



ANNOUNCEMENT FOR THE 1st CALL OF Bee Diverse Matching Facility

Bee Divers Matching Facility (BDMF)

The Bee Diverse Matching Facility (BDMF) is a Matching Facility launched by TUNADO for a duration of 3 years. The BDMF ensures market led initiatives, due to its private sector orientation and the requirement of an own contribution. Honey value chain embedding is further stimulated by the requirement of a multi-actor approach. The instrument of the BDMF targets private sector entities, while promoting and emphasising strategic collaborations within the honey sector. In this phase of the development of the sector, it is important to stimulate various actors to further develop their ideas and innovations. The competition between the innovative plans will stimulate the best ideas to develop further. This instrument provides the opportunity to diversify the risk and tap in diverse business ideas, stimulate strategic collaboration and promote a level playing field in the sector to enhance complementarity and specialisation.

The BDMF provides opportunities for multiple actors to present innovative plans, get investment support (between 10.000-30.000 EUR) and support the implementation of these ideas. The BDMF provides support to get the best, most innovative and financially sustainable plans from a wide range of actors from the apicultural sector. At the same time, local resources are mobilised as the 50% match that will be required through local funding, which creates ownership. The BDMF supports collaboration. Hence, the application must be a joint application of at least two parties (a lead applicant and a co-applicant).

The BDMF intends to improve the situation of 3.000 producer households and 300 green jobs at companies/organisations in the apicultural sector. There are four main outcomes that will contribute to this objective:

1. Improved organisation of the apicultural sector in Northern Uganda.
2. Improved services delivery to the primary actors in the apicultural sector.
3. Improvement of quantity and quality of honey/wax produced/processed by the primary actors.
4. The institutional and political environment is more enabling for a (bio) diverse apicultural sector.

The BDMF will realise these objectives together with the actors in the apicultural sector in Northern Uganda. The key principles for boosting the apicultural sector are collaboration, entrepreneurship and sustainability. Therefore, we aim to support **joint applications**, based on **entrepreneurship** that will **sustain** beyond the scope of the project.

The BDMF is managed by TUNADO, in collaboration with Woord en Daad, a Dutch Development Organisation and Alcode Agro Consults as technical and financial partners. The BDMF receives support from the EU.

Who are potential applicants and co-applicants?

The following organizations can apply for investment support:

- **Sector support actors (Local Authorities, BDS providers, Financial institutions)** which are organizations that want to improve their services provision to the primary actors and local authorities that seek to implement ideas to improve the enabling environment.
In this category both public, not-for-profit, civil society organizations as well as private actors can apply for a grant.
- **Private enterprises (producers, processors and packers, cooperatives and input suppliers)** in production and/or processing of honey, wax and other derivate products as well as private enterprises that deliver a



product to the primary actors. In this category are also included producers or farmers, producer organizations, associations, cooperatives.

In this category only for-profit organizations can submit applications for a matching grant.

An application must be joint application: based on collaboration between at least one applicant and one co-applicant.

What are the threshold criteria for potential applicants?

All applicants need to meet the following threshold criteria to be considered for a matching grant. Applicants can discuss criteria with the BDMF and its sub-contracted technical and business development services consultants:

- The applicant need to prove that it is active in the apicultural sector.
- The applicant needs to be a legal entity and possess a bank account.
- The applicant must develop a partnership with other actors all aimed to increase the collaboration between the actors in the value chain. In practice at least, there should be a co-applicant in the application leading to a joint application which represents a business to business collaboration and/or a public-private collaboration. Individual plans not leading to increased sector collaboration will not be selected;
- Ability to finance at least 50% of the plan/proposition with own resources. This also applies for government and non-government entities. At least 50% of the own contribution is a cash contribution. The other 50% of the own contribution can be in-kind and/or through other forms of contributions. The in-kind-contribution has to cover (a part of) the eligible costs, in accordance with the financial regulations of Woord en Daad and/or European Union). This also applies for innovative plans under the category sector support;
- The potential applicant needs to have its operations in the geographical area: region of Northern Uganda (Greater North, including West Nile, Teso and Karamoja) and needs to be a recognized entity in Northern Uganda and/or at least 50% of the raw material supply or sales takes place in the geographical area;
- The potential applicant needs to have a clear and proven track record in honey, already involved in production/processing/services provision in the honey sector and need to be able to prove this through administration records (sales figures), proof of company inscription in chamber of commerce/government registration;
- Potential applicant's action needs to be based on a business case. The innovative plans include a cost/benefit projection of the operations to be supported;
- Potential applicant need to be willing to share non-competitive and/or pre-competitive information with the fund managers;
- All applications need to include objectives and activities related to biodiversity as well as human diversity (inclusiveness of youth and women);
- All applications need to set objectives and indicators in line with the targeted outputs and outcomes of the BDMF;
- Minimum amount for application is € 20.000, max. € 60.000, that includes own contributions (at least 50%) range from 10.000 to € 30.000;
- Applicants who previously received or have ongoing projects supported by BDMF with positive performance (i.e., timely implementation, proper budget utilization and achievement of deliverables) in the previous or ongoing project have to be clearly demonstrated before anew application is considered;
- Project duration of minimum 12 months and maximum 24 months with start date of 1.07.2018 (and other indicated start dates: 01.01.2019 and 01.07.2019);
- Proposals beyond 10 pages will not be considered for appraisal by the advisory committee;
- Applicants must be willing to provide additional information upon request of the BDMF and/or its lead advisor, subcontracted services providers. Applicants will also be required to host on-site visits of the BDMF representatives, lead advisor or services providers upon request for purposes of evaluation, monitoring or reporting;
- Applicants must be member or be willing to become member of TUNADO;



- Organizations in which a one of the consortia partners, advisory committee member and/or lead advisor is involved, is not eligible for application in the BDMF.
- Applicants will submit both hard copy and a word soft copy on a memory stick of the same proposal and supporting documents at the same time in a sealed and signed envelope

Guidelines for proposal development:

For the submission of the application, the proposal must be elaborated according to the guidelines for Proposal Development & Evaluation, in the formats A-D, provided on the website.

Please download and complete Application Forms from www.tunadobees.org and submit electronically with the attachments:

- A. Proposal business plan
- B. Results framework
- C. Business case (calculations and explanations)
- D. Budget

For Annex E and F, there is no format available.

Guidelines:

- Justification for the project should be clear (note: no need to include analysis of the sector just direct analysis of problem or identification of opportunity, sector information is known):
 - a. clear analysis of the problem and/or description of opportunity with supporting data or information (e.g., when the proposal claims that there is demand for propolis, it should provide evidence of this statement with references);
 - b. Clear presentation/logic of how the project/activity will address the identified problem or utilize identified opportunities to contribute to the development of the honey sector;
- Beneficiaries and respective benefits are clearly defined and quantified;
 - a. Who are the beneficiaries (classify in terms of the organization/company, farmers/producers, employees of the company, employees of other actors such as input suppliers/transporters, gender/age differentiation, etc.);
 - b. Respective number of beneficiaries according to classification;
- Quantitative indicators of benefits are stated; it should provide a description of before and after intervention using at least four (4) quantitative indicators at outcome level and at least two (2) at impact level to include increase in income/HH (for ease of review, put in table form);
- Outcome level – how will this strengthen the business or the capacity of the proponent? (with baseline and projected results after the intervention):
 - a. For B2B and Sector proposals, possible indicators are: Sales Volume and Value, Profitability, Markets (list of markets)/ Buyers, Cost savings, Supply base (size and breadth), numbers of outgrowers, and volume of procurement, Quality of supply and product, Facility improvement/upgrading/increase in annual output.
 - b. Additional for Sector Proposals: Services offered (number and quality), Financial management, Resource mobilization/operational viability, Expansion in membership or staff, Organizational systems, Linkages development
- Impact level: Employment increase (current and after the intervention), Productivity and production improvement at production/farmer level, Increase in income at the household level, i.e., per household and as a cumulative effect of the project on all household beneficiaries (pro-poor);
- Return on Investment (ROI) analysis: total Investment (own contribution and matching grant) should be recovered in two years by means of total increment in profits/income on company and/or employee and/or household level. In case the investment costs, as proposed in the application, cannot be recovered within two years, then a more elaborate analysis on ROI that shows overwhelming long-term benefits should be presented; additional financial/social benefit ratios have to be used to examine the benefits of the project;
- Cost efficiency measures. Costs should benchmark with similar projects that used lower costs unless otherwise Justified;
- Budget should comply with financial guidelines of the BDMF



