



Storyscape

**Young Agripreneurs Pilot (YAP) Project
GFAR / YPARD**

Independent Evaluation Report

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To: FJC Chandler
GFAR Secretariat,
c/o FAO/AGD, Viale Delle Terme Di Caracalla, 00153 Rome –
Italy
Tel: +39.06.5705.3413
E-mail: GFAR-Secretariat@fao.org
www.GFAR.net

By: Lucy Noonan & Zoe Dawkins
Storyscape
Unit 4A, 104 Johnston Street
Fitzroy VIC 3065
Mobile: +61 (0) 434 104 942
Email: zoe@storyscape.com.au
ABN: 52 078 998 160

About this document

Contact details

For inquiries relating to the YAP Project, please contact:

FJC Chandler
Coordinator, GFAR Partners' Community
GFAR Secretariat
E-mail: GFAR-Secretariat@fao.org

For inquiries about this Evaluation Report, please contact:

Zoë Dawkins
Director
Storyscape
Email: zoe@storyscape.com.au

About GFAR



GFAR is a unique multi-stakeholder global forum. Partners in GFAR work together, through collective dialogue, actions and advocacy, to make agri-food research and innovation more responsive, equitable, and effective in achieving sustainable development outcomes. GFAR's contribution to the YAP project was funded through its grant from the European Union.

About YPARD

YPARD is an international movement by Young Professionals FOR Young Professionals for Agricultural Development. YPARD operates as a network; it is not a formalized institution.



At the heart of YPARD are its members, who are encouraged to become active in their area, spread the news about YPARD to other young professionals, encourage a stronger voice of youth in their own organizations and share their views and ideas with other young professionals in the network.

About Storyscape

Storyscape is a community development organisation, working with communities to run creative Projects and to conduct planning and evaluation using creative techniques. We use approaches such as Digital Storytelling, Participatory Video, and PhotoVoice to work with individuals, groups and communities to build their skills in storytelling and digital media, so they can share their stories. Stories are central to our work. We believe that storytelling is crucial to our individual, communal and cultural identity. We take the essence of storytelling and combine it with sound and imagery to communicate stories that help to connect, heal, change, plan and learn.

General disclaimer

This evaluation report was produced using information supplied to Storyscape by GFAR and YPARD, collected via interviews conducted by Storyscape, and via a Skype workshop facilitated by Storyscape held with the YAP Project Team. While we make every effort to ensure the accuracy of the information contained in this report, any judgments as to the suitability of this information for the client's purposes are the client's responsibility. Storyscape extends no warranties and assumes no responsibility as to the suitability of this information or for the consequences of its use.

Contents

About this document	1
Contents	2
Executive Summary	3
Section 1: Introduction	4
1.1 Background to the Young Agripreneurs Pilot Project	4
1.2 Purpose of the evaluation	5
1.3 Key Evaluation Questions	5
1.4 Methodology	5
Section 2: Findings	6
2.1 Project achievements and value to stakeholders	6
2.2 Strengths and challenges of the YAP pilot project model	10
2.3 Efficiency and foreseeable sustainability	15
Section 3: Areas for Improvement	17
Section 4: Conclusion	17
Section 5: Appendices	19
5.1 Young Agripreneurs in YAP Pilot Project	19
5.2 Young Agripreneur Blogs (from the GFAR Blog)	20
5.3 Methodology	20
5.4 Limitations	21
5.5 Data source index	21

Executive Summary

It is recognized that young people wanting to be engaged in agriculture face challenges such as insufficient access to knowledge, information and education. They also have limited access to markets and involvement in relevant policy dialogue. The Young Agripreneurs Pilot Project (YAP Project) is a collaborative initiative led by GFAR and Young Professionals for Agricultural Development (YPARD) to support participation and success of young people to realize innovative agricultural endeavors in the agri-food sector.

The YAP Project invested US\$112,680¹ to support 6 young agri-preneurs from across the globe to develop their innovative agricultural businesses. They were provided with US\$5,000 seed funding and an opportunity to showcase their projects online and at the Global Conference on Agricultural Research and Development (GCARD3). The YAP project also supported the young agripreneurs to have access to business coaching, leadership training, social media and communication support, quarterly coaching support from the YAP Team, professional and personal mentoring and peer-to-peer support. The YAP project set out to:

- Increase the capacity and ability of the youth agripreneurs to financially plan and manage their Project and any future endeavours they might take on
- Increase the awareness and aptitude of youth agripreneurs in managing business and professional relationships that would contribute to their development and growth.

The end-of-project evaluation was commissioned in 2017 as both a reflection and learning process. It also serves to provide an evidence base for future iterations of the Project. This report documents the Project's achievements and challenges in its pilot year and its value to its participants, ii) the unique characteristics of the Project that have made a difference, iii) whether the Project was delivered efficiently and, iv) how the Project could be improved moving forward.

The young agripreneurs valued all aspects of the support provided by the Project and found each element to be highly useful. The evaluation found young agripreneurs, through the opportunities, networking and training provided with the YAP project gained confidence, knowledge and skills in how to financially plan and manage their projects. They also demonstrated adaptability and gained valuable learning regarding setting realistic achievable goals. The young agripreneurs developed and grew personally and professionally during their participation in the YAP Project. Beyond achieving these outcomes for the young agripreneurs, there is also some initial evidence of wider impact in their communities resulting from their innovations. For example, 50 young people previously unemployed were trained in bee keeping and introduced to markets, as a result of one young agripreneurs project. Promisingly, all young agripreneurs involved in YAP intend to continue developing their agri-business innovations, however recognize they are likely to need some continued level of support moving forward, that may well be sourced externally beyond the Project model.

The Project enabled progression of youth innovations at a local scale and is linking to the global level. These innovations were successfully leveraged by the GFAR and YPARD networks and online presence and exemplify the vast potential of young people to succeed in the agri-food sector.

¹ Funded by EC (through GFAR), Agropolis, FAO Caribbean Regional Office and five private donors, with support from IFAD and in-kind support from the GFAR Secretariat and YPARD
[Young Agripreneurs Project—End of Pilot Evaluation Report](#)

Section 1: Introduction

1.1 Background to the Young Agripreneurs Pilot Project

The Young Agripreneurs Pilot Project (the YAP Project) was developed in response to a renewed focus on youth in agriculture and the need to rethink global agri-food research and innovation as identified in the GCARD Road Map². Young people form an important part of the future of the agriculture sector; yet see few prospects for themselves in agriculture and agricultural careers. They face challenges of inadequate access to financial services, insufficient access to knowledge, information and education, limited access to markets and limited involvement in policy dialogue. In 2015 GFAR addressed the lack of opportunities and access for youth in the agri-food sector through piloting the YAP Project in partnership with Young Professionals for Agricultural Research and Development (YPARD). The YAP Project commenced in January 2016 with a call for submissions with the young agripreneurs engaged on their journey with the YAP project from April 2016 until May 2017 (see Figure 1 Project Timeline).

