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Foreword

Twenty Nineteen was a remarkable year for the Ghana Climate Innovation Centre (GCIC). It was a year that brought with it several notable and defining moments for the Centre, chief of these being:

i. the Centre’s invitation from the world’s business organisation, the International Chamber of Commerce (ICC) to speak at the UN General Assembly’s Climate Summit on our climate action work in the small and growing business sector,

ii. our invitation and opportunity to participate as part of a global 20-member Steering Committee formed by the Foundation for European Progressive Studies (FEPS) for the high-level conference at the UN on ‘United for Climate Justice” at the UN General Assembly; and

iii. the Centre officially participating at the 2019 NY Climate Week with a unique thought leadership event on Africa’s Climate Innovators: Drivers of Inclusive Change.

At the ICC event, GCIC was a panellist during the Saturday session of the UN Secretary General’s Climate Summit, where the work of local businesses and local business leadership on climate change was profiled.

GCIC enjoyed the privilege of speaking alongside the ICC’s Secretary-General, John Denton, the Chairman of ICC’s World Chambers Federation, and the Executive Director of the United Nations International Trade Centre.

"...The truth is that running a business can be incredibly tough, really trying – and it will take resilience to get to your business nirvana...that is what it takes to succeed - resilience and a relentless focus. Growth and comfort rarely co-exist"
Foreword

The FEPS Climate Justice Steering Committee was chaired by Teresa Ribera, Minister for Ecological Transition in Spain, and brought together expert policy advisers, political representatives, civil society activists, academics, and other key stakeholders in the climate justice debate. The Ghana Climate Innovation Centre is so pleased to have further contributed to the Policy Paper and Guiding Principles on Climate Justice, which was presented ahead of the UN Climate Action Summit in New York, and the FEPS side-event.

GCIC’s key message in that policy document was that SME sector faces a multiplicity of challenges in starting, operating, and growing their enterprises, in building their businesses up to a point where they can have positive economic, environmental and social impacts. Our posit was that this risk informs the need for SMEs to be provided with financial, technical assistance, and support services that ensure the transition to a low carbon economy. GCIC boldly made a call for climate action that provides and catalyses climate finance specifically for climate-smart business incubators for the SME sector in Africa.

GCIC’s thought leadership event at the NY Climate Week was opened by Ashesi University’s President, Patrick Awuah, and focused on platforming the climate solutions being developed each day by Africa’s brilliant entrepreneurs – from companies building innovative products and business models to increase the productivity of sustainable agriculture; to lower the costs of rooftop solar and microgrids; to collect waste for recycling and conversion to energy; to market innovative toilets to reduce the spread of disease. Speakers at the event included myself, plus:

1. Pat Sapinsley, Executive Director, NYU ACRE Urban Futures Lab
2. Bankole Oloruntoba: CEO, Nigeria Climate Innovation Centre
3. Alessandra Giannini, Senior Research Scientist, The Earth Institute at Columbia University, International Research Institute for Climate and Society

Without doubt the notable work of the Centre and the consortium’s team members steered these successes, as did the skill and aptitude of our Marketing and Communications team. Throughout 2019 it was important for GCIC’s overarching marketing and communications campaigns and activities to be intentional online and offline, geared towards achieving project objectives, as well as responding to the future needs of GCIC beyond 2020.
Foreword

This meant
1. on the demand side focusing interventions on activities that would attract the right entrepreneurs to the incubator qualitatively and quantitatively, as well as ensuring that nationally there is greater and deeper awareness of climate change and the need for clean tech/green products and services; and
2. on the supply side, gaining the attention of corporate entities and philanthropical organisations that could potentially serve as strategic partners and donors to GCIC’s work/climate change adaptation and mitigation beyond June 2020.

Enterprise Achievements

By the end of 2019, a total of 101 enterprises have been cumulatively supported by the Centre. In accordance with our Gender Charter, thirty per cent of these enterprises are women-led or women-led. Over the same period 280,000 households from across Ghana have bought goods and services from GCIC supported enterprises – representing some 1% of the Ghanaian population – and GCIC supported enterprises had created 129 new and full-time direct jobs. If number of new indirect jobs created could possibly be up to three times that amount.

Over the same period USD 0.88 Million was received by businesses as grants, bringing cumulative grants received to USD 1.66 Million; USD 1.88 Million had been generated in cumulative revenue by all GCIC businesses; and USD 1.84 Million early stage and growth stage funding had been raised by GCIC supported businesses.

Internationally, GCIC supported enterprises have also received recognition. In 2019 Neat Eco-Feeds won several awards at the Financial Times/International Finance Cooperation (FT/IFC) Transformational Business Awards including:

- Black Star Energy have also grown their business operations to include Nigeria and Sierra Leone; and Sabon Sake, another GCIC supported enterprise, came second place at the Africa Regional Finals of the global green start-up competition, Climate Launchpad.

GCIC’s Alumni Network

We were especially pleased to have seen the delivery of Climate Innovation Enterprise Network of Ghana’s (CIENOG) first Green Enterprise Summit take place in November 2019. CIENOG is the official Alumni Network of GCIC supported enterprises. The summit had particular emphasis on creating a forum to accelerate implementation of the SDGs within the business sector, create market access, access to finance and strong policy advocacy for green enterprises. The CEO of the SDG Unit in the Office of the President of Ghana, Dr Eugene Owusu, was the Summit’s guest speaker.

GCIC Sustainability

Core to the Centre’s work in 2019 was executing plans for GCIC’s institutional and financial sustainability post June 2020 with the aim of continuing the Centre’s work and deepening the Centre’s reach nationally and internationally. A Strategic Partnerships and Fundraising Consultant was sourced to support GCIC in identifying prospective partners and donors from a wide spectrum of sources, from the philanthropic sector, to multilaterals and bi-laterals.

As at December 2019, we have positive indications that additional donor funds will be sourced for GCIC to continue its work after June 2020.
Advisory Board

Hon Ms Patricia Appiagyei (Board Chair)
Deputy Minister of Environment, Science, Technology and Innovation (MESTI)

Ebenezer Arthur
CEO Ghana Climate Ventures Fund/Wangara Capital

Gladys Ofei
Royal Netherlands Embassy

Abena Amponsaa Baafi
Danish Embassy

Lucy Quist
Private Sector
The GCIC is being managed by a consortium of four institutions which is together known as the Ashesi Consortium. These institutions are Ashesi University, Ernst and Young (EY) Ghana, SNV Netherlands Development, and the United Nations University Institute for Natural Resources in Africa (UNU-INRA).

The Ashesi led Consortium offers the perfect mix of experience and excellence in private sector development, climate change, entrepreneurship, business advisory services, education and training, and research and development know-how.

**Consortium Partners**

**Ashesi University College**
- Consortium lead
- Leads the Entrepreneurship and Acceleration workstream

**Ernst and Young Ghana**
- Leads the Access to Finance workstream
- Responsible for overall monitoring and evaluation of the project

**SNV**
- Leads the Technology and Product Development workstream
- Also leads the Market Growth and Access workstream

**United Nations University**
- Leads the Policy and Regulatory Support workstream
Executive Summary

The GCIC ended its fourth year of the project at the end of 2019.

