

# REQUEST FOR CONCEPT NOTES (RFCN)

## IMPLEMENTATION OF TANZANIA AGRA COUNTRY STRATEGY 2023–2027

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### 1. Synopsis of the RFCN

Ref No.							
Issue date	<b>July 2023</b>						
Title	Proposals for the implementation of Tanzania AGRA Country Strategy 2023–2027						
Region	Eastern Africa						
Country	Tanzania						
Timeline of Proposal Development:	Lot No:	Deadline for CN submission	Concepts Review	Notification of successful Grant concepts	Development of Proposals	Review, Internal/ External approval of Proposals	Fund Approval, Award and Inception meetings
		31/Aug/2023	15/Sep/2023	30/Sep/2023	31/Oct/2023	15/Nov/2023	30/Dec/2023
Issuing organization	AGRA – Sustainably growing Africa's Food Systems Head office: West End Towers, 4 <sup>th</sup> Floor Kanjata Road, off Muthangari Drive, Off Waiyaki Way P.O. Box 66773 Westlands, 00800 Nairobi, Kenya						

### 2. Scope of work

#### 2.1 AGRA

Established in 2006, AGRA is an African-led and Africa-based institution that puts smallholder farmers at the center of the continent's growing economy by transforming agriculture from a solitary struggle to survive into farming as a thriving business. We are working with our partners to develop Africa's food systems sustainably. In Tanzania, AGRA targets to reach three million farmers during the current strategy period with interventions that cut through four business lines and three cross-cutting areas. AGRA selected four complementary and integrated business lines: seed systems, sustainable farming, inclusive markets & trade (IMT), and policy & state capability (PSC). Besides the four business lines, AGRA and its partners selected three cross-cutting areas (a) inclusivity (enabling women and youth to contribute to agriculture for their economic empowerment), (b) climate change adaptation (equipping farmers and strengthening food systems to absorb and recover from shocks, and (c) nutrition (improving nutrition outcomes by diversifying crops and ensuring food availability).

The strategy entry point is "to support the country in building inclusive and competitive markets through value addition and trade." The consultations with different stakeholders leading to the development of the strategy identified access to markets and trade as the main bottleneck in the food system that should be given priority in the strategy. However, success in building inclusive and competitive markets is premised on other business lines that involve inputs and productivity, sustainable agriculture, and policy & state capability working optimally. Thus, though the priority in this strategy is building inclusive markets and trade, AGRA is also looking to support interventions around the other business lines that include seed systems, sustainable farming, and policy & state capability. In strategy 3.0, AGRA will implement its investments in Tanzania in an integrated manner to ensure coordination across its business lines and create efficiencies for better impacts at the country level.

The Tanzania AGRA Country Strategy 2023–2027 will also focus on creating employment opportunities for youth and women in the agricultural value chain. Tanzania is a young nation as 35% of the population in Tanzania are youth aged between 15 and

35 years, and the median age for the population of 17.3 (Karin et al., 2020). Youth unemployment is a national problem, with statistics showing that only 25% of the approximately one million youth entering the job market can secure employment. As such, AGRA Tanzania is seeking to create 260,650 dignified jobs for youth and women through investment and strengthening of work pathways that benefit them. AGRA proposes to support three portfolio outcomes in generating work opportunities for youth and women:

- i. Expanding and diversifying inclusive markets and trade for youth and women-run MSMEs,
- ii. Improving sustainable agricultural productivity for young farmers, particularly young women, and
- iii. Improving coordination and policy for youth engagement.

AGRA is a champion of an inclusive agricultural transformation where youth and women are given the opportunity to play their commensurate role in driving food systems transformation. More information: <https://agra.org/>.

## 2.2 Tanzania AGRA Strategy

The goal of the Tanzania AGRA strategy is inclusive and competitive agriculture markets. The entry point for this Country Strategy is to support the country in building inclusive and competitive markets through value addition and trade. Selection of the entry point emerged organically from participatory consultations with the government, private sector, CSO, and AGRA implementing partners. The entry point also aligns with Component II of ASDPII: Improving markets, adding value, and commercializing agricultural value chains. **An entry point is a critical bottleneck in the food system that we plan to tackle** by making catalytic investments through the different business lines. Addressing the market and trade challenges will create the pull factor to drive productivity growth.

The long-term outcome that the Strategy seeks to deliver are:

- Enhanced farmer resilience, esp. for women and youth.
- Greater food security and nutrition.
- Increased (and more stable) production and yields.
- Increased farmer surplus, sales, and profits
- Dignified and fulfilling work for young men and women.
- Increased revenues for women/youth-led SMEs and women/youth entrepreneurs.

