



# GLOBAL CONVENING 2025 SUMMARY

## YOUTH RISING INNOVATIONS IN AGRI-ENTERPRISE SUPPORT

Beyond capacity building - towards **lasting impact**

7th & 8th October, 2025  
Dar Es Salaam, Tanzania



Over **80 people** from Africa, Europe and the United States came together to learn, debate and agree on actions to improve support to agri-enterprises, with a specific focus on enterprises that deliver meaningful opportunities for young people. The first day was led by our hosts the AMEA Tanzania Local Network, which was followed by the AMEA Global Convening Day.

### KEY THEMES & INSIGHTS

#### Youth Empowerment in Agriculture

The convening established consensus around critical enablers for youth success: land access, finance, technology, and market access. Business Development Services (BDS) must be practical, hands-on, and supported by mentoring. A three-category youth model was proposed—Early Youth (12–18), Transitional Youth (18–25), and Established Youth (25–35)—with tailored interventions for each stage. The strongest emerging theme was the need for collaboration to deliver joined-up services aligned to common objectives.

#### From Projects to Systems

Participants emphasized moving beyond fragmented project approaches toward systemic BDS market development. Four key elements were identified: progressive BDS delivery pathways, intelligence and data systems, financing and incentive models, and local ecosystem ownership. Critical gaps include insufficient investment in start-up stages, lack of affordable finance, and the need for policies supporting improved BDS and finance markets.

#### Development Financing: Crisis or Opportunity

The convening addressed the significant restructuring of international development financing, viewing the decline in traditional ODA as an opportunity rather than crisis. Blended finance mechanisms emerged as a promising approach, particularly when linked to climate-smart agriculture and nature-based solutions. However, the sector needs models that connect agri-SME professionalization with investor-ready environmental performance data.

### 13 SPECIFIC ACTIONS EMERGING FROM THE CONVENING

- 1 **Revise the Theory of Change** based on learning and current trends; disseminate to attract donors, agri-financiers, and agribusinesses
- 2 **Transform the Toolbox Working Group into the BDS Markets System Working Group** to reflect the strategic shift toward promoting BDS best practices beyond just the AMEA Toolbox
- 3 **Invest more in promoting segmentation at scale** by leveraging the drive for standardization and cost-effectiveness; develop improved pitches to donors and governments
- 4 **Strengthen the voice of BDS providers** in AMEA and BDS market system change processes; leverage this as a member recruitment opportunity
- 5 **Integrate the BDS market systems change agenda** into member organizations, including influencing project designs to "walk the talk"
- 6 **Explore influencing Public-Private Partnership design**, such as AGCOT, to invest in BDS market development and break down project silos
- 7 **Continue developing the Learning Agenda** under the new BDS Markets WG, reflecting priority areas: Environment, Youth, and Segmentation/Data, with focus on ISO 18716 adoption and cost-effective scalable approaches
- 8 **Establish Environment and Youth as separate, full Working Groups** to drive deeper learning at global and local levels
- 9 **Support co-creation of a Climate Finance/Technical Assistance Facility** through the Environment Working Group, confirming network interest within two months
- 10 **Review and disseminate the Youth Empowerment Position Paper**, including outreach to Francophone networks, and coordinate joined-up work between Global WG and Local Networks
- 11 **Revive the Access to Finance Workstream** focused on pipeline generation, exploring how to attract financiers alongside development organizations
- 12 **Leverage strategic opportunities in Tanzania** including AgriGRADE's support to the Cooperative Masterplan, linking to BDS Guidelines and ISO 18716 adoption
- 13 **Incorporate Tanzania best practices** into the Youth Position Paper and test high-potential practices through Learning into Action case studies on cooperative youth models, incubators, and youth as service providers

### AMEA Convening 2026

AMEA's 2026 Convening will potentially extend to three days for deeper engagement, with Uganda or Ghana as candidate host countries. The focus will continue on promoting standardization (ISO 18716), strengthening local networks, and building partnerships that combine enterprise support with ecosystem strengthening—all aimed toward the ultimate goal of creating living wages for farmers and inspiring the next generation to invest in sustainable farming.