

## Call for Proposals

**We are looking for proposals that lead to jobs creation in the Medicinal and Aromatic Plants sector**

**Project Unit:** RisiAlbania – Partner for Growth

**Sector:** Agribusiness

**Location:** All locations in Albania

**Estimated duration:** up to one year

**Deadline :** **04<sup>th</sup> July 2022, 17:00**

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### 1. Background

The RisiAlbania Project is supported by the Swiss Agency for Development and Cooperation (SDC), in partnership with the Ministry of Finance and Economy, and 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: agribusiness, 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).

Under its agribusiness portfolio, Risi's interventions aim to create jobs and increase investments in the fruits and vegetable sector, and in the medicinal and aromatic plants (MAPs) sector. The MAPs sector has a high potential for increasing exports to high value markets through improving quality, the adoption of international quality standards and adding value to products. At least 40% of agriculture land is uncultivated. This represents a huge potential for organic cultivation, new investments and jobs for youth. Municipalities in cooperation with exporters/processors of MAPs and local extension service can speed up the changes and stimulate more the investments in cultivation of MAPs especially in remote regions. According to the law for the local government No.139/2015, Municipalities have the power to establish and administer information, and provide advice for agriculture and rural development as well as to promote economic development through promotions and offering incentives for business. Furthermore, the Municipality is responsible for administration and protection of agriculture land which is not cultivated which is under the management of Municipality. The partnership between exporters and the Municipalities is crucial for promoting the investments in MAPs and offering incentives to farmers/collectors to switch from wild harvesting to more cultivation.

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During phase I and phase II RisiAlbania supported the sector to achieve these objectives:

1. To increase quality of the MAPs products via upgraded facilities and technologies for collection, transporting, drying and storage, promotion of sustainable post-harvesting methods. In support to this vision RisiAlbania supported some exporters to pilot/apply a new commercial model that incentivizes the usage of drying racks/ drying chambers and transportation bags for maps. As a result of this the farmers complied to the new model by delivering fresh and uncontaminated MAPs to exporters.

2. To switch from wild harvesting to new MAPs cultivation by stimulating the exporters to offer more embedded services and introduce new internal business model with farmers such as contract farming. This helped the exporters to be more sustainable in the market, make them able to sign contract with foreign buyers and improve their performance, allow nature to recover, include more farmers in the model and generate more employment opportunities for young women and men, mainly in rural areas.

3. To enhance cooperation among MAPs sectors stakeholders via promotion and implementation of cluster model among MAPs sector players. Clustering is an innovation in Albania and is intended to promote cooperation among industry stakeholders, the pooling of resources, and to strengthen the sector's advocacy capacity. The Cluster model was explored, promoted and piloted as an instrument for sustainable development of MAPs sector that addressed, advocated and solve problems of the sector at specific regions such as Tepelena and Kolonja. RisiAlbania supported the Municipality of Kolonja to be proactive in promoting the investments in MAPs and offering incentives that stimulate the switch from wild harvesting to more cultivation.

In the phase III, RisiAlbania aims to stimulate the innovative exporters/processors of MAPs who aim to add value to products and invest in new technologies and processes. Investments in value added processes enable the companies to increase margins, enter new markets, and perform chain upgrading. Furthermore, RisiAlbania will disseminate further the innovative models in Albania introduced in Phase 2.

## 2. Overall purpose

RisiAlbania is inviting interested exporters/processors of MAP 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 MAPs subsector. The main area ideas that RisiAlbania aim to support are as follows:

-Adding value to MAPs products and processes (investing in new processes and higher levels of processing, develop new products, foreign market research, new quality standards/certifications).

-Increasing the cultivation of MAPs through contract farming (exporters and farm/group of farms) and cooperation with municipalities especially in remote areas for increasing the cultivation and investments in MAPs.

-Implementation from the exporters of models who aims to support the farmers/group of farmers for group certifications in quality standards, mitigate the affects of climate change and improving of quality standards of MAPs.

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### 3. Content of the proposals

Applicants should submit the proposals using the attached template. Applicants should include a concise list of activities they will implement in cooperation with Municipalities or other partners/service providers.

Your proposal must provide the following information:

- An overview of potential beneficiaries of the activities/services you plan to pilot for increasing the cultivation/improving the standards/adding value to the products.
- Your strategy to reach new farms and clear objectives in terms of number of farms and Ha that will start to cultivate in the period of time 1 year ( July 2022-July 2023).
- A business model outlining the commercial viability and sustainability of the services you will provide, and the affordability of the costs for exporters/farms.

Financial support and matching funds: applicants should ensure matching funds contribution of at least 50% of the total project costs. **We do NOT** support operational costs (e.g, rent, salaries, utilities, etc).

Priority will be given to the applicants with a higher share of investment.

**\*Note that RisiAlbania will cover up to 30,000 Euro. The project co-finances costs for a up to a 12-month period.**

### 4. Submission of the proposals

We expect proposals to be submitted in English in one(1) hard copy and one(1) electronic copy(on USB stick) in a closed and stamped envelope to the address given below, by **04<sup>th</sup> July 2022, at 17:00**. Proposals handed after this deadline will not be accepted.

Call for proposal: **Support for medicinal and aromatic plants sector.**

**RisiAlbania,  
Rr. Ismail Qemali, P18, H.3, Ap.15  
Tirana, Albania  
Tel.:+355 4 2248527**

For any questions you might have related to the application, please write an email to [info@risialbania.al](mailto:info@risialbania.al) with the subject line indicating "Clarification for **Support for medicinal and aromatic plants sector**" **before 29<sup>th</sup> June 2022**.

The email must be addressed to [info@risialbania.al](mailto:info@risialbania.al) with the subject line "**Support for medicinal and aromatic plants sector**". Proposals should be sent as .pdf documents and should be signed in all pages.

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## 5. Documents to be included in the offer submission.

- a) Business proposal (Word format) in English, no longer than 5 pages ([download template here](#))
- b) Financial proposal (Excel format) linked to the business proposal clearly presenting the costs that will be covered by your company, and those that you expect Risi to cover. The financial proposal will specify for how long Risi support will be required. ([download template here](#))

\*\*Please use the templates provided by RisiAlbania for a) and b).

## 6. Selection process

The selection of the winning company / companies will be done based on the evaluation criteria below:

Evaluation criteria	Rating
Impact of project idea on creating new jobs for young person(15-29)	30
Sustainability of the project idea	30
Gender and Social Inclusion considerations	10
Value for money**, including a financial plan and the amount of cost sharing with RisiAlbania requested in the proposal	30
<b>Total Points</b>	<b>100</b>

Shortlisted companies may be invited for an interview where certain aspects of the proposals may be discussed prior to confirming a final selection.

*\*\* If the company is subject to taxation, the company alone is responsible for paying taxes/custom duties and other expenses including VAT. For services provided by third parties who are subject to VAT the company shall make a pre-tax deduction*

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