These outcomes will be achieved within the context of four business lines and four cross-cutting issues.

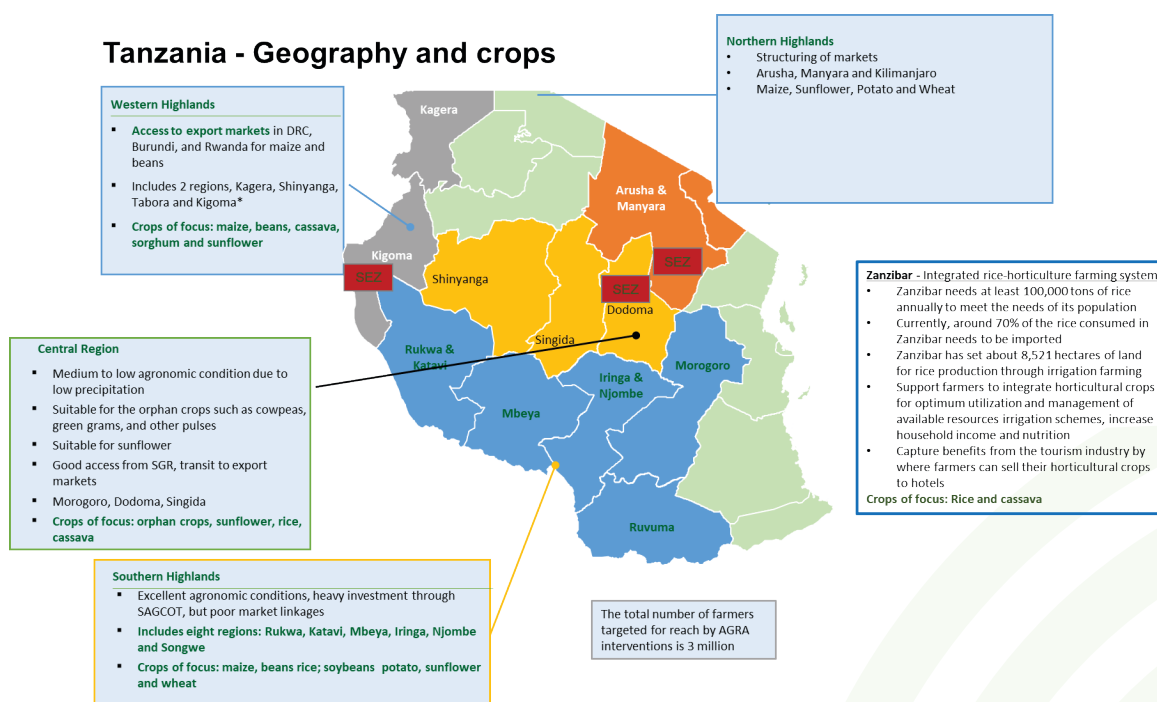
### Business lines:

1. Inclusive Markets + trade
2. Seed Systems
3. Sustainable Farming
4. Policy and State Capability

### Cross-cutting issues:

1. **Gender Inclusivity:** Improved enabling environment for women farmers; Increased revenues for women-led SMEs; Increased employment for women
2. **Climate:** Improved national climate strategies; Increased farmer readiness for climate shocks
3. **Nutrition:** Improved policies supporting nutrition; Increased production and consumption of nutrient-dense crop varieties; Increased crop diversification and adoption of nutrient-dense varieties
4. **Youth Empowerment:** Diversified and increased work opportunities (on-farm, wage, services, processing, among others)
5. The Tanzania AGRA strategy has prioritized the following regions and crops based on consultations:

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### 3. The Grant Funding Opportunity

To support the implementation of Tanzania AGRA Country Strategy 2023-2027, AGRA Tanzania is seeking potential partners to manage the necessary sub-awards to deliver the following four strategic objectives:

**SO1: Enhanced competitiveness of market actors for increased participation of smallholder farmers in domestic and regional markets and trade**

**SO2: Enhanced enabling environment for business and investments for agribusinesses and government capacity to support and catalyze agricultural transformation.**

**SO3: Increased production of quality produce (through productivity increase) and resilience of smallholder farmers through the adoption of improved and sustainable technologies; and**

**SO4: Strengthened systems for delivery of agricultural inputs and good agricultural practices.**

**NB:** Applicants can submit one or more concept notes, but each concept note must focus on one specific strategic objective. Applicants will select the strategic objective where they have competence and experience.

