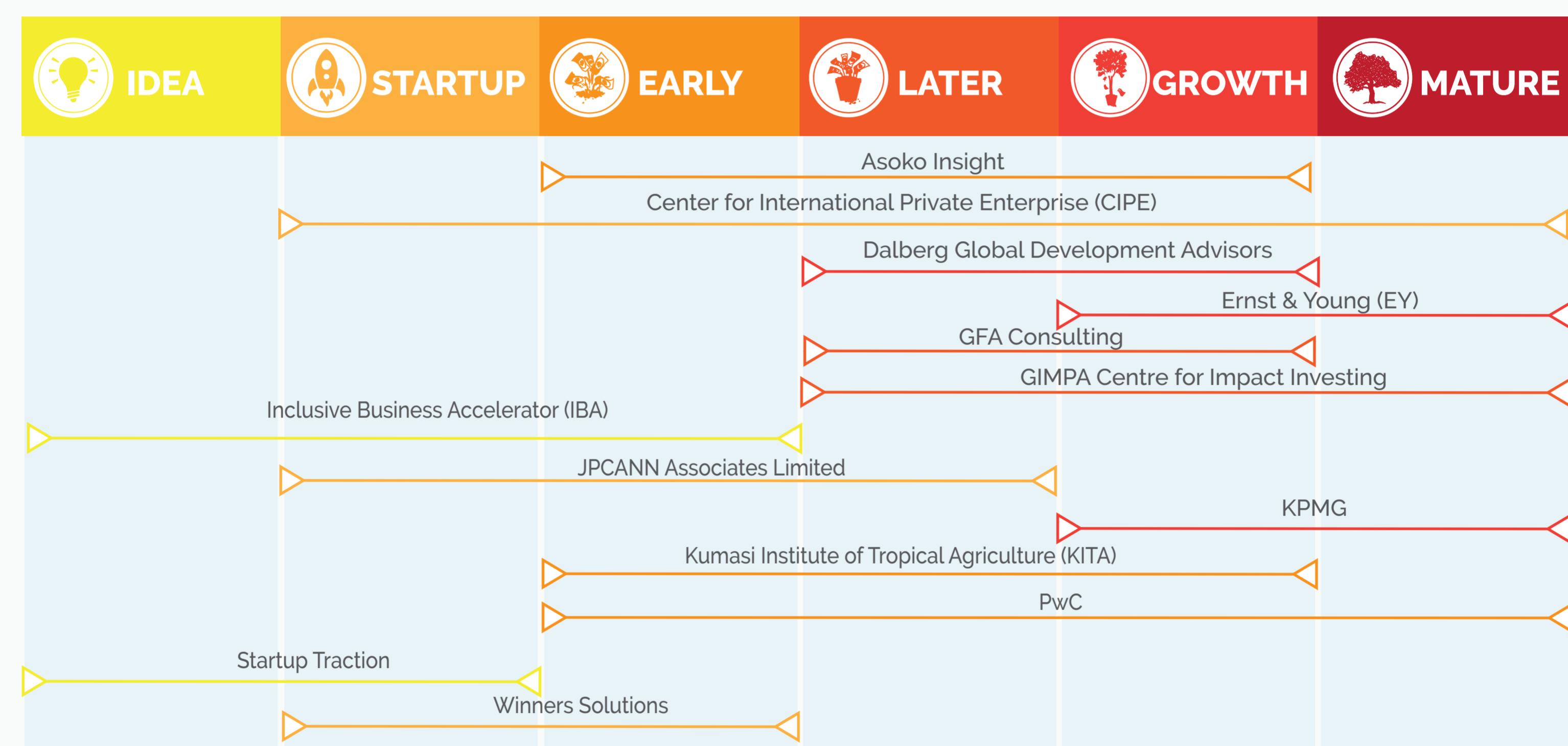




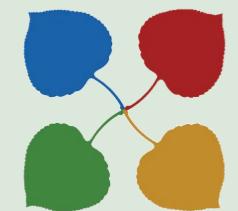
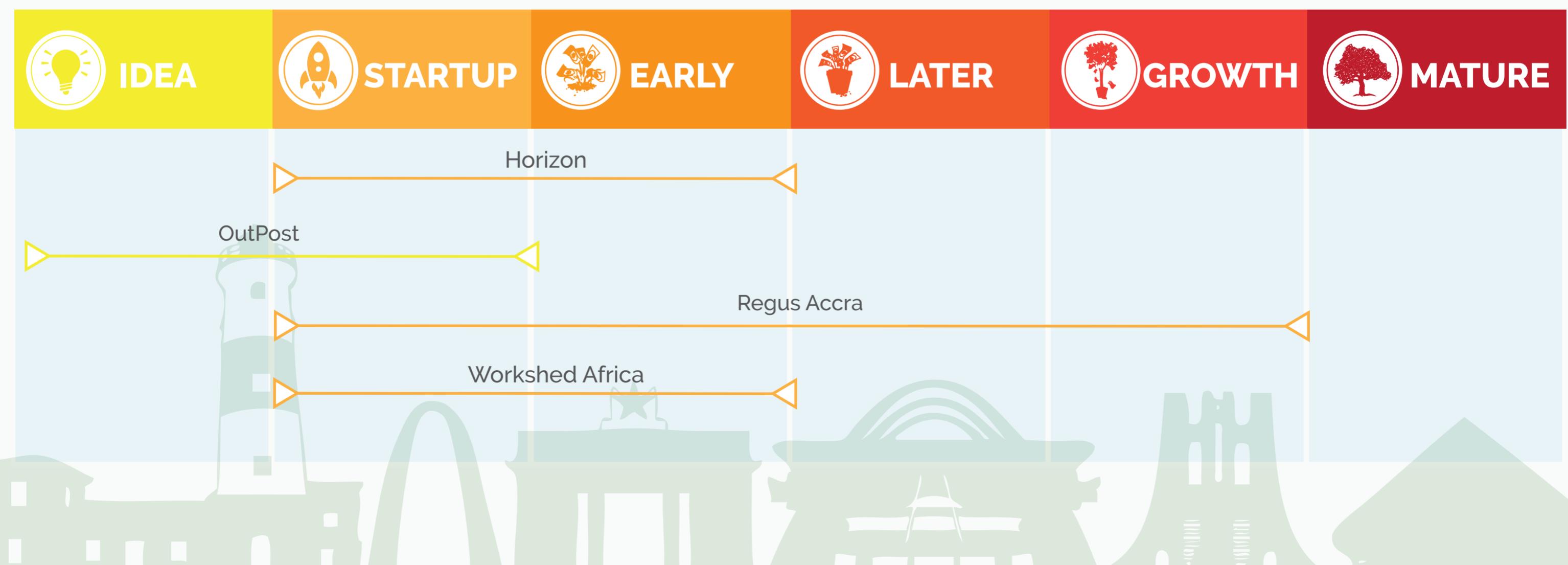
CAPACITY DEVELOPMENT PROVIDERS

