**Haiti Livestock Partnership Facility**

**Annual Program Statement (APS)**

**Feed the Future Programme d’Appui à la Rentabilisation de l’Élevage (PARE) Activity**

1. **INTRODUCTION**

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| **APS Number**: | APS-PARE-2023-001 |
| **Issuance Date**: | December 15, 2023 |
| **Deadline for Submission**: | Concept notes will be accepted on a rolling basis until December 14, 2024, at 11:59PM EST. |
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| **Anticipated Award Mechanism(s):** | Successful applicants will be awarded fixed amount or in-kind grants, which can co-invest in business improvements and innovations through technical assistance, capacity building, business development services, events, market linkages and equipment, supplies, etc. |
| **Eligibility**: | Registered Haitian companies, organizations and entities who are actively involved in livestock markets, specifically dairy cattle, beef cattle, goats, sheep, and poultry. See Part C for full details. |

**Background:** Feed the Future Programme d’Appui à la Rentabilisation de l’Élevage (PARE) is a 5-year activity implemented by Land O’Lakes Venture 37 (Venture37), along with Heifer International and Papyrus S.A., and funded by the United States Agency for International Development (USAID) Feed the Future. PARE will increase the resilience of households and communities in the Northern and Southern Resilience Focus Zones of Haiti through the improvement of the livestock market system. PARE will improve the productivity and competitiveness of the cattle (dairy and beef), poultry (eggs and meat), and small ruminant (goats and sheep) sub-sectors, which will increase the resilience of households, communities, and livestock systems to the various shocks, such as climate change and extreme weather events, insecurity, potential emergence of livestock diseases, and weak governance and systems. This goal is supported by three primary, intertwined objectives:

1. Improve productivity of the livestock sector in four departments (see below)

2. Increase the accessibility of inputs and services in the livestock market system

3. Improve marketing and private sector engagement in the sector

PARE seeks partnerships with established and emerging market actors to build their capacities to innovate and capitalize on current and emerging opportunities in the livestock sector, especially women and youth run enterprises. PARE uses an inclusive market systems development (MSD) approach that takes a long-term perspective to ultimately strengthen the livestock market system by promoting replicable and scalable models that will result in sales growth of diverse micro, small and medium enterprises (MSMEs) and strengthened connectivity and cooperation. Ultimately, these partnerships will support livestock producers and livestock MSMEs to build their resilience capacities to respond to and recover from expected shocks and stresses. For more background on the definition of the MSD approach please refer to Attachment B.

**Purpose:** The purpose of this Annual Program Statement (APS) is to invite applicants in the livestock sector – dairy, beef, goats, sheep, and poultry – to develop and submit partnership ideas for funding through an open and competitive solicitation. The concept note should propose innovations, strategic investments and/or business models for the livestock market that will reach smallholder producers, especially women and youth.

This APS: (A) Introduces the APS and PARE (B) describes the types of livestock market activity for which concept notes will be considered and the funding available for each concept note; (C) explains the criteria for evaluating concept notes; and (d) describes the process and requirements for submitting concept notes.

The APS provides prospective applicants with a fair opportunity to submit concept notes to PARE. The concept note review process is described in Part C.

**PARE reserves the right to make a single award, multiple awards, fund parts of a concept note, or not make any awards.** **The issuance of this APS neither constitutes an award commitment on the part of PARE nor does it commit PARE to pay for costs incurred in the preparation and submission of any concept note**. All costs incurred in the preparation of a concept note are the sole responsibility of the applicant.

1. **SCOPE OF ACTIVITIES TO BE FUNDED**

Co-Investment grants will be used to invest in livestock market actors, especially private sector investment in targeted activities that will directly or indirectly benefit smallholder farmers, women, and youth. Through this APS, PARE will facilitate the co-creation of partnerships with and among agricultural market stakeholders – smallholder farmers, farmer groups, input suppliers, equipment dealers, buyers, wholesalers, retailers, financial institutions, service providers, and others – to improve the resilience of Haiti’s livestock market system, helping smallholder farmers, small livestock raisers, youth, and women to escape poverty and chronic vulnerability.

