



FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative

CALL FOR EXPRESSION OF INTEREST

Issuance Date: March 15, 2023

Closing Date for Concept Notes: April 15, 2023

Review Dates: Review of Concept Notes will take place from 16 - 30 April 2023

Background

The USAID Feed the Future Mozambique Resiliência Integrada na Nutrição e Agricultura (FTF RESINA) is authorized to provide grants to meet the Activity objectives. FTF-RESINA is seeking Proposals from qualified organizations and enterprises to implement programs within the framework of the Activity's objectives.

This Expression of Interest involves two-stage processes.

1. Submission of Concept Notes (CN) and Co-Creation Session. Applicants will submit Concept Notes, which FTF-RESINA will review on technical merits. Successful applicants who submit a CN that is responsive to the solicitation and demonstrates a clear link to USAID and FTF RESINA objectives will be invited to a co-creation session and subsequently asked to submit a full application. FTF RESINA will notify all unsuccessful applicants. The co-creation workshops will provide information on the evaluation parameters, as well as templates and full application instructions. The FTF RESINA Technical Advisory Group (TAG) will evaluate the CN.
2. Submission of Full Proposal. Based on the result of the co-creation session, applicants will be asked to submit a full proposal. During the co-creation session the applicant, with support from FTF RESINA team members, performs the co-development and drafts the grant application, detailed budget, and implementation plan. FTF RESINA will provide all applicants with additional details on the co-creation and grant application processes. The TAG will review the full applications prior to making an award selection.

FTF RESINA and USAID reserve the right to fund any or none of the submitted applications. FTF RESINA and USAID will not cover the costs of submitting CN, participation on co-creation sessions or submission of full proposal. 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 the CN to ensure your organization is eligible and your submission complies with all requirements.

Section 1: Activity Description

Section 2: Award Information

Section 3: Eligibility Information

Section 4: Submission Information



Section 5: Review Information

Section 6: Application Process and Administration Information

SECTION I: FTF RESINA SUMMARY DESCRIPTION

1. BACKGROUND

The Feed the Future Mozambique Resiliência Integrada na Nutrição e Agricultura (FTF RESINA) is a five-year Activity funded by USAID-Mozambique. It aims to contribute to building the resilience of smallholder farmers, communities, and market actors by building their capacities to absorb, adapt and transform to recurrent shocks and stresses.

2. INTERMEDIATE RESULTS AND 5-YEAR TARGETS

FTF RESINA aims to achieve the following results:

- IR1: Increase household food security by increasing the productivity of smallholder farmers and increasing the profitability of agricultural enterprises.
- IR2: Improve management of productive natural resources by increasing the use of sustainable climate change adaptation approaches in agriculture and increasing access to and management of multi-use water resources; and
- IR3: Improve nutrition outcomes of women, adolescent girls, and young children by improving diet diversity, and empowering women.

At the end of the Activity, FTF RESINA is expected to achieve:

- 20% reduction in moderate & severe food insecurity
- 30% increase in yield of target commodities
- 30% increase in the value of annual sales
- 20,000 HHs/firms investing in climate mitigation
- 10,000 individuals benefiting from improved water resources management
- 20%-point increase in women consuming MDD-W
- 50% of women report more decision-making for agricultural assets

Overall, households would have the capacity to cope with known shocks and stresses, hence can withstand short periods of stress without losing productive assets (absorptive resilience capacity); relevant entrepreneurs would have the capacity to adjust to mitigate future shocks and stresses, hence they would provide inputs, knowledge, and services needed for communities to avoid harm (adaptive resilience capacity); and market actors would have the capacity to reduce the vulnerability of underlying structures, thus markets actors are quick to respond to change with future-oriented knowledge and trusted linkages.

3. ACTIVITY AND GEOGRAPHIC FOCUS

Applicants may propose context-specific activities that respond to the intended results of FTF RESINA to be implemented in the following districts:

Nampula Province: Ribaue, Mecuburi, Murrupula, and Mogovolas.

