



STATE GOVERNMENT OF OSUN

REQUEST FOR EXPRESSION OF INTEREST (EOI)

FOR COMPETENT AGGREGATORS TO ACTIVATE MARKET-DRIVEN
AGRICULTURAL VALUE CHAIN IN THE STATE OF OSUN

REFERENCE NUMBER : OS / PET / AVCAI / 17

1. BACKGROUND

The Osun Agricultural Value Chain Activation Initiative is an initiative of the State Government of Osun to partner with competent aggregators to spur private sector-led and market-driven agricultural value chain development. It is designed to use the aggregator and out-grower model, in a way that is innovative, sustainable and scalable.

Sharing boundaries with five (5) other south western States, Osun is strategically located to be the center of trade and commerce for agriculture and other commodities. More so, the state enjoys favourable climate, fast-growing economy, 70% agrarian population, and a vision to be the Mid-Regional Hub for agriculture and agro allied products.

2. THE OPPORTUNITY

The State of Osun through the Osun Agricultural Value Chain Activation Initiative is calling for Expression of Interest (EOI) from competent aggregators capable of identifying and establishing sustainable and competitive markets in any of the Plantain, Rice, Cassava, Yam, Maize, Tomatoes, Soybean, Cocoa, Rice, Oil Palm, Poultry, Aquaculture, Small Ruminants, Goat, Piggery, and Forestry value chains.

The State of Osun seeks to partner competent aggregators to secure sustainable market linkage and organise Osun small businesses to produce in commercial quantities. Government's role in this initiative will be almost exclusively, coordination and facilitation wherein aggregators will drive the value chain. The Initiative will connect competent aggregators to qualifying small businesses leveraging on the abundance of MSME funds at National and Sub-Nation levels to support small businesses. The Initiative will also partner relevant financial and development institutions.

The overall vision is to facilitate the activation of a minimum of 10 market-driven value chains that will empower 50,000 sustainable smallholder farmers / MSME, increase income and create jobs for 300,000 people, using the aggregator and out-grower model.

3. TARGETED AGRICULTURAL VALUE CHAINS

This initiative targets value chains with huge unmet market demand (i.e. regional, national and international markets) and for which the State of Osun has comparative advantage of production in commercial quantities.

Value chains of interest include: Plantain, Rice, Cassava, Yam, Maize, Tomatoes, Soybean, Cocoa, Rice, Oil Palm, Poultry, Aquaculture, Small Ruminants, Goat, Piggery, Forestry and other value chains with unmet market demand.

4. SUPPORT AVAILABLE TO SUCCESSFUL APPLICANTS

- Technical support from initiative coordinators, government institutions, and facilitating agencies.
- Provision of access to state soil mapping report.
- Business-to-business matching of aggregators to smallholder farmers / producers within the State.
- Identification of suitable aggregation site/facility within the State.
- Linkage to relevant government development finance institutions.

5. WHO CAN APPLY

This request for Expression of Interest is open to individuals, registered groups, agribusiness enterprises, feed companies, rice millers, non-governmental organisations (NGOs) or civil society organisations that:

- Have or can establish sustainable and competitive markets in any of the Plantain, Rice, Cassava, Yam, Maize, Tomatoes, Soybean, Cocoa, Rice, Oil Palm, Poultry, Aquaculture, Small Ruminants, Goat, Piggery, Forestry and other value chains with unmet market demand.
- Have innovative, clear and understandable ideas in the area of agribusiness and value chain development.
- Have a demonstrable record of performance in agricultural value chain development (aggregator and out-grower model) and can provide evidence.

HOW TO APPLY

Interested parties are hereby requested to submit an Expression of Interest (EOI) document on any of the above value chains. This should include organisation / business profile and evidence of item 5 (I, II, III) above.

Expression of Interest must be delivered electronically as email attachment to: EOI@osun.gov.ng not later than two (2) weeks from the date of this publication. The email subject head must read “**Osun Agricultural Value Chain Activation Initiative**”. Late applications will NOT be accepted.

Shortlisted applicants will be contacted by email two (2) weeks after submission.