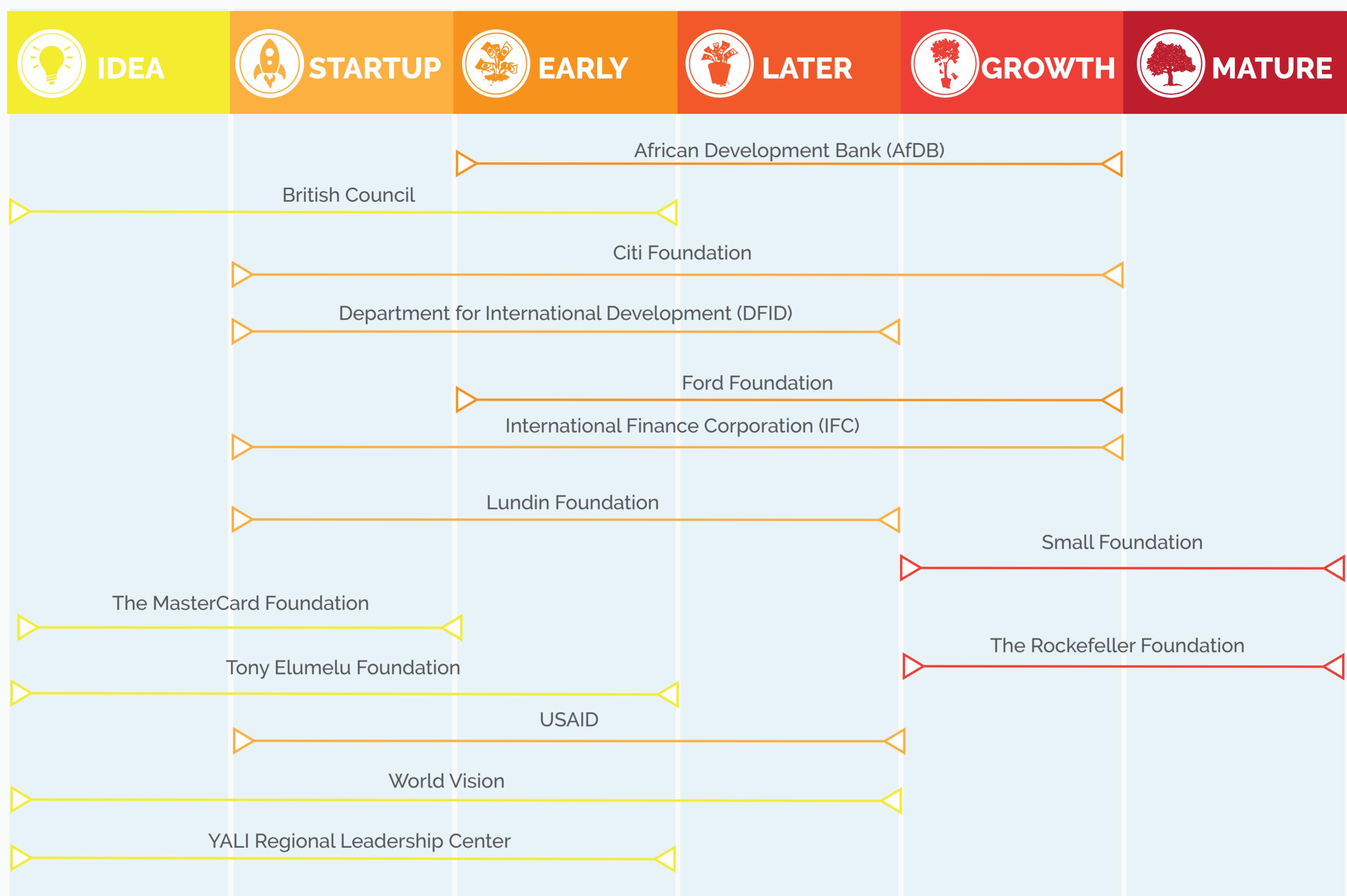


RESEARCH AND ADVISORY SERVICE PROVIDERS



CO-WORKING SPACES





DIRECT FINANCIAL SUPPORT PROVIDERS

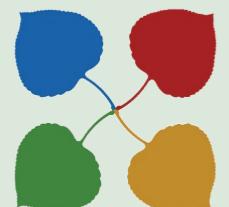


INVESTORS

Accion Venture Lab •
Acumen •
Adenia Partners
Africa Media Venture Fund
African Capital Alliance (ACA)
AgDevCo
Agricultural Development Bank
Agriculture Fast Track Fund
AHL Venture Partners •
Busac Fund
Crystal Capital and Investments
DataBank AgriFund Manager
EchoVC Partners
Emerging Capital Partners
Finance and Competence
Ghana Angel Investors Network (GAIN)

Ghana Capital Partners
Gold Venture Capital Limited
GroFin
Injaro Investments
Investisseurs & Partenaires •
JCS Investments
Oasis Capital
Palladium •
Root Capital •
Sahel Capital
SEM Capital Management
Serengeti Capital
Singularity Investment
Synergy Capital
Union Capital
Venture Capital Trust Fund
Vision Fund

• ANDE Members



KINDS OF SUPPORT



EQUITY



QUASI-EQUITY



DEBT



GRANT



INVESTORS



IDEA



STARTUP



EARLY



LATER



GROWTH



MATURE

Accion Venture Lab

Acumen

Adenia Partners

Africa Media Venture Fund

African Capital Alliance (ACA)

AgDevCo

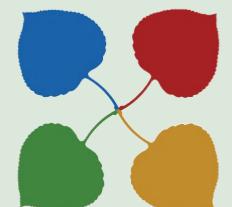
Agricultural Development Bank

Agriculture Fast Track Fund

AHL Venture Partners

Busac Fund

Crystal Capital and Investments



Aspen Network of
Development Entrepreneurs
West Africa



INVESTORS



IDEA



STARTUP



EARLY



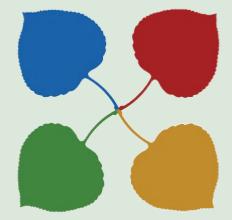
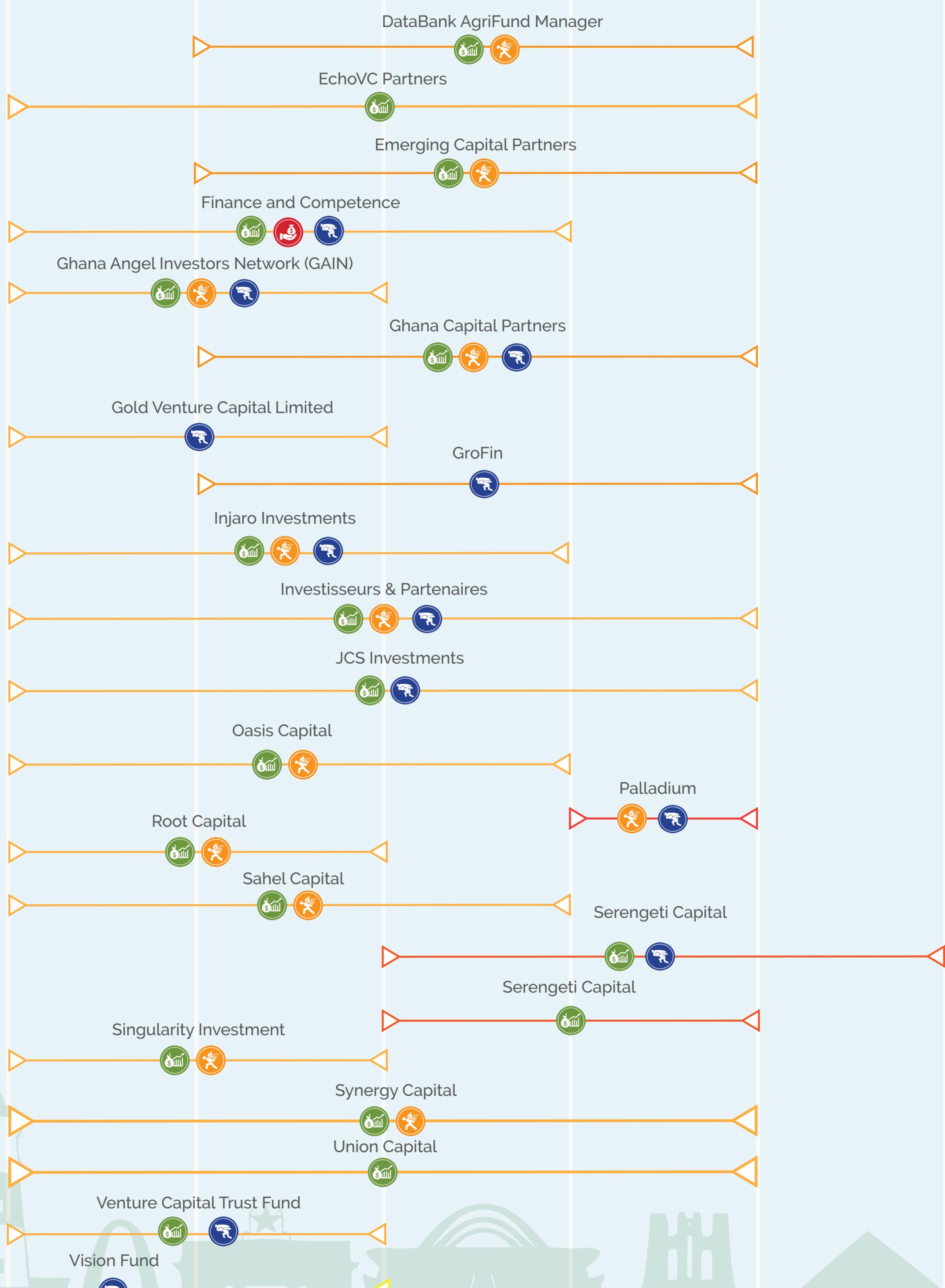
LATER

