

TFN Impact Report

Name of your Organisation:	Foundervine
Name of the project TFN funded:	Startup 54: Africa
Date Funded by TFN:	21/03/2019
Were you able to undertake your project as planned?	No
If no, please outline how the project has changed.	Foundervine put forward a proposal to deliver the Startup 54 program - a 3-day program designed to teach entrepreneurial skills in an immersive classroom environment in West Africa. Our initial plan was to deliver the program in Ghana in Q4 2019 and in Nigeria in Q1/Q2 2020. As Managing Director, I had committed to relocating to Ghana to forward our work on the continent and have now been in country for over a year. What was clear when we started planning for the programs was that we would need to tailor our content considerably to meet the needs of learners here. Moreover, partnerships with trusted local partners would be essential. We therefore decided to postpone the date for the first program and instead spend three months studying barriers to enterprise education, digital skills and conducting a scoping exercise on current providers in the ecosystem. As part of this work, we decided to embark on an ambitious program of support for young people in partnership with NESTA Challenges, MEST Africa, DreamOval and DEXT to scope the need for enterprise education and how we could design a tailored program of support to meet this need. Foundervine leveraged TFN funding to run a number of smaller programs - our Entrepreneur in a Day (EIAD) program - in schools designed to help students learn skills and gain an insight into entrepreneurship. The EIAD program was delivered in four schools including Africa Science Academy and Community 8 Junior High School.
Can you describe and/or demonstrate the specific impact that TFN funding has had against your initial objectives?	Since funding from TFN, Foundervine has grown considerably in size and impact of our work. Our projects that have helped give young people digital skills, help diverse founders take their first steps into entrepreneurship and immerse children in exciting entrepreneurial environments. We've worked with small community organisations, global mission-driven companies and exciting challenger brands. We've built communities and designed initiatives that reach thousands. The Funding from TFN specifically contributed towards additional program management and business development capacity for

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	delivery of our Africa programs. This increased business development capacity allowed us to grow partnerships and strategic relationships that are on course to developing into long term income streams, however these have been impacted considerably by COVID-19. The Impact of our schools program in Africa has been to support 63 young people directly to date and an additional 1,200 through speaking engagements and related activity. Following delivery of a Startup 54 cohort in March, 2019, that April, Foundervine were invited by the No. 10 Policy Unit, Prime Minister's Office to discuss how government can support inclusive entrepreneurship growth. In June 2019, we subsequently then hosted a 20-person roundtable with the Prime Minister's Office at No. 10 Downing Street, inviting a selection of BME students, entrepreneurs and business professionals for a frank discussion on how we build the pipeline of diversity into entrepreneurship.
What portion of the project did TFN fund?	25%
How many direct beneficiaries did the TFN funded project reach?	63
How many indirect beneficiaries did the TFN funded project reach?	1200
Were you able to leverage further funding as a result of TFN support?	Yes
If yes, how much were you able to raise?	£9,000 from Oakam, financial services firm based in Manchester for delivery of Nigeria program
Did you receive any pro-bono support, volunteer offers or introductions as a result of the event?	Yes
If yes, please can you provide details of the support you received?	Yes - we were able to connect with John Spiers and Stephanie Brobbey following the event. John was able to offer meeting space, introductions and pro-bono advice.
Has the training you received from TFN better prepared you in pitching your organisation to potential funders?	Yes

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Has TFN increased your capacity to raise further funds?	Yes
How important was TFN funding in helping you achieve your objectives?	We would have found it difficult to achieve our objectives without TFN funding
Since presenting at TFN, has your organisation undergone any other significant changes?	Namely growing our team (we were at 7 people at the time of application, we are now at 11). We have significantly increased revenue, diversified income streams and recruited an advisory board. We are now raising social investment.
Do you have any other comments or feedback on the experience of the TFN process?	Thank you for the opportunity!
Can you tell us any personal stories to highlight the value of the project?	At the Community 8 school in Tema, we taught a number of young people who had great ideas for new organisations that could transform their communities. Two young girls, Gifty and Akua identified the proliferation of 'dirty fuel' sources being a major cause of air pollution in their communities and whether a partnership with major fuel providers, such as China, could drive change. Gifty wanted to be an actress and Akua wanted to be a medical doctor. We have some great footage of them working together that we would be happy to share on request.