



CALL FOR BUSINESS IDEA PROFILE (BIP) PROPOSALS



GOVERNMENT OF GRENADA – MINISTRY OF AGRICULTURE AND LANDS OECS Regional Agricultural Competitiveness Project (AGRICOM)

SECTION I

BACKGROUND

The Government of Grenada (GOG) has received a loan of US\$4.0 million from the **World Bank** for the **OECS Regional Agricultural Competitiveness Project (AGRICOM)**. The project objective is to “**enhance access to markets and sales for competitively selected Farmers and Fishers as well as their Allied Aggregators and Agro-processors (AA) in Grenada**” through participation in **Productive Alliances (PA)**. **PA** are market based commercial arrangement between small-scale individual or organized (FFs), as product supplying partners, and an **AA** which can be either a producer organization or private micro/small/medium enterprise (MSME), as buying counterparts within a joint venture, to be developed and implemented with the support of AGRICOM.

The PA approach is intended to improve small-scale producers’ access to markets, using the private sector as a vehicle to align smallholder production with market demand in terms of quantity, quality, and timeliness. The AGRICOM project will support technically feasible, financially viable, economically profitable, and socially / environmentally responsible business plans through a matching grant mechanism.

Guidance documents for the preparations of BIP are available on the MOAL website: www.gov.gd/documents.html.

SECTION II

OBJECTIVE OF THE CALL FOR PROPOSALS

AGRICOM will receive BIP for consideration during the period: **Monday, June 24th, 2019 to Friday, August 16th, 2019.**

The objective of the Call is to invite eligible AAs in collaboration with collaborating FFs to submit **Business Idea Profiles (BIP)**, as expressions of interest to participate in the AGRICOM project.

Most promising BIPs will be selected through a competitive process and will be developed into full business plan (BP) with the support of the project. The projects will be further considered to receive financial, technical, and business development support during their implementation. Each BIP must provide information demonstrating the eligibility of both FFs and AAs, also key elements displaying the business worthiness of the proposed PA.

SECTION III

WHO CAN PARTICIPATE?

The following stakeholders are eligible to participate:

- (a) **Farmers and Fishers (FFs):** Small-scale individuals whether independent or organised.
- (b) **Aggregators and Agro-processors (AAs):** Include:
 - **Producer Organisations** (with legal standing): (i) Fisher/Farmer groups; (ii) Associations; (iii) Agro-processors; (iv) Co-operatives.
 - **Private Sector MSMEs** (50 employees or less): (i) Wholesalers; (ii) Traders; (iii) Lead farmers; (iv) Industrial Agro-industrialists; (v) Buyers.

In addition, to be eligible for participation all Farmers/Fishers (FFs) and Aggregators/Agro-Processors (AAs) must: (i) be involved in Agricultural activities (that is, existing and start up), and (ii) collaborate in the preparation of the lead AA.



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MANDATORY COMPLIANCE REQUIREMENTS

Eligible AAs and FFs must meet the following requirements for their proposals to qualify for project support:

- A. Both FFs and the AAs should be physically located in Grenada.
- B. The BIP must be presented by an AA and must include the participation of a minimum of 10 FFs.
- C. The BIP must be signed by all participating FFs and the legal representative of AAs.
- D. The AA must submit a statement signed by all FFs participating in the proposal stating that they are willing and able to contribute their expected counterpart financing to the matching grant.
- E. To be eligible to participate in the Project, AAs and FFs must also meet the following criteria:

Aggregators/Agro-processors (AAs)	Farmers/Fishers (FFs)
<ul style="list-style-type: none"> Be a registered business or producer association legally established, with taxes paid up to date or are legally exempted from taxes. Start-ups also eligible. 	<ul style="list-style-type: none"> Be registered with the Ministry of Agriculture and possess a valid farmer's ID from the Ministry.
<ul style="list-style-type: none"> Commit to work with a group of at least 10 FFs in the business plan. 	<ul style="list-style-type: none"> Can demonstrate to have cultivated or fished for the last three (3) years.
<ul style="list-style-type: none"> Sign and adhere to the Subproject Agreement with the Project Coordinating/ Implementation Unit (PIU). 	<ul style="list-style-type: none"> Participate in preparing the subproject proposal and willing to sign the subproject Agreement.
<ul style="list-style-type: none"> Agree to negotiate a financing arrangement, for part of the total investment, with a local financial institution. 	<ul style="list-style-type: none"> Agree to work together with extension officers and representatives from the project, and with consultants appointed by the respective PCU and PIU to identify the investments and inputs needed as well as the proper use and handling of the inputs.
<ul style="list-style-type: none"> Agree with an investment amount not exceeding 50% of the total investment under the subproject (AA plus FFs). 	<ul style="list-style-type: none"> Keep proper records of the whole farm/fish enterprise.
<ul style="list-style-type: none"> AAs legally established as private firms (i.e. other than producers' organizations) must comply with the definitions of Micro, Small and Medium Size Enterprises¹: (i) Micro-Size (1-5 full-time employees); (ii) Small-Size (6-15 fulltime employees and (ii) Medium-Size (16-50 fulltime employees). 	<ul style="list-style-type: none"> Own agricultural land or fishing boats and related assets or be in possession of a long-term lease (5 years or more) especially for assistance with crops.
<ul style="list-style-type: none"> Comply with integrated pest management rules/regulations established by the project. 	<ul style="list-style-type: none"> Be willing to provide information to the relevant parties for M&E as well as for impact assessment.
<ul style="list-style-type: none"> Supply information on usage, storage, protection, disposal, and so on of pesticides and other agro-chemicals. 	<ul style="list-style-type: none"> Be willing to exhibit his/her plot as a demonstration plot, if required.
	<ul style="list-style-type: none"> Be willing to give feedback about the benefits derived from the help received and lessons learned.
	<ul style="list-style-type: none"> Agree not to use banned agro-chemicals on their farms and to adopt the best practices as recommended by the project.