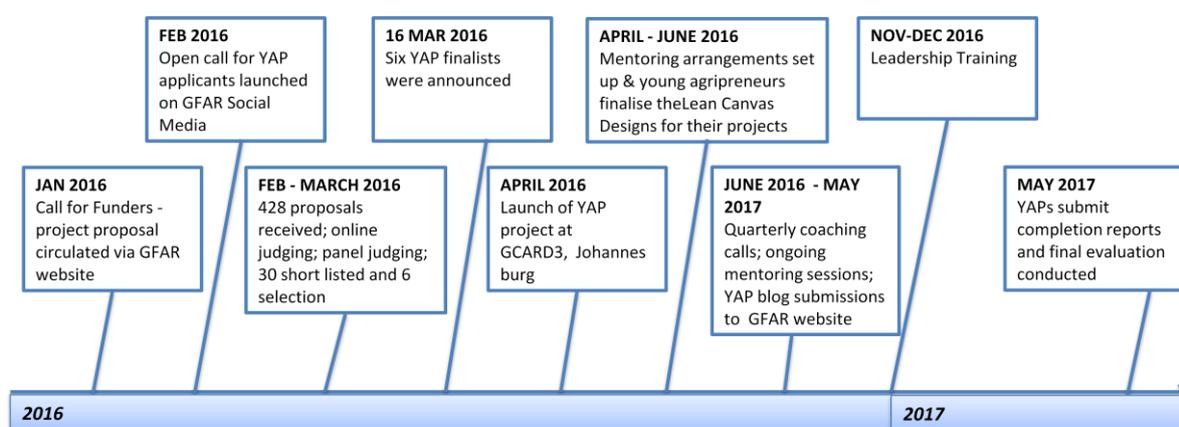


Figure 1 Project Timeline

A total of US\$112,680 was invested in YAP Pilot Project. The Project received funding from EC (through GFAR), Agropolis, FAO Caribbean Regional Office and five private donors (64% direct funding), support from IFAD and in-kind support (36%) from the GFAR Secretariat and YPARD. A team of GFAR and YPARD representatives managed the Project.

The YAP Project was intended as a platform for young agripreneurs to showcase the eagerness of youth to engage in agricultural projects and provide an online platform for youth to promote their innovative agricultural enterprises. Six young agripreneurs, from six different countries (Philippines, Nepal, India, Ethiopia, Kenya and Barbados) each received US\$5,000 seed funding, an opportunity to pitch their agribusiness ideas at the Global Conference for Agricultural Research and Development 3 (GCARD3), on-going technical mentoring support, business development training, and coaching in new ways to network, advocate and progress their ideas.

The support provided included quarterly coaching calls, business coaching, leadership training, social media and communication support, professional and personal mentoring and peer-to-peer support. The intended outcomes of the YAP pilot as originally documented were:

- Increased capacity and ability of the youth agripreneurs to financially plan and manage their Project and any future endeavours they might take on
- Increased awareness and aptitude of youth agripreneurs in managing business and professional relationships that would contribute to their development and growth.

² Global Conference on Agricultural Research and Development Road Map 2011, produced by GFAR
[Young Agripreneurs Project—End of Pilot Evaluation Report](#)

More broadly, the YAP Project contributes to the mission and objectives of GFAR articulated in the 2014-2017 Medium Term Plan, output 3.1³ and output 5.2⁴. The Project also delivers on the GCARD3, towards transforming and strengthening agricultural research for development around the world. The Project's focus on youth, agriculture and innovation aligns with YPARD's vision of a world where young professionals are proactively contributing to innovative agricultural development. The young agripreneurs in the YAP Project are members of YPARD and so contribute to YPARD's mission to serve as a global collective platform through which young professionals can realise their full potential and contribute proactively towards innovative agricultural development.

1.2 Purpose of the evaluation

This evaluation of the YAP Project was commissioned in 2017 at the end the pilot. The purpose was two-fold:

1. To enable reflection and learning for the YAP Project Team and for young agripreneurs to reflect upon their journey in the monitoring and evaluation process
2. To provide an independent evidence base in the case of future iterations of the Project that demonstrates: i) the Project's achievements and challenges in its pilot year and its value to participants ii) the unique characteristics of the Project that made a difference iii) whether the Project was delivered efficiently and iv) how the Project could be improved moving forward.

1.3 Key Evaluation Questions

Key evaluation questions (KEQs) were developed by the YAP Project Team with input from Storyscape to guide the evaluation scope. The following KEQs are addressed in this report:

1. What did the YAP Project achieve?
2. What were the particular features of the YAP Project that made a difference? Are there aspects that could have been done differently?
3. Was the Project delivered within budget and within the expected timeframe, and is there evidence that the initiative has potential to grow – scaling up and out – beyond the Project life?

1.4 Methodology

The evaluation, done through independent evaluation consultants used a number of methods to elicit the data required to form the evaluation report (see Appendix 5.5). Included in the data capture was:

- Document review and monitoring data
- Online questionnaire completed by the young agripreneurs (Survey Monkey)
- Most Significant Change (MSC) stories from young agripreneurs
- Online Donor questionnaire done via email
- Interviews with mentors participating in the Project. Interviews were semi-structured and conducted by external evaluation consultants, Storyscape.
- YAP Team Reflection Workshop (Skype-based conference)

The report recognizes some limitation with the evaluation approach used. Notably this included some self-assessment by the young agripreneurs themselves as well as eliciting the MSC stories via questionnaire rather than the preferred method of independent face-to-face or telephone interviews. An alternative method to elicit stories is likely to have resulted in richer qualitative data from the Project participants.

Evaluation consultants, Storyscape, independently collected and analysed some data contained in this report (i.e. Mentor interviews). However, much of the data (i.e. young agripreneur and donor feedback) was analysed by the internal YAP Team, with support from Storyscape who advised on the analytical framework. This

³ Output 3.1 Smallholder producer entrepreneurship stimulated and new forms of public-private investments explored to enable new income and market opportunities from agricultural innovation products.

⁴ Output 5.2 Self-reliant YPARD platform enabled to increase in size and scope, further enabling young people to participate in and contribute to global AR4D reforms.

internal approach to analysis arguably holds some inherent bias in the overall findings. However, the YAP Team's involvement in the analysis phase provided the valuable opportunity for the team to engage deeply with the data and the analytical process for learning purposes.

Section 2: Findings

This section of the report presents the evaluation findings in response to the Key Evaluation Questions, highlighting: i) Project achievements and value to stakeholders, ii) the strengths and challenges of the YAP pilot model and, iii) the efficiency of the model and foreseeable sustainability.

2.1 Project achievements and value to stakeholders

This section presents an overview of achievements, including the extent to which intended outcomes were achieved and unintended outcomes occurred. This section also presents how stakeholders value the Project from the perspectives of the Project's stakeholders. Figure 2 highlights the young agripreneurs individual projects and some key achievements while participating in the YAP Project.

2.1.1 Achievement of intended outcomes for young agripreneurs

The Project set two intended outcomes for young agripreneurs at the beginning of the pilot. The extent to which these were achieved is presented below.

i) Capacity of young agripreneurs to financially plan and manage their project and any future endeavours they might take on

Evidence shows that the young agripreneurs gained confidence, knowledge and skills in how to financially plan and manage their projects. They also demonstrated adaptability and gained valuable learning regarding setting realistic achievable goals. The young agripreneurs received business coaching and support from Mentors to financially plan and manage their projects. This included:

- i) A two day workshop covering business planning and Q+A with a Business Coach
- ii) Ongoing support from the Business Coach and YAP Mentors
- iii) Development of a Lean Business Canvas to articulate how their agribusiness responds to a problem, their user segments, revenue streams and cost structure, key metrics for measurement (e.g. SMART goals) and the intended impact of their agricultural enterprise.