1. **Locations**

Concepts proposed must benefit the livestock stakeholders in the North and South Resilience Focus Zones, specifically in the following communes:

* **North-East**: Mont Organisé, Carice, Vallière, Capotille, Terrier Rouge, Perches, Fort-liberté, Ferrier, Sainte Suzanne, Caracol, Trou du Nord, Ouanaminthe.
* **North**: Ranquitte, la Victoire, Pignon, Saint Raphaël, Plaine du Nord, Limonade, Acul du Nord, Quartier Morin
* **Central Plateau**: Hinche, Cerca-la-Source, Cerca-Carvajal
* **South**: Chardonnières, Port-à-Piment, Roches-à-Bateau, Arniquet, Port-Salut, Saint-Jean du Sud, Chantal, Torbeck/Ducis, Camp-Perrin, Les Coteaux, Les Cayes.

1. **Key Activities**

PARE’s Market Investment Fund (MIF) will be used to reduce risks for private sector investment and address current constraints within the livestock and poultry sectors that directly or indirectly benefit smallholder farmers, women and youth. The activities have been separated to reflect the fact that smallholder farmers primarily manage livestock such as cows, goat and sheep, whereas commercial poultry comprises small to medium enterprises. However, the poultry category also includes small-scale poultry managed by rural households and especially service providers that can support increased production, improved animal health, etc. Applications for both activities will be given equal consideration and should have an emphasis on the following:

**Activity 1. Livestock production and marketing**. Interested stakeholders should address the following:

* Expansion of community animal health worker extension to improve producer knowledge of livestock (cow, goats and sheep) management practices
* Expanded production and storage of forage and silage/hay for year-round feeding
* Establishment or expansion of market-oriented breeding services
* Expand animal access to water
* Introduce or expand innovative solutions to reduce animal theft
* Introduce innovative ways to protect livestock and reduce risk related to natural disaster
* Expanded access to animal health products (e.g., vaccines) in remote rural areas
* Facilitate joint bulk importation of feed, feed supplements and animal health products
* Expansion and training of agro-vets
* Expand agro-dealer network to expand rural reach
* Enhanced milk collection and processing for identified market (high, mid and low value markets)
* Fattening of beef cattle in collaboration with abattoirs & butchers for high value markets
* Expand financial instruments targeted to livestock producers and MSMEs e.g., lending, leasing, warehouse financing
* Support investor-readiness for equity investments targeted to livestock enterprises
* Expand business capacity and marketing for dairy and related products
* Expand skills and improved hygiene of private abattoirs e.g., food safety/HACCP, plant installation/operations, business processes and equipment maintenance
* Enhanced supply chain for animal source food products – refrigeration and transport – for the dairy and the beef industries.
* Other solutions that have the potential to improve livestock production and marketing

**Activity 2. Poultry production (broilers and layers) and marketing**. Interested stakeholders should seek to create:

* Affordable sourcing and production of fertilized eggs, day-old-chicks, and structures to house poultry
* Establishment and expansion of new and existing commercial and in-house feed processing
* Expanded distribution and sale of animal health products targeted to both commercial poultry and smallholder poultry productions systems to build volume and reduce individual risk.
* Improved innovations to sell live, fresh or frozen chicken
* Access to finance for poultry producers
* Production of alternative, cost-effective compound poultry feeds, especially derived from locally available ingredients
* Expansion of out-grower schemes for semi-intensive poultry production (Layers and broilers)
* Other solutions that have the potential to improve poultry production and marketing

1. **Co-Investment Funding Available per Concept Note**

When Co-investment funding is required from PARE to conduct the proposed partnership, it will be provided in the form of a fixed amount or in-kind grant to the applicant.

* Individual partnerships proposed through the concept note should not require more than $150,000 in grant funding from PARE.
* Individual partnerships proposed through the concept note should not require less than $10,000 each in grant funding from PARE.

1. **INSTRUCTIONS TO APPLICANTS**

PARE’s engagement with and support to market actors will adhere to the principles of the MSD approach, which primarily means that market actors, not PARE, will lead in defining, planning, financing and implementing activities. In accompanying actors to implement their proposed activities, PARE may contribute the following resources: facilitation, advisory support and coaching, market strengthening linkages, cost-sharing investments, communication and promotion. (Please see the PowerPoint presentation (slide 7 - 9) for more details on resources PARE may deploy to support actors).

