

# IMPACT REPORT



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# Foreword

Welcome to Youth Business International, the global network of expert organisations supporting underserved young people to turn their ideas into successful businesses, creating jobs and strengthening communities. In 2018 the Youth Business International network equipped 93,828 young people across 48 countries with the skills they need to set up and grow a successful business. At Development Solutions we are proud of the role the network is playing in tackling the youth employment challenge on a global scale. It is an honour to chair the network's International Strategy Implementation Steering Team (INSIST).

Key highlights over the past year at Development Solutions include taking part in the annual Global Entrepreneurship Week and the Global Youth Entrepreneurship Challenge, achieving the international quality assurance certification ISO9001 and travelling to Papua New Guinea to speak about our mentoring work with young people in mining affected areas. One of our dedicated mentors also received a prestigious Pro-Bono Lawyer of the Year Award.

In 2018 our network grew to 50 members in 48 countries across 6 continents. Over the year we collaborated to exchange learning, tackle shared problems and connect with partners to highlight the impact of youth entrepreneurship. A new regional community developed in Africa while existing regional communities in Europe and Latin America and the Caribbean have continued to grow.

Looking ahead to 2019, working together to increase the quality and scale of our programmes will continue to be a priority as we strive to support an even greater



number of young people to achieve their entrepreneurial potential. We also look forward to the 2019 Global Youth Entrepreneurship Summit in Colombia, where members, partners and experts will come together to shape the youth entrepreneurship agenda.

I am truly excited to share highlights of our collective work in 2018.

**Bat-Orshikh Erdenebat**

Chair, INSIST

Executive Director, Development Solutions

# Who we are

## Vision

Youth entrepreneurship is recognised for driving sustainable economic development, and all young people who want to set up a business are able to fulfil their potential.



## Mission

To enable more underserved young entrepreneurs to access the support they need to start, grow and sustain their businesses, helping them to create jobs, build communities and transform lives.



**Youth Business International (YBI) is a global network of expert organisations supporting underserved young people to turn their ideas into successful businesses, creating jobs and strengthening communities.**

Young people are critical to future economic development and key to achieving the Sustainable Development Goals (SDGs). However, with over 64 million young people currently unemployed worldwide and 145 million young workers living in poverty, this potential is not being realised. Of those that are working, many do not earn enough to lift themselves out of poverty.

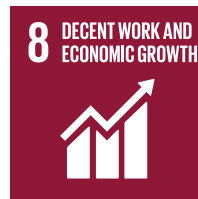
Addressing the youth employment challenge is imperative, not only for the well-being of young people but also to ensure sustainable, inclusive growth and social cohesion

globally. Empowering young people to succeed in running their own businesses is part of the solution.

**Young entrepreneurs create new jobs and shape local economies.**

Our vision that youth entrepreneurship is recognised for driving sustainable economic development strongly aligns with the SDGs. Investing in youth entrepreneurship can foster innovation and generate new solutions to longstanding challenges.

Three of the SDGs encompass our areas of action and realise YBI's key priorities. Through our network we support these goals by removing barriers that limit young people's ability to set up, sustain and grow businesses:



We are an official UN partner impacting Goal 8.

# What we do

We connect and support expert organisations (our members), partners and young people to develop and scale new solutions to the critical challenges facing underserved young entrepreneurs. As a result, our members deliver better quality support to more young people.

Members are admitted to the YBI network following a robust due diligence process to ensure the quality and sustainability of our work is maintained and strengthened.

As a network, we work with our members to:

## Learn

(Building impactful organisations)



Our members have diverse expertise in youth entrepreneurship support services. We deliver training and other capacity development support, facilitate member learning exchanges and connect members to relevant partners.

## Innovate

(Developing new products and services)



By convening the collective expertise of the network, we can identify gaps in support for young entrepreneurs and work together to develop new solutions.

## Influence

(Generating and leveraging evidence)



We are well positioned to address the lack of robust evidence on youth entrepreneurship. We work with members to undertake research on priority themes and drive change in policy and practice.

