



ANNUAL PROGRAM STATEMENT (APS)

Tajikistan Market Driven Rural Development Activity

Name of the Project	Tajikistan Market Driven Rural Development (MDRD) Activity
Annual Program Statement (APS) No.	MDRD APS 2023-01
Date of Issue	April 3, 2023
Closing Date and Time for Receipt of Applications <i>(Late applications will not be considered.)</i>	October 6, 2023
Questions on this solicitation should be submitted to the e-mail address provided no later than the date indicated.	MDRDGrants@acdivoca-tj.org

I. PROGRAM DESCRIPTION AND OBJECTIVES

The United States Agency for International Development (USAID) recently awarded ACDI/VOCA the five-year Market Driven Rural Development (MDRD) Activity. MDRD will accelerate Tajikistan’s agriculture sector growth through a facilitative, inclusive market systems approach that enables inclusive access to economic opportunities in rural communities, with a focus on the vegetable, fruits, and dairy sectors in Tajikistan. The Activity will prioritize i) women- and youth-owned, managed, and operated businesses and those businesses that catalyze opportunities for women and youth and ii) climate-smart practices, technology, and investment.

MDRD has three primary objectives.

- Objective 1:** Increased investment in the agriculture sector
- Objective 2:** Improved value chain productivity
- Objective 3:** Greater access to profitable markets

At the end of the program, Tajikistan’s agriculture sector will become more competitive and resilient, where fragmented farmers, in close and mutually beneficial cooperation with private agribusinesses, will increase the profitability of their farms and have access to services that facilitate formal linkages with regional and international markets. These activities will result in increased investment in the agriculture system, at least \$15 million in private sector investment and 500 small-medium enterprises strengthened, which will lead to an estimated 1,200 MT of carbon sequestered through climate-smart practices.

**MDRD has a national focus to take advantage of the ideas and innovations that spur the greatest impact.*

II. OBJECTIVES OF THE ANNUAL PROGRAM STATEMENT

MDRD will issue grants, technical assistance, and subawards to private sector companies, non-government organizations, government organizations, and other types of stakeholders to address gaps in the Tajikistan market system with opportunities to engage system actors in efforts that support experimentation and learning. The grants Fund will allow MDRD to pilot, adapt, and scale innovative approaches under the Project’s Collaboration, Learning, and Adaptation (CLA) framework, adjusted to the evolving needs of market actors. The market-driven, performance-based fund will incentivize long-term relationships between market actors, providing opportunities for partners across Tajikistan to co-create, launch pilots, then scale interventions.

Partnership agreements will align impact incentives through a competitive pay-for-results and/or milestone-based model.

The objective of this APS is to solicit applications from eligible private sector companies, business service providers, financial service providers, associations, research and educational institutions, and other market actors, that present creative and innovative technical approaches and methodologies, for supporting MDRD's objectives and results. Through MDRD support, selected partners will be engaged in a participatory design process to ensure that the intervention aligns with the overall objectives and that there are shared values among the partners.

III. PRIORITY AREAS

MDRD will support activities that align with at least one of the Activity's objectives. Some examples of activities that could be eligible include:

Increasing production, and facilitating access to markets and financial products and services

- Strengthening end market access with new/expanded domestic, regional, and/or international markets, and upgrade certifications and practices for businesses to enter these markets.
- Develop innovative, service-led input models that lead to trust and transparency between market actors, such as demo plots, irrigation, digital technologies and other strategies to both increase sales and utilization of improved inputs (certified seeds, chemicals, fertilizers). In livestock, increased access to and affordability of alternative feed (i.e. maize) to increase volume of milk for value-added processing into dairy products.
- Develop a skilled agricultural workforce in the vegetables, fruits, and dairy market system to enable farmers and entrepreneurs to upgrade into higher-value activities, including formalization of business practices (contracts), and improving business skills (i.e. financial and business management), post-harvest handling, aggregation, sustainability certification standards, and value addition.
- Strengthening opportunities for more inclusive, transparent, and efficient market information and linkages, especially for green products and services.
- Develop innovative loans, savings, and insurance products, business models, and practices/terms to increase farmers and small businesses access to upgrade practices and market linkages, such as forward-financing, and climate-financing products.

