

REQUEST FOR CONCEPT NOTES (RFCN)

Enhancing the Resilience of farmers and SMEs through increased productivity, market linkages, and strengthened state and federal government capability.

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1. Synopsis of the RFCN

RF No.: PD/RFCN 034/2025

Issue date: 18/Jun/2025

Country/geographical location:

Region	Country
Western Africa	Nigeria

Timeline of Proposal Development:

Lot No.	Deadline	Concepts Review	Notification of successful Grant concepts	Development of Proposals	Review, Internal/External approval of Proposals	Fund Approval, Award and Inception meetings
1	31/Jul/2025	05/Aug/2025	10/Aug/2025	15/Aug/2025	20/Aug/2025	25/Aug/2025

Title:

Enhancing the Resilience of farmers and SMEs through increased productivity, market linkages, and strengthened state and federal government capability.

Issue organization:

Alliance for a Green Revolution in Africa (AGRA)

Head office: West End Towers, 4th Floor

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2. Background

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 business that thrives. Together with our partners, we are working to sustainably grow Africa's food systems.

AGRA strengthens seed systems, develops and promotes sustainable farming practices, helps unlock trade and markets, and supports governments who lead their countries' development. We work with farmers to adapt to climate change, increase soil health, and protect the environment. AGRA believes deeply in the urgency of reducing the inequality that women face in agriculture, and to unlocking the power and innovation of youth. More information: <https://agra.org/>

2.2 Country/Region or Unit Strategy of AGRA

In Nigeria, AGRA's overall strategic goal for the Strategy 3.0 is to support the resilience of farmers and SMEs through increased productivity, market linkages, and strengthened state and federal government capability. AGRA's work will contribute to national priorities of reducing maize and rice production gaps. AGRA Nigeria's work targets to reach 2.9million smallholder farmers, while creating work opportunities for 514,350 youth especially young women. The country strategy is being delivered through three (3) mutually re-enforcing strategic objectives (SOs) including SO1: Strengthened production systems of targeted crops. This seeks to Improve the adoption of technologies and practices to enhance the resilience and yields of major value chains. the planned out comes for this objective are Planned outcomes:

- Reduction in seed supply gap for the target crops
- Priority actions in National Seed Investment Plans are implemented
- Supported SHF adopt improved (climate smart and nutrient-densed) varieties
- Supported farmers receiving extension advisory services on SF technology/inputs, including climate advisory services

SO2: Strengthened agri-food SME's sector and markets serving smallholder farmers. To be delivered through Targeted market linkages and capacity strengthening of SMEs for increased production of target crops. The planned Outcomes for this objective are:•Increase in sales and volume by supported SMEs

- Supported SHF selling through structured markets.
- Supported standards and certifications for trade are under implementation

SO3: Enhanced capacity of Federal & State governments to improve policy enforcement, coordination, and progress tracking. Aims to strengthen institutional capacity, policy design and implementation. With expected outcomes as shown below:•National institutions and agencies with improved capacities for delivery.

- Evidence-based priority agricultural policy reforms implemented
- Investment leveraged by governments for NAIPs and flagships supported by AGRA

3. The Grant Funding Opportunity

3.1 Grant Intervention Areas

This is a call for concept notes for projects addressing

Business Line: (IMT): Inclusive Markets and Trade, Business Line: SS: Seed Systems, Business Line: SF: Sustainable Farming

The call is open to implementing organizations in

Region	Country
Western Africa	Nigeria

AGRA invites submission of grant concept notes from interested and qualified organizations operating in the agricultural value chain for projects that contribute to the achievement of AGRA's stated intended outcomes. Priority will be given to concept notes that demonstrate Sustainable farming, and distribution, Climate, Adaptation, Sustainable agriculture & Resilience, Trade & Inclusive markets, Youth, Gender & Inclusiveness, Seed Systems

Grant Funding Opportunity Description

To support the delivery of strategy 3.0 and country change narrative for Nigeria, AGRA Nigeria is inviting potential and eligible organizations to submit proposal to manage sub-awards in three (3) work Packages/Intervention areas (in whole or part). The Focus areas are:

1. Expand access to certified seeds of high-quality nutrient dense and climate smart varieties of target crops to drive adoption of improved, climate smart variety seeds

Indicative interventions

- Support market driven model that increases the availability/access to high quality seeds (EGS, nutrient dense & climate smart)
 - Facilitate integrated seed system development
 - Promote community-based seed production in partnership with accredited seed companies and in collaboration with NASC
 - Design and delivery of integrated, innovative awareness creation and marketing models.
2. Develop last mile delivery ecosystem through agro-dealers, cooperatives and SMEs to further reduce farmer/extension ration; and expand access to sustainable farming inputs and advisory services.

Indicative Interventions:

- Promote adaptation to climate change (e.g. regenerative ag./agroecology, climate advisory services, yield index blended insurance, carbon markets and climate finance)
 - Strengthen national and private sector led extension services
 - Replicate and scale up appropriate market driven one-stop-shop (farmer hub) mechanisms
 - Promote appropriate small-scale solar mechanization models including solar irrigation systems
3. Support women entrepreneurship, enhanced market integration and improved efficiency of the rice value chain in Nasarawa state

Indicative Interventions:

- Work with Anchor firms to improve supply chain strengthening, market linkage and coordination with farmers including quality improvement
- Develop strategies for aggregation and uptake
- Increase SME access to Business Development Services and innovative financing models (leverage existing investments)
- Promote post-harvest management technologies, support increase in capacity, utilization and linkages with suppliers for improved quality and safety of produce
- Support implementation and compliance of market actors to standards & certification for trade
- Support small enterprise development for value addition
- Promotion of clean energy production practices
- Integration of relevant seed systems, sustainable farming as well as policy and state capability constraints undermining value chain performance

Note: Organizations can submit individual concept notes. In addition, organizations are allowed to jointly submit grant proposals. Where applicable after receipt of concept notes, AGRA has a chance to ask the organizations to jointly implement at award stage.

Grant applications made after the final deadline of 31/Jul/2025 will not be considered.

3.2 Special Conditions under the RFCN

Applications should be in line with the following:

AGRA will consider catalytic and transformative proposals focusing on the priority value chains and geographies. Priority will be given to proposals that demonstrate strategic collaboration across the whole value chain of the crops mentioned above and where feasible, through working in consortium and convincingly catalytic to transform Nigeria's agriculture and food systems.

Proposed projects must clearly demonstrate how interventions will contribute to inclusive agriculture and food systems transformation, enhancing youth and women inclusiveness, capacity, and participation in Nigeria's agricultural transformation and with a clear pathway to creating opportunities for dignified and fulfilling work opportunities for the youth in the agri-food sector

3.3 Award Distribution

Award Distribution is not applicable

3.4 Period of Grant performance

The maximum Grant period of performance is 32 months from 01/Aug/2025 to 31/Mar/2028. Each grant concept application should be contextualized given the solution(s) being proposed.

4. Eligibility Requirements

4.1 Type of Organization

The potential project partners are:

Organizations interested in submitting applications in response to this call for proposal (RfP) must determine whether they meet the following requirements to be eligible for AGRA financial assistance

- i. Must be a legally registered entity in Nigeria (e.g., NGO, nonprofit, academic institution, private company, cooperative, or government agency) with proof of registration, such as a certificate of incorporation and compliance with relevant local and international regulations (tax compliance).
- ii. Organization's primary business activity must be in Nigeria
- iii. Organization must be in a sound financial condition.
- iv. Organization must have sufficient existing capability/capacity to perform new work.
- v. Minimum of 5 years of existence as a corporate and legal entity in Nigeria with a verifiable physical office as well as demonstrated capacity to operate in the target states specified in the grant guidelines.
- vi. Demonstrated experience working in the agricultural sector and value chains relevant to the grant (rice, maize, and soybeans).
- vii. Adequate financial and operational capacity to implement the project. Demonstrate track record of successfully managing similar projects or grants.
- viii. Organization must have accounting systems acceptable to AGRA and corporate integrity/ethics.

