



Implemented by



# Business Support Facility for Resilient Agricultural Value chains

## Competitive Matching Grant Fund (MGF) Application Process and Consortia

Cashew, Maize, Cocoa and Livestock Value Chain

09 July 2024

**Please note that the session will be recorded!**

Agri-Business  
Facility  
for Africa



# Agenda

1. Opening Remarks
2. Background and objective of the Business Support Facility for Resilient Agricultural Value Chains
3. Intervention areas
4. The competitive Matching Grant Fund application process
5. Lead Applicant vs Consortium Partner
6. Scoring
7. Call for action
8. Questions and answers



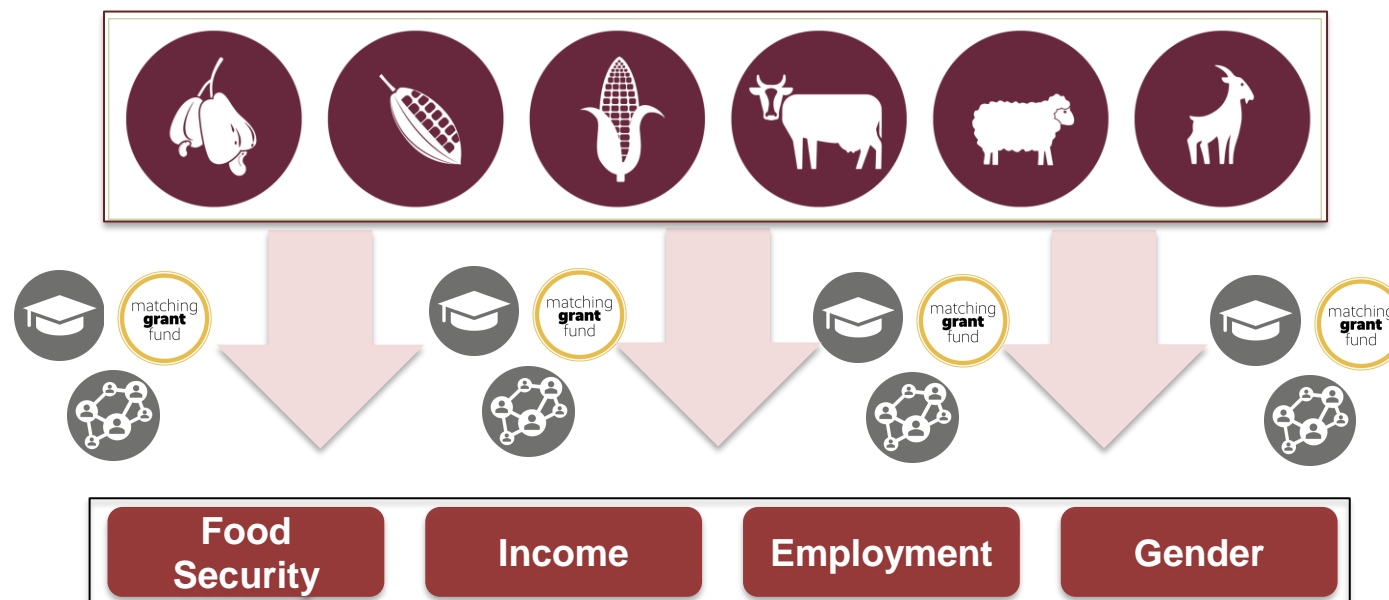
# Background of the Business Support Facility for Resilient Agricultural Value Chains

- The “**Business Support Facility for Resilient Agricultural Value Chains**” is a joint action initiative under the Samoa Agreement of the Organization of African Caribbean and Pacific States (**OACPS**), EU Directorate-General for International Partnerships (**EU INTPA**), and German Government through the Federal Ministry for Economic Cooperation and Development (**BMZ**).
- Implemented by Deutsche Gesellschaft für Internationale Zusammenarbeit (**GIZ**) through its “Agribusiness Facility for Africa (**ABF**)” and “Market Oriented Value Chains for Jobs and Growth in the ECOWAS Region (**MOVE**)” projects.
- MOVE ComCashew focuses on **cashew** while ABF focuses on **cocoa, maize, and livestock (cattle, goat, and sheep)** value chain.



