**Request for Application (RFA)-C301**

**Stimulating Commercial Goat Production and Marketing in Oromia, Somali and Afar Region**

1. **Background:**

Resilience in Pastoralist area- North (RiPA-north) program is a five-year USAID funded FtF program that aims to improve the resilience capacities of households, markets and governance institutions across 22 woredas in the Somali, Afar and Oromia regions. The program has four components with integrated activities across intervention geographic areas. These components are:

1. Improved Disaster Risk Management (DRM) Systems and Capacity.
2. Diversified and Sustainable Economic Opportunities for People Transitioning out of Pastoralism (ToPs) particularly youth and women.
3. Intensified and Sustained Pastoral and Agro-Pastoral Production and Marketing
4. Improved and Sustained Nutrition and Hygiene Practices

In addition, gender and peace building are embedded as crosscutting for each component. RiPA program designed and implementing following a market systems development approach to stimulate sustainable systemic change at scale. This will involve multiple actors from the private sector and government along the market system (i.e. core, supporting and rule/norm functions).

Stimulating commercial goat production and marketing intervention will be implemented in three regions of the RiPA program targeted. The Somali region intervention is planned to implement in collaboration with the ‘Strengthened Socio-Economic Development and Better Employment Opportunities for Refugees and host Communities in the Jigjiga Area (STEDE)’ program being implemented by Mercy Corps with funding from the European Union through the EU trust fund. The first round call for application from STEDE program focused Fafan Zone of Somali region was released and this round call is for application from the USAID funded RIPA-North project. This intervention is planned to implement in collaboration with the STEDE program to minimize the duplication of efforts and resources particularly in Somali region. RiPA- will manage the Afar and Oromia region intervention north only.

**2. Objective of Call for Applications**

The objective of this call for applications is to: **stimulate commercial goat production and marketing through capacity building of selected market actors in the RIPA program target areas.**

Thus, RiPA is welcoming applications from existing small, medium and large livestock trading, fattening and/or holding ground service providers, livestock fattening/marketing cooperatives and others who are interested in establishing/strengthening Commercial Goat Aggregation business/networking business to create consistent and quality supply of export standard goats to export abattoirs. This activity will be complemented with facilitation of formal/contractual business relationship creation with buyers/export abattoirs and market information exchanges system to develop trust and networks of goat suppliers. Mercy Corps RiPA is open to applications from businesses operating in the following geographical areas:

1. Somali region

* Degehabur Zone**:** - Degahabur Woreda
* Siti Zone: Afdem, Dembel, Erer, Shinile and Mieso Somali

1. Afar Region

* Zone one: Mile, Dubti, Asayita, Afambo and Chifra
* zone three: Gewane and Amibara

Oromia region

● East Hararghe: Babile and Gursum

● West Hararghe: Gumbi Bordade and Meison

**3.** **Criteria for application**

In the program targeted area existing small, medium and large livestock traders, livestock marketing cooperatives, goat fattening/conditioning enterprises with capacity to aggregate/manage a minimum of 1000 goats per batch or in a month (2 or more traders working in a joint enterprise is also possible) are appreciated to apply. The applicants must fulfill the following ELIGIBILITY criteria:

* Registered business entities under Ethiopian law with recently renewed business license from the relevant authorities;
* Actively operating business engaged in livestock trading/fattening/aggregation in the RiPA program targeted areas(*verified by consent letter from respective government partners*)
* Operational for a minimum of two years before the date of the application;
* Verified financial and other needed resources/capacities (land, human, technical) to leverage implementation of the proposed activities, above. Minimum of 50% of in-kind of cash contribution of total investment will be required;
* Commitment/interest to work with export abattoirs and to technically support local livestock suppliers(supporting information on the proposed networking)and women focused livestock cooperatives/groups;
* Demonstrated commitment or in placed system to networks goat producers with market and willingness to share market information to producers in collaboration with government partners( How to address this should be clearly stated in the CN);

Following the rigorous review of the applications based on the criteria, the partnership agreements will be set with selected business enterprises.