## Our members support entrepreneurs through:



Training



Mentoring



Access to finance

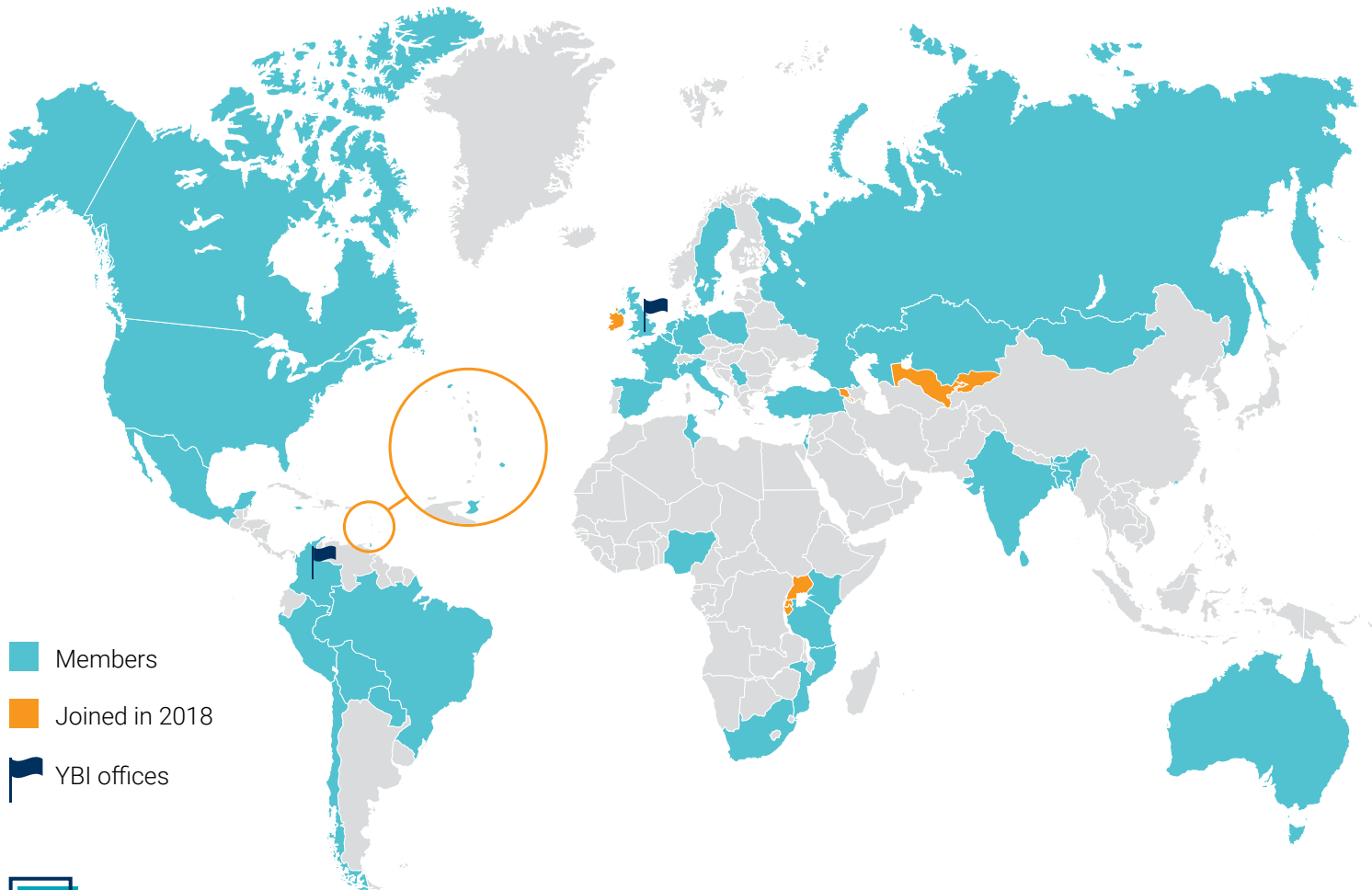


Business development support

# Where we work

**Our 50 network members are present in 48 countries across 6 continents.**

YBI is supported by the Network Team, based in London, UK and Bogotá, Colombia. This small, passionate team is committed to equipping members with the most effective solutions to empower young people with the right tools to start and grow sustainable businesses.



