# WELCOMING REMARKS



# Welcoming Remarks And Introductions

Mrs. Mieke Bourne Ochieng, Regreening Africa, Programme Manager, CIFOR-ICRAF

Ms. Laura Mukhwana, Regreening Africa Programme, CIFOR-ICRAF



# **SESSION 1. Grants**







# **Speakers**

**Ms. Ljubica Butkovic,** Resource Development Coordinator, Centre for International Forestry Research (CIFOR) & World Agroforestry Centre (ICRAF)

Mr. Francis Oduor , Alliance Bioversity-CIAT

Mr. Samuel Kabiru, Manager, The Land Accelerator, World Resources Institute (WRI) Africa

Ms. Waithera Gaitho, Founder/Executive Director Alternatives Africa (Alternatives)

Ms. Eirini Sakellari, Assistant Youth Coordinator, Global Landscapes Forum (GLF)





# Resource Mobilization

### Ljubica Butkovic

Resource Development Coordinator, Centre for International Forestry Research (CIFOR) & World Agroforestry Centre (ICRAF)









# Types of Donors

### **Foundations**

African Development Foundation

African Wildlife Foundation

Bill and Melinda Gates Foundation

**Climate Works Foundation** 

### Banks

World Bank

African Development Bank

European Investment Bank

### Multilaterals and bilateral

**USAID** 

Green Climate Fund

**UN Agencies** 

Governments

**Private Sector Companies** 

Philanthropists (high net worth individuals)

The basics of donor intelligence

Why is knowing your donor important?

The basic data we collect: office addresses, contact persons, geographic focus

Detailed data: themes, country interests, budgets, policies, governing structure

Where can we get this data?

# The basics of donor intelligence

## Why is knowing your donor important?

- To be familiar with their priorities and see how they match your own
- To build a fruitful relationship with them based on commonalities
- To know how your organization's activities align closely with donor interests
- To predict where the donor will put their money
- Ultimately to improve your organization's chances of receiving funding

### Basic data you should collect:

- Office addresses both HQ and country and regional offices,
- Contact persons (from the website but also possible to collect these from other sources), NOTE: For donor contacts, use the last part of an organization's email (syntax) to guess the address of a particular person.
- Geographic focus of the donor, where they work



it is found.

Over the next five years, USAID Kenya and East Africa will partner with Kenyan communities to improve their resilience capacities; design and implement

interventions which place citizens in the driver seat and foster inclusive market-based

economic opportunities, and prioritize private sector engagement. In partnering with

Kenyan people, institutions, and organizations, the Mission expects that public leaders

and key institutions will utilize resources transparently, local institutions will drive locally led development priorities, and citizens will actively expose corruption wherever

COUNTRY DEVELOPMENT COOPERATION STRATEGY (CDCS) FOR KENYA

#### **KENYA**

#### HISTORY

OUR WORK Agriculture and Food Security

Rights, and Governance

Education

Environment

Gender Equality and Women's Empowerment

and Trade

grown their budgets and increased their own-source revenues; the GoK will plan for and mitigate environmental shocks and acute malnutrition; basic services will improve in quality and quantity; health systems will provide affordable access contributing toward reductions in new HIV infections and HIV-related mortality; primary school learning outcomes will improve; more youth will have skills to secure employment; and more

benefits, Kenya will meet its universal electrification target, and a thriving agro

At the end of this five-year strategy, targeted counties are envisage that they will have

Kenyans will graduate out of chronic vulnerability. Communities bordering conservation landscapes will realize sustainable economic

(4 MB) Kenya Country Development Cooperation

#### **CONTACT INFORMATION**







#### **Mission Contact**

#### Mark Andrew Meassick, Mission Director

PO Box 629

Village Market 00621

Nairobi

Kenya

Phone +254-20-363-2000

Fax +254-20-363-2680 / 2682

Email usaidkea@usaid.gov

#### **USAID Contact**

Karen Juckett 1300 Pennsylvania Avenue NW Washington, DC 20523 USA

Email kjuckett@usaid.gov

### Detailed data to collect:

- Themes and country focus areas
- budgets
- policies
- organizational structure
- governing structure
- Financing

### Where can we find this data?

- From the donor website: donors will have most of this information on their official website
- Country office websites
- For more detailed information you can read the policy documents and yearly reports
- From networking, especially in terms of contacts and learning more about donor priorities

# International Fund for Agricultural Development - IFAD



20

Projects 🔞

US\$ 980.31 million

Total Project Cost

US\$ 455.09 million

Total IFAD financing

4,685,297

Households impacted

Kenya

#### **Country documents**

**Experts** 



Republic of Kenya Country strategic opportunities programme 2020-2025

TYPE: COUNTRY STRATEGIC OPPORTUNITIES PROGRAMME REGION: EAST AND SOUTHERN AFRICA

#### Kenya Livestock Commercialization Project

Cost: \$93.50 M

READ MORE

Aquaculture Business Development Programme

Cost: \$143.30 M

READ MORE



Ronald Ajengo

Country Programme Officer

r.ajengo@ifad.org



Francesco Rispoli

Country Director f.rispoli@ifad.org

Kenya Cereal Enhancement Programme Climate Resilient Agricultural Livelihoods Window

Cost: \$123.13 M

READ MORE

Upper Tana Catchment Natural Resource Management Project

Cost: \$87.37 M

READ MORE

# Kenya Climate Innovation Centre

## **About Us**

KCIC offers incubation, capacity building and financing options to new, small and medium business ventures and Kenyan entrepreneurs that are developing innovations to address the challenges of climate change. We provide holistic and country-driven support to accelerate the development,



deployment and transfer of locally relevant climate technologies.



Kenya Climate Innovation Center (KCIC) is a World Bank's infoDev initiative, and was the first in a global network of CICs being launched by infoDev's Climate Technology Prom (CTP) to support the development and scale up of locally relevant climate technologies. KCIC was initially set up as a project by a consortium of partners in September 20 and was funded by UKaid and DANIDA through the World bank from September 2012 – May 2016. GVEP International (now Energy4Impact), PwC, Strathmore University and KIRDI were the lead partners in a consortium contracted by infoDev to establish and operate the KCIC. The

KClewas successfully registered as a company limited by guarantee in January 2015 and received a new round of funding from DANIDA to support its activities for the period Jur 110 16 to Dec 2020.

# Kenya Climate Innovation Centre





# The importance of networking



You can meet representatives and gather contacts who can tell you what the donor is up to



It gives you a chance to understand what donors want



Gives you an opportunity to make donors care



An opportunity to argue your case



Influence donor priorities



Gives you an edge with competitions



In meetings or conferences, always strive to get the list of participants

### Some Useful Links for donors that fund your type of organizations

- Kenya Climate Innovation Center
- Incubator for Integration and Development in East Africa (IIDEA)
- ► Centre for Rights Education and Awareness (CREAW)
- ► African Wildlife Foundation
- Bill and Melinda Gates foundation
- JRS Biodiversity Foundation
- Critical Ecosystem Partnership Fund
- UN Agencies FAO, UN Women, UNESCO
- UWEZO Fund
- ► Youth Enterprise Development Fund
- Jumuiya Women Fund
- Youth Alive Kenya



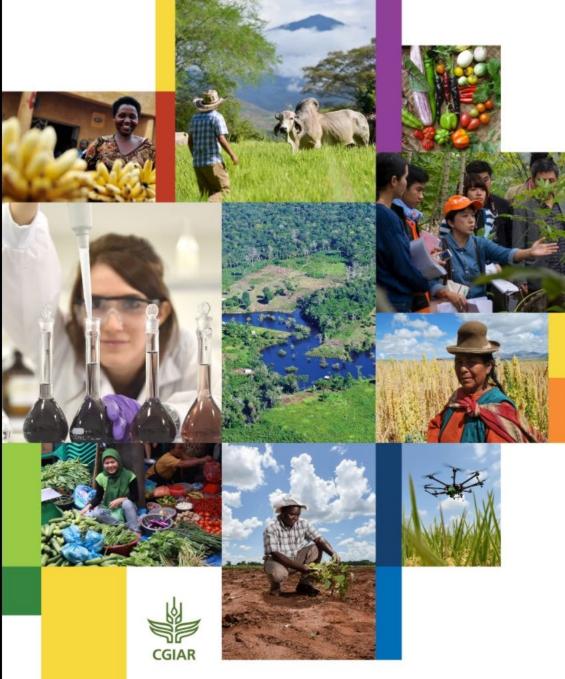
# THANK YOU

















# Restoration Challenge Grant Platform for Smallholders and Communities, with BlockchainEnabled Crowdfunding

Francis Oduor

National Project Coordinator

11<sup>th</sup> October 2022

Bioversity International and the International Center for Tropical Agriculture (CIAT) are CGIAR Research Centers.

CGIAR is a global research partnership for a food-secure future.

### LANDSCAPE DEGRADATION



- Increasing at an annual rate of 5–10 million hectares
- Undermines the well being of 3.2 billion people
- Costs up to 10% of Global GDP in lost species and ecosystem services
- 75 80% of the cultivated area in SSA
- Smallholders & rural communities are most vulnerable and most affected by the impacts

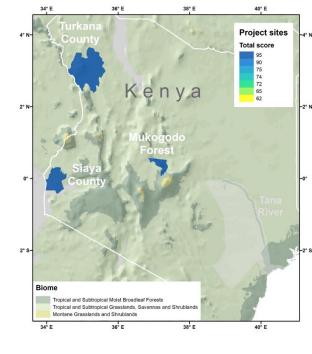
 Decisive action needs to be taken to protect, halt and sustainably restore already degraded land

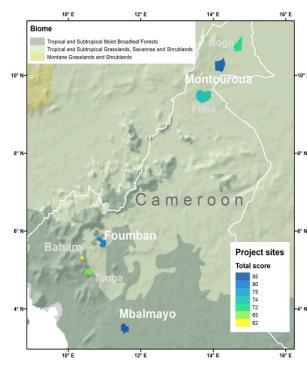
 The role of smallholders and rural communities is self-evident, but largely underexplored.



