

Annual Program Statement (APS)

Funding Opportunity Title:	Enhancing Private Sector Investment in Tanzania’s Horticulture Subsector through the Feed the Future Tanzania Kilimo Tija’s Project Grants Under Contract Program.
Funding Opportunity Number:	APS-KTP0012024-November 2024
Issuance Date:	4th December 2024
Questions for First Round of Evaluations Due By:	Questions are accepted on a rolling basis.
Concept Papers Review Dates:	Round 1 review will take place from Jan 11, 2025, after which concept notes will be evaluated on a rolling basis.
Deadline for Submission of Concept Papers:	One month before the final closing date
Final Closing Date:	May 30 th , 2025
Submit Concept Papers to:	KTA.grants@acdivoca-tz.org

The purpose of this Annual Program Statement (APS) is to invite applications for funding. ACDI/VOCA, through the Feed the Future Tanzania Kilimo Tija Project (FTFT KTP) and funded by the United States Agency for International Development (USAID), is requesting the submission of concept papers and a notional (approximate) budget.

This Annual Program Statement (APS) involves two stages. During the first stage, applicants will submit concept papers, which FTFT KTP will review on a rolling basis. Applicants who submit a concept paper that is responsive to the solicitation and demonstrates a clear link to USAID and FTFT KTP objectives will be invited to proceed to the second stage of full application.

The objective of this partnership program is to create market-based incentives that will 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-designing and co-creation of activities together with selected recipients that lower the cost for market actors to adopt improved technologies, expand sales (to local, regional or export markets), meet quality standards, and develop inclusive business models.

Strategic grant interventions will create a transformational change throughout the Tanzanian horticulture market system.

SECTION I - FUNDING OPPORTUNITY DESCRIPTION

A. Description of the Proposed Program

Background

The United States Agency for International Development in Tanzania (USAID/Tanzania) issued a five-year contract entitled Feed the Future Tanzania Kilimo Tija Project (FTFT-KTP) under the Feed the Future (FTFT) 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.

Program Purpose, Objectives and Vision

The purpose of The Feed the Future Tanzania Kilimo Tija Project is to sustainably increase economic opportunities in horticulture market systems, especially for youth.

Development Objective:

A sustainably strengthened horticulture market system which is resilient, competitive, and inclusive while enabling increased economic opportunities.

Target group:

Economically active population in Morogoro, Iringa, Mbeya, Njombe and Zanzibar, especially youth

Vision for each of the Intermediate Result

IR1 Vision: Horticulture enterprises upgrade their business skills, formalize, and increase their access to markets and finance, leading to increased inclusive employment and sustainable growth.

IR2 Vision: Producers, especially youth, adopt good agricultural practices and scale access to agriculture production technologies, leading to increased resilience and productivity.

IR3 Vision: The economically active population, especially youth, operate in an improved enabling environment leading to their increased participation across the horticulture market system.

Project Targets and Interventions.

By the end of the FTFT-KTP, over 2,500 MSMEs in the Tanzanian horticulture sector will benefit, with a focus on youth and women-led enterprises, achieving an annual revenue growth of 15%. The project aims to create 7,400 new jobs, facilitate \$30 million in agricultural finance, and generate \$160 million in combined sales for beneficiaries. It also intends to leverage over \$20 million in private sector investment, with a target of 60% youth and 50% women participation.

Through this Partnership program, partners are expected to significantly contribute to the overall targets of the project and the Project purpose, objective, and vision. This will enable the transformation of the horticulture market system into a more competitive, commercial, and inclusive system, promoting sustained growth and attracting new participants.

Through this APS, the project will adopt a more focused and targeted approach to partner engagement, concentrating on areas that align with the evolving needs of the horticulture subsector and strategic project priorities. Emphasis will be placed on opportunities that address identified gaps and challenges to

foster impactful partnerships and interventions. Applicants should align their proposals with the following project focus areas when applying for these grants.

