

RESPONSES TO APS 2018 ROUND II QUESTIONS

I. Can NGO's apply in this call?

The APS document issued is more focused on the private sector businesses (including firms, cooperatives, farmer associations, service providers, MFIs and Micro enterprises) for strengthening agricultural market systems. NGO's will also be considered on a need by need basis to execute specific interventions (e.g. for women and youth) that complement the project's goals. In such cases, a separate Request for Applications (RFA) will be released in this regard for NGO's application. For example, a call for Expressions of Interest for innovative approaches to Nutrition was issued in June. The call and relevant documents can be found on the following link:

https://www.rti.org/sites/default/files/kenya_kcdms_-_eoi_nutrition.pdf

https://www.rti.org/sites/default/files/kenya_kcdms_-_nutrition_eoi_application_form_002.pdf

2. I am in receipt of Call for Concept Papers for KCDMSD-2018-OOI but cannot have access to APS document as instructed. I have visited RTI website and cannot find APS document. How can I access the same?

Information on the Annual Program Statement can be found on the website below:

https://www.rti.org/sites/default/files/annual_program_statement_final_08.02.2017.pdf

The form for completion of the concept note (Annex A) is on the following link:

https://www.rti.org/sites/default/files/annex_a_-_concept_paper_form_-_revised_24.04.2018.pdf

The information on cost share (Annex B) is available on the following link:

https://www.rti.org/sites/default/files/annex_b_-_cost_share_guidance.pdf

The Information on Signed and dated Required Certifications listed under Annex C in on the following link:

https://www.rti.org/sites/default/files/annex_c_-_usaid_required_certifications.pdf

KCDMS has also issued two special calls which can be found on the following websites:

- Nutrition

https://www.rti.org/sites/default/files/kenya_kcdms_-_eoi_nutrition.pdf

- Spray service provider (SSP)

https://www.rti.org/sites/default/files/call_for_eoi_for_ssp_interventions_rev.pdf

3. We are a BDS providing support to agribusinesses and cooperatives in Makueni, Kitui and Taita Taveta. We have seen a huge potential for indigenous chicken value chain support in creating sustainable livelihoods in women and youth. Can we present a concept on this under which we

will work with Sacco's to develop value chain financing for poultry with a market linkage in the three counties?

The program is currently focusing on dairy, fodder/feeds and horticulture (Mango, passion fruit, avocado, banana, pineapple, sweet potato) and green grams. These may however be considered for inclusion in the near future and we shall communicate on the same. In any event, the business case would be for the SACCO and they should be the main applicant, who is willing to pay for your services to support their business case.

4. Can I do a concept paper on macadamia nuts please advise

Macadamia nuts is not among the program's value chain crops of focus. Currently, priority is given to concept papers that are on dairy, fodder/feeds and horticulture (Mango, passion fruit, avocado, banana, pineapple, sweet potato) and green grams.

5. Kindly advise whether your organization does fund water project businesses before we fill in the needed CONCEPT PAPER FORM for APS2018.

While water is a key resource in agriculture, the Kenya Crops and Dairy Market Systems activity does not fund water related initiatives per se. We would, however, consider concepts that propose a sustainable business model around small-scale irrigation for our focus horticulture value chains.

6. We are a group of developers who have made a digital platform that assists farmers to do profitable predictive farming (depending on climate analytics and their location) and as well provide them with tutorials and information on how to effectively farm various market profitable crops (e.g. Hass avocado, bananas and passion fruits) and provide a forum for interaction with professionals in farming industry. We also provide a marketing system for our application that can enable consumers and sellers(farmers) and farm input resellers do their transactions. Are we eligible for the application?

Yes. Your team is eligible to make an application. Digitizing supply chains with information communication technologies (ICTs) improves the traceability and quality control of produce, hence a priority for the activity. KCDMS is working with service providers and producers to adopt appropriate and affordable ICT solutions. Please ensure that the business case for your product is clear and sustainable.

The activity has developed a Partnership Innovation Fund (PIF) targeting ICT solutions for market systems improvements to help build the demand for ICT. As such, your application might be considered under the ICT promotion program.

If we are eligible, can we apply for multiple counties considered we are targeting key farming counties such as Makueni, Kisii, Taita Taveta?

Yes, you can apply for multiple counties.

7. Can the same trader come up with one or more concept paper (s) in all the value chains under consideration?

Yes, you can. It is however advisable that you focus on a key area that is aligned with your organization's strength and capabilities. This increases your competitiveness in the process. We will not enter into more than one grant arrangement with any given applicant.

8. I am unclear about the required Signed and dated Required Certifications listed under Annex

Annex C is a requirement for submission at the concept paper stage.

The following sections should be signed by a senior representative of the organization authorized to make commitments on behalf of the applicant.

- i. Certifications and Assurances.
- ii. Key Individual certification, Narcotics offences and drug trafficking.
- iii. Participants certification, Narcotics offences and drug trafficking.
- iv. Part V: No. 3 DUNS number (if the organization has one).