# Objective of the Business Support Facility for Resilient Agricultural Value Chains

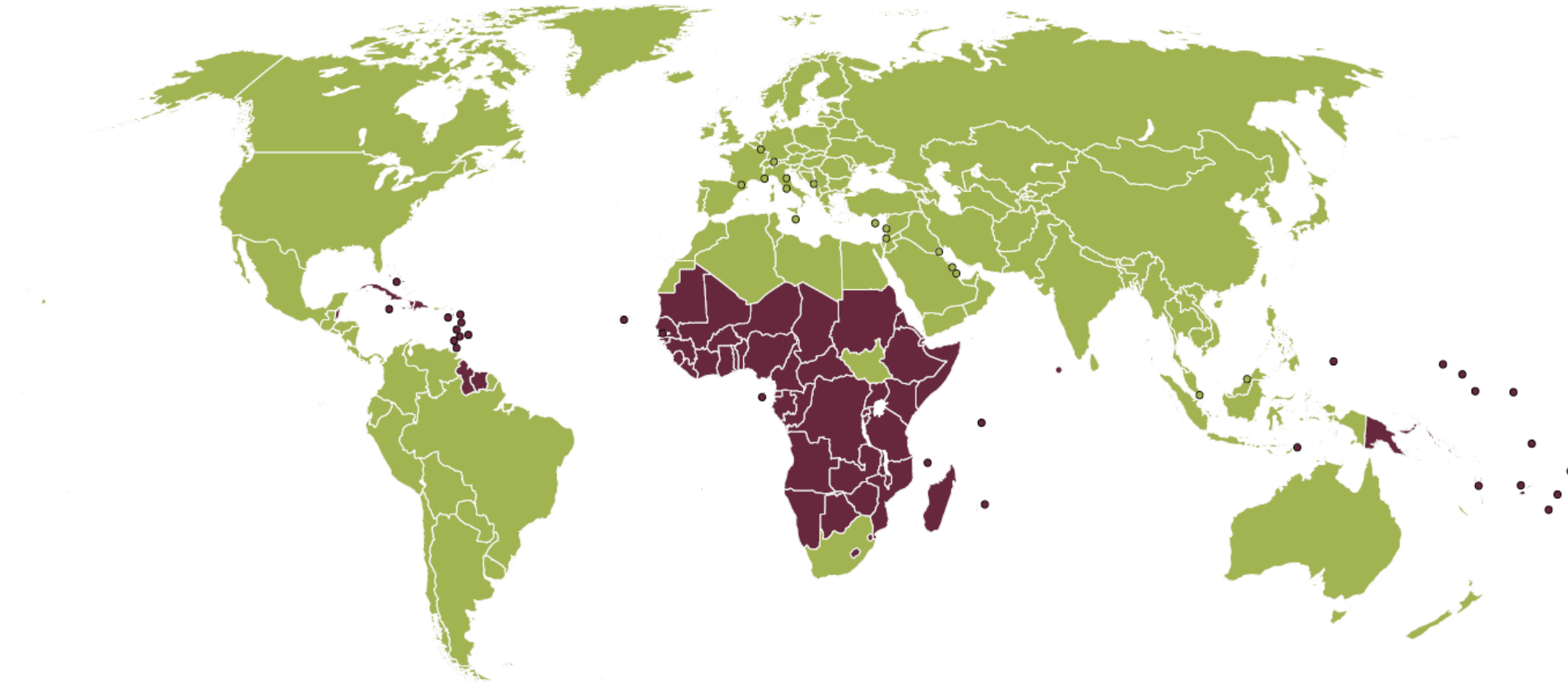
The **objective** is to contribute to **economic and climate resilience of cashew, cocoa, maize and livestock value chains, food security, increased income, and employment** in the 79 member states of the Organisation of African, Caribbean and Pacific states (OACPS) under the Samoa agreement.