# **About the project**

- GEF Medium-sized project approved (2 Million US\$)
- Focus on smallholders and rural communities
- Implementing agency: IUCN
- Executing partner: Alliance Bioversity International and CIAT
- Full project implementation from May 2022 for 3 years
- Project in 6 sites in Kenya (Siaya county, Turkana county & Mukogodo Forest – Laikipia) and Cameroon





# **Objectives of the project**

- To facilitate, support, and mobilize investment in, smallholder and community-led restoration of critical landscapes to provide global environmental benefits and enhanced resilient economic development and livelihoods.
  - in support of the Bonn Challenge, AFR100, the Trillion Tree Campaign, and other global and national restoration initiatives
- The project will develop a Platform that utilizes mobile cellular technology and payment transfer services to provide small grants for smallholder-, community-, and school-led restoration work – principally tree-planting – matched by co-investment.

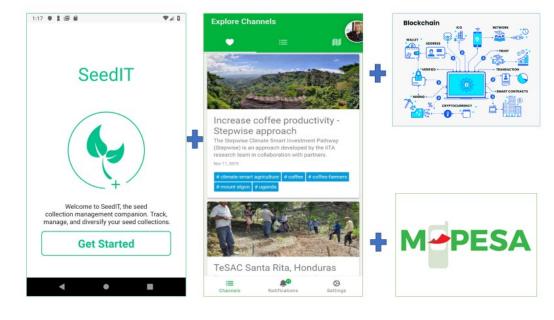
# **Project Components**





# **Component 1: Smallholder- and Community-led Restoration**

- Co design with users a platform mobile application supporting restoration through verification and payments transfer
- Network of Platform-provided phones hosting Platform mobile app supporting Restoration partners and Community Entrepreneurs
- Farmers incentivized to plant, maintain, and verify survival of native and genetically diverse tree species on farms using Platform



- ✓ 400,000 trees planted, and maintained, documented and monitored using Platform
- ✓ At least 4,000 direct beneficiaries of Platform restoration grants, male & female, youths
- ✓ At least 5,000 ha of land under restoration using improved practices

# **How the Platform will work**



- Restoration partners/smallholders on the ground are identified, trained and registered (name, address, and sex) to use the mobile app
- Registered users will be able to take photos of restoration work, automatically geotagged, which can then be uploaded over network into the Platform's cloud-based server



Back-end review and verification of the uploaded photos by the PMU.



- For each verified photo the Platform mobile application will enable registered users to request payment via M-Pesa
- Harnessing blockchain to mitigate the risk of double counting, trees are allocated to the relevant corporate partners

# Component 2: Awareness Raising and Capacity Building for Smallholders, Communities, and Community Entrepreneurs

At least **1,000** Restoration partners and 25 Community entrepreneurs registered with Platform



At least **1,000** Restoration partners and 25 Community entrepreneurs trained on use of Platform mobile app



At least 1 tree nursery(s) in each target landscape established and/or strengthened to provide seedlings of suitable species and genetically diverse

# **Component 3: Knowledge Capture and Dissemination**



Case studies and a consolidated report of Platform experience and dissemination



High-level roundtables with public and private sector partners



Monitoring and evaluation plan implemented for project outcomes

# **Component 4: Phase II Scale up and Financial Sustainability**

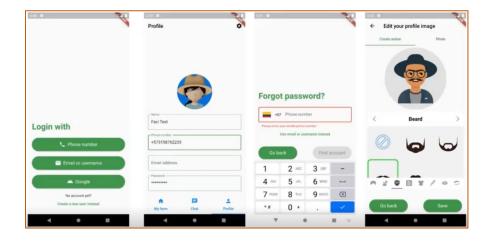
- Public web platform
  - attract, enable, and verify crowd-funding investment
  - one-stop hub for the real time tracking of restoration work done
  - awareness-raising campaign on crowd-funding opportunities and potential partnership with aligned platforms

# Why the Platform?

- Use of mobile cellular technology to incentivize and facilitate enhanced involvement of smallholders and rural communities in restoration.
- Use of mobile cellular technology to facilitate cost-effective verification and direct payment of smallholder- and community-led restoration.
- Partnership with local *Community entrepreneurs*, schools, nursery owners and others to support smallholder- and community-led restoration.
- Use of blockchain technology to attract and facilitate transparent and secure crowdfunding of the Platform, supporting scale up and financial sustainability of the Platform

# Implementation progress

 Development of the Platform mobile application is at an advanced stage



- Project inception meetings in Kenya and Cameroon
- Field visits to the three project sites
- Development of workplans for year 1











# Thank you!

**Francis Oduor** 

Alliance Bioversity-CIAT Cameroon f.oduor@cgiar.org



Businesses innovating for landscape restoration

**Progress and Systemic Change – October 2022** 

### Samuel Kabiru

Manager, The Land Accelerator, World Resources Institute (WRI) Africa

www.thelandaccelerator.com



# **OUTLINE**

- 1. AFR100: Capacity Building at Scale
- 2. Land Accelerator Overview
- 3. WRI's Opportunities



# AFR100: CAPACITY BUILDING AT SCALE

# AFR100 promotes restorative land management practices that can improve the livelihoods of 235 million Africans



Potential to impact 1 in 5 African people, with broad indirect impacts across African communities

# AFR100 Phase II (Nov 2022 – Oct 2026): A Philanthropy-led Catalyst

### Projected AFR100 Progress to 100mha by 2030



- Expand to more countries
- Shift regulation and policy
- Strengthen markets
- Prioritize locally led solutions
- Focus on frontrunner countries
- Aggregate investable portfolios
- Innovate in monitoring

Business as **Usual**: Approximately 1mha/year growth in restoration, falling short of major climate goals

# AFR100 Phase I: TerraFund for AFR100 supporting 100 entrepreneurs & community projects chosen among 3,200 applicants, representing 27 African countries

### **Impact**

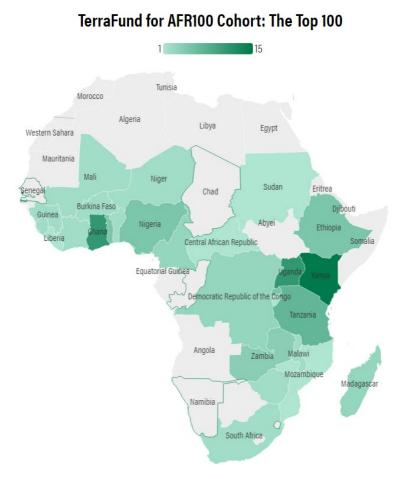
- \$15 million capital pool deployed in May 2022
- 14+ million trees grown
- o 20,000+ hectares restored
- 9,500+ jobs/livelihoods created

#### **Selection Critiera**

- Organization: Management, operations, and personnel
- **Scalability**: Can the project expand with funding and reach economies of scale?
- Replicability: Does the model/approach apply to other landscapes?
- **Environmental impact**: How will the project effect carbon and biodiversity?
- **Social impact**: How will the livelihoods of marginalized groups be changed?
- Profitability (for enterprises): Is the business model viable?







# Phase II delivers the missing pieces of the AFR100 architecture



32 African countries

128 million hectares committed to restoration by 2030

# Fostering country ownership

# Brokering technical assistance

### Focus of today's conversation on Land Accelerator

#### **AFR100 Registries**

Vetted catalog of TA and financing needs of government agencies and restoration implementers

#### **Policy Accelerator**

Platform to convene national & subnational government leaders to improve restoration plans & policies

#### **TA Coalition**

Growing network of 60+ NGOs, development agencies, and consultants to provide TA services

#### TerraMatch

Matchmaking platform that connects needs expressed in AFR100 Registries with TA Coalition members and funders

# Financing implementation

#### **AFR100 Financing Facility**

#### **AFR100 Grant Facility**

Receives & disburses grants to locally-led restoration efforts and to TA providers

#### **AFR100 Investment Facility**

Private capital fund targeting smallholder forestry, carbon, mangroves and agroforestry

# Monitoring progress

#### **Restoration Watch**

A satellite-based system\* for monitoring tree regrowth combined with field reported data

#### **AFR100 Country Assessments**

Country-led, multistakeholder platforms conduct & publish a regular progress report on enabling conditions and implementation

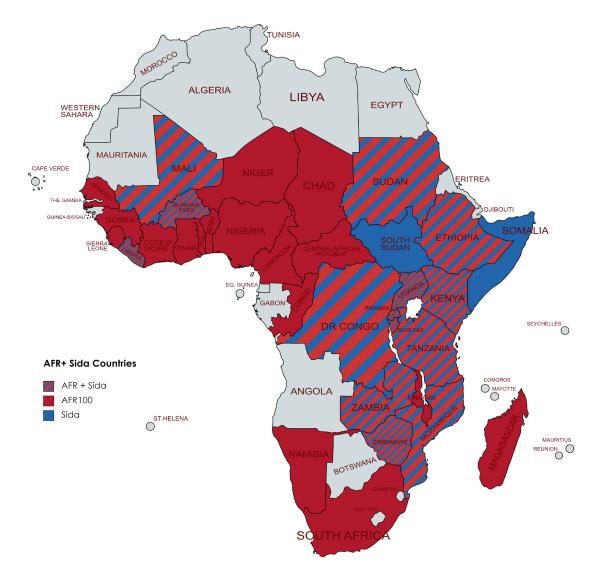
<sup>\*</sup> Powered by data generated by the Land & Carbon Lab



