

## **Call for Expressions of Interest (EOI)** **Feed the Future Ethiopia Transforming Agriculture**

<b>No EOI title:</b>	Enhancing the capacity of Ethiopian millers to produce fortified wheat flour products through the introduction of premix dosing technology.
<b>EOI No:</b>	<b>ETA_EOI_FY2025_002_ Flour Fortification</b>
<b>Date of issuance:</b>	<b>January 01, 2025</b>
<b>Closing date of questions:</b>	<b>January 12, 2025, at 5.00PM EAT</b>
<b>Responses to be shared by RTI:</b>	<b>3 working days after submission</b>
<b>Closing date for this EOI:</b>	<b>February 01, 2025, at 5:00PM EAT</b>
<b>Anticipated award date:</b>	<b>o/a March 31, 2025</b>

Feed the Future Ethiopia Transforming Agriculture is pleased to announce a micro-grant program for commercial wheat flour milling companies. This initiative is open to members of the Ethiopian Millers Association and those registered on the Millers for Nutrition project's free online portal, managed by Techno Serve, which demonstrates their commitment to fully implement flour fortification with approved premix product and comply with necessary standards.

Under this microgrant, small, medium, and large-scale millers, can receive a package of in-kind support including dosifer equipment and technical support through a partnership between Feed the Future Ethiopia Transforming Agriculture and Sanku Fortification Ethiopia. This support package aims to help millers meet national standards and develop fortified wheat products tailored to market demand. Ultimately, this initiative seeks to boost millers' production capacity and ensure the sustainability and scalability of wheat flour fortification efforts in Ethiopia.

### **Sanku Fortification Ethiopia**

The newly registered Sanku Ethiopia as an independent commercial business is the response to the Ethiopian Investment Commission invitation for Sanku to expand its operations into Ethiopia. With over ten years of experience in East Africa, Sanku is well-positioned to support flour fortification, based on trading experience of premix with over 1,200 flour millers in Tanzania and Kenya. It has the capacity and expertise to establish a local supply chain in Ethiopia, enabling millers to procure dosing machines and nutrient premix in local currency. Sanku also provides ongoing support and after sales service to ensure compliance and accurate fortification.

### **Micro-grant approach to wheat flour fortification**

The Sanku dosifier equipment provides the precise addition of very small quantities of fortified premix during flour manufacture and is designed to be both efficient and cost-effective. This technology offers a comprehensive solution to ensure that the fortified wheat products meet nutritional standards, thereby supporting public health initiatives.

Eligible millers can apply under this EOI to receive a package of in-kind support, including the dosifer equipment and associated installation. Selected partner mills will also receive comprehensive technical assistance and training, including testing and calibration of each dosifier. The microgrants will be awarded to eligible millers in areas including Addis Ababa, Adama, Assela, Mekelle, Hawassa, Bahir Dar, Desse, and Dire Dawa. Feed the Future Ethiopia Transforming Agriculture will sign grant agreements with the selected millers to capture their commitment to this initiative and associated reporting requirements.

### **Outcomes and impact**

Millers will receive training on fortification processes, leading to increased knowledge and skills in producing fortified flour and opening new markets. By demonstrating a viable business model, the intervention aims to create a sustainable path for ongoing fortification efforts. This can also lead to improved operational standards and practices within the milling industry. Overall, the intervention is expected to have a positive impact on public health, economic

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development, and regulatory compliance, contributing to the broader goals of improving nutrition and food security in Ethiopia.

