

AGRICULTURAL BUSINESS INITIATIVE TRUST

TENDER OPPORTUNITIES

aBi

Background

The Agricultural Business Initiative (aBi) Trust is a multi-donor entity jointly founded by the Governments of Denmark and Uganda. The mandate of aBi Trust is to support private sector actors to increase their contribution to the agricultural sector by increasing land and labour productivity, and market competitiveness thereby contributing to poverty reduction through economic growth, wealth, and employment creation. aBi Trust strengthens competitiveness of the Agricultural and Agro-processing sectors through three (3) interrelated components: Value Chain Development (VCD), Financial Services Development (FSD); and Green Growth, Gender and Social Inclusion as cross cutting areas.

aBi selected Social Responsible Investment (SRI) principles with an objective of mitigating negative social and environmental impact of aBi activities. The Principles are:

1. All aBi partners shall actively promote and foster fair labour and working conditions
2. aBi will encourage support of projects that promote the responsible use of land, energy and water and safety of consumers
3. aBi activities shall support initiatives that promote the conservation of natural resources and promotion of renewable energy
4. aBi activities shall be underlined by the promotion and protection of vulnerable groups, defined as gender-women and youth & location specific-northern Uganda
5. aBi interventions shall contribute to Poverty eradication by direct or indirect investments in projects that provide jobs and increase incomes

The principles are applied by aBi in selecting eligible partnerships and/or investment's. The SRIs are also used to monitor the environmental and social impact of the activities supported by aBi at the various levels.

aBi invites consultancy services in the following areas

A).To Conduct a Situation Analysis and develop a Green Growth Strategy

In line with SRI Principles 2 and 3, aBi is promoting environmentally responsible economic growth (Green Growth) as a major concern within the broader theme of Social & Environmental Responsibility. Green Growth (GG) is defined by the OECD as follows : "the means by which the current economy can make the transition to a sustainable economy. It involves promoting growth and development while reducing pollution and greenhouse gas emissions, minimizing waste and inefficient use of natural resources, maintaining biodiversity, and strengthening energy security".

aBi has been supporting GG around three strategic focus areas:

- 1) Green Growth with less carbon footprint – promoting efficient and sustainable utilization of natural resources
- 2) Increasing Resilience – strengthening the capacity of aBi implementation partners and beneficiaries to resist or recover from environment and climate change shocks
- 3) Green Technology Financing – establishing a fund for increasing availability of long-term finance mainly for farm renovation, land restoration and climate smart agriculture to support investments in focal areas 1 and 2.

Objective of the Consultancy

The purpose of the Consultancy is to develop a 5-year Green Growth Strategy and Implementation Plan for aBi.

For more details on TORs and submission criteria, please follow the link:

<http://www.abi.co.ug/wp-content/uploads/2018/06/TOR-To-Conduct-a-Situation-Analysis-and-Develop-GG-strat-egy.pdf>

B) To Develop a Gender Strategy, update gender policy and gender training guide for aBi

In line with SRI Principle 4, aBi is committed to a Goal of achieving gender equality in all its programmes. To this end we acknowledge the importance of empowering men and women by addressing challenges that widen gender gaps in productivity, competitiveness and income opportunities. Since 2014 aBi has been promoting gender equality mainstreaming among all its interventions with a special focus on the household approach. Lessons learned indicate that across IPs and beneficiaries there is increased intra-household cooperation that led to increase in production and incomes at household levels. However, the extent this has translated into systemic changes has not been well documented. Moreover, IPs have employed different approaches to achieve results but this has not been documented. This notwithstanding, the goal of gender equality is far from being a reality.

Objectives of the Consultancy

The objectives of the assignment is to develop a Gender Strategy and an Implementation Plan for aBi in line with the framework of the Business Plan 2019-23, and the Danida Country Programme (UPSIDE); Document achievements, update gender policy and training guide.

For more details on TORs and submission criteria, please follow the link:

<http://www.abi.co.ug/wp-content/uploads/2018/06/TOR-for-Gender.pdf>

C). Consultancy to develop a strategy for aBi engagement with Farmer Organizations

In line with its mandate, aBi Trust has been supporting value chain development in Uganda, since 2010, through SMEs, farmer organizations and umbrella organizations. Engagement with farmer organizations has had its unprecedented challenges. Some of the challenges have had to do with own failing to meet own contribution, failing to comply with statutory requirements, having budget overruns, limited

sustainability among others aBi would like to strengthen this.

Justification

aBi has been supporting VCD following the model of SME financing. Since 2010, aBi has disbursed 17% of its funding to Farmer Associations (DFAs), alongside SME and other partners like the Government. This approach assumes that Farmer Organizations (FOs) operate as commercial profit maximizing agri-businesses. However, experience has shown that this does not apply to most farmer organizations in their current mode of operation and governance framework.

In partnering with different organizations, FOs have had major challenges mainly related to commercial viability and attendant inability to effectively utilize development and commercial finance. In line with our objective of strengthening the competitiveness of Uganda's agricultural and agro-processing sector, there is need to tailor a strategy for re-aligning funding and technical support to FOs to strengthen their capacity to effectively compete in agricultural markets.

Objectives of the technical assistance.

The purpose of this assignment is to develop a strategy for partnership with FOs as an avenue to strengthen the agribusiness capacity of small-scale farmers organized in FOs.

For more details on TORs and submission criteria, please follow the link:

<http://www.abi.co.ug/wp-content/uploads/2018/06/TOR-for-Developing-a-Strategy-for-aBi-engagement-with-Farmer-Orga....pdf>

Submission Deadline

Submission deadline for all the three consultancies is before 5pm (E.A.S.T) on 18th July 2018 to the Procurement Unit, aBi Office, Umoja House, 2nd Floor, Plot 20 Nakasero Road.

Any other relevant inquiries on the procurement can be sent to the procurement email address: procurement@abi.co.ug

For more information visit the aBi website www.abi.co.ug under the procurement portal