Enabling more effective support services

- Increase more affordable/reliable and inclusive transport services to enable farmers and enterprises to better access lucrative domestic and export markets, including opportunities for more integrated services. Transport service includes air, ship, land and train and all related services.
- Development and expansion of inclusive and climate-friendly business support services, providing customized services to farmers and small businesses through embedded input and buyer service provision, development of agronomist extension networks, and other innovative models for service provision.
- Strengthen the production and commercialization of more appropriate and low-emissions packaging and logistics services for vegetables and fruits and dairy from field to farm gate to buyers/processors.
- Increase access to and affordability of improved storage to reduce post-harvest losses, including hermetically sealed bags, cold-chain facilities, and other technologies.
- Develop and increase digitization of agriculture services, including but not limited to agriculture apps, extensions and weather-related services.

- Increase adoption and affordability of agriculture mechanization services, with a focus on labor saving technologies and services.

Promoting climate smart practices

- Improve climate-smart technologies and land management practices that conserve/protect the natural environment while increasing productivity and incomes.
- Develop and increase adoption of renewable energy in fruit, vegetable, and dairy sectors.
- Improve water management, including dissemination of information on water use, and development of irrigation, solar, and other technologies.

Improving participation of women and youth in agriculture

- Address labor availability through upgrading practices and developing private sector led models that improve on-site childcare services for women and incentivize youth engagement in higher value activities.
- Increase participation of women and youth in innovative home-based business models such as local-based processing industries in certain value chain (tomato, dairy, etc.) or value addition (drying, etc.).

As an underlying principle, in developing the approach and application for the grant activity, applicants should review the extent to which the proposed grant activity and approach will address the stated problems/issues, further MDRD's objectives described above, and produce verifiable results. Applicants should outline how their proposals plan to integrate other service providers, stakeholders, and firms in the activity i.e., how the collaborative networks or partnerships will be created and how they will ensure inclusiveness of female, youth, and marginalized groups. Applicants should also demonstrate their capacity to manage the grant and must show proof of their ability to leverage a contribution.

IV. SIZE OF GRANTS

Subject to the availability of funds, MDRD intends to award grants to fund eligible applications that advance MDRD's objectives and generate results in support of those objectives. Awards resulting from this APS are expected to be in the range as defined below:

- \$10,000 to \$30,000 - *Micro legal entities/entrepreneurs, enterprises, consultants, training and advisory service providers, business associations (including cooperatives), NGOs, and other market actors.
- \$30,000 to \$50,000 - Small and medium legal entities/enterprises, business service providers, business support organizations, research, academic, educational organizations, professional associations, NGOs, and other market actors.
- \$50,000 - \$100,000 - Medium and large legal entities/enterprises, industry associations, industry leads, and business support organizations.

The expected implementation period of grant activities shall not exceed one year, and grants will be considered in line with the maximum budget allocated for the period.

MDRD will not finance the following activities:

- Construction
- Commodities that are ineligible under USAID regulations (a list of ineligible commodities may be found here: <https://www.usaid.gov/sites/default/files/documents/312.pdf>)
- Procurement of real property
- Profit*
- Payment of loan interest

- Deliverables of a religious nature

**Please see Section IX Awards Administration for the details on profit funding restrictions, regulations, and principles under the assistance instruments.*

V. LEVERAGE CONTRIBUTION

Applicants must show proof of their ability to leverage their own resources (e.g., part of the costs of the initiative borne by the applicant) and resources from third parties. Third parties' contributions may be provided by the host government, private foundations, businesses, other donors (non-US Government funds), or individuals. Leverage is an input, or contribution - not the output or outcome of the partnership. It may take the form of in-kind (investments made in the form of goods and services, rather than in cash) or cash contributions, investments or capital, financing mechanisms, or other forms of contributions that further the objectives of MDRD. In a broad sense, leverage includes anything of value that can be measured including loans received to contribute toward the partnership and services or property such as fixed assets. Leverage must be reported in the selected applicants' financial and progress reports but is not subject to audit. Leverage contribution may include, but is not limited to investment in long-life assets such as:

- Construction or renovation of the facility
- Procurement of land and/or facilities
- Procurement of machinery and equipment
- Procurement of inputs
- Other capital expenses, e.g., vehicle
- Internet Technology and Communication (ITC) Apps

Applicants are generally required to provide a 30% contribution as leverage, but the final award will be based on the profile of the partner and the activity's potential for large-scale market impact, investment, and inclusivity. The following negotiable leverage requirements are set for the purpose of this APS and evaluation of the applicant's contribution:

- Micro legal entities/entrepreneurs leverage contribution: 30% or less if the applicant demonstrates one of the following: the applicant is 1) a female/youth-led (owned or managed) legal entity; 2) the proposed activity's beneficiaries are at least 50% female and 35% of youth (age 15-29); 3) the proposed activity contributes to generating investment greater than \$500,000 USD; 4) the applicant is a new innovative business.
- Small and medium legal entities leverage contribution: 30-50%. The final leverage contribution may be negotiated based on the above-stated criteria and the market impact of the proposed activity.
- Medium and large legal entities leverage contribution: minimum 50%, detailing their contributions to specific program outcomes.

VI. ELIGIBILITY REQUIREMENTS

This APS is open to legally registered entities in Tajikistan (without additional approvals for the value up to \$25,000 entities from advanced developing countries may be considered on a case-by-case basis), which may include non-profit, for-profit, and non-governmental organizations (NGOs). Grants will be awarded to the following types of organizations:

- Business service providers (BSP); technical assistance organizations; consultancy firms; training organizations; value chain intermediaries, product certification services, etc.
- Financial Service Providers: banks, microfinance institutions, financial technology providers, nonbank financial institutions, etc.
- Agro-input companies: importers, distributors of seeds, fertilizers, and agrochemicals

- Buyers, aggregators, processors, and exporters
- Logistics, packaging, freight, and transport companies
- Storage service providers
- IT companies, telecommunications, and start ups
- Farmer based organizations, including associations and/or cooperatives
- Tajikistan NGOs
- Tajikistan government organizations
- Tajikistan universities and think tanks

Eligible organizations must have the capacity to achieve the proposed grant activity, produce the desired results, and have satisfactory performance and integrity records and business ethics. MDRD will employ a partnership development approach with potential grantees to address specific problems and offer practical solutions, ensuring inclusiveness, encouraging leverage contributions, and analysis of the sustainability and scalability of the grant activities.

Eligible organizations must adhere to the following requirements:

- Be legally registered for a minimum of two years. If the newly founded, female, and/or youth-owned or managed organization is eligible for grant funding or a newly founded applicant proposes an innovative approach to support the achievement of the MDRD objective, it will be taken into consideration for funding on a case-by-case basis.
- Demonstrate ability, professional competencies, and qualifications to contribute to the objectives of MDRD.
- Display sound financial, administrative, and technical management capacities to support the achievement of the award's objectives (i.e., have stable and sufficient sources of finance to maintain the activity throughout the grant period).
- Maintain double-entry accounting (for private legal entities).
- Record net profit in P&L accounts in the previous 2 years (for private legal entities).
- Micro and small entities, including entrepreneurs must demonstrate that they possess the financial resources to implement the grant (e.g., provide bank account statement(s) and statements on solvency).

It is a requirement that the grantee conducts its daily operations in strict accordance with Tajikistan laws and regulations.

If an entity or its key personnel appear on any of the following lists, it is automatically ineligible to receive a grant:

1. The System for Award Management (SAM) (<https://www.sam.gov>).
2. The Specially Designated Nationals (SDN) and Blocked Persons List maintained by the U.S. Treasury for the Office of Foreign Assets Control sometimes referred to as the "OFAC List" (<http://www.treasury.gov/resource-center/sanctions/SDN-List/Pages/default.aspx>); and
3. The United Nations Security designation list (http://www.un.org/sc/committees/1267/aq_sanctions_list.shtml)

MDRD will conduct the complete screening of the applicant's appearance on the above-noted lists, using the CSI Watchdog Elite database.

