

Call for proposals that lead to jobs in the agribusiness sector

1. Introduction

RisiAlbania is a project of the Swiss Agency for Development and Cooperation (SDC) implemented by a consortium consisting of HELVETAS Swiss Intercooperation and Partners Albania. The overall goal of the project is to contribute to an increase in employment opportunities for young women and men (age 15-29) in Albania. This goal will be achieved through:

- (i) Enhanced growth and job creation by the private sector in three selected subsectors agro business, tourism, and ICT (labour demand),
- (ii) Improved access to job opportunities and labour market information and services (intermediation), and
- (iii) Improved skills of young people by improving the offer of private training providers in the three selected sectors (labour supply).

In the agro sector, RisiAlbania has identified fresh fruits and vegetables, and medicinal and aromatic plants (MAPs) as subsectors that present higher potential for employment of youth. Furthermore, the project has identified some areas which can be improved such as (i) improving the quality of and adding value to MAPs produce; (ii) improving quality and quantity of fruits and vegetables exports; (iii) increasing capacities for promotion, market access and export management.

2. Objectives of the Call

RisiAlbania is inviting interested private companies and business service providers to submit a short concept note presenting their project idea, which will lead to business growth and to creation of new jobs for young people in the fruits and vegetables, and MAPs subsectors. The format of the proposal is open, and the scope can include project ideas that influence companies to invest and to create jobs in a sustainable way. Proposals that increase young women's participation in the Agribusiness sector workforce are particularly encouraged.

RisiAlbania support **will not** duplicate the support that can be given by IPARD/AZHBR or other grant or donor programs. Eligible costs for Risi support **exclude** asset purchases.

Costs that RisiAlbania **can** cover include capacity building and marketing costs. Each proposal needs to specify what type of support will be required (see section 3 below).

3. Content of concept notes

The concept note must specify the growth vision, strategy, and need for support from RisiAlbania:

- **Growth vision.** Provide a vision for your business in the medium to long term and how you plan to grow [maximum half a page]
- **Growth strategy.** Describe the new product or service that you are planning to develop or improve. Provide details and information on delivery models, and

Partner for Growth

markets targeted. Explain how the development and delivery of this service or product will be sustainable (i.e. continue beyond the duration of the project support), including financially. Explain how the new service will help create jobs [maximum two pages].

- **RisiAlbania support.** Indicate support needs (i.e. training, coaching etc.). Please indicate clearly your financial contribution in the new project specifying the types of costs and amounts, and the financial support that you need from RisiAlbania also specifying the types of costs and amounts* [maximum one page].

Applicants must also submit the following documents:

- Historic Extract from National Business Centre (QKB)
- Balance sheet / Expenditure statements for the last 3 years (if applicable)
- Latest audit report (if applicable)
- List of consultancy mandates implemented in the last 5 years indicating contract values, number of expert staff/consultants involved and mandators
- List of permanent staff/experts of the organization and organization chart

Note that RisiAlbania does not cover fixed costs such as rent, salaries or utilities. The total contribution of the project can amount to 50% of the product or service development costs. The project co-finances costs for a up to a 12-month period

4. Submission of the concept notes

We expect proposals to be submitted in English or Albanian (English preferred) in 1 hard copy and 1 electronic copy (on USB stick) in closed and stamped envelope to the address given below, **by February 10th, 2020, at 15.00 o'clock**. Concept notes handed outside the indicated timeline may not be considered.

RisiAlbania,
Regarding: Agribusiness Call for Ideas
Rr. Ismail Qemali, P.18, H.3, Ap.15,
Tirana,Albania,
Tel.: +3552248527.

For any questions you might have related the application, please, write an email to info@risialbania.al before the 5th of February.

5. Selection process

The concept notes submitted to RisiAlbania will be evaluated and scored against the following criteria.

After selection, RisiAlbania will work with shortlisted applicants to write a full business plan for the new project idea prior to receiving Risi funding.

Selection criteria	Scores (100 total)
Impact of project idea on creating new jobs	30
Sustainability of project idea	30
Experience of applicant	20
Competitive pricing	20