4.2. Partner capacity

Evidence of working experience and expertise in delivering similar assignments in Nigeria, and in the activities stated on the Scope of work; Clear definition of roles and responsibilities of key project staff and evidence that they have the necessary experience and capabilities to carry out the scope of work (attach the team member's CVs)

AGRA therefore invites submission of grant applications from interested and qualified organizations operating in agriculture and or related sectors. Organizations contemplating submission of applications in response to this Request for Concept Note (RFC) must determine whether they meet the following requirements to be eligible for AGRA grant award:

- 1) List of technical capacities required
- 2) Provide CVs of key staff proposed for this assignment.

If an institution/organization meets the above eligibility criteria AGRA may request additional documentation to be submitted as part of the pre-award process. Organizations are advised that any funds made available are subject to AGRA's and donors accountability and audit requirements.

5. Technical Evaluation Criteria

Evaluation Criteria	Description	Percentage
Management approach	Registration status in Nigeria with clear documents (3%) Evidence of working experience and expertise in delivering similar assignments in Nigeria, and in the activities stated on the Scope of work; Clear definition of roles and responsibilities of key project staff and evidence that they have the necessary experience and capabilities to carry out the scope of work (attach the team member's CVs) (12%)	15.0
Past Experience	Having at least 5 years previous experience in implementing similar projects showing clear Impacts, sustainability, Partnerships created and the Grant management experience (20%). Evidence of impact of such investments on the organization (5%)	25.0
Technical Approach	: Clarity of project goals, objectives, and expected outcomes. Proposed activities are clearly defined, realistic and logically linked to achieving the desired impact and contain specific value add. Description of the methodology and approach which meet or exceed the stated technical specifications or scope of work, coherence of the overall design (25), . relevance of the proposal to the objectives and priorities of the call for proposal, AGRA Nigeria strategy and to the particular needs and constraints of the target beneficiaries. The proposal addresses a significant	60.0

	<p>problem or need within the target geography, target group is clearly defined and appropriate for the funding opportunity(10).Effectiveness and Feasibility: Proposed activities are appropriate, practical, and consistent with the objectives and expected results. The plan is clear and feasible</p> <p>Budget and Cost effectiveness: budget well-structured, reasonable, and justified with relevant notes. Project costs are aligned with the expected outcomes and impact. Proposal demonstrates value for money and financial sustainability beyond the grant period(15)Impact and Sustainability demonstrates catalytic investments, and a clear plan for achieving long-term impact. There are strategies to ensure sustainability after the grant period (e.g. partnerships, revenue generation, capacity building) (10)</p>	
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6. Environmental and Social (E&S) Management

Institutions/organizations considered/shortlisted for funding under this Call must provide an Environmental and Social (E&S) Action Plan. The purpose of the ESAP is to identify E&S impacts and associated mitigation measures of the project to minimize negative effects and enhance positive effects, as identified during the internal AGRA E&S Screening and as listed below:

- 1) Provide list of Main E&S risks as identified during the E&S Pre-Screening and description of how these will be addressed
- 2) Provide any climate related risks as identified during the Climate Adaptation Pre-Screening
- 3) Provide a description of the project Area of Influence, based on the risks identified

7. How to Apply

If eligible and interested in this Request for Concept Note, please submit your application by following the steps:

- 1) *Request a new account* from here: <https://amisprod.agra.org/>
- 2) Create an account as an applicant
- 3) Log in to the system with your credentials: <https://amisprod.agra.org/portfolio/requests>
- 4) Choose the request and submit your application via *Create New Response* section of the form by 31/Jul/2025

The following must be presented with your submission

- 1) A copy of your organization's registration certificate
- 2) Detailed organization profile
- 3) Most recent Audited Financial statement

Past performance: Demonstrated evidence of undertaking at least three similar assignments done. The information shall include the legal name and address of the organization for which services were provided, a description of services provided and a current contact phone number and email address of a responsible and knowledgeable representative of the organization.

Demonstrate availability of appropriate skills among staff and adequacy of staff and experience in the specific region and technical area and attach their CVs.