

Do you want to expand or grow your business involved in Dairy sector?
The USAID funded Growing Agriculture and Incomes in Syria (GROW) project can help. Please send us your ideas through an Expression of Interest (EOI)

Invitation to submit an Expression of Interest (IEOI)

Issue Date	October 8 th , 2024
Title	Expanding Dairy sector businesses
Issuing Office	GROW Syria (North-East Syria)
Deadline for Receipt of EOIs	November 6 th , 2024
Anticipated date for Road shows	<ul style="list-style-type: none"> • Al Hassakeh City: <ul style="list-style-type: none"> - October 16th and October 23rd, 2024 • Al Qamishli City: <ul style="list-style-type: none"> - October 17th and October 24th, 2024 • Ar Raqqa City: <ul style="list-style-type: none"> - October 16th and October 23rd, 2024 • At Thawra / Tabqqa City: <ul style="list-style-type: none"> - October 17th and October 24th, 2024 • Deir-ez-Zor: <ul style="list-style-type: none"> - October 21st, October 22nd and October 29th, 2024.
Point of Contact	<p>Online: Via email: eoapplications@syriagrow.org</p> <p>By Hand: at GROW offices Derek, Al-Hassakah, Ar-Raqqa - Deir-ez-Zor (in Sawa)</p> <p>*Note: for Deir-ez-Zor applications submitted in hard copies, these can be received on Mondays and Thursdays each week (except holidays). Applicants from DEZ can submit this by hand during the working hours of GROW office (10-2 PM)</p>

Please note that an Expression of Interest (EOI) is a formal document or letter submitted by an organization, business, or individual expressing their interest and demonstrating their suitability and

availability for applying for a grant (funding) opportunity. An EOI is not a request for funding but a chance to share ideas that GROW could fund in the future.

Introduction:

Growing Agriculture and Incomes in Syria (GROW) is a three-year program supported by USAID and implemented by the Cooperative Housing Foundation (CHF). It operates in non-regime-held areas, beginning initially with Ar Raqqa, Deir-ez-Zor, and Al-Hassakah governorates of Northeast Syria (NES). GROW intends to undertake development activities that work through or support local markets. It involves practical activities that engage with local businesses and other market actors to facilitate economic recovery and ensure lasting impact.

The GROW program aims to be climate-sensitive and work across all communities to address the root causes of the underperforming agricultural market system. Addressing barriers for women and youth to engage with income-generating opportunities and services will be a priority for the program. The program works towards achieving three objectives:

- increase local agricultural production.
- expand access to food in local markets and
- increase the incomes of farmers and agribusinesses.

The program's current focus is dairy, red meat, olives and tomatoes sectors. GROW is looking to partner with existing registered private sector agricultural businesses and firms. The firm must actively work in the sectors mentioned above with the potential and desire to expand/improve their businesses. The expansion/improvement should improve the business inputs or outputs to increase production and/or value-addition opportunities for producers. GROW would specifically like expressions of interest from larger firms within these sectors that could have a greater impact on improving the input and output of farmers and small businesses. We are interested in innovative and novel ideas to help markets recover and produce more food locally.

Examples of current opportunities being explored by GROW under Dairy sector:

- Improving dairy business in the field of production and marketing through expanding and improving the current production lines, and /or adding new production lines to become able to meet the NES local market's need for dairy products.
- Provision of support to local Manufacturing and Value Addition (VA) Enterprises in NES, such as but not limited to Agricultural Irrigation Pipes, Dairy Packaging Materials Manufacturing, Climate Smart Cold Storage Equipment and Climate Smart Equipment for Food Processing Facilities.
- Providing extension services for livestock breeders covering the improving of livestock breeding and upgrading the dairy production through applying climate smart agriculture techniques such as drip irrigation system, renewable power system etc.
- Providing Digital Agriculture Extension / Advisory Services, these services could cover but not limited to: Mobile-based Agricultural Extension, Livestock Breeders Training and Capacity Building, Market Linkages, and Interactive Support Platforms for Fodder Crops Farmer and Livestock Breeders.