#### **HOT SPOTS COUNTRIES**

#### Common countries include:

 Burkina Faso, DRC, Ethiopia, Kenya, Liberia, Mali, Mozambique, Rwanda, Sudan, Tanzania, Uganda, Zambia, Zimbabwe



Created with mapchart.net

# LAND ACCELERATOR OVERVIEW

#### The Land Accelerator

- The Land Accelerator (LA) is a highly selective training program and curated network for entrepreneurs who restore degraded forests and farmland.
  - Online and in-person training and personalized mentorship,
  - LA empowers restoration entrepreneurs to improve business models and reach impact investors
  - 3,109 applications (2018-2021)
  - In 2021 supporting 168 companies, and providing tailored support to 45 companies over three geographies
  - \$5,000 innovation grant for top 15 from each annual cohort
  - Top recipients in Africa have access to revolving loan fund investment (TerraFund for AFR100)



#### LAND ACCELERATOR BUSINESS MODELS

#### **Typical Restoration Business Models:**

- **SME/Smallholder relationships:** Entrepreneurs providing TA, agricultural support, market access, financial access, other social services to smallholders:
  - Sell seedlings to surrounding farmers for agroforestry
  - Sell seedlings to govts or non-profits for ecological restoration
  - Aggregate NTFP from smallholders, process and sell
  - Plant fruit or timber trees on their own land or concession land

#### **Average Restoration SME:**

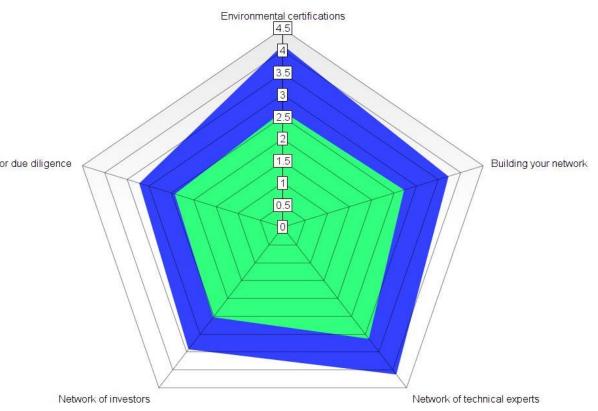
- Smallholder livelihoods improved: 200+
- Land restored: 50 hectares+
- **Business size:** \$50,000 \$400,000 annual revenue
- Land ownership: Either owned directly, or longterm lease from community/government



# Skills change post accelerator 2021

■ Before

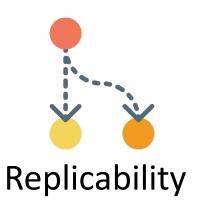
				_
CATEGORIES OF GREATEST	Pre-LA	Post-LA	Change	
IMPROVEMENT  Knowledge of environmental certifications	2.6	4.1	1.6	or due diligence
Knowledge about building a network of mentors	2.7	3.7	1.0	
Strength of your network with technical experts	3.1	4.1	1.0	
Strength of your network with investors	2.5	3.4	0.9	
Knowledge about the investor due diligence process	2.4	3.2	0.8	Network of investo



#### **SCREENING PROCESS HAS 5 COMPONENTS**







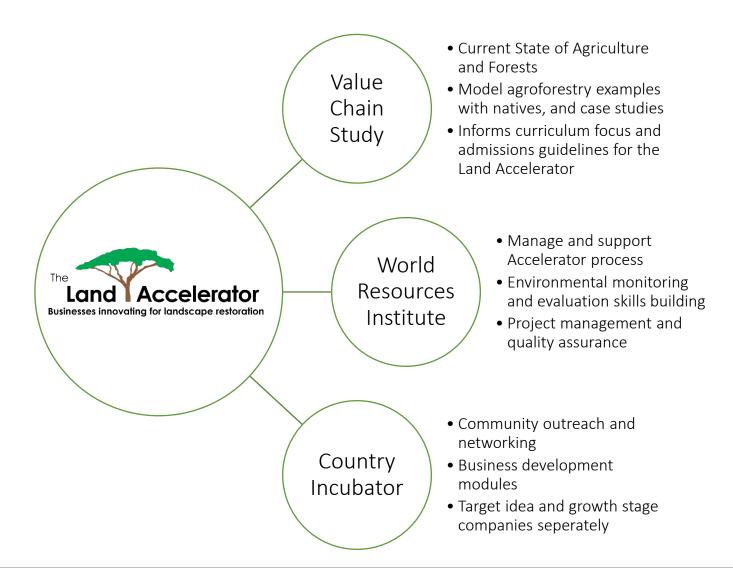




# LAND ACCELERATOR: EXAMPLE CASES

Company	Country	Primary Commodity	Amount Raised	In their own words: How Land Accelerator helped
Greenpot Enterprises	Kenya	Bamboo	\$325,0000 – Individual Investors and The Nature Conservancy	"Giving us a good idea of how to position and pitch our business correctly. Thinking through our business in a holistic manner and improving our operational efficiency"
Horizon Business Ventures	Kenya	Tree-based essential oils	\$150,000 in loan capital	"Knowledge on cashflow projections and simplified business plan"
Nature's Nectar Limited	Zambia	Honey with community partnerships for forest conservation	\$50,000 in loan capital	"Improved knowledge on restoration techniques and financial planning"

# HOW A LA NATIONAL CHAPTER WILL WORK



### **How WRI's Core Programs Invest in AFR100**

A locally led movement to restore 100 million hectares of Africa's degraded land with a Secretariat at AUDA-NEPAD



- 1. Capacity building at scale
- 2. Financial architecture
- 3. Accountability and monitoring



**DELIVER CAPACITY and MONITORING** 

A **central system** to register and monitor the **capital and capacity** needs of locally led projects, enterprises, and government agencies within leading jurisdictions

DELIVER CAPITAL





Building strong public policies by mentoring leading policymakers

#### Monitoring Accelerator

Building monitoring knowledge

#### TerraFund for AFR100

Financing and monitoring shovel-ready projects

Building stronger community-led enterprises and non-profits





#### Who we are

# Alternatives Affordable Ecosystem









# 15-Year (2035) Campaign Goal

To raise the next generation of Africa's outstanding business leaders and sustainable job creators.



### **OBJECTIVES**

- Decrease Post-Harvest Losses
- Increase Local Production
- Encourage creation of Home-grown enterprises and industries
- Promote positive perception of the Agro-Sector



OPEN FIELD» FARM SHOULD BE WELL IRRIGATED BEFORE TRANSPLANTING ONIONS

# Ready onion market brings tears of joy to jobless youth

Kamulu group has been collecting garbage for a living but now they have farming to their income generating activities

amulu, a peri-urban settle-outskirts of Nairobi, is character-ised by tall acacia trees and vast savannah grassland.

Most land in the slack cotton soil appears fertile and ideal for crop cultivation.

River Athi, which snakes

BY LEOPOLD OBI

River Athi, which snakes through the area, adds to its richness that members of Kamulu Youth Self-Empowerment Project (KYSEP) are cashing in on as they grow various horticultural

The 11-member group is growing bulb onions and indigenous vegetables on a leased one acre farm. The farming venture is a step forward for the group that has been collecting garbage in the settlement since 2013, charging Shi50 a month per household.

Every Saturday, they use their six donkeys and three carts to collect garbage from 300 house-

It is from the garbage that members of the group raised capital to lease an acre and grow amaranthus (terere) and black

night shade (managu).
Charles Lusichi, KYSEP's
Charles Lusichi, they leased

unsure about farming to offer full support. Each bunch was sold at Shio.

Shio.

The group plants the vegetables in furrows with a spacing of 1 by ift. Once they sprout, they apply foliar fertiliser on the crops leave to boost growth. The crops we got from selling our vegetables, and ploughed Shi25,000 into the crops of the money we got from selling our vegetables, and ploughed Shi25,000 into the crops of the crop

onion farming in March." However, before venturing into onions, they tested the soil to determine its nutrient content.

"The agronomist gave us the go ahead to grow onions. We bought a kilo of seeds and planted half? says Theophilus Sambu, the group's farm manager, adding the expert advised them to grow Red Connect variety due to its high

Onions require fertile, welldrained soils with a pH of 6 to 7 while rainfall should be about 1,000mm per year. Thereafter, they require a fairly long dry pe-

riod for ripening. Onions are first planted in a

nursery where they stay for month before being transplanted to the field. They are ready for harvesting after about four months.

when transplanting, they add DAP fertiliser into the soil to boost growth as it provides nutrients necessary for roots development. They add CAN fertiliser two weeks later.

"We use organic chemicals to control weeds and pests," says

Sambu.

While they use furrow irrigation to grow the traditional vegetables, they have employed basin irrigation to grow onions.

"We are 50 metres away from River Athl, thus, water is not a problem. We hire a water pumpand the operator to do the work at \$50.800 per day. We irrigate at Shi,800 per day. We irrigat the farm twice a week."