"YAP helped me adjust my vision and re-design my plan in order to fulfill my dream. I learned that it is possible to start small even if you dream big...The YAP intervention made it possible for me to start the development of such a sustainable supply chain." - Young agripreneur

"I am not as impulsive as I used to be, I've learnt to see and assess the financial implications of my actions, to sit back and analyse all possible outcomes before I take any final business decision."- Young agripreneur

"Conceptualising what her brand is, and what her brand's position is, [has] improved a lot... It's no longer just a nice thing to do, it's something that has a purpose, that links in with her brand." - YAP Project Mentor

My most profound take-away from the business coaching was how to set realistic targets. Small but measurable. - Young agripreneur

All of the young agripreneurs appreciated and benefited from the financial and management guidance they received from the YAP Project. This was echoed by the YAP Project Team and Mentors. After 6 months all the young agripreneurs had greater clarity on their business models, their customers, and the supply chain/input requirements needed for success. At the end of the Project, the young agripreneurs reported they had gained greater focus and sounder decision-making thanks to business coaching and mentoring received. This sentiment was also reflected by 3 of the 6 Mentors.

Each young agripreneur started off their project with an estimated budget that they adapted and managed as their project evolved during the year. Most of the young agripreneurs' projects had no material variances from the original allocation of USD \$5,000 at the end of the project. Advice from the business coach for the YAPs indicates at the end of the YAP pilot half of the young agripreneurs' projects have a strong likelihood of being sustained which is testimony that the youth in the Project have increased their ability and capacity to financially plan and manage a project. Nonetheless the YAP Team felt that additional specific training to financially plan and manage a Project would be of benefit to the young agripreneurs.



Figure 2: Snapshot of YAP Projects and their key achievements

Across the young agripreneurs' individual projects, just over one third (35%) of the targets set in the SMART goals (Lean Canvas) were achieved, a third partially achieved (31%) and just under a third (29%) not achieved (with three SMART goals unassessed). In all cases the young agripreneurs set themselves ambitious goals for their projects that they then adapted as the project progressed. This demonstrated that although the initial goals were not initially completely thought through the young agripreneurs could be adaptive and alter plans to suit the circumstances. This adaptability was recognized by the young agripreneurs themselves, the YAP Team and by Mentors. Several young agripreneurs (and Mentors) specifically noted their learning to be able to ground their project in reality due to significant learning about their context. Despite not achieving all SMART goals, value should be placed on the YAPs improved understanding of how to set realistic goals and how to be agile, particularly within the context of startup innovative Projects.

ii) Awareness and aptitude in managing professional relationships that contributes to development

The young agripreneurs clearly developed and grew on a personal and professional level during their participation in the pilot Project. They reported feeling more self confident and empowered to realise their agribusiness ideas.

Comments from the young agripreneurs themselves

"Now that the groundwork is done and the foundation is laid, the future is waiting for me. During this past year, I have interacted with multiple organisations and individuals. In the process, I have learned a lot more about breeding and dairying, and I feel a lot more confident about where to take the Project next."

"I'm now completely sure of what I want to build and how to do it"

"The leadership coaching was eye opening in many prospects. After then I started thinking differently about partnering with people and organisations who can help us in promoting new innovations"

"I feel that my experience with YAP has made an even more significant contribution to my growth as a person, because through continuous coaching and mentoring with the YPARD and GFAR professionals, I learned so many valuable things that I would never have picked up in a classroom setting."

All indicated that the Leadership Training had been beneficial to their development. This included increased confidence, and knowing more about themselves – their strengths and areas where they could grow. The young agripreneurs, through their blogs, expressed optimism in their own ability to take on future challenges. The YAP Team noted that the young agripreneurs had increased confidence, resilience, and adaptability. Mentors also observed an increase in confidence and flexibility of their Mentees to adapt to change and overcome barriers.

The Mentors confirm the view that there was an increase in the awareness and aptitude of the youth agripreneurs in managing business and professional relationships. Half the Mentors reported they were able to assist in providing their young agripreneur with key contacts that helped them progress their project, such as technical suppliers and distributors, farmers and community members. Some Mentors were highly impressed by the way the young agripreneurs managed professional relationships, however, several reported this did not necessarily translate to the Mentor-Mentee relationship.

The young agripreneurs also demonstrated their ability to successfully pitch their projects at the GCARD3 conference and several of them have since presented at other global conferences.

2.1.2 Unexpected outcomes

A positive outcome was a significant boost in visibility of GFAR, YPARD, the YAP project and the projects of the young agripreneurs themselves. While the Project intended to showcase young people in agriculture, the YAP Project Team were surprised at the extent to which visibility occurred and affected not only the participants but also those who provided online submissions to the GFAR blog. In the submissions process in 2016 the GFAR monthly page views (averaged over the year) went up from 1,354 to 38,496 (almost 3000%). The amount of visitors (the nominal traffic figure measured over the year), increased from 769 visitors/month to 15,746 (2000%). The monthly amount of comments went from an average of 6 comments/month to 5,800.

There were 60,000 comments in a 3 week period on the YAP proposals and 400,000 Page Views of the proposals by approximately 150,000 people.

The growth was attributed to the communication efforts, putting the young agripreneurs in other meetings and events where they “flew the YAP flag” and having the young agripreneurs so visibly online. This was echoed by one young agripreneur who felt that she had increased the awareness of investment in young entrepreneurs in agriculture through a presentation she gave at a Food Security Conference (participation sponsored by GFAR).

2.1.3 Value of the Project to stakeholders

Feedback from YAP Project Stakeholders

I really enjoyed the whole process under this program - Young agripreneur

YAP indeed was turning point of our Project and personal life as well. I want to give as much as I can to next YAPpers what I learned in YAP1 and in my personal journey as well so that they can keep working hard and inspire others to do so. - Young agripreneur

[The most significant change was] I became a very confident person... Participating in GCARD2, mentoring, and seed funding made me feel more empowered... Being confident is very important for it decides how much one achieves in life, how much one is able to contribute in society and it also has impact on one's happiness. Gained confidence at such a young age will help me able to positively grow the work in Agriculture and hence contribute a lot to society, which I always wanted. - Young agripreneur

[The most significant change was] Linking the rural youth to sustainable capacity building and market... [which] is a key to have a sustainable supply chain of organic honey for export market. - Young agripreneur

It's been an honour to be selected for YAP. Grateful for the wonderful support that the team has offered us. - Young agripreneur

“In short, the GFAR and YPARD team that worked with us throughout the year kept us motivated... [they] taught us valuable life lessons. Altogether, YAP made a major contribution towards the goal of making my business not a one-off attempt but a sustainable business.” - Young agripreneur

I really enjoyed hearing his wins when he came back and had good news that things had gone well. That was, yeah, like I was emotionally invested in what he was doing, and I was excited to hear when he had wins. So I guess that was probably the best part. – YAP Project Mentor

I think the best aspect for me [as a Mentor seeing] a young couple [YAP and partner] like them with an agricultural background, interested in this kind of development, living in the rural area, highly educated and quite in order insofar as they use the computers and social media and so on... It was good for me to see they are consciously trying to get the other farmers around them also involved in this process. They have regular interaction with the farmers and the farmers keep a watch on what they are doing, so that was another gratifying aspect. – YAP Project Mentor

Donors, Mentors, young agripreneurs, the YAP project team and others involved with the YAP Pilot project expressed their interest and support of YAP. Furthermore there was universal approbation from the young agripreneurs and their Mentors and that they had enjoyed their experience in being involved with the project. Young agripreneurs clearly valued the support received throughout the year from training, the YAP Project Team, their Mentors and funding support. In particular, they valued how the Project helped them develop their enterprises, their professional and personal development in their careers and some reports of benefits to their community.