Zambezia Province: Alto Molocue, Ile, Namarroi, Gurue, Mocuba and Lugela



The proposed activities and the number of districts must be in accordance with the organization's/company's capacity, experience, and resources to implement proposed activities.

Grants will be used to support participatory co-design and co-creation activities together with selected recipients that incentive actors to adopt technologies, services, and strengthen inclusive collaboration and connectivity with local and export markets. This may involve direct financial support through the grants mechanism to de-risk capital investment costs with private sector companies, but more often will involve technical assistance, as well as information and analysis to support risk-taking by broad groups of market actors. Strategic grant interventions will create a transformational change in select market systems in Mozambique. These co-designed, market-led grants will be implemented through performance-based partnership mechanisms, including but not limited to technical assistance, multi-stakeholder partnerships, service contracts, and pay-for-results, designed to achieve the desired impact.

Illustrative areas of support can be found below:

Increased Household Food Security

- Strengthening product quality, processing, and marketing with buyers
- Strengthening availability and demand for nutritious foods

Illustrative activities include, but are not limited to: Expanding/ strengthening entrepreneurial capacities to provide services such as improved agro-inputs to rural households- - including women and youth - to increase the production of high-quality products; strengthening end markets to increase product quality, processing; and marketing; Improving and expanding marketing and promotional efforts to “buy local” strengthening the connectivity between producers, consumers and end markets; Identifying rural consumers' market preferences and co-invest in new product design, marketing, and packaging to increase the potential distribution of these products into rural districts.

Improved Management of Productive Natural Resources

- Strengthening market for climate-smart technologies and practices
- Scaling Multi Water System (MUS) technologies and practices for Irrigation and Domestic Use

Illustrative activities include, but are not limited to: Disseminating climate-smart agriculture practices and training through pre-identified on the ground networks; scaling local seed multiplication through partnerships between local small scale seed producers and seed companies; piloting climate-smart seed production and certification; promoting and creating demand for climate-smart agricultural practices including the production and use of locally produced organic fertilizers, affordable irrigation systems and integrated production systems, Developing /scaling self-supply MUS with pump companies, including solar pumping, and supporting solution providers, including local artisans; Developing innovative solutions to rural distribution and marketing of MUS and WASH products.

Improved Nutritional Outcomes of Women, Adolescent Girls, and Young Children

- Increase supply of affordable nutritious foods and food products in LFS
- Build consumer demand for nutritious diets.
- Reduce barriers to women and youth inclusion in food system livelihood opportunities.

Illustrative activities include but are not limited to: Piloting and scaling context-appropriate food processing and storage innovations such as mechanized processing, fortified flours and oils, use of biofortified crops in products as appropriate, and improved packaging facilities. Promoting production and consumption of

nutrition dense crop varieties of cereals, legumes, root crops and vegetables; Exploring production and consumption of locally produced sources of proteins and calcium such as eggs, chicken and fish; Promoting innovative practices and technologies for the production and distribution of safe nutritious food products with longer shelf life; Promoting local public and private extension support to integrate sustainable nutrition messaging approaches into their capacity building interventions to encourage uptake of recommended practices for nutritious crop production; Strengthening capacity of Local Food Systems (LFS) entrepreneurs to use creative marketing and product promotion; Targeted business development support for women and youth owned businesses; enabling risk-taking that catalyze gender and age-sensitive business models.

SECTION 2. AWARD INFORMATION

I. AWARDS VALUE

The maximum value per award is dependent on the type of grant award as indicated in the Table 1 below:

Table 1: Grant Award Types and Ceilings

Award Type	Award Ceiling	Maximum Duration	Payment Basis	Purchase of Equipment?	Indirect Costs?	Advance Allowed?	Audit?
FAA/FAS	\$250,000	1 Year	Upon completion of milestones Financial Reports not required	Yes, but must follow 22 CFR 228 if specifically included in the milestone description	Indirect costs are incorporated into the fixed payments per Milestone	Allowed but not best practice; an initial milestone payment for a “soft deliverable” is preferred	No
Simplified Grant	\$250,000	Unlimited	Cost-reimbursement Financial Reports Required	Not usually however if included, grant must include applicable standard provisions.	Indirect costs must be included in approved budget. SIG not authorized for awards that have a NICRA	Yes	Yes
Standard Grant/ Standard Subaward	Unlimited	Unlimited	Cost-reimbursement Financial Reports Required	Yes	Yes	Yes	Yes