The group harvests five to The group harvests five to tonnes of orions in a season, wi a kilo going for Shioo. Kam group members, however, do struggle to market the product they sell it to Alternatives Afr. a not-for-profit organisation, supports youth in entrepre

ship.
Lucy Mbaye, the social
opment manager at Alter
Africa, says the organisat
farm produce from youn;
and later sells it to restan
This saves the farm
agony of selling their pr





Only continent with a growing youth population/ the world's youngest region

YOUTH POPULATION 420 MILLION

830 MILLION

Best-educated and globally connected the continent has ever had

SUB-SAHARAN LITERACY BATES (15-24 YEARS):

774.5% 794.4%

ANNUAL WORKFORCE 15-20 MILLION UNEMPLOYMENT BATE 40%



OF THE LABOUR FORCE (AGRICULTURE, MANUFACTURING AND SERVICES INDUSTRIES) BUT GROWS BY LESS THAN 2.5 PERCENT ANNUALLY

AFRICAN CONTINENTAL FREE TRADE AREA (AFCFTA)

Youth in kerrys are free to explore the african market of 1.2 billion people (a projected 2.5 billion people by 2050)

Joint gross domestic product (gdpl of 2.5 trillion dollars.

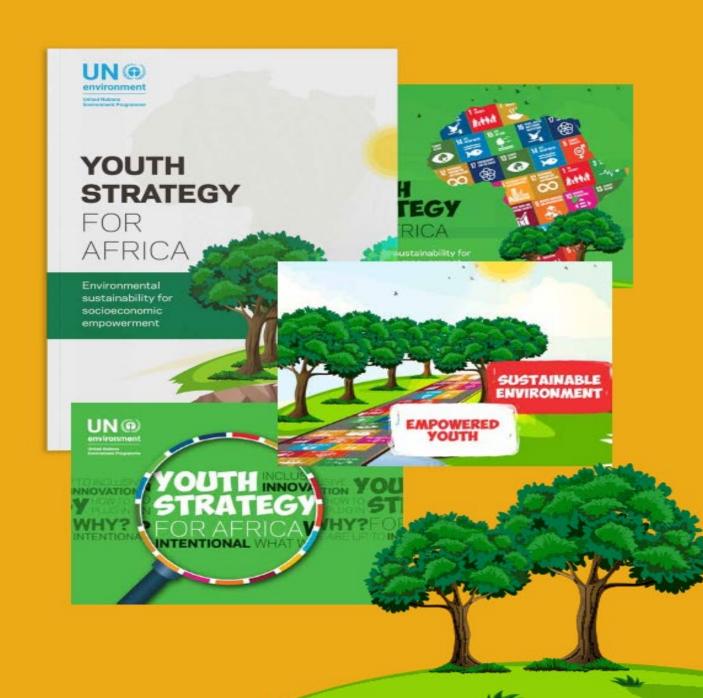
One of the key objectives of the agreement is to focus on employment creation for the continent's builging youth

BY 2012

OF AFRICAN YOUTH

IN AGRICULTURE

RESIDED IN BURAL AREA AND ACCOUNTED FOR 65% OF LABOR























**Deforestation for charcoal production in Africa** 



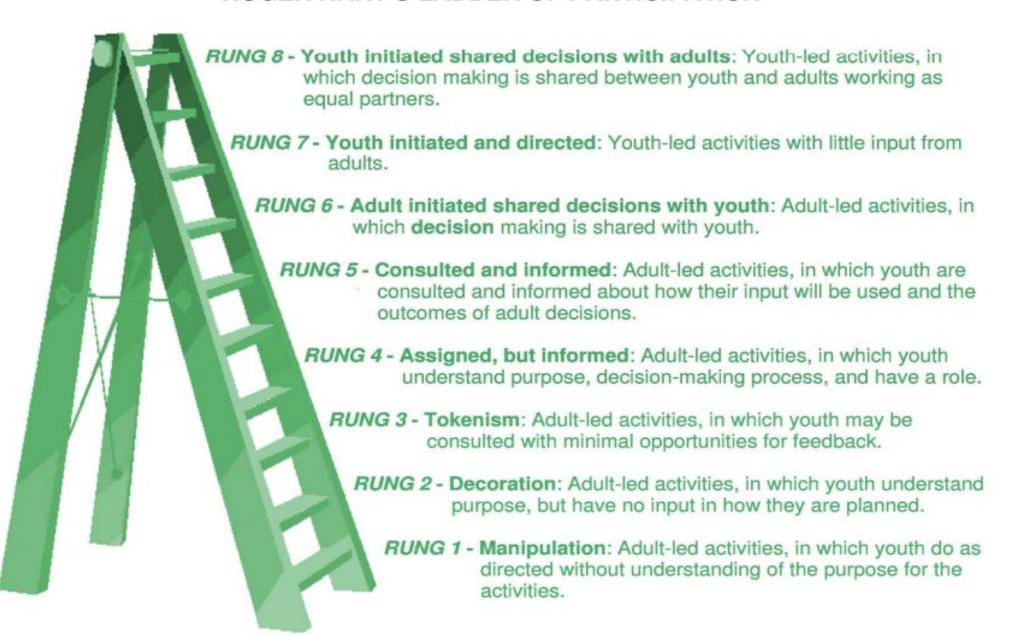


**Coconut Husks for charcoal production** 



Coconut briquettes cleaner, smokeless and hotter

#### ROGER HART'S LADDER OF PARTICIPATION





# Mimi Na Wewe YOUTH SACCO

# **Loan Products**



#### **Agribusiness and Agro- processing Savings**

- · Registration fee ksh.500
- · Minimum monthly contribution ksh.1, 000

#### **Education loan**

- · Maximum repayment period upto 12 months
- · Maximum lending amount upto 3 times saving
- · Monthly Interest rate 1%p.m.

























Nairobi





UNCTAD 14 Nairobi, 17-22 July 2016







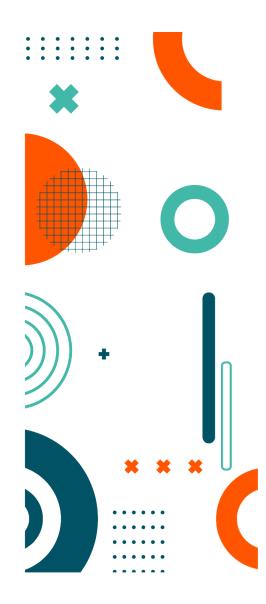
UNCTAD 14 Nairobi, 17-22 July 2016







# **Thank You Asante**





# WHAT MAKES THIS PROGRAM DIFFERENT?

- Strengthens community-led movement for ecosystem restoration and conservation;
- Connects young restoration practitioners with leading scientists and researchers;
- Supports young people to **make their vision reality**, through the different elements of the program (mentorship, funding, outreach etc.);
- Exists within a broader, already established youth network (**Youth** in Landscapes Initiative more than 60k members).



### TIMELINE

- June August: Call for applications open;
- **August September:** Selection committee (partners) reviews shortlisted candidates;
- October / November: Selected candidates announced;
- **November December:** Selected candidates paired with mentors from leading restoration & conservation organizations;

**1 year program** (January - December); in year 2 the relationship continues through **a strong alumni network** and the opportunity to evolve into a GLFx Chapter.





#### 4 PILLARS OF THE PROGRAM



• 5000 EURO for each project



- GLF Social Media Takeovers
- Blogs and Landscape News
- Interviews with journalists
- Speaking opportunities at GLF and other events



- Matching each Restoration
   Steward with an expert
- Setting short & long-term project goals



- Access to Landscape
   Academy
- Access to Youth in Landscape Initiative (YIL) learning programs
- Soft skills workshops

#### **SCALING ACTIVITIES & INFLUENCE**

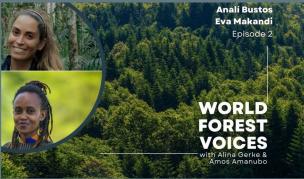
- Development and growth of the initial project (2021 report);
- Interviews and references in local, national and global media;
- Brokering access to additional funding;
- Presentations in high-level political forums (e.g. UNCCD COP 15, XW World Forestry Congress etc.);
- 50% of the 2021 Restoration Stewards evolved in GLF Chapters.

