Economic and Climate Resilient OACPS value chains

# Intervention Areas

## Members of the Organisation of African, Caribbean and Pacific States (OACPS)



# Key Interventions

## Output 1: Skills for Agribusiness

- e-learning and blended learning approaches accessible to all members of OACPS
- Face to face training approaches: **Farmer Business School (FBS), Cooperative Business School (CBS), Processor Business School (PBS), Gender makes Business Sense Plus (GmBS<sup>plus</sup>), integrated Contract Farming (iCF), Cashew Master Trainer Programme (MTP)**
- E-learning: *Agriculture as a Business, Business Model Canvas, Good Agricultural Practices (GAP), Healthy Nutrition, Safe Use of Pesticides*



## Output 2: Matching Grant Fund (MGF)

- Competitive MGF: cost-effective multi-stakeholder partnerships involving private and public actors along VCs.
- Research grant specific for the cashew value chain



## Output 3: Public dialogue and South-South exchange

- Knowledge sharing & learning for further scaling and institutionalization of approaches.
- Policy studies
- Regional cashew data and knowledge management system



# The Matching Grant Fund (MGF)



## matching grant fund

- **A public-private financing and partnership model/tool** designed to support innovative ideas/projects geared towards resilient agricultural value chains in all 79 OACPS member countries.



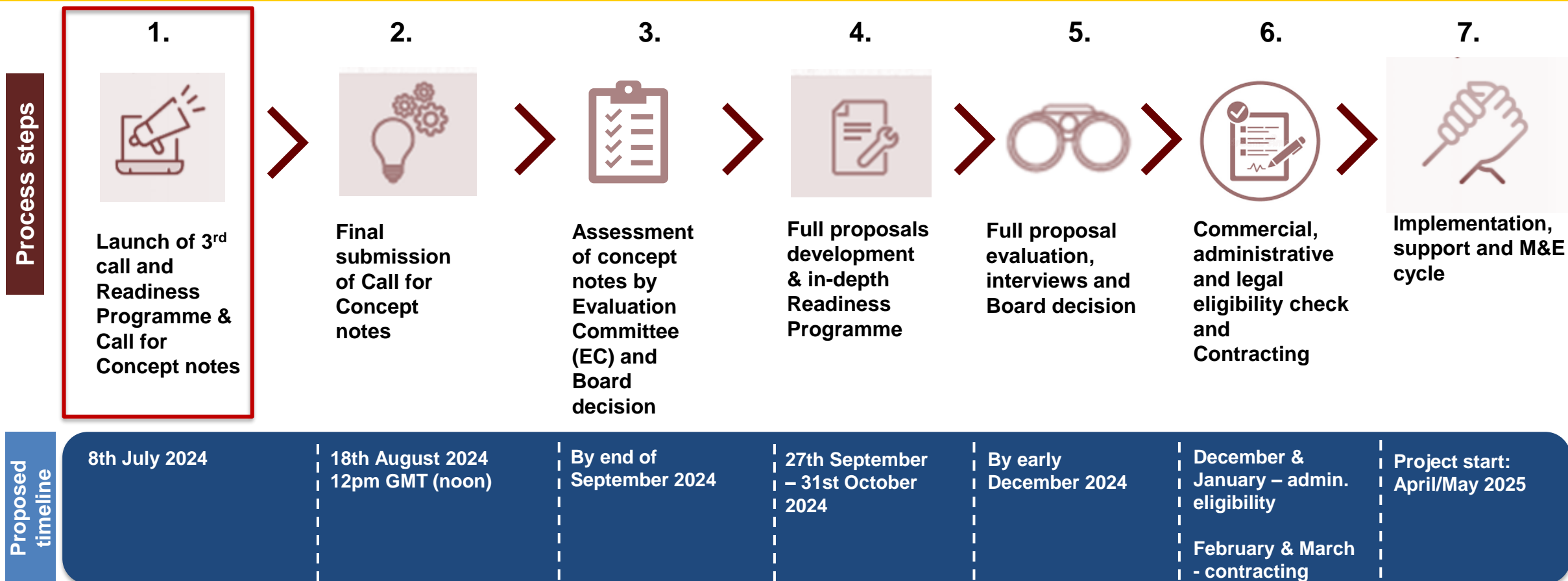
- Drive sustainable growth and strengthen private sector development
- Improve the **climate resilience** and competitiveness of the agricultural value chain actors in the 79 OACPS member states in all four value chains
- Build resilience and inclusiveness in all targeted value chains
- Foster excellence and ownership
- Mobilize additional resources for implementation



