



**Ministry of Commerce, Trade and Industry**

**Zambia Agribusiness and Trade Project**  
***Building Productive Alliances in Zambia***

## **Call for Proposals - Producer Organisations**

***Are you a Cooperative or any active Producer Organisation with a winning business proposal or business idea? Are you ready to grow your business?***

The Ministry of Commerce, Trade and Industry (MCTI) through the Zambia Agribusiness and Trade Project (ZATP) **are looking for Business Proposals/Business Models from Cooperatives/Producer Organisations. The proposal shall be based on strong concepts or innovative ideas with high potential for developmental impact and strong financial sustainability.**

The project will accept proposals from the following five provinces, in the listed districts and surrounding areas:

**Lusaka Province:** Lusaka, Chilanga, Chongwe, and Kafue

**Eastern Province:** Chipata, Lundazi, Katete and Petauke

**Central Province:** Kabwe, Kapiri Mposhi, Chisamba and Mumbwa

**Copperbelt Province:** Ndola, Kitwe, Lufwanyama and Mpongwe

**Southern Province:** Livingstone, Choma, Monze and Mazabuka

The ZATP aims to increase market linkages and firm growth in Agribusiness in Zambia, by working with Producer Organisations. **Examples of the types of Producer Organisations (POs) that are targeted are:** Cooperatives, District Business Associations, District Farmers' Associations and Community Based Organisations that have Business Registration. The Project supports small scale and emerging farmers already involved in production and value addition to sustainably link into commercially viable value chains based on agreements with larger end markets.

The Project aims to achieve this by facilitating the formation of 'Productive Alliances' that bring together producers and buyers into medium to long term commercial relationships. The project support focuses on strengthening the linkage between producers and buyers in

commercial alliances, through the provision of core inputs, productive investments, technical assistance and business development services.

The support is structured in a way that the Alliance has the potential to be self-sustaining over the medium to long term, well after the Project has ended.

### **What will the Project Support?**

The project will provide the following assistance:

- a) **Market Brokerage:** Linkages to new and high value markets to enable farmers get better prices and earn assured incomes.
- b) **Matching Grants:** For the acquisition of productive inputs and small infrastructure investments that will enhance the productivity and market position such as irrigation equipment, transportation, packing facilities or storage facilities
- c) **Complementary Infrastructure Investments** to enhance productivity of Producer Organisations (POs') and unlock more local areas which have economic potential and therefore facilitate the creation of more Productive Alliances. As such, the project will fund small scale basic access or rehabilitate market infrastructure.
- d) **Technical assistance** including Mentoring and Coaching

### **Eligibility**

The Project supports smallholder producers (emerging and poor farmers) from selected districts of Zambia, who meet the following requirements:

- Must be Zambians and domiciled in the subproject areas mentioned above;
- Legally registered Cooperatives and groups able to do business in Zambia and possibly beyond;
- Should be tax compliant with a valid tax clearance certificate;
- Should have proof of land ownership;
- **Have at least two years** of experience in the productive activity proposed for the Alliance;
- Be market oriented and willing to be assisted to be linked to specific markets, with specific agreements, having established (or potential) demand from the private sector or public sector for the types of products and services they are offering;
- Attach Letters of Intent from prospective / existing Buyers and Off takers, where applicable;
- Have a track record of success in group enterprises and good governance practices;
- Develop a viable business/sub-project proposal and financing plan, based on a sound organisational profile that includes evidence of:

- ✓ a cohesive group which is in good standing with registration authorities and having no less than TEN (10) paid up members willing to participate;
  - ✓ No history of fraud or illegal activity;
  - ✓ No current or active grants from donors or government (except FISP), to ensure that assistance goes to those who actually need it; and
  - ✓ Financial stability and capacity to match the competitively allocated grant financing as per grant financing guidelines of 30%: 70% match.
- **Active bank account** showing at least 3 months' statement;
  - **Be smallholder farmers**, whose land holding is less than 5 hectares (ha) for small scale and between 6 and 20 hectares (ha) for emerging farmers. Their major source of income should be from production/harvesting and sale of commodities produced from this land;
  - **Be producers** of crop, livestock, aquaculture or non-timber forestry commodities, working together in the production of one (or one set of) commodities to an agreed set of market requirements as determined and should be in active discussion with a buyer or buyers;
  - **Be a non-public servant**

## How to Apply

Application forms for Proposals should be obtained and submitted in hardcopy to the **Regional Facilitators** who are situated at the following addresses:

**Copperbelt Province:** 1<sup>st</sup> Floor One Stop Shop, Nchanga House, President Avenue, **KITWE**

**Southern Province:** One Stop Shop Offices, along Mosi-O-Tunya Road-**LIVINGSTONE**

**Eastern Province:** ZESCO/ZANACO Building, 2<sup>nd</sup> Floor off Perirenyatwa Road, **CHIPATA**

**Central Province:** Room 2.7, Second Floor, Mukuni House, **KABWE**

**Lusaka Province:** One Stop Shop, 1<sup>st</sup> Floor, Kwacha House Annex, Cairo Road, **LUSAKA**

For more information, please email [info@zatp.org.zm](mailto:info@zatp.org.zm) and copy [cludaka@zatp.org.zm](mailto:cludaka@zatp.org.zm) and copy [wmufwambi@zatp.org.zm](mailto:wmufwambi@zatp.org.zm). You may also send a text/sms or WhatsApp +260 977 699 744 or +260 979662254.

Please note that the Proposal Templates are available at all Regional Offices listed above or may be downloaded on [www.zatp.org.zm](http://www.zatp.org.zm) and [www.mcti.gov.zm](http://www.mcti.gov.zm)

***ONLY HARDCOPY APPLICATIONS SUBMITTED AT THE REGIONAL OFFICES LISTED ABOVE SHALL BE ACCEPTED***

**Deadline for Applications: Wednesday 30<sup>th</sup> December, 2020.**