**Food Security Accelerator – Technical Proposal  
for Direct Investments in Climate-Resilient and Gender-Responsive Food Systems Innovations in Africa (WINDOW 1)**

|  |
| --- |
| Please provide basic background information on your organization  **Company Name:**  **Country of the registration:**  **Reference for legal registration:** |
| **SECTION 1: BASIC INFORMATION & BACKGROUND.** |
| * 1. Please provide basic description of your relevant project or solution and how it aims to accelerate food security in the context of climate change.  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | **Name of the project or solution (as applicable)** |  | | | | | | **Official website / social media** |  | | | | | | **Funding amount requested (USD)** |  | | **Preferred Financial instruments.** | Reimbursable grant  Concessional/flexible loan  Convertible debt  Guarantee | | | **Total funding amount of the project in USD** |  | | **Other investors of the project** | Prospective  *Indicate if any please.*  Confirmed  *Indicate if any please.* | | | **Use of funds** (max 100 words) |  | | | | | | **Country of operations** |  | | **Implementation period**  *(up to 30 months)* |  | | |  | | | | | | | **Short description of overall approach, key solution(s) and business model** |  | | | | | | **Key outputs/deliverables produced through solution(s)** |  | | | | | | **Key financial Indicators/ targets of the applicant (3-years of operational and financial performance)** | USD exchange rate applied for below data:  Historical financial statements for the last three years and year-to-date:   |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | | **#** | **Main Performance indicators** | **1H 2023** | **2022** | **2021** | **2020** | | 1 | Net revenues (‘000 US$) |  |  |  |  | | 2 | Gross margin (‘000 US$) |  |  |  |  | | 3 | EBITDA (‘000 US$) |  |  |  |  | | 4 | Net profit (‘000 US$) |  |  |  |  | | 5 | Current assets (‘000 US$) |  |  |  |  | | 6 | Total assets (‘000 US$) |  |  |  |  | | 7 | Current liabilities (‘000 US$) |  |  |  |  | | 8 | Non-current liabilities (‘000 US$) |  |  |  |  | | 9 | Total liabilities (‘000 US$) |  |  |  |  | | 10 | Total equity (‘000 US$) |  |  |  |  | | 11 | New capital raised (‘000 US$) |  |  |  |  | | 12 | Current ratio |  |  |  |  | | 13 | Return on Assets |  |  |  |  | | 14 | % of Net profit |  |  |  |  |   *Please describe all instances of cash raised from fundraising in USD during the last three years and year-to-date. Include the name of the investor, purpose of funding, amount, due date, and all types of instruments used (such as debt, equity, grants, etc.), if this information is not already included in the "Key donors and investors" section below:*  Financial statements projection for the next three years:   |  |  |  |  |  | | --- | --- | --- | --- | --- | | **#** | **Main Performance indicators** | **Year 1** | **Year 2** | **Year 3** | | 1 | Net revenues (‘000 US$) |  |  |  | | 2 | Gross margin (‘000 US$) |  |  |  | | 3 | EBITDA (‘000 US$) |  |  |  | | 4 | Net profit (‘000 US$) |  |  |  | | 5 | Current assets (‘000 US$) |  |  |  | | 6 | Total assets (‘000 US$) |  |  |  | | 7 | Current liabilities (‘000 US$) |  |  |  | | 8 | Non-current liabilities (‘000 US$) |  |  |  | | 9 | Total liabilities (‘000 US$) |  |  |  | | 10 | Total equity (‘000 US$) |  |  |  | | 11 | New capital raised (‘000 US$) |  |  |  | | 12 | Current ratio |  |  |  | | 13 | Return on Assets |  |  |  | | 14 | % of Net profit |  |  |  | | 15 | DSCR |  |  |  | | | | | | |  | | | | | | | **Ownership and management:** | | | | | | | * Shareholders and co-owners |  |  | | |  | | * Ownership percentages % |  |  | | |  | | * Full-time employees # |  |  | | |  | | * Female employees % |  |  | | |  | | **Key personnel:** | | | | | | | * Title |  |  | | |  | | * First and last name |  |  | | |  | | * Email |  |  | | |  | | * Telephone |  |  | | |  | | **Key donors and investors:** |  |  | | |  | | * Name |  |  | | |  | | * Amount |  |  | | |  | | * Financial instruments (debt, guarantee, equity, grant) |  |  | | |  | | * Duration and due date, if applies |  |  | | |  | | * Purpose of funding |  |  | | |  | |
| 1.2 Demonstrate your organization’s understanding of the targeted outcomes in section 2 of the RfA, which aim **to enhance long-term sustainability and resilience for food and nutritional security in Africa**. The focus could be on promoting sustainable, nature-positive agricultural innovations, increasing access to cost-efficient, sustainable adaptation solutions, advancing locally led, climate-resilient economic transitions with a gender equality focus, or ensuring adaptive capacities of smallholder farmers and food value chain operators against climate risks. Explain the changes that this project aims to achieve. (max half page) |