- **A minimum of 85** meaningful and cost-effective multi stakeholder partnerships involving private and public actors along VCs.

Kindly find further explanatory video of the competitive matching grant fund on YouTube using this link: [...](#)

# Matching Grant Fund Process & Timelines





# What Does The Matching Grant Fund Offer

## Funding via GIZ for Cashew



Up to **40%** of the  
total budget of the  
project

- Minimum contribution through GIZ per project - 40,000 € for all VC's.
- Maximum contribution through GIZ per project - 100,000 € for all VC's.

However, exceptional projects, where the implementation goes beyond one country, GIZ amount can be up to max of 200,000 EUR

## Funding via GIZ for other value chains

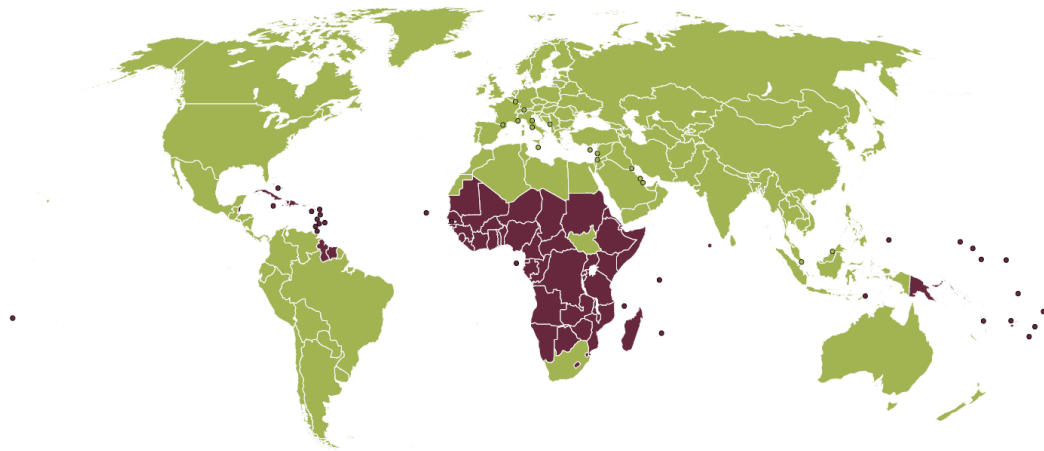


Up to **50%**  
of the total budget  
of the project

## Please Take Note..

..that proposals on the cocoa VC from Ghana, Côte d'Ivoire, Cameroon will not be eligible since the value chain in these countries is already being supported through the EU Sustainable Cocoa Initiative.

In the interest of **regional balance**, during this call, priority will be given to projects originating from countries with no or few projects from our previous calls. A list of countries and number of projects is published on the respective websites



# Who can apply?

**Private sector entity as lead applicant**

**Ready to enter a signed consortium agreement with eligible partners**

**Must have a company solvency ratio (total assets ÷ total long-term debt) of no less than 0.5 or 50% as lead applicant**

**Evidence of legal form of registration as a private sector (for-profit) company as lead applicant**

**Relevant knowledge and technical experience in the intervention area and VC**



# Who Can Be Lead Applicant vs. Consortium Partner

Who can be a lead  
applicant?



Processing company



Agricultural producer  
organisation



Off-takers of the main final  
product of the VC or its by-  
products

We are primarily looking for **national / local private companies** as lead. If an international company applies, a local company needs to be part of the consortium.