The concept note must also incorporate and reflect one or more of the following cross cutting issues:

1. **Youth Empowerment:** Diversified and increased work opportunities (on-farm, wage, etc.) for young men and women; Increased competitiveness of youth-led SMEs and ag. enterprises; Improved enabling environment for youth ag. employment; increased youth uptake of training, finance, and new technologies; Strengthened delivery of SME supports, job supports and last mile services to youth; Finance, and other inclusive reforms and programs passed, cascaded, and implemented.
2. **Gender Inclusivity:** Improved enabling environment for women farmers; Increased revenues for women-led SMEs; Increased employment for women
3. **Climate:** Improved national climate strategies; Increased farmer readiness for climate shocks
4. **Nutrition:** Improved policies supporting nutrition; Increased production and consumption of nutrient-dense crop varieties; Increased crop diversification and adoption of nutrient-dense varieties

AGRA Tanzania invites applicants to submit their concept notes based on the abovementioned description. AGRA will accept concept notes for the three project titles presented in the table below and for other projects that meets abovementioned description.

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Strengthening quality and standards of traded commodities, including implementation of SPS guidelines to promote export trade of domestic agricultural produce

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Support strengthening of mutual accountability (including B.R. and M&E) processes /Improve score on CAADP mutual accountability

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Enhancing competitiveness and sustainability of diversified and resilient crops to strengthen productivity, nutrition, and incomes for SHFs

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### 4. Eligibility Requirements

#### 4.1. Type of Organization

The applicant must meet the following criteria:

- i. Well established private company or NGO engaged in agricultural development with demonstrable track record of delivering positive social impact for smallholder farmers in Tanzania.
- ii. Well established private company, SMEs, or BDS professional with a track record of service delivery to value chain actors that work with smallholder farmers.
- iii. Business Member Organization (BMOs) with a track record of delivering impact for smallholder farmers.
- iv. Civil society organization or local think-tank organization engaged in agricultural development or developing knowledge products used in policy formulation or designing programs that are beneficial to farmers.
- v. Conversant with continental mutual accountability frameworks such as CAADP and the related BRR process
- vi. Currently not blacklisted from participating in AGRA's project implementation.

#### 4.2. Partner capacity

- i. Proven performance in implementing agricultural development programs and projects.
- ii. Adequate assets, systems, structures, and presence in the main agricultural regions of the country. Presence here refers to availability of staff, assets such as vehicles and other field tools in the Tanzania AGRA target geographies: *Southern Highlands, Western Highlands, and Central Region.*
- iii. Proper leadership, governance, financial management, internal controls and monitoring systems, and accountability.
- iv. In-depth understanding of regional and continental level trade policies and barriers to regional markets, particularly those that affect the participation of women and youth in intra-regional markets.
- v. An in-depth understanding of mainstreaming approaches for climate resilience, nutrition sensitive agriculture and participation of vulnerable groups such as women and youth in regional value chains will be considered an asset.
- vi. Excellent understanding of agriculture food trade systems and youth and women empowerment in African context.
- vii. Excellent grasp of markets systems analysis and design of interventions that have the potential to sustainably capture large number of smallholder farmers.
- viii. Relevant experience in at least one trade corridor/market in each of the sub-regions of Tanzania, i.e., Southern Highlands, Western Highlands, and Central Region.

Therefore, AGRA invites grant application submissions from interested and qualified organizations in agriculture and related sectors. In terms of geographical presence, an organization needs to demonstrate that it is well-established in at least one of the regions cited above. Applicants must possess requisite technical capacities and present C.V.s of key staff who will implement the project.

AGRA may request additional documentation or references to ascertain declarations that applicants will submit in response to this call for concept notes. Applicants do so on their own volition and motivation, and AGRA will not reimburse any expenses related to preparation and submission of the concept notes.

## 5. Key work packages

AGRA Strategy will be delivered around four business lines: markets, trade; seed systems; sustainable farming; and policy & state capability (PSC). Therefore, the work packages will be organized around the business lines. To succeed, applicants must demonstrate how their proposed interventions address the country's entry point while integrating the AGRA Work Packages and one or more cross-cutting issues: youth employment, gender inclusivity, climate & farmer resilience, and nutrition.