## **NORTH AMERICA:**

### **ANGUILLA**

Anguilla Youth Business Foundation

### **BARBADOS**

Barbados Youth Business Trust

### **CANADA**

Futurpreneur Canada

### **DOMINICA**

Dominica Youth Business Trust

### **JAMAICA**

Jamaica Youth Business Trust

### **MEXICO**

Yo Quiero Yo Puedo

### **TRINIDAD AND TOBAGO**

Youth Business Trinidad & Tobago

### **UNITED STATES OF AMERICA**

Youth Business USA

## **SOUTH AMERICA:**

### **BOLIVIA**

Manq'a

### **BRAZIL**

Aliança Empreendedora

### **CHILE**

Acción Empreendedora

### **COLOMBIA**

Corporación Minuto de Dios

### **PARAGUAY**

Fundación Paraguaya

### **PERU**

Perspektiva

## **EUROPE:**

### **ARMENIA**

Jinishian Memorial Foundation

### **BELGIUM**

microStart

### **FRANCE**

Adie  
Positive Planet France

### **GERMANY**

Youth Business Germany

### **IRELAND**

Inner City Enterprise

### **ITALY**

MicroLab

### **THE NETHERLANDS**

Qredits

### **POLAND**

Youth Business Poland

### **RUSSIA**

Youth Business Russia

### **SERBIA**

Smart Kolektiv

### **SPAIN**

Youth Business Spain

### **SWEDEN**

NyföretagarCentrum  
Sverige

### **TURKEY**

Habitat

### **UNITED KINGDOM**

Virgin Startup

## **AFRICA:**

### **BURUNDI**

ICCO Burundi

### **KENYA**

Kenya Youth Business Trust Pwani

### **MOZAMBIQUE**

ideiaLab

### **NIGERIA**

FATE Foundation

### **RWANDA**

Spark Rwanda

### **SOUTH AFRICA**

TechnoServe South Africa

### **TANZANIA**

Tanzania Entrepreneurship and Competitiveness Centre

### **TUNISIA**

Enda Inter-Arabe

### **UGANDA**

Enterprise Uganda  
ICCO Uganda

## **AUSTRALIA/OCEANIA:**

### **AUSTRALIA**

Many Rivers

## **ASIA:**

### **BANGLADESH**

BYEAH

### **BHUTAN**

Loden Foundation

### **HONG KONG**

Youth Business Hong Kong

### **INDIA**

Bharatiya Yuva Shakti Trust

### **ISRAEL**

Keren Shemesh

### **KAZAKHSTAN**

Most Business Incubator

### **KYRGYZSTAN**

Enactus Kyrgyzstan

### **MONGOLIA**

Youth Business Mongolia

### **SRI LANKA**

Youth Business Sri Lanka

### **UZBEKISTAN**

Ground Zero

# Our impact in numbers

In 2018 we introduced a new way of measuring our collective impact as a network so that we can better capture the positive outcomes for both members and young people.

Over the last five years, the number of services delivered to young people through the network has more than doubled. Our highlights for 2018 include:



**43,723**  
**young people**

provided with  
business advice



**93,828**  
**young people**  
**trained**

Of the **80,425** young people trained by members in 2017, **12,235** young people started a business; **13,269** strengthened a business; and **2,689** secured employment.




**6,046**  
**young people**

matched to mentors



**13,078**  
**young people**

provided with access  
to finance



**7** new members  
joined the YBI network

**72%** of members  
are fully accredited

## Learn: 90% of members

connected with at least one other member to share knowledge and engage in peer learning.

## Innovate: 88% of members

reported that being part of the network supported them to create new or enhance existing products and services for young people.

