Business Support Facility for Resilient Agricultural Value chains

The Cashew Matching Grant Fund
1st Call – June 2023

Content

- Background of Business Support Facility for Resilient Agricultural Value chains
- What is the Matching Grant Fund
- Who can apply
- Which countries are Eligible
- How to apply
- Topics Covered by the Matching Grant Fund
- Key Performance Indicators

- The European Union (EU) under the Post-Cotonou Agreement with the Organisation of African, Caribbean and Pacific States (OACPS) and the German Federal Ministry for Economic Cooperation and Development (BMZ) joined action to fund the "Business Support Facility for Resilient Agriculture Value Chains". This project is centered on "Building bankable projects for investment on agriculture value chain through targeted capacity building".

- Agri-Business Facility for Africa (ABF) and the Market Oriented Value Chains for Jobs and Growth in the ECOWAS Region (MOVE) have collaborated to work on different value chains, with the same objectives.

- MOVE ComCashew would focus on Cashew whereas ABF will concentrate on Maize, Livestock (cattle, goat, sheep) and Cocoa.

Key Intervention Areas

The Business Support Facility for Resilient Agricultural Value Chains simplified to show key intervention areas

Output 1.1: Human Capacity Development

- Master Training, Processors training, Farmer Business School etc.
- E-learning

Output 1.2: Matching Grant Funds

- MGF with private sector
- Research grants

Output 1.3: Policy Dialogue & South-South cooperation

- Policy studies
- Regional cashew data and knowledge management system
- South-South exchange, visits, cooperation measures

- A private-public partnership model designed to propel the cashew industry forward.

- A financing and partnership tool used to support innovative ideas/ projects in the sector that are in line with our indicators and are scalable.

Objectives

- Drive sustainable growth and strengthen private sector development

- Improve the productivity, and profitability of cashew value chain actors in the 79 ACP countries

- Build resilience and inclusiveness in the cashew value chain

- Foster Excellence and ownership

- Mobilize additional resources for implementation

Competitive "Matching Grant Fund" (MGF) mechanism

Process steps

1. Readiness Programme (Pre-qualification)

2. Call for Concept notes (cashew only)

3. Assessment of concept note

4. Full proposal Development

5. Proposal evaluation and decision

6. Contracting

7. Implemention, Support and M&E cycle

GIZ: Fund Management and Business Support Facility

Source: GIZ

What does the Matching Grant Fund offer?

- **up to 40% of the total budget*** required for implementation of activities in line with requirements of the call

and

- Maximum contribution of Matching Grant Fund financed by EU OACPS BMZ:
  - **125.000 EUR** for one country/ one consortium
  - **500.000 EUR** for several consortia/ more countries

To be eligible for the Cashew Matching Grant Fund, you must meet the following criteria:

First, the Matching Grant Fund for cashew is open to **only Private sector businesses** (including **farmer groups)**
- who apply as a **consortium**
- within **ACP countries**

Eligibility Criteria for lead applicants

Being in a Consortium with eligible partners

Being legally Registered

Annual turnover min. 2 x EUR contribution from MOVE ComCashew

Have relevant knowledge and technical experience in the cashew value chain

Have knowledge of the intervention area

Consortium Partner vs Service Provider

What is a consortium?

A consortium consists of
- **2 or 3 private partners**
- that have entered into an **official understanding** (LoI), and
- presents a **joint project**.
- Each consortium partner makes a **specific contribution** to the project, whether in cash or in kind.

Example: Cashew processing company + Farmer Cooperatives + a buyer

Who is a service provider?

