

## **REQUEST FOR EXPRESSION OF INTEREST (EOI) TO UNDERTAKE A COUNTRY AND REGIONAL STUDY ON AGROECOLOGICAL ENTERPRISES (AEEs) AND SERVICE PROVIDERS (SPs) IN AFRICA**

### **Introduction:**

The Agroecology Fund (AEF) in collaboration with Alliance for Food Sovereignty in Africa (AFSA) and other agroecological movement practitioners in Africa with support from the 11th Hour Project are undertaking a collaborative research and analysis of existing agroecological enterprises (AEEs) and their service providers (SPs) to understand how to enlist existing and emerging enterprises in creating an enabling environment for agroecology. AEF and AFSA aim to highlight AEEs in close collaboration with African allies and alongside donors and investors seeking investment opportunities in AEEs.

### **Request for Proposals:**

AFSA requests sealed proposals / bids for conducting a country or regional study on agroecological enterprises (AEEs), service providers (SPs) and public policy experts and institutions in Africa. In response to this request, the bidder must submit by email:

1. A letter (1-2 pages) from a representative of the firm / individual expressing interest with an understanding of the SOW.
2. Short reflection (1-2 pages) on proposed methodology, timeline, and budget.
3. General profile and background of the firm / individual and CVs / capacity statement.

### **Tendering procedure**

Eligible consultants are invited to submit technical and financial proposals to undertake this work. Technical and financial tender documents should be sent by email to [afsa@afsafrika.org](mailto:afsa@afsafrika.org) by 5:00 pm (East Africa Time) on (4<sup>th</sup> /12 /2020.) The email should indicate '**AEEs Tender – Name of a country or region you are expressing your interest for**' in the subject line.

Applicants will be advised of the results of the tender process within 14 days of the application deadline.

**Ps: For detailed Scope of work, please refer to statement below.**

## **THE STATEMENT OF WORK FOR CONSULTANCY SERVICES FOR COUNTRY RESEARCH ON AGROECOLOGICAL ENTERPRISES AND SERVICE PROVIDERS**

### **1.0 Background**

Over the past several years, the Agroecology Fund (AEF), its donors and its partners have been thinking about how to support Agroecological Enterprises (AEEs), and how financing can support agroecology alongside grants, policy and advocacy. Finance and investment were highlighted as part of AEF's 2017 Strategic Plan and are understood to include a range of both financial and non-financial capital. At the same time, the Alliance for Food Sovereignty in Africa (AFSA), one of AEF's long-term partners, conceived of and created a strategy focused on markets in Africa. Their work plan includes a study of existing markets for agroecological products as well as a conference on "Shaping the Future of Food Markets in Africa" held in October 2020.

Our investment thesis is that financial capital can serve as a strategy for inclusion, innovation, and transformation towards agroecological food systems. The AEF in collaboration with AFSA and other agroecological movement practitioners in Africa are undertaking this collaborative research and analysis of existing AEEs and their service providers to understand how to enlist existing and emerging enterprises in creating an enabling environment for agroecology. We aim to highlight AEEs in close collaboration with AFSA, other African allies, and alongside donors and investors seeking investment opportunities in AEEs.

The first phase of the research was an on-line survey conducted in English and French with over 60 enterprises from 17 African countries and interviews with 11 service providers during the period from July – September 2020.

### **1.0 Objectives**

#### **1.1 General Objective**

The study will investigate the roles of agroecological entrepreneurs (AEEs) and service providers (incubators, accelerators, NGOs, social entrepreneurs, banks, microfinance programs and others), and policy experts and institutions (government officials, researchers, advocates and others), and their relationship to agroecological movement, market, and policy at country (Kenya and Zimbabwe) and regional (East Africa- Uganda, Kenya, Rwanda and Tanzania; West Africa – Togo, Senegal, Ghana and Burkina Faso) levels.

#### **1.2 Specific Objectives**

1. To document and probe the current status of and effectiveness of agroecological enterprises / businesses and service providers at country or region of study.
2. To document and understand the context (or ecosystem) and forces as identified by entrepreneurs and service providers (e.g.: legal, policy, market, institutional frameworks, etc.) affecting the business and investment environment for agroecology at country or regional level of study.
3. To present key findings and recommendations to aid in promoting agroecological enterprises in Africa.