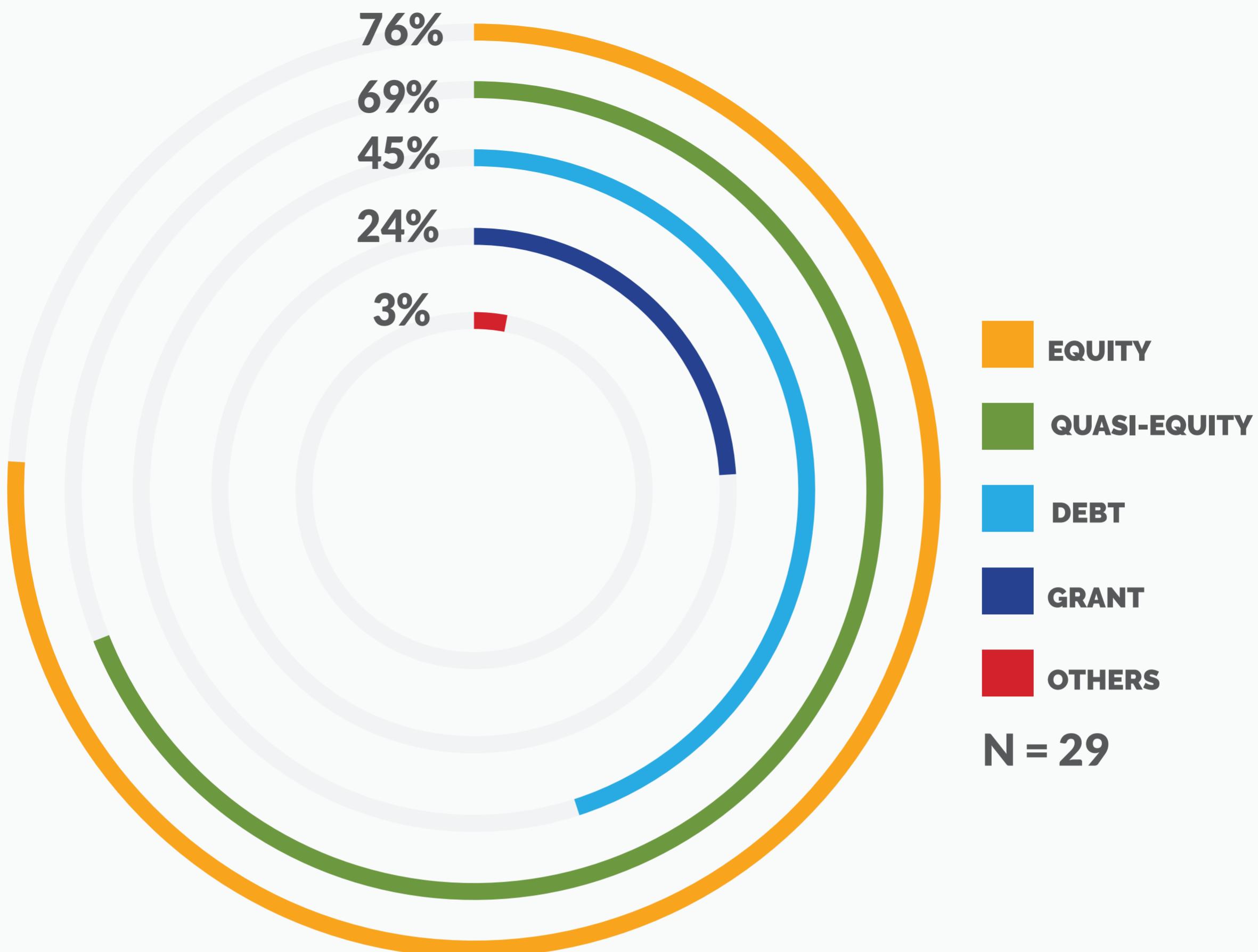


GROWTH



MATURE

Aspen Network of
Development Entrepreneurs
West Africa



KEY HIGHLIGHTS

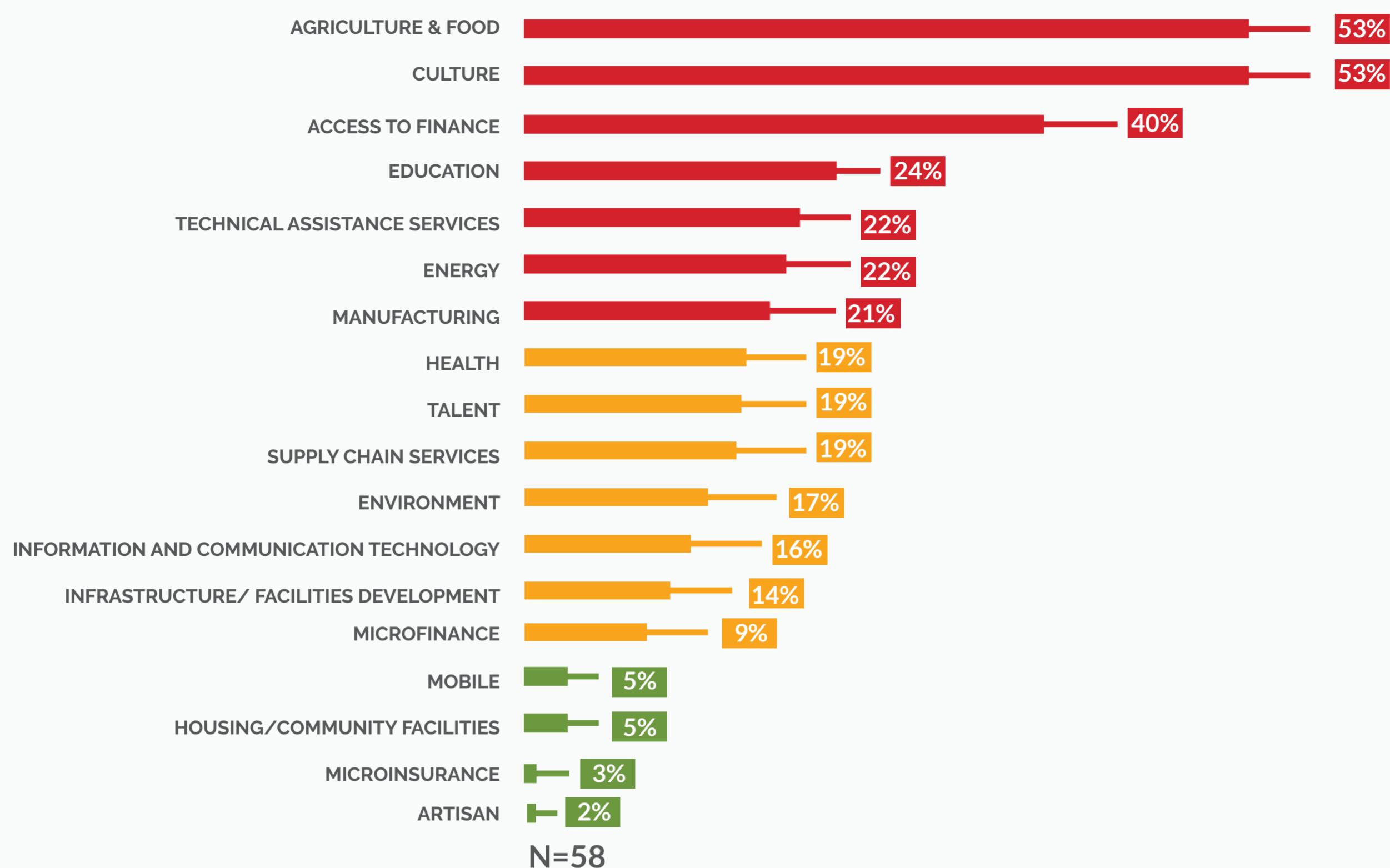
76% provide financial support through equity

