



# Info Session 8<sup>th</sup> Call for Proposal for Producers Organizations

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May 28 & June 3, 2025



# 1. GAFSP Overview

functioning & governance

# GAFSP overview

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**Launched in 2010** to fight hunger, malnutrition, and poverty through agricultural Investment

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A multilateral fund that **pools donor contributions to support development projects** in sustainable agriculture, resilience, and food systems

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Implements projects in the **most vulnerable countries** (IDA-only) **in partnership with Leading Development Institutions** (Regional Dev Banks, UN agencies, WBG)

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The ultimate objective is to enhance smallholder livelihood, income, improve food & nutrition security



# GAFSP Governing Structure

## Steering Committees

- **Multistakeholder decision-making body of the GAFSP**, responsible for setting strategic direction, overseeing operations
- **Inclusive governance structure.** members: donors, partner countries, civil society, supervising entities
- **Decisions made by consensus**

## Coordination Unit

- **GAFSP secretariat**
- Liaise between the SC and other GAFSP partners and project teams, portfolio management, Resource mobilization
- **Supports** the work of the SC and the TAC

## Technical Advisory Committee

- **An independent body** appointed by the GAFSP SC
- **Assesses proposals** in line with the criteria laid out in the Call for Call Guidelines, provides recommendations
- **Members** with high level of experience and technical expertise in agriculture and food security issues

# GAFSP functioning Overview

## Dual-Window Structure

### Public investments

- **Management:** hosted in the WB
- **Funding tools offered:**
  1. Country grants
  2. Producer Organization grants
  3. Business Investment Financing (blended concessional finance deployed through “Platform-based” approach)

### Private investments

- **Management:** led by the International Finance Corporation (IFC).
- **Funding tool offered:**
  1. Transaction-based blended concessional finance
  2. Advisory services

# GAFSP Impact across funding tracks

## **\$2.5B total GAFSP Portfolio**

**GAFSP supports 319 projects in 55 countries**, targeting sustainable agriculture and food security in vulnerable areas.

- **\$1.91B in public investments for 128 projects in 49 countries:**
  - 96 Country-led projects (~\$1.8B)
  - 32 PO-led projects (~\$80M)
- **Over \$700M for 190 private investments and advisory projects dedicated to agribusiness** across 35 countries

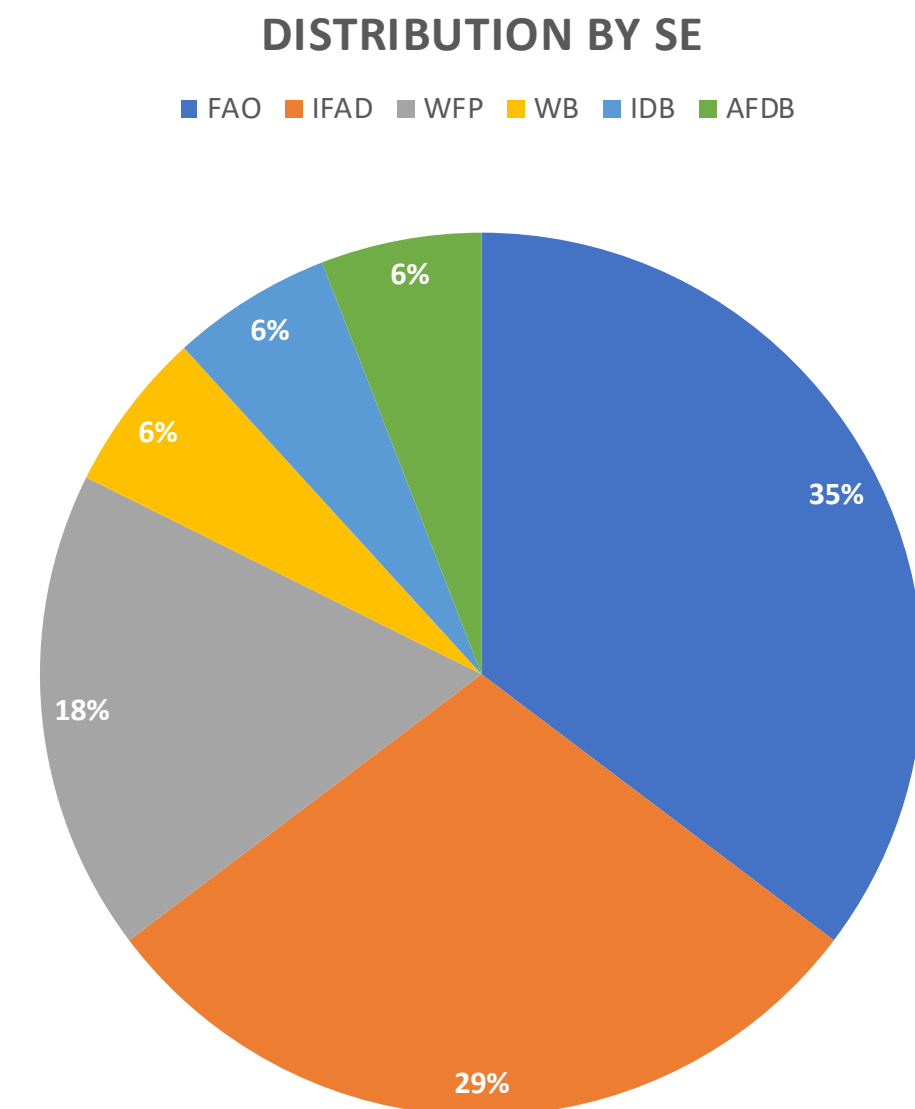
Over **21 million smallholders and their families reached**  
— 19.2M via public sector, 2M via private sector.