The focus of the year was to;

• improve on the performance metrics by making key informed decisions based on the monitoring data provided by the team, as well as continue to build the capacities of the businesses through the technical and financial supports. At the end of the year, GCIC had supported cumulatively 101 businesses out of which 18 were non-GCIC incubates.
• Implement the sustainability plan for the GCIC post the current donor funding support.

The programme built on the progress from the year before to make some strides in 2019. Key highlights of the year include;

Induction and Graduation
The induction of the last cohort under the current 5 year programme ending in June 2020 took place in July 2019. This last cohort, that is Cohort 5, had the highest number businesses inducted into the GCIC (30 in number) since its inception. It is also the cohort with the highest number of women representation with 50% of the businesses owned or led by women.

The year also saw the graduation of 30 businesses from Cohorts 3 and 4 which events occurred in July and December respectively.

Award of Proof of Concept grant
At the end of the year, an amount of USD 680,050 was awarded as PoC grants. This brought cumulative grants awarded by the GCIC to USD 1,188,585. The grant was awarded to 31 businesses.

Environmental and Social Safeguards Training
Staff of the GCIC as well as our cohorts had the opportunity to undergo training in Environmental and Social Safeguards; a critical aspect of our daily operations.

Africa Climate week
In March 2019, the GCIC was privileged to be a part of the Africa Climate Week Celebration where three dialogue / panel discussions were led by the Centre. Topics discussed were;

• "Only 12 years to bring global warming to 1.5°C – 1.5 report and why it matters for Africa."
• Green Economy = Green jobs – beyond business as usual to climate resilient development – a solution space.”
• Building resilience through green business incubation

Symposium
The GCIC’s flagship programme Incubating Innovation; was convened in June 2019 under the theme ‘Climate Action, Enterprise Agility and Economic Prosperity’. The event saw the participants from government, private and donor communities.

Green Run
Another flagship programme of the GCIC was the Green Run which took in December 2019. The Green Run organised in the year was a 7 kilometre run with each kilometre representing a sustainable development goal. The event was organised with the aim of creating awareness about climate change and everyone’s role including patrons in the fight against it.

Study
Series of market growth and access research studies were completed in the review year. Sample studies include;

Studies covered;
• Economic potential of agro residue and biomass fuels (briquettes and pellets)
• Willingness to adopt and market assessment for resilient seeds in Ghana
• Economic potential of waste plastic composite materials
GCIC in Numbers

101 businesses **supported** in total since induction of first Cohorts. 18 of these were non-GCIC businesses.

Cumulative of **USD 1.66 million** received as grants by businesses.

12 partnerships. This is made up of individuals and institutions in the financial and non-financial sectors.

USD 1.88 Million generated as cumulative revenue.

3,211 MT CO2 emissions avoided.

Over 280,000 households representing about 5% of total households in Ghana have access to client products.

USD 1.84 Million early stage and growth stage funding raised by businesses.

129 full time jobs have been created of which **56 are women employees**.
Introduction

GCIC Background and Objective
The Ghana Climate Innovation Centre (GCIC) is one of the global network of Climate Innovation Centres (CICs)* located around the world; Kenya, Ghana, Ethiopia, South Africa, Morocco, Vietnam, Caribbean, Nigeria and Egypt.

The GCIC has the specific objective of establishing local institutional capacity to support Ghanaian entrepreneurs and new ventures involved in developing profitable and locally-appropriate solutions to climate change mitigation and adaptation. Launched in 2016, the Centre has provided full business incubation services to 5 distinct cohorts since 2017 with support from the Danish, Dutch governments as well as the World Bank.

The support from the aforementioned donors is however expected to end in June 2020. The project office has in the year under review been implementing strategies to ensure its sustainability.

Further, it is worth mentioning that the GCIC moved its operations from the Ashesi University campus to the main city of Accra. The purpose of this is to ensure ease of access of our entrepreneurs, our alumni network to the staff and services of the Centre, and also to ensure that GCIC is more accessible within the incubator community and ecosystem in Accra.

Programme Oversight
The World Bank’s InfoDev oversees the program implementation. This is to ensure that the set Program objectives are met in a timely and efficient manner and in compliance with terms and conditions agreed between InfoDev and the donors as well as between InfoDev and the implementing partner.

Purpose of the Report
The 2019 Annual report is the third annual report of the GCIC and covers the period from January to December 2019. The report details the activities and performance of the GCIC, outlines lessons learnt and the way forward given that the project ends in June 2020

Report Structure
Chapter 1: Introduces the GCIC and its objective

Chapter 2: Workstream and Interventions

Chapter 3: Donors and Partners

Chapter 4: Supporting Programmes

Chapter 5: Monitoring and Evaluation

Chapter 6: Conclusion and Way Forward
Workstreams and Intervention

The GCIC implements its mandate through five (5) workstreams which were agreed on following extensive consultation with various stakeholders. Introduced below are the workstreams.

1. **Entrepreneurship and Venture Acceleration**
   To enrich and propel the entrepreneurial success of our entrepreneurs technically in terms of business model viability and technical operations efficiency; as well as managerially in terms of leadership capability and mindset transformation.

2. **Access to Finance**
   To facilitate the provision of the financial support that can allow GCIC’s clients to execute interventions which will propel and catalyse their enterprises. Further, this workstream shall be engaged in pioneering work that ensures that our entrepreneurs are awakened to the realities and expectations of would-be venture capital and private equity firms when it comes to seed investments and accessing debt.

3. **Technology and Product Development**
   To provide pertinent advice to our clients on the technical and commercial viability of their clean energy, environmental, and or green products and services.

4. **Market Growth and Access**
   To assist GCIC incubates gain deep expert and industry insights within their sectors of operation through the provision of sector intelligence briefs and to demonstrate thought leadership in the five sectors.

5. **Policy and Regulatory Support**
   To raise awareness of GCIC, its programs and its entrepreneurs within and among the government and public sector. Promote advocacy with select committees of Parliament while engaging MESTI on developing policy papers.
The Entrepreneurship and Venture Acceleration workstream has made significant strides in its service delivery going into project completion in June 2020. The key activities carried out in the year under review are explained in detail in this section.

**Recruitment and Induction of Cohorts**

The year saw the selection and induction of Cohort 5 businesses, the last set of cohorts for the project. Thirty (30) businesses in all made it into cohort 5. This is the highest number of businesses inducted into a single Cohort. It is also the cohort with the highest number of businesses owned and or led by women (15 out of a cumulative of 27). Together, the GCIC under the Entrepreneurship and Venture Acceleration workstream has supported eighty three (83) businesses.

Below is a graphical display of breakdown for cohort 5 in terms of sector focus and gender.

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**Cohort 5 by Gender**

<table>
<thead>
<tr>
<th>Gender</th>
<th>Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>Female</td>
<td>15</td>
</tr>
<tr>
<td>Male</td>
<td>15</td>
</tr>
</tbody>
</table>

**Cohort 5 by Sectors**

- Waste mngt: 6
- Energy efficiency: 3
- Solar energy: 1
- Water purification: 2
- Climate smart agric: 18

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“There is no tool for development more effective than the empowerment of women”

Kofi Annan
Entrepreneurship and Venture Acceleration

Pre-incubation
The three (3) months pre-incubation phase is aimed at helping entrepreneurs strengthen their business models, as well put in place the needed internal structures to ensure success.

In the year under review, both cohorts 4 and 5 businesses totalling fifty (50) went through the pre-incubation phase of the entrepreneurship journey. Cohort 4 businesses had already been inducted in December 2018 prior to the holidays hence had to start their three (3) months pre-incubation in January 2019. Cohort 5 on the other hand were inducted in July 2019 and started their pre-incubation in the same month.

During the pre-incubation period, businesses were taken through professionally led courses in relevant areas to further develop and enhance their entrepreneurial and personal skills. Some of the modules included leadership & Ethics, Science of Client Change, Business Model Development, Marketing, Sales & Distribution, Project Management, Valuation & Equity Investment and Communication amongst others.

Session on Carbon Credit Calculation
As part of efforts to enhance the knowledge of the entrepreneurs on being able to quantify their respective impacts, a day’s session on how carbon credits can be calculated was organised. This was organised in March.

This session had three main objectives:
1. Help GCIC entrepreneurs understand the concept of carbon credits.
2. How carbon credits can be calculated
3. The implications of being able to calculate the carbon credit.

The event was successful as it generated positive feedback. However, it was observed that a useful session such as this required more than a day.

Peer-Exchange
The peer-exchange programme was developed to foster knowledge brokerage by GCIC entrepreneurs from already established entrepreneurs and businesses, with the expectation that participants would have the opportunity to quickly envision a future for their own business, foresee a better horizon, and leverage the experience to improve on their product and or service delivery, business operations and learn about best practices in their respective sectors.

In the year under review, successful entrepreneurs from Cohorts 3, 4 and 5 had the opportunity to undertake their peer-exchange within and outside of the country (where applicable).

Wellbeing Retreat
The Wellbeing retreat, an event which usually takes place after the three (3) months intensive pre-incubation was organised for Cohorts 4 and 5 businesses in June and October respectively. The two days session was aimed at strengthening the bond among participants, while being inspired through interactions with transformational leaders from Ghana and across the world.

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Manifest giving a talk to entrepreneurs at Wellbeing retreat

A workout session with the entrepreneurs
Women’s Entrepreneurship Transformation Program
The program which was launched in 2018 and aimed at helping women realise their full potential as business leaders and role models to other emerging female entrepreneurs and the green entrepreneurial ecosystem at large has been successful.

The program was attended by women entrepreneurs from Cohorts 3 and 4. In addition to the aforementioned group, there were other women participants from the businesses led and or owned by the male entrepreneurs. The focus areas and goals were as follows;

• **Self - Reflection & Empowerment**: Giving yourself permission to be who you want to be; discovering passion; living and working on purpose; speaking up for your passion and vision
• **Attaining Voice**: Moving from dependency to responsibility; building self, building voice; taking personal responsibility and action, leaving comfort zones behind.
• **Work + Life (Better Balance)**: Managing self at home and work,
• **Going The Whole Nine Yards**: Greater self-discovery, building resilience & awakening to your personal awesomeness

Graduation
In the year under review, GCIC graduated its Cohorts 3 and 4 in July and December respectively. In all a total of twenty-nine (29)* businesses were graduated from the incubator after a 12 months period of receiving various support from the project. The entrepreneurs at the graduation were encouraged to be resilient and tasked to be agents of the positive change the world needed.

*A business in Cohort 3 withdrew from the programme bringing the number of Cohort 3 businesses from 10 to 9
Entrepreneurship and Venture Acceleration

Challenges

- There were challenges with having consistent participants in the entrepreneurship classes organised as part of the pre-incubation phase. In some instances, some of the entrepreneurs sent random people (who played no role in their businesses) to attend the session. This affected some of the sessions where teams were expected to contribute relevant information about their enterprises.

- The time allotted for sessions like the Carbon Credit Calculation was not enough hence the team had to try complete a lot in a day.

- The workstream didn't have the full compliment of the GCIC team to conduct the due diligence as part of the Cohort 5 selection process. This impacted the timeline for that activity.

- Entrepreneurs applying for the peer-exchange program sometimes delayed in submitting their applications or providing the required document. This impacted the timeline set to review the applications and also affected the travel arrangements of some of the successful applicants.

Programme Outlook 2020

As the project prepares to round up, the workstream will undertake the following activities:

- Undertake the Women Entrepreneurs Transformation Program for Cohort 5 businesses
- Facilitate the peer-exchange programme for Cohort 5 businesses
- Organise a bootcamp to identify new businesses as part of the sustainability plans of the GCIC.
- Organise a session on Business Continuity Planning and Management workshop
- Organise the graduation ceremony for the Cohort 5 businesses.
Access to Finance

The Access to Finance workstream continued to provide support to the GCIC cohorts. Focus in the year was on managing the proof of concept grant which includes:

• Facilitating the Proof of concept (PoC) grant awardee selection process
• Managing the disbursement of funds
• Monitoring the use of the funds

Details on the activities carried out in the year under review have been provided below.

Managed the PoC Grant Process
In the year under review, Cohorts 4 and 5 businesses had the opportunity to pitch for grant funding in April and October respectively. In all forty-nine (49) out of fifty (50) businesses participated in the pitch competitions.

To help the entrepreneurs increase their chances of being awarded grant funding from the GCIC, a mock pitch session was organised for the Cohort. These mock pitches were organised a week to the main pitch and was open to all the entrepreneurs. The presentation slides, presentation skills and business models of each entrepreneur was assessed. Feedback were then provided to each entrepreneur.

It must be mentioned that for the main pitch, an independent panel made up of 3 individuals from industry were invited to support with the assessment of the pitches.

At the end of the pitch competitions, a total of USD 680,050 was awarded as PoC grants to a total of 31 businesses in the year. This brought cumulative grants awarded by the GCIC to USD 1,188,585.
Access to Finance

Below is a breakdown of grants awarded since project inception.

**Total Awarded Grants Since Inception**

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<thead>
<tr>
<th>Cohort</th>
<th>Awarded</th>
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<tbody>
<tr>
<td>1</td>
<td>124,900</td>
</tr>
<tr>
<td>2</td>
<td>175,844</td>
</tr>
<tr>
<td>3</td>
<td>207,791</td>
</tr>
<tr>
<td>4</td>
<td>416,150</td>
</tr>
<tr>
<td>5</td>
<td>263,900</td>
</tr>
<tr>
<td>Total</td>
<td>1,188,585</td>
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The following businesses were awarded the highest amount of grant funding (USD 40,000 each).

- **Hikma Farms of Cohort 4**: Their business is mainly Yam seed multiplication. The grant was awarded to help the business produce yam seeds all year round and also to increase production.
- **Pure & Just Co. ltd of Cohort 5**: A business which uses climate-smart processes for its fruit/food production. The grant was awarded to help the business increase its production efficiency.

*It must be mentioned that in the year under review, a USD 23,387 was awarded to Sustainable Energy Technologies Ltd of Cohort 3 under special consideration to support with the production of new set of energy efficient cookstoves. This increased the total awarded grants to Cohort 3 from USD 184,404 to USD 207,791 (as reflected in the earlier graph).

**Monitoring Visits**
The team carried out its quarterly site visits to businesses which had received their initial tranche from the awarded POC grants. The aim of the visits were to validate claims and verify if funds were used for their intended purposes as stated in their requests. Disbursement of subsequent tranches were dependent on satisfactory evidence obtained by the team.

A verification visit to Hikma Farms
Access to Finance

Challenges
• Occasional delays in facilitating grant payments due to late submission of supporting documents by the businesses. This has the potential of affecting project timeline.
• PoC grant funding disbursed to businesses took more time than anticipated (example 2 weeks and sometime beyond) to reflect in their respective accounts. This was because the Project office had challenges with transferring funds electronically and therefore had to disburse by cheques.

Outlook for 2020
• Continue to provide financial management advisory service including training to the cohorts
• Continue to engage our financial partners to help secure funding for our investment ready businesses
• Manage the POC grant process which will involve disbursement, monitoring and reporting
• Focus on project completion activities.
The Technology and Product Development (TPD) workstream provides technical advisory services to businesses of the GCIC to ensure that their business operations are climate smart and that they adhere to environmental and social safeguards. The workstream also awards grants to qualifying businesses to support them in ensuring that their operations and product development are climate smart and technologically market ready. The following activities were carried out as part of the strategic priorities of the workstream:

**Technical and Environmental Safeguards Assessment**
In order to provide a tailored support to each business in Cohorts 4 and 5, a technical and environmental safeguards assessment of each business’ operation was carried out. The aim of these assessments is to ensure that the standards and operational procedures deployed by GCIC supported enterprises try to avoid, mitigate and minimize adverse environmental and social impacts that could arise in the operations of their businesses. The assessments have a pro-active dimension in that they seek to increase the likelihood that supported enterprises deliver better outcomes for people and the environment.

**Environmental and Social Safeguards Training**
As part of efforts to ensure safeguards are a part of GCIC’s operations, a training session was organised in May for staff and consortium. In November, a further workshop and training was organised together with the Environmental Protection Agency and the Environmental Safeguards team at the World Bank, Ghana for Cohorts of the Centre. This was aimed at ensuring that enterprises are informed on the legal and regulatory requirements vis-à-vis environmental standards and protocols for their industries.
Technology and Product Development

Technology and Product Development Grant Management
In the review year, an amount of USD 131,217 was awarded to 25 businesses bringing cumulative grants awarded amount to USD 239,035. In the same year, USD 126,96 was disbursed bringing cumulative amount of grants disbursed at the end of 2019 to USD 225,968 (representing 95% of grants awarded). Following the disbursement of the TPD grants to the business and its use, the team carried out site visits to verify if funds had been used for the purpose for which they were awarded and disbursed.

Access to Technical Facilities
The GCIC through the technology and product development intervention has secured partnerships with key institutions such as Ghana Atomic Energy Commission (GAEC), Tamale Technical University (TaTU), and Council for Scientific and Industrial Research (CSIR). Through these partnerships, entrepreneurs of the GCIC are given access to technical facilities so products can be tested, further improved and certified to meet market standards.

In the year under review, some of the businesses accessed the technical facilities of these institutions. Examples are;

- Special Learning Materials: Accessed the technical facility (mini extruder) at CSIR to produce wood plastic composite material prototypes
- Econexus (Maisville): Accessed the facility of CSIR to test sample ethanol gel
- Mayiya Investment Limited: Accessed the facility of Awudu Consultancy to test its compost.

Challenges
- Slow responses from entrepreneurs with regards to submission of information when requested. This impacted timelines of activities such as disbursement of funds to support their product development activities
- There were cases where partners providing access to technical facilities/technical support to our businesses delayed in the delivery of the support impacting timelines of the businesses.

Outlook for 2020
- Provide technology and product development services to cohort 5 entrepreneurs
- Facilitate the completion of an IP audit report and training workshop
- Establish cooperation with Technology Development Agencies
- Organise match-making events for the 3 research works supported under GCIC
- Develop factsheets/impact statement on research commercial activities
Market Growth And Access

The Market Growth and Access workstream aims to connect GCIC businesses to their respective markets through market intelligence briefs, and opportunities to network with other businesses in the eco-system both local and international. Activities undertaken for the year include:

Market Growth and Access Needs Assessment
As part of efforts to streamline the support provided to businesses under the market growth and access workstream a Needs Assessment was carried out for Cohort 5 businesses. The outcome of the assessments served as input into structuring the concomitant Thought Leadership sessions.

Thought Leadership Dialogue Session
Thought leaders dialogue sessions were organised for 3 sub-sectors; Plastic Waste, Clean Cooking, and Hubs Ecosystem. The objective of these sessions were:

- To identify gaps along the value chain, and map out clear potential linkages that could exist between and among key stakeholders along the chain
- To explore potential B2B partnerships among key stakeholders

Outcomes of these sessions served as input into the development of market snapshots.

“Robust economies will be a vital factor in spurring clean-tech investments. Recessions or stock-market plunges could retard or curtail private-sector investments at a time when access to capital is critical to success.”

GCIC CleanTech Market Study

An ongoing clean cooking sector value chain assessment

Participants from the Hubs Ecosystem session
Market Growth and Access

Conference and Exhibition
The workstream facilitated the participation of some businesses in key industry events such as The 9th Annual Preharvest Conference and Exhibition, The 5th Women Expo and, the export promotion event for the Cassava and Starch sub-sector. The objective of the support was to help these businesses establish B2B and B2C linkages.

Market sizing Workshop
One of the general needs identified during the Needs Assessment carried out by the workstream was that businesses lacked capacity to size the market they operate in, and further be able to segment their customers.

In light of the above, a workshop was organised to provide the needed knowledge to participants.

Challenges
• The main challenge was the low response rate by entrepreneurs which affected planning of workshops.

Outlook for 2020
• Dissemination workshop for Biomass fuel study as well as resilient seeds study.
• Dissemination workshop for resilient seeds study
• Consultancy to develop and implement go-to market strategy for yam seeds, including facilitating linkages with farmer groups, government agencies, private-sector investors, etc.
• Consultancy on supporting GCIC entrepreneurs to tap into existing or emerging supply chains for clean fuels (briquettes and pellets) in Ghana and beyond
• Development of factsheet/impact stories on high valued MGA activities
• Collaborate with Ghana Export Promotion Authority to organise learning event for GCIC businesses in the area of export promotion

Technology Quality and Performance Database and Information
This database contains a list and the contact details of various service providers including Ministries Departments and Agencies, Academia, and other technical service providers. This database was updated bringing the number to 133. The database can accessed at GCIC composite database.

Market Study Reports and Briefs
In the year under review, series of market studies were carried out. The purpose of these studies was to provide insight into the respective sectors under consideration. Ultimately, the study is expected to help businesses navigate the market.

Studies covered;
• Economic potential of agro residue and biomass fuels (briquettes and pellets)
• Willingness to adopt and market assessment for resilient seeds in Ghana
• Economic potential of waste plastic composite materials

In addition to the market studies, some briefs were also developed. These include;
• Energy Efficiency – GCIC Market Analytics Brief
• Inorganic Waste Recycling Industry – Industry Report Brief
• Climate Smart Agriculture – Industry Report Brief
• Domestic Waste – Industry Report Brief
The requisite policy and regulatory environment is crucial for the success of climate-smart businesses, especially as the transition of a low carbon economy is being advocated for by organisations such as GCIC. The Policy and Regulatory Advocacy workstream focuses on this objective.

In the year under review the workstream facilitated the following activities all aimed at educating key stakeholders and getting their buy-in into the fight against climate change.

Panel Discussions at the Africa Climate Week
The workstream facilitated two major panel discussions under the event.

The first panel discussion was on the topic: "Only 12 years to bring global warming to 1.5°C – 1.5 report and why it matters for Africa."
Moderated by Dr Haile Gebriel Abebe, Assistant Director General and Regional Representative for Africa, FAO/RAF, and featuring a keynote statement by Dr Youba Sokona, IPCC Vice Chair, the discussion highlighted the continent’s climate risks and climate process challenges, and outlined context-appropriate pathways towards a safe and climate-secure future for Africa.

The second panel discussion was on the theme: “Green Economy = Green jobs – beyond business as usual to climate resilient development – a solution space.”

It was a practical session that served to showcase green solutions, demonstrate best practise and the positive impact generated from the range of GCIC beneficiary businesses, as well as the benefits and processes of the GCIC. The event was well-attended, including by budding green entrepreneurs, business owners and policy actors.

"The consequences of inaction are enormous: environmental degradation, pollution that threatens our health, economic losses from climate-related events, and setbacks in our development work"
Policy and Regulatory Support

Roundtable Meeting
A roundtable meeting with selected GCIC start-up clients was organised. The aim was;

• To get the businesses to share their success stories and challenges
• To identify policy amendments or promulgation of new ones required to improve chances of start-up success and eventual scaling

The outcome of the interaction is expected to help with making recommendations for a review of the science, technology and innovation policy of Ghana

Study
The team engaged a consultant to undertake a study on "Water Management, fertilizer application and GHG emission in the rice sector: achieving reduced emissions while increasing productivity"

The expected outcome of the study includes;

• Recommendations on water and soil management practice(s) in paddy rice fields for reduced GHG emissions, but high productivity. It is expected that these recommendations will be adopted by Ministry of Food and Agriculture (MoFA) and disseminated through extension services.
• Recommendations on fertilizer (type and quantity / proportions) and application method in paddy rice fields for reduced GHG emissions, but high productivity. Again, it is expected that the recommendations will be adopted by MoFA and disseminated through extension services
• Improvements in GHG estimations for the biannual national inventory reports compiled by Ministry of Environment, Science, Technology and Innovation (MESTI).

A stakeholder session will be organised in the coming year to share and validate the findings.

Another study was carried out by the UNU on the management of the country's mineral and hydrocarbon resources in a manner that promotes human development, just energy transitions and environmental sustainability in the long term. This study was part of a major study being undertaken across seven (7) African countries including Ghana. The final report of the entire study was launched in December 2019. The Press Release to the launch can be accessed via the link.
Policy and Regulatory Support

Challenges
- Difficulty in convening a meeting of GCIC entrepreneurs due to poor response rates.
- Information received from entrepreneurs as part of efforts to streamline support to be provided and share their story was insufficient. Therefore a good assessment of their contribution to the achievement of NDCs and SDGs was lacking. This further impacted the ability to clearly put forward the needed policy and regulatory changes required to help the businesses.
- Stakeholder session on Water management, fertilizer application and GHG emission in the rice sector had to be rescheduled due to delay in the receipt of the final report on the study.

Outlook for 2020
- Organise a stakeholder workshop to share results of consultancy on water management, fertilizer application and GHG emission in the rice sector.
- Facilitate the study on climate resilient WASH (water, sanitation and health infrastructure).
- Organise a policy advocacy workshop on the potential of non-conventional water resources and its integration into Ghana’s water policy currently under revision.
Chapter 3: Donors and Partners

Climate Innovation Centre
Ghana
Donors and Partners

The GCIC continued to receive great support from its Donors and Partners. Shown below are the Donors and Partners of the Centre.

**Donors**

- Embassy of Denmark (DANIDA)
- Ministry of Foreign Affairs of the Netherlands
- infoDev

- The Danish Government
- The Dutch Government
- InfoDev

- Supported by the World Bank

**Partners**

- Citi Fm
- Ghana Atomic Energy Commission
- Tamale Technical University
- Council for Scientific and Industrial Research

- Insel Communication Limited
- Benchmark Marketing
- GroFin Ghana Limited

- Ashesi
- EY
- SNV Smart Development Works
Chapter 4: Support Programmes
The marketing team continued to leverage on its work from the previous year to highlight the work of the GCIC in spearheading the transition to a low carbon economy through private enterprise, especially given that the project office was in the fund raising mode. The following activities were undertaken in the review year:

**Roadshows**
The 2019 edition of the roadshows took place in Tamale, Sunyani, Kumasi, Ho - Koforidua (done together), and Takoradi – Cape coast (done together). The roadshows serve as a platform for innovators and entrepreneurs to showcase their green ideas and solutions. These roadshows are also an opportunity for GCIC to create awareness about the project in the fight against climate change.

**Africa Climate Week**
In March of 2019, the Government of Ghana hosted the Africa Climate Week under the theme “Climate Action in Africa: A Race We Can Win”. The event which was held in Accra was patronised by the GCIC. The team was privileged to have the Executive Director, Ms. Rukayatu Sanusi as a Panellist on the topic Accelerating Private Sector Investment.

The GCIC also facilitated three (3) panel discussions on the topics:

- “Only 12 years to bring global warming to 1.5°C – 1.5 report and why it matters for Africa.”
- Green Economy = Green jobs – beyond business as usual to climate resilient development – a solution space.”
- Building resilience through green business Incubation

…”the journey of entrepreneurship is unpredictable; the only factor that makes a difference is an entrepreneur’s commitment to give off their best.”

Lawrence Bampoe
CEO, Nsroma Farms

[Image of the attendees of the event]
Marketing

Climate Launch Pad
The Climate Launchpad is the largest green business ideas competition, aimed at unlocking the world’s clean technology potential to combat climate change. In partnership with the Climate Launchpad, GCIC organised a Green Business Idea competition. This was the first time ever that this global business competition had participation from Ghana. The competition brought together teams from the 16 regions of Ghana, with Sabone Sake emerging as the Ghana winner and participating in the Africa regional, as well as the global finals. Sabon Sake produces and distributes carbon-based soil amendments for restoration and regeneration of soil health was declared the winner.

Incubating Innovation
GCIC’s second annual thought leadership symposium, Incubating Innovation, convened in June 2019, under the theme ‘Climate Action, Enterprise Agility and Economic Prosperity’. The by-invitation only symposium convenes policy makers, Government officials, development partners, academic institutions, entrepreneurs and financial institutions in the entrepreneurial ecosystem to discuss and share insights on actions to foster a robust and responsive innovation based entrepreneurial ecosystem that can deliver an economically prosperous, climate-resilient and sustainable economy.
Marketing

Green Run
In the year under review, the team organised the first ever Green Run event. The event which covered 7 kilometres with each kilometre representing a Sustainable Development Goal had the following objectives;

- To generate a conversation on Climate Change and green living among the Ghanaian populace
- Increase GCIC’s reach and advocacy for greener Ghana
- Increase awareness for GCIC within Ghana amongst the general populace.

The event was opened to the donor community, private and public sector organisations as well as the general community. Over 500 people patronised the event.

Managing Communication and Social Media Sites
Given the importance of spreading the word about the effects of and the fight against climate change, as well as the work of our entrepreneurs in climate innovation that mitigates and or adapts to climate change, GCIC ensured the effective use of the following tools to communicate its work;

- Website
- YouTube
- Twitter
- LinkedIn
- Facebook
- Instagram

Challenges
- In growing the GCIC brand, the Marketing and Communications team has consistently adopted strategies that ensures the Centre is able to amplify the conversation on the global climate emergency beyond its primary stakeholders and beneficiaries who already have a primary interest in Climate Change. This is paramount as the general public will be the biggest consumers of products and services of our entrepreneurs. However, this still remains one of the biggest challenges for the marketing workstream as the GCIC requires the “buy-in” of all stakeholders and governmental support to help the public appreciate the threat and level of urgency required to fight climate change.
Outlook for 2020
As the first round of funding for GCIC comes to an end, the focus for marketing and communication will be two fold. Firstly to sustain the growth and strides achieved by the GCIC brand and secondly to showcase the work and successes of the brand to ensure we are able to attract additional funding for our work beyond June 2020. In line with the focus, the marketing objectives that will guide the 2020 marketing strategy and execution are:
1. Create and sustain awareness for all GCIC activities
2. Solidify GCIC’s position as a thought leader and the only business incubation supporting innovation for the fight against climate change in Ghana
3. Increase the level of awareness of climate change effect, the availability of green products/entrepreneurs and initiate behavioural change for adoption and use of green products
The Finance unit of the GCIC manages the Implementation of the approved budgetary allocation.

Below is the expense breakdown for 2019. It must be noted that these are unaudited figures.

- In the year under review, a total of USD 2.2 million was approved for project implementation via the workstreams
- At the end of the year, USD 1.7 million had been spent representing 77% of the approved budget
- Across the workstreams with the exception of Monitoring and Evaluation, actual expenditures were below the approved budget.
- The largest contributor to the actual vrs budgeted ratio was Access to Finance which spent 34% less than approved. The main reason contributing to this is the fact that disbursements were done in tranches and there were still some outstanding to be disbursed to the businesses.
Chapter 5: Monitoring and Reporting

Climate Innovation Centre
Ghana
The project monitoring team continued to track the project indicators and their progress against the set target. Details of the indicator performance are highlighted later in the report.

In the year under review, the team undertook the following activities

**Data Collection**
Data was collected on the project secretariat as well as businesses being supported by the GCIC. Depending on the indicator type, data collection occurred immediately after an occurrence of an event, quarterly or annually. The team used questionnaires via survey monkey tool, emails to collect data. To complement the above methods, telephone calls as well as face to face interviews also were used.

The collected data after verification were entered into the data collection tool introduced in 2018.

**Validation**
Data quality and accuracy is essential to improve the decision making process. Therefore as part of its mandate, the Monitoring team carried out series of validation visits across the country to ascertain the data provided by the businesses.

The team also used the validation visits;
- to gather other information which may not be captured by the indicator such as other activities the businesses were involved in which could have an impact on their performance.
- to provide recommendations on improving bookkeeping activities

“Decision making and Data are an inseparable pair”
Anonymous

A well kept record of one of the businesses
Monitoring and Reporting

Results Reporting
Once data is collected and validated, results are collated and reports shared with the World Bank, DANIDA and the GCIC project office. This was done on a quarterly basis.

The team also responded to ad-hoc information requests from the project office. The annual report for 2018 was also completed in the year under review with input from the Consortium Partners.

Supporting the GCIC Application Process
The team continued to play its role as a key support to the application process spearheaded by the Entrepreneurship and Venture Acceleration workstream for the selection of Cohort 5 businesses.

Support included;
- Sending out the link to the online application form to shortlisted applicants.
- Monitoring and reporting on the status of applications.
- Closing the application portal and extracting the applications for review at deadline

Challenges
- Low response to information request made to entrepreneurs after every quarter. This was observed mostly in businesses that had graduated from the GCIC

Outlook for 2020
- Continue to lead in the data collection, validation and reporting.
Monitoring and Reporting

The table below provides the results for the 2019 calendar year. Contributions to the observed performance was from data collated from Cohorts 2, 3, 4, and 5 businesses.

<table>
<thead>
<tr>
<th>Indicator</th>
<th>2018 Actual</th>
<th>2019 Actual</th>
<th>2019 Target</th>
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<tbody>
<tr>
<td>Impact Indicators</td>
<td></td>
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</tr>
<tr>
<td>Number of households with access to new/improved products/services</td>
<td>48,772</td>
<td>233,295</td>
<td>9,899</td>
<td>There was a significant increase in the performance of the indicator when compared to the year end 2018 performance. The observed performance was because additional 50 businesses were inducted into the GCIC</td>
</tr>
<tr>
<td>Number of low carbon/energy efficiency technologies supported (units installed)</td>
<td>13,160</td>
<td>1,012</td>
<td>5,062</td>
<td>The drop in number was due the reduction in the number of businesses delivering on energy efficient technologies. Energy efficient technologies are products that use less energy to perform energy dependent tasks and have minimum negative environmental impact e.g. solar.</td>
</tr>
<tr>
<td>Number of people with improved access to modern energy</td>
<td>30,926</td>
<td>2,379</td>
<td>30,582</td>
<td>The observed performance is due the reduction in the number of businesses delivering on energy efficient technologies</td>
</tr>
<tr>
<td>CO2 emissions avoided (metric tons)</td>
<td>998</td>
<td>2,206</td>
<td>1,052</td>
<td>Contribution to the performance was from the sale of solar panels, bio digesters, solar lanterns and cook stoves. Cook stoves contributed 94% of the total emission avoided for the year under review</td>
</tr>
<tr>
<td>Number of people with access to clean water</td>
<td>0</td>
<td>0</td>
<td>100</td>
<td>Although there is no direct result as far as this indicator is concerned, businesses being supported under the water thematic area have developed systems which allows for filtration of waste water for other uses (such as fish cultivation) other than household consumption</td>
</tr>
</tbody>
</table>
## Monitoring and Reporting

### Impact Indicators

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<tbody>
<tr>
<td>Number of households with new access to climate-smart energy, water, and natural resource solutions</td>
<td>48,772</td>
<td>233,295</td>
<td>9,912</td>
<td>This is dependent on the number of households with access to products as well as access to clean water. The observed increase was a result of a general increase in the quantity of products and services sold.</td>
</tr>
<tr>
<td>Additional clean energy supported (MW/H)</td>
<td>0</td>
<td>0.09</td>
<td>39</td>
<td>Contribution to this indicator has been minimal due to 1. the few businesses in the solar thematic area 2. Folding up of a one of our businesses which initially had plans to expand its capacity.</td>
</tr>
</tbody>
</table>
## Monitoring and Reporting

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</tr>
<tr>
<td>Number of businesses who registered their prototype with Intellectual Property (IP) office</td>
<td>0</td>
<td>0</td>
<td>1</td>
<td>Cibus Technologies, a cohort 2 business has applied for an IP for its biogas digester and catalyst. However the process has not been completed. Further, over 80% of the GCIC businesses do not require IPs.</td>
</tr>
<tr>
<td>Number of businesses who raised early stage finance</td>
<td>2</td>
<td>6</td>
<td>1</td>
<td>These include one (1) business from cohort 2, another from cohort 3 and four (4) from cohort 4.</td>
</tr>
<tr>
<td>Amount of early stage finance raised by businesses (USD)</td>
<td>105,000</td>
<td>93,175</td>
<td>77,500</td>
<td>The cohort 4 businesses together contributed 89% of funding raised. The reason for the performance compared to 2018 is that in 2018, one business won an award of USD 100,000.</td>
</tr>
<tr>
<td>Number of businesses who raised growth stage finance</td>
<td>2</td>
<td>2</td>
<td>2</td>
<td>These were the same businesses that raised funding in 2018.</td>
</tr>
<tr>
<td>Amount of growth stage finance raised by businesses (USD)</td>
<td>813,000</td>
<td>831,900</td>
<td>400,000</td>
<td>Funding were debt funding from various investors mostly outside of Ghana.</td>
</tr>
<tr>
<td>Indicator</td>
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<tr>
<td><strong>Outcome Indicators</strong></td>
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<td></td>
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<td></td>
</tr>
<tr>
<td>Number of new direct jobs created</td>
<td>74</td>
<td>55</td>
<td>21</td>
<td>Moringa Connect of Cohort 2 expansion in the Brong-Ahafo in 2018 resulted in the observed performance of 2018 over 2019.</td>
</tr>
<tr>
<td>Number of new direct jobs employing women</td>
<td>32</td>
<td>24</td>
<td>8</td>
<td>Same reason as above</td>
</tr>
<tr>
<td>Sales revenue for targeted firms (USD)</td>
<td>793,497</td>
<td>759,011</td>
<td>307,539</td>
<td>The was a 4% decrease in reported sales revenue compared to the previous year for the following reasons; 1. One of the major contributors to revenue had a fire accident at their processing factory which impacted production 2. A number of businesses once graduated from the GCIC fail to send data request</td>
</tr>
<tr>
<td>Number of units sold</td>
<td>97,544</td>
<td>466,590</td>
<td>19,798</td>
<td>There was a significant increase in the number of units sold due to the increase in the number of businesses supported in the year. The number was also significantly higher than the target due to the nature of products and services. Products sold include, pellets from sawdust, fruits and vegetables, solar installations, biogas digesters, grains / cereal, honey, bags from plastic waste, shoes from waste materials, bricks from plastic waste, seedlings, compost, PET flakes</td>
</tr>
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<td></td>
</tr>
<tr>
<td>Number of Public Private Dialogue (PPD) sessions</td>
<td>10</td>
<td>0</td>
<td>4</td>
<td>None was recorded for the period. The challenge has been the difficulty in getting all key stakeholders together.</td>
</tr>
<tr>
<td>Number of new laws/legislations/amendment codes/government policies/ministerial decrees drafted, or contributed to the drafting</td>
<td>0</td>
<td>0</td>
<td>1</td>
<td>Various research/studies were carried out which is expected to influence policy. Example is Water management, fertilizer application and GHG emission in the rice sector: achieving reduced emissions while increasing productivity</td>
</tr>
<tr>
<td>Number of new laws/legislations/amendment codes/government policies/ministerial decrees enacted or government policies adopted</td>
<td>0</td>
<td>0</td>
<td>0</td>
<td>Successful completion of the studies is expected to influence policy. It must be mentioned that, there was no target for 2019 in respect of this indicator. The time taken to enact policies and laws was taken into consideration in setting the target.</td>
</tr>
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</tr>
<tr>
<td>Number of partnerships with non-financial services providers</td>
<td>7</td>
<td>0</td>
<td>2</td>
<td>The focus of the centre was to strengthen the partnerships already made since the project is expected to end in June 2020</td>
</tr>
<tr>
<td>Number of partnerships with financial services providers</td>
<td>3</td>
<td>0</td>
<td>2</td>
<td>The focus of the centre was to strengthen the partnerships already made since the project is expected to end in June 2020</td>
</tr>
<tr>
<td>Number of applications received</td>
<td>185</td>
<td>82</td>
<td>144</td>
<td>82 completed applications out of 124 shortlisted applicants were received for the call for Cohort 5</td>
</tr>
<tr>
<td>Number of businesses served by CIC</td>
<td>32</td>
<td>68</td>
<td>20</td>
<td>In the year under review, businesses in cohorts 3, 4 and 5 numbering were supported. However to prevent double counting, businesses in cohort 3 were not included in the result. Cohort 4 – 20 in number Cohort 5 – 30 in number Non GCIC businesses - 18</td>
</tr>
<tr>
<td>Number of businesses served which are owned by women</td>
<td>9</td>
<td>22</td>
<td>6</td>
<td>In the year under review GCIC supported 22 businesses. Breakdown is as follows Cohort 4 – 3 in number Cohort 5 – 15 in number Non GCIC businesses – 4 in number</td>
</tr>
<tr>
<td>Number of workshops, training events, seminars, conferences, etc</td>
<td>31</td>
<td>33</td>
<td>16</td>
<td>This was made up of Training sessions, Wellbeing retreats, Women entrepreneurship programs, Mock pitch, Environmental and Social Safeguard.</td>
</tr>
<tr>
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</tr>
<tr>
<td>Number of participants in workshops, training events, seminars, conferences, etc.</td>
<td>369</td>
<td>704</td>
<td>572</td>
<td>At the end of the year, the number of participants increased by 90%. This was due to the increase in the number of businesses that were being supported in the review year.</td>
</tr>
<tr>
<td>Number of participants who are women</td>
<td>95</td>
<td>221</td>
<td>172</td>
<td>The 133% observed increase from the previous year was largely due to the increase in the number of women being supported with specific reference to Cohort 5 businesses where 50% were women.</td>
</tr>
<tr>
<td>Number of participants providing feedback on satisfaction</td>
<td>150</td>
<td>300</td>
<td>458</td>
<td>The response rate for the year was 43% compared to 41% in 2018. Though slightly higher than previous year it was still below the target for the year. The reason was, participants immediately attended to their businesses after a session with minimum priority being given to the completion of the online evaluation form.</td>
</tr>
<tr>
<td>Number of participants reporting satisfied or very satisfied with workshops, training events, seminars, conferences, etc.</td>
<td>147</td>
<td>293</td>
<td>320</td>
<td>About 98% of respondents indicated satisfaction with service received.</td>
</tr>
<tr>
<td>Number of businesses reporting that they have applied information from CIC services to their operations</td>
<td>22</td>
<td>24</td>
<td>14</td>
<td>This number is made up of all 10 businesses in cohort 3 and 14 out of 20 businesses in cohort 4. Five (5) businesses in cohort 4 did not provide feedback on this indicator and one (1) is yet to apply the information.</td>
</tr>
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</tr>
<tr>
<td>Number of businesses/entrepreneurs having access to technical facilities</td>
<td>1</td>
<td>19</td>
<td>8</td>
<td>The reason for the observed performance is because more businesses had the need for technical services. These were all facilitated due to the low numbers in previous years.</td>
</tr>
<tr>
<td>Number of businesses/entrepreneurs providing feedback on the quality and</td>
<td>1</td>
<td>19</td>
<td>7</td>
<td>All the businesses served provided feedback on the quality and relevance of the services received.</td>
</tr>
<tr>
<td>relevance of technical facilities</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Number of businesses/entrepreneurs reporting satisfied or very satisfied</td>
<td>1</td>
<td>16</td>
<td>6</td>
<td>All the businesses served provided feedback on the quality and relevance of the services received. 84% of the beneficiaries were satisfied with the services they received. The other 16% were mostly not satisfied to delays in the response rate of the service provider</td>
</tr>
<tr>
<td>on the quality and relevance of technical facilities</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Number of businesses applying for grants</td>
<td>22</td>
<td>49</td>
<td>20</td>
<td>In all 49 businesses applied for grant funding. This is made up of all the 20 businesses in cohort 4 and 29 businesses out of the 30 businesses in cohort 5. One (1) business did not apply for grants</td>
</tr>
<tr>
<td>Number of businesses receiving grants</td>
<td>14</td>
<td>27</td>
<td>12</td>
<td>At the end of the year nine (9) cohort 3 businesses, 14 cohort 4 businesses and four (4) cohort 5 businesses received funding.</td>
</tr>
<tr>
<td>Amount of grants received by businesses (USD)</td>
<td>720,849</td>
<td>883,766</td>
<td>334,000</td>
<td>Of the total amount 55% have been secured outside of the GCIC</td>
</tr>
<tr>
<td>Number of media appearances</td>
<td>62</td>
<td>53</td>
<td>60</td>
<td>83% of media appearances were online, 7% from TV, 6% from Print, and 4% from Radio</td>
</tr>
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<tr>
<td><strong>Output Indicators</strong></td>
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<td></td>
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</tr>
<tr>
<td>Number of knowledge sharing events</td>
<td>4</td>
<td>13</td>
<td>6</td>
<td>This includes, 5 roadshows with the rest being thought leadership dialogues and workshop</td>
</tr>
<tr>
<td>Number of knowledge products developed</td>
<td>1</td>
<td>36</td>
<td>17</td>
<td>These include, videos, reports and online stories.</td>
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Conclusion and Way Forward

Great progress has been made by the GCIC in the year under review. However, given that the project under the current donors is expected to end in the coming year, additional work will go into telling the GCIC success stories and raising additional funds to sustain the good work being done. We will also continue to engage our stakeholders in the coming year. More importantly, we will focus on project completion activities and engage other donors to ensure continuity of the project.

Entrepreneurship and Venture Acceleration
The workstream will continue to support Cohort 5 businesses to enrich their experience and build their capacities to success in the business world. In addition, the workstream will focus efforts into the sustainability plan of the project. One way the team will be supporting with this is to organise a bootcamp aimed at identifying new businesses.

Access to Finance
The team will strengthen the grant management process by encouraging businesses to provide time and accurate information before and after disbursement of funds. The workstream will continue to build the financial management capacity of the businesses especially given that the final cohort will be graduating in the coming year.

Technology and Product Development
The Technology and Product Development workstream will be tasked with assessing and advising Cohort 5 entrepreneurs on the most pertinent technical facilities and climate smart operational mechanisms that can act as a catalyst to each enterprise short term growth.

The TPD grant management process will also be strengthened to improve on the response rate by entrepreneurs. Facilitate the completion of an IP audit report and training workshop.

Market Growth and Access
Efforts will be consolidated to provide the needed information and support for businesses to tap into both the local and international markets. A key institution which will be engaged to support with this is the Ghana Export Promotion Authority.

Policy and Regulatory Support
Policy advocacy underpins all the workstream activities of the GCIC and perhaps is one of the most important enabling environment variables for the project. The workstream will continue to

i. raise awareness of GCIC, its programs and its entrepreneurs within and among the government and public sector; and

ii. engage with/promote advocacy with select committees of Parliament to knowledge brokerage - inform them on the green economy, the challenges Ghana faces within its transition to a green economy, and the interventions that Parliament could and should take in securing the benefits of a green economy in Ghana.

The workstream will continue to engage various stakeholders on studies carried out in the year. It is expected that these studies and sessions will lead to the adoption of some recommendations by the Ministry of Food and Agriculture as well as the Ministry of Environment, Science, Technology and Innovation.

Support Programmes Marketing
Throughout 2020, it will be important for GCIC’s overarching marketing and communications campaigns and activities to be intentional online and offline, geared towards demonstrating

i. project achievements to date

ii. the climate innovation and thought leadership of GCIC entrepreneurs,
Conclusion and Way Forward

GCIC’s value proposition whilst subtly appealing for partnerships and funding opportunities

Finance
The Finance team will continue to ensure good stewardship of donor funds in accordance to World Bank standards and protocols, whilst providing the needed back-end support to the GCIC Secretariat, consortium members and the entrepreneurs.