A service provider delivers
- **a specific service**
- **against payment**.
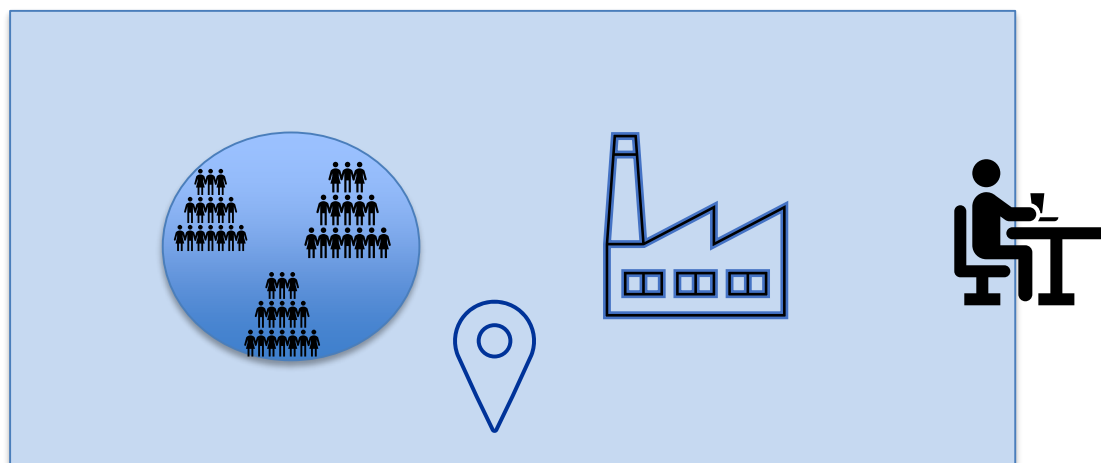
They are
- **not part** of the formal consortium,
- **not** expected to **contribute** in cash or in kind to the project.

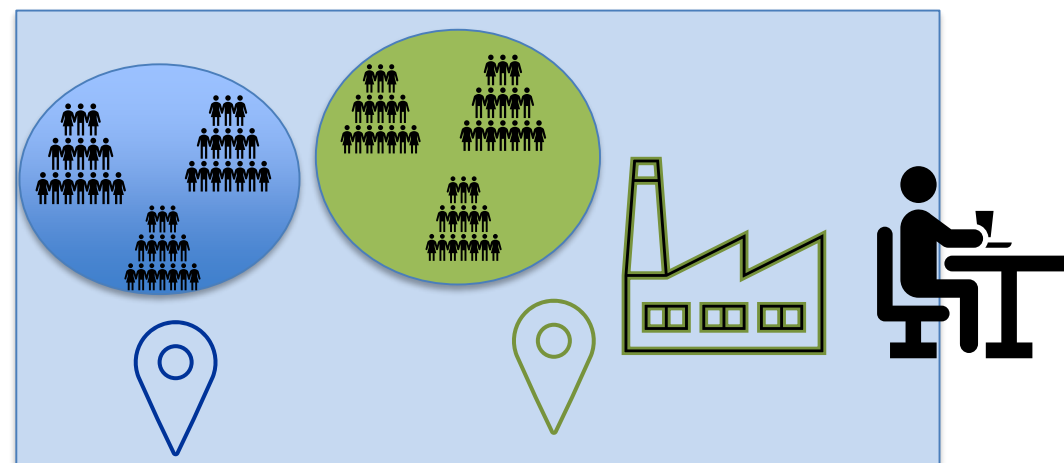*Example:* consulting, training, extension, research agency, NGO, research

Example 1: One Consortium only

- Beneficiary partners (e.g. Processor, farmers groups) are in **same country**
- Lead applicant can be **any of the consortium partners**
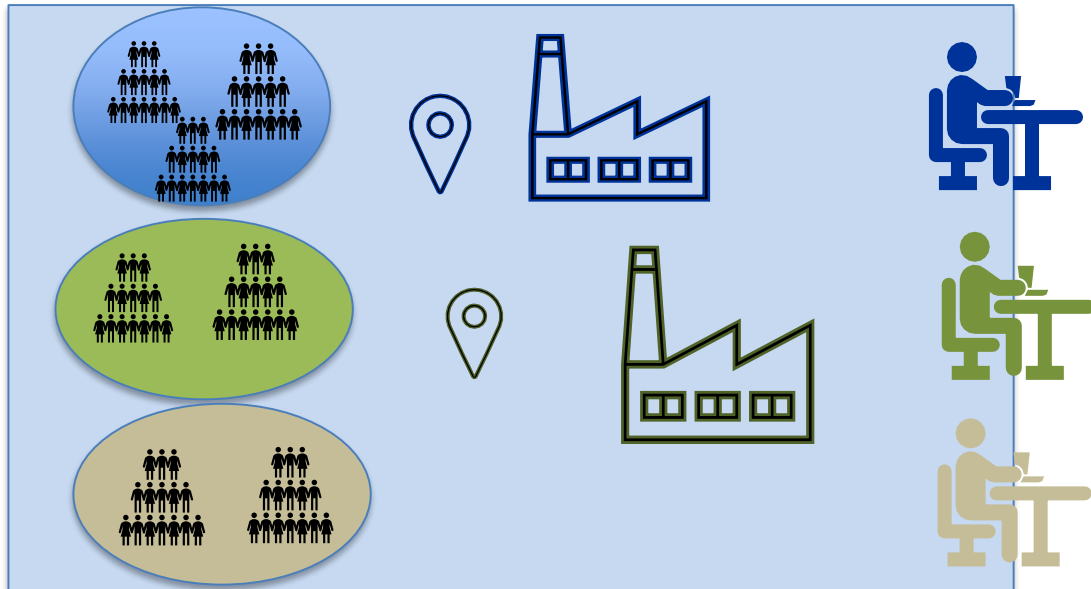- Total Matching Grant Fund contribution is **up to 125,000 EUR**
- 1 contract