# GAFSP PO-led Portfolio

**32 projects (23 active)**

- 5 MMI projects (closed) - **16 million**
- 12 PO-Led Projects from the 6th Call - **31 million**
- 15 PO-Led Projects from the 7th Call - **34 million**

**Tot funding allocated: 81 million**





# Distribution by Region

## Africa (54%)

- **Niger:** FUGPN – Mooriben, CNPFPN
- **Togo:** CTOP
- **Guinea:** FOPMA-BG
- **Senegal:** CNCR, APROVAG & YNW
- **Chad:** CNCPRT
- **Uganda:** SOSPPA
- **Rwanda:** INGABO
- **Tanzania:** MVIWATA
- **Burundi:** CAPAD
- **Somalia:** SFCF
- **DRC:** CAPACO
- **Tanzania & Uganda:** EEAF
- **Mali:** CNOP, SOCODEVI

## South Asia (29%)

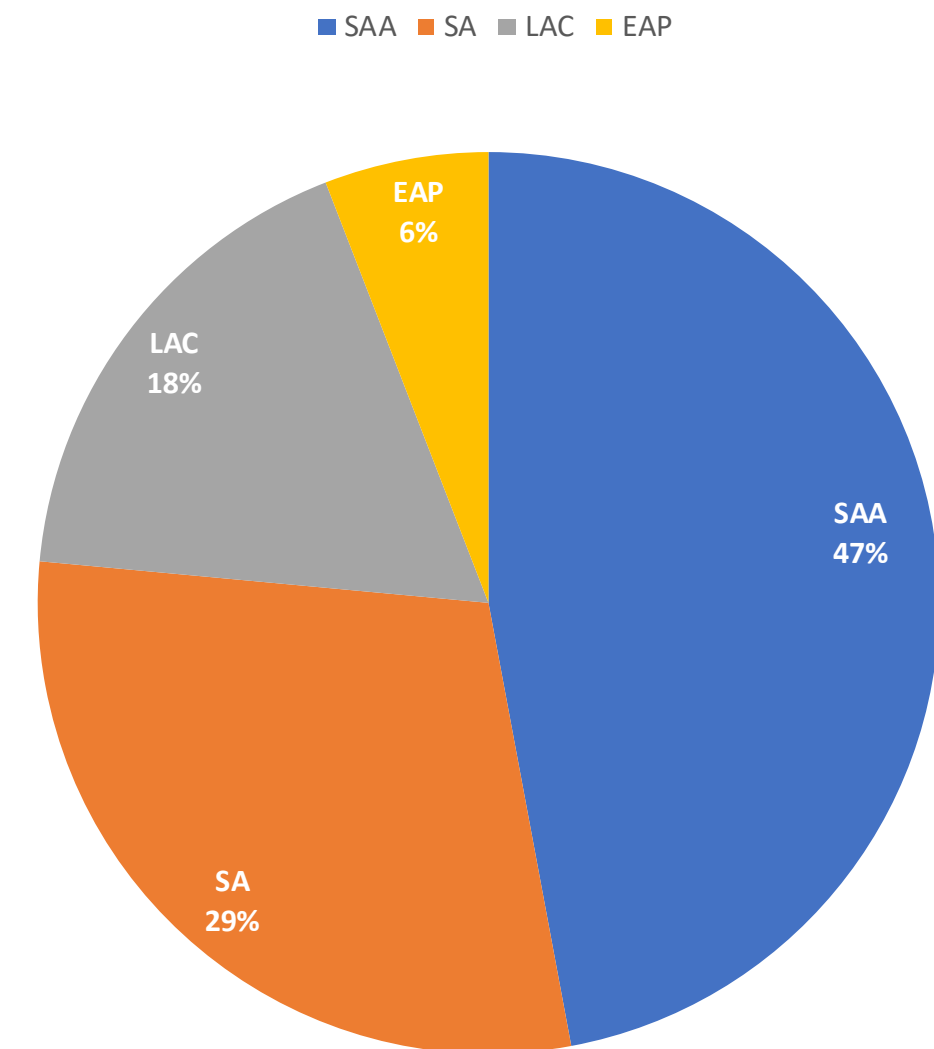
- **Bangladesh:** SBKS

## Asia and Pacific (6%)

- **Kyrgyzstan:** KAFL, ACMT
- **Lao PDR:** LFAN
- **Cambodia:** CAACC

## Latin America and the Caribbean (18%)

- **Nicaragua:** FUAL, CSLM
- **Honduras:** RED COMAL
- **Haiti:** ROPAGA
- **Samoa:** SFCS





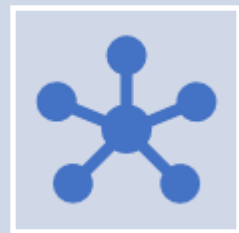
# 8th GAFSP Call, 2025

An overview

# The PO-led grants

The PO-led grants objective is to **provides funding to POs to strengthen their capacity and sustainability**, to allow them to **provide better services to their member farmers** and more effectively deliver GAFSP program objectives at the country and regional levels.

# Guiding Principles



## Ownership

**POs are partners, not beneficiaries.**

They design and lead projects based on smallholder producers' investment priorities.



## Subsidiarity

**Decisions made closest to the ground deliver real impact.**

Projects must show visible, farmer-level results—not just institutional improvements



# Eligibility criteria

(Section 2 of the guidelines)

## National/Subnational POs

- Registered legal entity in a GAFSP-eligible country