69% provide financial support through quasi-equity

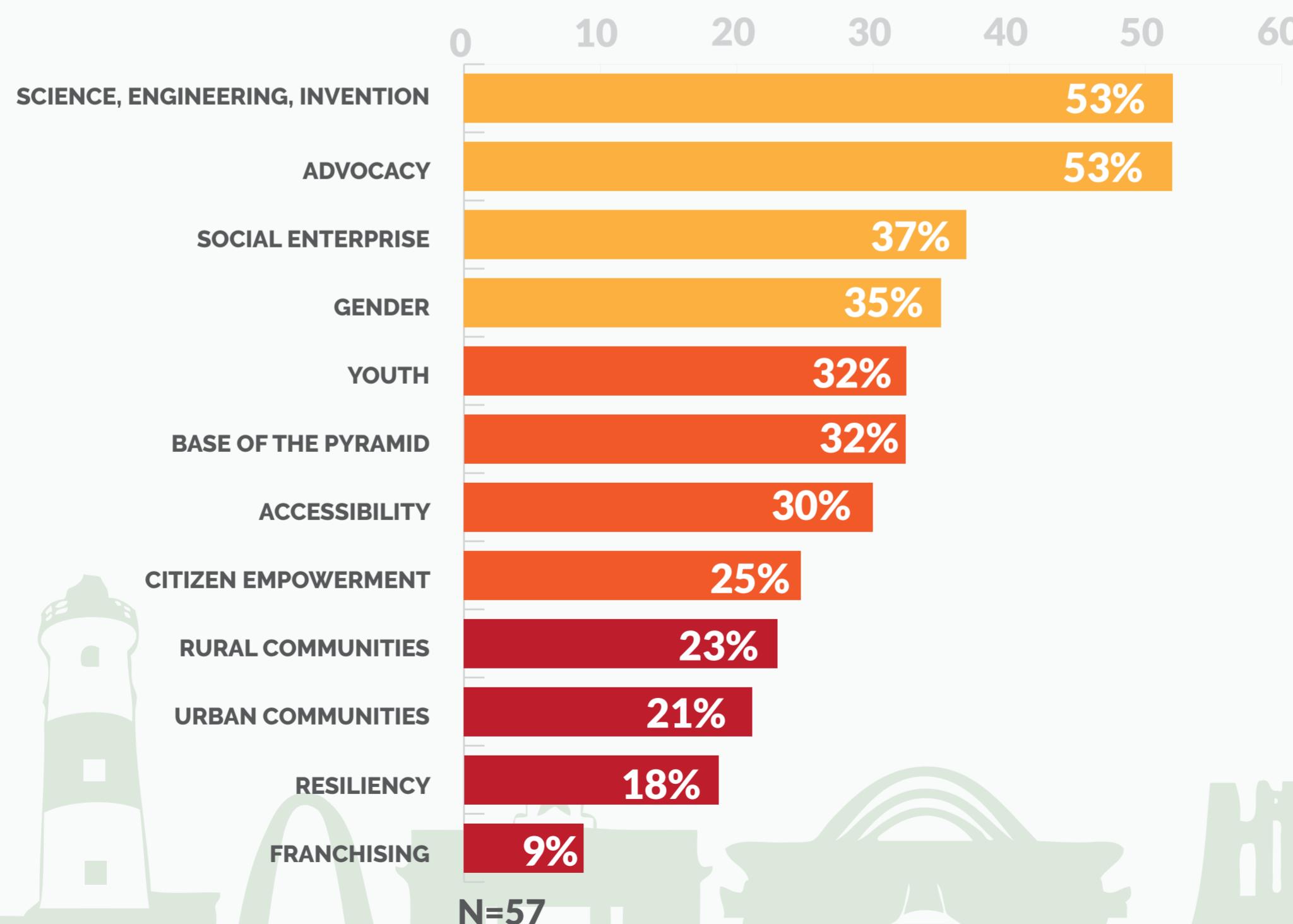
45% provide financial support through debt

24% provide financial support through grants

SECTORS AND FOCUS AREAS



STAKEHOLDERS FOCUS



POPULAR ENTREPRENEURSHIP EVENTS AND CONFERENCES

YOUTH ENTERPRISE SUPPORT (YES)

Government

GHANA SME SUMMIT

Government

VODAFONE AFRICA SME SUMMIT

Vodafone

ENTERPRISE AFRICA SUMMIT

British Council

AFRICA TECHNOLOGY SUMMIT

Meltwater Entrepreneurial School of Technology (MEST)

MBC AFRICA COLLABORATIVE PLATFORM FOR SGBS

MBC Africa

TIGO DIGITAL CHANGEMAKERS COMPETITION

Reach for Change Africa

THE MAKERSPACE

Impact Hub

ASHESI BUSINESS EXHIBITION

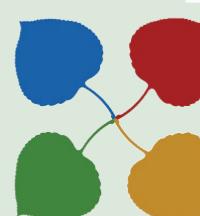
Ashesi University

ECOSYSTEM GAPS AND OPPORTUNITIES

These gaps and opportunities were identified by key actors at the ANDE Entrepreneurial Ecosystem Snapshot stakeholders meeting.



RECOMMENDATION FOR IMPROVING THE ECOSYSTEM





African Aurora Business Network (AABN)

AABN specializes in SME development, business and advisory services, agribusiness, training, project development, and management acquired through engagements with public and private sector institutions, multi-nationals, development partners and NGOs globally.

www.aabn.org.gh



A Ban Against Neglect

A Ban Against Neglect (ABAN) works with young women living in Accra, Ghana. The organization operates a two-year empowerment and education program for these women, in which they are taught basic seamstress skills, which they use to transform plastic waste from the city streets into unique, upcycled products.

www.aban.org



Accion

Accion aims to build sustainable, scalable microfinance institutions (MFIs) that share its commitment to the double bottom line, maximizing both financial and social impact by providing those MFIs with management services, technical assistance, investments, and governance.

www.accion.org



ACDI/VOCA

ACDI/VOCA is an economic development organization that fosters broad-based economic growth, raises living standards, and creates vibrant communities. AV Ventures Ghana, a subsidiary of ACDI/VOCA, is an greenfield impact investing firm focusing on agribusinesses and targeting investments in the poultry value chain in Ghana. Our scope will extend to other sectors and geographies as our funding size increases.

www.acdivoca.org



Acumen

Acumen is a non-profit that raises charitable donations to invest in companies, leaders, and ideas that are changing the way the world tackles poverty. The organization invests in entrepreneurs who have the capability to bring sustainable solutions to big problems of poverty.

www.acumen.org



Adenia Partners

Adenia Partners is a private equity investment funding firm supporting businesses that have potential to grow.

www.adenia.com



Africa Media Ventures Fund

AMVF mobilizes capital and experience in the Netherlands to invest in entrepreneurs in the media sector and small- and medium-sized African media companies. We focus on sub-Saharan Africa, and are currently most active in Kenya and Ghana.

www.amvf.nl



African Agribusiness Incubation Network (AAIN)

AAIN is registered in Accra, Ghana as a private sector entity and internationally recognised as a business development company providing support along various agricultural value chains, including the provision of technical advisory services, funding, networking, business advisory, mentoring, and other key support for development of incubators.

www.africaain.org



African Business Angel Network

African Business Angel Network (ABAN) is a pan-African non-profit association founded to support the development of early-stage investor networks across the continent and to get many more investors excited about the opportunities in Africa.

www.abanangels.org



African Capital Alliance (ACA)

African Capital Alliance (ACA) is a leading pan-African investment firm sponsoring funds and managing investments in sub-Saharan Africa.

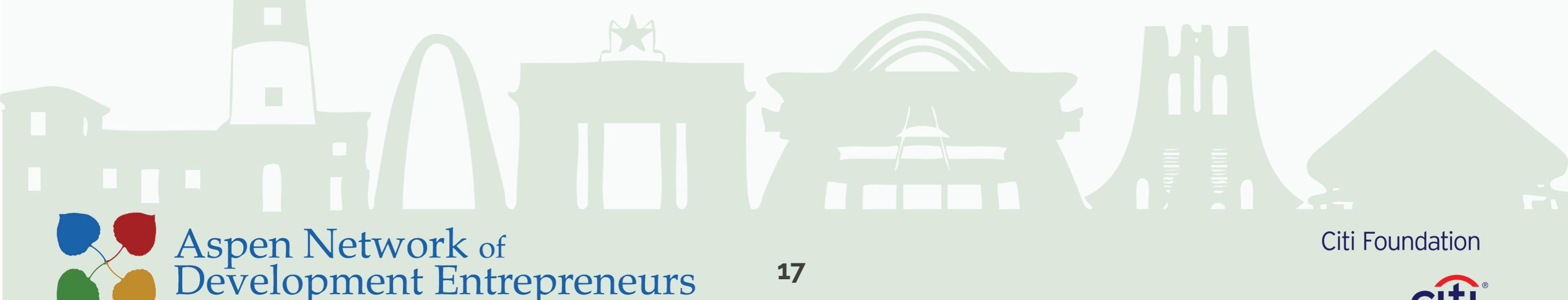
www.acagp.com



African Development Bank (AfDB)

The overarching objective of the African Development Bank (AfDB) Group is to spur sustainable economic development and social progress in its regional member countries (RMCs), thus contributing to poverty reduction.

www.afdb.org





African Management Services Company (AMSCO)

AMSCO's development advisory solutions interventions are demand-driven customized programmes that meet country or regional priority sectors and are designed to bridge identified gaps in key sectors and aligned to government priorities of the countries where these programmes are implemented.

www.amsco.org



African Private Equity and Venture Capital Association (AVCA)

AVCA is a member-supported organisation, with members spanning private equity and venture capital firms, institutional investors, foundations and endowments, international development finance institutions, professional service firms and academia. This diverse membership is united by a common purpose: to be part of the African growth story.

www.avca-africa.org



Africa's Young Entrepreneurs

Africa's Young Entrepreneurs aim at success and development of Africa's budding entrepreneurs through mutual networking, and with established captains of industry. We use conferences, workshops and motivational talks to share practical information on how to continuously improve implementation, development and management of business initiatives.

www.ayeonline.org



AfriLabs

AfriLabs is a pan-African network of 50 technology innovation hubs in 20 countries. It was founded in 2011 to build a community around rapidly emerging tech hubs-spaces that serve as physical nexus points for developers, entrepreneurs, and investors.

