

Feed the Future Tanzania- -Kilimo Tija Activity

Opportunity Number: EOI-001/2023

Issuance Date: February 21, 2023

Closing Date: March 19, 2023

1st Information Session: February 28th, 2023 follow the link: [Join our 1st Information Session](#)

2nd Information Session: March 6th, 2023: click here: [Join our 2nd Information Session](#)

For interested applicants, FTFT-KTA will provide online information sessions starting from **14:00hrs – 16:00hours** on the stated dates above. For more clarifications, please join the sessions through the links provided above.

Dear Applicants,

ACDI/VOCA, registered in Tanzania as a Non-Governmental Organization, is the implementing partner for the Feed the Future Tanzania Kilimo Tija Activity (FTFT-KTA), funded by the U.S. Agency for International Development (USAID). FTFT-KTA will be providing Grants under Contract (GUC) to Tanzanian stakeholders in the horticulture market system to meet its program objectives. FTFT-KTA is seeking for concept papers from qualified organizations to implement programs within the framework of FTFT-KTA's objectives.

This Expression of Interest involves a two-stage process.

- During the first stage, applicants will submit short concept papers (maximum of (6) Six pages including cover page and budget summary), which FTFT-KTA will review on technical merits. Applicants who submit a concept paper that is responsive to the solicitation and demonstrates a clear link to USAID and FTFT-KTA objectives will be invited to a co-creation session and subsequently asked to submit a full application. FTFT-KTA will notify all applicants of the outcome, whether successful or unsuccessful.

Successful concept note applicants will be invited to attend an orientation meeting which will provide specific guidelines for the development of a full application, also will be assigned a technical liaison to assist during cocreation session.

- Full applications will be evaluated, and successful applicants will be contacted for refining the intervention and final negotiation of a budget.

FTFT-KTA will provide additional details on the full application and co-creation process.

During co-creation workshops for second stage applicants (successful Concept Note submitting full applications), FTFT-KTA will provide information on the evaluation parameters, as well as templates and full application instructions. The FTFT-KTA Review and Evaluation Committee (REC) will evaluate full applications prior to making award selection at this stage.

FTFT-KTA and USAID reserve the right to fund any or none of the submitted applications. Additionally, any award pursuant to this funding opportunity is contingent upon the availability of funds. For the purposes of this program, this EOI is being issued and consists of this cover letter and the following sections. Please read the EOI in its entirety before submitting your concept paper to ensure your organization is eligible and your submission complies with all requirements.

Section 1: Activity Description

Section 2: Award Information

Section 3: Submission Information

Section 4: Review Information

Section 5: Application Process and Administration Information

Attachments:

Attachment A: Eligibility Information

Attachment B: Concept Paper Format

Thank you for interest.

Sincerely,

Antonio Coello

Feed the Future Tanzania Kilimo Tija Activity Chief of Party

SECTION 1: ACTIVITY DESCRIPTION

1. Background

The United States Agency for International Development in Tanzania (USAID/Tanzania) has issued a five-year contract entitled Feed the Future Tanzania Kilimo Tija Activity (FTFT-KTA) under the Feed the Future (FtF) initiative. The Feed the Future Tanzania Kilimo Tija activity is part of the U.S. government's (USG) Global Food Security Strategy (GFSS), which promotes global food security, resilience, and nutrition.

2. Purpose and Objectives

The purpose of The Feed the Future Tanzania Kilimo Tija Activity is to sustainably increase economic opportunities in horticulture market systems, especially for youth. The Activity will achieve this by:

Objective 1: Strengthening the horticulture market system to increase enterprise and employment opportunities.

Objective 2: Increasing access to commercially provided and productivity-enhancing agricultural technologies.

Objective 3: Strengthening the enabling environment for market systems development.

3. Activity Targets and Interventions

By the end of the Activity, FTFT-KTA is expected to benefit more than 2,500 MSMEs in the horticulture market system, with a specific emphasis on youth and women led enterprises, achieving 15% annual revenue growth. Through the Activity, at least 7,400 new jobs will be created through supporting enterprises and engaging other market systems actors. The Activity will also facilitate agriculture related finances of \$30 million, generate a combined sale from off-farm and on-farm beneficiaries of \$160 million, leverage over \$20 million in private sector investment while achieving participation of 60% youth and 50% women in economic activities.

Under FTFT-KTA, USAID has issued an award to ACDI/VOCA to support the Tanzanian private and non-governmental organizations, with the objective of creating market-based incentives to transform the horticulture market system into one that is more competitive, commercial, and inclusive, creating a vibrant horticulture market system, capable of fueling sustained growth and drawing in new market participants.