- Operates nationally or subrationally in a GAFSP-eligible country
- Members include smallholder farmers, fishers, pastoralists, indigenous people etc.
- Provides services in agriculture, food, and nutrition security
- Member-owned and governed

## Regional (Multi-country) POs

- Registered in a GAFSP-eligible or IDA blend country
- Operates in  $\geq 2$  GAFSP-eligible countries (activities limited to GAFSP-eligible countries)
- Members are mainly national POs meeting national PO criteria
- Supports members via capacity building, institutional development, etc.

- *Not eligible*: National POs already implementing GAFSP-funded projects
- Ad hoc consortiums formed solely for application

# Eligible Countries

**National/Subnational POs:**  
Must be registered and  
operate in IDA-only  
countries

**Regional POs:** Registered in  
IDA only and/or IDA-blend  
countries **(in red)**

Africa (33)				East Asia and the Pacific (11)		Europe & Central Asia (3)	Latin America (4)	Middle East (2)	South Asia (6)
Benin	Gambia, The	Rwanda	Cameroon	Cambodia	Fiji	Kosovo	Guyana	Yemen	Afghanistan
Burkina Faso	Ghana	Sao Tome & Principe	Cabo Verde	Kiribati	Papua New Guinea	Kyrgyz Republic	Haiti	Syria	Bangladesh
Burundi	Guinea	Senegal	Congo, Rep. Of	Lao PDR	Timor-Leste	Tajikistan	Honduras		Bhutan
CAR	Guinea-Bissau	Sierra Leone	Eswatini	Marshall Islands		Uzbekistan	Nicaragua		Maldives
Chad	Lesotho	Somalia	Kenya	Micronesia, FS			Belize		Nepal
Comoros	Liberia	South Sudan	Nigeria	Myanmar			Dominica		Sri Lanka
DRC	Madagascar	Sudan	Zimbabwe	Samoa			Grenada		Pakistan
Côte d'Ivoire	Malawi	Tanzania		Solomon Islands			St. Lucia		
Djibouti	Mali	Togo		Tonga			St. Vincent		
Ethiopia	Mauritania	Uganda		Tuvalu			Suriname		
	Mozambique	Zambia		Vanuatu					
	Niger								

# Activity Criteria for PO-led Proposals

(Section 3 of the guidelines)

## Single Country Proposals

1. Must be **implemented only in GAFSP-eligible countries**
2. Must align with GAFSP goals and activities must support:
  - **Core areas:** productivity, market linkages, risk reduction, rural livelihoods, institutions
  - **Cross-cutting outcomes:**
    - Climate resilience (mandatory)
    - Women and girls' empowerment (mandatory)
    - Nutrition (optional)
3. Build PO capacity (e.g., governance, financial, technical)
4. Must scale up at least one **proven activity** and include an **innovative** features
5. If **civil works/assets**: Must justify with clear rationale, context-fit, and exit strategy
6. If **advocacy**: Must be aligned with project objectives and within GAFSP's mandate



# Activity Criteria for PO-led Proposals

(Section 3 of the guidelines)

## Regional Proposals

1. Activities **must benefit multiple GAFSP-eligible countries**
2. Demonstrate **regional value-added** (e.g., cross-border collaboration, shared challenges)
3. Apply **subsidiarity**: Preferably channel funds to **national POs via sub-grants**
4. Support same **core areas** and **cross-cutting outcomes** (as per single country Proposals)
5. Strengthen regional PO and member POs' institutional and operational capacity
6. Scale up a **successful existing activity** and introduce **innovation**
7. Civil works/assets: Must include rationale, context-fit, and clear exit strategy
8. Advocacy: Must directly support project development objectives

# Sub-Grants for Regional Producer Organizations

***Priority given to regional POs proposal that channel funds to national/local member POs via sub-grants and promote a decentralized implementation.***

## **Objectives of Sub-Grants:**

- Implement country/community-specific activities that support regional goals
- Address local needs of smallholders and rural actors
- Strengthen local ownership and subsidiarity
- Build capacity of national/local POs

**Types of Activities Funded:** Technical assistance; Capacity building Infrastructure, equipment, and inputs provision

## **Reporting & Oversight:**

- Must comply with **SE's** procurement, fiduciary, and admin procedures
- GAFSP requires **integrated reporting**: one consolidated report covering all countries and activities

# Role of the PO

- **POs must partner with a GAFSP SE of their choice**
- **POs prepare the EOI and proposal (1 per PO)**, with SEs providing **quality checks and guidance** during submission
- Develop the final project design in partnership with the SE (timeline: **9–12 months**)
- **PO** directly **implement** the project in partnership with the SE
- **POs** are encouraged **as soon as possible** to **engage early with SEs** to assess interest and suitability.



# How Can a PO Get in Touch with a SE?

	Contact Person(s)
African Development Bank (AfDB)	Philip Boahen – <a href="mailto:p.boahen@afdb.org">p.boahen@afdb.org</a>
Asian Development Bank (ADB)	Shingo Kimura – <a href="mailto:shkimura@adb.org">shkimura@adb.org</a>
Food and Agriculture Organization (FAO)	Benoist Veillerette – <a href="mailto:benoist.veillerette@fao.org">benoist.veillerette@fao.org</a> Patrizia Labella – <a href="mailto:Patrizia.Labella@fao.org">Patrizia.Labella@fao.org</a>
Inter-American Development Bank (IDB)	Jianjun Xu – <a href="mailto:jianjunx@iadb.org">jianjunx@iadb.org</a>
International Fund for Agricultural Development (IFAD)	Enika Basu – <a href="mailto:e.basu@ifad.org">e.basu@ifad.org</a> Marc Cortadellas Mancini – <a href="mailto:m.cortadellasmancini@ifad.org">m.cortadellasmancini@ifad.org</a>
World Bank	GAFSP WB SE Team – <a href="mailto:gafsp_wb_se@worldbankgroup.org">gafsp_wb_se@worldbankgroup.org</a>
World Food Programme (WFP)	Anna Law – <a href="mailto:anna.law@wfp.org">anna.law@wfp.org</a>

# Role of Supervising Entities (SEs)

- SEs review PO requests and decide whether to partner with a PO - **max. 10 EOIs per SE.**
- SEs provide **quality assurance** and guidance during EOI and full proposal stages.
- They conduct **capacity assessments** of POs.
- If selected, **SEs and POs co-develop** the final project.
- **SEs channel funds**, support implementation, and ensure compliance with their operational policies.

## **Note: Different SE= Different Implementation Modalities**

- **Technical Assistance SEs** (e.g. FAO, WFP): Can directly implement TA activities (e.g. training, analysis).
- **Investment SEs** (e.g. MDBs): Channel full grants to POs, who lead implementation.

Proposals must specify the budget share managed by SE vs. PO for each activity/component.

# Available funding and funding limit

(Section 1 of the guidelines)

**US\$38 million available.** The final allocation amount will be decided by the technical strength of submitted proposals (only strong proposals will be financed)

The maximum amounts of funding per project are as follows:

- National POs: US\$ 2.5 million
- Regional POs that do not provide sub-grants to member national POs: US\$ 2.5 million
- Regional PO-led projects which provide subgrants to member national POs: US\$ 4 million

On an exceptional basis, higher amounts could be awarded (in exceptional cases where the applicant has extensive track record in managing larger external funds)



# Two Stage Application Process

## Part 1 (26 June)

### Expression of Interest (EOI)

- Reviewed by CU for **eligibility and completeness only**
- No technical evaluation at this stage
- **Eligible POs** with complete EOIs invited to submit Full Proposal (Part 2)



## Part 2 (11 November)

### Full Proposal

- Reviewed by CU for completeness
- Assessed by **TAC** for technical strength
- Recommendations by the TAC to the **GAFSP SC**
- SC makes final **funding decisions**; CU informs applicants

- **1 proposal per PO** (submitted via partner SE)
- **Up to 10 proposals per SE**

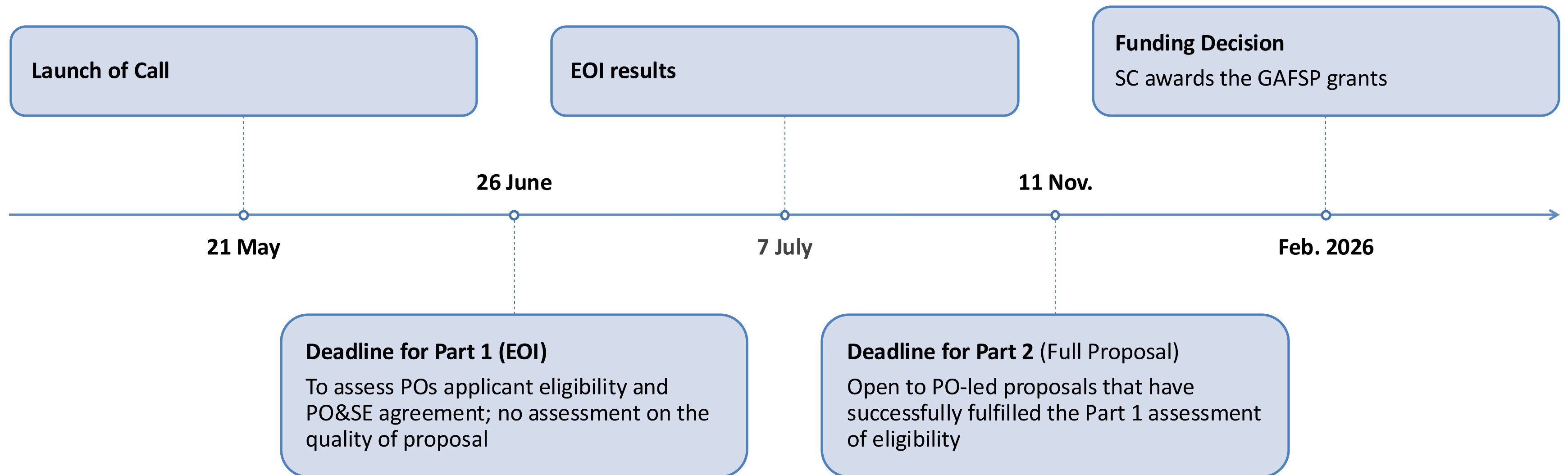
# Selection Criteria for National POs

Category	Weight	What We Look For
1. PO Capacity	30%	<p><b>Good Governance</b> – Inclusive board, member participation, gender equity</p> <p><b>Fiduciary &amp; M&amp;E capacity</b> – Recordkeeping, digital tools, credit/compliance track record</p> <p><b>Operations &amp; Finance capacity</b> – Service delivery, planning, past performance</p> <p><i>(Assessed via EOI &amp; Capacity Assessment)</i></p>
2. Technical Strength	70%	<p><b>Technical Quality</b> – Relevance, innovation, sustainability, strong design &amp; results</p> <p><b>Design Feasibility</b> – Realistic, context-appropriate (esp. in FCV settings)</p> <p><b>GAFSP Alignment</b> – Links to GAFSP goals, other initiatives, and focus on FCV areas. <b>Links with GAFSP or SE projects</b> represents a plus</p> <p><i>(Assessed via Full Proposal)</i></p>

