

# 2019 IMPACT REPORT

Delivering Impact Through Collaboration,  
Insight & Innovation





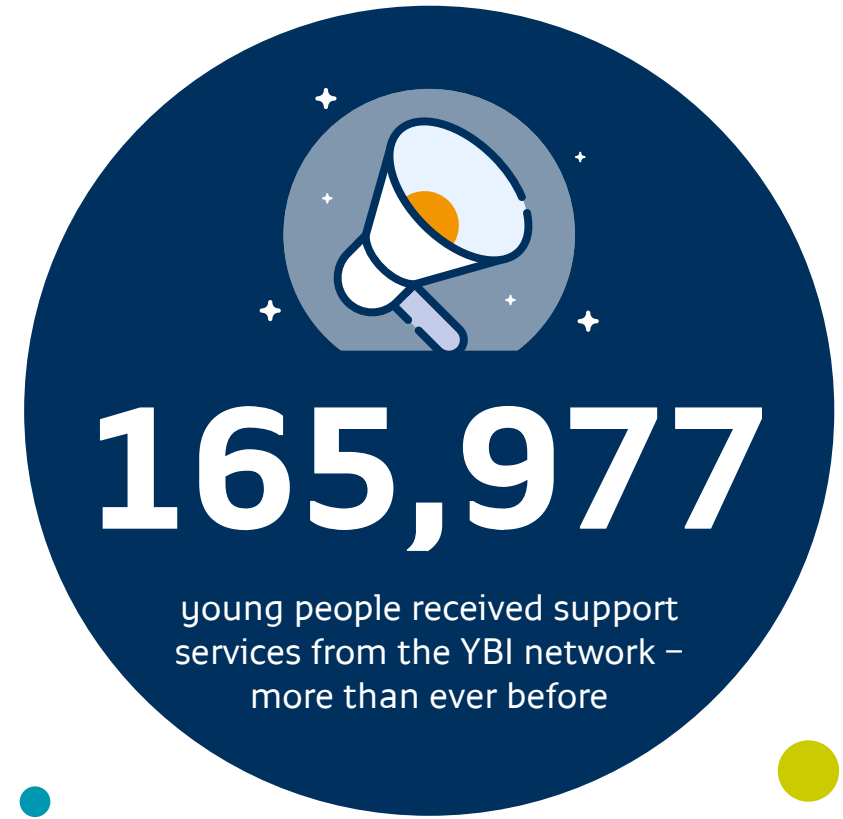
We unlock the potential of young people around the world to start, grow and sustain businesses, leveraging entrepreneurship to create decent work and drive inclusive economic growth.



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# OUR IMPACT IN 2019

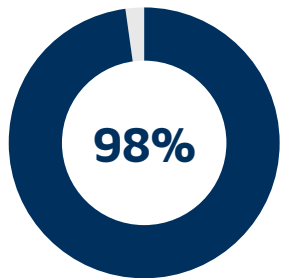


# Introduction

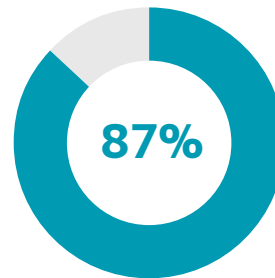
YBI sits at the centre of a global network of expert youth entrepreneurship organisations, giving us unique access to best-practices and insights across the globe. By bringing together our members to exchange ideas, knowledge and insights our network drives innovation and fosters collaboration. YBI acts as an engine to deliver insight-led programmes and resources at scale in a way that acts as a catalyst for entrepreneurs' success.



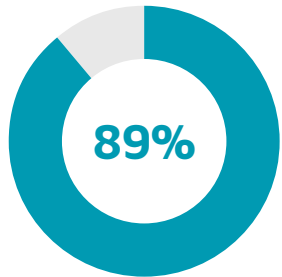
## What did our members say?



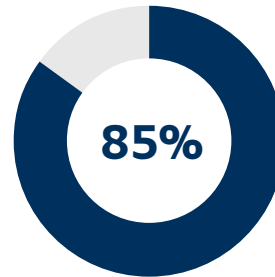
98% of members reported that the network was 'useful' or 'very useful' in 2019



87% of members connected with at least one other member to share knowledge and engage in peer learning



89% of members reported that the network helped them improve the quality of their support for young people



85% of members reported that being part of the network supported them to create new or enhance existing products and services for young people and/or scale up operations

## Global Youth Entrepreneurship Summit 2019

In June our Global Youth Entrepreneurship Summit (GYES) in Cartagena, Colombia had the theme **Innovation for Impact**. It brought together over 100 members, partners and supporters from 75 organisations across 35 countries. Discussions ranged from impact of technology on today's changing world to the importance of storytelling and building human connections to the role of innovation in driving change.

