**Business Support Facility for Resilient Agricultural Value Chains**

**MOVE-ComCashew**

**Competitive Matching Grant Scheme Call for Application**

**Template for Concept Note**

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# I Information for Applicant (s)

The Programme “Business Support Facility for Resilient Agriculture Value Chains” is a combined effort of the EU, OACPS and BMZ, implemented by GIZ. It is based on longstanding working experience with the promotion of sustainable agribusiness and value chain (VC) development. Focusing on cashew, cocoa, maize and livestock (cattle, sheep and goat), VCs, the programme aims to contribute to economic and climate change resilience of these VCs and to food security, increased income, and employment in the 79 African, Caribbean and Pacific (ACP) countries under the Post-Cotonou agreement.

This document represents the Concept Note (CN) template with which prospective partners in selected value chains can apply for support from the Competitive Matching Grant Fund (MGF) Scheme under GIZ’s ABF and MOVE-ComCashew.

After submission of the CN, each proposed project will be assessed based on the information on selection criteria provided. Following this review, several project concepts will be shortlisted and applicants will be invited to submit a full technical proposal and budget.

Prior to completing the following template, please carefully read the MGF Application Guidelines. All necessary information can be downloaded here and should be considered before handing in the CN. These guidelines outline the conditions of the Competitive MGF and will help structure your application. Applicants are encouraged to be as clear, concise and more convincing as possible.

This particular call for application is targeting specifically actors of the cashew value chain.

If you have any questions, please reach out directly to MOVE-ComCashew team by email (cashew@giz.de).

# II. Identification of Applicant (s)

## Project title

Click or tap here to enter text.

## Name of the lead entity applicant

Click or tap here to enter text.

**Evidence of being a legally registered entity**

**To be eligible, any applicant entity should be legally registered and show proof of it**

Please indicate here the legal registration document (s) with mandate to enter into binding commercial and cooperation agreements

Organization type**[[1]](#footnote-2)**

Please indicate here the type of organization

**Date of establishment**

Click or tap to enter a date.

**Contact Person in charge**

Click or tap here to enter text.

**Company Physical address with P.O Box**

Click or tap here to enter text.

|  |  |
| --- | --- |
| **Tel.** Click or tap here to enter text. | **E-mail** Click or tap here to enter text. |

**Homepage** Click or tap here to enter text.

Name of First consortium partner(if applicable**)**

Click or tap here to enter text.

|  |  |
| --- | --- |
| **Tel.** Click or tap here to enter text. | **E-mail** Click or tap here to enter text. |

**Homepage** Click or tap here to enter text.

**Roles and responsibilities** Click or tap here to enter text.

Name of Second consortium partner (if applicable**)**

Click or tap here to enter text.

|  |  |
| --- | --- |
| **Tel.** Click or tap here to enter text. | **E-mail** Click or tap here to enter text. |

**Homepage** Click or tap here to enter text.

**Roles and responsibilities** Click or tap here to enter text.

# III. Financial and accounting information for eligibility

**To qualify to the MGF, applicant must provide evidence of the following financial and accounting items:**

Please indicate here the annual turnover

Please indicate evidence of tax payment in last 2 years

Please indicate your bank account details[[2]](#footnote-3)

If you use an electronic accounting system, please name the software you are working with.

Please indicate the procurement regulations in your company

Please indicate when did you have your last official audit?

If your entity has any experience in working with GIZ, please name reference (s)?

|  |  |
| --- | --- |
| **Total estimated budget (in EUR)** Click to enter amount | **Requested GIZ contribution max. 40% (in EUR)**Click to enter amount |

|  |  |
| --- | --- |
| **Project start date** Click to enter date | **Proposed project start date** Click to enter date  |

# IV. Project description

## Background & project rationale (max. 200 words)

Please describe here the challenges and/or opportunities of the value chain the proposed project will address

**Segments of value chain:** Indicate which segment (s) the targeted value chain the project will address (production, processing, consumption, etc.)

Click or tap here to enter text.

**Product (s) of value chain :** Indicate which final product (s) of the value chain the project will address

Click or tap here to enter text.

**Target market (s):** Indicate which target market(s) the project will address (local, regional, or global market)

Click or tap here to enter text.

Geographical scope**:** Indicate the geographical scope( (local, regional, or global market) of the project

Click or tap here to enter text.

|  |  |
| --- | --- |
| ACP country | Regions within the country  |
| Multicountry scope  | Supra-regional scope |

## Project climate change rationale

Please describe how the project addresses existing climate change challenges. Briefly point out how the project will contribute to:

* Enhance adaptation to climate change
* Reduction of emission
* Carbon sequestration

## Project Inclusive and Gender Transformative rationale

Please describe how the proposed project will strengthen women and youth in access to resources, to education, to business opportunities & linkages, investment-related decision making and finance

## Short description of the project (max. 300 words)

Click or tap here to enter text.

