



## **EXPRESSIONS OF INTEREST**

### **Kenya Feed the Future – Crops and Dairy Market Systems Activity**

**Issuance date: June 8, 2018**

**Closing date: September 30, 2018**

#### **Program Background**

The Kenya Crops and Dairy Market Systems Activity (KCDMS) is a five-year (Oct 2017– Sept 2022) program of the United States Agency for International Development (USAID). It is funded as part of Feed the Future, the U.S. Government’s global hunger and food security initiative that helps to increase agricultural production and reduce poverty and malnutrition in Kenya.

The project is being implemented by RTI International. It is operational in 12 counties including; Kitui, Makueni, Taita Taveta, Homa Bay, Migori, Kisii, Kisumu, Siaya, Kakamega, Bungoma, Busia and Vihiga. (The applicant need not be located within one of these counties but must be able to work with the population located within those counties.)

KCDMS interventions are focused around 9 value chains, including: dairy, feed/fodder, mango, banana, avocado, pineapple, passion fruit, sweet potato and African Leafy Vegetable. There are six major components to the intervention including Market Access, Productivity, Policy, Social Inclusion, Collaboration Learning and Adaptation, and Grants. The nutrition sensitive agriculture interventions fall under the Productivity component but cut across all the other components. These interventions aim to increase the consumption of nutritious and safe foods at the household level especially among children 6-23 months and women of reproductive age.

**The program is seeking to partner with reputable organizations to carry out innovative activities to improve nutrition through nutrition sensitive agriculture, behavior change communication, and market systems facilitation.** We therefore soliciting expressions of interest (EOI) from interested private sector, NGO, or community stakeholders. The EOI should suggest interventions that are able to reach large numbers of the population in the targeted counties with an emphasis on improving nutrition outcomes for Women of Reproductive Age (WRA) and Children below 2 years of age.

The Expressions of Interest should propose **innovative interventions** to promote nutrition among KCDMS beneficiaries in the 12 counties and 9 value chains mentioned above. Activities in additional nutritious value chains may be considered; however, therapeutic foods are not a priority for this activity. Non-government organizations and private sector organizations are both invited to submit EOIs; however, sustainable solutions from private sector agribusinesses, food companies, and/or associations will be prioritized. All applicants must have prior experience in food and nutrition, and must demonstrate efficient and effective fiscal management. Prospective implementers will be expected to make a significant cost

contribution to the total investment required. Partner contributions are expected to range between 10-50%. EOI will be evaluated on the sustainability of their model, number of beneficiaries reached, impact on household level food consumption, likely contribution towards poverty reduction and value for money. Successful EOIs will be invited to negotiate an implementation agreement with KCDMS with agreed deliverables, budget and cost share.

Applicant should clearly demonstrate how they will carry out the intervention. We are specifically looking for effective and innovative ways to incorporate nutrition education and sensitization to change food consumption behavior among smallholder farm households.

Examples of areas of possible emphasis in the nutrition EOI include, but are not limited to, the following:

- Development, introduction, or marketing of nutritious products by small and medium enterprises
- Improved access to highly nutritious food products
- Food processing, preservation and storage at the household, cooperative, or SME level
- Reduction of post-harvest losses
- Improved household productivity
- Effective Behavior Change Communication/messaging
- Media/social media
- Kitchen gardens
- Dietary Diversity at the household level
- Nutrition education
- Adolescents nutrition
- School programs
- Food safety
- Food budget planning and family decision making
- Development of sustainable small medium enterprises among the targeted small holder farmer households

### **Eligibility**

Applicant organizations will only be considered if they are:

- Legally registered
- Have been in operation for more than one year
- Have appropriate financial and management systems
- Can demonstrate capacity in the area proposed.

### **Criteria for selection**

- Innovativeness
- Sustainability of the business model
- No. of people reached
- Potential to change behavior
- Cost efficiency; an EOI will have an added advantage if it is able to have an effective intervention at a lower cost

- Cost share contribution
- Proven organizational capacity (experience, recommendations)

### **Anticipated Funding Levels and Cost Share**

Individual agreements awarded under this call are expected to be in the range of KES 500,000 to KES 5,000,000 in year 1. An EOI with an effective intervention at a lower cost will score highly. Effective interventions may be considered for continuation in subsequent years, subject to performance evaluation and the availability of funds.

Applicants are expected to contribute towards the overall activity cost in the form of cost share. (Cost share refers to the resources a partner contributes to the total cost of implementing an intervention or activity. Cost share may be cash, in-kind or both, but may not come from other US government funding.) The cost share requirement is essential to demonstrate the commitment, ownership, and buy-in of the implementer. Applicants with EOI between KES 2,000,000 and KES 5,000,000 should expect to contribute a cost share of at least 50%.

### **Submission Guidelines**

EOI should be in English and not exceed five (5) pages (excluding cover page, executive summary and annexes). Detailed instructions can be found in the REOI document on the RTI website at <https://rti.org/current-opportunities>. Annex A - EOI Form should be completed and submitted to [APS2018@kcdmsd.rti.org](mailto:APS2018@kcdmsd.rti.org) with **KCDMS Nutrition EOI** in the subject line reference.

While EOI will be accepted and considered through September, EOI received before June 30<sup>th</sup>, 2018 will be reviewed for the first tranche of funding. **Later submissions will be reviewed on a monthly basis and may** be limited due to availability of funds.

**Disclaimer:** Issuance of this call does not constitute an award commitment on the part of KCDMS nor commit the project to pay for costs incurred in the preparation and submission of an EOI. Further, KCDMS reserves the right to reject any or all EOI received. Similarly, an invitation for further negotiation or to submit a full application is not a commitment to fund that application.