100+

**GYES delegates across the week**

75+

**external organisations represented**

35+

**member organisations represented**

50+

**GYES sessions**



“We are very enthusiastic to see so many participating in the Summit who share the same vision, goals and strategies. We have a lot of opportunity to learn from each other and develop new goals and strategies, and we can have a greater impact than just working by ourselves.”

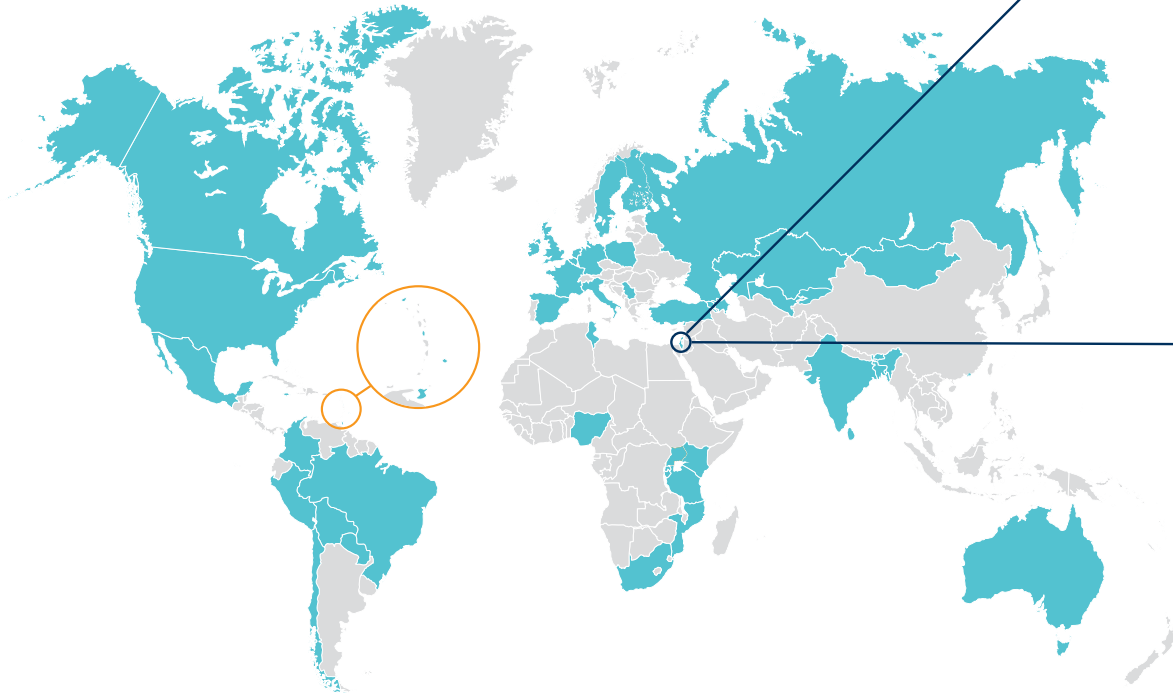
**Liana Sargsyan**

Jinishian Memorial Foundation (Armenia)

# Where we work

**Our 52 network members are present in 49 countries across 6 continents.**

Our member organisations are passionate about supporting young people to start, build and grow their businesses. We empower them to innovate and scale their work by facilitating collaboration on local, regional and global levels. In 2019, we welcomed two new members in the occupied Palestinian territories (oPt) to our network:



## New members in 2019



### **Palestine for Credit and Development (FATEN)**, oPt's

largest microfinance institute. Since its founding, FATEN has supported more than 40,000 entrepreneurs,

including 20,000 youth and 11,000 women. We work with FATEN to build its non-financial services and share its expertise as a microfinance institute with the wider YBI network.



### **Palestinian Consultative Staff (PCS)** aims to develop and empower

communities in the oPt towards promoting democracy, social equity, sustainable development,

economic empowerment and respect for law and basic human rights. PCS' business incubator, IDEA, provides training, coaching, networking opportunities, business development services, seed financing, technical and logistical support. We work with PCS to build its mentoring programme whilst sharing knowledge from PCS' experience of working with people living with disabilities.

# Soft skills for the future

**We deliver insight-led research and programming that nurtures success and drives a cycle of continuous innovation**

Grit and determination are among many previously overlooked skills that are now being recognised alongside traditional business acumen as crucial factors for those looking to start or sustain a business. In YBI's 2019 research report, '**Entrepreneurial soft skills for the future: a scoping study**', soft skills are defined as 'a set of competencies, behaviours, attitudes, personal qualities, motives and thought processes that enable young people to perform well and achieve their goals, work well with others, and effectively navigate their environment. On the back of this research, we have designed training for entrepreneurs to help develop the four key sets of skills: interpersonal, creativity and problem solving, opportunity and risk management, and growth mindset, to equip young entrepreneurs to navigate the challenges of our rapidly changing and unpredictable world.