SESSION 2. Ecopreneurship







#### **Speakers**

Ms. Jesca Kiplagat, Africa Regional Coordinator, GLFx at Global Landscapes Forum (GLF)

Ms. Grace Koech, Research scientist, Centre for International Forestry Research (CIFOR) & World Agroforestry Centre (ICRAF)

Mr. Robert Ruhiu, Founder Rock Paper & Circular Economy trainer



## INTRODUCTION TO ECOPRENEURSHIP

Jesca Kiplagat

Africa Regional Coordinator, GLFx @Global Landscape Forum (GLF)



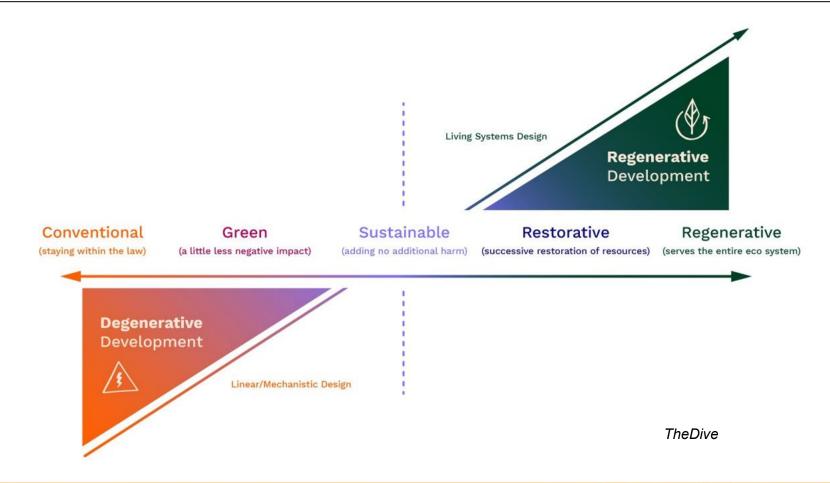
#### What is Ecopreneurship

- It is a type of entrepreneurship that provides sustainable solutions
- a business behavior adopted by people who want to create a green business
- ecopreneurship refers to income-generating ecological activities
- working with nature to derive sustainable economic benefits while conserving it
- Ecopreneurs are entrepreneurs whose business efforts are driven by:Natural bottom line, Social bottom line and Financial bottom line





#### **Business models**











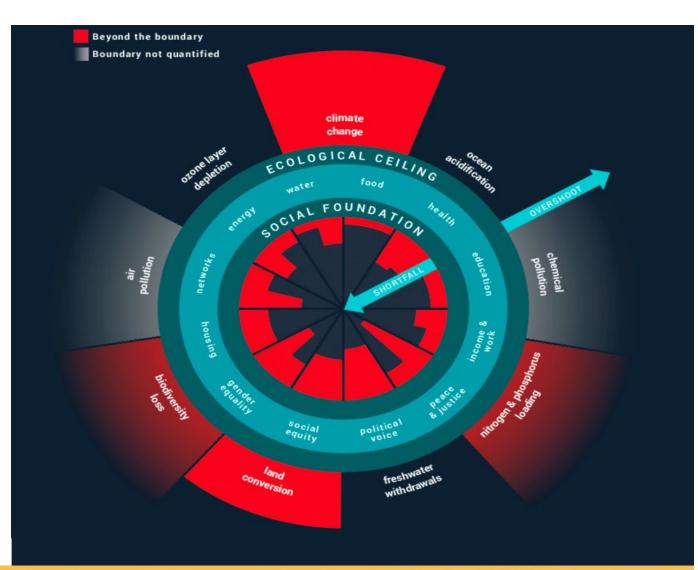
#### **Problem statement - why do we need regenerative landscape**

business models?

Social factors &

planetary

boundaries









#### F

#### Landscape Innovations for Business

- Technological innovation: development and use of new technologies or onthe-ground practices (landscape restoration, agricultural intensification)
  - Integrated Farming Systems & Agro-forestry technology
  - Solution App! Drone technology
  - Waste management and organic manure
  - Landscape restoration
- Social innovation: the way in which landscape inhabitants come together to improve their own place
  - Climate education and green skills
  - Eco-tourism
  - Landscape restoration
- **Institutional innovation**: the way in which we organize our societies behaviour, culture, org structure, governance practices, rules, policy, regulations
  - Land tenure???
  - Landscape restoration
- Need to go hand in hand
- Zoom in tomorrow with case-studies!







#### IMPERATIVES FOR ECONOMIC SYSTEM CHANGE

## DESIGN FOR INTERDEPENDENCE

Recognize the interdependence of healthy people, planet and economies;

Balance the relationships between the private sector, government and civil society;

Ensure that everyone has access to free and fair markets.

# INVEST FOR JUSTICE

Remove structural inequality;

Ensure leadership and ownership are more inclusives, and investment more accessible;

Use technology to advance democratic ideals and human rights

Promote greater voice, power and opportunity for those currently marginalized.

# ACCOUNT FOR STAKEHOLDERS

Measure success based on credible common metrics of sustainable value creation for all stakeholders

Create incentives that reward business and investments creating social and environmental value

Enhance standards of fiduciary duty











#### **Embrace the 21st Century Goal**

Aim to meet the needs of all people within the means of the planet. Seek to align your organisation's purpose, networks, governance, owner-ship and finance with this goal.



#### See the big picture

Recognise the potential roles of the household, the commons, the market and the state – and their many synergies – in transforming economies. Ensure that finance serves the work rather than drives it.



#### Nurture human nature

Promote diversity, participation, collaboration and reciprocity. Strengthen community networks and work with a spirit of high trust. Care for the wellbeing of the team.



#### Think in systems

Experiment, learn, adapt, evolve and aim for continuous improvement. Be alert to dynamic effects, feedback loops and tipping points.



#### Be distributive

Work in the spirit of open design and share the value created with all who co-created it. Be aware of power and seek to redistribute it to improve equity amongst stakeholders.



#### Be regenerative

Aim to work with and within the cycles of the living world. Be a sharer, repairer, regenerator, steward. Reduce travel, minimize flights, be climate and energy smart.

# Doughnut Principles of Practice



#### Aim to thrive rather than to grow

Don't let growth become a goal in itself. Know when to let the work spread out via others rather than scale up in size.



#### Be strategic in practice

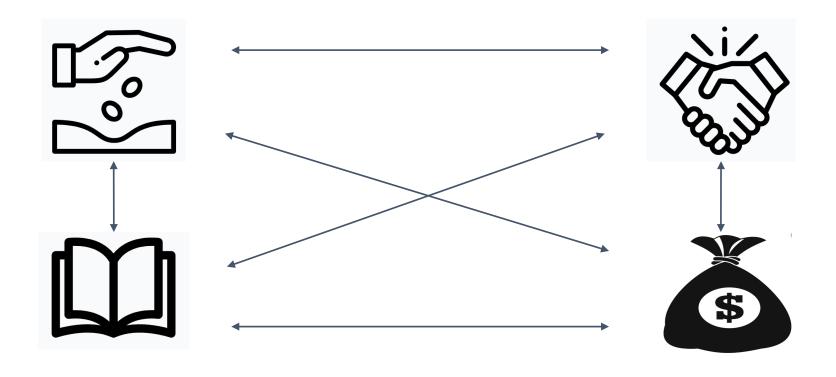
Go where the energy is - but always ask whose voice is left out. Balance openness with integrity, so that the work spreads without capture. Share back learning and innovation to unleash the power of peer-to-peer inspiration.







#### What are four major business challenges?







#### Characteristics and risks of landscape investments

- Dependence on natural conditions (fluctuation output and prices)
- Seasonality (sometimes warehousing facilities)
- Perishable products (warehouse, food processing)
- Quality of management
- Insufficient knowledge
- Strict investment policies
- Matching problems (size or term of funds)

#### **Learnings from case-studies**

- Large majority of impact investors demand environmental and social returns as co-benefits without compromising financial returns
- Institutional / commercial investors typically seek large-scale investments with a solid track record
- Need to consider additional costs of technical assistance, environmental monitoring and certification
- The governance of sustainable landscape investments is a challenge creating a tendency to move from regional transition to sector-based approach
- Blended finance can be the solution to complement risk and return appetites of different investors
- Attracting cash flows directly from beneficiaries of ecosystem services might be worthwhile to investigate (selling carbon credits, companies pay for reduced water purification costs)
- Green agricultural credit lines is low hanging fruit to channel investments for sustainable land use: provide adequate credit conditions, right incentives, technical support and monitoring framework for sustainable production



#### Learnings from case-studies

- Combine perspectives:
  - Landscape transition perspective
  - Farm-level perspective
  - Financial investors perspective
- Project partners need to build a joint vision of the three perspectives and understanding how they interact
- Institutional analysis is important:
  - Current policy setup and level of enforcement
  - Non-financial aspect influencing farm decisions: habits, traditions, know how, trust, risk attitudes, land titles
  - Political circumstances



#### How does UFF deliver value?

Our technical team collaborates with local governments and stakeholders to implement a series of sequential steps to design and implement sustainable landscapes approaches:

1

Understand goals and define targets

#### 2 Identify and analyse current trends

Identify ongoing landscape dynamics and assess whether it is leading to sustainability

Analyse what will happen if the current trend continues

#### 3 Identify and analyse alternatives and

Identify options to break current unsustainable trends and catalyse the transformation into sustainable landscapes

Project what will happen if the sustainable landscape transition is implemented. This includes assessing the potential for delivery of environmental (i.e. GHG emission reductions, water and biodiversity related ecosystem services), social (employment, farmer income, capacity building) and financial (return) benefits.

#### 4 Implementation design

Define an implementation pathway, inclusive of safeguards, monitoring, production technology packages, technical assistance and institutional arrangements needed to make the sustainable landscape work in the long term on the ground.

#### **Portfolio selection:**

Evaluate activities on **economic feasibility**: cash flow and risk analysis

- High rate of returns
- High probability of loss (variability in input/output prices)

**Environmental and social impact** assessment through: climate-risk analysis and land use modeling of forest cover effects, valuing the ecosystem service benefits

#### Not feasible because:

- No appropriate tool to integrate different activities
- Possibility of rebound effects
- Regional level impact does not account for local environmental impacts



#### 5 Identify interest and viability of proposal

Collaborate with the financial sector to create and share knowledge regarding the untapped financial opportunities within the sustainable landscapes sphere

Evaluate the financial sense of our proposals, to ensure they can gather capital markets interest

#### 6 Identify how to raise and deploy capital

Assess and design financial frameworks that cover all aspects of interest for a wide range of private investors:

Risk mitigation: Our frameworks may consider first-loss guarantees and insurance at the required scale.