Ineligible organizations also include:

- Political parties, groupings, or institutions or their subsidiaries and affiliates.
- Organizations that advocate, promote, or espouse anti-democratic policies or illegal activities.
- Faith-based organizations whose objectives are for discriminatory and religious purposes, and whose main objectives of the deliverables are of a religious nature.



Note: Organizations/companies that have received substantial assistance from USAID and other donors but have not shown successful utilization of the grants are not encouraged to apply.

VII. APPLICATION SUBMISSION AND EVALUATION PROCESS

This solicitation will involve the following phases of the applications' submission and evaluation process.

Phase I Application Submission: During Phase I, applicants are required to submit their proposals using the Application Form included in Appendix A of this APS. The applications should provide general information about the applicant, eligibility confirmation and past performance record, information about the requested budget, and leverage contribution. The applications should clearly and concisely explain the proposed grant's purpose, relevance, and describe proposed activities, expected results, and discuss inclusiveness, scalability, and sustainability, in support of the Activity objectives and priority areas stated in this APS (Sections I and III). In addition, applicants shall submit a copy of the organization's Articles of Incorporation or other documentation which substantiates the legal character/registration of the organization. Applications shall be prepared in English and the part of the application describing grant activity must not exceed 5 (five) pages. Applications submitted in different forms, a language other than required, and those exceeding the page limitation will not be considered.

The Activity encourages applicants to submit their applications at any time prior to the closing date of this APS, via email at MDRDGrants@acdivoca-tj.org with reference subject in the e-mail: **MDRD APS-2023-01_name of the applicant**. Application submitted after this date and time will not be considered under this APS.

Initial Evaluation: The Project will convene an Evaluation Committee (EC) that will evaluate Applications submitted in response to this APS on a rolling basis. Applications will be evaluated based on the Evaluation Criteria included in Section VIII below.

Applications that obtain scores of 60 points and above in Phase I, will qualify for the Phase II of the grant award process. Only successful applicants that pass the initial evaluation will be contacted for Phase II Due Diligence Process and Co-Creation.

Phase II Due Diligence Process and Co-Creation: If an application proceeds to due diligence, the Activity will conduct a range of activities to more deeply evaluate whether the proposed grant activity aligns with the Project objectives and selection criteria. The due diligence process may involve asking follow-up questions through email or phone, requesting supplementary materials that further outline the applicant's technical approach and its responsiveness to the Activity's core principles and selection criteria, and contacting references (possibly including persons not provided in the application) and previous funders and partners or clients. During this phase, MDRD and the applicant/prospective partner will jointly refine and design the activity to further determine the objectives, scope, roles, and responsibilities of the partners, activity timelines, detailed budget, milestones and deliverables, and monitoring and evaluation plan. This process may result in developing a revised/final application that will be submitted for evaluation.

As a part of the partnership development, MDRD will conduct a pre-award responsibility assessment and risk assessment, to determine the applicant's responsibility and the type of grant instrument, and the award terms and conditions. In making these determinations, MDRD will take into consideration whether the applicant possesses the organizational capacity, financial capacity, internal controls, procurement systems (if required), past performance, and business ethics and integrity records to successfully implement the grant activities and comply with the USAID requirements. Only responsible entities may receive grant support.

In this phase, MDRD will require applicants to submit the following supporting documents:

- Detailed Budget with cost justification and leverage details.
- Names of organization owners, and directors and a copy of local citizenship and passport for foreigners, if requested.

- Resumes for key proposed staff.
- Copy of applicant's organizational chart.
- Copy of organization's personnel policies and procedures.
- Copies of financial reports for the previous 3-year period.
- For micro-entities and entrepreneurs, copies of bank statements and statements of solvency.
- Signed copies of the Certificate Regarding Terrorist Financing and other applicable certifications (attached as Appendix B to this APS).
- Unique Entity ID (UEI) or copy of the confirmation of the request for UEI from SAM.gov if the amount requested exceeds \$30,000.

