

ADAP Newsletter - October 2018

We are out and about during the next few weeks and look forward to connecting with more entrepreneurs and investors. We'll host a breakfast series at Opportunity Collaboration and a Deal Room at the SOCAP Conference later this month. See below for details. We hope to see many of you at one of these events!

- Andy Lower and Dan Luscher

ADAP update



Opportunity Collaboration Breakfast Series: Getting Deals Done

At Opportunity Collaboration Global in Cancun, Mexico during October 14-19, we will be hosting a 4-part ADAP Getting Deals Done series over breakfast, with additional drop-in office hours later each morning. Among other topics, we'll look at different deal structures that drive both financial returns and impact. More information is [here](#). If you are attending OC Global, please come and join us.



The Real Deal: ADAP Deal Room @ SOCAP18

As mentioned in our previous newsletter, we are back with another action-oriented Deal Room at SOCAP on October 23-26, with the public deal room session on October 23 at 1:00pm at San Francisco's Fort Mason Center. Preparations are in full swing, and we'll announce the companies participating in the Deal Room later this week on the ADAP [blog](#).

Pipeline and deals



We are thrilled to announce that ADAP has invested in [FarmDrive](#), which works to improve access to credit for smallholder farmers in Kenya. To kick-start ADAP Advisory's support, Dan spent two days in Nairobi last month with co-founders **Rita Kimani** and **Peris Bosire**.

We continue to have a strong pipeline and will finalize more deals after SOCAP as more investment capital becomes available.

Where we've been



After working with new ADAP portfolio company FarmDrive in Nairobi (see above), Dan spent two days in Chipata, Zambia with **Good Nature Agro** co-founders **Carl Jensen** and **Sunday Silungwe** and their amazing team, discussing company strategy, working capital management, and a wide range of other topics.



Dan had the opportunity to visit a farming camp outside of Chipata with members of the Good Nature Agro team to meet with farmers and see first-hand the impact of GNA's comprehensive approach to farmer support.



On September 6, Andy presented at **Ag Assembly: Building A Collaborative Ag and Food Economy**, hosted by the Arrowhead Center at New Mexico State University. Andy shared some lessons learned from ADAP's ag-focused portfolio companies, most notably **Vega Coffee**, **Eco Fuels Kenya**, and **Good Nature Agro**.



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