- Enhancing distribution of productivity enhancing horticultural inputs to the last mile: Strengthening the supply and distribution of agricultural inputs to ensure farmers have consistent access to quality seeds, fertilizers, and other essential resources. This initiative aims to improve supply chains, reduce costs, and enhance productivity within the horticulture subsector.
- Adoption and commercialization of technology: Promoting modern, sustainable technologies to boost productivity, reduce costs, and optimize resource use. This includes, but not limited to deploying irrigation systems, greenhouse technology, improved planting materials (seeds, grafted trees, tissue culture, etc), renewable energy equipment, and advanced agricultural equipment to support efficient and scalable farming practices.
- Digital Solutions: Partnering with technology providers to develop and implement digital tools that improve agricultural practices, market access, and information dissemination. This includes platforms for real-time data collection, farm management, applications for upgrading management of small businesses, and digital marketplaces to bridge the gap between farmers and buyers.
- Strategic Marketing: Developing and implementing comprehensive marketing to increase the visibility and competitiveness of Tanzanian horticultural products from smallholder farmers. This focus aims to enhance brand recognition, attract buyers, and open new market opportunities locally and internationally.
- Increasing access to Financial Services to stakeholder in the horticulture value Chain: Partnering with banks, microfinance institutions, and other financial entities to design and provide tailored financial products that meet the needs of horticulture stakeholders. This focus aims to improve credit access, offer flexible financing options, and encourage investment in the sector.
- Market led production programs / expansion of export operations: Including the development / growth of out-grower programs for lead firms to increase exports or expand sales of local and regional markets as well as upgrading of existing export operations.
- Expanding the Kilimo Tija intervention in the Zanzibar Isles, specifically in Unguja and Pemba, to enhance agricultural productivity and strengthen the horticulture subsector.
- Upgrading environmental compliance through the promotion of sustainable and environmentally friendly practices in the horticulture subsector. The focus on upgrading environmental compliance involves enhancing sustainable practices within the horticulture subsector. This approach emphasizes integrating environmentally friendly practices throughout program activities to enhance resource efficiency, reduce environmental impact, implement mitigation measures, and support long-term sustainability.

Geographic Focus

Applicants may propose activities targeting the following geographic regions: Morogoro, Iringa, Mbeya, Njombe, and the Zanzibar Isles (Unguja and Pemba). The proposed number of regions to be included in the proposal should align with the applicant's capacity and available resources to be leveraged by the partner for an effective implementation.

Administration of Award

Awards to U.S. organizations will be administered in accordance with 2 CFR 200, 2 CFR 700, USAID Standard Provisions for U.S. Nongovernmental Organizations. For non-U.S. organizations, USAID Standard Provisions for non-U.S. Non-Governmental Organizations would apply.

Applicants may obtain copies of the referenced material at the following websites:

2CFR200:

http://www.ecfr.gov/cgi-bin/text-idx?tpl=/ecfrbrowse/Title02/2cfr200_main_02.tpl

Standard Provisions for Non-U.S., Nongovernmental Recipients:

<http://usaid.gov/policy/ads/300/303mab.pdf>

SECTION II. AWARD INFORMATION

ACDIVOCA/*Feed the Future Tanzania Kilimo Tija Project (FTFT KTP)* anticipates awarding grants to fund successful applications submitted in response to this APS. Competition for this APS will be open for 6 months depending on the availability of funding. Concept papers received will be reviewed on a rolling basis. It is possible that the available funds for this APS may be allocated earlier, as concept papers will be evaluated on a rolling basis.

The total amount of funding currently available for this APS is approximately TZS 5.0 billion and this APS is expected to be closed once the funds are allocated. Individual grants may range between **TZS 300 million to TZS 1 billion**. The costs will be assessed for reasonableness, and its ability to cost effectively contribute to the project's targets. The proposed length of the program implementation will not go beyond March 31st, 2027. The applicant is expected to contribute at least 35% of the budget needed for the proposed activity, with additional leverage strongly encouraged.

ACDIVOCA/*Feed the Future Tanzania Kilimo Tija Project (FTFT KTP)* may choose to fully fund or incrementally fund the selected application(s). The number of awards and amount of available funding is subject to change and ACDIVOCA/*Feed the Future Tanzania Kilimo Tija Project (FTFT KTP)* reserves the right to make no awards as a result of this APS.

This APS is seeking applicants to propose creative and effective approaches to implement this program as outlined in the Overview section. Applicants may choose among a range of initiatives or scale up small projects that have demonstrated success. Awardees will be expected to share evaluation results and key lessons and disseminate periodic activities and outcomes with the broader community.

Applications proposing activities outside the geographic focus of the FTFT KTP Zone of Influence will not be considered. Applicants must demonstrate success in managing cultural and political considerations in the proposed focus country or region as well as success in addressing ACDIVOCA/ FTFT KTP development objectives.