# Who Can Be Lead Applicant vs. Consortium Partner

Who can be a consortium  
partner?



- Private actors along the value chain, processing company, producer organisations; off-takers/traders, trading and buying companies - Business development services - Agricultural technical and vocational education and training institutions (ATVET) - National extension organisations (public and private) - Private or public research organisations - Civil society actors - Private Sector Foundation

Consortium partners are expected to **sign a Letter of Intent** at the Concept Note stage. This agreement will be developed to an **MoU for the Full Proposal stage**.

\*At least one partner in the project should be a national / local partner (e.g., an MSME, Producer Organization or similar)

# Consortium Partner vs Service Provider

## What is a consortium?

A consortium consists of

- **2 or 3 private or public 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: A maize processing company and a supplying farmers cooperative

## Who is a service provider?

A service provider delivers

- **a specific service**
- **against payment.**

They are

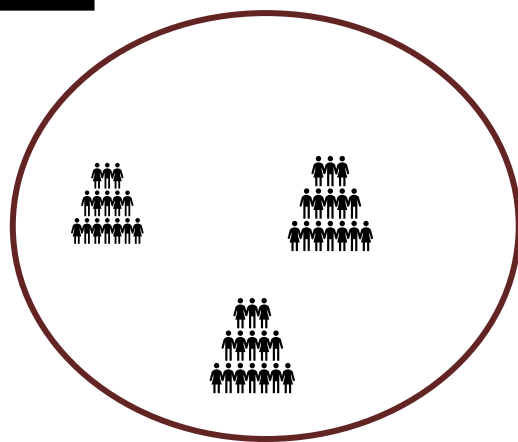
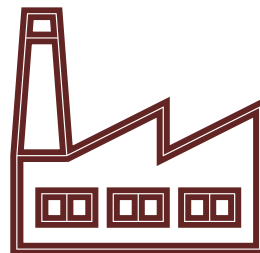
- **not part** of the formal consortium,
- **not** expected to **contribute** cash or in kind to the project.
- selected and contracted through tender process

Example: A Master Trainer facilitating a proposed training approach or a consulting firm hosting a digital platform as a service provider.

# A Typical Multi Stakeholder Partnership in Action



## Innovative project



- Project includes **Group of farmers + Processor + Buyer/off taker**
- Project includes 50% women  
50% youth
- Cashew apple processing + farmer linkage + trainings to have carbon dioxide emission reduction

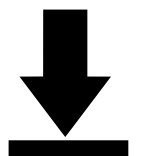


# The Call – How to Apply



1

Call is open from 8 July until August 18, 2024 (noon)  
Visit our websites!



2

Read the guidelines! Check if you are **eligible**. If yes, download  
Annex 1 - Concept Note, Annex 2 - Letter of Intent and Annex 3 -  
Working aid on Budget templates on our websites



3

Prepare and submit duly filled **concept note** (including figures on solvency  
ratio), **Lol** signed by all consortium partners, and attach the proof of  
legal registration of the lead applicant entity to [abf-fund@giz.de](mailto:abf-fund@giz.de) or  
[cashew@giz.de](mailto:cashew@giz.de) latest by **August 18, 2024, 12pm GMT (noon)**



Wait for **ABF** and **MOVE-ComCashew**  
**feedback** on your application.

Participate in  
the  
**Readiness  
Programme**  
(EN, FR,  
Portuguese  
or Spanish)

Process,  
Finance,  
Thematic  
webinars

## Documents are available at:

- **ComCashew Website**  
[www.comcashew.org](http://www.comcashew.org)
- **Agribusiness Facility**  
[www.agribusiness-facility.org](http://www.agribusiness-facility.org)
  - **OACPS**  
[www.BusinessACP.com](http://www.BusinessACP.com)
- **Consultative International Cashew Council**  
[www.ciccashew.org](http://www.ciccashew.org)
- **African Capacity Building Foundation** [www.acbf-pact.org](http://www.acbf-pact.org)
- **African Cashew Alliance**  
[www.africancashewalliance.com](http://www.africancashewalliance.com)
- **CARI Website** [www.cari-project.org](http://www.cari-project.org)
  - Etc.