1. **Eligibility criteria and Evaluation Methodology**

**All applicants must meet the following minimum criteria to be eligible for consideration:**

1. Typed Concept Notes must be received before the submission deadline with all sections completed and no longer than 5 pages in length.
2. Applicants must be active in the livestock sector and be legally registered with the relevant institutions (including but not limited to Ministère du Commerce et de l’Industrie – MCI, Conseil National des Cooperatives – CNC, Direction Generale des Impots DGI, Ministère de la Planification et de la Cooperation Externe, or Ministère de l’Education Nationale) and submit a copy of their up-to-date registration documents attached to the concept note. The businesses and organizations concerned may include, but are not limited to: input suppliers, wholesalers, producer groups, aggregators or retailers, transporters, financial service providers, equipment vendors, business development service providers, academic institutions, local non-governmental organizations (NGOs), and agricultural and climate information service providers. Local non-governmental organizations and academic institutions are encouraged to partner with private businesses in submitting concept notes.
3. Must be an entity and business existing under the laws of the Government of Haiti and must be in compliance with all applicable civil and fiscal regulations and registration requirements. Concept notes from individual citizens and foreign organizations not registered in Haiti **will not** be reviewed. Locally registered entities or businesses can apply in partnership with a foreign businesses and entities that are not registered locally.
4. Applicants must be active in communes referenced in Section B.1 or proposing to expand activities into one of these communes.
5. Proposed partnership must benefit smallholder livestock producers, especially to women and youth.
6. Proposed partnership must not fund current operations but expand or introduce a business model that is inclusive, resilient, and competitive.
7. The proposed partnership must not be viable without co-investment from PARE.
8. The proposed partnership must only include activities with low and moderate environmental risks.

Eligible applicants that earn a minimum score of 70 on their concept note per the evaluation criteriain Section C will be visited by a PARE representative to further evaluate the partnership’s feasibility and applicability before being invited to a co-creation phase. Through co-creation, the partnership will be tested and discussed with other stakeholders and technical experts to ensure that it would have a broad impact on the livestock market system, in line with PARE’s objectives. Through this mechanism, PARE co-creates and co-invests with strategic firm partners, through milestone-based grant partnerships, to develop solutions that align core-business objectives with PARE’s development goals. In doing so, PARE and the applicant can leverage existing relationships, and technical know-how in piloting or scaling these solutions. Partnership activities focus on ensuring that these market-led solutions take root and can flourish within the market system.

1. **Program duration**

Concept Notes should propose activities that can be fully implemented in 12 months or less.

1. **Application Process**

The application process will be completed in three stages:

1. **Stage I: Concept Notes**

PARE will review concept notes submitted by applicants using eligibility criteria detailed above. Then, a PARE selection committee will evaluate eligible concept notes based upon the evaluation criteria supplied below. Applicants will advance if the concept note achieves an average score of at least 70 out of 100 points from the selection committee. PARE will visit the applicants that meet this threshold to discuss challenges in the market system, ask questions that came up from the concept note review and ensure both parties are aligned on expectations before inviting them into co-creation.

1. **Stage II: Co-creation**

During the co-creation process, PARE will work with the applicant to align both development and business objectives. Applicants will be expected to share financial and business information to prepare the co-creation document. PARE will work with applicants to ensure that the proposed partnership includes innovative new solutions to market constraints or seizes an opportunity offering large impact potential, that are inclusive and sustainable rather than 'business as usual' and enhance the existing market system. During co-creation, PARE and the applicant will further define the innovation, refine activities and an associated budget and timeline to ensure both business and development goals are achieved. Risk and environmental considerations will also be documented and mitigated.

In parallel, the PARE grants department will conduct a pre-award assessment and due diligence to assess applicant risk and determine the appropriate co-investment grant mechanism. Taken together, these steps allow PARE to confirm the applicant’s viability as a grantee and co-investment partner. Applicants are expected to co-invest, either in the form of either bank loan, equity investment, in-kind (labor, materials, etc.) or cash, toward the implementation and completion of partnership activities.

1. **Stage III: USAID Approval**

If the co-created partnership requires co-investment grant funding the proposed partnership Scope of Work and budget will be submitted to USAID for concurrence before awarding.

Awards to U.S. organizations that are registered in Haiti will be administered in accordance with 2 CFR 200 Subpart E, ADS 303 and USAID Standard Provisions for U.S. nongovernmental organizations. For non-U.S. organizations, USAID Standard Provisions for non-U.S. non-governmental organizations would apply. Applicants may obtain copies of the referenced material at the following websites:

2 CFR 200: <http://www.ecfr.gov/cgi-bin/text->idx?SID=0a5b7fee6378930cce72564449dd8bb7&mc=true&node=sp2.1.200.d&rgn=div6

Standard Provisions for U.S. Nongovernmental Recipients: https://www.usaid.gov/sites/default/files/documents/1864/303maa.pdf

Standard Provisions for Non-U.S., Nongovernmental Recipients: https://www.usaid.gov/sites/default/files/documents/1868/303mab.pdf

1. **Concept Note Requirements**

Concept Note must be in French, Creole or English. Please see the Concept Note form in Attachment A. Concept note must stay under 5 pages in length using the provided template with size 11 font. Concept notes must be typed, not handwritten.

