

END HUNGER >>> GROW FARMING FARM AFRICA

CALL FOR CONCEPT NOTES: FARM AFRICA'S COMPETITIVE VALUE CHAIN FUND

Farm Africa is an International Non-governmental Organisation (INGO) that works in remote and resource-poor rural areas in Ethiopia, Kenya, South Sudan, Tanzania and Uganda to end hunger and bring prosperity to rural Africa.

Our vision is *a prosperous rural Africa*. We reduce poverty permanently by unleashing African farmers' abilities to grow their incomes and manage their natural resources sustainably. We work with farmers, pastoralists, agro-pastoralists, smallholders, forest dwellers and other stakeholders to develop, test and support roll out of successful solutions to achieve long-term improvements in their lives.

The Maendeleo Agricultural Enterprise Fund (MAEF) aims to sustainably improve the livelihoods of smallholder farmers in East Africa through investing in enterprises promoted by any of the type of entities mentioned in the eligibility criteria below that create or adapt technologies that improve agricultural productivity in East Africa and profitably and sustainably link that increased productivity to markets. We address these through key themes in light of changing global trends and existing environmental challenges. MAEF will help promote successful solutions that improve livelihoods and increase resilience of vulnerable smallholder farmers.

The MAEF Competitive Value Chain Fund will focus on providing grant support to projects that use a proven value chain approach to agricultural innovation. These should develop into sustainable, scalable, replicable and viable commercial businesses profiting the smallholder farmers in the region.

This is a **call for concept notes** for the **second round** of grants from Maendeleo Agricultural Enterprise Fund's (MAEF) Competitive Value Chain Fund (CVCF) focusing on **Improving Resilience and Livelihoods for Vulnerable Smallholder Farmers in East Africa (IRaL)**.

This thematic call **focuses on improving resilience and livelihoods of smallholder farmers through a given agricultural value chain. The concept note should show clear development of viable business enterprises that are profitable and sustainable in the long run.** They should also promote innovative and replicable approaches to improving productivity, market access and returns from agriculture such that households have improved livelihoods and increased resilience to shocks.

The focus should be on enabling small-scale farmers to exploit innovative technologies with a market focus. Ideas must enhance smallholder farmers' resilience given the various global changes and challenges; exploit market opportunities along product value chain for specific proven technologies and develop profitably sustainable commercial enterprises. The fund will consider agricultural sector related technologies already tested (*there is proof of concept*) under farmer conditions and whose viability and socio-economic potential uptake is at least partly established.

Farm Africa's MAEF will award grants, of up to USD 128,000 for 3 years, to initiatives with the greatest potential to help small-scale farmers to develop innovative and viable commercial enterprises that encompass agricultural adaptation and mitigation to climate change, improve incomes and that have methods/approaches to improve their resilience and livelihoods in a changing climate in the long term sustainably.

Eligibility

- 1) Country and geographical focus: This call is open to applicants from eastern Africa and operating within the specified regions; Kenya (Makueni, Taita-Taveta, Kilifi, Kwale and Lamu Counties), Uganda (Western and Southern Uganda regions), and Tanzania (Pwani and Tanga Regions).
- 2) Applicants should be legal entities with a track record of at least 3 years in agricultural development and agribusiness in those countries, have proven capacity to manage grant funds and fall under the categories as listed below:

Category

- I. Local Non Governmental Organisations (LNGOs), Community Based Organisations (CBOs), farmer associations:

Ideal requirements

- a. Where business entity exists: Applicant should provide:
- Evidence of supporting and working with an existing and ongoing business entity that works with smallholders.
 - Evidence of how this grant will ensure full commercial sustainability of the business and business entity beyond the grant period.

OR

- b. Non-existent business entity: Applicant should provide:
- Evidence of supporting and working with smallholder farmers.
 - Evidence of forming and supporting the development of a farmer owned and managed business entity.
 - Evidence of how this grant will ensure full commercial sustainability of the business and business entity beyond the grant period.
 - Evidence of working with private companies, Small Medium Enterprises (SMEs) or business agencies to support smallholder farmers

- II. Private companies (agri-business firms, Small and medium enterprises - SMEs, Cooperatives, farmer business agencies),

Should provide:

- Evidence of supporting and working with smallholder farmers profitably.
- Evidence of supporting the development of long term commercially sustainable and profitable relationship with smallholder farmers or farmer owned and managed business entity.
- Evidence of how this grant will ensure full commercial sustainability of the business and business entity beyond the grant period. OR
- Evidence of working with CBOs/ NGOs to support and organise smallholder farmers in the supply chain to company

- 3) Applicants should not have an ongoing Farm Africa funded project. They should demonstrate formation of innovative, effective synergistic partnerships with technology innovators, business development service providers/or organisations, extension service providers and business firms such as financial institutions, commodity processors and buyers where applicable.

How to Apply

Stage 1: interested applicants should submit **Concepts Notes on a prescribed template available on the Farm Africa website: www.farmafrica.org**

Stage 2: Only successful applicants from stage 1 will be contacted to provide a detailed proposal (which will include an implementation strategy and a detailed business plan).

Stage 3: Field verification and other due diligence processes for those who successfully reach stage 2.

Application deadline:

The applications MUST be submitted by email to maef-info@farmafrica.org by **28th November 2012 at 1700hrs East African time.**

Successful applicants will be contacted by Farm Africa's MAEF representative at each stage.