



ZANZIBAR
STARTUP
ASSOCIATION

1

Aatif Aquaponics Limited

Unlocking Global Funding

**GRANT READINESS TRAINING FOR IMPACT STARTUPS IN
ZANZIBAR**

**PRESENTED BY: RASHID ALI RASHID – MD, AATIF AQUAPONICS
LIMITED**

Training Objectives

2

Atif Aquaponics Limited

- ▶ Understand what international grantors are looking for
- ▶ Build strong impact narratives
- ▶ Learn key components of a winning grant application
- ▶ Prepare documents and structures for success

The Global Grant Landscape

3

Atif Aquaponics Limited

- ▶ Major funders: UNCDF, Developppp Venture, Funguo Innovation, UNDP, EU, AfDB,, etc.
- ▶ Types of grants: startup, scale-up, climate, innovation
- ▶ Trends: SDGs, gender inclusion, digital innovation

What Makes a Startup 'Impact-Driven'?

- ▶ Social, environmental, or economic mission at the core
- ▶ Solving real problems for underserved communities
- ▶ Example: hydroponics and aquaponics reducing food import dependency.
- ▶ Composting cleanse food waste and generate new income source from waste collection.

Know Your Story – Problem & Solution & Vision.1

- ▶ Clearly define the problem and who it affects
- ▶ Explain your innovative solution. (Doblin's 10 innovation framework)
- ▶ Use evidence and local context
- ▶ Be clear in articulating your vision.

Proving Your Impact

6

- ▶ Use impact metrics and indicators
- ▶ Balance qualitative and quantitative results
- ▶ Use tools like Theory of Change and Logic Model

Components of a Winning Grant Proposal

7

Atif Aquaponics Limited

- ▶ Executive Summary, Problem Statement
- ▶ Objectives & Outcomes, Project Plan
- ▶ Budget & Justification, Sustainability Strategy
- ▶ Monitoring & Evaluation, Organizational Capacity.

Grant Writing Tips

8

Atif Aquaponics Limited

- ▶ Be concise, specific, and avoid jargon
- ▶ Align with funder priorities and eligibility criterias
- ▶ Use data and testimonials
- ▶ Always answer: 'So what?' and 'Why you?'

Essential Documents Checklist

- ▶ Business registration & legal docs
- ▶ Business plan or pitch deck
- ▶ Impact evidence (photos, reports)
- ▶ Financials, MoUs, letters of support

Building Internal Capacity

10

Atif Aquaponics Limited

- ▶ Assign a grants lead
- ▶ Create a grant calendar
- ▶ Subscribe to funding alerts (VC4A.com, fundsforngos, Grant&Co)
- ▶ Build partnerships with NGOs.

Pitch Practice – Communicating Impact

11

Aatif Aquaponics Limited

- ▶ 1-minute pitch: problem, solution, team
- ▶ Highlight results and what you need
- ▶ Tailor pitch for funders vs partners

Opportunities for Zanzibar Startups

12

Atif Aquaponics Limited

- ▶ High-potential sectors: agriculture, energy, tourism tech, fintech etc.
- ▶ Waste management, youth/women-led businesses
- ▶ List of current open grant calls
- ▶ Developppp Venture.
- ▶ Funguo Innovation
- ▶ Costech/Imbeju.

Collaboration & Ecosystem Building

13

Atif Aquaponics Limited

- ▶ Importance of partnerships
- ▶ Leverage Zanzibar Innovation Hub, ZSA, ZIPA, COSTECH
- ▶ Start with pilot projects to build credibility

Case Studies: Funded Startups

14

Aatif Aquaponics Limited

- ▶ Zanzibar startups that secured funding:
 - ▶ Aatif Aquaponics Limited
 - ▶ Green Composting
 - ▶ Bantu Technologies.
- ▶ What did they do right?
- ▶ Practical lessons to apply

Tools & Resources

15

- ▶ Websites: GrantStation, VC4A, StartSomeGood
- ▶ Toolkits: Theory of Change, Canva templates
- ▶ Mentorship, incubator & accelerator programs

Next Steps & Q&A

16

- ▶ Identify 3 grants to apply for
 - ▶ Revise your proposal & get feedback
 - ▶ Join a peer review group
 - ▶ Questions & Answers
-
- ▶ Thank You.
 - ▶ Rashid Ali Rashid
 - ▶ info@aatifaquaponics.com
 - ▶ +255773766888.