| **SECTION 2: CURRENT CORE OPERATIONS & BUSINESS MODEL (maximum 4 pages)** |
| 2.1 Alignment of solution(s): Provide a detailed description of your operations, business model and the thematic alignment of your organization’s activities to the objectives outlined in the RfA  2.1.1 Describe your mission and current business model, list your operations and products.  2.1.2 Indicate your lending or investment track record (performance of portfolio, impact of investees, etc.)  2.1.3 Justify the *relevance* and *applicability* of your business model and track record to the objectives of the RfA |
| **SECTION 3: PROPOSED SOLUTION (maximum 8 pages)** |
| 3.1 Solution proposed: what solution(s) will be implemented in order to support food system resilience and improvement?  3.1.1. Describe the problems, risks, and barriers related to food systems and their resilience to climate change to be addressed by this intervention.  3.1.2. Describe the solution and how this alleviates identified problems, risks, and barriers. Suggest project typology according to section 3.2 of the RfA.  3.1.3. Describe targeted activities and outputs/results with measurable indicators required to implement this solution.  3.1.4. Describe the current status of development/implementation of this solution by the company, and past results achieved.  3.1.5. Describe the beneficiaries of this solution, including the type of beneficiaries, the location and how the candidate supports women, and youth to benefit from the solution.  3.1.6. Estimate the percentage of food productivity improvement and the USD value, as compared to the baseline. Include hectares under improved soil and water management, and hectares of ecosystems with improved resilience, if applicable.  3.1.7. Explain how this project will be sustained after this intervention and how it can be scaled up and replicated in the region to ensure a sustainable impact. |
| |  |  |  | | --- | --- | --- | | 3.2 Project expected results | List of the proposed indicators | Targeted result | | *3.2.1.Please select the indicators that are applicable to the project and provide the targeted results, as outlined in Section 3.3 of the RfA:* | |  | | No | *Performance potential indicators* | Indicator estimation by the applicant | | 1 | # of enterprises using products, services, and infrastructures stemming from interventions\* |  | | 2 | # of new or improved products, services and infrastructures scaled up or crowded in\* |  | | 3 | # of people engaging with products, services, and infrastructures\* |  | | 4 | Percentage change in the number of full-time equivalent jobs \* |  | | 5 | # of new full-time equivalent green jobs in food value chain\* |  | | 6 | Percentage change in yield and production levels increased or preserved in food production |  | | 7 | USD of additional food value that will be created by this intervention |  | | 8 | Percentage reduction of food product cost due to new technology and innovation implementation |  | | 9 | #ha under improved soil and water management for sustainable food production |  | | 10 | # of climate resilient varieties scaled-up |  | | 11 | # of people with improved climate resilience, food security, and nutrition levels due to these interventions (encompassing community, authorities, and food supply chain's direct and indirect beneficiaries)) |  | | 12 | # of farmers, food chain operators, authorities, financial institutions, and NGOs, among others, joining partnerships to promote and facilitate easier access to cost-efficient, sustainable adaptation solutions and their associated financing in the food systems value chain |  | | 13 | USD of capital mobilized in this project stage (i.e., ability to attract and mobilize capital) |  | | 14 | USD of capital that this project will unlock through improving access to food value chain financing, or by completing pilot and scaling up implementation, among others. |  | | 15 | #ha of ecosystems with improved resilience (i.e., area of land rehabilitated, restored or protected, plus area of non-forest ecosystems restored or improved; plus areas of degraded land restored through regenerative agriculture) |  | | 16 | Percentage change in income of smallholder farmers and other small food value chain operators due to this intervention in support of poverty eradication |  |   \*) This indicator applies to every project |
