



**MINISTRY OF AGRICULTURE AND LIVESTOCK DEVELOPMENT  
STATE DEPARTMENT FOR LIVESTOCK DEVELOPMENT  
KENYA LIVESTOCK COMMERCIALIZATION PROJECT (KeLCoP)**

**EXPRESSION OF INTEREST**  
(By the organization in response to the REOI  
issued by the procuring entity)

For

**EXPRESSION OF INTEREST FOR PARTNERSHIP IN LIVESTOCK  
FEED IMPROVEMENT**

**Ref No: MOALD/SDLD/KELCOP/EOI/05/2024-2025**

**Issue Date: 19<sup>th</sup> November 2024**

**Instructions to organizations**  
**Procurement Reference Number:**  
**MOALD/SDLD/KELCOP/EOI/05/2024-2025**  
**19<sup>th</sup> November 2024**

**EXPRESSION OF INTEREST FOR PARTNERSHIP IN LIVESTOCK  
 FEED IMPROVEMENT**

1. The Government of Kenya(GoK) has received financing from the International Fund for Agricultural Development (“the Fund” or “IFAD”) towards the cost of Kenya Livestock Commercialization Project(KelCoP) (“the client”) and intends to apply part of the proceeds for recruitment of Partners through Memorandum of Understanding (MoU) in the following thematic areas, for which this REOI is issued.

No.	Thematic area	Reference number
1.	Organizational and Enterprise Development	MOALD/SDLD/KELCOP/EOI/01/2024-2025
2.	Climate Resilient Production Systems	MOALD/SDLD/KELCOP/EOI/02/2024-2025
3.	Targeted Research areas	MOALD/SDLD/KELCOP/EOI/03/2024-2025
4.	Breeds Improvement	MOALD/SDLD/KELCOP/EOI/04/2024-2025
5.	Livestock Feed Improvement	MOALD/SDLD/KELCOP/EOI/05/2024-2025
6.	Apiculture Improvement	MOALD/SDLD/KELCOP/EOI/06/2024-2025
7.	Livestock and Livestock Products Off taking	MOALD/SDLD/KELCOP/EOI/07/2024-2025
8.	Support to Management and Governance of Livestock Markets	MOALD/SDLD/KELCOP/EOI/08/2024-2025
9.	Grants Oversight	MOALD/SDLD/KELCOP/EOI/09/2024-2025
10.	Provision of Financial Services	MOALD/SDLD/KELCOP/EOI/010/2024-2025

The use of any IFAD financing shall be subject to IFAD’s approval, pursuant to the terms and conditions of the financing agreement, as well as IFAD’s rules, policies and procedures. IFAD and its officials, agents and employees shall be held harmless from and against all suits, proceedings, claims, demands, losses and liability of any kind or nature brought by any party in connection with Kenya Livestock Commercialization Project (KelCoP).

2. This request for expressions of interest (REOI) follows the general procurement notice that appeared in *The Star* newspaper(MyGov Publication) on **12<sup>th</sup> November 2024** on the IFAD website on **7<sup>th</sup> November 2024** and on UNDB on **7<sup>th</sup> November 2024** including [www.kilimo.go.ke](http://www.kilimo.go.ke) and [www.tenders.go.ke](http://www.tenders.go.ke) and [www.kelcop.or.ke](http://www.kelcop.or.ke) .
3. The client now invites expressions of interest (EOIs) from Government agencies, Non-Governmental Organizations (NGOs), private sector partners, research institutions and

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farmer organizations to indicate their interest in providing the services. More details on these services are provided in the preliminary terms of reference (PTOR) attached as **Annex 1**.

4. Before preparing its EOIs, the organization is advised to review the preliminary terms of reference attached as **Annex 1**, which describe the assignment and **Annex 2** that details the evaluation of the technical qualifications.
5. The organization shall not have any actual, potential or reasonably perceived conflict of interest. An organization with an actual, potential or reasonably perceived conflict of interest shall be disqualified unless otherwise explicitly approved by the Fund. An organization including their respective personnel and affiliates are considered to have a conflict of interest if they a) have a relationship that provides them with undue or undisclosed information about or influence over the selection process and the execution of the contract, b) participate in more than one EOI under this procurement action, c) have a business or family relationship with a member of the client's board of directors or its personnel, the Fund or its personnel, or any other individual that was, has been or might reasonably be directly or indirectly involved in any part of (i) the preparation of this expression of interest, (ii) the selection process for this procurement, or (iii) execution of the contract. The organization has an ongoing obligation to disclose any situation of actual, potential or reasonably perceived conflict of interest during preparation of the EOI, the selection process or the contract execution. Failure to properly disclose any of said situations may lead to appropriate actions, including the disqualification of the organization, the termination of the contract and any other as appropriate under the IFAD Policy on Preventing Fraud and Corruption in its Projects and Operations<sup>1</sup>.
6. All Organizations are required to comply with the Revised IFAD Policy on Preventing Fraud and Corruption in its Activities and Operations (hereinafter, "IFAD's Anticorruption Policy") in competing for, or in executing, the contract.
  - a. If determined that a consultant or any of its personnel or agents, or its sub-consultants, sub-contractors, service providers, suppliers, sub-suppliers and/or any of their personnel or agents, has, directly or indirectly, engaged in any of the prohibited practices defined in IFAD's Anticorruption Policy or integrity violations such as sexual harassment, exploitation and abuse as established in IFAD's Policy to Preventing and Responding to Sexual Harassment, Sexual Exploitation and Abuse<sup>2</sup> in competing for, or in executing, the contract, the EOI may be rejected or the contract may be terminated by the client.
  - b. In accordance with IFAD's Anticorruption Policy, the Fund has the right to sanction firms and individuals, including by declaring them ineligible, either indefinitely or for a stated period of time, to participate in any IFAD-financed and/or IFAD-managed activity or operation. The Fund also has the right to recognize

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<sup>1</sup> The policy is accessible at [www.ifad.org/anticorruption\\_policy](http://www.ifad.org/anticorruption_policy).