**4.** **Potential activities that could be supported Mercy Corps RiPA program**

Proposed activities should be based on a sustainable business model. The applicant is responsible for organizing and managing activities with technical and/or financial support from Mercy Corps. Examples of activities that could be supported includes **but are not limited to**, are the following:

* Develop business relationships with export abattoirs to supply consistent and at least 1000 goats per month. This could be an aggregation enterprise (purchasing animals using own capital) or as an agent enterprise (purchases financed by the export abattoirs/buyers) through establishing holding ground/other related facilities;
* Develop a network of goat aggregation groups (women focused) or work with existing livestock producer groups and develop semi-formal arrangements for purchase of marketable young goats (8 months to 2 years) to condition and market. This will include as need creation of the system that allow conditioning goats for short period to fulfill the required quality standard of export abattoirs;
* Provide business training or other embedded services to goat aggregation groups (e.g. basic extension services, sale of feed during droughts etc.) to create a better outgrowing scheme/networking system to stimulate the supply of quality goats. This could include the model that integrated inputs supply(animal health, feed) and goat purchases from producers to create interdependence;
* Establish holding ground for aggregation of goats at regional center/any accessible locations with suitable shade, watering trough and feed supply to ensure requirement of goats are maintained;
* Facilities market linkage with women’s goat aggregations groups and keep them in the holding ground (use of technology to coordinate supplies is welcome);
* Create a system that allows strong market linkage with export abattoirs to sell holding ground and other options.

Above lists are not exhaustive hence the applicants are welcome to propose any other innovative activities that will have contributions to fulfill the intended goal hence the lists are simply to provide examples of company initiatives that could be supported by Mercy Corps. Any additional ideas or combinations of ideas or activities are encouraged, and all ideas will be considered provided that they are aligned with the main objective of this call.

**5. Maximum amount of award and cost share requirements**

* The maximum amount of award that MC contributes will be $7,500(325,000.00 birr) for each business enterprise. Grantee expected to contribute equal amount of Mercy Corps program contribution(i.e. 50 % of the total investment costs); and
* The business enterprise that leverages/willing to cost share above the minimum contribution (50%) will be encouraged and prioritized during the selection process.
* The maximum number of business enterprises to be awarded will be seven( 3 in Somali, 2 in Afar and 2 in Oromia region)

**6. Areas not eligible for funding**

* Financial support for working capital costs (e.g. purchasing raw materials to support a given business(e.g. feed for goats, goat purchase), regular employee salaries for existing permanent staff except those costs related to BDS and other operational costs of the business such as transportation and related;
* Financial support for purchase of the items deemed as restricted items by USAID. Restricted items include motor vehicles, used machinery and equipment and other USG surplus machinery and equipment).

**7. Application Collection and review process**

MERCY CORPS expects to receive proposals/applications from the entities that meet the above criteria, through the Mercy Corps Office/s in Diredawa/Jijiga/Semera by no later than ***July 23, 2021.*** Upon receiving the applications, Mercy Corps will evaluate the proposals using the criteria outlined in Table 1. The process of evaluating the proposals will be:

* **Initial Application Screening:**  A committee established by Mercy Corps will screen, score and rank applications received. Only applications from applicants meeting the ELIGIBILITY criteria will be screened. The ELIGIBLE applications will be scored using the criteria presented in Table 1 (below); as needed Mercy Corps will consult government agencies to get consent on the selected applicants mainly on their experience on operating in the area and commitments.
* **Application Assessment**: Best ranked projects will be additionally assessed by evaluation committee member of Mercy Corps team via on site verification of the application and the applicant due diligence check. Areas need to be emphases will be dependent on the type and nature of Submitted Concept note;
* **Business Plan Screening**. The Mercy Corps committee will, upon receiving the completed assessments (business plans), conduct the final scoring and ranking of proposals and make recommendations for support.

**Table 1. Score Sheet for regional Goat Aggregation and Market Linkage Activity**

|  |  |  |
| --- | --- | --- |
| ***S/NO*** | ***Description of evaluation areas*** | ***Score points*** |
| ***1*** | ***Strategic alignment of proposed business idea with objective of stimulating goat commercialization(50 points)*** |  |
| 1.1. | Potential number of household to be benefitted from the market opportunities established as stated in the EoI/proposal (25 points maximum) |  |
| 1.1.1 | Number of individual suppliers affiliated to the trader (detailed address and expression of interest) (10 point maximum) |  |
| 1.1.2 | Number of group suppliers affiliated to the trader (detailed address and expression of interest) (15 point maximum) |  |
| 1.2 | The business will help to sustainably increase employment in the area of aggregation. This will include proposed organizational structure (staffing plan/enterprise organogram)(10 points) |  |
| 1.3. | Plan to provide embedded services for suppliers (pastoralists and agro pastoralists) (15 points Maximum) |  |
| 1.3.1. | Details presented proposed embedded services from firm/business to deliver to producers to support goat production (stated in the proposal) |  |
| ***2*** | ***Technical and Financial Capacity (45 points)*** |  |
| ***2.1.*** | ***The applicant potential to increase the volume of livestock to supply for abattoirs by aggregating at regional level (25 points maximum)*** |  |
| 2.1.1 | Financial capacity based on verified bank statements (5 maximum points) |  |
| 2.2.2 | Demonstrated experience in the area and on proposed activities as mentioned in the proposal (10points) |  |
| 2.2.3 | Previous market relationship with abattoirs as stated in the proposal (10points maximum) |  |
| ***2.2.*** | ***Applicant understands and is able to implement this project as explained in the proposal; (5 points maximum)*** |  |
| 2.3. | **Cost Share**: Applicant expected to contribute a minimum of 50% of the total project investment cost but the maximum point for cost share will be dependent on the maximum amount of an applicant submitted cost share(15 points maximum) |  |
| **4** | **Gender Considerations (5 points)** |  |
| 4.1. | Experience and interest of the trader to work with women group and women individual suppliers as explained in the proposal/EoI(5 points maximum) |  |
| ***Total Score*** | |  |