These grants will be used to support participatory co-design and co-create activities together with selected recipients that lower the cost for market actors to adopt improved technologies, quality standards, and inclusive business models. This may involve direct financial support through the grants under contract mechanism to share capital investment costs with lenders and partners, but more often will involve information and analysis to support risk-taking by broad groups of market actors. Strategic grant interventions will create a transformational change throughout the Tanzanian horticulture market system. These co-designed, market-led grants will be implemented through performance-based partnership mechanisms, including but not limited to technical assistance, multi-stakeholder partnerships, network development, service contracts, and pay-for-results, designed to achieve the desired impact.

The activity has identified potential interventions that could lead to transformation of the horticulture sector: It is expected that concept submissions will potentially align with these ideas, or build on these ideas to create even more innovation in the market -

- Strengthen organization of the horticulture market system to enable farmers and entrepreneurs to upgrade into higher-value activities. Upgrading activities could include expanding the use of business development services, grades, and standards and improving business skills, post-harvest handling, aggregation, and value addition.

- Strengthen trust and transparency among market actors, including youth, that contributes to the ability of the market system to upgrade.
- Improve businesses' skills and strategies, throughout selected horticultural market systems that will enable them to upgrade.
- Reduce financial constraints of farmers and entrepreneurs throughout selected horticultural market systems, including leveraging value chain finance.
- Increase participation of youth and women by overcoming forms of collusion, extractive business practices, and systemic biases.
- Scale adoption of profitable and nutrition-sensitive technologies for horticulture.
- Expand adoption and imitation of improved technologies and practices.
- Increase trust between buyers, agro-dealers, and seed companies to achieve more in-kind credit, repeat sales, and customer loyalty.
- Crowd in seed companies and agro-dealers into the market system serving smallholder horticulture producers.
- Increase sales of improved seeds and fertilizers. Increase yields, sales, and consumption of high-quality horticulture crops.
- Increase number of partnerships between local government, producers, and Policy Analysis Groups (PAG) to address policy and enabling environment issues.
- Increase private sector investment in the horticulture market system.
- Improve environment for private sector investment in the horticulture sector.
- Increase volumes and sales of high-quality horticulture products in domestic, regional, and/or international markets.

4. Geographic Focus

Applicants may propose activities that are focused on the following regions: Morogoro, Iringa, Mbeya, Njombe and Zanzibar Isles (Unguja and Pemba). The proposed number of regions of implementation must be based on organizational capacity and resources to implement.

SECTION 2. AWARD INFORMATION

1. Awards Value

The maximum value per individual award is capped at US\$ 350,000. While applications up to this maximum amount will be assessed, FTFT-KTA will consider the applicant's proposed activity, financial capacity, experience, current size of operations, cost sharing (leverage) and anticipated outcomes to assess reasonableness of the funding levels. The grants may range from small grants (\$1,000) to maximum value as indicated.

2. Period of Performance

The applicant shall specify the period of performance of the project being proposed with anticipated grant start date of August 2023. It is also anticipated that the duration of grants will be up to a maximum of three years, subject to annual performance assessments.

4. Grantee Leverage Requirements

It is expected that private sector applicants will contribute a minimum of 40% of the proposed project budget. Higher leverage levels are encouraged. Leverage may be in the form of equipment, supplies, and other expendable property, and the value of goods and services directly benefiting, and specifically identifiable to, the grant results and activity interventions. Leverage should not include day-day ongoing costs that are not directly attributable to the activity. Exceptions may be made for small enterprises, or

enterprise startups or made on a case-by-case basis and at the discretion of FTFT-KTA as relevant. The degree and nature of the leverage are one aspect of sustainability considerations, Leverage from recipients to address the identified need is highly encouraged.

5. Funding Restrictions

The following restrictions apply to awards issued under this EOI.

- The award will not allow the reimbursement of pre-award costs. That is, only allowable obligations incurred during the period defined within the grant agreement will be reimbursed.
- Profit or fee is not allowed.
- 'Construction' as defined in ADS 303maw is not allowable; see. <https://www.usaid.gov/sites/default/files/documents/1868/303maw.pdf>
- The award will not allow the reimbursement of any goods and/or services that utilize telecommunications and video surveillance products from the following companies: Huawei Technologies Company, ZTE Corporation, Hytera Communications Corporation, Hangzhou Hikvision Digital Technology Company, or Dahua Technology Company, or any subsidiary or affiliate thereof, in compliance with 2 CFR 200.216.