# Selection Criteria for Regional POs

Category	Weight	What We Look For
<b>1. PO Capacity</b>	20%	<p><b>Good Governance</b> – Board structure, member participation, gender balance</p> <p><b>Fiduciary &amp; M&amp;E capacity</b> – Recordkeeping, digital systems, creditworthiness, donor compliance</p> <p><b>Operational &amp; Financial capacity</b> – Support to national POs, sub-grant management, business planning, and past donor project performance</p> <p><i>(Assessed via EOI &amp; Full Proposal)</i></p>
<b>2. Technical Strength</b>	80%	<p><b>Technical Quality</b> – Relevant and innovative approach, sustainability, aligned with PO capacity</p> <p><b>Design Feasibility</b> – Realistic, strong design, locally grounded, especially in fragile/conflict areas</p> <p><b>GAFSP Alignment</b> – Clear link to GAFSP goals (climate, gender, nutrition), connection with SE/private sector initiatives, regional value-added. <b>Links with GAFSP or SE projects</b> represents a plus</p> <p><b>Subsidiarity</b> – Effective use of sub-grants to national member POs (if relevant)</p> <p><i>(Assessed via Full Proposal)</i></p>

# Call timeline





# Required Documents to be Submitted in Part 1 – By June 26

Documents to Submit	Details
1. Part 1 – PO EOI Template	<ul style="list-style-type: none"><li>• Must be completed and submitted by all applicants</li></ul>
2. Supporting Documents	<ul style="list-style-type: none"><li>• Official proof of registration</li><li>• Governing documents (by-laws, statutes, or constitution)</li><li>• Most recent Annual Report</li><li>• Financial statements for the past <b>3</b> operating years (including income statement and balance sheet)</li><li>• <b>2</b> most recent audit reports</li><li>• Other official documents describing members, membership structure, governance, and financial structure (if available)</li></ul>

# Required Documents to be Submitted in Part 2 – By November 11

Documents to Submit	Details
<b>1. GAFSP Full Proposal Template</b>	<ul style="list-style-type: none"> <li>• Use the official proposal template</li> </ul>
<b>2. Statement of Readiness from the Preferred SE</b>	<ul style="list-style-type: none"> <li>• Use the letter of readiness template (Annex 6)</li> <li>• Must be signed by the SE's Country Office Head <b>and</b> the SE's GAFSP Steering Committee Representative</li> </ul>
<b>3. Letter(s) of Intent from Co-financing Partners</b>	<p>Letters must indicate:</p> <ul style="list-style-type: none"> <li>• Engagement with the PO on the proposal</li> <li>• Willingness to collaborate on the project</li> <li>• Indicative co-financing amount and modality (e.g., through SE, bilateral donors, NGOs)</li> </ul>
<b>4. PO Capacity Assessment Results</b>	<ul style="list-style-type: none"> <li>• Results from a PO capacity assessment undertaken by the SE using a recognized methodology to identify design-phase needs</li> </ul>
<b>5. Documents Related to the Activity to Be Scaled Up</b>	<ul style="list-style-type: none"> <li>• Refer to Annex 1 for details</li> </ul>

# Submission Guidelines

- **Submit via email** from SE staff to: [info@gafspfund.org](mailto:info@gafspfund.org)
- File types: Word, Excel, or PDF only
- Language: **Template must be filled out English or French only**
- If supporting documents are in another language, include **original + translation**

## **Additional Notes:**

- **No deadline extensions** or exceptions to format
- SEs encouraged to submit **early** to resolve issues or fix missing items
- Applicants receive **confirmation email upon submission**

# GAFSP – Key Contacts

	Email
<b>GAFSP General Inbox</b>	<a href="mailto:info@gafspfund.org">info@gafspfund.org</a>
<b>Shijie Yang – GAFSP Portfolio manager</b>	<a href="mailto:syang@worldbank.org">syang@worldbank.org</a>
<b>Cecilia Magarotto – PO Portfolio Lead</b>	<a href="mailto:cmagarotto@worldbank.org">cmagarotto@worldbank.org</a>