# Scoring of Concept Note

## 15% Budget & Contribution

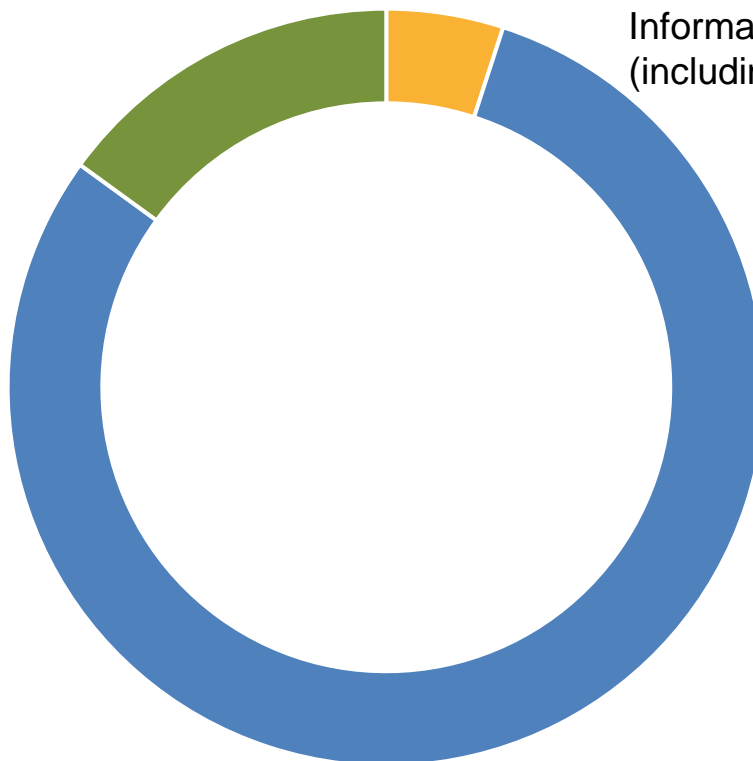
- Lead applicant contribution
- Consortium partners contribution

## 5% Identification of applicant

Information about lead applicant (including profile) and consortium

## 80% Project Description

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



# Readiness programme & Plan Webinars

- The accompanying readiness programme can also be found here:  
[www.agribusiness-facility.org/funding.html](http://www.agribusiness-facility.org/funding.html) and  
<https://www.comcashew.org/matching-grant-fund>
- It consists of the **Guidelines** and in annexes all **necessary documents**, **working aids**, short information on **capacity development** and **contract types**, and publicly accessible **webinars** on different subjects (see table below).
- **If an applicant is selected to hand in a full proposal, more detailed information on budgeting, capacity development and further steps will be available in a dedicated log-in area of our websites**

Go to

[www.agribusiness-facility.org/funding](http://www.agribusiness-facility.org/funding)









[www.comcashew.org/matching-grant-fund](https://www.comcashew.org/matching-grant-fund)



# Overview Webinars

<p>08 July 2024, 2pm - 3 pm GMT</p> <p><b>Official launch: Matching Grant Fund for Climate-Resilient Value Chains</b></p> <p>Click here to join the meeting</p>	<p>09 July 2024, 2pm - 3:30pm GMT</p> <p><b>Application process &amp; consortia</b></p> <p>Click here to join the meeting</p>	<p>10 July 2024, 2pm - 4pm GMT</p> <p><b>Human Capacity Development</b></p> <p>Click here to join the meeting</p>	<p>11 July 2024, 3pm – 4:30pm GMT</p> <p><b>Webinario Español</b></p>
<p>12 July 2024, 2pm - 3:30pm GMT</p> <p><b>Contract formats &amp; Finances</b></p> <p>Click here to join the meeting</p>	<p>16 July 2024, 2pm - 3:30pm GMT</p> <p><b>Gender</b></p> <p>Click here to join the meeting</p>	<p>18 July 2024, 2pm - 3:30pm GMT</p> <p><b>Climate</b></p> <p>Click here to join the meeting</p>	<p>11 July 2024, 10am – 11:30am GMT</p> <p><b>Sessão de informação em português</b></p>