SECTION 3. SUBMISSION INFORMATION

1. Instructions

Eligible Applicants should submit a Concept Paper following the format provided in Attachment B. Concept Papers should not exceed (6) Six pages (including the cover page and budget summary) and must contain the information requested in Attachment B. Concept Papers that do not follow the format provided will not be evaluated.

2. Submission Dates and Times:

Concept papers will be reviewed as noted on the first page of this solicitation. Concept Papers received will be evaluated during that period. Concept Papers will not be accepted after the EOI Closing Date.

3. Submission Point of Contact

Questions and Concept Papers must be submitted electronically, in English, by the dates indicated on the first page of the solicitation. They should be directed to: KTA.grants@acdivoca-tz.org

Please insert the following text into the subject line of the submission email: KTA-EOI-001

SECTION 4. REVIEW INFORMATION

1. Initial Screening

Concept Papers will be reviewed to ensure that: the template provided in Attachment B is used in accordance with the page length.

- Applicant meets the eligibility criteria listed below in attachment A.

2. Evaluation Criteria

All Concept Papers which pass the initial screening will be evaluated by FTFT-KTA based on the following evaluation criteria:

1. Does the concept paper contribute toward KTA objectives?
2. The degree to which the concept paper is aligned with the priorities/objectives of the project.
3. Does the design of the proposed activities adequately take into consideration specific needs of youth and women and include plans to mitigate constraints to their participation and ability to benefit? (Is gender and youth inclusion integrated in the proposed activity?).
4. What is the anticipated leverage (including time and other resources)?
5. What other partners are potentially interested in engaging, and how this will help ensure the success of the initiatives?
6. The degree to which the expected results can be reasonably achieved in the proposed program given the proposed activities, notional budget, and proposed timeframe.
7. Can the activities outlined in the concept paper be sustained and scaled-up beyond ACIDI/VOCA-Kilimo Tija Activity support?
8. Does the concept paper demonstrate innovative and creative approaches to the development challenge/opportunity.

SECTION 5. APPLICATION PROCESS AND AWARD INFORMATION

I. Application Process

This EOI will follow a two-stage process to select final applicants:

- a) Applicants must first submit a Concept Paper in accordance with this EOI. FTFT-KTA will conduct a merit review of the Concept Papers based on the criteria provided in Section 4. Organizations with successful Concept Papers that demonstrate an alignment with program objectives and satisfy the minimum requirements will be invited to a co-creation session and subsequently asked to submit a full application. Kilimo Tija Partnership Specialist will be assigned to facilitate partner co-creation process to meet Kilimo Tija's MSME growth rate, sales, investment, access to finance and job creation targets.
- b) Applicants that are invited to the next stage will be provided with additional information, assigned to a technical liaison, and given a KTA full application template. Notification of a successful Concept Paper or invitation to submit a full application is **not** a notification that the applicant will receive an award.

Attachment A. ELIGIBILITY INFORMATION

I. Eligible Applicants

Eligible organizations include:

- Farmer based organizations, including associations and/or cooperatives¹
- Micro, Small and Medium enterprises in the horticulture market system
- Anchor firms- Input companies- importers, distributors of seeds, fertilizers, and agrochemicals; buyers; processors; exporters
- Business service providers (BSP); technical assistance organizations; consultancy firms; training organizations; input and agriculture technology suppliers; value chain intermediaries, product certification services, etc.
- Financial Service Providers
- Tanzanian Universities.
- Tanzanian non-governmental organizations.
- Private enterprises or firms

To be eligible, applicants must demonstrate that they.

- Are legally registered and recognized under the laws of Tanzania.
- Possess sound managerial, technical, and institutional capacities to achieve project results.
- Possess and apply a system of internal controls to safeguard assets and to protect against fraud, waste, and conflicts of interest.
- Are in good standing with all civil and fiscal authorities.
- Possess financial accountability and maintain detailed records of all expenses.
- Do not have a negative determination on the SAM, UN 1267 or OFAC Blocked Persons Lists; and
- Are willing to sign applicable assurances and certifications prior to award.
- Can leverage their own resources to achieve project objectives.

2. Ineligible Applicants

The following organizations are **not** eligible for KTA grant funding.

- Organizations that are not legally registered in Tanzania.
- Ineligible Suppliers. Any firms or individuals that do not comply with the requirements in Standard Provision “Debarment and Suspension” and Standard Provision “Preventing Terrorist Financing” are not eligible for funding under this award.
- Political parties, groupings, or institutions, or their subsidiaries and affiliates.
- Partner Government Entities (including Parastatals);
- Organizations that appear as ineligible on the SAM, UN 1267, and/or OFAC/SDNBP lists.
- Organizations that promote or engage in illegal activities or anti-democratic activities.