**Eligibility criteria:** To be considered for a microgrant, MSMEs must meet the following minimum eligibility criteria:

1. **Registered Business:** The miller must be a legally registered business entity in Ethiopia with commercial business license and TIN number.
2. **Operational History:** The miller should have a minimum of two years of operational history in the Wheat milling industry.
3. **Production Capacity:** Millers should have a minimum installed production capacity of 24 metric tons of flour per day. This ensures they can effectively utilize the dosifier machinery and produce a significant amount of fortified flour.
4. **Competence certificate:** The millers must provide a renewed competence certificate from the Ethiopian Food and Drug authority (EFDA).
5. **Support Letter:** The miller must provide support letters from either the Ethiopian Millers Association, or the Millers for Nutrition Project, and/or the Ethiopia Food and Beverage Research Development Center, endorsing their participation in the program. The support letter should verify their membership of the Millers Association or Millers for Nutrition, operational history, and production capacity of the miller.
6. **Location:** The miller must be located within Addis Ababa, Adama, Assela, Mekelle, Hawassa, Bahir Dar, Desse, and/or Dire Dawa.
7. **Leverage:** Millers must contribute a minimum of 10% cost leveraging (must cover premix for equipment calibration).

**Evaluation Criteria:** Eligible MSMEs will be evaluated against the following criteria:

Criteria	Weight	Description
Business Growth Potential	30%	Miller's commitment to expanding their business. This includes having formal registration, compliance with Ethiopia Food and Drug Authority food safety and quality standards, experience in food fortification or similar initiatives, being economically active even if underserved, and currently achieving a reasonable profit margin.
Governance Structure	20%	Miller's operational framework, including clearly defined roles and responsibilities within the organization.
Gender and Social Inclusion	10%	The extent to which the miller incorporates and addresses the needs of women and youth in their operations.
Financial Viability	40%	The miller's present and future financial stability, including the presence of proper documentation, collateral, and a good credit history. This also covers their ability to manage costs related to premix purchase, storage, and use during flour manufacturing.

### **Application Instructions**

To apply, please **complete the attached EOI form before February 01, 2025, at 5:00 PM EAT**. EOI submission will be **via email: [grantseta@rti.org](mailto:grantseta@rti.org)** and must be submitted in **English**.

**Late applications will not be considered.** Issuance of this EOI does not constitute an award commitment on the part of the Feed the Future Ethiopia Transforming Agriculture or USAID, nor does it commit the activity to pay for costs incurred in the preparation and submission of an application or this EOI. Further, the activity reserves the right to reject any or all applications received. Applicants who meet the eligibility criteria will be invited to participate in a site assessment to conduct an evaluation based on the evaluation criteria.

Sincerely,

**Ian Chesterman**

Chief of Party, Feed the Future Ethiopia Transforming Agriculture Activity

# EOI Application Form

## Feed the Future Ethiopia Transforming Agriculture

### Wheat Fortification Initiative Application Form

#### Section I: Overview

<b>1. EOI Number</b>		
<b>2. Date Application Submitted</b>		
<b>3. Name of Organization</b>		
<b>4. Unique Entity Identifier (UEI) Number (if available)</b>		
<b>5. Organization Representative</b>	Name:	Telephone:
	Title:	Email:
<b>6. Address</b>		
<b>7. Registration</b>	<i>Registration Type: (Attach copy of registration) Registration Date: DD/MM/YYYY TIN Number:</i>	
<b>8. Type of Organization (Check <u>all</u> that apply)</b>	<input type="checkbox"/> Processor <input type="checkbox"/> Cooperative or Association <input type="checkbox"/> Other (explain): _____	
<b>9. Number of Years Operating in the Wheat Milling Industry</b>	<input type="checkbox"/> Less than 2 years of operations <input type="checkbox"/> 2-5 years of operations <input type="checkbox"/> 6+ years of operations	
<b>10. Size of Business</b>	<input type="checkbox"/> 1-9 employees <input type="checkbox"/> 10-49 employees <input type="checkbox"/> 50-99 employees <input type="checkbox"/> 100-249 employees <input type="checkbox"/> 100-249 employees <input type="checkbox"/> 250+ employees	
<b>11. Production Capacity</b>	<i>(List number of metric tons of wheat flour production per day and installed capacity of milling machine (attach a signed copy of one-month daily production record and annual actual production with monthly breakdown as a supporting document and copy of machine supplier certificate))</i>	
<b>12. Location of Activities</b>	<i>(List woreda[s])</i>	
<b>13. Support Letters</b>	<i>(Please attach:</i> <ol style="list-style-type: none"> <li><i>1. Renewed competence certificate from the Ethiopian Food and Drug Authority (EFDA).</i></li> <li><i>2. Support letters from either the Ethiopian Millers Association, or the Millers for Nutrition Project, and/or the Ethiopia Food and Beverage Research Development Center, endorsing their participation in the program.)</i></li> </ol>	