When YAPs were asked about the change they most valued (i.e. the most significant change) the themes varied, but pointed to all elements provided as part of the YAP project. They responded: flexibility in the use of seed funding that enabled them to overcome barriers; gaining a more strategic focus thanks to coaching and mentoring; improved confidence and feelings of empowerment attributed to participation in GCARD3, mentoring and seed funding; the ability to progress their innovations more efficiently (i.e. cheaply and quickly) with guidance from their mentor; and linking rural youth to sustainability and capacity building practices, and to markets.

All Mentors valued the concept of the Project to support young people in agriculture and expressed interested in being involved as a Mentor in the future. They expressed their openness to providing ongoing support to their current young agripreneur if required. All Mentors were genuinely interested and excited to see their mentee progress their enterprise, to also learn about their innovation and to support them in this process. This is particularly evident since Mentors gave their time and expertise voluntarily. Mentors also gained learning about mentorship (how to guide, be patient, start ups in a development context etc.), about the subject area and context. One Mentor stated she was proud to be part of the Project and valued being linked with an international network. This was also reflected by the young agripreneurs, who implied they placed value on being part of something bigger and of importance.

The YAP Project demonstrated an innovative approach. It offers the opportunity to outsource the burden of operations associated with such initiative if we would have to plan, coordinate and deliver it by ourselves. It also offers the opportunity to learn (both the Project coordination team and participants) and network (both the Project coordination team and participants) – YAP Project Financial Supporter

The young agripreneurs valued the YAP Team’s dedicated support. Mentors were also mostly satisfied with the level of support provided by the YAP Team. Quantitative data from three financial supporters to the project indicated a high level of satisfaction with the way the Project was run with regards to reporting and the way funds were used. One donor also indicated the value of the coordination team to assist and leverage Project delivery. Donor also valued the network associated with the Project (through GFAR and YPARD), and the innovative approach to agribusiness.

There was minimal negative feedback from stakeholders. One Mentor expressed frustration with the communication challenges associated with an international mentor relationship.

2.2 Strengths and challenges of the YAP pilot project model

This section presents the characteristic elements of the YAP pilot model and the strengths and challenges of each component identified by the young agripreneurs, Mentors, the YAP Project Team and Donors in questionnaires, YAP blog posts, and YAP quarterly meetings and interviews. Figure 3 below visually represents the key Project components.



Figure 3 YAP pilot model components

Feedback from the YAP Project Team Reflections Workshop

"[The YAP Project] is unique because it's not just seed funding, mentoring, business management ... it has all of those, it has no restrictions, "we are the whole meal deal."

"It seems to be a pretty lean and mean model with a timescale which is appropriate" – it's something continuous over time – so it's an extremely strong model – others seem to be not as comprehensive."

Stakeholders noted that all components of the pilot model led to its strength. The YAP Project Team felt it was the comprehensive nature of the model that stood out as unique compared to other mentoring models. In particular, the seed funding, continuous training and coaching throughout the year (in both personal and business development), access to personalised expert support of mentors, the visibility and networks provided via the online public selection process, GCARD3 and the GFAR/YPARD global network all contributed to the young agripreneurs growth and success. Young agripreneurs were asked to rate the usefulness of key components of the Project. All rated the GCARD, Seed Funding, Leadership Training, Social Media and communications support (i.e. editing for blogs, GCARD Boot Camp), Business Coaching and Mentoring as highly useful (see Figure 4). These elements will be discussed in detail below.

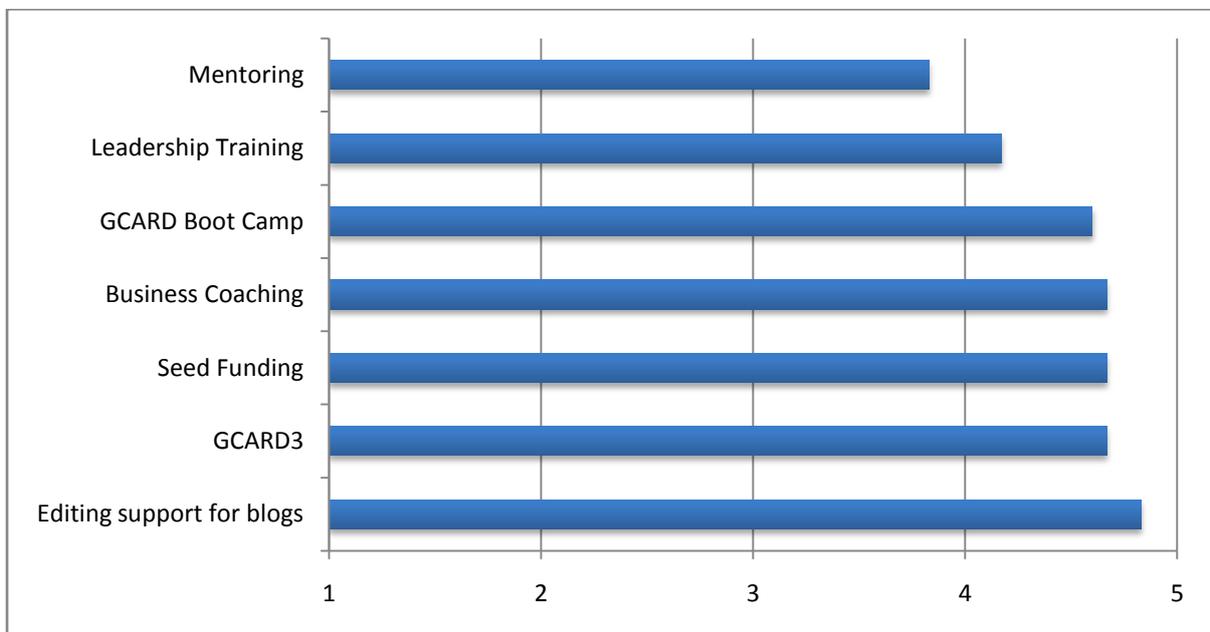


Figure 4 Average rating by young agripreneurs on usefulness of project components (1 = not at all useful, 5 = is highly useful, sample size n=6)

Selection process and online exposure

Feedback on the online aspect of the YAP Project

"The competitive process presented hundreds of really good ideas from candidates." – YAP Project Team.