## **2.0 Geographic Scope**

The consultant will bid on one or two (maximum) of the following geographic scopes of work:

1. A regional study of East Africa to include Kenya, Tanzania, Rwanda and Uganda.
2. A regional study of West Africa to include Senegal, Togo, Ghana and Burkina Faso.
3. A country study of Kenya
4. A country study of Zimbabwe

## **3.0 Methodology**

The consultant will identify a list of entrepreneurs, service providers, public policy experts and institutions to interview in conjunction with a suggested list provided by the project team; conduct interviews in person or remotely as well as review any reference materials or evaluations; and facilitate at least one focus group discussion with the entrepreneurs. The consultant will provide a detailed methodological note before undertaking the study.

## **4.0 Tasks of the consultant**

- Present a 2-page inception report with a plan for how they will conduct the research and identify the entrepreneurs and service providers and calendar
- Identify and review a few key studies and reports related to agroecological entrepreneurship as relevant to the region studied
- Provide a final list of entrepreneurs, service providers and public policy experts and institutions to include those identified by and agreed upon by the project as well as by the consultant
- Participate in the Agroecology Criteria Tool assessment training - a two-hour on-line discussion
- Provide feedback on questionnaires and data collection tools proposed by the project
- Conduct field work as described above both individual interviews and focus groups
- Conduct several interviews focusing on effective policy with relevant actors such as public policy experts and institutions (e.g. government officials, CSOs or NGOs, researchers, etc.)
- Share the raw interview data
- Collaborate with peer researchers on the processes and learning during the study period (minimum of 2 calls)
- Present key findings in a short report to be reviewed by the project co-leads.
- Present a final report (after incorporating comments from the project co-leads)
- Participate in a group discussion with entrepreneurs and service providers regarding their study findings

## **5.0 Key Deliverables**

- Interview notes with 10-12 entrepreneurs, 5 service providers, and 5 public policy experts and institutions
- Contact list and names of respondents
- Consolidated report (5-7 pages) with key lessons analyzing the financial and non-financial support opportunities for supporting agroecological entrepreneurship and for effective policy mechanisms with relevant quotes and citations
- Make a 15 – 20 minutes Powerpoint presentation summarizing the study
- Provide a list of reference materials with sources

## 6.0 Qualification and experience

A competent firm / individual with a demonstrated experience in undertaking similar work at country or regional level, investigative research, writing and publication is encouraged to apply.

## 7.0 Time frame and reference documents

The assignment is for a period of 20 work days and in any case, the consultant shall not exceed **27<sup>th</sup> of February 2021** to complete the assignment.

## 8.0 Reference documents available

- The concept note
- The list of enterprises that participated in the initial phase of the research
- The list of questions from the initial survey of agro entrepreneurs and for the service providers
- PowerPoint summary from the first phase of the survey [here](#)
- AFSA Strategic Plan [here](#) and AEF strategic overview [here](#)

## 9.0 The consultant shall:

Submit an Expression of interest (EOI) with:

1. A letter (1-2 pages) expressing interest and understanding of SOW;
2. A short reflection (1-2 pages) on proposed methodology, timeline and budget, and
3. A general profile of the firm / individual and CV;

by **4 December 2020** detailing satisfactory understanding of the SOW, methodology of execution, time frame of completion and budget for undertaking the work. Submit by email to [afsa@afsafrica.org](mailto:afsa@afsafrica.org) by 5:00 pm (East Africa Time) on (4<sup>th</sup> /12 /2020.) The email should indicate '**AEEs Tender – Name of a country or region you are expressing your interest for**' in the subject line.

Please direct any questions to: Charles Mulozi Olweny, Coordinator, Alliance for Food Sovereignty in Africa ([charles.olweny@afsafrica.org](mailto:charles.olweny@afsafrica.org)) and Jen Astone, Coordinator, The Agroecology Fund ([jen@iciaptos.com](mailto:jen@iciaptos.com)).

The **Alliance for Food Sovereignty in Africa (AFSA)** <https://afsafrica.org/> is a broad alliance of Civil Society actors that are part of the struggle for food sovereignty and agroecology in Africa. These include African food producer networks, CSO networks, indigenous people's organizations, faith-based organizations, women and youth groups, consumer movements, and international organizations.

The **AgroEcology Fund (AEF)** <https://www.agroecologyfund.org/> is a multi-donor fund supporting agroecological practices and policies. It links organizations and movements that advance agroecological solutions locally, regionally and globally.