Go to

[www.agribusiness-facility.org/funding](http://www.agribusiness-facility.org/funding)

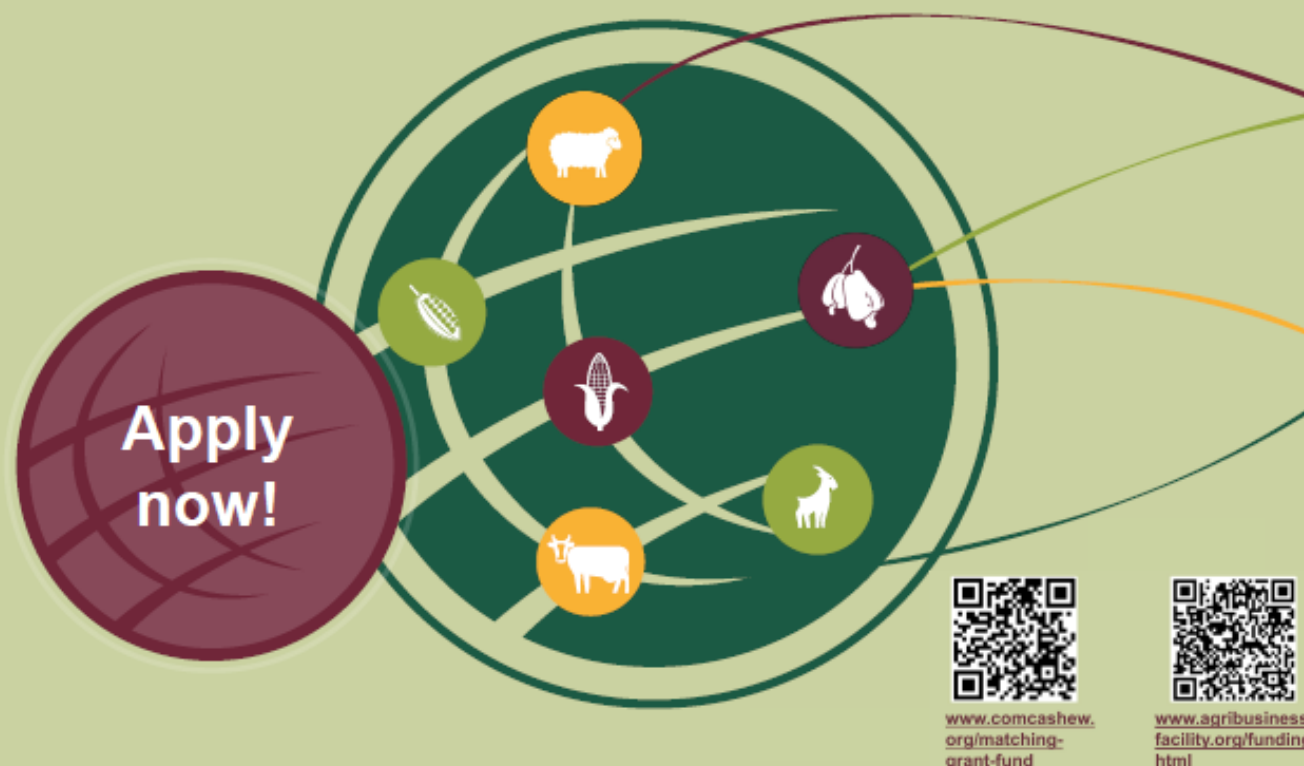


[www.comcashew.org/matching-grant-fund](http://www.comcashew.org/matching-grant-fund)



# Call for Action!

## Matching Grant Fund (MGF) for Climate-Resilient Value Chains



For questions, please contact

[abf-fund@giz.de](mailto:abf-fund@giz.de)

or

[cashew@giz.de](mailto:cashew@giz.de)



Thank you | Merci beaucoup | Obrigado | Gracias