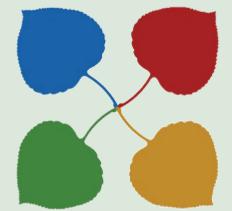
www.afrilabs.com



AgDevCo

AgDevCo is a social impact investor and project developer operating exclusively in the agriculture sector in Africa. Our mission – to reduce poverty and improve food security – is underpinned by our belief that the best route out of poverty for the majority of Africa's rural poor is the development of profitable agriculture with strong links to markets.

www.agdevco.com





Agricultural Development Bank

Agricultural Development Bank (ADB) Limited is a universal bank offering a full range of banking products and services in consumer, corporate, parastatal, SME, agriculture, trade and e-banking services. Its business focus is universal banking with a developmental focus on agriculture and more.

www.agricbank.com



Agriculture Fast Track Fund

The Agriculture Fast Track Fund (AFT) is a multi-donor trust fund managed by the African Development Bank with funding support from the US government represented by USAID, the Danish Government and the Swedish Government.

www.aftfund.org



AHL Venture Partners

AHL Venture Partners is an investment management company headquartered in Mauritius. One of the largest and most successful impact-focused venture capital firms in Africa, AHL has experienced investment professionals on the ground across West, East and Southern Africa.

www.ahlventurepartners.com



Ako Foundation

AKO is a vibrant youth-led, youth development organization working to support community-driven and sustainable development with focus and commitment on youth participation for sustainable environment and economic development.

www.akofoundation.com



Ashesi University College

Ashesi University is best described as a liberal arts college at Berekuso, near Accra, Ghana. The vision of the University is to "educate a new generation of ethical entrepreneurial leaders in Africa". The business department has a goal of seeing at least 20 percent of its graduates become entrepreneurs, five years after graduation. The University recently launched a one year design thinking and entrepreneurship course for all freshmen, funds a design lab for new idea development, supports a student-led venture accelerator, has a strong entrepreneurship capstone course and raises funds for an enterprise fund that supports this variety of initiatives and ventures.

www.ashesi.edu.gh



Ashoka

Ashoka Ghana has elected seven Ashoka Fellows and eight Changemakers schools since 1992. We also work with a growing community of Youth Venturers. Ashoka Fellows in Ghana are changing the world by solving social problems. They are generating employment opportunities for young girls through Information Communication Technology (ICT) with tools like coding, a platform for citizens that authenticates pharmaceutical products, and rural transportation systems that are designed to give Ghananians access to markets, water, and fuel.

www.ashoka.org



Asoko Insight

Asoko Insight provides superior data on sub-Saharan African companies, public and private, to help you identify leads, research investment opportunities, and monitor corporate developments.

www.asokoinsight.com



Aspen Network of Development Entrepreneurs (ANDE)

The Aspen Network of Development Entrepreneurs (ANDE) is a global network of organizations that propel entrepreneurship in emerging markets. ANDE members provide critical financial, educational, and business-support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits.

www.andeglobal.org



Association of Ghana Industries (AGI)

The Association of Ghana Industries (AGI) is a voluntary business association of over 1200 members, made up of small-, medium-, and large-scale manufacturing and services industries.

www.agighana.org



Bank of Ghana

The Bank of Ghana is the central bank of Ghana. It is located in Accra and was formed in 1957. The bank is active in developing financial inclusion policy and is a member of the Alliance for Financial Inclusion.

www.bog.gov.gh



Borderless Alliance

The Borderless Alliance, officially launched in May 2012 with support from the USAID West Africa Trade Hub and its partners, provides an independent, sub-regional platform for leading producers, traders, transporters and financiers to propose and advocate for systemic and practical improvements to the movement of goods, transport, capital, and services across West Africa.

www.borderlesswa.com



British Council

Programs of British Council are geared towards supporting entrepreneurs to sustainably run their enterprises.

www.britishcouncil.org.gh

Busac Fund



The Business Sector Advocacy Challenge (BUSAC) Fund is a programme set up to strengthen the advocacy capacity of private sector business groups and associations in Ghana.

www.busac.org



Canadian Chamber of Commerce (Ghana)

Our programs promote trade and investment opportunities for Canadians, Ghanaians and for all our members regardless of their country of origin or sector of interest. We provide a forum to exchange ideas and information among our members.

www.canada-gh.org



Catholic Institute of Business and Technology (CIBT)

Catholic Institute of Business and Technology is a tertiary institution established under the auspices of the Catholic Archdiocese of Accra in 2007. CIBT is accredited by the National Accreditation Board and affiliated to the University of Ghana. CIBT offers programmes in social impact and entrepreneurship, helping candidates to scale up their businesses.

www.cibtghana.net



Catholic Relief Services

Catholic Relief Services Ghana works with the Ghanaian people to tackle poverty with a holistic approach including projects that improve child and maternal health; increase access to clean water and sanitation; scale up farm production; and enhance community-level savings and lending.

www.crs.org



Cherie Blair Foundation

Cherie Blair Foundation provides women with equal opportunities and the capability, confidence, and capital necessary to establish and grow businesses, resulting in a brighter future for the women themselves and their communities as a whole.

www.cherieblairfoundation.org



Christian Aid

Christian Aid is an international organisation with a vision to bring an end to poverty – and also to make vision of the people become a reality.

www.christianaid.org.uk

Citi Foundation



Citi Foundation

The Citi Foundation works to promote economic progress and improve the lives of people in the low income communities around the world. We invest in efforts that increase financial inclusion, catalyze job opportunities for youth, and reimagine approaches to building economically vibrant cities. The Citi Foundation's "More than Philanthropy" approach leverages the enormous expertise of Citi and its people to fulfill our mission and drive thought leadership and innovation.

www.citigroup.com/citi/foundation

CREATE GHANA



CREATE Ghana

Create Ghana aims at creating a low-risk environment to explore and develop the practice of entrepreneurship so that individuals can build the knowledge, networks, and confidence to excel as entrepreneurs.

www.createghana.com



Crystal Capital and Investments

Crystal Capital and Investments is a leading private investment and financial advisory firm in Ghana, offering a comprehensive range of financial advisory, assets and investment management services.

www.crystalcapitalgh.com

Dalberg

Dalberg Global Development Advisors

Dalberg is a strategy and policy advisory firm exclusively dedicated to global development and innovation. The Dalberg Group combines strategy, capital advisory, and research capabilities into an integrated offering. Founded in 2001, Dalberg has experience in over 90 countries and has over 40 nationalities and over 60 languages represented amongst its full-time employees. The firm delivers unrivalled insight across a range of sectors for both public and private sector clients across the globe.

www.dalberg.com



DataBank AgriFund Manager Limited

Databank Agrifund Manager Limited (DAFML) is a Mauritian registered pan-African private equity group specializing in agriculture and food production value chains.

www.dafml.com



Department for International Development (DFID)

The Department for International Development (DFID) is a United Kingdom government department responsible for administering overseas aid. The goal of the department is "to promote sustainable development and eliminate world poverty."

