

## BACKGROUND

### About the Ethiopian Agribusiness Accelerator Platform (EAAP)

ATA's Ethiopian Agribusiness Accelerator Platform (EAAP) is a demand-driven, value chain focused business incubator and accelerator that helps professionalize and scale growth oriented agribusinesses. EAAP is currently working with seven honey processing enterprises who are selling in the domestic and international markets. The project has established partnerships with the Entrepreneurship Development Center (EDC) and Technoserve to facilitate business management trainings and deliver contract farming schemes for the enterprises and beekeepers respectively.

To date, EAAP has disbursed 5.1MN ETB of seed capital to the enterprises and helped secure additional financing worth 22MN ETB through the Development Bank of Ethiopia and Commercial Bank of Ethiopia. The project has delivered an input financing scheme for beekeeping inputs to 190 beekeepers through Rural Savings and Credit Cooperative Organizations. In addition, EAAP is partnering with the World Bank to internationally accredit an Ethiopian laboratory to provide full honey and wax quality testing.

### What will the program provide you?

- **Mentorship** - Guidance from mentors of major international and domestic companies on strategic and operational topics
- **Contract Farming** - Access to contract farming expertise and on-the ground implementation to build up a sustainable supply chain
- **Finance** - Access to targeted financial support to grow your business
- **Training** - Access to trainings and technical support on best practices on sourcing, processing and packaging, quality standards and testing services, and business fundamentals
- **Industry Linkages/Opportunities** - Opportunity to tap and shape the honey industry and build Ethiopia's business landscape

### Who should apply for incubation?

Are you an organization involved in the honey and beeswax industry who is:

- Legally registered to operate in Ethiopia, with the appropriate license for the honey & wax trade. (*Applicants must have a business license in sector code 612, 622 or 661 for honey and wax*)
- Able to demonstrate a high market potential and clear growth plan
- Led by a manager who holds a higher education degree (diploma or above)

**AND**

- Participated in honey processing for more than 1 year and no more than 8 years (*Processing is defined as activity demonstrating value-addition to raw honey, including separation, and/or filtration, and packaging*)
- If any sales had been incurred, the annual incurred honey selling quantity must be no more than 50 MT

**OR**

- Must have already invested at least 100,000 ETB or equivalent in the honey and beeswax value chain with concrete plans to expand into processing

### Application Process

Interested and relevant organizations involved in the honey and beeswax industry can [download the application form here](#). Please send your application and supporting documents by email to [moges.beyene@ata.gov.et](mailto:moges.beyene@ata.gov.et) or [bitseat.debrework@ata.gov.et](mailto:bitseat.debrework@ata.gov.et). Organizations can also receive the form and submit a completed application from the ATA Head Office in Addis Ababa or nearest ATA regional office. Please. For further information please contact the regional offices through Phone numbers: Amhara 0583201899, Tigray 0342405375/392, Oromia 01115571461, SNNP 046 2127581.

**Deadline:** February 15<sup>th</sup>, 2019