## Influence: 55% of members

reported that being part of the Network supported their influencing work.



# Insights for success



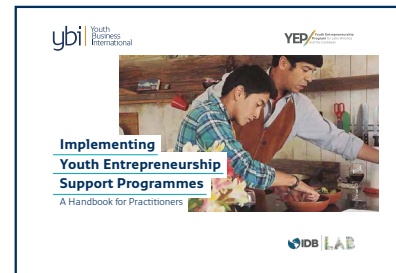
We commissioned and published new research sharing key findings on what works in youth entrepreneurship support.

1. **‘Exploring the impact of voluntary business mentoring on young entrepreneurs’** demonstrates the critical role of mentoring relationships in supporting young entrepreneurs to successfully navigate setting up or strengthening a business.

2. **‘Models for scaling the impact of youth entrepreneurship programmes’** reviews different approaches to scaling entrepreneurship programmes and share case studies from within and outside the YBI network.

3. **‘Implementing Youth Entrepreneurship Support Programmes - A Handbook for Practitioners’** shares good practice, tools and approaches covering outreach and entrepreneur selection, training, mentoring, access to finance and other services.

4. **‘Effectuation and its application in youth entrepreneurship training’** explores the key principles and potential opportunities and challenges of this methodology, drawing on the experiences of our member in Brazil, Aliança Empreendedora.



# A year of innovation



We believe in the power of a network approach, which we use to connect our members across regions and globally to share expertise and collaborate on solutions to common challenges. As part of this, we support our members to innovate, generating new services and products that better respond to the emerging needs and interests of the young entrepreneurs they support.

**2018 was a fantastic year of innovation for our network. Here are two key highlights:**

1

We launched our first ever Innovation Challenge in partnership with Accenture and IDB Lab. This global initiative supported members to ideate and test new products and services for young entrepreneurs worldwide.

There were two winning ideas. YBI member in Brazil, Aliança Empreendedora, developed a mobile application to support entrepreneurs in core business skills. Meanwhile, a consortium of Youth Business Spain, Youth Business Germany and Futurpreneur (Canada), developed a platform to support young entrepreneurs to access new markets and build cross-border cooperation.

2

We ran a Digital Accelerator Programme in Latin America and the Caribbean supporting our members to embed digital approaches and technology in their work with young entrepreneurs.

The seven members developed a digital strategy, identifying practical ways a range of digital solutions could strengthen organisational operations and improve their support to entrepreneurs. Human centred design methods were used to co-design the digital strategies with each member and develop a regional strategy for collaboration initiatives to enable them to come up with the best solutions.

# Tahmina's story

Born in 1995 in Kishoregonj District in Bangladesh, Tahmina had a difficult childhood. She lost her father at a very early age, her mother did not have a job, and no one else in the family was earning an income. As the second youngest of seven siblings, Tahmina's older sisters began to provide for her; they worked hard to be able to pay for her education.

Although Tahmina passed 12 subjects at school, she was not able to attend university because her family could not afford it. However, after studying at home, Tahmina was able to study at a public university in the Resource Management and Entrepreneurship department and that's when she started her new life in the capital, Dhaka.

One day, Tahmina discovered YBI member in Bangladesh, B'Yeah, and their 'Outreach to Potential Youth' workshop. She signed up and that was the start of her entrepreneurship journey. The mentors and trainers at the workshop inspired Tahmina, enabling her to see the feasibility of her lifelong dream - to find her passion and use it in order to financially support her family.

*"I know where I want to go, and my dedication, passion, and effort will take me there someday soon."*



Tahmina decided to work with the material jute to make handbags, decorations, shopping bags and much more. She enrolled in the entrepreneurship development training programme and after receiving training on developing a business model, business planning, communication, marketing and customer acquisition, she started her business 'Dolly's' with 2000 BDT (€20) from her father's pension allowance.