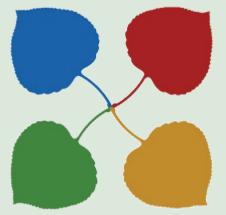
www.gov.uk/government/world/organisations/dfid-ghana

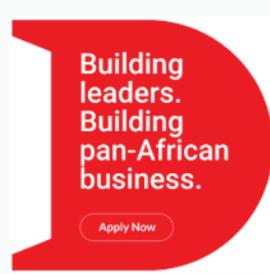


Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)

GIZ offers customised solutions to complex challenges. We are an experienced service provider and assist the German government in achieving its objectives in the field of international cooperation. We offer demand-driven, tailor-made, and effective services for sustainable development.

www.giz.de





Djondo Fellowship

Djondo Fellowship is a prestigious management fellowship for Africa's most ambitious companies set up to support African companies to profitably expand beyond their domestic economies and become multinational champions of African integration.

www.djondofellowship.org



Enablis

Enablis is a professional, social network, where like-minded entrepreneur members, governed by a common frame of reference, shared integrity, and a solid sense of social sharing and networking, interact with one another through the Enablis platform and are drawn together by their capacity for entrepreneurial success.

www.enablis.org



Engineers Without Borders Canada

Engineers Without Borders invests in early-stage, innovative, highly scalable, social enterprises that are focused on solving issues faced by underserved communities.

www.ewb.ca



Ernst & Young

EY is committed to building a better working world – with increased trust and confidence in business, sustainable growth, development of talent in all its forms, and greater collaboration.

www.ey.com



Finance and Competence

Finance and Competence (F&C) have been working as accredited EU-funding project managers and competence brokers since 1999. Through our African offices in South Africa, Botswana, Ghana and Kenya we provide funding solutions for projects in South Africa, West Africa, and East Africa.

www.financecompetence.eu



Food Drug Authority (FDA)

The FDA exists to protect public health by assuring the safety, efficacy, and security of human and veterinary drugs, food, biological products, cosmetics, medical devices, household chemical substances, tobacco, and the conduct of clinical trials in the country.

www.fdaghana.gov.gh



Ford Foundation

Ford Foundation is an independent non-profit grant-making organization. For 75 years it has worked with courageous people on the frontlines of social change worldwide, guided by its mission to strengthen democratic values, reduce poverty and injustice, promote international cooperation, and advance human achievement. With headquarters in New York, the foundation has offices in Latin America, Africa, the Middle East, and Asia.

www.fordfoundation.org



Forum for Agricultural Research in Africa

The Forum for Agricultural Research in Africa (FARA) is the apex continental organization responsible for coordinating and advocating for agricultural research for development. FARA serves as the technical arm of the African Union Commission on matters concerning agriculture science, technology, and innovation.

www.faraafrica.org



GFA Consulting Ltd

GFA Consulting is an independent corporate finance, business support, tax, and legal consultancy services company based in Accra, Ghana, dedicated to high-growth businesses in West and Central Africa and African entrepreneurs who want to leverage their entrepreneurial experience.

www.gfaconsulting.com



Ghana Climate Innovation Center (GCIC)

Funded through a grant from the World Bank Group and partners, the Ghana Climate Innovation Center (GCIC) is a green project incubation hub where entrepreneurs and startup ventures can access support to develop their innovative ideas into strong and viable businesses.

www.ghanacic.org



Ghana Revenue Authority

The Ghana Revenue Authority (GRA) was established by an Act of Parliament, merging the three revenue agencies that is the Customs, Excise and Preventive Service (CEPS),the Internal Revenue Service (IRS), the Value Added Tax Service (VATS) and the Revenue Agencies Governing Board (RAGB) Secretariat into a single Authority for the administration of taxes and customs duties in the country.

www.gra.gov.gh



Ghana Standards Authority

The Ghana Standards Authority (GSA) formerly Ghana Standards Board (GSB) is a government of Ghana agency responsible for the maintenance of acceptable standards for product and services and sound management practices in industries and public institutions in Ghana.

www.gsa.gov.gh



Ghana's Young Entrepreneurs

Ghana's Young Entrepreneurs (GYE) is a Ghanaian network of young entrepreneurs. GYE creates an avenue for young business owners to network socially and financially, "so as" to develop a generation of outstanding entrepreneurs.

www.gyegh.com



GIMPA Centre for Impact Investing

GCII as a non-profit organization seeks to provide advocacy, research, and support services in the area of impact investing in Ghana. It is the only such organization of its kind in West Africa. The Centre is managed by highly proficient and skilled personnel committed to developing impact investment within the country.

www.gcii.gimpa.edu.gh



Global Alliance for Clean Cookstoves

The Global Alliance for Clean Cookstoves is a public-private initiative to save lives, improve livelihoods, empower women, and protect the environment by creating a thriving global market for clean and efficient household cooking solutions with a goal of enabling 100 million households to adopt clean and efficient cooking solutions by 2020.

www.cleancookstoves.org

Global Alliance for Youth Leaders (GAYL)



GAYL is committed to equipping young leaders, entrepreneurs, and stakeholders with the skills, tools, and support that they require to serve as change agents so that they can impact change projects in their countries, company, and communities.

www.globalallianceforyouthleaders.org



Global Social Entrepreneurship Network (GSEN)

GSEN brings organisations together to share what works in supporting social entrepreneurs. As a result, our members can provide higher-quality support to social entrepreneurs - empowering even more of them to create lasting change in our world

www.gsen.global



Gold Venture Capital Limited

Gold Venture Capital Limited (GVCL) is a limited liability company incorporated under the laws of the Republic of Ghana, and owned by the Gold Coast Securities Limited and the Venture Capital Trust Fund. GVCL is managed by Boulders Advisors Limited, a licensed investment advisory firm.

www.goldventurecapital.com



Grameen Foundation

Grameen Foundation is a global non-profit organization that brings innovative and sustainable solutions to the fight against poverty and hunger. Together with local partners, we equip families, women, and smallholder farmers with resources and services that expand financial inclusion, strengthen resilience, enhance health, and improve livelihoods.

www.grameenfoundation.org



GroFin

GroFin is a pioneering development financier specialising in financing and supporting small and growing businesses (SGBs) across Africa and the Middle East. We combine patient capital and specialised business support to grow emerging market enterprises.

www.grofin.com



Growing Businesses Foundation (GBF)

www.gbfng.org

GBF is leading the Citi Microenterprise Development for Rural Farmers Initiative (CMDRFI), a financially inclusive programme targeted at increasing the income of smallholder farmers in rural areas by facilitating access to financial management training, access to agricultural inputs through a loan fund, and access to markets through linkage to agro-products, merchants, and centralised logistics for post-harvest produce.



Growth Mosaic

www.growthmosaic.com

Growth Mosaic is a social-purpose business preparing small and growing businesses to access and manage growth investment. We reduce execution risks and improve the viability of our clients as investible opportunities. This enables our clients to attract growth investment as well as improves deal flow for investors.



Heifer International

www.heifer.org

Heifer International contributes to the growth of small and growing businesses (SGBs) in low-income countries through the development of pro-poor, wealth-creating value chains in the agriculture sector. Our model recognizes that markets play a pivotal role in achieving our mission to end poverty and hunger, while caring for the Earth.



Horizons Offices

www.horizonoffices.com

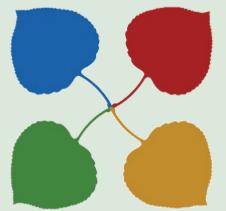
Horizons Offices creates inspiring work environments that enable businesses to operate, grow, and succeed in becoming Africa's leading businesses.



Impact Hub Accra

www.impacthub.net

The mission of Impact Hub Accra is to support inclusive growth in Ghana through the creation of a resilient and dynamic social innovation ecosystem by developing programs, providing workspace and access to capital, and connecting entrepreneurs focused on creating sustainable solutions to regional challenges in employment, financial inclusion, agriculture, health, and education.



Aspen Network of
Development Entrepreneurs
West Africa

Inclusive Business Accelerator (IBA)

The IBA Hub in Accra aims to attract local and international organisations, businesses, and entrepreneurs that need support, and to coordinate the delivery of high-standard services to these clients.

www.iba.ventures.org

Inclusive Business Action Network (IBAN)

www.ib-an.net



The Inclusive Business Network create synergies by linking partners' collective expertise, commitment and resources. We connect the dots between the different stakeholders from the global Inclusive Business community. Our aim is to increase access of businesses to support mechanisms as well as local implementation structures of partners, investors, and other initiatives and networks.

Injaro Investments

Injaro Investments has been established with the aim of carrying out investment activities for advancing the social objectives of alleviating poverty and revitalizing distressed regions in West Africa. Injaro makes investments in debt, quasi-equity, and equity in small-and medium-sized enterprises along the agricultural value chain in designated countries of West Africa.