<sup>2</sup> The policy is accessible at <https://www.ifad.org/en/document-detail/asset/40738506>.

debarments issued by other international financial institutions in accordance with its Anticorruption Policy.

- c. Organizations and any of their personnel and agents, sub-contractors, service providers, suppliers, sub-suppliers and any of their personnel and agents are required to fully cooperate with any investigation conducted by the Fund, including by making personnel available for interviews and by providing full access to any and all accounts, premises, documents and records (including electronic records) relating to this selection process or the execution of the contract and to have such accounts, premises, records and documents audited and/or inspected by auditors and/or investigators appointed by the Fund.
  - d. Organizations have the ongoing obligation to disclose in their EOI and later in writing as may become relevant: (i) any administrative sanctions, criminal convictions or temporary suspensions of themselves or any of their key personnel or agents for fraud and corruption, and (ii) any commissions or fees paid or to be paid to agents or other parties in connection with this selection process or the execution of the contract. As a minimum, Organizations must disclose the name and contact details of the agent or other party and the reason, amount and currency of the commission or fee paid or to be paid. Failure to comply with these disclosure obligations may lead to rejection of the EOI or termination of the contract.
  - e. Organizations are required to keep all records and documents, including electronic records, relating to this selection process available for a minimum of three (3) years after notification of completion of the process or, in case the Organizations is awarded the contract, execution of the contract.
7. The Fund requires that all beneficiaries of IFAD funding or funds administered by IFAD, including the client, any Organizations, implementing partners, service providers and suppliers, observe the highest standards of integrity during the procurement and execution of such contracts, and commit to combat money laundering and terrorism financing consistent with IFAD's Anti-Money Laundering and Countering the Financing of Terrorism Policy.<sup>3</sup>
  8. The client will evaluate the EOIs using the criteria provided in **Annex 2**. The shortlisted organization(s) will be provided with the detailed TORs and asked to submit a detailed technical and financial offer. The evaluation will include a review and verification of qualifications and past performance, including a reference check, prior to the contract award.
  9. Organizations shall not associate with other firms to enhance their qualifications.
  10. Any request for clarification on this EOI including the PTOR should be sent via e-mail to the address no later than **5.00p.m, 26<sup>th</sup> November 2024 East African Time**. The

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<sup>3</sup> The policy is accessible at <https://www.ifad.org/en/document-detail/asset/41942012>.

client will provide responses to all clarification requests by **5.00p.m, 28<sup>th</sup> November 2024 East African Time.**

11. **Submission Procedure:** please submit your expression of indicating the thematic area and reference number using the forms provided for this purpose. Your EOI should **comprise one (1) original copy of each EOI form annexed to this document and a soft copy of the hard copies in a flash disk.** EOIs shall be submitted to the address below no later than **11.00 a.m, 4<sup>th</sup> December 2024 East African Time.**

**Project Management and Coordination unit ,**  
Kenya Livestock Commercialization Project (KeLCoP),  
**Attn: Moses Kembe, PhD, Project Coordinator**  
P.O. Box 12261-20100 Nakuru, Kenya  
Nakuru-Ravine Road, Opposite KEMSA Regional office  
Tel: +254-51-2210851  
E-mail: [pmcu.kelcop@gmail.com](mailto:pmcu.kelcop@gmail.com)

Yours sincerely,

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**Project Coordinator**

Kenya Livestock Commercialization Project (KeLCoP)

For: Principal Secretary, State Department for Livestock Development

**Form EOI-1**  
**EOI Submission Form**

*[Location, date]*

*[Authorized official]*

**Re: EXPRESSION OF INTEREST FOR PARTNERSHIP IN  
LIVESTOCK FEED IMPROVEMENT**

**Ref: MOALD/SDLD/KELCOP/EOI/05/2024-2025**

We, the undersigned, declare that:

1. We are expressing our interest in providing the services for the above-mentioned assignment and have no reservations to the REOI, the instructions to the consultants and any addenda thereto.
2. Our expression of interest is open for acceptance for a period of ninety (90) days.
3. Our firm, its associates, including any subcontractors or suppliers for any part of the contract, have not been declared ineligible by the Fund and have not been subject to sanctions or debarments under the laws or official regulations of the client's country or not been subject to a debarment recognized under the Agreement for Mutual Enforcement of Debarment Decisions (the "Cross-Debarment Agreement")<sup>4</sup>, beyond those declared in paragraph 9 of this EOI submission form.
4. We acknowledge and accept the IFAD Revised Policy on Preventing Fraud and Corruption in its Activities and Operations. We certify that neither our firm nor any person acting for us or on our behalf has engaged in any prohibited practices as provided in ITC Clause 6. Further, we acknowledge and understand our obligation to report to [anticorruption@ifad.org](mailto:anticorruption@ifad.org) any allegation of prohibited practice that comes to our attention during the selection process or the contract execution.
5. No attempt has been made or will be made by us to induce any other consultant to submit or not to submit an EOI for the purpose of restricting competition.

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<sup>4</sup> The Cross-Debarment Agreement was entered into by the World Bank Group, the Inter-American Development Bank, the African Development Bank, the Asian Development Bank and the European Bank for Reconstruction and Development, additional information may be located at: <http://crossdebarment.org/>.

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6. We acknowledge and accept the IFAD Policy on Preventing and Responding to Sexual Harassment, Sexual Exploitation and Abuse. We certify that neither our firm nor any person acting for us or on our behalf has engaged in any sexual harassment, sexual exploitation or abuse. Further, we acknowledge and understand our obligation to report to [ethicsoffice@ifad.org](mailto:ethicsoffice@ifad.org) any allegation of sexual harassment, sexual exploitation and abuse that comes to our attention during the selection process or the contract execution.
7. The following commissions, gratuities, or fees have been paid or are to be paid with respect to the selection process: *[Insert complete name of each recipient, its full address, the reason for which each commission or gratuity was paid and the amount and currency of each such commission or gratuity.]*

Name of Recipient	Address	Reason	Amount	Currency

(If none has been paid or is to be paid, indicate "none.")