Example 2: Two Consortia Partners

- Beneficiary partners are in **more than one country**
- Lead applicant would be either the **Processor or Offtaker**
- Total Matching Grant Fund Contribution is **up to 250,000 EUR**;
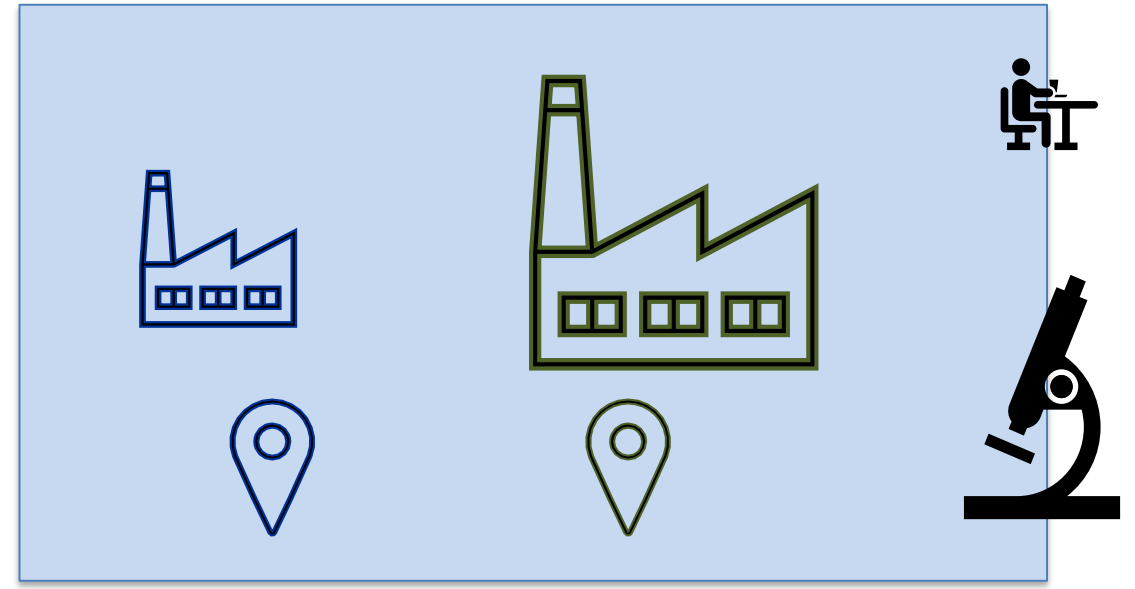- 1 contract

Example 3: Several Consortia

- Consortia Partners are in more locations
- Lead applicant could be **any of the consortia partner**
- Total Matching Grant Fund contribution is **up to 500,000 EUR;** 1 contract