InnoHub



The Innohub program is a cohort-based program designed to promote innovative entrepreneurship within sub-Saharan Africa, starting with Ghana. The program offers intensive startup support and seed investment. We seek entrepreneurs with innovative high-growth and high-impact ventures that can be refined and scaled up through an accelerator program.

www.iachl.com

www.innohub.com.gh

Intelligent Capital

Intelligent Capital is an entrepreneurship development organization founded with the belief that aspiring and early-stage entrepreneurs need more than just financial capital to launch and scale their businesses. While securing early-stage investment can be an important catalyst for start-ups, we recognize that building sustainable businesses is a multifaceted endeavour.

www.intelligentcapitalgroup.com



International Finance Corporation (IFC)



IFC, a member of the World Bank Group, is the largest global development institution focused exclusively on the private sector in developing countries. IFC utilizes and leverages its products and services—as well as products and services of other institutions in the World Bank Group—to provide development solutions customized to meet clients' needs.

www.ifc.org



Investisseurs & Partenaires

I & P supports SMEs and start-ups based in sub-Saharan Africa and the Indian Ocean, with the conviction that these small, high-potential companies are actively contributing to sustainable and inclusive growth on the African continent.

www.iotp.com



iSpace

iSpace exists to provide a conducive environment for business to grow. We achieve this by providing office space, funding, training and mentoring. iSpace is a space created for, and by the local tech community to support talents, ideas, and champion the use of mobile and web technology for social impact.

www.ispacegh.com



JCS Investments

JCS Investments is a social investment company that works with real investors interested in real impact on the ground and thinking outside the status quo and familiar boxes.

www.jcs.com.gh



JPCANN Associates Limited

JPCANN Associates Limited is a management consultancy and training and capacity-building company located in Accra, Ghana and operating in sub-Saharan Africa.

www.jpcannassociates.com



KPMG

KPMG provides research, accounting, and other related advisories for businesses.

www.kpmg.com



Kumasi Institute of Tropical Agriculture (KITA)

KITA is a non-profit premier tropical agricultural college in Ghana, networking with local and global institutions to better the lives of people. This is done through training, seminars and workshops, technology transfer, on-farm research, environmental conservation, and volunteer exchange.

www.kitaghana.org



Lundin Foundation

The Lundin Foundation is a registered Canadian non-profit organization supported by the Lundin Group of Companies, working closely with contributing partners to create shared value and build resilient communities. Lundin Foundation works with corporate partners and stakeholders to improve the management of, and revenue streams from resource development.

www.lundinfoundation.org



MBC Africa

MBC Africa provides an enabling environment for agribusinesses in Africa by integrating the business services they need to grow onto one single platform. MBC Africa's role is to identify, nurture, and develop a critical mass of viable growth-oriented agribusinesses as a pipeline for sustainable and impactful investment in selected African economies.

www.mbcfrica.org/en



MDF Training and Consultancy

MDF training and consultancy is a training and consultancy organisation with over 30 years of experience in providing management training and evaluation services worldwide.

www.mdf.nl



Meltwater Entrepreneurial School of Technology (MEST)

MEST offers aspiring African entrepreneurs a fully sponsored intensive 12-month program. Sourced from top graduates in Ghana, Nigeria, Kenya, and South Africa, these Entrepreneurs-In-Training (EITs) are selected each year to receive comprehensive training across the spectrum of skills required to build successful tech businesses, including computer programming, software development, product management, finance, marketing, sales, and leadership best practices.

www.meltwater.org

Methodist University College

The Methodist University College is a private university located in Accra, Ghana. The university is affiliated to the university of Ghana.

www.mucg.edu.gh



National Board for Small Scale Industries

The National Board for Small Scale Industries (NBSSI) is the apex governmental body for the promotion and development of the Micro and Small Enterprises (MSE) sector in Ghana.

www.nbssi.gov.gh



Oasis Capital Partners

Oasis Capital Partners is a merchant banking firm providing independent financial advisory services to public and private companies with market capitalizations of less than \$250 million. As an extension of our advisory services, Oasis Capital also makes selective principal investments.

www.oasicapitalghana.com



OSIWA

OSIWA plays a dual role in the region as both an advocate and grant-maker by enabling itself to an agenda-setter both within and alongside other organizations working on the ground.

www.osiwa.org



OutPost

Outpost is a co-working space that focuses on member productivity by ensuring that the facilities team keeps things running well in the background to support members, while providing a spectacular, almost 360-degree view of the city, overlooking the airport and industrial areas.

www.coworker.com/ghana/accra/outpost



Oxfam

Oxfam aims to reduce poverty and inequality by supporting, influencing and advocacy around three interconnected topics; agriculture, essential services, and extractive industry governance.

www.oxfam.org



Palladium

Palladium is focused on deploying a discrete amount of Palladium's own capital into growth ventures in West Africa. This is linked to leveraging Palladium's robust global platform of local country offices and programme management of major official development assistance (ODA).

www.thepalladiumgroup.com



Partners in Food Solutions

Partners in Food Solutions, an independent nonprofit organization, is working to strengthen food security, improve nutrition and increase economic development across Africa by expanding and increasing the competitiveness of the food processing sector. We link corporate volunteers from our consortium of world-class food companies with promising entrepreneurs in eight African countries.

www.partnersinfoodsolutions.com



PwC

PwC Ghana is a member firm of the network of firms of PricewaterhouseCoopers International Limited (PwCIL). We have unrestrained access to the global network's vast resource base of proprietary knowledge, methodologies, and experience.

www.pwc.com



Reach for Change Africa

Reach for Change helps social entrepreneurs develop innovations that create a better world for children. It merges the smartness and result-focus of the business sector with the relentless passion of the social sector to solve pressing issues for children through its incubator and accelerator programs.

www.africa.reachforchange.org





Registrar General Department

The Registrar General Department's mission is to ensure efficient and effective administration of business registration, industrial property, administration of estates and public trust, provide friendly services and accurate data for national and economic development.

www.rgd.gov.gh



Regus

Regus is the one of the world's largest providers of flexible workspace solutions, with customers including successful entrepreneurs, individuals, and multi-billion dollar corporations.

www.regus.com



Root Capital

Root Capital is an agricultural impact investor that grows rural prosperity in poor, environmentally vulnerable places in Africa and Latin America by lending capital, delivering financial training, and strengthening market connections for small and growing agricultural businesses.

www.rootcapital.org



Sahel Capital

Sahel Capital was established by individuals who are passionate about unlocking the potential of the agriculture and nutrition landscape in West Africa and creating strong agricultural sector-led economic growth within the region.

www.sahelcp.com



Seedstars World

Seedstars World promotes, connects, and invests up to \$1 million in emerging market start-ups through its exclusive start-up competition in over 65 countries.

www.seedstarsworld.com

SEM Capital Management

SEM Capital Management Ltd is an investment management and advisory firm incorporated in 1996. We are licensed and regulated as an investment adviser by the Securities and Exchange Commission and as a pension fund manager by the National Pensions Regulatory Authority, Ghana.

www.semcapitalgh.com

Serengeti Capital

Serengeti Capital is an Accra-based investment bank focused on sub-Saharan Africa, and we believe our local presence and deep local roots give us a distinct advantage in execution.

www.serenegeticcapital.com





ServLed Africa Limited

ServLed provides early-stage businesses in Ghana with the investment and support they need to become competitive and sustainable regional businesses. Its portfolio companies are mentored by successful entrepreneurs with an excellent blend of international exposure and impressive local track record.

www.servled.com



Singularity Investments

Singularity Investments is a venture capital firm specializing in start-up and early-stage investments. It primarily invests in the mobile and web-based services, technology and software, digital infrastructure, and digital media and entertainment sectors.

www.singularityinvest.com

Small foundation

Small Foundation

Small Foundation supports finance and technical assistance providers that improve the business ecosystem for on-farm and off-farm small, and medium rural enterprises by expanding access to knowledge, finance, technology, and markets.

www.smallfoundation.ie



Social Enterprise Ghana Network

SE Ghana is a network of social entrepreneurs - individuals with innovative and effective solutions to society's most pressing social problems, who lead social enterprises - organizations that use business strategies to achieve a social or environmental mission.

www.seghana.net



Stanford SEED

The Stanford SEED Transformation Program is a 12-month intensive leadership program for established business leaders which includes four, week-long immersive sessions spread over a six month period. Designed specifically for business owners, the program is delivered in-country (Accra, Ghana) and led by Stanford Graduate School of Business faculty. The ultimate goal: to create a detailed action plan to help you grow and scale your company.

www.gsb.stanford.edu



SYNERGY CAPITAL
MANAGERS

Synergy Capital Managers

Synergy Capital Managers, is a dedicated SME investor with 10 years' experience investing in high-growth companies in Nigeria, Ghana, Liberia and Sierra Leone. Considered as among the fastest growing sub-Saharan African markets, their similar macro-economic fundamentals allow the experienced management team to add value through active, hands-on portfolio management.

www.synergycapitalmanagers.com



TechnoServe Inc.