SECTION III- ELIGIBILITY INFORMATION

Types of Entities that May Apply

Registered non-U.S. non-governmental organizations and for-profit organizations may apply.

This APS is issued as a public notice to ensure that all interested and qualified organizations have a fair opportunity to submit applications for funding. Eligible organizations could include, for example,

foundations, non-governmental organizations, faith-based organizations (FBOs), community-based organizations (CBOs), host country organizations, private organizations affiliated with public academic institutions and international non-governmental organizations, private companies, professional associations and consortiums of the above. ACDIVOCA/*Feed the Future Tanzania Kilimo Tija Project (FTFT KTP)* encourages an approach that establishes partnerships with several partner organizations and builds them into legacy institutions capable of sustaining development projects in the future.

SECTION IV- APPLICATION AND SUBMISSION INFORMATION

Application Process

Feed the Future Tanzania Kilimo Tija Project (FTFT KTP) will review proposals using a two-stage process. Applicants must first submit a concept paper of no more than four (4) pages to ACDIVOCA/ FTFT KTP before submitting a full proposal. Concept papers must meet the identified needs of this solicitation. Please note the following: -

Do not submit a full proposal unless requested by *Feed the Future Tanzania Kilimo Tija Project (FTFT KTP)*. Only upon receipt of positive *Feed the Future Tanzania Kilimo Tija Project (FTFT KTP)* feedback on the concept paper is the applicant requested to develop a full proposal for consideration, using the criteria below.

The concept paper must be submitted in accordance with the instructions in SECTIONS IV B below

Concept Paper

In the first stage, all interested applicants are required to submit a short technical concept paper, no longer than four (4) pages excluding cover page, that is specific, complete and concise. The concept paper should demonstrate the applicant's capabilities and expertise with respect to achieving the goals of this program. The instructions for developing the concept paper should take into account the instructions listed in the next section.

Concept papers will be reviewed in terms of responsiveness to the APS, appropriateness of subject matter, and creativity. Applicants are encouraged to demonstrate how their proposed work will contribute to ACDIVOCA/ *Feed the Future Tanzania Kilimo Tija Project (FTFT KTP)* development objectives as listed in section I of this APS.

Concept Paper Instructions

The concept paper must be submitted in Arial 11 pt. font and must include page numbers. Each page must be marked with the APS title and number.

Prepare the concept paper application by following the structured format outlined in the application form in **Appendix I** of the Concept paper application form.

ACDIVOCA/ FTFT KTP will contact selected applicants to request a full proposal based on the information provided in the concept paper.

Application Process

If a concept paper is approved, ACDIVOCA/ FTFT KTP will contact applicants and provide instructions and templates to complete an application.

Do not submit a full proposal unless requested by ACDIVOCA/ FTFT KTP. Only upon receipt of positive feedback on the concept paper is the applicant requested to put together a full proposal for ACDIVOCA/ FTFT KTP consideration, based on instructions provided by ACDIVOCA/ FTFT KTP

SECTION V – CONCEPT PAPER REVIEW INFORMATION

Evaluation Criteria for Concept Paper

Concept papers will be reviewed in terms of responsiveness to the APS, appropriateness of subject matter, and creativeness. Applicants are encouraged to demonstrate how their proposed work will contribute to the project objectives.

SECTION VI - PROJECT CONTACTS

The points of contact for this APS and any questions during the APS process must be directed to this email: KTA.grants@acdivoca-tz.org

Any prospective applicant desiring an explanation or interpretation of this APS must request it in writing by the date listed on the cover letter to allow a reply to reach all prospective applicants before the submission of their applications. Oral explanations or instructions given before award of a grant will not be binding. Any information given to a prospective applicant concerning this APS will be furnished promptly to all other prospective applicants as an amendment of this APS, if that information is necessary in submitting applications or if the lack of it would be prejudicial to any other prospective applicants.

SECTION VII - OTHER INFORMATION

Issuance of this APS does not constitute an award or commitment on the part of ACDIVOCA, nor does it commit ACDIVOCA/ FTFT KTP to pay for costs incurred in the preparation and submission of an application.

ACDIVOCA reserves the right to fund any or none of the applications submitted. Further, ACDIVOCA reserves the right to make no awards as a result of this APS.