In-Kind Grant	Unlimited	Unlimited	ACDI/VOC A pays vendors/ suppliers on behalf of recipient Financial Reports not required	No, ACDI/VOC A procures on behalf of the recipient	No	No	Yes
Micro Grant	\$5,000	1 Year	No Financial reports required	Equipment over \$5,000 will not be included due to the award ceiling	No	No	No

The full description of each grant award is provided below under (3).

2. PERIOD OF PERFORMANCE

The period of performance is anticipated to commence in June 2023, but is dependent on USAID approval. Applicants should propose activities that can be completed by the end of June, 2024. Depending on the nature and technical scope of the proposal, grant contracts may be longer, up to four years, but the work plan and budget are to be agreed upon on a yearly basis.

3. GRANT TYPE

FTF RESINA anticipates awarding a combination of grant instruments including Standard Grants, Simplified Grants, Fixed Amount Awards, and In-Kind Grants. The type of award will depend on the nature of the activities and the capacity of the applying organization/company.

Standard Grant (SG): Activities are more complex in nature and funds are typically advanced in 30-day installments based on anticipated projections and reconciled monthly. For grant activities where the use of another format is not appropriate, an STG cost-reimbursable format should be used.

Simplified Grant (SiG): Activities are usually simple in nature and funds are reimbursed based on actual costs incurred. This grant format is not authorized for use when the recipient has a negotiated indirect cost rate agreement (NICRA) with a U.S. government agency. If the Market Actor seeks reimbursement of any indirect cost, the cost must be shown in the approved budget as a direct cost.

Fixed Amount Award (FAA): The recipient and FTF RESINA will establish a set of pre-identified milestone activities with a fixed payment tied to the successful completion of the milestone deliverables. Activities and outcomes must be priced with a reasonable degree of certainty for this type of grant (e.g., conferences, studies, surveys, workshops, etc.).



In-Kind Grant (IKG): Activities are usually simple in nature. FTF RESINA will assume procurement responsibility for all goods and services and provide them to the recipient as in-kind to complete the grant activity; no funds will be transferred to the recipient.

4. COST SHARE REQUIREMENTS

Applicants are required to contribute an amount equivalent to at least 20% of the proposed project budget. Applicants that provide higher levels of cost share contributions will be reviewed more favorably during evaluation. Applicant contributions may be in the form of space, equipment, supplies, and other expendable property, and the value of goods and services directly benefiting, and specifically identifiable to, the grant results. Exceptions may be made on a case-by-case basis and at the discretion of FTF RESINA as relevant. The degree and nature of the cost sharing arrangement are important sustainability considerations. Cost share contributions 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 covered by the Grant.
- Profit or fee is not allowed
- ‘Construction’ as defined in ADS 303 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. ELIGIBILITY INFORMATION

I. ELIGIBLE APPLICANTS

Farmer-based organizations, including associations and/or cooperatives, small and medium enterprises particularly with commercial operations in the FTF RESINA target districts - agro-input enterprises; agricultural commodity buyers; processors, and business service providers (BSP); technical assistance organizations; training organizations; input and agriculture technology suppliers; and Mozambican Universities

Organizations that have not previously received USAID funding are specifically encouraged to apply. To be eligible for an award, applicants must;

- For organizations and medium enterprises:
 - ✓ Be legally registered;
 - ✓ Possess sound managerial, technical, and institutional capacities to achieve project results;
 - ✓ Possess and apply a system of internal controls to safeguard assets and 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;
 - ✓ Are willing to sign applicable assurances and certifications prior to award; and
 - ✓ Can leverage their own resources to achieve project objectives;
- Micro and small enterprises:
 - ✓ Be recognized by the local authorities;
 - ✓ Possess basic managerial skills and is willing to collaborate with FTF RESINA to upgrade its capabilities;
 - ✓ In good standing with all civil and local authorities
 - ✓ Willing to leverage own resources to achieve intended project results;