## Goals and objectives

Please state the overall goal of the project. What are the specific objectives the project is focusing on? Please provide SMART objectives: the objectives should be **S**pecific, **M**easurable, **A**chievable, **R**elevant and **T**ime-bound

Project Intervention measures**[[3]](#footnote-4)**

Please describe how your proposed project will help **to increase inclusiveness, productivity, and sustainability along the cashew value chain.** Training measures must cover at least one topic from each of the below two thematic areas, and applicants are encouraged to provide as much details as necessary, while remaining concise:

1. **Technical training for primary producers** (Topics include Good Agricultural Practice (GAP), Adaptation to Climate Change (CC), Conservative Agriculture, Agroforestry, Improved planting Material, etc.)
2. **Entrepreneurial training for primary producers** (Topics may include Farmers Busines School (FBS), Cooperative Business School (CBS), Gender Make Business Sense (GmBS) Mitigation to Climate Change Empowerment of women and youth and other entrepreneurial topics)

|  |
| --- |
| **Other innovative trainings or VC promotion approaches**In addition to the first two thematic areas, application could also consider below training topics/approaches.1. Contract farming/Supply chain linkage
2. Diversification (e. g. intercropping, bee keeping, agroforestry etc.)
3. Waste recycling / upcycling in commercial products
 |
| 1. Cashew by-product use
 |
| 1. Cashew Processing at MSME
 |
| 1. Vertical business linkages (supply linkages)
 |
| 1. Optimized supply management and logistic (transport) including communication, traceability, / digital solution
 |
| 1. Ecotourism / agrotourism
 |
| 1. Certification (Organic, FairTrade etc.)
 |
| 1. Digital services (weather forecast, traceability)
 |
| 1. Integrated Pest Management
2. Soil fertility management
3. Post Harvest Management
4. Carbon credit
5. Mechanization
6. Innovations in New Products Development
 |
| 1. Production and / or use of renewable energy
2. Access to finance
3. Social sustainability (such as awareness raising on child labour, forced labour, etc.)
 |

## Project scale of interventions/outputs

Please indicate the envisaged outreach of your proposed project for the following variables, if applicable to the target value chain

* Area (ha) for cashew
* Age of trees
* Number of estimated male graduates from training in VC
* Number of estimated female graduates from training in VC (at least 50% of the total number)
* Number of estimated young graduates from training in VC (between 18 and 35 years, both male and female, 50% of the total number)
* Targeted productivity increase in % (yield per hectare)
* Volume of bulk sales (producer organizations)
* Volume in off-taking agreements
* Premium price difference

## Expected project impacts.

What are the expected benefits or impacts of the proposed project? Which of the following indicators will the project contribute to and to what extent? The proposed project must contribute to each of the first 3 indicators. Please estimate target numbers or plausibility if applicable

1. Average increased income of supplying agricultural MSME
2. Contribution to climate resilience (Adaptation and/or Mitigation)
3. Strengthening women and youth (50% each) in access to resources, to education, to business opportunities & linkages, investment-related decision making and finance
4. Jobs created in primary production
5. Jobs created in processing
6. Jobs created in services (technical, digital, financial services)
7. Contribution to food security via supply of food (products) to markets
8. Contributions to substitute imports of food products or of ingredients for (food) industry
9. Foreign currency earnings from export
10. Technical innovation in primary production
11. Technical innovation in processing for optimization of processing efficiency and quality building on available equipment
12. Technical innovation in processing for scaling of processing with new equipment
13. Innovation in technical services
14. Innovation in digital services
15. Innovation in business services (information on markets & finance, buyers,
16. Turnover of producer organizations from services provided to their members
17. Increase member base of producer organizations (increase, mergers, unions)
18. Turnover in processing
19. Consolidated sourcing base
20. Scaling of evidence-based approaches / technologies, innovations

# V Budget[[4]](#footnote-5) and contributions

Please specify here a summary of the budget, including the requested contribution from GIZ, the contribution of the lead applicant and, if applicable, contributions by consortium partners

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Budget line** | **Lead Applicant share** | **Other consortium partners share** | **GIZ share** | **Total cost** |
| **Applicants’ staff costs** | Enter number | Enter number | Enter number | Enter number |
| **Service providers’ costs** | Enter number | Enter number | Enter number | Enter number |
| **External Experts (fees + travel costs)** | Enter number | Enter number | Enter number | Enter number |
| **Equipment (e.g., processing, irrigation, warehouse, energy supply...) [[5]](#footnote-6)** | Enter number | Enter number | Enter number | Enter number |
| **Training & other items (e.g., demo farming inputs)** | Enter number | Enter number | Enter number | Enter number |
| **Audit** | Enter number | Enter number | Enter number | Enter number |
| **Total cost** | Enter number | Enter number | Enter number | Enter number |

1. Eligible lead entities are processing company, producer organization, input dealer, trading company [↑](#footnote-ref-2)
2. For establishing an implementation agreement with GIZ, applicant need to open a separate bank account for the project [↑](#footnote-ref-3)
3. The proposed activities here should respondent to the following criteria:

 The project activity needs to be linked to a development goal

 60% partner contribution minimum

 Complementarity of projects (between partners and GIZ project)

 Subsidiarity: the private partner would not do this activity on its own

 The private partner should have a commercial interest in the project (no charity work!)

 Sustainability

 Competitive Neutrality [↑](#footnote-ref-4)
4. The private sector auditable contribution in total should be at least 60% of total project cost; and the reporting requirements state that actual costs must be reported against the budget (costs and contributions by lead applicant, consortium partners and contribution from GIZ). [↑](#footnote-ref-5)
5. Share of funds for equipment should not be higher than 30%

If the sum for equipment and consumables exceeds EUR 50,000, approval must be obtained from GIZ Procurement and Contracting Division before asking the contract manager to prepare the contract. If agro-chemicals or medicine are to be purchased, approval is necessary for any amount. [↑](#footnote-ref-6)