

Call for Concepts Fruits and Vegetables Initiative

1. ABOUT PROSPERO

Prospero Limited supports private sector development and facilitates impact investment, transitioning growth-stage businesses across Zambia into viable recipients for impact capital. We focus on companies that will have an impact on the development of Zambia.

OUR KEY SERVICES INCLUDE:

- Strengthening innovative, inclusive, and environmentally sustainable business models (e.g., designing and developing climate-smart solutions with agribusinesses and renewable energy solutions for rural entrepreneurship hubs in remote locations).
- Enterprise-led market development in key sectors of the Zambian economy (e.g., facilitating development and coordination of market-led value chains).
- Identifying and building capacity of high-growth potential businesses.
- Developing innovative and impactful financing mechanisms.
- Investment facilitation services (e.g., SME investment readiness preparation and investor linkages).

We rely on a combination of the resources, experience, and expertise of external service providers to support our interventions. Some services are procured with service providers contracted according to specific delivery needs.

2. ABOUT THIS FACILITY

Prospero's Food and Agriculture Sector aims to support Small and Medium Enterprises in scaling up their businesses and innovating to operate within formalised value chains, making them competitive in domestic, regional, and international markets.

After analysis and consultation with stakeholders in the fruits and vegetables sectors, Prospero has developed this co-financing facility below

The co-financing facility is open to **any private sector or not-for-profit organization** involved as a direct partner or a general stakeholder.



Facility	Facility Description
<p>Fruit and Vegetables Sector Development</p>	<p>Prospero is interested in receiving concepts that will scale up or innovate their businesses around the following:</p> <ul style="list-style-type: none"> • Development of models to increase the capacity for smallholder farmers to access inputs and extension services related to climate smart technologies and innovations. • Provide climate smart agriculture trainings to smallholder farmers in fruits and vegetable production • Partner with fruits and vegetable aggregators to adopt and implement food safety standards and certification requirements • Development of aggregation models and solutions to reduce food wastage and preserve shelf life and freshness of the fruits and vegetables. <p>Geographical focus of business operations: Copperbelt and North-Western Provinces.</p>

The funding structure of these facilities is:

Facilities	Facility Structure	Prospero Contribution (Indicative range)
<p>Cost-sharing reimbursable grants</p>	<p>Cost-sharing grants are intended to share costs of project implementation between Prospero and the grantee Organisation (and, if relevant, other third-party project partners). At all times, Prospero will want to leverage as much applicant/partner financing as possible so please be realistic as you develop your proposal. Prospero is unlikely to fund any project with no applicant contribution. Our traditional co-financing threshold is 50% of eligible project costs, but at its discretion, Prospero may finance 100% of eligible costs where particular innovation is demonstrated, considering a proportional level of expected impact.</p>	<p>£10,000 up to £50,000</p> <p>For investment concepts outside of the indicative range, please contact Prospero <u>prior to submission</u>.</p>



	<p>All grants awarded by Prospero are reimbursable. This means that a successful applicant will be able to receive funds after specific results are achieved throughout the project.</p> <p>For successful proposals, Prospero's grant contribution to the overall project budget will be assessed according to the quality of the proposal, the organisation's capacity and ability to invest their own funds or resources.</p> <p>Prospero contributes to a partner's costs of accessing specialist technical expertise during the design and/or implementation of the project; or costs to support private sector that have identified specific commercial opportunities for innovation, incentivize investment and offset some of the risks of business innovation.</p>	
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3. PRINCIPLES FOR COMPETITIVE CONCEPTS

Project concepts should be developed within the following principles in mind:

- Concepts should introduce some level of innovation in terms of the business model, a new product or service, or a particularly convincing way that will address the relevant facility's goals.
- Prospero is looking for innovative, high-impact projects that meaningfully benefit large numbers of Zambian individuals and/or MSMEs, proportional to the size of the investment. Be advised that only the best value-for-money and high-impact projects will be considered. Funding is not guaranteed.
- Concepts providing benefits to women, youth, or rural or populations are strongly encouraged.
- Concepts from women-owned organisations or those that benefit women-owned MSMEs are strongly encouraged.
- Concepts should be as commercially oriented as possible.
- Applicants should display sufficient capacity (technical, management and financial) to implement the proposed project successfully and account for funds provided.
- All other project aspects being equal, projects likely to deliver greater outcomes and in which the partner(s) contribute(s) a larger proportion of the total project budget will be

more competitive for funding. This will be assessed and judged internally by the Prospero team.

4. APPLICATION PROCESS AND ASSESSMENT

Successful concept notes will proceed to a full proposal stage. When assessing which concepts notes are approved to proceed to a full proposal stage, Prospero is guided by the following factors:

- Private sector companies or organisations that can provide **innovative and scalable solutions** that address the issues named in the above table and that can attract commercial investment.
- Private sector companies or organisations that can provide innovative and scalable solutions for **climate change adaptation, resilience and/or mitigation** and **inclusive business models** (especially inclusion of women and youth) in the selected small livestock sectors.
- Private sector companies or organisations that are able and willing to collaborate with other value chain players in the selected geographic areas to achieve scalable businesses and hence a competitive agriculture sector with significant development impact.
- Private sector companies or organisations that make investments that create or sustain, quality jobs, skills, income opportunities for low-income Zambians and/or marginalized populations (women, youth, disables and rural populations)

At the proposal stage, Prospero will request the applicant to develop a project. Eligible costs for grant funding include reasonable and actual costs related to project setup, capital assets, one-off project operations costs and other one-off costs related to project implementation. Vehicles are only eligible in very specific circumstances where need is clearly explained, and no other transportation option is appropriate.

Detailed guidance on this process will be provided at the proposal stage.


5. ELIGIBILITY AND SUBMISSION GUIDELINES FOR CONCEPTS

a) **Who may apply:**

Registered and tax-compliant **for-profit and non-profit organisations** (including business associations) are eligible to apply. **Individuals are not eligible.**

b) **Submission guidelines:**

- Applicants should visit the Prospero Limited website (<https://prospero.co.zm/>) to review available calls and submit their information, specifying their preferred sector and



initiative. After you submit these details, you will receive a concept note template and a self-assessment form.

- Applicants should complete the relevant concept note template with as much succinct clarity as possible.
- Please email the following documents to grants@prospero.co.zm the subject line formatted as such: “[Name of submitting organisation] – Concept note for [Name of Call]”.
 - A fully completed concept note template
 - A budget estimate in Zambian kwacha (ZMW) or British Pounds (GBP) only (as accurate as possible)
 - A fully completed self-assessment due diligence template
- All applicants will receive feedback following Prospero's review of concept note documents. Submissions of concept notes that do not contain ALL the relevant documents may be disregarded.
- Prospero retains the right to cancel the Call for Concept Notes under circumstances such as insufficient responses, changes in project requirements, legal or regulatory compliance issues, or budgetary constraints, ensuring transparency and adherence to legal obligations.
- Concepts will be accepted on a rolling basis until 19th July 2024 at 5:00 pm (or sooner, at the discretion of Prospero). Concept notes will be evaluated in the order in which they are submitted. Prospero’s decisions on concept note applications are final.