2. INELIGIBLE APPLICANTS

The following organizations are **not** eligible for FTF RESINA grant funding

- Organizations that are not legally registered in Mozambique nor recognized by the Government;
- Any firms or individuals that do not comply with the requirements in Standard Provision of “Debarment and Suspension” and Standard Provision “Preventing Terrorist Financing”;
- Political parties, groupings, or institutions, or their subsidiaries and affiliates;
- 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;
- An organization that refuses to sign the required certifications;
- Any entity that has been found to have misused USAID funds in the past 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;
 - (v) Luxury goods and gambling equipment, and
 - (vi) Weather modification equipment.
- Activities deemed unnecessary to accomplish grant purposes as determined by FTF RESINA, 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 programs or programs conducted by other organizations in FTF RESINA target districts;
- 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 that USAID is trying to serve;
- Involuntary sterilization programs;
- Construction; and
- Activities outside the contract scope and/or not approved by USAID.

SECTION 4. SUBMISSION INFORMATION

1. INSTRUCTIONS

Eligible Applicants should submit a Concept Note following the format provided in Attachment A. Concept Notes should not exceed (6) six pages (not including the cover page) and must contain the information requested in Attachment A. Concept Notes that do not follow the format provided will not be evaluated.

2. SUBMISSION DATES AND TIMES

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

3. SUBMISSION POINT OF CONTACT

Questions and Concept Notes must be submitted electronically, in English or Portuguese, within the dates indicated on the first page of the solicitation. They should be directed to resinagrants@activoca-mz.org with the subject line FTF RESINA-EOI-001.

SECTION 5. REVIEW INFORMATION

1. INITIAL SCREENING

Upon receipt of Concept Notes, the FTF RESINA Grants Manager will review each application to ensure it meets the minimum requirements before proceeding with technical review. The initial screening requirements include:

- Applicant has submitted a Concept Note using the template provided and in accordance with the page length (maximum six pages) and formatting requirements (11 pt. font size);
- Applicant meets the eligibility criteria listed above; and
- Applicant is not found with a negative determination in the SAM, OFAC, or UN 1267 lists.

2. EVALUATION CRITERIA

All Concept Notes that pass the initial screening will be evaluated by FTF RESINA’s Technical Advisory Group based on the following evaluation criteria:

1. Degree to which the concept is aligned with RESINA’s objectives and outcomes and can be achieved within the given timeframe of Activity support.
2. Inclusivity: The extent to which the applicant integrates women, youth, and other marginalized participants within their overarching business model, has targeted means of



advancing inclusion in their organizational practices/policies, and/or addresses a specific inclusion constraint in their business innovation or model (e.g. a product or service that meets the needs of women/youth).

3. Sustainability: The commercial viability of an enterprise's business model and grant proposal and extent to which it will result in an innovative approach to achieve sustained development impact.
4. Scalability: 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 potential for crowding in to achieve economies of scale.
5. Technical, management and operational capacity: Management capability, personnel qualifications, other capabilities required to ensure successful business management. Ability of the entity to manage government funding and meet the grant conditions and commitments. This will also include any development support the proposed applicant has received in the last three years.
6. Investment: The recipients' willingness to contribute their own funds or other sources of funds (leverage), the applicant's ability to leverage other funds towards the change, and the transformation, or multiplier, that is achieved on that investment in the system.
7. Previous Support: Applicants prior support from other sources the past three years may be evaluated. Considerations include technical area focus, amount of support, and donor source.
8. Cost-Proposal: Are costs proposed reasonable, allocable, and allowable. Available financial resources or the ability to obtain such resources, as required during the performance of the grant.