Instructions for UEI number registration may be found here: [Quick Start Guide for Getting a Unique Entity ID.pdf](#)

The Project also may request other documents as needed, such as:

- Filled in questionnaires on business conduct
- Certificates from the relevant Tajikistan Government bodies, authorities, and institutions, or Statements from the applicants, that the legal entity or its representatives have never been convicted for any criminal charges or grave professional misconduct by having violated applicable laws or regulations or ethical standards of the profession
- Certificates from the relevant Tajikistan Government bodies, authorities, and institutions, or Statements from the applicants, that the entity is not in debt for taxes or similar documents.

Please note that MDRD will fully respect the confidentiality of proprietary information and personnel data of all organizations involved in the program.

Co-Creation: During Phase II, MDRD may engage in co-creation with the applicant and reserves the right to increase or decrease funding amounts, change the scope of an application, change the proposed activities, and may request a new or updated application. Regardless of the funding decision, the Activity may introduce applicants to other potential partners or investors, or other funding sources that may contribute to the activity. The inclusion of additional partners will occur only when it makes technical sense and when there is an agreement to include additional partners between the applicant and MDRD. MDRD will notify the applicant of co-creation and set the timeline for the meeting and/or workshop.

Final Evaluation: Following Phase II and its results, the refined/updated final grant applications will be reviewed by the EC. Based on the evaluation criteria outlined in Section VIII below, the Committee will score applications and select the applications for funding. Only applications scoring more than 60 points will qualify for further negotiations and submission to USAID for approval. Once the approval is obtained, the Project will finalize the grant award agreement with the selected grantee/partner.

VIII. EVALUATION AND SELECTION CRITERIA

MDRD's EC will review, evaluate, and select applications based on the following Evaluation Criteria:
Phase I – Initial Evaluation:

- Key Issues Identification and Relevance to the Project's Objectives (25 points): Does the applicant clearly demonstrate the problem/key issues it will address? Are the proposed grant activity, goals, and objectives in line with the objectives of MDRD?
- Grant Activity Goals and Objectives (20 points): Is the overall goal of the proposed grant activity clearly stated and achievable? Does the applicant list specific objectives that will contribute to achieving the grant activity's goal? Are objectives attainable and related to the overall goal? Is it clear how achieving the grant activity's overall goal and specific objectives will contribute to solving the key issues?



- **Activities/Outcomes/Expected Results (20 points):** Does the applicant propose specific activities that are logical, realistic, and relevant to the grant activity's goal? Do the expected results of the proposed grant activities relate to the key issues and overall grant objective? Are anticipated results linked to a specific objective and impact to be created (e.g., number of beneficiaries, jobs created, sales generated, investments made)?
- **Sustainability and Scalability (15 points):** Does the applicant propose a practical commercially viable solution, or innovative business model, including the extent to which it will result in sustained development impact? Where appropriate, has the applicant conducted a preliminary evaluation of the potential negative environmental impacts of the activity, and do they propose measures to mitigate negative impact and maximize environmental sustainability? Do the proposed activities have the potential to be expanded and scaled to impact a greater number of firms or customers; Are the proposed activities replicable and offer the potential for crowding-in to achieve economies of scale?
- **Inclusivity (10 points):** Is it clear how the applicant proposes to integrate females, youth, and other marginalized groups within their proposal or overarching business model.
- **Budget and Leverage (10 points):** Percentage of partner's leverage contribution to the total budget and the applicant's ability to leverage other funds towards the proposed grant activity.