TechnoServe is a nonprofit organization operating in 29 countries. TechnoServe is a leader in harnessing the power of the private sector to help people lift themselves out of poverty. By linking people to information, capital and markets, TechnoServe has helped millions to create lasting prosperity for their families and communities.

www.technoserve.org



The African Network of Entrepreneurs (TANOE)

The African Network of Entrepreneurs (TANOE) is a social enterprise registered in Ghana. TANOE is focused on training and empowering youth and supporting start-up entrepreneurs with resources and information to sustain and grow their businesses.

www.tanoe.org



The MasterCard Foundation

The MasterCard Foundation programs assist people living in poverty by providing access to education, financial inclusion, and skills training, with a particular focus on sub-Saharan Africa.

www.mastercardfdn.org



The Rockefeller Foundation

The Rockefeller Foundation is a private foundation based in New York. The primary aim is to promote the well-being of humanity throughout the world.

www.rockefellerfoundation.org



The SME Network

The SME Network is a non-profit initiative of Premium Bank in partnership with The African Network of Entrepreneurs (TANOE) aimed at building a vibrant community of SMEs in Ghana and providing them with the requisite business support, advisory services, and adequate financing and coaching.

www.thesmenetwork.com



Tony Elumelu Foundation

The main philosophy of the Tony Elumelu Foundation is to empower a generation of successful for-profit entrepreneurs who drive Africa's economic and social transformation.

[www.tonyelumelu foundation.org](http://www.tonyelumelufoundation.org)



University of Ghana Business School

The University of Ghana Business School (UGBS) is a premier business school in the sub-region focused on developing world-class human resources and capabilities to meet national development needs and global challenges, through quality teaching, learning, research, and knowledge dissemination.

www.ugbs.ug.edu.gh



USAID

USAID is the lead US Government agency that works to end extreme global poverty and enable resilient, democratic societies to realize their potential.

www.usaid.gov



VC4Africa

VC4A is a Pan-African start-up funding platform and a social network connecting various start-up ecosystem players - entrepreneurs, early-stage investors, mentors, corporates, accelerators, and incubators.

www.vc4a.com



Venture Capital Trust Fund

Venture Capital Trust Fund aim at providing a low-cost alternative source of funding to SMEs that will lead to efficient and profitable operations to create jobs and wealth.

www.venturecapitalghana.com.gh



Vision Fund International

VisionFund International (VFI) is the microfinance subsidiary of World Vision. The work of World Vision and VFI is closely integrated as a holistic package. World Vision's ongoing work in development helps communities provide such things as education, health, water/sanitation, and food security. VFI focuses on economic development through microfinance in communities where World Vision has invested and the framework has been created so that microfinance can flourish.

www.visionfund.org



Water and Sanitation for the Urban Poor (WSUP)

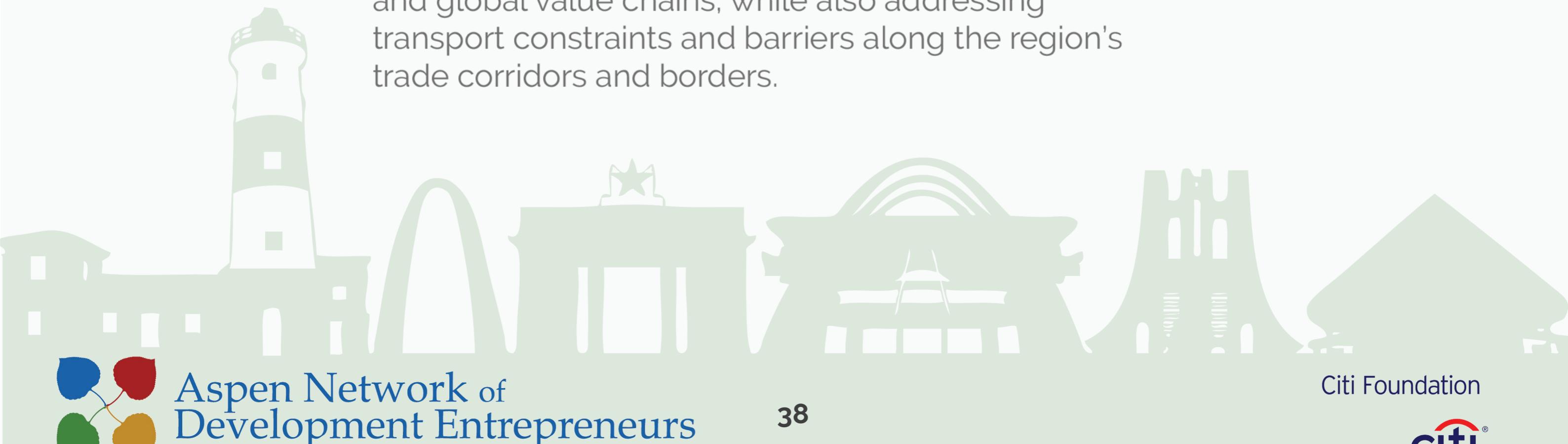
Water and Sanitation for the Poor (WSUP) helps rural and urban communities have access to quality water and sanitation. By harnessing the expertise and sector-leading knowledge of the private sector, NGOs, and research institutions, WSUP works as a professional partner to service providers in the delivery of water and sanitation programmes.

www.wsup.com

West Africa Trade and Investment Hub

West Africa's Trade and Investment Hub (the Trade Hub) helps the region's farmers and firms compete, attract investment, and boost trade. This is done by strengthening the competitive capacity of West Africa's farmers and firms in high-potential regional and global value chains, while also addressing transport constraints and barriers along the region's trade corridors and borders.

www.watradehub.com/en





Winners Solutions

Winners Solutions is a full-service digital marketing agency, partnering with hundreds of small-to-medium-sized businesses across the globe to help them achieve their revenue goals with perfectly tailored solutions that deliver sustainable business growth.

www.winnerssolutions.com



World Vision

World Vision International is a Christian relief, development and advocacy organisation dedicated to working with children, families and communities to overcome poverty and injustice. World Vision is an independent private Christian organisation and is not formally affiliated with any government, denomination, foundation or corporation, though it maintains positive working relationships with all of these

www.worldvision.org



Workshed Africa

Workshed Africa is a dynamic coworking community of start-up founders, freelancers, entrepreneurs, and small teams who are working to build dreams.

www.ourworkshed.com



YALI Regional Leadership Center

The Young African Leaders Initiative (YALI) was launched by President of the United States Barack Obama as a signature effort to invest in the next generation of African leaders. The need to invest in grooming strong, results-oriented leaders comes out of the statistics.

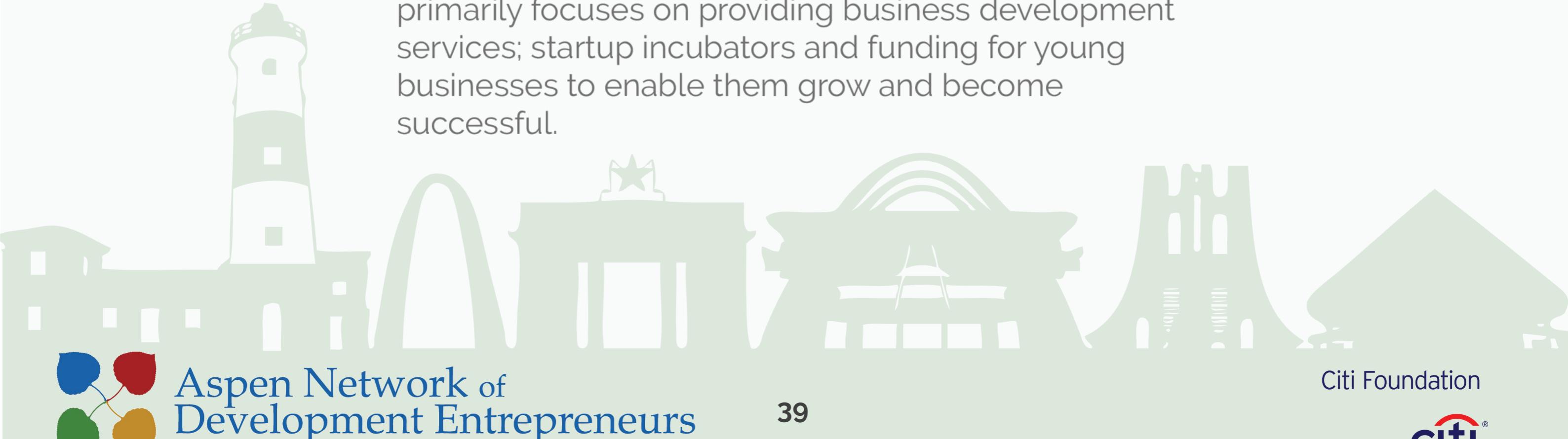
www.yaliwestafrica.org



Youth Enterprise Support Program

The National Entrepreneurship and Innovation Plan (NEIP) is a flagship policy initiative of Youth Enterprise Support Program of the government of Ghana with the primary objective of providing an integrated national support for start-ups and small businesses. NEIP primarily focuses on providing business development services; startup incubators and funding for young businesses to enable them grow and become successful.

www.yes.gov.gh



For more information you can contact the regional staff of West Africa Chapter:

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Joshua.adedeji@aspeninstitute.org



www.andeglobal.org



@ANDEWestAfrica