SECTION 6. APPLICATION PROCESS AND AWARD INFORMATION

I. APPLICATION PROCESS

As described above, this EOI will follow a two-stage process to select the final Grantees:

- a) Applicants must first submit a Concept Note in accordance with this EOI. FTF RESINA will conduct a merit review of the Concept Note based on the criteria provided in Section 5. Organizations with successful Concept Notes that demonstrate an alignment with the project objectives and satisfy the minimum requirements will be invited to a co-creation session and subsequently asked to submit a full application. FTF RESINA will host Co-Creation Workshops where the team will provide further details on full proposal development and grant application process.
- b) Applicants that are invited to the next stage will be provided with information and templates for the full application, including a detailed implementation plan and budget templates. While FTF RESINA will guide applicants through this process, the applicant is expected to actively contribute during the co-creation process and lead the development of a full application.

2. BASIC RISK ASSESSMENT/PRE-AWARD REQUIREMENTS

Notification of a successful Concept Note or **invitation to submit a full application is *not* a notification that the applicant will receive an award.** FTF RESINA will conduct a thorough cost analysis of the proposed budget to ensure all costs are reasonable, allowable, and allocable in accordance with USAID's cost principles. The Team will also conduct a pre-award risk assessment to determine the managerial, financial, and administrative capacity of a prospective recipient organization if the amount of the award is estimated to exceed



\$5,000 to comply with USAID requirements and cost accounting procedures and if any special award conditions will be placed on the applicant.

While not required with the submission of the Concept Note, successful applicants who are asked to submit full applications will also be asked to provide a signed copy of permit/license (Alvara), NUIT, INSS, and bank details; and a copy of the required certifications, assurances, representations, and other statements, as applicable, which may include but are not limited to the following:

1. Certification Regarding Lobbying
2. Certification Regarding Terrorist Financing
3. Certification of Recipient

Successful Concept Paper applicants will also be asked to demonstrate that they have a valid Unique Entity Identifier (UEI) number through the SAM.gov website. FTF RESINA can assist grant applicants to obtain a UEI number, as necessary.

3. AWARD ADMINISTRATION

A grant award will be administered in accordance with applicable regulations as follows:

- For non-U.S. organizations, 2 CFR 200, [ADS 303mab, Standard Provisions for Non-U.S. Nongovernmental Organizations](#) will apply.

4. REPORTING REQUIREMENTS

As a condition of the award, all grant recipients will be required to submit regular programmatic and financial reports as outlined in the grant agreement. The frequency and type of reports will vary depending on multiple factors but will be discussed with the organization prior to award.

ATTACHMENT A: CONCEPT NOTE FORM

I. Cover Page / Introduction (1 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 Mozambique? (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 Note to FTF RESINA for review and consideration. We have materially participated in its preparation. To the best of our knowledge, all information provided is current, complete, 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 resinagrants@acdivoca-mz.org for consideration.

Signature*: _____

Date: _____

Printed Name*: _____

Title: _____

*Must be an authorized representative of the applicant.

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)
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, and how the work will help accomplish FTF RESINA’s objectives as elaborated in the EOI. Please be sure to provide information on the following:

<p>Proposed objectives, problem statement, approach and (including geographic location)</p>
<p>Proposed interventions:</p>
<p>Opportunity: (Describe the opportunity that the grant would help to realize): *** Note this includes the extent to which the applicant integrates women, youth, and other marginalized participants within their overarching business model</p>



Potential Impact to the transformation of the Mozambican local market system:

This should include the i) commercial viability of the business model; ii) extent to which the activities can be scaled; and iii) the target (number of beneficiaries reached and depth/scale of impact)

3. Technical, Management, and Operational Capacity and Work experience – what kinds of similar projects have you completed in the past three years, who were the donors for these projects, and how much was each total project worth? (~1 page)
 - a. Demonstration of technical, management, and operational capacity to achieve desired results
 - b. Relevance of staff skills to the proposed program;
 - c. Experience in the proposed geographic region;
4. Applicants' ability to leverage resources to contribute to broader systems change developed through the activity (see section
5. Provide best estimated budget for the above proposed project.

Description	Amount Requested from FTF RESINA	Amount Contributed by Recipient (Cost Share)	Total Activity Amount
Personnel/ Labor*			
Materials and Supplies			
Transportation			
Activity Costs (training, workshops, services, etc.)			
Indirect Costs or Other Direct Costs			
TOTAL BUDGET			