**8. The application process**

Table 2: The table below shows the process timeframe for this Call for Applications.

|  |  |  |
| --- | --- | --- |
| **Date** | **Item** | **Details** |
| July 7-9, 2021 | Information Meeting | All are welcome to learn about the opportunity and ask questions. Date: July 7, 2021-Semera, July 8, 2021 Jijiga & July 09 Diredawa)  Time:9:30-10:30  Location: MC office **Jigjiga, Semera and DireDawa**  contact person: **Senbeto Funte ,Team Lead**: ***Pastoral and Agro-Pastoral Production and Marketing* Resilience in Pastoral Area(RiPA-North)**  **Tel**[**+251-1-11-11-07-77**](mailto:rsingh@mercycorps.org)**| Mobile: +251- 929 284816|Skype: senbeto.funte2**  **P.O.Box 14319|Addis Ababa** |
| July 23, 2021 | Applications due | Interested traders must submit a completed application, complete with all relevant documentation; by no later than this date. |
| July 26-August 6, 2021 | Evaluation of applications | This is the expected date for completion of the eligibility and evaluation process, which will be conducted by Mercy Corps selection committees. The evaluation process may include an interview with the applicant. Before final selection or rejection, the Mercy Corps team may conduct negotiations with the applicant to adjust / improve the application to more closely align with Mercy Corps objectives. This will also include a Financial Review, which may also be subject to negotiation / revisions. Morevere, the support letter from applicant main business located area respective government partners will be required as a supporting document |
| August 13, 2021 | Notification of acceptance / non-acceptance | The Mercy Corps Team will issue notifications of acceptance or non-acceptance to all applicants. |
| Sept 15, 2021 | Expected date for signing of Subaward agreement | Following a negotiation process, final agreements between the selected applicants and Mercy Corps will be signed, and project implementation will begin. |

**9. Preparation of Applications**

The application template is provided below and must be completed by the date listed above. Completed applications will be accepted in English no more than six pages in length (not including cover page, budget, proof of registration, or other required attachments).

A soft copy of the application will be emailed to interested applicants on request.

Mercy Corps will evaluate all Applications based on the criteria described above. ***All applicants that meet the criteria will be considered, however Mercy Corps reserves the right to not accept any applicant if none are qualified.***

**Submission process:**

Expression of interest (proposal) that contains both technical and financial proposal as per the format provided in the call for application in a sealed envelope shall be submitted **to** the below Mercy corps offices.

Jijiga office: Kebele 06, House No.2079, Tel.No.+251-25-775-7477, P.O.Box :225

Dire Dawa, Kebele 02, House No.509, Tel.No.+251-25-113-1220/21, P.O.Box: 974

Semera: CARE field office, Tell: 03-33660114

Addis Ababa office located Yeka Sub-City, Kebele 08, House No. 377; Hayahulet, Tel. +251- 111110777, P. O. Box 14319

OR by [**tenders@mercycorps.org**](mailto:tenders@mercycorps.org)

* Deadline for submission July 23, 2021 10:00AM and the proposals received after this date may not be considered.
* Financial proposal should be in birr that indicates total amount of investment, expected contribution from Mercy Corps and own source
* Mercy Corps reserves the right to reject the bid fully or partially;

10. **Conditions**

**Issuance of this solicitation in no way constitutes a commitment by Mercy Corps to execute any agreement or to pay any costs incurred by any applicant in submitting an Application.**

Please note that Mercy Corps **will fully respect the confidentiality** of all companies involved in the program. If selected, Mercy Corps will establish an agreement with the regional aggregator that describes the objective of collaboration and that clearly defines each party’s respective responsibilities, roles, and obligations. Successful applicants must be willing to share information with Mercy Corps regarding their performance, and Mercy Corps will conduct interviews with clients / customers to gather information on impact and to monitor progress.