1. **Evaluation criteria**

The PARE Selection Committee will review and evaluate all concept notes on a rolling basis following criteria below.

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| **Criteria** | **Value** |
| The capacity of the applicant, including but not limited to Business Experience, Financial Abilities, Revenue and Operations in the target market | **25** |
| The applicant's concept note includes a strategy for cooperation with other stakeholders | **10** |
| The applicant clearly describes systemic constraints and challenges in the livestock sector and proposes a solution that will support the livestock market to function more effectively, sustainably and beneficially for poor people. | **10** |
| Is the proposed business model financially viable and scalable?   * + Financially viable: Ability to generate sufficient profits and working capital can be accessed in the market   + Scalable: Increased efficiency equates to higher revenues that allow applicant to expand to new markets and attract new customers | **10** |
| The number and degree to which small livestock producers will benefit from the co-investment partnership, in terms of increased participation and access to services, inputs and markets. | **20** |
| The extent to which women and youth benefit from the activity, in terms of access to resources and services, and economic advancement. | **15** |
| The partnership has the potential to enhance land and biodiversity in an area, as well as the resilience to climate-related shocks and stresses of the affected populations. | **10** |
| **TOTAL POSSIBLE POINTS** | **100** |

1. **DEADLINE FOR SUBMISSION OF CONCEPT NOTES AND QUESTIONS**

Concept notes will be accepted on a rolling basis throughout the year until December 14, 2024 at 11:59PM EST. Concept notes should be emailed to [pare\_mif@landolakes.com](mailto:pare_mif@landolakes.com), with the Subject heading: *Appel à EPA APS-PARE-2023-001.*

Questions about this APS may be sent by email to [pare\_mif@landolakes.com](mailto:pare_mif@landolakes.com) with the subject heading: *Question à EPA APS-PARE-2023-001*. PARE will review and disseminate answers to applicant questions via email listserv on a weekly basis.

If you would like to be added to the email listserv, please send an email to [pare\_mif@landolakes.com](mailto:pare_mif@landolakes.com) with the subject heading: *Ajouter à la liste de diffusion de l'EPA APS-PARE-2023-001.* Applicants that submit questions will automatically be added to the email listserv.

1. **ANNEXES**
   * Annex A: Environmental Compliance
2. **Attachments**
   * Attachment A: Concept Note Template
   * Attachment B: Reference presentation on MSD Approach and Consideration

Please also refer to this video available on Youtube which presents the Market System Development approach: <https://www.youtube.com/watch?v=Hx-nIXd0PEY>

**Annex A : Environmental Compliance**

**Background**

The PARE Activity complies with 22 Code of Federal Regulations (CFR) 216 Environmental Procedures, and USAID’s Automated Directives System (ADS) Parts 201.3.11.2.b and 204, which stipulate that potential environmental impacts of USAID interventions must be identified and acknowledged, and safeguards and plans to mitigate them adopted, implemented, monitored and reported, as appropriate. As part of the PARE Activity LAC-IEE-22-160, a Climate Risk Management (CRM) Screening was conducted in accordance with ADS 201 to identify climate-related risks to the planned interventions with a view to making them more resilient to both current and future climate variability and change.

**Potential High Risks related to livestock production and processing**

* Overgrazing
* Use of marginal lands
* Policy and legal issues
* Wells and boreholes (will be assessed on a case by case basis and potential for mitigation)
* Wet season grazing
* Poor balance of livestock species
* Damaged habitat and reduced biodiversity
* Harm to wildlife and domestic stock and loss of wildlife habitat
* Slaughter of wildlife by livestock managers
* Potential spread of disease to wildlife
* Extinction of local livestock breeds
* Harm to vegetation clearing of forest and wild lands
* Loss of rangeland fertility
* Damage to riparian soil and vegetation
* Introduction of invasive plant species
* Decreased water quality and supply contamination from manure
* Degrade water quality and reduce water supplies
* Harm to human health
* Odor

The preceding list is illustrative and not exhaustive. The PARE team will screen all concept notes for environmental risks. Successful candidates will be required to comply with PARE’s Environmental Mitigation and Monitoring Plan (EMMP) to outline mitigation measures for planned activities with Moderate Risk rating to responsibly manage their potential impact on the environment and global climate change.