¹ As recommended for Regional Adoption by the Caribbean Development Bank. "Micro, Small & Medium Enterprise Development in the Caribbean: Towards A New Frontier" (2016), pg. 28.



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SECTION IV

POTENTIAL INVESTMENT AREAS

CATEGORY	#	POTENTIAL VALUE CHAINS	POTENTIAL PRODUCTS
PERMANENT CROPS	1	Cocoa and Chocolate	Chocolate, Cocoa Butter, Cocoa Powder, Cocoa Liquor, Jams.
	2	Nutmeg Products	Essential Oils, Aromatherapy Oils, Liquors, Wines, Jams, Jellies, Flavors for Ice-Creams.
	3	Soursop fruit and pulp	Fresh fruits, frozen pulps
	4	Dried soursop leaves	Branded Soursop leaves tea bags
	5	Coconut and Coconut Water	Coconut oils (natural & cold pressed), Butter, Milk, Shredded and Desiccated, Coconut Water.
	6	Sugarcane Juice	Packaged and branded
	7	Fresh/ dry Fruits	Fresh and fresh cut Mangoes, Golden Apple, Breadfruit, Bananas, Plantain, Guava, Sapodilla, Plums, Tamarind.
	8	Fresh Fruit Juices & Pulps	From locally produced fruits (packaged and branded?)
TEMPORARY CROPS	9	Salad fruits	Fresh and Fresh Cut Pineapples, Watermelons, Cantaloupe, Papaya, Pumpkin, Butternut Squash.
	10	Vegetables	Fresh and fresh cut Cabbage, Cauliflower, Broccoli, Romaine and Iceberg Lettuce, Arugula, Kale, Carrots, Beets, Tomatoes, Colored Sweet Peppers, Corn, Pigeon Peas, etc.
	11	Culinary Herbs, spices & Condiments	Chive, Thyme, Celery, Shadow Benne, Cilantro, Turmeric, Ginger, Clove,
	12	Organic Fruits and Vegetables	Locally produced
	13	Ornamental Horticulture	Plants, Cut- Flowers
	14	Roots & Tubers	Yam, Dasheen, Tania, Sweet Potatoes, Cassava
FISH	15	Fresh & Processed Fish	Fresh and processed including fresh water fish (aqua culture)
	16	Marine Crustaceans	Lobsters, Crabs, Shrimps – fresh and processed
LIVESTOCK	17	Poultry	Broilers, Eggs, Turkey, Duck, Quail
	18	Small ruminants	Sheep, Goats – live and slaughtered
	19	Swine	Pigs – live and slaughtered
	20	Cattle	Live, slaughtered
	21	Apiculture	Honey & Other Apiculture Products
AGRO-PRODUCTS	22	Agro-Products	Jams, Jellies, Sauces, Wines, Juices, Ice Creams, etc... from locally produced products.
OTHERS	23	Agriculture and fisheries products	Not included in the list above (#1-22)

SUBMISSION OF PROPOSALS

Interested Allied-Aggregators/Agro-processors (AAs) and Farmers/Fishers (FFs) can obtain the Business Idea Profile (BIP) Template and the User Guide for the preparation of the Business Proposals on MOAL/ AGRICOM website: www.gov.gd/documents.html or www.agricom.gov.gd. Hard copies of these documents can be obtained from the **AGRICOM Project Implementation Unit (PIU), Ministry of Agriculture and Lands, Ministerial Complex, Botanical Gardens, ST. GEORGE on Telephone: 473-440-2708 / 3078, Extension 62631.**

Other project documents (Environmental and Social Safeguard, Grievance Redress Mechanism, Sub-Grant Manual, Regional Resettlement Policy Framework, Project Appraisal document) are available on the above-mentioned website.

BIP Template must be completed in electronic form. All BIPs along with supporting legal documents must be submitted in printed form in a closed envelope to the AGRICOM PIU and digital form on **email: agricom@gov.gd** no later than **Friday, August 16th, 2019 at 4:00 p.m.**

The subject line should be clearly marked: **“AGRICOM BIP – [Name of Productive Alliance]”**.

Submission prior to the closing date, will be reviewed for completeness. Should there be shortcomings and time permitting, AAs will be contacted and will be allowed to complete their submissions up to the closing date. After the closing date of BIP submissions, an evaluation and selection based on established criteria will be carried out by an independent Evaluation Committee.