**Haiti Livestock Partnership Opportunity**

**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-2024-001 |
| **Issuance Date**: | November 22, 2024. This APS replaces APS-PARE-2023-001, which is no longer valid. |
| **Deadline for Submission**: | Concept notes will be accepted on a rolling basis until November 21, 2025, at 11:59PM EST |
| **Anticipated Award Mechanisms:** | Successful applicants will be awarded fixed amount awards or in-kind grants |
| **Eligibility**: | Registered Haitian companies that 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) through the initiative of Feed the Future. PARE will increase the resilience of households and communities in 34 communes in the North, North-East, Centre and South Departments (please see below the list of eligible communes). 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 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 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 strengthen the livestock market system by promoting replicable and scalable models that will result in sales growth of diverse enterprises and strengthened connectivity and cooperation. For more background on the definition of the MSD approach please refer to Attachment C.

**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 describes the types of livestock market activities for which concept notes will be considered and the funding available for each concept note; explains the criteria for evaluating concept notes; and describes the process and requirements for submitting concept notes.

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. PARE will facilitate the co-creation of partnerships with and among livestock market stakeholders 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. Livestock market stakeholders include but are not limited to:

* Input suppliers
* Wholesalers
* Farmer groups
* Producer groups
* Aggregators or retailers
* Transporters
* Financial service providers
* Equipment vendors
* Agricultural and climate information service providers

Local non-governmental organizations, foundations, and academic institutions are only eligible to receive funding if partnering with private businesses in submitting a concept note. In this type of partnership, the private business must always be the primary applicant.

1. **Locations**

Concepts proposed must benefit the livestock stakeholders in the in one or more of 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 Cayes

1. **Key Activities**

PARE’s grant fund will be used to reduce risks for investments in the livestock and poultry market systems and, through investment, address constraints within the livestock and poultry sectors that benefit smallholder farmers, women, and youth. Applicants can apply for one or both sectors described below.

**Sector 1. Livestock production and marketing**. Interested stakeholders should address one or more of 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 micro small/medium enterprises 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 for the dairy and the beef industries (e.g., refrigeration and transport)
* Other solutions that have the potential to improve livestock production and marketing

**Sector 2. Poultry production (broilers and layers) and marketing**. Interested stakeholders should seek to create one or more of the following:

* 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
* Other solutions that have the potential to improve poultry production and marketing

1. **Co-Investment Funding Available**

Grant funding between **$10,000 and $150,000** will be provided to successful applicants in the form of a fixed-amount or in-kind grant. PARE will consider providing grant funding for a higher amount on a case-by-case basis. All successful applicants are expected to co-invest, either in the form of a bank loan, equity investment, in-kind contribution (labor, materials, utilities, rent, etc.) or cash contribution toward the completion of partnership activities.

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 Attachment C slides 7 - 9 for more details on resources PARE may deploy to support actors).

1. **Eligibility criteria**

To be eligible for consideration, all applicants must be:

1. A private enterprise organized under the appropriate laws of the Government of Haiti. Concept notes from individual citizens and foreign organizations not registered in Haiti will not be reviewed. Locally registered businesses can apply in partnership with a foreign business or an entity that is not registered locally. Government entities are not eligible to apply.
2. Proposing activities in one or more communes referenced in Section B.1
3. Proposing activities exclusively targeting one or more of these value chains of the livestock sector:

* chicken
* eggs
* beef
* dairy
* sheep
* goat

1. 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 Générale des Impôts (DGI). Applicants must submit a copy of their most recent registration documents with the concept note. Entities will need to have a current registration before receiving a grant.
2. Submit a concept note that meets all the requirements in section C.5.
3. **Evaluation criteria**

Applications will be evaluated using these criteria:

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| --- | --- |
| **Criteria** | **Value** |
| The capacity of the applicant, including but not limited to   * Business Experience * Financial Abilities * Revenue * Operations in the target market | **20** |
| The applicant clearly describes constraints and challenges in the livestock sector | **5** |
| The applicant proposes a solution that will address challenges identified and supports the livestock market to function more effectively. | **15** |
| Financially viability, scalability, and resilience of the business model   * Financial viability: The business model allows the entity to continue to operate profitably after the end of PARE’s support * Scalability: The business model can continue to grow by adding more suppliers/partnerships and can expand to new markets and attract new customers * Resiliency: The business model is resilient to economic, environmental, and social-political shocks and stressors | **15** |
| The applicant's concept note includes a strategy for cooperation with other stakeholders | **10** |
| The number and degree to which small livestock producers will benefit, in terms of increased participation and access to services, inputs and markets. | **15** |
| The extent to which women and youth benefit from the activity, in terms of access to resources and services, and economic advancement. Including description of specific business activities targeting women and young people, including target numbers. | **10** |
| The partnership has the potential to enhance resilience of the affected populations to climate-related shocks (e.g., drought, flooding, and damage from increasingly larger hurricanes), environmental shocks (e.g., earthquakes, landslide, land degradation, loss of biodiversity), social-political shocks and stresses. The partnership avoids any high environmental risk activities referenced in Attachment A. | **10** |
| **TOTAL POSSIBLE POINTS** | **100** |

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 using the eligibility criteria detailed above. Then, a PARE selection committee will evaluate eligible concept notes based upon the evaluation criteria in the table above. Applicants will advance if the concept note achieves an average score of at least 60 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 arising from the concept note review, and ensure both parties are aligned on expectations before inviting them to proceed to Stage II.

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

During co-creation, PARE and the applicant will work together to further define the innovation and refine activities, budget, and timeline to ensure both business and development goals are achieved. PARE will work with applicants to ensure that the proposed partnership includes solutions that are inclusive and sustainable rather than 'business as usual'. Risk and environmental considerations will also be documented and mitigated. Applicants will be expected to share financial and business information to prepare the co-creation document. Applicants who enter co-creation may benefit from capacity building activities (e.g., business plan development, technical training, etc.) to strengthen their partnership activity before it is approved for PARE funding.

In parallel, the PARE grants department will conduct a pre-award assessment and due diligence to assess applicant risk and viability, and to determine the appropriate co-investment grant mechanism.

1. **Stage III: USAID Approval**

The proposed partnership will be submitted to USAID for concurrence before a grant\* will be issued.

\*Grants 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.

1. **Concept Note Requirements**

To submit a concept note, fill out Attachment B. Total concept note length must be less than 8 pages using size 11 font. Concept notes must be typed in either French, Creole, or English. Handwritten concept notes will not be considered. Concept Notes should propose activities that can be fully implemented in 12 months or less and must be received before the submission deadline with all sections completed.

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

Concept notes will be accepted on a rolling basis until November 21, 2025, 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-2024-001.*

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-2024-001*. 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-2024-001.* Applicants that submit questions will automatically be added to the email listserv.

1. **ATTACHMENTS**
   * Attachment A: Environmental Compliance
   * Attachment B: Concept Note Template
   * Attachment C: Presentation on MSD Approach and Considerations for high quality proposals

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

**Attachment A: Environmental Compliance**

**Background**

The PARE Activity complies with Title 22 Part 216 (Environmental Procedures) of the Code of Federal Regulations (CFR), 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 a Climate Risk Management (CRM) Screening was conducted 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.