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## **Feed the Future Ethiopia Transforming Agriculture**

### **Section 2: Technical Approach (limit 5 pages)**

*Instructions have been provided in italics. They do not count toward page limits, and you may delete them.*

- *When you are answering questions, try to be as brief as possible and only provide information that is relevant to the question set. Please follow the guidelines on the amount of information that should be included.*
- *Answer all sections and if you do not have an answer for a question, please write 'None' or 'N/A'.*

#### **1. Background and Business Model/Structure:** *(Address the below points)*

- **Experience in Food Fortification:** *Explain prior experience in food fortification or similar initiatives? Please provide details of any relevant projects or programs.*
- **Current Operating Model:** *Describe the company's current operating model and scale, including key processes and strategies. Operational model shall address the actual production and machine production capacity per year. A copy one month signed daily production record and annual actual production with monthly breakdown should be attached as a supporting document.*
- **Defined Purpose/Objective/Mission:** *Describe the purpose, objective, or mission of your organization.*
- **Formal Governing Structure:** *Describe your organization's governing structure, Miller's operational framework, including clearly defined roles and responsibilities within the organization. Are there any women, youth, or persons with disabilities in the governing structure? If so, please define their positions, roles, and responsibilities.*
- **Policies in Place:** *Does your organization have any formal policies such as procurement, logistics, or HR? If yes, please provide details.*
- **Finance:** *List any loans you applied for from any banks or financing from other agencies for this investment, list the banks or agencies you approached and what the outcome was, how long will it take for the whole investment to be completed-when will the products and services be available*
- **Growth Constraints:** *Identify the factors currently holding back the company's growth. Provide specific examples and explanations.*

#### **2. Business Growth Potential** *shall address the following points.*

- **Production Capacity:** *Please provide details on the production capacity of your milling facilities.*
- **Product and Market Information**
  - *List the products currently being sold.*
  - *Specify the markets these products are being sold to.*
  - *Indicate the pricing strategy for these products.*
- **Preparation for Dosifier Implementation:** *Has the miller taken any steps to prepare for the implementation of dosifiers in their fortification process? If so, please describe these steps.*
- **Integration of Dosifiers:** *Does the miller plan to integrate dosifiers into their current production workflow? Outline the integration plan.*
- **Training and Capacity Building:** *What training or capacity-building activities does the miller have planned for their staff to ensure the proper use of dosifiers? Provide details of the training programs.*
- **Monitoring and Maintenance of Dosifiers:** *How does the miller monitor and maintain the dosifiers to ensure consistent and accurate fortification? Describe the monitoring and maintenance procedures.*
- **Compliance with Ethiopian Fortification Standards:** *What measures will the miller put in place to ensure compliance with the Ethiopian fortification standards once the dosifiers are installed? Detail the compliance strategy.*
- **Compliance with Standards:** *What is the status of the processing plant in terms of complying with food safety and quality standards? Additionally, how does the miller plan to ensure adherence to the fortification standards set by the Ethiopian Food and Drug Authority (EFDA) once the dosifiers are installed?*

## **EOI Application Form**

### **Feed the Future Ethiopia Transforming Agriculture**

Provide details of any national and international certifications, audits, or compliance measures in place and confirm the miller's commitment to these standards.

**Willingness to Participate:** commitment to participating in the program, including attending training sessions, complying with monitoring and evaluation requirements, and actively engaging in fortification activities. Provide a statement of commitment.

