

NOTICE OF FUNDING OPPORTUNITY (NOFO) SOLICITATION

**Feed the Future Market Systems and Partnerships Cambodia Agricultural Investment Activity**

**Issuance Date:** **February 24, 2021**

**Deadline for Questions:** **8 PM ICT March 15, 2021**

**Virtual Applicant’s Conference: 7 PM ICT March 17, 2021**

**Closing Date Concept Papers: 8 PM ICT April 16, 2021**

**Solicitation Type:** **Annual Program Statement (APS)**

**Announcement Number:** **APS-CAM-001**

Through this notice of funding opportunity, The Feed the Future Market Systems and Partnerships (MSP) Cambodia Agricultural Investment Activity (hereinafter referred to as the MSP activity), managed by DAI on behalf of USAID/Cambodia, is offering opportunities for co-investment with private sector actors in Cambodia to improve:

1. Cold chain (temperature-controlled supply chain);
2. Agricultural storage capacity (warehouses, deposits, or holdings of farm products); and
3. Logistics (connectivity between production and consumption centers, over space and time, with minimal loss in quality and quantity) in the agriculture sector.

The objective of these activities is to advance the country’s economic competitiveness and inclusiveness by expanding market access for Cambodian agricultural products, improving infrastructure and logistics, enhancing agricultural services, and promoting private sector engagement and investment across the agriculture value chain.

**Examples of Potential Partnership Areas and Illustrative Types of Partners**

* Scaling farm-level solar-powered micro cold-storage areas that lack access to grid-connected electricity, to reduce loss and to improve farmer access to markets.
* Introducing solar powered near-farm absorption chillers, that turn heat directly into cooling – without any electrical stage – through the vapor absorption cycle for use by agricultural co-operatives to facilitate access to high-value markets.
* Innovating thermal use applications of low-cost and easy access materials, with specific thermal properties, such as wool, for cooling to facilitate cost-effective cold-chain access to off-grid farmers.
* Piloting energy efficient and natural refrigerant-based systems to reduce energy costs and to, in turn, make Cambodian agricultural products more competitive.
* Applying temperature sensitive technologies, such as inks, for use in smart labels to ensure quality control during the transport, storage, and shipping of agricultural products.
* Piloting advanced logistics such as last-mile delivery or e-commerce to improve the competitiveness and the reach of Cambodian agricultural products.

The aim of this MSP activity is to address challenges in Cambodia’s storage and logistics capacity, currently impeding growth of the agriculture sector, which accounts for a quarter of the country’s GDP and employs approximately half of its rural population. MSP will issue performance-based grants to establish partnerships with firms and investors with a required matching investment of equal or greater value. By partnering with firms and investors—focusing strongly on entrepreneurs—to test innovative business models, pilot new technology, or expand into new high-risk markets and scale innovative agricultural storage, cold-chain storage, and logistics technologies, MSP will help to reduce post-harvest losses, increase smallholder incomes, and better integrate women and youth into supply chains. These new MSP partnerships will test and promote the uptake of successful storage and logistics innovations that will ultimately crowd in further private sector investment along Cambodia’s agricultural value chains and increase regional and international trade integration. Illustrative examples of potential partnerships are reflected in the adjacent text box.

**MSP Grant Program Summary**

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| Available grant funding and type | MSP performance-based grants will range between $100,000-1,000,000 USD per activity. Applicants must contribute a cash investment to the activity equal to or greater than the value of MSP’s grant. |
| Period of performance | Partnership grants will be implemented over no more than a 24-month period. |
| Eligible applicants | Financial institutions, investors, businesses, business service organizations, industry/sector organizations, trade or other private sector associations legally registered to operate in Cambodia. If firms are not currently registered in Cambodia, they must demonstrate their plan and confirm that the timeline for achieving the right to work in Cambodia which would not negatively impact the success of the anticipated activity. |
| Eligible activities | Eligible activities include novel ideas and innovative business models in cold chain and logistics. Illustrative examples are found in the text box above. All applications should demonstrate potential for significant impact on facilitating domestic, regional, and international market access for Cambodian agricultural products through means including reducing post-harvest loss; improving supply chain management; and enhancing competitiveness of Cambodian agricultural products. |
| Application process | DAI will apply a streamlined two-stage review and selection process that begins with registering online at the DAI online grants platform ([www.mspgrants.com/](http://www.mspgrants.com/)registration). Submitted concept papers will be evaluated according to the criteria below if considered complete based on the requirements in the full APS.  ***First stage:***   1. Register Online to receive the full APS via www.mspgrants.com/registration; 2. Submit questions on or before 8 PM ICT March 15, 2021 to [grants\_nofo@ftf-msp.org](mailto:grants_nofo@ftf-msp.org) regarding the process or activity; 3. Submit concept paper via [www.mspgrants.com](http://www.mspgrants.com)/cambodia on or before 8 PM ICT April 16, 2021 in compliance with the full APS document.   Please see graphic on page 3 for an overview of the entire application process. |
| Concept paper evaluation criteria | **The idea:** Describe the challenge the applicant seeks to address, the proposed partnership focal area or areas (as described on page 1), the novel idea and innovative business model to improve cold-chain, agricultural storage, and logistics in Cambodia. Explain what the applicant proposes to fund, what they are requesting MSP to fund, and how it is outside of business as usual or normal operating expenditures.  **The value of the partnership:** Explain how the proposed concept is a departure from regular business operations and how the MSP grant will be used to reduce risks that are stopping the businesses from trying the novel idea and innovative business model on their own.  **The future of the business:** Describe how the proposed novel idea and innovative business model can be sustained and expanded beyond the life of the partnership. Explain how the proposed partnership will attract additional private sector investment if relevant.  **The business and community impact:** Describe how this novel idea and innovative business model will benefit the applicant, create positive change in the industry beyond the partner’s immediate suppliers/consumers, and create additional benefits for other market actors. |

*Issuance of this announcement does not constitute an award or commitment on the part of DAI, nor does it commit DAI to pay for costs incurred in the preparation and submission of concept papers. Further, DAI reserves the right to reject or approve any or all submitted concept papers.*

**Contacts**

Submit questions to: [grants\_nofo@ftf-msp.org](mailto:grants_nofo@ftf-msp.org)

Submit concept papers to: Concept papers must be uploaded to [www.mspgrants.com/cambodia](http://www.mspgrants.com/)

Submit full applications to: Full applications must be uploaded to [www.mspgrants.com/cambodia](http://www.mspgrants.com/)

General Inquiries: [msp\_information@ftf-msp.org](mailto:msp_information@ftf-msp.org)