8. We declare that neither our firm/Organization nor any of its directors, partners, proprietors, key personnel, agents, sub-consultants, sub-contractors, consortium and joint venture partners have any actual, potential or perceived conflict of interest as defined in ITC Clause 5 regarding this selection process or the execution of the contract. *[insert if needed: "other than the following:" and provide a detailed account of the actual, potential or perceived conflict].* We understand that we have an ongoing disclosure obligation on such actual, potential or perceived conflicts of interest and shall promptly inform the client and the Fund, should any such actual, potential or perceived conflicts of interest arise at any stage of the procurement process or contract execution.
9. The following criminal convictions, administrative sanctions (including debarments) and/or temporary suspensions have been imposed on our consulting firm and/or any of its directors, partners, proprietors, key personnel, agents, sub-consultants, sub-contractors, consortium and joint venture partners:

Nature of the measure (i.e., criminal conviction, administrative sanction or	Imposed by	Name of party convicted, sanctioned or suspended (and	Grounds for the measure (i.e., fraud in procurement or corruption in	Date and time (duration) of measure

temporary suspension)		relationship to the consultant)	contract execution)	

If no criminal convictions, administrative sanctions or temporary suspensions have been imposed, indicate "none".

10. We acknowledge and understand that we shall promptly inform the client about any material change regarding the information provided in this EOI submission form.
11. We further understand that the failure to properly disclose any of information in connection with this EOI submission form may lead to appropriate actions, including our disqualification as consultant, the termination of the contract and any other as appropriate under the IFAD Policy on Preventing Fraud and Corruption in its Projects and Operations.
12. We understand that you are not bound to accept any EOI that you may receive.

*[Authorized signatory]*

*[Name and title of signatory]*

*[Name and address of firm]*

## Form EOI-2 Organization of the Consultant

### Re: EXPRESSION OF INTEREST FOR PARTNERSHIP IN LIVESTOCK FEED IMPROVEMENT

**Ref: MOALD/SDLD/KELCOP/EOI/05/2024-2025**

*[Provide a brief description of the background and organization of your firm/entity for this assignment. Include the organization chart of your firm/entity. The EOI must demonstrate that the organization has the organizational capability (technical, financial and human) and to carry out the assignment. The qualifications document shall further demonstrate that the organization has the capacity to field and provide experienced replacement personnel on short notice. Key staff CVs are not required at the shortlisting stage.]*

Name of the firm	
Date of establishment	
Country of registration	
Full address of the firm	
Focal point: name, position, contact information (telephone, email):	Name:
	Tel:
	Email:
Number of branches in the country	
Country(ies) of operations with number of branches in each country	
Number of full-time employees	
Number of part-time employees	
Field(s) of expertise of the firm	
Number of professional staff with experience related directly to the assignment	
Subsidiary and associated companies ( <i>wherever applicable</i> ): (details in the following format to be provided for all associates) – (i) Name of the company	

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(ii) Nature of business (iii) Address of the company (iv) Website of the company (v) Brief description of company (maximum of 120 words)	
Any other information that the consultant would like to add:	

**Maximum 10 pages**

**Form EOI-3**  
**Experience of the Organization**

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*[Using the format below, provide information on each relevant assignment for which your firm, was legally contracted either individually as a corporate entity or as one of the major companies within an association, for carrying out services similar to the ones requested under the preliminary terms of reference included in this EOI. The EOI must demonstrate that the organization has comparative advantages and complementary resources (technical, financial and human) and a proven track record of successful experience in executing projects similar in substance, complexity, value, duration, and volume of services sought in this procurement.*

***Maximum 20 pages]***

Assignment name:	Approx. value of the contract (in current US\$):
Country: Location within country:	Duration of assignment (months):
Name of client:	Total No. of staff-months of the assignment:

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Address, and contact details (including email address(es)):	Approx. value of the services provided by your firm under the contract (in current US\$):
Start date (month/year): Completion date (month/year):	No. of professional staff-months provided by associated consultants:
Name of associated consultants, if any:	Name of proposed senior professional staff of your firm involved and functions performed (indicate most significant profiles such as project director/coordinator, team leader):
Narrative description of project:	
Description of actual services provided by your staff within the assignment:	

Name of Firm: \_\_\_\_\_

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# ANNEX 1

## PRELIMINARY TERMS OF REFERENCE

### **EXPRESSION OF INTEREST FOR PARTNERSHIP IN LIVESTOCK FEED IMPROVEMENT**

**Ref: MOALD/SDLD/KELCOP/EOI/05/2024-2025**

#### **1. Client**

The client for this assignment is Kenya Livestock Commercialization Project (KeLCoP).

#### **2. Country background**

In the last ten years, Kenya registered robust economic growth, averaging 5.5 per cent, attributed to the significant political, structural and economic reforms that the country has undergone, resulting in sustained economic growth, social development and political gains. The World Bank initially estimated that the economy would grow by 5.9 per cent in 2020, driven primarily by the services sector, but due to the COVID-19 pandemic, this growth is foreseen to drop to 1.0 per cent in 2020.

The population of Kenya was 47.6 million in 2019 (actual 2019 census), of which 50.5 per cent are females. Seventy-five per cent of Kenyans live in rural areas. Kenya's entrepreneurship and human capital have huge potential for further growth, job creation and poverty reduction. However, the large youth population (18-34 years) and those below 15 years constitute 25 per cent and 43 per cent of the population, respectively, implying a largely dependent population and high youth unemployment, which stood at 18.34 per cent in 2019.

Kenya has an area of 580,370 km<sup>2</sup> (143,974,468 acres), of which less than 20% land is suitable for cultivation, of which only 12 per cent is classified as high potential (adequate rainfall) agricultural land, and about 8 per cent is medium potential land. The rest of the land is arid or semi-arid. Agriculture is key to Kenya's economy, contributing 26 per cent of GDP and another 27 per cent of GDP indirectly through linkages with other sectors. The sector employs more than 40 per cent of the total population and more than 70 per cent of Kenya's rural people. The sector accounts for 65 per cent of the export earnings, provides livelihood (employment, income, and food security needs) for more than 80 per cent of the Kenyan population, and contributes to improving nutrition by producing safe, diverse, and nutrient-dense foods. The sector is also the main driver of the non-agricultural economy, including manufacturing, providing inputs and markets for non-agricultural operations such as building/construction, transportation, tourism, education and other social services.