**AWARD APPLICATION FORM**

Please enter the relevant information for the Call for Applications being applied for.

|  |  |
| --- | --- |
| Call for Applications Ref # |  |
| Call for Applications Title |  |

Please ensure you complete all sections and attach all required documentation. The Application Form should be **no more than six pages in length** (not including additional supporting documentation and budget).

1. **Applicant contact details (contact person)**

|  |  |  |
| --- | --- | --- |
| 1.1 | Name of point of contact for the applicant |  |
| 1.2 | Position of point of contact within the business / institution |  |
| 1.3 | Address |  |
| 1.4 | Phone number |  |
| 1.5 | Email address (optional) |  |

1. **Business / institution information**

|  |  |  |
| --- | --- | --- |
| 2.1 | Name of the business / institution |  |
| 2.2 | Year of establishment |  |
| 2.3 | Description of current business / institution structure and main business activities |  |
| 2.4 | Number of full-time staff / part-time staff/owner of business |  |
| 2.5 | Current Financial capital of the enterprise |  |
| 2.6 | Mission / Objective of business / institution |  |
| 2.7 | Has your organization received any financial / technical assistance from international organizations or NGOs (if yes, please describe the content of the assistance) |  |

1. **Proposed business idea/ activities**

|  |
| --- |
| **3.1. Brief description of proposed business activities, and why it is viable in the current market context** |
| **3.2. Explain why the proposed activity/business requires support from Mercy Corps** |
| **3.3. Proposed location of activities and target groups (including number of individual and group suppliers)** |
| **3.4. Expected impact of the proposed business activity on the target groups listed in the Call for Applications (please include: economic or social benefits, number of individuals / households benefiting and the planned embedded services)** |
| **3.5. Proposed list of activities needed to deliver planned business** |
| **3.6. Describe how the business will be sustainable** |
| **3.7. Describe how your track record and experience will enable you to implement the innovation / activities successfully** |

1. **Budget summary**

|  |  |  |
| --- | --- | --- |
| 4.1 | Estimated cost of the entire business / activities (ETB) |  |
| 4.2 | Total request for financing from Mercy Corps (ETB and %) |  |
| 4.3 | Total financing covered by the applicant (ETB and %) |  |
| 4.4 | Describe other sources of financing (e.g. bank loan, family loan, own capital) |  |

1. **Supporting documentation**

(If they are not available, please provide the equivalent information.)

* Company Profile (if available)
* Copy of renewed business registration documents/license
* Copy of tax registration
* Copy of financial reports for the last two years, including any audit report (if available)
* Support letter from regional/zonal/woreda government office indicating current operation status and reputation of the enterprise
* Please include details of the budget, as shown in Annex 1

**I HEREBY CERTIFY THAT THE INFORMATION PRESENTED IN THE CONCEPT NOTE IS ACCURATE AND COMPLETE.**

Date\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Name \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Title \_*\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_*

Signature\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**ANNEX 1 – Budget template**

Please include a budget detailing the costs of the proposed innovation / activities, in the format below.

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  | **Item and Description** | **Quantity** | **Unit cost** | **Total Cost** | **Mercy Corps Share (%)** | **Applicant Share (%)** |
| **1** |  |  |  |  |  |  |
| **2** |  |  |  |  |  |  |
| **3** |  |  |  |  |  |  |
| **4** |  |  |  |  |  |  |
| **5** |  |  |  |  |  |  |
| **6** |  |  |  |  |  |  |
| **7** |  |  |  |  |  |  |

***Please complete all fields.***

**Sub-grantee Information**

|  |  |
| --- | --- |
| Company Name |  |
| Any other names company is operating under (Acronyms, Abbreviations, Aliases) |  |
| Previous names of the company |  |
| Address |  |
| Website |  |
| Phone/Fax Numbers | Phone: Fax: |
| Primary Contact | Name:  Phone Number:  Email Address: |
| # of Staff |  |
| # of Locations |  |
| Avg. Value of Stock on Hand (USD) |  |
| Government - owned (yes/no) |  |
| Name(s) of Board of Directors |  |
| Name(s) of Company Owner(s) |  |
| Parent companies, if any |  |
| Subsidiary or affiliate companies, if any |  |