She dreams big and keeps herself busy with both administrative and creative responsibilities, attending entrepreneur fairs to exhibit and sell her products. She aims to soon launch her own showrooms around the country and export the products internationally. Though she currently only has one other person helping her, she dreams of setting up official crafts factories, training thousands of women and creating employment. Tahmina has already been awarded the 2018 'Potential Young Entrepreneur' award by B'Yeah.

Supported by:



In partnership with:



## Barry's story



YBI member in the Netherlands, Qredits, recognise the positive impact of mentoring. Through their partnership with Citi, Qredits match many of their entrepreneurs with qualified business advisers.

Barry has worked for Citi in the Netherlands for almost 13 years, first as an account manager and now in cash management sales. After receiving a presentation at Citi's offices, Barry decided it would be refreshing to work with young entrepreneurs and help build businesses from the ground up. "My experience made me feel prepared to add some value by bringing a new perspective and highlighting the bigger picture for these ambitious entrepreneurs.

Barry aims to be a sounding board for his mentees' ideas and help them to consider new ways of working and offer advice on business planning and scaling. He knows that it can be an anxious time, so he helps his mentees to gain perspective and remain tenacious. He has also benefited himself through learning more about the coaching process and the rewarding process of building relationships with the entrepreneurs. He says "it's so nice to see people achieving their dreams and making a business out of doing what they love on a daily basis".

He has had three mentees so far that have benefited from his support, one runs an eSports café, one a healthy ready meal service and the other an Indonesian catering company. He helps them to gain perspective and not become disheartened by the hard work needed to start and grow a new business.

He encourages mentors to have an open mind when starting a mentoring relationship.

*"Mentoring is not about telling the other person what to do, it is about setting your own judgements and preconceptions aside. If you can do that and avoid pushing your views on others, then the real potential of the mentee will naturally come out."*

Supported by:



Microfinanciering Nederland

In partnership with:

Citi Foundation



## Betty's story

Farming is an important business for many people in Rwanda and the economy more broadly, with agriculture contributing to 33% of national GDP. Conducive weather conditions make it possible for farmers to have four good seasons, during which they can grow fruit and vegetables.

YBI's member in Rwanda, SPARK, supports farming cooperatives across the country to increase their productivity. Through these jointly-owned, democratically-controlled associations, farmers can support each other to grow, harvest, store and sell their produce. Cooperatives help farmers to get the best price at the market and provide small loans.

SPARK delivers training to cooperatives in technical skills, leadership and governance. It also supports them to use new technologies to better access finance and new markets. Betty is part of a cooperative of Irish potato farmers in her village supported by SPARK.

Betty has grown potatoes with the cooperative since 2015 and now owns two hectares of land. She says "I started doing farming and I liked it. At first it was an income



generating activity, small. But I was serious. I worked in the season. Invested, saved and invested. And slowly, with the money I earned, I could continue to support my family and buy clothes and other things I liked."

After two years, Betty constructed a house and got a vehicle to help her transport manure and take things to market. Now aged 27, Betty is able to support her three children and has savings of over 15,000,000 Fr (€15,000).

*"A good business person has lots of capabilities, but you need to love what you are doing, the way I do."*

Supported by:

**spark**



**YBI** and **IDB Lab** have supported thousands of **young people** to **start** or **grow** their own **business** through the regional Youth Entrepreneurship Program in Latin America and the Caribbean. We appreciate YBI's commitment to **promoting innovation** and **learning** across their network.

**Maritza Vela**

Project Specialist

Inter-American Development Bank

## Looking ahead

Looking forward to 2019, we are excited to bring together the Network for our Global Youth Entrepreneurship Summit. It will be a great opportunity to connect the YBI network with partners, leading experts and decision makers to collaborate on new ideas and approaches to supporting young entrepreneurs around the world.

In 2019 we will strengthen our efforts to reach and support underserved young people. We recognise that two groups are particularly challenged and will continue to focus on these to better serve their needs. With an estimated one young person in every eight people on the move internationally, the need to support youth on the move to access the job market is pressing. Around 46% of the world's population live in rural areas, many of them young people. This is why we also acknowledge the need to equip rural youth with the skills and support needed to develop businesses, benefiting communities and economies and reducing poverty.