Investable pipeline of projects: In a joint work with local stakeholders, we create a portfolio of investable interventions. We can explain to investors at an incredible level of detail what exactly their resources will do and where are they going — linking investors with the landscape.

Financial structure that defines the flow of money from end to end: We work with local financial institutions to build their capacity and ensure they can take resources from investors and channel them to the farmers according to our design, while ensuring due processes to mitigate any related risks.

Create more specific financial instruments: We also design credit lines that unlock access to finance on the ground by targeting the main barriers to sustainability in the local financial system.

#### 7 Implementing the Dea

We market our financial designs to ensure transactions and project implementation

#### **Build the investment case:**

#### Challenges:

- Long repayment or high transaction costs
- Complex governance to implement transition at scale
- Dropped non-revenue generating activities weakening environmental impact
- Investor preference to select activities instead of pre-determined portfolio
- Region-wide ecosystem service valuation attractive for regional governments to justify sustainable development policies at large,

while most other investors prefer to see a trustworthy institution provide a certification or label to tick the box on environmental and social returns.







## **Any questions?**

## THANK YOU







# Financing land restoration through value chain development













# Value chain options

- 1) Integrating vegetable, livestock and crop production with tree growing
- Establishing woodlots, boundary planting using high value timber trees
- 3) Fruit growing combining early maturing such as pawpaw
- 4) Integrated tree management
  - i. Pruning trees for firewood
  - ii. Beekeeping within FMNR plots
  - iii. Harvesting grass for fodder
  - iv. Pod collection for animal fodder









EXAMINE BUSINESS OPPORTUNITIES WITHIN THE PROJECT SITES

INTERACT WITH THE FARMERS TO ESTABLISH
THEIR NEEDS AND INTEREST







RANK THE OPPORTUNITIES AND PRIORITIZE ONE TO TWO FOR IMPLEMENTATION DEPENDING ON AVAILABLE BUDGET

# Beekeeping value chain in Kenya

Beekeeping identified as priority value chain for implementation under Regreening Africa

Tree nurseries equipped to produce among others forage plants for growing on farms

Farmers offered training of apiary establishment, colony management, harvesting, value addition and marketing













PROCEEDS FROM SALES TREE PRODUCTS
CAN BE USED TO BUY SEEDLINGS FOR
TREE GROWING

HIRE LABOR FOR DIGGING OF ZAI PITS FOR FOOD PRODUCTION IN DRY AREAS

INVEST IN SAVING GROUPS FOR CHANGE TO INCREASE ACCESS TO FINANCES FOR OTHER MEMBER OF COMMUNITIES USE PART OF THE SAVINGS TO PURCHASE BEEHIVES FOR BEEKEEPING

## CIRCULARITY IN WASTE MANAGEMENT

#### **Robert Ruhiu**

Founder Rock Paper & Circular Economy trainer





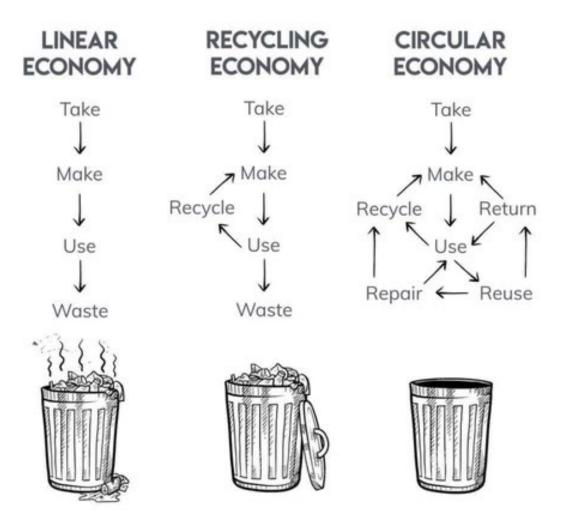






# Waste is in the eyes of the beholder

# CIRCULAR DESIGN



### **DETERMINE YOUR ADDED VALUE**



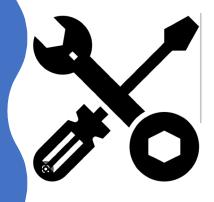
1. Retain value- use waste as a valuable resource



3. Increase durability- extend product life



2. Optimise inputuse regenerative resources and inputs



4. Maximize utilityprovide user-oriented services to maximize utility

## **Lean Enterprise Blueprint**

1. Problem	2. Solution	3. Value proposition
4. Customers	5. Channels	6. Circular value added
7. Key activities	8. Key resources	9. Key partners
10. Costs	11. Revenues	

# Sprout Organic- make compost using food waste for urban farming



## FunKidz – make furniture from rice husks



# Anzuki Recycle Designers- make shoes from waste leather and tyres

Eco-Create & Innovatemakes table tops from glass waste







Giloil- turns used cooking oil into soap

Rock Paper- uses waste paper to make crafts and furniture



#### **RESOURCES**

- Circular Economy Catalyst
- National Environment Trust Fund
- Kenya Climate Innovation Centre
- Widu Africa
- Kenya Green Building Society
- Young Ventures Accelerator Program in Affordable Housing

10/21/2022





# SESSION 3. Sustainable finance







#### **Speakers**

Mr. Finney Israel, Research Associate, African Research, and Impact Network (ARIN)

**Dr. Peter Minang,** Director for Africa, Centre for International Forestry Research (CIFOR) & World Agroforestry Centre (ICRAF)

Ms. Martine Jansen, Head Partnerships at Acorn









# Leveraging Climate Finance for Restoration: Introduction to Key Concepts

Finney Israel, Research Associate at ARIN





### **Presentation Outline**

- Define climate and carbon finance
- History and motivations for climate finance
- Climate finance sources and channels
- Challenges associated with effectiveness of climate finance.
- The ARIN model to capacity development



### **Definition: Climate Finance**

Climate finance refers to local, national or transnational financing—drawn from public, private and alternative sources of financing—that seeks to support mitigation and adaptation actions that will address climate change (UNFCCC)

Adaptation to Climate Change:
Efforts to prepare and adjust to current and future impacts of climate change.

**Climate Change Mitigation:** 

This refers to **avoiding** and **reducing** emissions of greenhouse gases into the atmosphere.



### Definition: Carbon Finance

- Carbon finance is an innovative funding tool that places a financial value on carbon emissions and allows companies wishing to offset their own emissions to buy carbon credits earned from sustainable projects
  - Carbon credits are used by companies to compensate for their carbon emissions, by either adhering to emission allowances or contributing to sustainable projects
- It increases the financial viability of projects, creating an additional revenue stream & enabling the effective transfer of technologies & knowhow
- Carbon markets & credits are key sources of climate finance



## **Brief History of Climate Finance**

- Integral part of international climate change discussions, from the beginning in the mid-1990s "polluter pays"
- 2009 Copenhagen Accord: developed countries commit to mobilizing \$100 billion per year by 2020 to address needs of developing countries
  - ✓ From public & private, and bi- & multilateral funding sources
- 2010 Cancun COP: re-affirmation of Copenhagen \$100b commitment, and creation of Green Climate Fund
  - √Calls for funding to be prioritized for developing countries
  - ✓ Predictable and adequate funding for developing countries



### **Motivations for Climate Finance**

- Large investments required to reduce emissions and adapt
- Key in helping poor countries to reduce emissions, decarbonize, adapt to & mitigate effects
- Enables poor countries to manage trade-offs between economic growth needed for poverty alleviation and reducing greenhouse gas emissions
  - Mitigation, adaptation, and economic development



### Sources of Climate Finance

- Public finance and intermediaries: ministries and government agencies, bilateral &
  - multilateral financial institutions, climate funds:

    Tax revenues: ODA in the form of bilateral aid flows and funding channelled through multilateral institutions and climate funds (e.g. Global Environment Facility (GEF), Adaptation Fund (AF), Climate Investment Funds (CIF), Green Climate Fund (GCF) etc.)
    - In-country public revenues
- Private finance and market sources
  - Voluntary and philanthropic contributions; corporate actors, private households, private equity, venture capital, carbon market revenues & carbon-related mechanisms (i.e. carbon taxes)

How are they distributed? Distributed as grants, (non-)concessional loans (debt), projectlevel equity, technical assistance, etc.



## Main Existing Global Funding Mechanisms

### 1. The Global Environment Facility (GEF)

- O Largest multilateral environmental fund that provides grants and blended finance for projects on biodiversity, climate change, land degradation, sustainable forest management, food security, and sustainable cities in developing countries.
- O Distributes more than \$1 billion a year on average to address inter-related environmental challenges.
- o To date, the GEF has provided more than \$22 billion in grants and mobilized another \$120 billion in co-financing for more than 5,200 projects and programs.
- Through its Small Grants Programme (SGP), the GEF has provided support to nearly 27,000 civil society and community initiatives in 136 countries



## Continued...

#### 2. Adaptation Fund

- Finances projects and programmes that help vulnerable communities in developing countries adapt to climate change. Initiatives are based on country needs, views and priorities
- Created under the Kyoto Protocol of the UN Framework Convention on Climate Change
- Committed US\$ 720 million to climate adaptation and resilience activities, including supporting 100 concrete adaptation projects since 2010.