### Work package 1 (WPI): Inclusive Markets + Trade

Supporting the country in building inclusive and competitive markets is the entry point for the Tanzania AGRA strategy. An entry point is a key bottleneck in the food system removal, which creates large-scale changes and contributes to the country's transformation of the food system. Some of the market and trade challenges prioritized in the strategy are:

- Fragmentation and breakdowns along supply chains and in the SME service provision
- The agricultural markets have High volatility and uncertainty due to missing physical and soft market infrastructures.
- Inadequate coordination of institutions and markets actors, poorly integrated markets
- Limited agricultural finance
- Limited value addition
- Inadequate effective preservation and processing technologies and inadequate post-harvest storage facilities result in high post-harvest losses.
- Need for adequate capacity of SMEs and cooperatives to serve farmers' produce.
- Need for improved regional food trade prospects within Eastern, Southern, and African continental levels.

The contemplated interventions include but are not limited to:

- Inclusive financial models promoted.
- Partnerships, consortia, and other platforms were established.
- Strengthen BDS for SMEs and industry associations.
- Support trade facilitation measures.

**IMT Strategic Targets:** Key expected results from this work include the following, for which the investments will be contributing:

- At least 500,000 youth and women in work opportunities were created.
- Reduction in non-tariff barriers in supported trade corridors/value chains, particularly those that affect the participation of women and youth in domestic and regional markets.
- Increase in the number of policies, regulations, certifications, and standards related to markets and trade that are adopted and implemented in the targeted countries.
- Increase the number of supported countries using improved market data and information systems for supported commodities.
- Increase in the number of targeted countries adopting reforms for improving the functionality of the national Strategic Food Reserves.
- Increase in volume and value of net agricultural exports of supported commodities and corridors in the targeted countries.
- Reduction in the cost of doing business in the targeted countries, particularly in the decrease in the cost/time of obtaining trade documents.
- Increase the number of new SMEs/agribusinesses established (including women and youth-led) within the selected value chains in the targeted countries.
- An increase in the number of targeted smallholder farmers and SMEs in the targeted countries that can increase the volume and value of the agricultural food trade.
- Increase in volume and value of off-taker sales for supported market actors.
- Increase in the number of targeted smallholder farmers/SMEs/agripreneurs accessing and using business development services, including financial and or market information services.

### Work package 2 (WPI): Policy and State Capability

An enabling policy, regulatory, and administrative environment is essential for smallholder farmers, agribusinesses, traders, and other actors in the commodity value chains. That calls for evidence-based advocacy, policy reforms, and support for implementing the already enacted policies and regulations. Moreover, the government's capability to design, implement, and coordinate programs is important as it is the biggest investor in agriculture. Thus, supporting the government to develop better and implement its programs, such as BBT-YIA, agenda 10/30, and others, will catalyze food systems transformation in Tanzania. Some of the challenges that the strategy has prioritized in this work package include:

- Need for improved capacity for implementation of policy and flagships.
- Need for improved capacity for analytics to facilitate evidence-based planning (including the ability to carry out feasibility studies of new projects)
- Inadequate capacity for analytics and mutual accountability (e.g., CAADP, BRR)
- Need for updating policy and institutional frameworks for supporting extension, irrigation, agro-processing, and agricultural trade,
- Need for fast-tracking implementation of the blueprint for regulatory reforms.
- Need for improved sector coordination (vertical and horizontal),
- Need for improved capacity of agriculture institutions.
- Need for improved coordination of private and public extension.
- Need for acceleration of investment in research and technology development.

The contemplated interventions include but are not limited to:

- Support sector coordination initiatives
- Support use of evidence-based policy reforms and implementation
- Support government capacity for planning, delivery, and accountability
- Support strengthening CAADP mutual accountability (including BR and M&E)
- Strengthening policy, regulatory, and administrative environment for markets and trade (e.g., more predictable cross-border trade).

**Work package 3 (WP3): Seed Systems**

Improved systems for producing and supplying certified seeds are the foundation of a robust food system. However, more quality and quantity are needed to meet nutrient-dense crop varieties' certified seed production needs. Increased efforts are required for diversification into a more extensive set of crops, exploring climate-smart varieties and crops with high nutritional value. The scope of ongoing interventions is not addressing the entire seeds systems needs, from maintenance of EGS to seed multiplication and distribution of quality certified seeds. Examples of challenges in the seed systems that the strategy identified include:

- Inadequate availability of drought-tolerant seeds
- Need to reduce deficit (leading to seed imports) while greater potential for local seed production.
- Required improvement of commercialization of the seed sector
- Inadequate access to improved seeds

The interventions under seed systems include but are not limited to:

- Support public and private entities in EGS and certified seed production
- Implement SEEDSAT recommendations.
- Deploy digital tools in quality control, seed planning, tracking.
- Scale seed sector interventions in Tanzania.
- Elimination or policy and regulatory bottlenecks facing seed agribusinesses.

**Work package 4 (WP4): Sustainable Farming**

Under this business line, AGRA seeks to identify, validate, and catalyze Sustainable Farming models that tackle policy and systemic constraints and enable smallholders to achieve sustained yields and profitability and adapt to climate risks. Our approach will therefore build on the following components: (i) Sustainable model of downstream delivery; (ii) Crop diversification and intensification; (iii) Soil fertility and health restoration; (iv) Community-based land restoration; and (iv) Climate-smart partner models. Some of the challenges prioritized under this work package include:

- Low utilization of productivity-enhancing inputs such as improved seeds and chemical fertilizers by smallholder farmer
- Land and water resources degradation
- 14% of cropland is affected by soil acidity.
- Low levels of mechanization – only 10.2% of farming households used tractors.
- The high deviation between actual and potential productivity: the national average for maize is 1.5 tons/ha against 3.5-4 tons/ha under improved management practices. Average rice productivity is 1.5 tons/ha, a whole ton less than the average in Africa and 3 tons less than average in Asia.
- Underutilized irrigation potential, with only 6.5% of the 7.1 million ha suitable for irrigation, has improved infrastructure.

The contemplated interventions include but are not limited to:

- Scale VBA model to improve extension service delivery and input delivery systems.
- Scale digital solutions to improve extension delivery, input delivery, access to markets, finance, and mechanization services.
- Promote soil health and regenerative agriculture practices in the acidic soils.

**6. Period of performance**

The overall period of performance is estimated to be 36 months maximum, from October 2023 to September 2026.

**7. Period Grant applications will be accepted.**

This Request for grant applications will remain open for a period of 30 working days, from 1 Aug 2023 to 31 Aug 2023 before 11.59 pm East African Time . Interested organizations/ institutions must submit before the final deadline; grant applications will be evaluated on a rolling basis as indicated above in the synopsis. Applications made after the final deadline will not be considered.

**8. Technical evaluation criteria**

Evaluation Criteria		Points
<b>Management Team</b>	The grant application should describe how the proposed team members have the necessary experience and capabilities to carry out the scope of work based on the country entry point (attach their team member's CVs).  Proper leadership, governance, financial management, internal, controls and monitoring systems	30 Points

<b>Experience</b>	<ol style="list-style-type: none"> <li>1. Evidence of working experience in delivering assignments in the activities stated in the scope of work based on the entry point and in alignment with relevant business lines.</li> <li>2. Proven performance in implementing agricultural development programs and projects and demonstrable track record of delivering positive social impact for smallholder farmers in Tanzania.</li> <li>3. Team members' requisite experience and capabilities to carry out the scope of work (attach the team member's CVs).</li> </ol>	30 Points
<b>Technical approach</b>	<ol style="list-style-type: none"> <li>1. Description of the methodology, approach and innovations which meet or exceed the stated technical specifications or scope of work in this RFCN by the grant applicant.</li> <li>2. Clear demonstration of your understanding the country entry point and how it will drive food systems transformation</li> <li>3. Clear understanding of Tanzania's agriculture sector, challenges, and most promising solutions to address the challenges and constraints.</li> <li>4. Practical delivery model that demonstrate a clear link between efforts and outcomes (how everything comes together to deliver the objective/goal)</li> <li>5. An Integrated approach that draws interventions across various related business lines</li> </ol>	40 points
	<b>Total</b>	<b>100 points</b>

**NB.** For financial proposals to be considered the organization technical proposal must score 70 points and above. The financial proposal will be reviewed against the proposed approach and methodology, and cost negotiations held if applicable.

## 9. How to apply

If eligible and interested in this Request for concept note, please submit your application by following the steps described below;

1. Request a new account from here: <https://agra.synisys.com/>
2. Create an account as an applicant
3. Log in to the system with your credentials: <https://agra.synisys.com/portfolio/requests>
4. Choose the request and submit your application via Create New Response section of the form by 30/July/2023

The following must be presented with your submission;

- a). A copy of your organization's registration certificate
- b). Detailed organization profile together with CVs of the project team
- c). Project implementation brief budget
- d). Most recent Audited Financial statement

