



## **REQUEST FOR CONCEPT NOTE (RFCN)**

### **RE-GAIN: Scaling Solutions for Reducing Food Loss in Africa – Wholegrain for Nutrition & Food Loss Reduction**

#### **1. Synopsis of the RFCN**

<b>RF No.:</b> PD/RFCN 043/2025	RE-GAIN Africa-Burkina
PD/RFCN 042/2025	RE-GAIN Africa-Tanzania
PD/RFCN 041/2025	RE-GAIN Africa- Malawi
PD/RFCN 040/2025	RE-GAIN Africa-Zambia
PD/RFCN 039/2025	RE-GAIN Africa-Kenya
PD/RFCN 038/2025	RE-GAIN Africa-Ethiopia
PD/RFCN 037/2025	RE-GAIN Africa-Uganda

**Issue date:** \_\_\_\_\_

**Country/geographical location:** Burkina Faso, Ethiopia, Kenya, Malawi, Tanzania, Uganda, Zambia

#### **Timeline of Proposal Development:**

<b>Activity</b>	<b>Deadline</b>
Bidders Conference	11 September 2025 <a href="#">Meeting link</a> Time: 11:00 AM – 1:00 PM
Concept Submission Deadline	19 September 2025

**Issue organization:** Alliance for a Green Revolution in Africa (AGRA)

Head office: West End Towers, 4th Floor

Kanjata Road, off Muthangari Drive, Off Waiyaki Way

P.O. Box 66773 Westlands, 00800 Nairobi, Kenya

## **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.

### **2.2 RE-GAIN Programme**

## **3. The Grant Funding Opportunity**

RE-GAIN (Scaling solutions for food loss in Africa) is a multi-country initiative aimed at scaling up Food Loss Reducing Solutions (FL-RS) across seven African countries: Burkina Faso, Ethiopia, Kenya, Malawi, Tanzania, Uganda, and Zambia. This call is focused on the promotion of wholegrain processing and the strengthening of institutional markets for wholegrain processed flour/food. This workstream responds to reducing “hidden food losses” that occurs during the multiple stages of processing over-refined foods and also the critical need to address nutrition deficiencies caused by over-refining and poor processing practices of grains. The component is meant not only to reduce losses in the processing process, but also to increase the nutritional value of staple foods, concurrently achieving resilience, addressing macro and micronutrient deficiencies, realizing food security and enhancing the capacities of MSMEs to respond to market demands in this regard.

### **3.1 Grant Intervention Areas**

This call targets interventions that promote **wholegrain processing** and **strengthening of institutional markets** for wholegrain foods/flour as a food loss reduction solution while contributing to increased nutrition and incomes in target communities.

### **Grant Funding Opportunity Description:**

AGRA seeks organizations to implement market-driven wholegrain processing solutions that address the following key activities:

- **Build capacities and promote wholegrain processing:** Support MSMEs, cooperatives, and other grain processors to produce wholegrain flour
- **Strengthen/create institutional market linkages:** Facilitate market linkages between food processors/producers with institutional markets (school feeding programs, hospitals, prisons, safety net programmes)
- **Raise consumer awareness:** Implement wholegrain food awareness messaging promoting consumption, nutritional benefits, food loss reduction potential, and climate adaptation linkages
- **Improve technology & finance access:** Strengthen/enable processors to acquire and increase capacities for wholegrain flour processing and marketing
- **Engage in advocacy for policy strengthening:** Advocate for regulatory support and programme implementation for wholegrain foods promotion through institutional markets

### **3.2 Special Conditions under the RFP**

- Implementation should occur in geographical locations where existing RE-GAIN country investments are being implemented, as much as possible
- Applications must be in line with the AGRA Environment and Social Policy

### **3.3 Period of Grant Performance**

The maximum Grant period of performance is **36 months** from 2025–2028. Each grant application should be contextualized given the solution(s) being proposed.

## **4. Eligibility Requirements**

### **4.1 Type of Organization**

Potential implementing partners are not-for-profit, non-governmental organizations, private sector organizations, government departments with technical expertise and competencies in agrifood systems, postharvest management, food processing, project management, climate change adaptation, capacity building, knowledge management and other relevant areas.