Adaptation
Fund
Impact

US\$923
million allocated to climate adaptation activities

575699 ha natural habitats preserved/restored

130 concrete, localized adaptation projects

3 5 million beneficiaries in developing countries



## Continued ...

### 3. Multilateral Funds e.g World Bank

#### (i) Climate Investment Fund (CIF)

- Established in 2008 as one of the largest fast-tracked climate financing instruments globally
- Provides developing countries with grants, concessional loans, risk mitigation instruments, and equity that leverage significant financing from the private sector, multilateral development banks, and other sources
- The CIF's four key programs: Clean Technology Fund (CTF), Forest Investment Program (FIP), Pilot Program Climate Resilience (PPCR) & Scaling Up Renewable Energy Program (SREP)



## Continued

#### (ii) Financing Locally-led Climate Action Program (FLLOCA)

- Developed with support from the World Bank, and from the Governments of Denmark and Sweden
- Established the first national-scale model of devolved climate finance, & supports Government of Kenya to translate its ambitious climate agenda into scaled-up action on the ground
- Recognizes that locally led adaptation is more effective than top-down interventions
- Applies principles of meaningful citizen engagement in climate decision making and builds on the foundations and structures set up through Kenya's devolution efforts
- 90% of program funding from FLLoCA will be spent at county and community levels to ensure that support for climate resilience reaches those most at risk, including women, youth, persons with disabilities, elders, and other traditionally marginalized groups



## Challenges for effectiveness of Climate Finance

- Structure of climate financing is fragmented and bureaucratic
- No centralized system for tracking all climate finance flows No common tracking methodology
- Funds lack inclusivity
- Funds are inflexible and risk averse
- Capacity gaps
- Conditionality
- Centralization of most climate finance

# Significance of Capacity Building in Leveraging

Canada

Finance Options





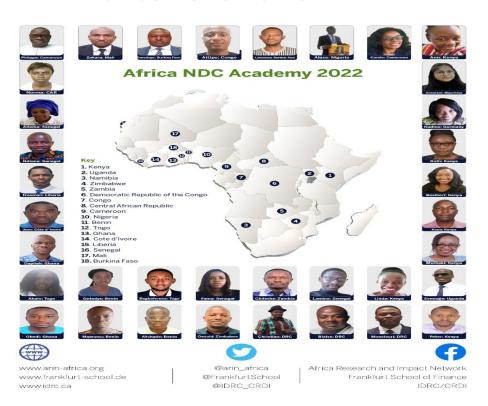
# Lessons from the ARIN-Frankfurt School Model

NDC-FFP Fellowship

The NDC Bilingual Finance Fellowship seeks to:

- Support, promote and train exceptional individuals from policy and research in Africa who are interested in their knowledge and skills on financing NDCs
- Builds leadership in NDC finance for enhanced sharing of knowledge and good practices
- Contributing to online seminars, blogs, publications, reports and journal articles on NDC finance
- Continuous online discussions
- Network opportunities and access to international professional networks of peers and leaders in climate change and finance
- Promote dialogue and peer learning among researchers and policymakers on best practices on NDC financing.

#### **NDC Finance Fellows 2022**



# Thank you





# Initiative is building on Rabobank's heritage: World's leading Food & Agribusiness cooperative bank founded by Dutch farmers

#### Strategic rationale Acorn and mission Rabobank



Combat climate change, land degradation, food insecurity **globally** 



Support the livelihoods of smallholder farmers



Provide clients with high integrity carbon removal units

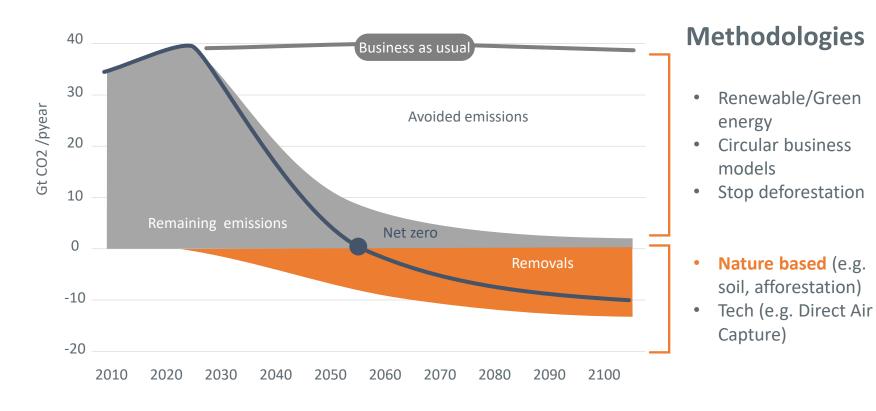


Build new **capabilities** for the bank (e.g. remote sensing)



# While strategies to reduce emissions remain critically important, reaching net-zero and beyond requires actively removing CO<sub>2</sub>

#### Strategies for staying below 1.5 degrees



#### Instruments

- Carbon tax
- Emission trading schemes (compliance)
- Grants
- Voluntary carbon market
- Grants

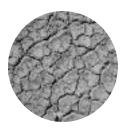
### Smallholder farmers switch to agroforestry that holds versatile benefits and sequesters carbon

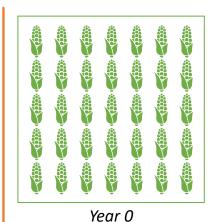
#### Comparison farming method

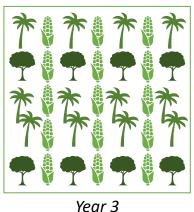
#### monoculture

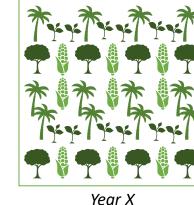
- Depleting soil
- Sensitive to climate change
- Low nutrient diversity
- Low yield per ha
- Income depends on single crop type
- Deforestation

#### Limited investment costs









Year 1

#### Benefits agroforestry

- Improving soil health
- Increasing climate change & weather resilience
- Diverse nutrients
- High quality nutrients
- Improved yield per ha
- Income depends on different harvest streams
- Afforestation

High investment costs



# Therefore, we have built a global, technology-enabled, trusted and transparent marketplace for carbon sequestration

#### **Proposition**

Connecting emitters and off-setters on the marketplace with an ecosystem of partners

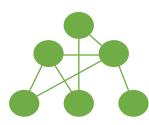


Technology-driven monitoring (satellite data, AI and ML) based on historic and current data



High-quality, traceable carbon sequestration built on own standards and project selection