3. **Financial Viability (Sustainability and Scale):** (Describe how future activities and investments will continue and grow after USAID funding has ended by addressing the below points).
  - **Procurement of Premix:** Describe the strategy for sourcing the necessary premix, including potential suppliers and financial planning and identify any other ingredients or materials required for fortification and outline the procurement plan for these items.
  - **Integration into Production:** Explain how the miller will integrate the premix and other necessary materials into their production process to consistently produce fortified flour.
  - **Financial Sustainability:** Outline the financial strategies, including budgeting and revenue generation, that will support the ongoing procurement of premix and other materials.
  - **Partnerships and Collaborations:** Detail any existing or planned partnerships with suppliers, distributors, or other stakeholders that will aid in sustaining the fortification process.
  - **Market Demand and Sales:** Explain how your organization plans to maintain or increase market demand for fortified flour, including marketing and outreach strategies.
  - **Monitoring and Evaluation:** Outline the systems in place to monitor the sustainability of the fortification process and evaluate its success over time.
  - **Risk Management:** Identify potential risks to the sustainability of the fortification process and describe the mitigation strategies and contingency plans in place.
  
4. **Inclusivity:** (Inclusivity shall address the following points.)
  - **Percentage of Women, Youth, and Members with Disabilities:** What percentage (%) of your current members or employees are women, youth, and persons with disabilities?
  - **Inclusion in Business Model:** Does your business model include sourcing from or selling to women, youth, or persons with disabilities? If yes, please provide details.
  
5. **Contribution and commitment:** (Proposed Leverage shall consider the following points)
  - **Contribution to Premix:** your organization's willingness to leverage the premix required for the setup, calibration, and compliance testing of the Micro dosifier Please provide details on how you plan to source and manage the premix.
  - **Resource Allocation:** Allocation of necessary resources (financial, human, etc.) to ensure the successful setup, calibration, and compliance testing of the Micro dosifier.
  - **Production Line Setup Costs** estimated leverage amount related to setting up your production line to fit the Micro dosifier. Please provide a detailed breakdown of these costs.

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#### **Section 3: Business Demographic Information (not required).**

Transforming Agriculture aims to provide equal opportunities to all qualified applicants. We are also required to measure our progress in partnering with businesses that represent women, youth, and individuals with disabilities. Therefore, we ask applicants and employees to disclose relevant demographic information. Disclosure of this information is optional and non-compulsory. Should you choose to complete this form, the information will be kept confidential and disclosed only to those persons who have a right to the information by virtue of their role. Completion of the form will not negatively impact your application, regardless of whether you have self-identified in the past.

<b>Sex of the business owner(s)</b>	<input type="checkbox"/> Male <input type="checkbox"/> Female <input type="checkbox"/> Multiple owners of multiple genders <sup>1</sup> <input type="checkbox"/> Prefer not to say
<b>Age of the business owner(s)</b>	<input type="checkbox"/> 15-29 <input type="checkbox"/> 30+ <input type="checkbox"/> Multiple owners of multiple ages <sup>2</sup> <input type="checkbox"/> Prefer not to say
<b>Disability status of the business owner(s)</b>	<input type="checkbox"/> Disabled <input type="checkbox"/> Not Disabled <input type="checkbox"/> Prefer not to say

#### **Section 4: Required—Certification**

I, \_\_\_\_\_ (authorized officer name), the  
 \_\_\_\_\_ (title, Chairman/President/Representative) of  
 \_\_\_\_\_ (name of business / organization) that is  
 requesting assistance from the Feed the Future Ethiopia Transforming Agriculture for the  
 implementation of the proposed activity certify that all the information presented in this application  
 in response to the EOI is accurate and correct.

<sup>1</sup> If the business has a single owner, the sex of the owner should be used for classification. If the business has more than one owner, classify the firm as Male if all of the proprietors are male, as Female if all of the proprietors are female, and as Mixed if the proprietors are male and female.

<sup>2</sup>For firms, if the enterprise is a single proprietorship, the age of the proprietor should be used for classification. If the enterprise has more than one proprietor, classify the firm as 15–29 if all of the proprietors are aged 15–29, as 30+ if all of the proprietors are aged 30+, and as mixed if the proprietors are from both age groups.

**EOI Application Form**  
**Feed the Future Ethiopia Transforming Agriculture**

Signature: \_\_\_\_\_

Date: \_\_\_\_\_