### **4.2 Partner Capacity**

Applicants who meet the above eligibility criteria must demonstrate experience in the following areas:

#### **Fit for Purpose Requirements:**

- Valid registration in national country with registration documents
- Relevant certifications, marks or permits as required by national legislation
- Primary business activity in Host Countries
- Sound financial condition
- Sufficient existing capability/capacity to perform as required
- Demonstrated favorable past performance record in the area of this call
- Accounting systems, procurement practices and corporate integrity/ethics aligned to AGRA systems
- Not previously excluded from eligibility to receive funding from AGRA's partners
- Demonstrate inclusivity (youth, women, vulnerable/marginalized groups) and sustainability principles

### **Technical Competencies:**

- Minimum 5–7 years demonstrable organization working experience in: Value Chain Development, Sustainable Farming, [Agri-]MSME development, Food Processing and Nutrition, Market and Financial Access systems, Agriculture and/or Food systems policy, Climate Change adaptation, Extension systems
- Demonstrable ability to work with private sector partners and experience in value chain development
- Experience working with women and youth (and other underserved groups)
- A team with experience working in smallholder agriculture value chains, agri-SMEs, and nutrition in Africa; experience in climate change, MSME development, advocacy and working with national institutions
- Present qualified personnel/CVs of key staff proposed

### **4.3 Other Technical Focus Areas:**

#### **1. Capacity Development & Technical Assistance**

- Wholegrain processing training for food processors including food safety, nutrient retention, shelf life, packaging and potential markets
- Technical abilities in (i) developing MSME capacity, (ii) raising awareness of market opportunities, and (iii) support for technology transfers

#### **2. Institutional Market Integration**

- Strengthening institutional markets for wholegrain flour, linking smallholder farmers, food processors and MSMEs with schools, hospitals, and social safety nets programmes

- Supporting formal mechanisms for offtake agreements with institutional markets

### 3. **Consumer Awareness and Demand Creation**

- Market focused campaigns on wholegrain flour/foods and health/nutritional benefits

### 4. **Financing and Investment Facilitation**

- Support access to finance and public-private partnerships for MSME grain processors
- Business development services training for MSMEs on wholegrain flour

### 5. **Evaluation Criteria**

<b>Evaluation Criteria</b>	<b>Description</b>	<b>Percentage</b>
Past Experience	Past experience, personnel qualifications, proven success in similar projects	30%
Technical Approach	Technical Ability: Methodology, innovation, context understanding, and delivery model	50%
Management Capacity	Fit-for-Purpose (Governance and management): Institutional capacity, financial systems, governance, and monitoring	20%

## 6. Environmental and Social (E&S) Management

Shortlisted applicants will be required to submit:

- Environmental and Social risk assessment reports
- Environment and social mitigation Action Plans
- Other related E&S compliance documentation (e.g., compliance with the AGRA Exclusion list, Indigenous People impact assessment etc. – AGRA will provide guidance)

## 7. How to Apply

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

1. **Register:** <https://amisprod.agra.org/login>
2. **Create an applicant profile**
3. **Log in to the system** and search for this RFCP
4. **Submit your application** under "Create New Response" by **19 September 2025**

### Required Attachments:

- Registration certificate
- Organization profile
- Audited financial statements
- Team CVs
- List of at least 3 similar assignments with contact references
- Other documentation as per eligibility criteria set above

**Expected Deliverables:**

- Increased consumption of wholegrain flour in staples through strengthened institutional markets
- Increased offtake agreements on wholegrain flour or food products between producers, food processors and institutional buyers
- Increased capacities of MSMEs and/or food processors to source, process and market wholegrain foods
- Increased knowledge generation and dissemination on benefits of wholegrain food for nutrition, resilience building against climate change and food loss reduction
- Country-specific policy briefs on wholegrain foods, food loss and nutritional benefits

**Contact:**

**Alliance for a Green Revolution in Africa (AGRA)**

**Email:** [grants@agra.org](mailto:grants@agra.org)

**Website:** <https://agra.org/>

*AGRA reserves the right to make the final decision on the selection process. While feedback may not be provided in all cases, the organization remains committed to ensuring a fair and transparent process.*