



REPUBLIC OF KENYA

COUNTY GOVERNMENT OF LAMU

EXPRESSION OF INTEREST

FOR CLIMATE SMART AGRICULTURAL SERVICES TO FARMERS GROUPS UNDER KENYA CLIMATE SMART AGRICULTURE PROJECT (KCSAP)

TENDER NO. CGL/PROC/KCSAP/ONT/028/2019-2020

20TH JANUARY, 2020

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**EXPRESSION OF INTEREST (EOI) FOR CLIMATE SMART AGRICULTURAL SERVICES
TO FARMERS GROUPS**

Introduction

The Kenya Climate Smart Agriculture Project (KCSAP) is a Government of Kenya initiative Supported by the World Bank. The Project Development Objective is *“to increase agricultural productivity and build resilience to climate change risks in the targeted smallholder farming and pastoral communities in Kenya, and in the event of an Eligible Crisis or Emergency, to provide immediate and effective response.”*

The Project activities will contribute to these objectives by Up-scaling Climate-Smart Agriculture (CSA) Practices and supporting smallholder farmers to adopt integrated climate-smart Technology, Innovation and Management Practices (TIMPs) and also support investments through a community-driven development approach in smallholder agro-pastoral production systems and in pastoral extensive production systems in the Project area.

Farmers will access services through Producer Groups which are the vehicles for Farmer Empowerment. CSA oriented extension principally embraces sustainable approaches to service delivery. KCSAP will therefore use the value chain approach. As such, services will be offered along specific value chains in the project areas.

Scope of the Assignment

To improve accountability, and efficiency, KCSAP will contract qualified Service Providers (consortia) that have a mix of skills to provide advisory services along the segments of proposed agriculture value chain. The range of services to be provided by Service Providers (SPs) will include: (i) facilitating communities to form CIGs and VMGs; to plan, implement, manage, and monitor their community CSA investments (micro projects for adoption of CSA TIMPs); to federate into POs; and to participate in PPPs via production alliances, through participatory approaches; (ii) providing technical advisory services (for example, advice on good agronomic and livestock practices, value addition and marketing, and post-harvest technologies) to CIG, VMG, and PO members participating in various priority VCs; (iii) linking



Smallholder agro-pastoralists and pastoralists to input, output, and financial markets; (iv) providing financial and business advisory services; and (v) facilitating peer-to-peer learning among farmers.

Request for Expression of Interest

Prospective consortia are expected to include; individual professionals from agricultural firms, public extension, private firms, producer organizations, cooperatives, universities, non-governmental organizations (NGO) as well as faith based organizations (FBO). However, existing reputable organization(s) with technical and administrative capacity to provide advisory extension services may be considered for service delivery without necessarily teaming up to form consortia.

The Project hereby invites eligible Service Providers (SPs) to express interest to provide technical advisory services to Farmer/ Producer Groups in Lamu County within the following project six wards: Kiunga, Faza, Hindi, Mkunumbi, Bahari and Witu through common interest group approach. The institutions/firms must demonstrate experience in working with smallholder farmers in the provision of CSA services at various levels along specific value chains. In addition, they must provide information indicating their qualifications or qualifications of the individuals who will perform the services.

The overall objective of the assignment is to provide farmers with services that enhance increased productivity, increased resilience and reduced greenhouse gases i.e. triple wins in the 5 value chains in Lamu County which includes:

1. Fish
2. Dairy
3. Indigenous Poultry
4. Cashew nut
5. Cotton

The envisaged interventions will aim at improved yields, sustainable land management, water management, reduced losses, improved quality and incomes, introduce competitiveness within the identified value chains, increase the value of basic production through adoption of CSA TIMPs, use of agro-weather advisories, gender and nutritional mainstreaming, integrating environmental and social safeguards, the introduction of transformation and other value added processes, enhance access to local, national, regional and international markets, improve organizational and management skills of the agro-

entrepreneurs and improve the incomes of the small scale farmers through the creation of synergies and networking for sustainable impacts among other benefits accrued from the engagement with the service providing firm/consortium.

Eligibility Requirements

The Consortium should provide:

1. A 1-page cover letter for EOI signed by the head of the lead organization in the consortium;
2. Company/organizational profile of the lead applicant describing experience in offering the services outline in this request for EOI, showing:
 - (i) Evidence of extensive experience in designing and implementing farmer-based development projects.
 - (ii) Evidence of expertise in capacity building, CSA and Agricultural value chains
 - (iii) Evidence of having relevant participatory skills
 - (iv) Evidence of knowledge on gender, nutrition, social and environmental safeguards mainstreaming in project implementation
 - (v) Evidence of similar work undertaken in the last 3 years including contacts of references.
3. CVs of the key personnel in the team proposed to undertake the assignment;
4. Copies of registration certificates, PIN and VAT (where applicable);
5. Audited Accounts for the last 2 years.
6. Attach copy of Valid Tax Compliance Certificate.
7. Attach Copy of Valid PIN Certificate.
8. Attach Copy of Company Registration/Incorporation Certificate.

Submission of Expression of Interest

Interested and eligible firms may obtain additional information from the office of the Chief Officer Agriculture and Irrigation or the County Project Coordinating Unit (CPCU). Completed Expression of Interest and indicating the specific value chain the service provider is interested in are to be addressed to the;

**The County Project Coordinator,
Kenya Climate Smart Agriculture Project,
Lamu County
P.O. Box 40 - 80500
Lamu**



Completed tender expression of interest are to be enclosed in plain sealed envelopes, marked with the tender number and be deposited in the tender box provided at **SUPPLY CHAIN MANAGEMENT OFFICE in WHITE HOUSE LOCATED AT COUNTY HEADQUARTERS** or to be addressed to **County Project Coordinator, Kenya Climate Smart Agriculture Project Office, Department of Agriculture and Irrigation (COUNTY GOVERNMENT OF LAMU P.O BOX 74 – 80500 LAMU** so as to be received on or before **Monday 3rd February, 2020 at 11.00 a.m.**

These should reach the **County Project Coordinator, Kenya Climate Smart Agriculture Project office, Department of Agriculture and Irrigation**, County Government of Lamu Headquarters on or before **Monday, 3rd February, 2020 at 11:00 a.m.** EOI will be opened on same day at Lamu County Headquarters Boardroom and the firms or their representatives will be free to attend the opening.

The Chief Officer
Department of Agriculture and Irrigation
For: The County Secretary
LAMU COUNTY