Example 4: Innovative Project

- Consortia Partners can be located in one or more locations
- Lead applicant would be a **Processor**
- Total Matching Grant Fund contribution is **up to 125,000 EUR**; 1 contract
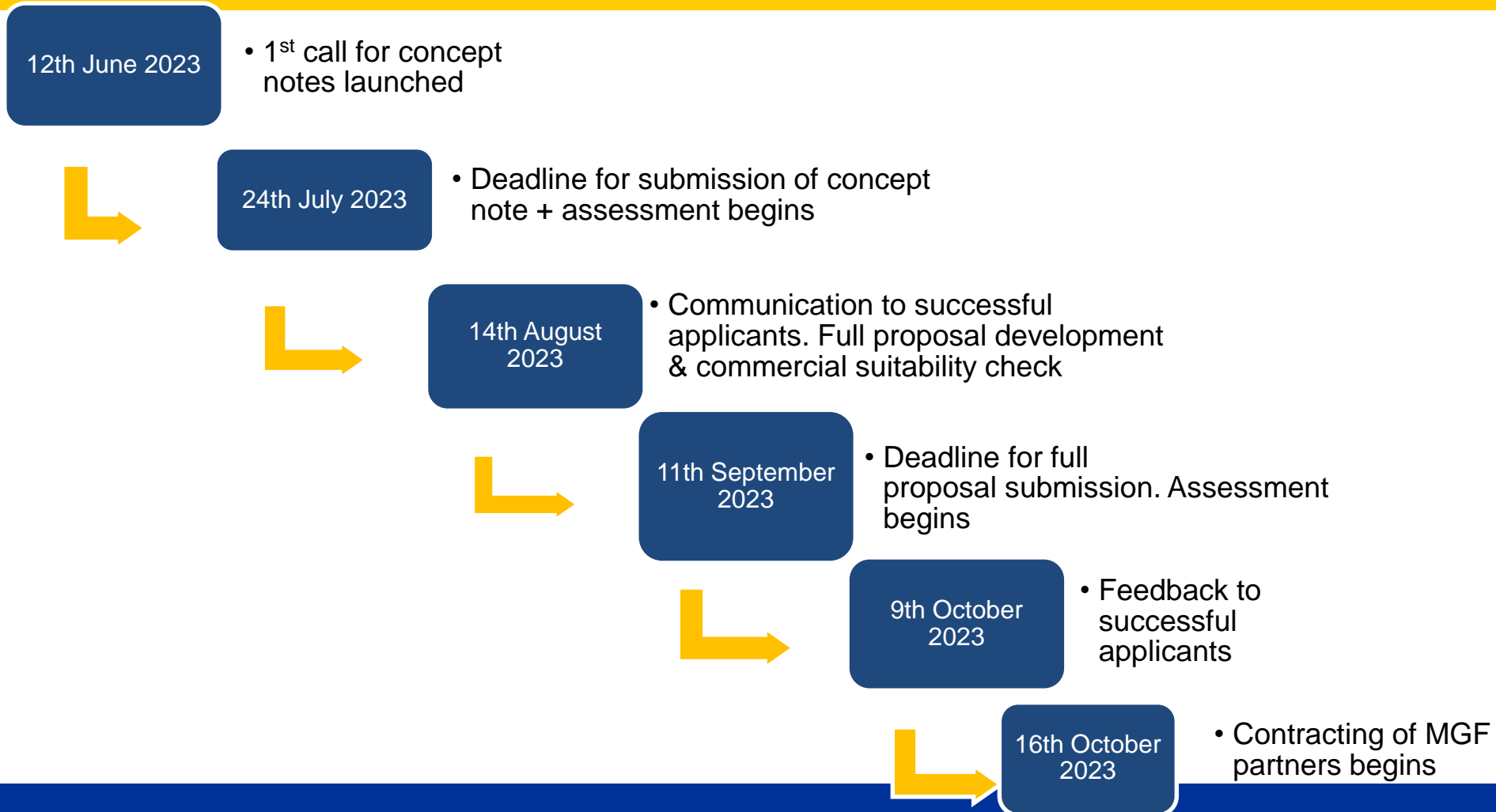
How to Apply?

Do you meet the eligibility criteria?

Send your **concept note and letter of intent** to cashew@giz.de by **24th July** 2023

Documents are available at:

❖ ComCashew Website www.comcashew.org

❖ OACPS (Homepage – OACPS) www.BusinessACP.com

❖ Consultative International Cashew Council www.ciccashew.org

❖ African Cashew Alliance www.africancashewalliance.com

❖ Agribusiness Facility www.agribusiness-facility.org

❖ CARI Website www.cari-project.org

Timeline for the MGF process by MOVE-ComCashew

12th June 2023
- 1st call for concept notes launched

24th July 2023
- Deadline for submission of concept note + assessment begins

14th August 2023
- Communication to successful applicants. Full proposal development & commercial suitability check

11th September 2023
- Deadline for full proposal submission. Assessment begins

9th October 2023
- Feedback to successful applicants

16th October 2023
- Contracting of MGF partners begins

Following documents are required for the concept note stage of the application process of which those highlighted in green will be submitted to MOVE ComCashew (cashew@giz.de):

1. Application Guidelines for call for proposal
2. Guidelines for cost eligibility
3. **Letter of intent on multi partnership**
4. **Concept Note Template**
5. Price Schedule

All documents are available in **English and French.**

Topics to be Covered by the MGF Applications

Applications **must cover** the following areas:

1. Technical trainings for primary producers (mandatory)
2. Entrepreneurial trainings for primary producers (mandatory)

Optionally, applications can include:

- Other interventions and value chain promotion approaches

Performance Indicators

Key Performance Indicators

- Income and turnover
- Climate resilience and gender
- Job creation

Other Indicators

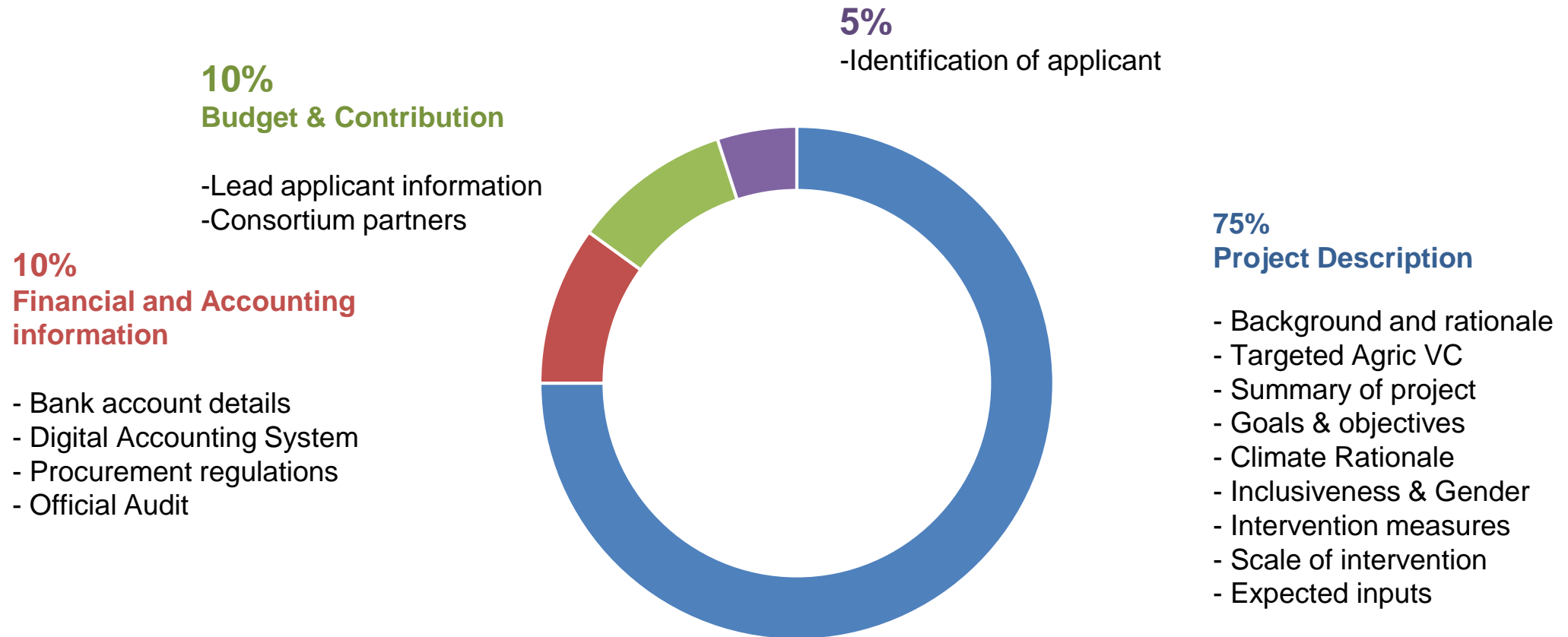- Food Security and Export

- Other innovation indicators

On demand, MOVE ComCashew offers additional training and coaching for Matching Fund partners who may require it.

Objective: Ensure smooth implementation and ease with GIZ processes. e.g.

- GIZ Financial reporting
- Gender Transformative approaches
- Key performance indicators
- Other topics based on demand.

Scoring Attribution Concept

5%
-Identification of applicant

10%
Budget & Contribution

-Lead applicant information
-Consortium partners

10%
Financial and Accounting information

- Bank account details
- Digital Accounting System
- Procurement regulations
- Official Audit

75%
Project Description

- Background and rationale
- Targeted Agric VC
- Summary of project
- Goals & objectives
- Climate Rationale
- Inclusiveness & Gender
- Intervention measures
- Scale of intervention
- Expected inputs

Merci beaucoup!
Thank you!
Obrigado/a!