## The world of work is changing

Exponential progress, an abundance of data, connections and platforms, economic and political instability, increased interdependence, cyber threats and a multitude of other changes are occurring simultaneously around us. This is creating a world characterized by volatility, uncertainty, complexity and ambiguity. To best respond, young entrepreneurs must further enhance coping skills such as adaptability, resilience and attention management.



## What does this mean for young entrepreneurs?

Young entrepreneurs must not only strengthen their existing soft skills but develop new ones – from mindfulness and adaptive management to systems thinking and complex problem solving.



## What does this mean for YBI members?

Developing and assessing soft skills is no easy task. They are applied skills that require experiential, active learning opportunities. There are some widely recognised good practices such as engaging personalised support services and integration into a broader skills development curriculum.

YBI will use an entrepreneurial soft skills framework to develop, test and refine soft skills training provisions in collaboration with members.

# Removing barriers for inclusive entrepreneurship

**We deliver inclusive programmes to unlock the entrepreneurial potential of *every* young person.**

In 2019 YBI committed to the *Global Initiative on Decent Jobs for Youth*. YBI commits to support 1 million young people to start, strengthen and grow sustainable businesses by 2025. As a recognised partner of the United Nations **Sustainable Development Goal 8** to promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all, our efforts are particularly focused on supporting disadvantaged young people into entrepreneurship.

**We support young women in Europe to become successful entrepreneurs**

In November 2019, we renewed our commitment with the Citi Foundation under the Youth Business Europe Programme to support low-income young entrepreneurs, in particular women, across Europe to start, sustain and grow successful businesses. The Youth Business Europe Programme is delivered by YBI members in 10 countries: Belgium, France, Germany, Italy, Ireland, Kazakhstan, the Netherlands, Russia, Spain, and Sweden.



**We help migrant entrepreneurs access opportunities to scale up and grow**

As a co-founder of M-UP: The Network for Migrant Entrepreneurs to Scale Up and Grow, funded by the European Union's COSME Programme, we are working to build a thriving network of European organisations, entrepreneurs, practitioners, experts and policymakers who are passionate about empowering migrants to realise their full potential. In 2019, M-UP and the MAGNET Consortium delivered the "Migrant Entrepreneurship Support – Access to Finance" conference to develop recommendations and best practices to address the financial needs of migrant entrepreneurs, helping overcome the political and policy barriers often prevent funding. The M-UP Learning Labs, facilitated by M-UP founding partner and YBI member MicroLab, focussed on evaluating best practices and tools, fostering knowledge exchange, and simulating proposal writing in line with European institutions' criteria.

## We promote decent work and digital skills among youth-led businesses in India and Bangladesh

Millions of young people in India and Bangladesh are trapped in low-wage, low-skilled and unsafe jobs. Many lack the skills and capacities to succeed in today's rapidly changing world of work, and are left behind by being locked out of digital economies. In July we launched "Accelerating Youth-led Businesses in the Digital Era" with the IKEA Foundation. The programme enables our local members to explore, identify and understand their digital context, adapt their training to address digital skills gaps in young entrepreneurs and improve their own digital capacities. The learnings from the programme will allow YBI to disseminate guidance across the network allowing members to pivot quickly towards digital delivery. We are also developing a research-based framework for members to implement training that helps young entrepreneurs understand their business and employer regulations and create positive business standards and decent work concepts.



## We help high-potential young entrepreneurs in Sub-Saharan Africa to scale their businesses and create jobs

In early 2019, we launched our 'High Flyers' Youth Entrepreneurship Programme, a regional initiative funded by the Argidius Foundation, Government of Uganda, Accenture and our member Enterprise Uganda. The programme aims to equip high-potential young entrepreneurs in Sub-Saharan Africa with the skills to scale their businesses sustainably and drive job creation in their local communities. In February 2019 we held our first African Community of Practice with representatives from eight African YBI members, focussing on organisational sustainability, fundraising strategy and donor relations.

## We helped over 60,000 disadvantaged young people in Latin America and the Caribbean to start or grow a business

After six successful years, our Youth Entrepreneurship Programme (YEP) in Latin America and the Caribbean, in partnership with the Inter-American Development Bank's innovation laboratory, IDB Lab, came to an end in 2019. In this final year of the programme, our ten YEP members began the design of a new digital solution that supports blended learning (e-learning and face-to-face) with an emphasis on practical application of entrepreneurial and life skills. We also published a report on the digital landscape for young entrepreneurs in the region and piloted our soft skills curriculum, which supported the development of 12 key soft skills that young entrepreneurs need to succeed in today's changing world of work. The activities initiated under YEP continue through the vibrant regional community of practice now in place.