Interested applicants can submit their EOI using **Annex A, "Expression of Interest Form"**, available below.

The minimum eligibility criteria to apply for GROW support are:

1. Valid and relevant business registration and license
2. The business currently operating or actively trading in the dairy sector.
3. The business exists and operates in the targeted governorates (Al Hassakeh, Ar Raqqa, Deir-ez-Zor).
4. Business or firms must complete the EOI form.

Please note GROW does not directly support the following:

- Individual farmers
- Individual livestock breeders
- Household businesses
- Constructures activities

A screening process will remove any application that does not meet the above minimum eligibility criteria.

Funding parameters:

GROW is looking for ideas to improve businesses that require support from \$10,000 to \$400,000 that is proportional to the level of support requested. Cost-share is highly preferred, with greater or match for grants of higher values. Women's and youth-led businesses do not need to provide a proportional level of contribution as we expect their businesses to have a lower level of resources. However, we would expect some level of contribution.

EOI Evaluation Criteria:

All EOIs will be evaluated using the following criteria:

- a) **Increased volume of Production:** The idea shows that there will be an increase in the volume of production at the farm and/or within the business. We are looking for businesses that can demonstrate an increase in production. Please present an explanation of how your business will achieve the increase. What is your expectation of increasing production because of this support?
- b) **Increase in workforce:** Does the idea increase the number of part-time, seasonal, and/or full-time jobs created? If so, how will it improve your business? Please detail the current number of staff/workers, the increase that will take place, and the purpose of the increase.
- c) **Women and youth engagement:** Does the idea increase the number of women or youth (18 – 29 years) working in your business or network? If so, how many?
- d) **Improvement in agricultural practices:** Does the idea demonstrate improved harvest and post-harvest handling management practices, climate-smart agricultural techniques, and/or improved technologies?
- e) **Increase in sales:** Does the idea increase the number of sales/services within your business? Please provide details and explain your increase.

- f) **Sector improvement:** We encourage businesses to propose ideas that show how their business relationships can be created or expanded to increase the number of customers for distributors, packagers, and end products. Look at your business's existing network and think about where you are having challenges. Where your business requires technical or financial support or change your business network to improve your business and increase your customer base?
- g) **Leadership:** Is your business led by women or youth.
- h) **Market-driven business model:** Does the proposed idea support creating stronger linkages with small-scale producers and other market system actors (including private sector actors) and addressing their needs, while considering their current capacities and challenges?

Following a review of the submitted EOIs, GROW will select strong ideas based on the criteria above. Businesses with strong ideas will be invited to work with the GROW team to expand the idea through a partnership (Co-Creation) process. GROW will host Co-Creation sessions for selected businesses to discuss the idea and collaborate on a funding proposal. There might be opportunities for collaboration and partnership among businesses within and across the ideas.

Deadline – Please submit your EOI within 4 weeks of publishing this EOI and no later than November 6, 2024

If you require further information or clarification of the information contained in this invitation for expression of interest, please attend one of the GROW roadshows. If you are interested in attending a roadshow, please get in touch through email (eoapplications@syriagrow.org) or by visiting one of our offices. The date, time and location of the roadshows will be shared with the interested applicants. The initial dates for the roadshows are :

- Al Hassakeh City:
 - October 16th and October 23rd, 2024
- Al Qamishli City:
 - October 17th and October 24th, 2024
- Ar Raqqa City:
 - October 16th and October 23rd, 2024
- At Thawra / Tabqqa City:
 - October 17th and October 24th, 2024
- Deir-ez-Zor:
 - October 21st, October 22nd and October 29th, 2024.

For further queries on the invitation for expression of interest, please get in touch with eoapplications@syriagrow.org

Please submit your EOI to eoapplications@syriagrow.org where your information will remain confidential.