Kenya broadly practices mixed farming. Small-scale farming systems dominate the Kenya agriculture sector, contributing 75 per cent of total agricultural production, mostly subsistence and minimal surplus for sale. Smallholder farmers face the challenges of **Kenya Livestock Commercialization Project (KeLCoP): *EXPRESSION OF INTEREST FOR PARTNERSHIP IN LIVESTOCK FEED IMPROVEMENT: Ref: MOALD/SDLD/KELCOP/EOI/05/2024-2025***

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decreasing landholdings, limited access to productivity-enhancing technology, declining soil quality, environmental degradation, climate change, weak extension services and low technology adoption, and poor smallholder access to the market. In ASALs, most of the livestock is raised by pastoralists, where infrastructure could be better, and extension and veterinary services are limited. Over 90 per cent of livestock in the local markets are sold by smallholders, making them essential actors that supply to meet national demand for livestock and livestock products.

The livestock sub-sector plays a vital role in Kenya's economy, with a direct contribution of around 42 per cent to the agricultural GDP and 12 per cent to the national GDP. It accounts for 30 per cent of the total marketed agricultural products and provides raw materials for agro-processing and manufacturing. Investment in livestock development directly contributes to increased income and food and nutrition security for livestock-producing households and their communities. Even in the non-arid and semi-arid land (ASAL) areas, the livestock sub-sector constitutes an essential source of family income and food security. Small livestock provides employment and income mainly through dairy and poultry production in high-rainfall areas. The livestock sub-sector is expected to grow rapidly, fueled mainly by a growing population and increasing rates of urbanization, which are expected to rise. As a result, consumption of meat and milk is forecast to expand. Moreover, Kenya is experiencing an annual meat supply deficit of 300,000 Metric Tons (MT). This gap requires a deductive approach to understand why the Kenyan food system is unresponsive to demand.

Small ruminant and poultry sub-sectors are experiencing low productivity and narrow profit margins due to the high cost of feed, poor animal husbandry, the poor state of livestock infrastructure, limited availability of processing facilities and bottlenecks in the supply chain, which hinders the efficient movement of livestock and its product downstream, thus preventing reciprocal livelihood improvement for people in the rural areas. Honey production is deemed low, with most of the honey processed in the country coming from Tanzania. Yet, it is estimated that there is approximately 80% of untapped nectar every flowering season.

In the last decade, low productivity in the sub-sector was exacerbated by the increasing severity and frequency of dry spells and heat waves punctuated by periods of flooding resulting from climate change and climate variability. Pastures are degrading in the ASALs, and little attention is paid to the governance arrangements to protect and manage them at the community level. The increased heat stress reduces water availability, increasing water scarcity and causing rangeland degradation and loss of crucial grazing territory. In turn, farmers are experiencing lower livestock productivity, increased incidence of livestock diseases and consequently higher mortality, and reduced grain quality and yields for animal feed.

Livestock production is an ideal enterprise to improve household food and nutrition security, increase incomes, create jobs and contribute to the sustainable livelihoods of many rural people below the poverty line. The selected value chains, small ruminants, locally improved poultry breeds and bee-keeping are economic activities predominantly carried out by

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women, youth and marginalized population segments. Furthermore, small ruminants can survive harsh weather conditions and contribute very low Green House Gas Emissions (GHGs) to the environment (estimated at 6.5 per cent and 8 per cent, respectively, compared to 41 per cent for beef cattle and 20 per cent for dairy cattle). Poultry and honey production and processing occupy relatively smaller spaces that do not interfere with land for agriculture and can easily be done by women and youth. They are also ideal alternative income-generating activities for populations living in conflict areas within four participating counties (Marsabit, Samburu, Baringo and Elgeyo-Marakwet) driven by cattle rustling practices.

The KeLCoP provides an opportunity to transform the livestock sector, which can sustainably generate significant socio-economic benefits for rural communities. In this regard, the GoK requested IFAD to finance a livestock project in the high-potential pastoral counties. The geographical target is guided by the 2018 Country Strategy and Programme Evaluation (CSPE) for Kenya's recommendation to target investments towards the ASALs to promote commercialization and business development. IFAD and GoK, through the Ministry of Agriculture and Livestock Development (MALD) and participating Counties, designed a new project titled the Kenya Livestock Commercialization Project (KeLCoP).

The Kenya Livestock Commercialization Project is aligned with several of IFAD's corporate mainstreaming priorities, including Nutrition, Climate and Environmental Sustainability, and Gender and Youth, demonstrating IFAD's commitment to promoting sustainable and inclusive rural development in Kenya.

### **3. Background on the Project**

The Kenya Livestock Commercialization Project (KeLCoP) is a six-year project jointly funded by the Government of Kenya (GOK), the International Fund for Agricultural Development (IFAD), Heifer International, Participating Financial Institutions (PFI), and Beneficiary communities. The Project Loan negotiation meeting was held from 25 to 28 August 2020. The IFAD Executive Board approved the Loan on 18 September 2020. The Project came into force on 05 March 2021 with a Completion date of 31 March 2027 and a Loan Closing date of 30 September 2027.

The project goal is to contribute to the government's agriculture transformation agenda of increasing rural small-scale farmers' incomes and food and nutrition security. The development objective is to increase the incomes of 110,000 poor livestock and pastoralist households, especially youth and women, in an environmentally friendly manner in selected project areas of the ten participating counties. The Project areas are Semi-Arid counties (Elgeyo Marakwet and Baringo), Arid counties (Marsabit and Samburu), and the other regions are Busia, Bungoma, Kakamega, Siaya, Nakuru and Trans Nzoia. The targeted value chains are small ruminants (sheep, goats for meat and dairy goats), locally improved breed poultry, beekeeping, and rabbit production (where applicable).