9. Can an individual farmer present a concept paper?

Please refer to the APS document section II: Award Information and Administration: part C – Applicant eligibility.

Any of the following types of organizations may apply: private sector firms, cooperatives, farmer groups, farmer associations, Business Development Service providers, trade associations, and value chain service providers. Concept notes will be accepted from small and medium sized enterprises as well as by formally registered businesses, partnerships, and corporations. Businesses may be owned by an individual entrepreneur. The business must, however be registered with the Kenyan Government and be able to supply the following documentation:

- i. A copy of the Applicant's valid legal registration,
- ii. A copy of tax compliance certificate and
- iii. Signed and dated copy of the Required Certifications found in Annex C.

- Two, I am interested in beef cattle farming, can I present a concept on the same?

The KCDMS activity is currently focusing on feed and fodder production. Dairy farming is also a priority with the goal of increasing milk production. Unfortunately, beef cattle farming is not included and as such we are not considering concept papers on it. There are other USAID funded initiatives in the livestock sector that might be more appropriate. This is the link to their call.

<https://acdivoca.sharepoint.com/:b:/s/Intranet/projects/Kenya/lwa/Ed80x3sHV7IjXbuzX-If4cBYdVWM3rmJ64N-861P6txhw>

10. Is there a limit in the number of concept papers in one value chain? For example, can a trader come up with 7 different concept papers under banana.

No.

11. Can the same trader come up with one or more concept paper (s) in all the value chains under consideration?

Yes. You can submit more than one concept paper. It is however advisable that you focus on a key area that is aligned with your organization's strength and capabilities. This increases your competitiveness in the process. We will not enter into more than one grant arrangement with any given applicant.

12. What is the maximum funding, we can apply for.

Grants awarded are intended to be within the range of KES 500,000 to KES 25,000,000 in year I. However, please note that value for money is a key consideration. For more information refer to the APS document on the following website: www.rti.org/rfp

13. In addition to mangoes and passion we are also doing oranges in bigger scale and would request it be included.

Thank you for the suggestion. We highly value this feedback and will put it into consideration in the future. The current KCDMS activity value chain crops of focus including dairy, fodder/feeds; horticulture (Mango, passion fruit, avocado, banana, pineapple, sweet potato) and green grams were selected based on in-depth value chain studies and markets analysis across counties.

14. Can agricultural club in a secondary school doing horticulture in schools be allowed to apply?

Kindly refer the eligibility section of the APS Document.

Any of the following types of organizations may apply: private sector firms, cooperatives, farmer groups, farmer associations, BDS service providers, trade associations, and value chain service providers. Concept notes will be accepted by small and medium sized enterprises as well as by formally registered businesses, partnerships, and corporations. Businesses may be owned by an individual entrepreneur. The business must, however be registered with the Kenyan Government and be able to supply the following documentation:

- i. A copy of the Applicant's valid legal registration,
- ii. A copy of tax compliance certificate and
- iii. Signed and dated copy of the Required Certifications found in Annex C.

You might, however, also consider submitting a concept to the call for Expressions of Interest on Nutrition or Gender and Youth: The call for Nutrition can be found on the following website: https://www.rti.org/sites/default/files/kenya_kcdms_-_eoi_nutrition.pdf

The call for Social inclusion will be released in the newspapers in the coming weeks.

15. Kindly advise but based on our understanding we are developing the proposal with a mix of both sunflower and Orange Fleshed Sweet Potato. What are your thoughts?

Sweet potato is one of our priority value chain crops and we would advise that the concept paper to be submitted should entirely focus on it without mixing with the sunflower. Having a specific value chain crop of focus increases your competitiveness in the application process.

16. Under cost share guidance, the last sentence states that the “above can only be considered as cost share from the start of the grant; expenses incurred prior to this date” cannot count as cost share. However, we were wondering if processing equipment already in use and planned for use alongside new equipment to be requested under the grant can be considered part of the company’s cost share?

The sentence implies that KCDMS will only consider the new equipment bought after the signing of the grants agreement as cost-share. The already existing/ old equipment that your organization has prior to working with KCDMS does not count as cost share.

17. In the budget estimate form, space is provided for cost share for each budget line item. Does that mean to be able to request 100,000 KES as the KCDMSD request for supplies, we need to have as a private company 50,000 KES as cost share for that same line item or if there was a high amount of cost share under other direct costs, could that serve for other line items?

The cost share can be applied across selected number of expense items. Do not make it equal for every line item, that makes accountability more complicated. Large grants (2.5M-25M) are expected to provide for at least 50% cost share of the overall cost of the project. That means that a grant request for 10m needs 10m in cost share.

18. We understand that construction of buildings does not qualify as an eligible expense. However, can the installation of electricity and/or water on a property be considered as an eligible expense. If not, if our private company pays for this installation, can it be considered a cost share expense?

KCDMS grant will not fund installation of electricity and water on a property. This can be considered as cost share (your organization’s contribution towards the process).