Issuance of this Request for EOIs and/or invitation to the co-creation process does not constitute an award commitment on the part of GROW, nor does it commit GROW, USAID, or any of its funding Partners to pay for costs incurred in the preparation and submission of proposals. Further, GROW /USAID reserves the right to reject any or all EOIs/Concept notes received. Applications are submitted at the risk of the Applicant. All preparation and submission costs are at the Applicant's expense.



We look forward to receiving your ideas and working in partnership with you to develop NES. We appreciate your interest in GROW!

Annex A “Expression of Interest Form”	
I. AGRIBUSINESS ENTERPRISE INFORMATION	
1. Agribusiness Enterprise Name (as in license)	
2. Contact Person/ Position Title	Name: _____ Position Title: _____
3. Business Address	
4. Telephone and Email	Telephone #: _____ Email: _____
5. Year Established	Entity/Org. Name _____ Reg./License # _____
6. # of Employees	Full Time # _____, Part - Time # _____ Total # _____
7. Number of male and female employees	Male _____ Female _____ Youth _____
8. Agribusiness is owned by?	<input type="checkbox"/> Man <input type="checkbox"/> Woman <input type="checkbox"/> Both as shareholders
II. PROPOSED IDEA and FUNDING	
1. Valid and relevant business registration and license. Please provide details	
2. Nature of Business – Dairy	
3. The business exists and operates in the targeted governorates (Al Hassakah, Ar Raqqa, Deir-ez-Zor) Please specify which governorate and district your business operates in.	
4. Please detail your proposed idea to expand your business and the problems or constraints it will address either with your or businesses you partner with.	
5. Increased volume of Production: The idea shows that there will be an increase in the volume of production at the farm and/or within the business. We are looking for businesses that can demonstrate an increase in production. Please present an explanation of how your business will achieve the increase. What is your expectation of increasing production because of this support.	
6. Increase in workforce: Does the idea increase the number of part-time, seasonal, and/or full-time jobs created? If so, how it will improve your business? Please	

<p>detail the current number of staff/workers and the increase that will take place and for what purpose.</p>	
<p>7. Women and youth engagement: Does the idea increase the number of women or youth (18 – 29 years) working in your business or network? If so, how many?</p>	
<p>8. Market-driven business model: Does the proposed idea support creating stronger linkages with small-scale producers and other market system actors (including private sector actors) and addressing their needs, while considering their current capacities and challenges?</p>	
<p>9. Improvement in agricultural practices: Does the idea demonstrate improved harvest and post-harvest handling management practices, climate smart agricultural techniques, and/or improved technologies. Please present an explanation of this improvement in agricultural practices and how you will achieve it?</p>	
<p>10. Increase in sales: Does the idea increase the number of sales/services within your business? Please provide details and explain your increase.</p>	
<p>11. Sector improvement: We encourage businesses to propose ideas that show how their business relationships can be created or expanded to increase the number of customers for distributors, packagers, and end products. Look at your business's existing network and think about where you are having challenges. Where your business requires technical or financial support or change your business network to improve your business and increase your customer base? Will the proposed idea lead to expanding and improving your business's current network, thereby increasing the customer base for distributors, packagers, and end products? If so, please elaborate on how you plan to achieve this expansion.</p>	

12. Leadership: Is your business led by women or youth , could you please give details of this ?	
13. If possible, please detail your business's current annual revenue.	USD _____
14. If possible, please detail the estimated value of your business's assets.	USD _____
15. Please detail the estimated funding required to implement your idea.	
16. Please detail the amount of investment your business will contribute to implement the idea.	

II. CERTIFICATION

I hereby certify that the information provided above is accurate to the best of my knowledge and business background.

Name and Title of the Business Representative	Stamp and Signature	Date
Name:		
Title:		

IV. FOR GROW Project USE ONLY

Date Received: _____	Date Evaluated: _____	EOI #: _____
Reviewed by: 1. - 2. - 3. - 4. - 5. -	Signatures of Appraising Committee: 1. - 2. - 3. - 4. - 5. -	Remarks: (Accept/Reject/Need more info) with Notes