There was a huge visibility boost, and the local interest in my country that followed definitely helped me get in the door with both local government and private companies. There were offers of agronomical assistance, bookkeeping when needed in the future and volunteer labour for the building process. –Young agripreneur

In February 2016, a call for proposals was made on GFAR social media. Applications were received from 428 young people, 30 of whom were shortlisted by online public vote, and six young people were then selected by a panel of judges to receive direct support to progress their innovative agricultural enterprises. The YAP Project Team noted in the reflection workshop the large quantity of quality of ideas received from applicants: *The online selection process resulted in a high response rate and level of engagement* (see section 2.1.2 Unexpected

The YAP submission online of our Project definitely got me visibility and contacts. The Blogpost published only by GFAR carried much more weight and authenticity and hence other Individuals and organisations took the Project more seriously. – Young agripreneur

My YAP submission was shared more than 10, 000 times around the world, which was staggering number itself. I got many feedback on my YAP proposal and some people did pass on some feedback on how can we integrate other functionalities as well. – Young agripreneur

I met useful people due to my blog post. Product buyers, researchers, internship student, NGOs and other interested on my blog post. I had discussion with some of them. When I asked some buyers to buy my product they read my blog post before meeting with me. This increased visibility and access to stakeholders. I was interviewed by one Agri-network about my Project after reading my blog. – Young agripreneur

Outcomes for results), not only for those who were successful but also for many of the candidates through their submissions and engagement with other Projects as well as GFAR and YPARD.

Blogs written by the young agripreneurs throughout the Project and published online, not only served as a way the young agripreneurs to monitor and reflect on their projects but also enhanced visibility and learning for others. YAP donors and supporters also viewed the blogs as a positive means to hear the voices and stories of the young agripreneurs. And all the young agripreneurs saw benefits of having their material online and reported this visibility led to further opportunities, greater status and connections.

Challenges in the selection process reported by the YAP Team were limited time and resources to work through the high amount of applications prior to GCARD3. They would allow more time in future.

Global Conference for Agricultural Research and Development 3, 2016 (GCARD3)

"I will never forget the challenge of having to present my Project in three minutes. I had no experience in short pitching. The training we were given in South Africa was unforgettable and a real turning point; after the training I was able to pitch my Project idea in three minutes in front of large audiences. Now I can pitch my idea anywhere and to anyone." –Young agripreneur

The young agripreneurs reported the GCARD3 conference was a highlight of their experience in the YAP Project, and rated it very highly in terms of usefulness. As, on par with seed funding, it was rated the most useful component. The GCARD3 conference gave YAPs a boost in confidence and skills at the commencement of their involvement in YAP. Some YAPs have gone on to present at other global conferences.

Seed Funding

Seed funding of US\$5,000 is a key component of the model, mentioned by all groups of stakeholders. Through GFAR young agripreneurs were provided financing (in three tranches) to help progress their projects. Some Mentors and young agripreneurs stated that the funding enabled them to move ahead with their projects quicker than had they not have received this funding. All YAPs rated receiving seed funding as highly useful (see Figure 4). Some young agripreneurs also appreciated the flexibility of the grant, allowing them to figure out how best to spend this money, with deliberate business planning, even if this was not in the way they had initially intended. The young agripreneurs felt the amount was appropriate within this timeframe to achieve their goals and this was echoed in interviews with Mentors. There is limited evidence to indicate any challenges encountered with seed funding, however some young agripreneurs suggested delivering the seed funding earlier or in two tranches, rather than three.

Leadership Training

Young agripreneurs scored the Leadership Training relatively high in terms of usefulness. It was felt by the young agripreneurs that the training focused not only the professional aspects but also took into account lifestyle in helping them to meet their goals. The training was an additional factor in contributing to building the confidence of the young agripreneurs. Young agripreneurs highlighted challenges in not being able to physically get together for the training and not having materials that could be kept and used for future reference.

Social Media training

The young agripreneurs were all engaged with social media. At GCARD3 they joined the GCARD3 social media boot camp and considered this to very useful in their understanding of using social media for advocacy and awareness. The training has led them to make more use of other social media tools (Facebook, Whastapp) in a more professional manner and connecting with other websites that have boosted their project's visibility and reach.

Each of the young agripreneurs wrote five blogs over the course of the YAP year (Appendix 5.2). They were provided with writing and editing guidance which was ranked extremely useful.

Business coaching

The young agripreneurs felt their understanding and skills in business planning, financial tracking and forecasting, how to secure investors, and setting measurable targets had improved as a result of the business coaching (see section 2.1.1 for outcomes). The young agripreneurs also indicated they will continue to use what they learned from the business coaching in the future. The YAP Project Team viewed the business coaching as an integral part of the Project, and felt it could be enhanced further to ensure wider and deeper training and coaching. This would enable a stronger foundation in financial and business planning, and integration of monitoring and evaluation training to YAPs from the outset.

Mentoring

Reflections on Mentoring

Mentorship is what I cherish from YAP – Young agripreneur

Mentoring was of tremendous help to me. The formal assistance and guidance from Experts is always important in one's entrepreneurial journey which is often full of so many ups and downs. The constant support and communication keeps you morally strong and uplifted. The Mentoring support from [My Mentor, the Mentor Coordinator and Business Coach] was very important as I always felt I have people around me when I need advise and guidance. My Mentor has been very supportive throughout the Project. She gave me connections of important people when I had to visit Gujarat to purchase Gir cows. She guided me on my Project and strategise my Project. Also she guided me on how to apply for Import Permission of Gir Semen with the State Government. Her guidance at above critical stages when I had completely no idea on how to proceed enabled me to work without wasting much time. – Young agripreneur

My mentor was genuinely enthused with the Project, my only concern was his inability to commit to meetings. – Young agripreneur

"I still think the concept behind it is great. I found it very frustrating, the whole thing, and I probably, I don't think either myself or [my Mentee] got much out of it in terms of our relationship. Yeah, I think there was too many barriers, and it got to a point where there was just a lack of kind of enthusiasm from both of us to continue investing time into jumping on Skype and using WhatsApp and all that kind of stuff to continue to push it forward, so it didn't feel like there was – we felt like we were, or I felt like we were doing it because we said we would, rather than because we were really jamming together" - YAP Project Mentor

I was looking for someone with background of technology related startup but couldn't get one as [the

The mentoring provided in the YAP project had a high level of relevance and support and there was consensus from the YAP Team and donors that the mentoring and coaching is an important element that has set the YAP Project apart from similar sorts of initiatives. This built upon the YPARD Mentoring Programme, adapting it to the specific context of the young agripreneurs.

Mentors felt they provided: networks/contacts (technical, educational, industry contacts) (reported by 3 mentors); help clarifying their vision and goals setting (3 mentors); technical advice (3 mentors); guidance/emotional support (2 mentors). Mentors also provided funding source information, technical back storage, and marketing advice. This was reflected by YAPs, that Mentors helped them progress their Project through guidance, their genuine interest and support for the subject matter, in business planning, and technical advice.

Some Mentor-Mentee relationships were very positive, while others were less effective, notably due to challenges in communication. Communication challenges were reported by both YAPs and some Mentors, in particular those who were situated internationally from each other and relied heavily on online and telecommunications. Those who were more closely located, still experienced challenges. Communication is an inherent challenge for this globally focused program, something that Mentors and Mentees should be made aware of when committing to the Project.

Both young agripreneurs and Mentors reported some level of frustration and disappointment when meeting times were not upheld from either side. Although all Mentors and Mentees had a written signed agreement

preferred] did not respond due to his busy schedule. – Young agripreneur

I gave the YAP mentoring five stars because it was definitely a huge help having someone guide me during the process – Young agripreneur

"It's a potentially wonderful relationship, it's potentially very beneficial, but if the mentor feels like they're putting the work in and not getting anything back, then the relationship will end very quickly." – YAP Project Mentor

"The commitment of the mentors [is a key strength]– this relationship is really at the heart of it." – YAP Project Team, Reflection Workshop

when establishing the relationship, these were not utilised throughout or referred back to; they were deemed useful in the beginning but not throughout the pilot project year.

Mentors and Mentees both observed greater momentum of support from the YAP Team to manage such challenges at the beginning of the Project with some reports that this emphasis somewhat petered off as the year progressed. Feedback indicated that maintaining a good connection between Mentors and Mentees proved challenging over the duration of the Project and that the YAPs sometimes felt uneasy in asking for help from Mentors. Several Mentors felt there was at times a lack of enthusiasm to utilise Mentor time and expertise from their Mentees. Both young agripreneurs and Mentors could benefit from clarifying the expectations around time commitments and reliability of both Mentees and Mentors.

Beyond the technical Mentors with whom young agripreneurs were matched, five of six young agripreneurs also used informal mentoring. Having more than one mentor seemed appreciated by them.

The YAP Team highlighted the commitment of the Mentors as integral to the Project's success. Ensuring Mentors are well supported and valued for their time, input and expertise should be a priority, particularly as they are involved on a volunteer basis.

Improvements to the mentoring component suggested by the YAP Team include:

- Have a greater understanding of each participant's schedule and if they are able to fulfill their duties as Mentor or Mentee.
- If time and budget would permit, suggest a face-to-face with the Mentors, or a more structured mentoring time, because it would foster a more open and solid relationship between the Mentor and Mentee.
- YAP Team to have a prior conversation with potential Mentors on their ability to commit to the program with regards to demands on their time. This is equally true of Mentees who need to be more aware of the responsibilities they have in keeping appointments with their Mentor and seeing this as a growth opportunity (adding value to their Project) rather than a 'check the box' task.
- Try to overcome the challenges of remote communication.
- Better if both Mentors and Mentees are from the same country or the same work environment. This will create greater understanding.
- More touch points with the young agripreneur and more probing questions to become aware of changing needs that could be met by mentoring and coaching.
- Mentoring Coordinator to convene first call between Mentee and Mentor, especially if Mentor is hard to reach.

Quarterly coaching calls

Reflection on Coaching from the young agripreneurs

"[The Mentoring Coordinator and Business Coach] created a safe space to share and were always very encouraging. It was also great that they emphasized on the merits of failure as a learning tool."

The coaching calls were very useful for that allowed open communication about the progress of YAP being made by me.

In addition to support from formal technical Mentors, young agripreneurs received coaching support from the YAP Team's Mentoring Coordinator and Business Coach throughout the year. Young agripreneurs considered coaching calls useful as a space to voice their challenges and appreciated the continuous encouragement received. Getting them to plan

Quarterly coaching calls gave me chance to share my work, challenges with them. The interaction with them enabled me undertake well-informed decisions. Financial Guidance from [the Business Coach] was very helpful.” – YAP, questionnaire

and commit to online meetings across different world times, internet connectivity issues and having enough time to address issues were significant challenges.

There was some lack of clarity on the on the different titles and roles of Coaching Mentors, Technical Mentors, and informal/formal Mentors. This may point to the need to clarify and streamline the purpose of different mentor roles to ensure efficient use of their time and expectations of them as a Mentor. That being said, young agripreneurs themselves highlighted it was useful having a variety of Mentors to draw upon, each providing value in different ways.

2.3 Efficiency and foreseeable sustainability

This section presents findings responding to KEQ3 relating to Project implementation within timelines and budget and the predicted level of sustainability of YAP Projects, as well as evidence of how the interventions have and can continue to scale up and out at the individual and overarching level.

Resources and implementation

The YAP Team expressed in the reflection workshop the financial resources for the YAP Pilot was “*modest, but we made it work*”. The Project Team had raised enough funds to support 6 young agripreneurs in the Pilot phase. It was the generous support of the GFAR Secretariat and YPARD that provided sufficient human resources to manage the YAP project. This support was invaluable and the team felt if the Project had had greater and more efficient allocation of human resources there would have been the opportunity to handle more submissions to the YAP Project and to secure funding at its commencement as well as coordinate the YAP Project over the whole year. It was suggested that the large proportion of in-kind funding offered by GFAR Secretariat (36% of total investment of US\$112,668) and the high level of dedication of the YAP Team and Mentors, meant the Project was efficiently delivered within the constraints. Some YAP Team members commented in the reflection workshop, that greater efficiencies could be gained in future by reducing the size of the core team to minimise coordination and management of dispersed roles, particularly working within a global context. This would mean allocating key responsibilities and workloads more effectively and efficiently across a smaller core team.

The area most felt by the Project Team to be under-resourced was firstly, monitoring and evaluation. It was recognized by the Team that focused training to young agripreneurs on M&E of their own projects would have led to better articulation and achievement of goals. The modest amount in the overall YAP project to evaluation was sufficient to do a suitable evaluation but more resources would have resulted in a richer and deeper learning. Other areas to benefit from greater resources would be: coaching calls and face-to-face opportunities between young agripreneurs. There was no other opportunity that could be funded for the young agripreneurs to get together after the inception workshop at GCARD3, which was the only formalised occasion for peer-to-peer support to occur. Several Mentors also indicated they would like a structured opportunity to link with and co-support other Mentors as well as meet their Mentees from the outset. For example, being involved in selection process/panel or the opportunity to meet at GCARD for Mentees pitch and/or in the field. This feedback suggests that whilst inefficiencies lie in challenges of coordinating and managing at the global scale, all stakeholders see value in networking and linking with peers. A greater focus on monitoring and evaluation would better capture and track successes across the globe and promote learning and awareness of areas for continual improvement to ensure more efficient Project delivery.

Seed funding to the young agripreneurs was considered appropriate for a one-year Project. Almost all of the young agripreneurs thought it was sufficient. Seed funding enabled them to deliver their Projects in a shorter timeframe, as reported by several young agripreneurs and Mentors. The YAP Team stated that additional funding would potentially mean more young people could be supported.

Scalability and predicted sustainability of YAP Projects

There is evidence to show that the Project has had influence beyond the young agripreneurs that were directly supported in the Pilot Project in terms of visibility and expert involvement of Mentors, leveraged by the GFAR and YPARD network and online presence. The Project enabled progression of youth innovations at a local scale

and linking to the global level. There is also some emerging evidence of influence within the young agripreneurs' communities and countries.

Examples reported by the YAP Team and YAPs of how their Projects have scaled out to their communities that show potential for ongoing positive outcomes are:

- New income for up to 50, previously unemployed, youth in rural Ethiopia
- New connections to government agencies and NGOs in Ethiopia and the Philippines with the potential to accelerate scaling out
- Local farmers in Barbados supported to diversify and increase (modestly at this point) their income streams from organic skin care products.
- One young agripreneur will shortly reach break even with his ICT enterprise, which is likely to enable him to continue to employ people. There is also a potential untold story of the impact his platform has had on the livelihoods of farmers in Nepal, due to the distribution of agricultural information.
- Commercial production of a prototype for pest filtration is within sight, which is likely to generate new employment in the Philippines.

The YAP project demonstrated that the model has tremendous potential to deliver sustained economic value. One example of this was from the support provided to Jony Girma (see Appendix 5.1). Jony is setting up a centre to train unemployed agricultural graduates and landless youth to be beekeepers and sell certified organic honey to international markets. In Jony's project:

- 45 previously unemployed youth have been engaged in the project
- Each has received US \$405 for one harvest – USD \$18,225. In year two onwards there will be 2 harvests.
- Estimated economic benefit (without understanding how each farmer spends the US \$405) and the impact of that...

	Total New Income	Return on Seed Funding	Return on Total Investment (\$20K)
Year 1	\$18,225	264%	91%
Year 2	\$54,675	993%	273%

This is potentially an exciting return on investment and, if sustained, Jony's project alone would repay 100% of total investment of \$122k in 4 years. As a comparison, Acumen Fund expects a return of 4% - 7% only after 5 - 7 years.

Feedback from the young agripreneurs

At present, I have all the support I need at this stage. I already have an interested partner who will mass produce the machine for me, once the certification is done. I also have contact from people in different countries whom I met during my travels the past year who are interested in purchasing the machine once it's available on the market."

The lynch pin in having this move forward is getting the prototype to work. The assistance I would require is connections to professionals in the mechanical or applied engineering or physics fields.

I might need support at later stages but as of now I am okay. I may need a business person who has experience in working with new social ventures like ours to make it sustainable in terms of revenue and business. I wish to have a little more funding money to scale my product and promote it in rural areas of Nepal and train more and more farmers about innovative ICT tools in agriculture sector. Please link me to finance source. Not fund. I need loan or guaranty for local bank. Since it is export business I can payback from the export.

All six young agripreneurs intend to grow their agribusiness and have identified steps to do this. Advice from the business coach indicates that at the end of the pilot Project half of the young agripreneurs' projects have a likelihood of being sustained. All Mentors were confident their Mentee's project would continue. Five of the young agripreneurs were confident it was likely or highly likely their projects would be financially sustainable by the end of 2018. The young agripreneurs reported that, they will need continued financial support in one form or another. The additional support they indicated that they'd need to move forward included: technical expertise and training, preparation for taking their concepts to market, and financial loans

However the intention of the YAP Project was not to have self-sustaining businesses in one year. As noted in KEQ1 the outputs of the Project were building capacity and this was achieved.

Mentors echoed the need for additional support to young agripreneurs in the form of financial loans, linking to investors, gaining and accessing greater technical skills and markets and even greater exposure. In some cases they thought this could be assisted by GFAR, YPARD, and from external sources.

Section 3: Areas for Improvement

This section presents the areas for improvement put forth by the YAP Project Team at the Reflection Workshop, young agripreneurs in the online questionnaire and from interviews with Mentors. The Project Team corroborate that the GFAR Secretariat is committed to continuing YAP with amendments based on this evaluation in the next GFAR Medium Term Plan 2018-2021. The following suggestions by stakeholders for moving forward with YAP are summarised and listed in below.

Young agripreneurs

- Maintain a focus on the element of business support and building entrepreneurial capacity of young agripreneurs.
- Maintain multiple Mentors, with at least one focused on providing entrepreneurial support and another in the same concept area of the grantee Project.
- Support more Projects.

Mentors

- Ensure that Mentees are clear of expectations required of them in upholding their Mentor-Mentee relationship.

The YAP Team

- Having an inception meeting/workshop that brings the young agripreneurs together. This is crucial element in building trust, knowledge, skills and momentum.
- Maintain the comprehensive model with diverse support mechanisms.
- Allocate a larger budget for evaluation (both project and, as the YAP Project progresses, in longer term evaluation) and integrate monitoring and evaluation training of agripreneurs into the program from the outset.
- Reduce the size of the core working team and allocate roles to closely match skill sets and expertise.
- Continue to support the uptake of innovations and a community of practice, which supports young people. For example, provide opportunities and platforms for more peer-to-peer learning and support of YAPs.
- Given the challenges of communications over a global scale, consider a regional approach for more relevant linkages between stakeholders (particularly between Mentors and Mentees) and Project contexts. However, maintain the global network for its visibility and leveraging opportunities to YAPs.

The evaluation team also recommends documenting a theory of change and evaluation framework (such as a theory of change model with performance measures or a rubric) to clarify intended outcomes and change processes and to further measure and document success and improvements for future iterations.

Section 4: Conclusion

The young agripreneurs Pilot Project has met the objectives as originally laid out. The six young agripreneurs involved in the YAP project have gained skills, confidence and knowledge for their professional development, business development and personal development and there is evidence that their projects are likely to continue and scale out further.

The innovative application and selection process, seed funding, sustained coaching, training, mentoring guidance and support in professional and personal growth, and exposure of young agripreneurs to wider networks and opportunities all were important elements of the YAP Project. However it was the combined approach that seems to have contributed to the Project's success and the success of the young agripreneurs.

The pilot Project made the pursuits of young people, who are operating at a local scale, visible at the global

level. It has linked innovators and experts across the globe, leveraging the GFAR and YPARD network, and showcases the potential for young people to succeed in the agricultural sector.

The YAP pilot Project has had visibility and influence beyond the actual participants. Reading the young agripreneurs inspiring stories (via the GFAR Blog – see Appendix 5.2) and providing opportunities for them to speak and give presentations at international conferences has not only increased their own profile but also the recognition of the YAP project and that GFAR and YPARD are seriously committed to supporting youth and innovation in agriculture.

Probably the greatest (and most important) influence beyond the young agripreneurs are the beneficiaries of their projects - youth beekeepers, Indian dairy farmers, Caribbean horticulturalists, Nepali farmers, Filipino grain processors/farmers. Already these groups are being influenced and impacted by the projects of the young agripreneurs engaged in the YAP project. The quantitative analysis done after one year on just one of the young agripreneurs' projects has demonstrated these can be attractive investments and are testimony to the YAP approach.

As a pilot, the YAP project provided the opportunity to learn that such a model can be scaled out and support even more young people in progressing their innovative agricultural enterprises.

Section 5: Appendices

5.1 Young Agripreneurs in YAP Pilot Project

Ethiopia	Girma	Jony	Jony is setting up a centre to train unemployed agricultural graduates and landless youth to be beekeepers and sell certified organic honey to international markets.	https://blog.gfar.net/2016/03/05/yap-proposal-130-self-help-business-model-in-harmony-with-nature-jony-girma-ethiopia/
India	PilaniaChaudhary	Nikki	Nikki Chauhary is bringing indigenous Gir cattle back to India to help fight climate change.	https://blog.gfar.net/2016/02/20/yap-proposal-7-climate-resilient-indian-cattle-nikki-pilania-chaudhary-india/
Kenya	Beuttah	Lillian	Lillian Beuttah has a vision to help people affected by drought grow food using self sustaining greenhouses.	https://blog.gfar.net/2016/02/25/yap-proposal-37-the-african-desert-greenhouse-lillian-beuttah-kenya/
Nepal	Regmi	Anil	Anil Regmi is helping Nepali farmers access the latest weather and market data through his app SmartKrishi.	https://blog.gfar.net/2016/03/08/yap-proposal-244-smart-krishi-mobile-app-anil-regmi-nepal/
Philippines	Macaspac	Josine	JosineMacaspac is prototyping a machine that remove pests from harvested rice, grains and legumes.	https://blog.gfar.net/2016/03/01/yap-proposal-62-mechanical-pest-removal-josine-macaspac-philippines/
Barbados	Allcott	Kellyann	KellyannAllcott is using Caribbean agricultural products to create organic beauty products.	https://blog.gfar.net/2016/03/10/yap-proposal-332-from-farm-to-face-the-journey-to-natural-skin-care-kellyann-allcott-barbados/