- Additional guidelines for B2B proposals (all others above apply)
 - a. Demonstrates innovativeness (as defined above);
 - b. Demonstrates technical and/or financial feasibility;
 - c. Demonstrates ease of replicability and sustainability;
 - d. Includes a statement of commitment from the proponent to fully document the process and results, and share with the sector
- Additional guideline for projects applying for sector support:
 - a. Demonstrates impact on whole sector or a number of segments of the value chain and not on single client only;
 - b. Demonstrates sustainability (not one-time benefit);
 - c. Identifies and provides commitment from the organization/institution to sustain the project;
 - d. Analysis of the suitability of the applicant of the proposed intervention (does it fit the core business/core mission).

Eligible activities and costs (non-exclusive list):

- Provision of training of suppliers and/or cooperative members on basic technical skills on apiary production/harvesting/processing;
- Development, introduction and testing of a harvesting service for specific advanced technical skills in collection of honey;
- Setting up services/activities to strength of farmer groups and collaboration between farmers,
- Implementing of concepts like 'Bee farming as a business' by training on entrepreneurial skills of producers;
- Increase of access to quality inputs and finance for inputs, including direct investments in hives, suits, tools and logistics;
- Development of a sourcing strategy: establishing sourcing operations, linking to buyers, by matching supply and demand on final product and on pre-finance, including setting up feedback systems (digital) on deliveries/quality including investments in logistics and collection points;
- Mobilization of finance for working capital and investments, development of business cases, product development by MFIs, piloting/testing;
- Introduction of quality systems on procurement with quality incentives for suppliers;
- Expansion/investments in innovative technology which can increase processing efficiency;
- Depreciation or user fee of existing infrastructure and/or equipment;
- Construction of new buildings;
- Establishment of national/international market linkages, business/trade missions, improved branding/packaging;
- Development of a sector policy and trade and quality for the honey value chain in Northern Uganda by the stakeholders (standards, certification);
- Functional governance (of a sector association) enhancing value chain collaboration;
- Addressing legal issues by advocacy (legal frameworks, improved access to finance/inputs, improved extension services).

Non-Eligible activities and costs:

Non-eligible activities and/or costs should not be submitted as part of the budget that BDMF will consider for calculation of the matching grant. In the budget for the matching grant all budget items on the list of the non-eligible activities/costs will not be taken into account in defining the matching grant. Please note that in the business case all costs need to be reflected, independent of the exclusion on the non-eligible activities/costs as defined in this paragraph.

- Working capital for the operations of the organization and/or the proposed activity;
- Interest or debt owed to any party;
- Expenditures and provisions for possible future losses or debts;
- Profit taxes, currency exchange losses, fees or penalties;
- Existing infrastructure and equipment already acquired/installed;
- infrastructure and equipment co-financed through another framework, program or subsidy;



- Entertainment or hospitality expenditures;
- Purchase of land or existing buildings;
- Hardware and other equipment that are directly needed to implement the project such as machineries and which are not related to the core business case. E.g. a company applying for motor bikes which are only needed during the implementation period of the project;
- Recurrent costs such as salary, rent, communication costs which already existed before the project starts. All recurrent costs must be part of the business case itself and covered with revenues/sales;
- Activities/investments which do not adhere to national/regional/international permits, laws and regulations;
- Activities/investments for which it is clear upfront that there is a negative social, economic or environmental impact;
- Activities or products which involve production/processing of alcoholic beverages;
- Deductible Value Added Tax and other deductible taxes.

How to Apply?

The call for proposal opens the 1st of March 2018. Deadline for submission of applications: 31st of March 2018. All applicants must submit five copies of the proposal and supporting documents plus a word soft copy of the proposal and supporting documents together in a sealed and signed envelope.

Applications must be hand delivered to the address below. No application will be accepted if submitted by email. All inquiries about the application in this first lot must end by 20th March 2018.

In case of any questions please contact:

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BDMF Results framework

