



**USAID**  
FROM THE AMERICAN PEOPLE

**fhi360**  
THE SCIENCE OF IMPROVING LIVES

# Local Partner Development Business Incubator

*Everything you need to know...*



Photo: Business growth from start up



## What will this Incubator do?

The Local Partner Development (LPD) Business Incubator will help to build the organizational capabilities of twenty (20) social enterprises (SEs) so that they can better adapt to new technologies, markets, and challenges. This will enhance the ability of the selected SEs to more sustainably deliver high quality and relevant services within Jamaica.

LPD's approach includes:

- Identifying the SEs' specific needs and implementing customized business performance development plans
- Improving the overall management of the selected SEs, contributing to the growth and success of emerging SEs

## How will we make sure that the Incubator is tailored to your needs?

LPD's Business Incubator was developed based on several interactive engagement sessions with SEs, non-governmental organizations (NGOs), community-based organizations and businesses. By listening to the SE sector's needs, concerns and potential opportunities, LPD has developed a tailored Business Incubator driven by one purpose: to build the organizational capacity of SEs to be sustainable and financially viable.

## Do we only work with established social enterprises?

We will work with a range of organizations in the social enterprise space. If your organization is a community-based organization, NGO, SE, or a small, micro or medium business, LPD's Incubator has specific interventions to suit your needs, once you meet LPD's minimum requirements and are accepted into the Incubator.

## Why should you still apply for the LPD Business Incubator, even if your organization has already participated in an Incubator?

The LPD Business Incubator will operate at various levels, targeting both enterprises that have previously been incubated and those that have not. Selected organizations will include those in the "pre start-up" phase, the "slow start-up" phase or the "advance start-up" phase, with different Incubator tracks tailored accordingly. Our emphasis on customization and personalization means that the Business Incubator will assess the needs of your organization and match your needs to the most appropriate intervention package.

# PACKAGES

## Pre Start-Up

- **Introductory training on business principles and approaches**
- **Financial literacy and entrepreneurship coaching**

## Slow Start-Up

- **Pre start-up support**
- **Product and market development**
- **Business and operations management**

## Advance Start-Up

- **Build business networks for capital and market access**
- **Focus on economies of scale and scaling up**
- **Market expansion**
- **Tapping into local and global supply chains**

## What are the key features of the LPD Business Incubator?

These will include:

- Corporate Mentorship and Business Coaching
- Strategic Partnerships and Networking
- Market Penetration Program
- Business Enabling
- Capacity Building Grants up to US\$30,000 per SE

Through our Corporate Mentorship component, your organization could benefit from having brand leaders as mentors, receive support from business development organizations and financial coaching from financial institutions.

## How can you apply?

The application process will take a two-step approach:

- The first phase is an Expression of Interest, which is required to be considered for the Business Incubator.
- The second phase consists of a Full Grant Application. To be eligible for grant funding, an organization must be enrolled in the LPD Business Incubator.

The Business Incubator will have two different intake periods.

- Phase 1: January 2018-December 2020 (10 SEs)
- Phase 2: January 2019-December 2021 (10 SEs)

## About Local Partner Development

FHI 360 is implementing LPD over five years (2017-2022), with full funding from USAID. Over the five years, LPD will work with a select group of USAID's local partners to improve organizational performance and financial sustainability, while simultaneously working to improve the enabling environment in which civil society organizations and social enterprises operate.



THE SCIENCE OF IMPROVING LIVES

### CONTACT

**Natalie Wheatle**  
**Business Management Specialist**  
**Local Partner Development**  
**Courtleigh Corporate Centre**  
**2nd Floor South, 6-8 St. Lucia Ave.**  
**Kingston 5, Jamaica**  
**O: 876.616.7084 or 876.616.7088**  
**[nwheatle@fhi360.org](mailto:nwheatle@fhi360.org)**