- Faith-based organizations that are not in compliance with ADS 303.3.28, which is in accordance with Executive Order 13279, Equal Protection for the Laws of Faith-based Community Organizations; and/or whose objectives are discriminatory or religious in nature.
- An organization that refuses to sign the required certifications.
- Any entity that has been found to have misused USAID funds in the past three years.

3. Ineligible Activities

The following activities are not eligible for funding:

- Sub awards to another organization
- Ineligible Commodities and Services, including.
 - (i) Military equipment.
 - (ii) Surveillance equipment.
 - (iii) Commodities and services for support of police or other law enforcement activities.
 - (iv) Abortion-related activities and biomedical research relating to abortion
 - (v) Luxury goods and gambling equipment, or
 - (vi) Weather modification equipment.
- Any purchases or activities deemed unnecessary to accomplish grant purposes as determined by the Kilimo Tija Activity including any office or administrative expenses that are not directly linked to the implementation of the project.
- Previous obligations and/or bad debts, Fines and or Penalties
- Creation of endowments or revolving funds
- Activities that duplicate the activities of other USG-supported program or programs conducted by other organizations in KTA target regions.
- Activities that are inconsistent with international standards of human rights or with democratic goals of racial and ethnic tolerance and harmony.
- Ceremonies, parties, celebrations, or “representation” expenses except for those that are specified in the grant (for example, opening ceremonies) to promote the visibility of USAID in the eyes of the communities USAID is trying to serve.
- Involuntary sterilization programs.
- Construction, as defined in <https://www.usaid.gov/ads/policy/300/303maw>; and
- Activities outside the contract scope and/or not approved by USAID.

Feed the Future Tanzania-Kilimo Tija Activity

ATTACHMENT B: CONCEPT PAPER FORM

I. Cover Page / Introduction (I page):

Date:	Name of Applicant:	Address:
Contact Person(s):	Phone:	E-mail:
Type of Organization: (e.g., non-profit, commercial, private university, etc.)	Place of legal incorporation:	Registered and legally able to operate in Tanzania? (Yes/No) Provide proof of current registration.
Proposed Duration of Grant Activity:	Proposed Grant Activity Title:	
Proposed Total Grant Budget:	Proposed Geographic Area(s):	

We, the undersigned, hereby submit this Concept Paper to KTA for review and consideration. We have materially participated in its preparation. To the best of our knowledge, all information provided is current, complete, and accurate and based on the need to efficiently and effectively meet the needs of the target population.

Additionally, I certify that myself nor any employee of the organization who assisted in the preparation of this Concept Note have or are aware of any real or potential conflict of interest with a USAID or A2C official involved in this RFA.

I acknowledge that USAID is not a party to this solicitation and agree that any concerns about the solicitation process will be presented – in writing with full explanation – to the Project or to KTA.grants@acdivoca-tz.org for consideration.

Signature*: _____

Date: _____

Printed Name*: _____

Title: _____

*Must be authorized representative of the applicant, authorized to obligate the applicant contr

2. Concept Paper: Please provide the following information in four pages or less:

1. Profile of your organization/ Brief description of Applicant Organization. (~1/2 page) (main economic activity, number of employees, turnover, number of years in operation, etc.)

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2. Briefly explain your technical approach, activities and tasks, and personnel needed. (~2 pages)

- a) Concise title and objective of proposed activity; discussion of the problem, objectives, method of approach, amount of effort to be employed, anticipated results, number of beneficiaries according to our result framework and program interventions in the horticulture value chains and how the work will help accomplish KTA's objectives as elaborated in the EOI. Please be sure to provide information on the following:

(i) Proposed objectives, problem statement, approach, and amount of effort to be employed:

(ii) List of Proposed Main Activities:

(iii) Opportunity: (Describe the opportunity that the grant would help to realize):
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(iv) Potential outcomes to the transformation of the Tanzanian horticulture market system: This should include the target (ie. how many- number of beneficiaries, increased sales, investment, employment generation, access to inputs and services, etc. according to our result framework and program interventions in the horticulture value chains):

3. The geographic location – where will this project be implemented?

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- a) Prior experience in the proposed geographic region.

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4. Provide best estimated budget for the above proposed project.

Description	Amount Requested from Kilimo Tija Activity (KTA)	Amount Contributed by Recipient (Grantee Leverage)	Total Activity Amount
Personnel/ Labor*			
Materials and Supplies, Equipment			
Transportation			
Activity Costs (training, workshops, services, etc.)			
Indirect Costs or Other Direct Costs			
TOTAL BUDGET			