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Farmers’ and academia’s views”

## Food entrepreneurship: what matters for success: the case of young entrepreneurs in Ghana

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### Abstract

Youth unemployment has become a worrying issue and a canker in Sub-Saharan Africa and has often attracted the attention of policymakers and governments in the sub-region. For most young people, entrepreneurship, particularly Agri-entrepreneurship, provides a way out of unemployment and poverty. Based on this, the focus of the study was on young people in Ghana who work in agri-food processing micro and small businesses. The study aims to identify factors that influence the success (sales growth and employee growth) of agri-food processing. A cross-sectional survey was conducted among 244 young agri-food processing business owners selected using multi-stage sampling in Ghana’s Northern, Ashanti and Greater Accra regions from May to June 2021. Descriptive analysis and multiple linear regression were used to determine success factors influencing Ghana’s agri-food processing businesses. The descriptive analyses show that female entrepreneurs (82%) dominate the food-based micro and small businesses. Further, the business type is mainly sole proprietorship (81%), with insignificant numbers being partnerships (6%) and limited liability companies (4%). The regression results show that access to entrepreneurship training positively affects business success in sales growth and employee growth ( $p < 0.1$ ). Similarly, entrepreneurship experience in a similar business positively affects business success in terms of sales growth ( $p < 0.1$ ), whereas business registration and accessing credit from financial institutions negatively affect business success ( $p < 0.1$ ). Based on our findings, emphasis should be placed on entrepreneurship training, provision of industrial attachment for young people who wants to venture into a particular area of food processing and lastly, an essential consequence of the findings is the need for improved support for access to financial capital at a moderate rate for business growth.

**Keywords:** Entrepreneur, entrepreneurship, food enterprises, human capital, youth