Phase II - Final Evaluation:

- **Technical, Management, and Operational Capacity (30 points):** Management capability, personnel qualifications, experience, and other capabilities required to ensure successful business management. The ability of the entity to manage government funding and meet the grant conditions and commitments.
- **Impact and Sustainability (25 points):** Impact to be created (e.g., number of beneficiaries, jobs created, sales generated, investments made); The commercial viability of a grant proposal and the enterprise's business model, including the extent to which it will result in sustained development impact. Where appropriate, this will also include the potential of the activity to mitigate greenhouse gas emissions and/or adapt to climate change.
- **Scalability (15 points):** The extent to which the proposed activities can be expanded and scaled to impact a greater number of firms or their customers; the extent to which the activities are replicable and offer the potential for crowding-in to achieve economies of scale.
- **Inclusivity (15 points):** The extent to which the applicant integrates female, youth, and other marginalized participants within their overarching business model.
- **Cost-Effectiveness and Leverage (15 points):** What resources are provided for the proposed costs? Is the proposed budget realistic, well-thought-out, and in line with the proposed activities? Are costs proposed reasonable, allocable, and allowable? Does the applicant have available financial resources or the ability to obtain such resources, as required during the performance of the grant? The recipients' willingness to contribute their own funds, and the applicant's ability to leverage other funds towards the activity to achieve change, and the transformation, or multiplier, which is achieved on that investment in the system.

IX AWARD ADMINISTRATION

Pursuant to 2 CFR 200 Subpart E and 2 CFR 700.13, it is USAID's policy not to award profit under assistance instruments. However, all reasonable, allocable, and allowable expenses, both direct and indirect, that are related to the grant activity and are in accordance with applicable cost standards (2 CFR 200 Subpart E for non-profit organizations and educational institutions, and the Federal Acquisition Regulation (FAR) Part 31 for for-profit organizations, may be paid under the grant. Any resultant award will be subject to the terms and conditions of



the Prime Award (Cooperative Agreement) for the USAID Big Small Business project, Including 2 CFR 200 Subparts E and F and the Standard Provisions for Non-U.S. Non-governmental Recipients.

X. DISCLAIMERS AND ACCEPTANCE OF APPLICATIONS

This APS represents a definition of requirements and is an invitation for the submission of applications. The Project and ACDI/VOCA reserve the right to provide funding in response to any or none of the applications. No commitment is made, either expressed or implied, to compensate applicants for costs incurred in the preparation and submission of their applications.

MDRD and ACDI/VOCA may reject any application that is incomplete. A complete application is one that complies with all terms and conditions of the APS. The applications must be complete, signed by an authorized signatory, and delivered no later than the submission time and date indicated on the cover sheet of this APS. MDRD and ACDI/VOCA may reserve the right to waive any minor discrepancies in an application.

MDRD and ACDI/VOCA reserve the right to issue an award based on the initial evaluation of applications without discussion. ACDI/VOCA also reserves the right to move forward with any responsive applicants for all or part of the proposed grant activity and the work plan.

Appendix A. Application Template

Tajikistan MDRD

1. General Information

Date of Application Submission	
Title of the Grant Activity	
Name of the Organization/Enterprise (As per Registry) and abbreviate name	
Address of the organization/enterprise	
Registration Number and date of registration; Tax ID Number	
Owner of the enterprise	Name:
	<input type="checkbox"/> Male <input type="checkbox"/> Female
	<input type="checkbox"/> Age more than 29 <input type="checkbox"/> Age 15- 29
Manager	Name:



(If different from the owner)	<input type="checkbox"/> Male <input type="checkbox"/> Female
	<input type="checkbox"/> Age more than 29 <input type="checkbox"/> Age 15- 29
The sector of the enterprise and primary business operations	
Contact information	Postal address of the enterprise, official website, e-mail; phone
Contact person	Name and title of the contact person. E-mail, phone, skype (if applicable)

We/I hereby certify that the information contained herein and attached hereto is complete and accurate to the best of our/my knowledge.

Name of the Representative/
Head of Organization/Enterprise

Signature

Date

2. Eligibility Check

Please check all applicable boxes and provide details as requested

<input type="checkbox"/> Registered as a business (legal entity): <i>Please attach a copy of the organization's Articles of Incorporation or other documentation which substantiates the legal character/ registration of the organization.</i> <input type="checkbox"/> Non-profit <input type="checkbox"/> For Profit <input type="checkbox"/> Non- governmental (NGO)
<i>Please check if your organization is NOT any of the following:</i> <input type="checkbox"/> Political parties, groupings, or institutions or their subsidiaries and affiliates <input type="checkbox"/> Organizations that advocate, promote, or espouse anti-democratic policies or illegal activities. <input type="checkbox"/> Faith-based organizations whose objectives are for discriminatory and religious purposes, and whose main objectives of the deliverables are of a religious nature.
<input type="checkbox"/> Applicant has a track record of successful business performance (> 3 years) <i>Please provide a brief description of your organization from establishment to date</i> <i>Please provide information on the following (as applicable):</i> a. <i>Annual sales turnover in the last three years (for businesses/ enterprises):</i> b. <i>Markets/ customers, and the number of employees:</i> c. <i>If private sector company, NGOs, association: please provide names of clients, size of contracts, and significant accomplishments from previous work (minimum 3 references), e.g., size of investments supported, number of SMEs supported, number of employees:</i>
<input type="checkbox"/> Applicant is a new business with innovation potential. <i>Please explain:</i>



Leverage contribution commitment

Please specify your intended leverage contribution:

Summary of applicant’s and third parties leverage contribution to the activity (in US\$):

Cash (in US\$) _____

In-kind (in US\$) _____ Percentage of leverage: _____

Source: Loan External investor Own funds Other

If “Other” please specify:

Requested Grant amount from the Big Small Business Project (in US\$) _____

Purpose of Grant: Technical support Business Support Marketing support Other

If it is for “Other” please explain:

Activity implementation

Please specify location or locations (Regions/Municipalities)

Proposed Grant Duration (up to 12 months):

3. Grant Activity Description (not to exceed 5 pages)

Activity is aligned with objectives of MDRD *Please check as applicable:*

- Increased investment in the agriculture sector
- Improved value chain productivity
- Greater access to profitable markets

Relevance of the proposed grant activity: *Please explain how your proposed grant activity is in line with the objectives of MDRD as set forth in the APS.*

Key issues: *Please describe the main problems/issues that the grant activity will address. Identify major players associated with the key issues/problems and indicate the roles that they have in the problem-solving process. Be specific in describing the way your organization intends to address the problem and the solutions and benefits that will be achieved.*

Grant Activity Goal and Objectives: *Please state the overall goal of the proposed grant activity. List the specific objectives of the grant activity that must be met to achieve the overall goal. It should be made clear how achieving the grant activity’s goal and objectives will contribute to addressing the issues/problems listed above. Please describe the specific target groups of your grant activity and all relevant stakeholders, and briefly define how your organization will interact with these groups throughout the implementation of the grant activity.*

Description of Grant Activities: *Please elaborate on your action plan/strategy by explaining how proposed grant activities will help to achieve the goal and objectives of the grant. Please keep in mind that the activities should address the cause of the key issues/problems identified and should lead to the achievement of the specific grant activity goal and objectives listed above.*



Grant Activity will result in the growth of the company and those in its market system *If this proposal receives support, what are the benefits to your company and other market actors in your market system? Please describe the benefits of this project relating to your 'organization's ability to achieve its goals and how the support from MDRD allows you to achieve something you would not be able to otherwise achieve.*

Please list anticipated and achievable results as measurable outcomes of the proposed grant activities. Each result should be linked to a specific objective. Please list the results and outcomes of the grant activity referring to those described in Section I of this APS:

Sustainability of Grant Activities: Please elaborate on what systemic constraint is being addressed. What is the solution proposed to address the systemic constraint? Please provide evidence of commercial viability and sustainability of the solution or a proposed business model and/or what is the planned sustainability of the activity: the extent to which the benefits of the activity will be maintained after formal support has ended -who could provide financial and other required support for sustained development impact of the activity?

Scalability and Innovation: Please explain the potential for the activity to be expanded and scaled to impact a greater number of firms or their customers e.g., how many more beneficiaries could the scale of the activity reach? Will the activity pilot an innovative or new business model or technology (what constitutes innovation)? Is the activity replicable with the potential for crowding in to achieve economies of scale?

Inclusiveness: Please explain how the activity will promote female and youth and other marginalized groups' inclusion. How will the applicant integrate females, youth, and other marginalized participants within their overarching business model?