The primary target group comprises very vulnerable, ultra-poor, mostly women-headed households, pastoralist and agro-pastoralist households; commercially orientated pastoralist and agro-pastoralist households; and young women and men involved in production and

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entrepreneurial activity at critical points in the value chain. The project also engages with value chain drivers: farmers with resources to function as livestock breeders, traders, retailers, wholesalers, private sector companies, transporters, private agro-vets, and input suppliers. KeLCoP has a strong focus on the inclusion of women and youth, marginalized tribes and persons with disabilities.

The project is expected to directly benefit 110,000 households, for a total of 495,000 people. Of the total direct beneficiaries, 54 per cent and 30 per cent will be women and youth, respectively. Thirty per cent of the total households will be targeted for nutrition interventions. A minimum of 5 per cent of beneficiaries will be from vulnerable groups (marginalized tribes, persons with disabilities, and persons with HIV).

The project has three components: Component 1: Climate-smart production enhancement for small livestock, Component 2: Support to livestock market development, and Component 3: Project management and coordination.

The first component targets the production level; the second supports the participation of smallholders in the value chain. The third component ensures project coordination, implementation support, the improvement of the institutional and policy environment and finance monitoring and evaluation aspects of the project.

Component 1: Climate-smart production enhancement for small livestock

The component focuses on graduating ultra-poor households out of poverty through an approach which integrates a household methodology, Gender Action Learning System (GALS), with the Graduation Approach as well as building the capacity of market-oriented women and men small-holder farmers to increase their productivity, profitability and well-being.

This is achieved through:

#### 1.1. Integrating Vulnerable HHs into value chains

- Social mobilization: Socio-Economic Assessment and Selection of Area/Households
- Gender Action Learning System (GALS) Training:
- Graduation Package: This package aims to lift 4000 households out of poverty through their engagement in the three selected value chains.
- Grants to Youth Innovative start-ups
- Access to commercial credit for production by facilitating linkages of producers to financial institutions
- Mentoring support and tracking of the Vulnerable Poor Households (Women Youth producers and Persons Living with Disabilities)

#### 1.2. Climate Resilient Production Systems

- County Livestock Feed Strategy
- Upscaling production of grass seeds

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- Feed storage infrastructure
  - Rangeland governance system
  - Rangeland policy support, plans and range mapping (GIS maps)
  - Support to GIS laboratory
  - Climate risk analysis, the integrated pesticide management plan
  - Environmental and social safeguards proposed actions and capacity building

### 1.3. Breed Improvement

- Infrastructure and Equipment to support breed improvement
- Strengthening county breed multiplication Centers
- Develop and manage a community breed Improvement programme
- Technical Assistance to offer expertise in breed improvements
- Training to outreach farmers / elite breeders farmers by technical staff
- Improved breeds (small ruminants for meat and dairy)
- Apprenticeship for young men and women breeders

### 1.4. Animal Health Improvement

- Strengthen the system of disease surveillance and monitoring
- Certificate training for agro vet as para vets for young men and women
- Smart device for agro vets tracking and monitoring diseases
- Behavioral change communication campaign (BCCC) for animal health and disease

### 1.5 E-Extension Services

- E- extension system

## **Component 2: Support to Livestock Market Development**

This component improves market infrastructure and governance in markets within the project counties. This will be achieved through;

### 2.1. Market Infrastructure and Capacity Development

- Upgrading market infrastructure: Rehabilitate 20 markets, two per county (rehabilitation plan that conforms to the 2017 KEBS Livestock Market Standards)
- Develop a Livestock Sale Yard Bill
- Capacity Building Support to Livestock Market Associations (LMAs)
- Support to Regulatory Mechanisms for Markets
- Investor Forums for private sector engagement
- Support to Livestock Marketing Specialist

### 2.2. Building Inclusive value chains

- Matching Grants for smallholder commercial producers

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- Access to commercial credit for value chains (Linkages between producers and rural finance institutions)
  - Grants to Youth Innovative Start-ups
  - Training and peer-to-peer exchange and exposure visits & SSC
  - Training of Young Entrepreneurs
  - Grants to Young Entrepreneurs
  - Map out key entrepreneurship opportunities.
  - Matching Grants for Smallholder Commercial Producers
  - County Level multi-stakeholder platforms (MSPs)
  - Business-to-business (B2B) follow-ups (between producers and buyers/businesses)
  - Building a dashboard for Crowdfunding and E-finance voucher support
  - Facilitate selected beneficiaries' access to crowdfunding platforms.

### 2.3. Value Chain Management Information Systems

- ICT for Market Livestock System
- Design and guide implementation of a platform that crowdsources information the LMA members, County Livestock Officials, Traders, Entrepreneurs, and Cooperative Members,
- Strengthen constituent organizations to become formalized groups as co-operatives.

## **Component 3: Policy Support and Project Management**

This component comprises project management, coordination, and policy and institutional support. This is achieved through.

### 3.1. Policy and Institutional Support to County and National Government

- Livestock Master Plan
- Development of regulations for livestock bill (selected value chains)
- Development of County Level Livestock Strategies
- Developing standards and certification regimes for honey products at the National Level

### 3.2. Institutional Framework and Project Management

- Exchange Meetings, SECAP training and workshops
- Annual Work Plan and Budget Planning,
- Annual Review and environmental safeguards workshops
- Socio-economic and environmental Baseline Survey,
- Socio-economic and environmental Mid-term Survey,
- Socio-economic and environmental Impact Assessment
- Project Completion Report (PCR)

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- Pro-WEIA Assessment (Baseline, Completion)
- Beneficiary Feedback Survey
- Operational costs

### 3.3. Planning, M&E, Learning, Knowledge Management and Communication

- Support to KM Strategy
- Knowledge Management Studies
- Development of KM Products
- Develop a web-based Management Information System (MIS) to facilitate data management
- Exchange Meetings
- Develop Beneficiary feedback, grievance redress and E-Citizen Portal:
- Develop digital technologies and applications that deploy ICT4D approaches (e-extension, e-finance, e-marketing systems)

The Lead Project Agency is the State Department for Livestock Development in the Ministry of Agriculture and Livestock Development. The project institutions are The Project Steering Committee (PSC), Project Management and Coordination Unit (PMCU), County Project Coordinating Committees (CPCCs), County Project Technical Teams (CPTTs), Sub-County project Technical Teams (SCPTTs), Ward Project Implementation Team (WPIT) and Ward Project Committee (WPC).

#### Project summary sheet

<b><i>Name of Project</i></b>	<b>Kenya Livestock Commercialization Project (KeLCoP)</b> Project No .2000002339 Report No. 5382-KE Project Loan No.20000035565 Project Loan No.20000035566
<b><i>Funded by</i></b>	Government of Kenya (GOK) International Fund for Agricultural Development (IFAD) Heifer International Participating Financial Institutions (PFI) Beneficiary communities
<b><i>Key Dates</i></b>	25-28 August 2020      Loan negotiation meeting 18 September 2020      IFAD Executive Board Loan approval 05 March 2021      Loan Signing 05 March 2021      Entry into Force 31 March 2027      Completion Date 30 September 2027      Loan Closure Date
<b><i>Financing</i></b>	The total project costs EUR 78.9 million ( <b>Ksh 9.46 billion</b> ) IFAD loan EUR 46.2 million ( <b>Ksh 5.53 billion</b> ) <b>59%</b> Concessionary (50%) and blend loan (50%) GoK contribution EUR 16 million ( <b>Ksh 1.91 billion</b> ) <b>20%:</b> <ul style="list-style-type: none"> <li>• Taxes and duties EUR 10.6 million (<b>Ksh 1.27 billion</b>) <b>13%</b></li> <li>• Cash EUR 1.2 million (<b>Ksh 148.34 million</b>) <b>2%</b></li> </ul>

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	<ul style="list-style-type: none"> <li>In kind EUR 4.1 million (<b>Ksh 498.34 million</b>) <b>5%</b></li> </ul>
	Beneficiary contribution of EUR9.9 million ( <b>Ksh 1.19 billion</b> ) <b>13%</b> <ul style="list-style-type: none"> <li>In kind account for EUR 7.8 million (<b>Ksh 936.98 million</b>) <b>10%</b></li> <li>Cash in the amount of EUR 2.1 million (<b>Ksh 261.69 million</b>) <b>3%</b></li> </ul>
	Heifer International in the amount of EUR 2.8 million ( <b>Kshs 342.61 million</b> ) <b>4%</b>
	Participating Financial Institutions (PFIs) EUR 3.8million ( <b>Kshs 460.33 million</b> ) <b>5%.</b>
<b>Exchange rates</b>	1 EUR equivalent to USD 1.1848 1 USD equivalent to Kshs 101.18 1 EUR equivalent to Kshs 119.880 <i>Kshs were derived from the above EUR to USD</i>
<b>The Lead Agency</b>	State Department for Livestock (Ministry of Agriculture, Livestock, Fisheries and Cooperatives)
<b>Coverage</b>	Semi-Arid counties (Elgeyo Marakwet and Baringo) Arid counties (Marsabit and Samburu). Other areas are Busia, Bungoma, Kakamega, Siaya, Nakuru and Trans Nzoia
<b>Outreach</b>	Directly benefit <b>110,000</b> households with a total number of <b>495,000</b> people <ul style="list-style-type: none"> <li>Female beneficiaries – <b>267,300 (54%)</b></li> <li>Youth beneficiaries – 148,500 (30%)</li> <li>Marginalized population - <b>24,750 (5%)</b></li> <li>Nutrition interventions 30 % of total households (<b>33,000</b>)</li> </ul>

### Project Wards

SNO	NAME OF COUNTY	NAME OF SUB COUNTY	NAME OF WARDS
<b>1</b>	<b>Baringo</b>		
		Baringo North	1. Kabartonjo
		Baringo South	2. Kisanana
		Tiaty	3. Loyamorok
		Mogotio	4. Marigat
<b>2</b>	<b>Bungoma</b>		
		Kanduyi	1. Bukembe East
		Mt. Elgon	2. Kaptama
		Kanduyi	3. Musikoma
		Tongaren	4. Naitiri
<b>3</b>	<b>Busia</b>		
		Teso South	1. Amukura East
		Bunyala	2. Bunyala North
		Butula	3. Elugulu
		Samia	4. Namboboto
<b>4</b>	<b>Elgeyo Marakwet</b>		
		Marakwet West	1. Cherangany/ Cheborowa
		Marakwet East	2. Sambirir
		Keiyo South	3. Soy North
		Keiyo North	4. Tambach

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SNO	NAME OF COUNTY	NAME OF SUB COUNTY	NAME OF WARDS
<b>5</b>	<b>Kakamega</b>		
		Shinyalu	1. Isukha central
		Kwisero	2. Kisa central
		Lugari	3. Lumakanda
		Butere	4. Marama central
<b>6</b>	<b>Marsabit</b>		
		Moyale	1. Golbo
		Laisamis	2. Kargi / South Horr
		North Horr	3. Maikona
		Saku	4. Sagante / Jeldesa
<b>7</b>	<b>Nakuru</b>		
		Gilgil	1. Gilgil
		Naivasha	2. Mai Mahiu
		Rongai	3. Soin/Solai
		Njoro	Lare
<b>8</b>	<b>Samburu</b>		
		Samburu North	1. Angata Nanyoike
		Samburu Central	2. Lodokejet
		Samburu Central	3. Sunguta Marmar
		Samburu East	4. Wambu east
<b>9</b>	<b>Siaya</b>		
		Bondo	1. North Sakwa
		Alego Usonga	2. South East Alego
		Gem	3. West Gem
		Rarieda	4. West Uyoma
<b>10</b>	<b>Trans Nzoia</b>		
		Cherangany	1. Cherangani
		Endebess	2. Endebess
		Kiminini	3. Nabiswa
		Saboti	4. Saboti

#### **4. Background of the assignment**

To enhance its effectiveness and achieve its development objective and, in the long run, its overall goal, the Kenya Livestock Commercialization Project (KeLCoP) seeks to link up with other relevant institutions in support of shared goals. Entering into a partnership will be based on the specific comparative advantages of the KeLCoP and the partners concerned.

The fight against hunger can only be won in partnership with Governments and other non-government actors. In this regard, KeLCoP is actively pursuing these partnerships to meet the

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project goal. An exceptional level of collaboration between partners is needed to develop the initiatives necessary to transform agricultural production and meet future food and employment demands. Eradicating hunger is about joining forces to scale up successful programs/projects and linking actions for better results.

Partnerships generate potential cost savings and economies of scale, as well as for broadening the scope of technical work and expertise and influencing policy at a far greater scale than would be possible by working alone. This is of particular significance in light of resource constraints and strategies for resource mobilization. Thus, the resources required for establishing or retaining partnerships could be an investment.

In doing so, the Project must work with small-scale producers, helping them increase their production and productivity and linking them to value chains and functioning markets. In the project area, markets are relatively underdeveloped and weakly correlated, and these partnerships will reinforce income and food security improvements.

Livestock feed improvement is critical to enhancing the productivity and profitability of the small ruminant and poultry subsectors in Kenya. However, high feed costs, poor animal husbandry, inadequate livestock infrastructure, limited processing facilities, and supply chain bottlenecks have hampered the efficient movement of livestock and its products downstream, hindering rural livelihood improvement.

Key factors affecting sustainable livestock production in Kenya are the availability of sufficient and quality feeds and their access and affordability for livestock producers. Feeding alone constitutes a significant portion (around 70 per cent) of the total production costs for livestock enterprises. Proper feeding and nutrition directly impact livestock health, fertility, and productivity.

To address the challenges faced by small ruminant and poultry producers, there is a need for comprehensive breed improvement programs that are accompanied by reforms in animal nutrition and feeding practices. Transitioning to modern commercial breeds or intermediate crosses must go hand in hand with providing the appropriate feed that meets the specific nutrient requirements for enhanced genetic potential. Failure to provide adequate feeding results in untapped potential and wastage of valuable genetic resources, reducing overall animal performance and potential metabolic disorders.

Recognizing the significance of livestock feed improvement, the project aims to develop county feed storage facilities in all ten project counties. This development will be clustered into four counties in arid and semi-arid regions (ASAL) focusing on pastoral and agro-pastoral production systems and six non-arid counties focusing on improved poultry and dairy goats. By strategically improving feed storage and accessibility, the project aims to address the challenges related to feed availability and affordability, thereby enhancing livestock productivity and livelihoods in rural areas.

To achieve its goals, the project is actively seeking partners to support livestock feed improvement efforts. Collaborations with stakeholders in the livestock industry, including feed manufacturers, agricultural researchers, extension services, and NGOs, are critical in

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implementing effective feed improvement programs. The project can access technical expertise, financial resources, and knowledge-sharing opportunities through partnerships to enhance feed production, storage, and distribution systems.

## **5. Overall Objectives**

The Project Goal is to contribute to the Government's agriculture transformation Agenda of increasing rural small-scale farmers' incomes, food and nutrition security. The development objective is to increase incomes of 110,000 poor livestock and pastoralist households, especially youth and women, in an environmentally friendly manner, in selected project areas of the ten participating counties.

## **6. Objectives of the assignment**

The partnership's objective is to complement the KeLCoP in achieving its development objective of increasing the incomes of 110,000 poor livestock and pastoralist households, especially youth and women, in an environmentally friendly manner in selected project areas of the ten participating counties through collaboration and co-founding in livestock feed improvement.

## **7. Scope of work**

KeLCoP is seeking partners from Government agencies, Non-Governmental Organizations (NGOs), private sector partners, research institutions, and farmer organizations with strong presence and experience working with similar beneficiaries, value chains and Counties. The partners must have comparative advantages and complementary resources (technical, financial or human) to achieve the intended project outcomes.

The partners will help:

- i. **Establish Feed Storage Facilities:** The partners will collaborate with county governments to set up feed storage facilities strategically located across the project counties. These facilities will help in proper storage and preservation of various feed resources, such as forage, hay, silage, and other feed supplements.
- ii. **Provide Infrastructure and Equipment:** The partners will support acquiring and installing essential infrastructure and equipment for feed production and management. This may include hay sheds, baling machines, hay-harvesting equipment, and other labor-saving tools to improve feed handling and storage.
- iii. **Provide Technical Assistance:** Technical experts from the partnering organizations will assist county governments and stakeholders in conducting feed assessments, formulating balanced feed rations, and establishing effective feed production systems. They will also help develop a comprehensive livestock feed strategy tailored to each county's needs and resources.
- iv. **Build Capacity through Training:** Training sessions will be organized for farmers, extension workers, and other stakeholders to enhance their knowledge and skills in feed formulation, management, and animal nutrition. This capacity-building effort

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ensures that the available feed resources are optimally utilized for better livestock productivity.

- v. **Develop and Promote Feed Technologies:** The partners will introduce and promote innovative feed technologies, such as silage production, feed processing techniques, and feed supplements. These technologies will help improve the quality and availability of feed, even during periods of scarcity.
- vi. **Advocacy and Policy Development:** The partners will engage in advocacy efforts to raise awareness about the importance of livestock feed improvement and its potential impact on rural livelihoods. They will also work with relevant stakeholders to develop supportive policies and regulations for feed production, storage, and distribution.
- vii. **Monitoring and Evaluation:** The partners will monitor and evaluate the implementation of the county feed strategy to assess its effectiveness and identify areas for improvement. Regular feedback and data collection will help adapt the approach and ensure the project's success.

The project will also support grass seed production, including fencing, water supply, and the initial supply of indigenous grass seeds to 100 groups in ASAL counties. They also support establishing feed storage facilities and providing infrastructure and equipment, e.g., hay sheds, balling equipment, hay harvesting equipment and other labour-saving equipment. The project is seeking partnerships to:

- i. **Conduct Capacity Building:** The partner will provide training and technical assistance to farmers and seed producers
- ii. **Develop and promote new technologies on grass seeds**
- iii. **Establish seed production centres e.g. seed farms and seed processing facilities**
- iv. **Develop distribution channels: seed fairs, seed shops and seed networks to ensure high-quality grass seeds**
- v. **Monitoring and evaluation**

## **8. Capacity Building and Transfer of Knowledge**

The partnership will entail a participatory approach to designing and implementing capacity-building and knowledge-transfer programs. This will involve project implementers at all levels and train trainers and beneficiaries. This will ensure that the training and knowledge transfer programs are tailored to the specific needs and contexts of primary beneficiaries and are more likely to enhance the beneficiaries' capacity and livelihoods.

KeLCoP recognizes that effective capacity building and knowledge transfer by partners to beneficiaries requires a collaborative and participatory approach involving the primary beneficiaries. The KeLCoP will work closely with partners to ensure they can effectively engage with primary beneficiaries and deliver appropriate training and knowledge transfer programs.

## **9. Reports and schedule of deliverables**

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The KeLCoP and its partners will establish a reporting and deliverables schedule as part of the partnership agreement. The schedule will outline the specific reports and deliverables that partners are expected to provide to the Project and the timelines for submission.

The reporting and deliverables schedule will include the following:

- **Periodic progress reports:** Partners are typically required to submit quarterly progress reports to the KeLCoP, outlining the progress made towards achieving project objectives and milestones. The progress report should also include any innovations, lessons learnt, challenges encountered and recommendations for addressing them.
- **Periodic financial reports:** Partners must submit annual financial reports to the KeLCoP, outlining the financial transactions and expenditures for project activities.
- **Deliverables:** The schedule of deliverables will outline the specific outputs that partners are expected to deliver as part of their partnership with the KeLCoP. This may include reports, training materials, and other deliverables.
- **Timelines:** The reporting and deliverables schedule will outline the timelines for submitting the various reports and deliverables. These timelines will be aligned with project milestones and deadlines.

To ensure effective collaboration and timely delivery of reports and deliverables, the Project and its partners will establish clear communication channels and mechanisms for regular feedback and support. This will include regular meetings, email updates, and other forms of communication as needed. By establishing clear reporting and deliverables schedules and effective communication mechanisms, the KeLCoP and its partners will ensure that project activities are well-coordinated and that progress is effectively tracked and reported.

## **10. Qualifications for the Partnership**

The qualifications for partnership with the KeLCoP are geared towards identifying partners with the necessary experience, capacity, and commitment to effectively contribute to achieving the Project's objectives and generating sustainable impact in the livestock sector.

Below are the general qualifications.

1. **Experience and expertise:** Partners must have relevant experience and knowledge in the livestock sector or related areas. This may include expertise in Gender and Social Inclusion, Business Development Livestock Production, Climate Resilient Production Systems, Livestock Marketing Development and Knowledge management and learning.
2. **Local presence:** Partners must have a solid local presence in the target areas of the KeLCoP. This may include established networks with primary beneficiaries and other stakeholders in the target areas.

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3. **Financial capacity:** Partners must have the sufficient financial capacity to undertake the activities outlined in the partnership agreement. This may include the ability to mobilize resources and manage finances effectively.
  4. **Institutional capacity:** Partners must have the strong institutional ability to undertake the activities outlined in the partnership agreement. This may include having appropriate systems and procedures for managing human resources, procurement, financial management, and other vital areas.
  5. **Alignment with KeLCoP objectives:** Partners must demonstrate a strong alignment with the objectives of the KeLCoP and a commitment to achieving these objectives.
  6. **Compliance with legal and regulatory requirements:** Partners must comply with all relevant legal and regulatory requirements in Kenya and the countries where they operate.

#### **11. Location and Period of execution**

The partnership agreement will be executed for the duration of the project life but will be renewed annually, subject to successful performance.

#### **12. Project coordination**

The project Coordinator will be the overall supervisor of the assignment

#### **13. Services and facilities to be provided by the client**

KeLCoP identifies and provides all the target project beneficiaries and the funds required to provide services.

#### **14. Services and facilities to be provided by the organization**

The service and facilities will be agreed upon in the partnership agreement.

## ANNEX 2

### Qualification and Evaluation Criteria

#### Preliminary Requirements-Attach documents

- a) PIN Certificate
- b) Valid Tax compliance certificate from Kenya Revenue Authority (KRA)
- c) Copy of Business Registration/Certificate of incorporation as applicable
- d) Valid trading license/Business permit as applicable
- e) CR12 for limited companies, detailing the list of Directors and shareholding & copies of Identification Cards (ID) for Directors as applicable.
- f) Compliance with other legal and regulatory requirements. Partners must comply with all relevant legal and regulatory requirements in Kenya for the thematic area

Item	Criteria	Points
For specific experience, evidence shall include successful experience in the execution of <b>assignments</b> of a similar nature and scope of works during the <b>last 10 years</b>		
<b>A.</b>	<b>General experience</b>	<b>10</b>
(i)	General experience: the organization has been in existence for 10 years	10
<b>B.</b>	<b>Specific experience-attach documentary evidence</b>	<b>90</b>
(i)	<b>Experience and expertise:</b> Partners must have relevant experience and knowledge in the livestock sector or related areas. This may include expertise in Gender and Social Inclusion, Business Development, Livestock Production, Climate-Resilient Production Systems, Livestock Marketing Development, and Knowledge management and learning.	20
(ii)	<b>Local presence:</b> Partners must have a solid local presence in the KeLCoP's target areas. This may include established networks with primary beneficiaries and other stakeholders in the target areas.	20
(iii)	<b>Financial capacity:</b> Partners must have sufficient financial capacity to undertake the activities outlined in the partnership agreement. This may include the ability to mobilize resources and manage finances effectively.	20

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(iv)	<b>Institutional capacity:</b> Partners must have the strong institutional ability to undertake the activities outlined in the partnership agreement. This may include having appropriate systems and procedures for managing human resources, procurement, financial management, and other vital areas.	20
(v)	<b>Alignment with KeLCoP objectives:</b> Partners must demonstrate a strong alignment with the KeLCoP's objectives and a commitment to achieving these objectives.	10
	<b>Total Points</b>	<b>100</b>
	<b>Minimum points required to pass</b>	<b>70 points</b>