# Driving innovation and digital skills

**We invest in digital technology to enhance our ability to deliver programmes at scale and believe in pushing the boundaries of innovation.**



## Digital Accelerator

Our Digital Accelerator with Accenture Development Partnerships (ADP) supports our members to explore how to use digital solutions to innovate their operations - improving reach, relevance and delivery of services. In December 2019, we selected a new cohort of members to participate in the Digital Accelerator: B'YEAH (Bangladesh), Bharatiya Yuva Shakti Trust (India), Youth Business Spain, FATE Foundation (Nigeria), FATEN Palestine, and SPARK Rwanda. For each member, participating in the Accelerator is an opportunity to design a viable digital strategy, identify potential solutions, develop prototypes and select technical partners with whom they can acquire and build digital tools, such as online learning management systems or networking platforms.



## Innovation Challenge

The Innovation Challenge, supported by Accenture, seeks to encourage and reward innovations, especially those with the potential to be used successfully by many members across the network. Seed funding is then awarded to the winner along with support to help promote the innovation across the network and the wider entrepreneurship ecosystem.

In 2019 the two Innovation Challenge winners were:



## ICCO Uganda

### Digital A-CAT for Improved Lending to Young Agripreneurs

A low interest agricultural loan using a credit assessment tool that tracks the costs of agricultural performance and revenue, minimising risks for both agripreneurs and microfinance institutes.



## Qredits, Netherlands and the Caribbean

### EigenBaas Educational Programme for the Caribbean

An advanced e-learning tool that teaches vocational students the different aspects and steps involved in starting a business through blended learning.

ICCO Uganda and Qredits received \$40,000 each as well as consultancy support by Lean Innovation and Customer Development expert Bob Dorf.

# Looking ahead

The power of YBI's network offering collaboration, insight and innovation provides the foundations for us to be agile, adaptive and responsive. The Network team exists to be a unifying force and to provide and facilitate solutions to new challenges with and for our network, our partners and, most importantly, young entrepreneurs.

Young people will feel the economic shock of the COVID-19 pandemic more than most as opportunities for youth employment shrink. Micro, small and medium businesses – the lifeblood of economies globally – have been hardest hit by public lockdowns, service sector restrictions and supply chain disruptions. Youth entrepreneurship is and will continue to be a critical lever for economic resilience and growth. We believe that supporting youth-led businesses is essential to drive the COVID-19 recovery and to build back better. As micro, small and medium businesses are in unique positions to pivot and drive economic recovery it's time to focus on change for good.

In a world that's reeling from the shocks of a global pandemic which risks seeing existing inequalities reinforced, now is the time to focus on ensuring young entrepreneurs can respond to emerging new behaviours, accelerate the pivot to digital commerce and continue to make their vital contribution to future economies.



## About YBI

When young people become entrepreneurs, they unlock income generation, job creation and economic growth. Yet for too many young people, starting a business feels out of reach, exclusive and unavailable to them. Established in 2000, YBI brings together organisations with aligned goals to develop and scale the most effective solutions to the critical challenges facing young entrepreneurs and drive positive change in entrepreneurship culture.

Our network supports young people around the world to start, grow and sustain businesses, leveraging entrepreneurship to create decent work and drive inclusive economic growth, whilst transforming livelihoods and strengthening communities. Our global network acts as a platform for members to exchange ideas, knowledge and insights, and to collaborate in a way that drives entrepreneurs' success and multiplies impact.

Our efforts are particularly focused on unlocking the potential of disadvantaged young people, equipping them to build the skills, confidence and connections they need to beat the odds and become successful business owners. By operating at the crossroads of business and social development, we support the entrepreneurs that are shaping the future, working to solve some of the greatest challenges of our time, and creating opportunities – not just for themselves but for us all.

Since 2014, we have supported

# 123,114

young people to start or grow a business by delivering a range of entrepreneurship support services, from training and mentoring to access to finance and other business development services.

YBI values are embedded in everything we do:



**Tenacity** - We won't give up until every young entrepreneur has the opportunity to succeed;



**Collaboration** – We work together as a team, building trust to connect and empower;



**Quality** - We strive to set the highest standards in youth entrepreneurship support.

# Thank you to our partners



Citi Foundation



Accenture



IKEA Foundation



Argidius



IDB Lab



European Union



# Finances

<b>Total income</b>	<b>4,212,112</b>
Charitable Activities	3,733,939
Grants and Donations	451,061

The forward reserves were 3,205,259, of which 649,658 were unrestricted.

<b>Total Expenditure</b>	<b>3,545,133</b>
Cost of raising funds	277,595 (7.8%)
Charitable Activities	3,267,538 (92.2%)
Membership Services & Engagement	701,670
Programme and Business Development	1,940,356
Learning & Influence	625,512

# YBI's Members





[www.youthbusiness.org](http://www.youthbusiness.org)



Youth Business International (YBI)



[/youthbusiness](https://www.facebook.com/youthbusiness)



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