**Financial Information**

|  |  |
| --- | --- |
| Bank Name and Address |  |
| Name under which company is registered at bank |  |
| Payment Terms | Payment By: Check Yes | No Wire Transfer Yes | No |
| Specify Standard Payment Terms (Net15, 30, etc.) |  |

**Product/Service Information**

|  |  |
| --- | --- |
| List Range of Products/Services Offered |  |
| Basis For Pricing (Catalog, List, etc.) |  |

**References**

|  |  |
| --- | --- |
| Client Name: | Contact Name, Phone, Email Address: |
| Client Name: | Contact Name, Phone, Email Address: |
| Client Name: | Contact Name, Phone, Email Address: |

**Supplier Self-Certification of Eligibility**

Company certifies that:

1. It, its affiliates and subsidiaries, owners, officers, directors and key employees (to the best of its knowledge) are not the subject of any government’s sanctions, designations, donor rules or prohibitions, or laws prohibiting transactions with it/them. It is not the subject of any donor government investigation into its misconduct with any other recipient of that donors funding.
2. It, its affiliates and subsidiaries, owners, officers, directors and key employees have not and do not engage in any form of terrorism or attacks on civilians and do not provide any form of material support or financial resources for individuals or organizations that do engage in any form of terrorism or deliberate attacks on civilians.
3. It, its affiliates and subsidiaries, owners, officers, directors and key employees have not and do not engage in weapons or drugs manufacture, transport, sale or distribution.
4. It is not in default on any material credit agreement, bankrupt or being wound up, are having its affairs administered by the courts, have entered into arrangements with creditors, have suspended business activities, are the subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations.
5. It is has not been determined to be in breach of a material contract by any legal body anytime within the past 2 years.
6. It pays taxes as and when due and is not currently the subject of any investigation or proceeding related to back-owed taxes.
7. It provides workers compensation insurance to its workers in accordance with the laws of the countries where it operates.
8. It pays social security obligations as required in the countries where it operates.
9. It, its owners, officers and directors have not been convicted of an offense concerning its professional conduct and has not engaged in grave professional misconduct.
10. It, its affiliates and subsidiaries, owners, officers, directors and key employees have not been the subject of criminal investigation or judgement for fraud, corruption, human trafficking, spying, weapons transport or smuggling, sexual exploitation or abuse, internal sexual misconduct, abuse or exploitation of children, involvement in a criminal organization or any other criminal activity.
11. It treats its employees with dignity and respect and maintains social operating standards, including: working conditions and social rights; avoidance of child labor, bondage, forced labor, human trafficking or exploitation; assurance of safe and reasonable working conditions; freedom of association; freedom from harassment (including sexual harassment), exploitation, abuse, bullying and discrimination; protection of basic social rights of its employees and Mercy Corps beneficiaries.
12. To the best of its knowledge, no Mercy Corps employee, officer, consultant or other party related to Mercy Corps has a financial interest in the Company’s business activities, nor is any Mercy Corps employee related to any owner, officer, director or employee of the company, and, if so, it will ensure that the relationship is disclosed to Mercy Corps and will not used for improper influence. Discovery of an undisclosed Conflict of Interest will result in immediate revocation of the Company’s Authorized Supplier status and disqualification of Company from participation in future Mercy Corps procurement.
13. It understands that attempting to or agreeing to provide anything of value to any Mercy Corps employee, agent or representative for the purpose of encouraging that person to award Company a contract or take or not take any action related to any contract will result in immediate termination of any agreement. Company certifies that it does not engage in such conduct..
14. It understands that Mercy Corps seeks fair and open competition and the fairest price available and that any attempt by company to subvert fair and open competition, including working with other bidders to fix prices, working to exclude competition, seeking confidential information from Mercy Corps or other bidders, using multiple related or controlled companies to give the appearance of competition, or any similar activity, will result in termination of any agreement. Company certifies that it does not engage in such conduct.
15. It understands that Mercy Corps prohibits any of its partners or suppliers from bribing public officials and certifies that it does not do so.
16. It is not conducting business under other names or aliases that have not been declared to Mercy Corps.

If the Company cannot certify to any of the above it should explain why not. Mercy Corps may take the individual circumstances into account for some situations. However, any false certification could be grounds for immediate disqualification and termination of any future agreement.

By signing the Supplier Information Form you certify that your Company is eligible to supply goods and services to major donor funded organizations and that all of the above statements are accurate and factual.

Sub-Grantee Name:

Name of Representative:

Title:

Signature:

Date: