

Grassroots Business Initiative

*Building Sustainable Enterprises That Bring Market Access
to the Poor, Disadvantaged and Hard-To-Reach*

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What GBI Does

- Find, strengthen, scale up, and replicate innovative business models that empower the poor, young, disadvantaged
- Bring access to business skills, finance and low-cost services to intermediaries providing sustainable economic support to the poor
- Knowledge:
 - Help improve practices
 - Developing replicable /scalable models
 - Developing partnerships



Why Youths?

GBI works at the BOP

- most disadvantaged often women & youth
- poverty demographics imply many youths, few jobs

Enterprising youths generally are excluded from economic system, lacking:

- Access to finance
- Business skills
- Access to information, resources, networks



What can GBI do for youths through intermediaries?

GBI's wholesale approach: partners and intermediaries:

→ Able to reach a broader population:

1. Livelihoods – Trickle Up
2. Young girls through MFI – Youth Development Fund
3. Policy makers

→ Assist in standardizing key services:

1. Access to finance - Revolving loan funds
2. Capacity Building - Provide youth with business skills
3. Provide and improve mentoring services

→ Promote innovative models, e.g. Angel Clubs

E. Asia: *Indonesia Business Links* - YES!

Total Youth Initiative

2004 - 2007

Active borrowers	10,403
Youth trained	19,958
Youth mentored	955
Jobs created	37,651

LAC

Trickle
Up

Africa

KYBT (YBI)

Trickle Up

KWFT

Uzima

FATE

Mali Angel
Club

S. Asia

BYST
(YBI)

E. Asia

IBL-YES!

SEC

E. Asia: *Indonesia Business Links – YES!*

IBL-YES! focuses on:

- Awareness creation: workshops, seminars, etc.
- Business Plan Competition
- Technical assistance to winners
- Access to finance: Through links with local business groups to assist graduating entrepreneurs filling the gap until they have access to mainstream finance



YES Program - Achievements (2003 - 2007)

Entrepreneurship Awareness Workshops

of Workshop Attendees (Total) **1,065**

Enterprise Development Support

of Supported Businesses **20**

US\$ Provided in Grant Capital to YE **\$21,500**

Aggregate # of Employees **80**

Aggregate US\$ Revenue/Month **\$72,670**

Thank You!



GBI: Strengthening Enterprises that Create Opportunities for the Poor

www.ifc.org/gbi