| 3.3 Implementation approach and ensuring gender-sensitive approach: what is the proposed methodology and approach for the implementation of the solution and the achieving of expected outcomes? (Max 1 page)  3.3.1. Provide a work plan and timeline for the implementation of the described activities: submit a Gantt Chart or Project Schedule indicating the sequence of activities that will be undertaken to fulfil the RFA’s desired outcomes and results through the deployment of your solution(s). Please include their corresponding timing, specifying timelines, person responsible, and time devoted to each activity.  3.3.2. How will the gender sensitive approach be ensured and sustained during and after the project? Please provide an estimate of the percentage and number of women among the beneficiaries of this project during implementation. |
| 3.4 Additionality: How does the proposed solution provide added value or innovative approaches that distinguish it from existing actions undertaken by other actors in the field? (Max ½ page) |
| 3.5 Other co-benefits (max 1/2 page)  *3.6.1.* What other co-benefits will be ensured by this intervention and how will they remain sustainable after the project implementation: nutrition improvement, health, peace, and security, community livelihood? |
| 3.6 Share your organization’s understanding of the potential risks you may face in implementing the solutions and the risk mitigation measures you will employ. (Max 1 page)   |  |  |  |  |  | | --- | --- | --- | --- | --- | | # | **Risk** | **Probability of Occurring** | **Impact** | **Management / Mitigation strategy** | |  |  | Low  Medium  High | Low  Medium  High |  | | *1.* |  |  |  |  | | *2.* |  |  |  |  | | *3* |  |  |  |  | | *4* |  |  |  |  | |
| **SECTION 4: BUSINESS MODEL, UPSCALING AND MARKET OPPORTUNITIES** (max 3 pages) |
| 4.1 Has a market assessment / sounding been undertaken as part of the proper project feasibility?   |  | | --- | | Yes | | No | |
| 4.2 Market analysis: If yes, please provide an overview of current market demand, supply, gaps, and willingness to pay for your solution. |
| 4.3 Business model and upscaling:  4.3.1 Describe the business model for your solution based on the market analysis, and how you intend to scale up your business.  4.3.2 Describe how you intend to mobilize additional financial resources for upscaling after receiving support or with help from the Food Security Accelerator. What amount and type of resources are targeted, from which actors? What is needed to mobilize these resources?  4.3.3 Describe the importance of the support provided by the Food Security Accelerator for the realization of this business model. |
| **SECTION 5: MONITORING AND EVALUATION** (max 2 pages) |
| 5.1 Quality control: what processes will be implemented to ensure optimal quality of solutions provided across all activities implemented? |
| 5.2 Monitoring, evaluation, and improvement:  5.2.1. What processes will be in place and actions will be taken to properly monitor the progress made and the impacts of solutions, to evaluate actions and to improve processes during the project implementation period?  5.2.2. Describe the measurement plan and data management plan, including the indicators used, measurement activities undertaken and timeline. |
| **SECTION 6: CAPACITY NEEDS AND TECHNICAL ASSISTANCE** (max 2 pages) |
| 6.1. Capacity needs and Technical Assistance (max 1 page)  *6.1.1.* What technical assistance is requested by the candidate from the Food Security Accelerator partners?  *6.1.2.* Why is this technical assistance essential for the proper implementation of the solution? |
| 6.2. Financial Support (max 1 page)  *6.2.1.* What financial instruments (e.g., reimbursable grant, concessional/flexible loan, convertible debt, guarantee) and amount of financial resources is requested?  *6.2.2.* Please justify choice of the financial instrument.  *6.2.3.* Please justify the request for financial support and the instruments requested. What efforts have been undertaken to mobilise resource and why such financial support cannot be provided from other actors? |
| **SECTION 7: FINANCIAL STRUCTURING** (max 1 page) |
| 7.1. Including the support requested from the Food Security Accelerator, provide a complete overview of the financial structuring, financial resources engaged and co-investments in the business operations and the implementation of the solution. Please include a diagram illustrating the main stakeholders and the financing provided. (Max 1 page) |
| **SECTION 8: ORGANIZATION AND PERSONNEL** (max 0.5 page) |
| 8.1 Management structure: Describe the overall management capacity present (and needed) to successfully implement your goals. Include an organization chart for the management of the project describing the relationship of key positions and designations along with information on the roles and structure of any sub-grantees, contractors, or other critical relationships. |
| 8.2 Unique value: Why is your organization a good candidate for the implementation of the proposed solution? |