Over the year we will continue to help our members to innovate and evolve their support for young entrepreneurs. This includes holding a second, global Innovation Challenge and working with members in Latin America and the Caribbean to integrate digital into their programmes, helping to better support young entrepreneurs around the world.

We look forward to the first full year of our new High Flyers Programme in East Africa which will equip high-potential young entrepreneurs to successfully scale sustainable businesses, creating jobs and supporting the local community. Through the programme's Community of Practice we will share learning across seven countries in order to better support young entrepreneurs in the region.



Finally, we will continue to build evidence about what works in youth entrepreneurship. We will launch new research exploring the skills young entrepreneurs will need to thrive now and in the future and share this to build an ecosystem of effective and proven support.

As ever, our achievements in 2018 were only made possible thanks to the ongoing support from our committed partners and supporters. Our thanks to you all for the passion and expertise you tirelessly contribute to our mission.

**Anita Tiessen**  
CEO, Youth Business International

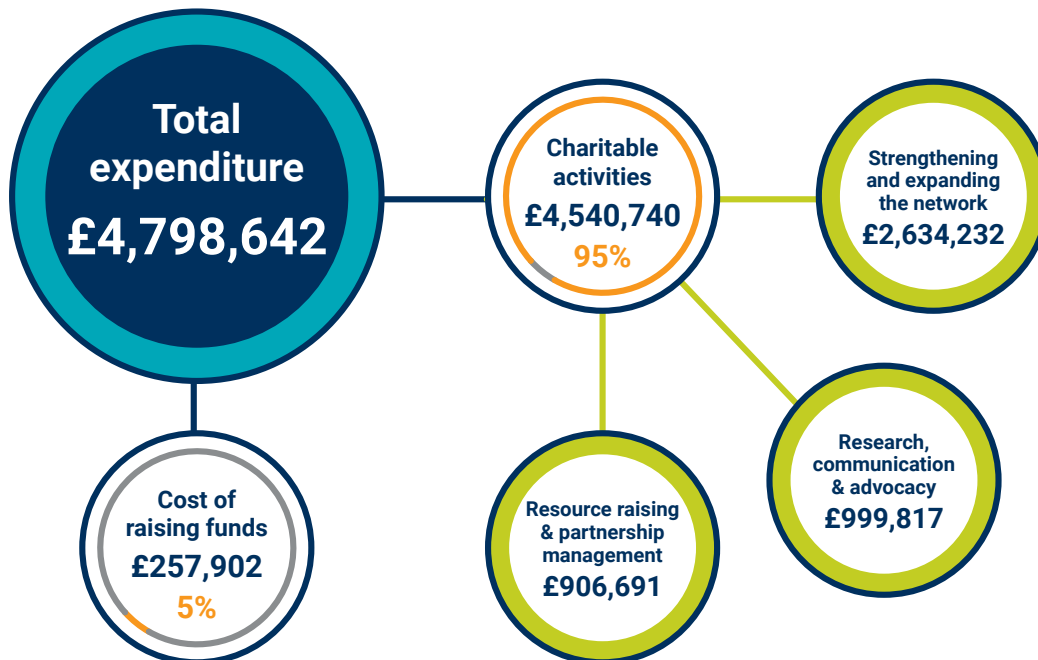
# Financials

## Our income in 2018



At 31 December 2018 we carried forward reserves of £2,538,280 of which £644,394 was unrestricted.

## Our expenditure in 2018





I am very **proud** today to describe myself as a **female entrepreneur**, even more so as nobody in my family has experience in **business**.

**Farida Yeasmin**

Entrepreneur

Bangladesh

# Thank you

We would like to thank all of the valuable partners who have supported our work in 2018. We are also grateful to some very generous private individuals who have made significant donations to YBI to support our work.



Citi Foundation



EUROPEAN UNION  
European Regional Development Fund



# Our members





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