Marketplace & Ecosystem



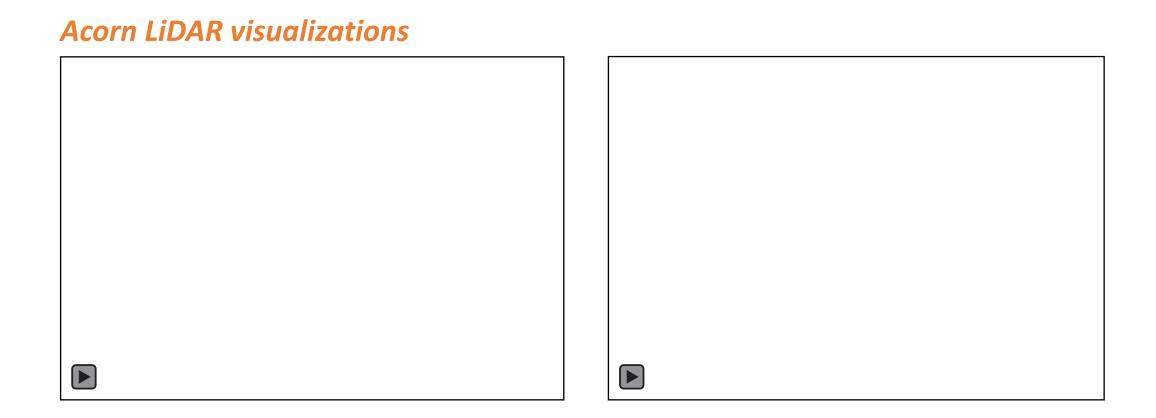
Technology & Trust



Transparency & Quality



### Measuring remotely, allowing for scale



# We provide high-integrity CRU conform our own framework and methodology

#### Acorn framework and methodology



**Framework** addresses amongst others eligibility criteria and is approved by Certifier (Plan Vivo)





**Methodology** outlines how carbon removal is quantified and is approved by Verifier (Aenor and SCS Global services)



# Acorn offers high quality credits (i.e. removal, ex-post, data-driven, co-benefits)

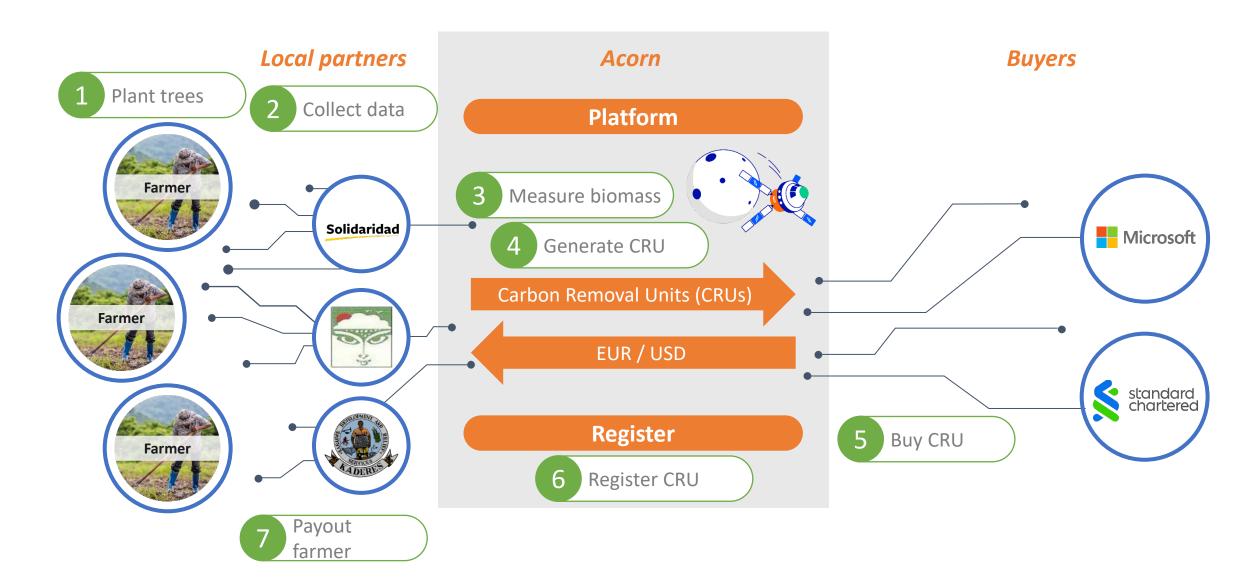
#### High quality credits criteria

Nature based	Carbon credits originating from naturally occurring ecosystems
Removal	CO2 sequestered from the air into nature-based systems
Ex post	Carbon sequestration that has already taken place, with a vintage of maximum 2 years
Transparent	Carbon sequestered can be proven through data driven measurements and analytics
Traceable	Complete clarity when and where carbon is removed and on payment.
Certified	Credits are certified and verified by an independent and trustworthy external standard
Integer	Units are additional and verifiable, has a conservative carbon baseline and avoids double counting
Co-benefits	Carbon credits contribute to at least 3 SDGs





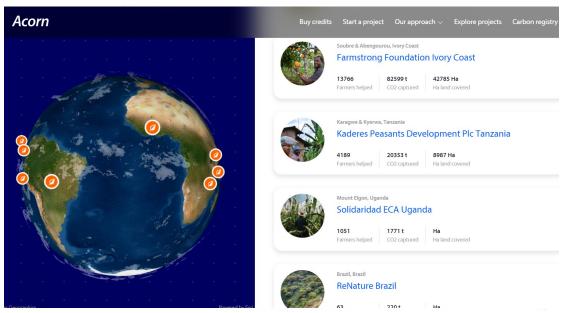
# Acorn measures remotely the sequestered carbon and sells CRU for more than EUR 20/CRU, 80% for the benefit of farmer



### All individual farmers plots are mapped for biomass calculation

#### **Projects and farmer plots**



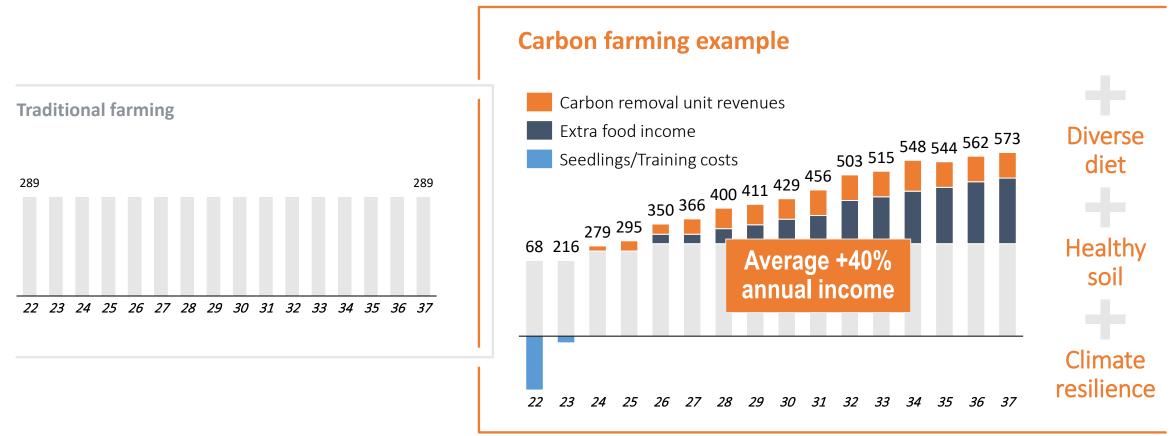


Rabobank's Acorn program is rolling out across the world. Explore our interactive map to learn more about our projects and the communities we're helping combat climate change.



# Carbon farming can hold significant financial and non-financial benefits for an individual farmer allowing for scalable roll out

#### Benefits farmer<sup>1)</sup> [USD/ha]



<sup>1)</sup> Reference agroforestry project for smallholder farmer based on staple crops (maize) with Faidherbia and Grevillea robusto in Zambia

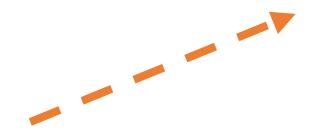
# Acorn provides clear benefits for Local Partners (NGOs, governments, coop's) to participate

#### Benefits local partner

Cost-efficient	Substantially reduce workload and resources required to link farmers to VCM, making it a viable business case	••••••
Impact	Improve client relationship by providing carbon payments at a fair price to smallholders in the network	
Success-rate	Increased success rate of implementation of agroforestry by ensuring additional income stream for farmers	
Income	Additional income stream Local Partner to cover Acorn - related costs at scale	
Scope 3	Possible additional service for corporates to include on-farm sequestration in Scope 3 reduction, provided this makes sense from farmer's perspective	

# Cooperative carbon finance can ensure financial inclusion – Carbon income from Global North to Global South

#### What's next

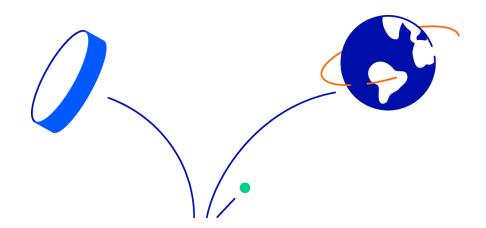


#### **Traditional finance by MFIs**

- No access to cashflows for investors.
- High (individual) risk
- Farmers paid by MFI at high (15% 25%)
   interest rates
- Low scalability as financing highly dependent on local players & conditions

#### **Cooperative carbon finance as gamechanger**

- Carbon proceeds for repayment flow from Acorn directly to investor
- Cooperative finance reduces risk for investors
- Lower, fair interest rates (4% 8%)
- **High scalability** possible



# Collaboration in Kenya

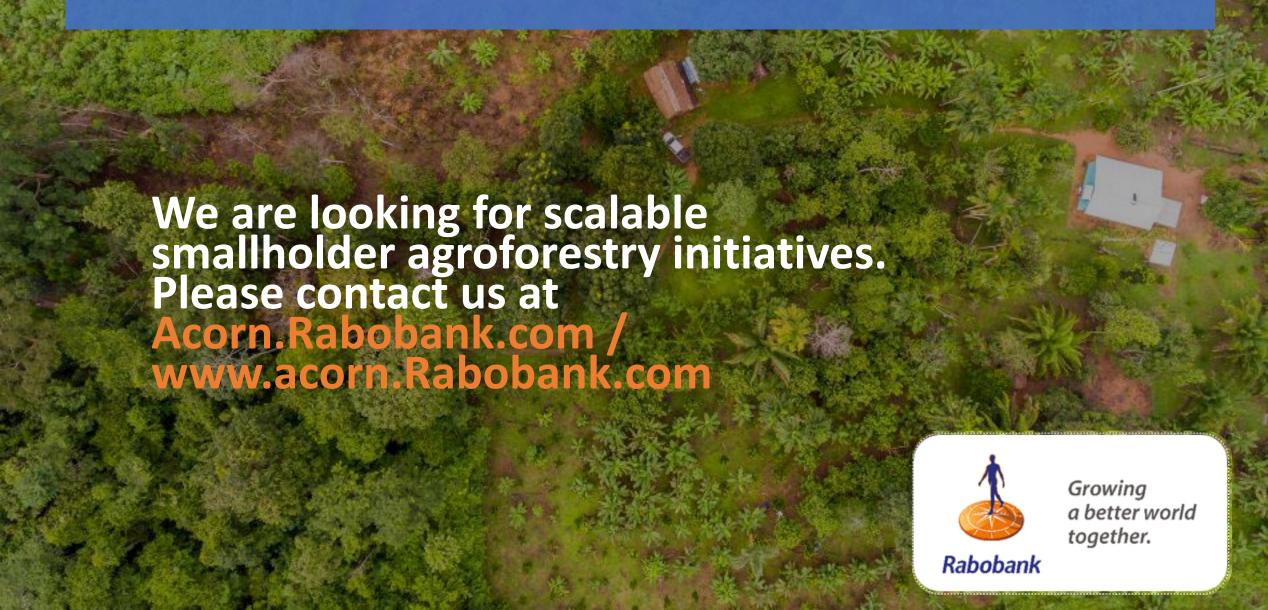
#### Considerations in the Kenyan context

- Looking for strong Local Partners to collaborate with in Kenya
- Key success factors
  - Regulatory framework / alignment with the government
  - ✓ Pay-out infrastructure

#### How to collaborate?

- Local engagement and organizational capacity LP
- 2.000+ ha potential project scale
- New agroforestry and/or existing agroforestry (max. 5 years since trees were planted)
- No deforestation in the last 5 years
- No carbon credits are being sold / monetized
- The area cultivated between 0.1 and 10 hectares
- Proof of formal or informal land tenure

## Thank you for your time and attention







## VOTE OF THANKS AND CLOSING REMARKS