5.2 Young Agripreneur Blogs (from the GFAR Blog)

Young Agripreneur	
Jony	https://blog.gfar.net/2016/05/03/no-tree-no-bee-no-honey-no-money/ https://blog.gfar.net/2016/08/18/busy-as-bees-moving-forward/ https://blog.gfar.net/2016/10/21/bees-and-the-busy-rural-youth/ https://blog.gfar.net/2017/02/28/beyond-the-hives/ https://blog.gfar.net/2017/05/26/moving-mountains-one-jar-of-honey-at-a-time/
Josine	https://blog.gfar.net/2016/04/28/get-to-know-your-yappers-better/ https://blog.gfar.net/2016/04/28/deep-dark-confessions-thoughts-of-a-yap-per/ https://blog.gfar.net/2016/04/25/a-little-fish-in-the-open-ocean-thoughts-of-a-budding-bug-buff https://blog.gfar.net/2016/08/24/on-finding-knowledge-in-the-most-unexpected-places/ https://blog.gfar.net/2016/11/04/the-light-at-the-end-of-the-tunnel-finally/ https://blog.gfar.net/2017/03/17/and-now-we-learn-about-a-boulder-and-a-hill/ https://blog.gfar.net/2017/06/01/farewell-to-the-goofy-bug-guy/
Lillian	https://blog.gfar.net/2016/04/25/where-the-magic-happens/ https://blog.gfar.net/2016/08/15/the-dormant-entrepreneur-within/ https://blog.gfar.net/2016/10/24/and-so-it-begins/ https://blog.gfar.net/2017/03/08/what-do-bamboo-and-entrepreneurship-have-in-common/ https://blog.gfar.net/2017/06/15/the-year-of-the-yap-a-tale-of-genius-power-and-magic/
Anil	https://blog.gfar.net/2016/08/23/turning-key-objectives-into-great-questions/ https://blog.gfar.net/2016/11/15/adding-more-value-to-agro-sector-with-new-ict-tool/ https://blog.gfar.net/2017/03/10/ict-tools-can-they-engage-youth-in-the-agricultural-sector/ https://blog.gfar.net/2017/06/14/turning-key-objectives-into-reality-with-yap/
Kellyann	https://blog.gfar.net/2016/04/27/my-trip-to-a-new-me-after-gcard3/ https://blog.gfar.net/2016/08/15/trinkets-and-treasures/ https://blog.gfar.net/2016/10/24/is-the-road-of-an-entrepreneur-ever-a-straight-one/ https://blog.gfar.net/2017/03/06/leading-by-example/ https://blog.gfar.net/2017/06/23/where-did-the-time-go/
Nikki	https://blog.gfar.net/2016/04/21/yap-a-home-away-from-home/ https://blog.gfar.net/2016/08/15/in-search-of-gir-my-first-visit-to-gujarat-and-hyderabad/ https://blog.gfar.net/2016/10/17/my-gir-cows-have-arrived/ https://blog.gfar.net/2017/03/03/entrepreneurship-the-journey-to-build-resilience/ https://blog.gfar.net/2017/06/05/youth-agripreneurs-project-sowing-the-seed-for-a-brighter-future/

5.3 Methodology

Document review and monitoring data—Storyscale conducted a scan of key overarching and background documents (See Appendix 5.5 Data Source Index). Throughout the pilot Project the YAP Project Team guided the young agripreneurs to document their journey along the way. They documented quantitative and qualitative data in the form of:

- Notes from Quarterly Meetings with mentoring coordinator and business mentor
- Completion reports from young agripreneurs showing how they progressed against their 12 month success indicators designed in the early stages of the YAP Project
- Social Media metrics and online blogs for both reflection and communications purposes.

YAP monitoring data was aggregated and analysed by the YAP Project Team and data provided to Storyscale collated into the Results Chart against the KEQs, which helped inform the findings in this report.

Online YAP questionnaire – completed by all six young agripreneurs via Survey Monkey at the end of the pilot project. It consisted of scaled and open questions. Responses were analysed by YAP Team and provided to Storyscape collated into the Results Chart.

Most Significant Change of young agripreneurs– The Most Significant Change (MSC) technique is a form of qualitative, participatory monitoring and evaluation. Using an action research process, MSC involves the collection and selection of stories, which describe significant change that has occurred in the lives of individuals or communities. MSC is particularly useful in illuminating intended and unintended impacts of programs and interventions, and capturing what is valued by both participants and implementers. MSC questions to YAPs were included in the online questionnaire.

Online Donor questionnaire – completed by three Donors at the end of the project. Responses were analysed by YAP Team and provided to Storyscape collated into a Results Chart.

Interviews -Interviews were conducted with Mentors participating in the Project during 2016-2017. Consent was obtained prior to interviews with 6 Mentors agreeing to participate. Interviews were semi-structured and conducted by external evaluation consultants, Storyscape.

YAP Team Reflection Workshop (Skype-based conference)

Storyscape consultants facilitated a two-hour workshop over Skype conference call (to account for globally distributed team members) with the YAP Project Team on 25th June 2017. The workshop was used to:

1. Gather feedback from the YAP Team’s perspective on the pilot Project
2. Provide an opportunity for the YAP Team to come together to reflect upon emerging findings of the evaluation and discuss what could be done differently in future.

5.4 Limitations

Limitation of data collection tools and methods used: Information gathered from direct beneficiaries of the Project (i.e. the young agripreneurs) included self-assessed documentation over their year on the YAP project,, and an online questionnaire at the end of the pilot Project. Most Significant Change Stories were elicited via questionnaire rather than the preferred method of independent face-to-face or telephone interviews with the youth agripreneurs, due to limited monitoring and evaluation budget and their dispersal across the globe. An alternative method to elicit stories is likely to have resulted in richer qualitative data from the Project participants.

Collaborative data analysis by the YAP Team and Storyscape: Evaluation consultants, Storyscape, independently collected and analysed some data contained in this report (i.e. Mentor interviews). However, much of the data (i.e. young agripreneur and donor feedback) was analysed by the internal YAP Team, with support from Storyscape who advised on the analytical framework (i.e. the Results Chart). This internal approach to analysis arguably holds some inherent bias in the overall findings. However, the YAP Team’s involvement in the analysis phase provided the valuable opportunity for the team to engage deeply with the data and the analytical process for learning purposes.

5.5 Data source index

Index	Source
1	YAP Project proposal
2	YAP Project Briefing Document (4 May 2016)
3	Grant agreements with donors
4	Grant agreements with YAPs
5	Process evaluation report
6	Project Pitch (slideshows)
7	Lean canvas reports from young agripreneurs

8	Notes from Quarterly meetings with mentoring coordinator and business mentor
9	Individual YAP quarterly reports
10	YAP Blogs posts
11	Completion report from young agripreneurs showing how they progressed against the 12 month success indicators
12	Quantitative analysis of YAP-related social media
13	Mentor Interviews
14	YAP online questionnaire
15	YAP MSC
16	Donor Questionnaire
17	YAP Project Team reflection workshop
18	YAP Blog Website https://blog.gfar.net/tag/YAP/