

Call for Interest for a grant

– To SMEs in Clean/Renewable Energy/CSA interested in expanded their distribution and services in Northern Nigeria

Executive Summary

Market development opportunities exist for entrepreneurs and businesses willing to expand the marketing and distribution of their clean energy products and services to target the mass market and address their energy needs.

Specific business areas include; **efficient Cook Stoves, Solar drying services, Agroforestry, Climate smart agriculture, Clean Energy deployment (solar pumps, wind pumps, organic farming, weather-based index insurance, etc.), Waste management and Production of briquettes using agricultural wastes.**

Background

Propcom Mai-karfi (PM) is a market-driven programme funded by UK aid which aims to reduce poverty in northern Nigeria by intervening in markets that matter most to poor women and men. Partnering with the private sector and government agencies, Propcom Mai-karfi uses an adapted 'Markets Development' Approach to create systemic changes in agricultural and rural markets in northern Nigeria so that poor people get a better deal for their businesses and have access to vital goods and services. See www.propcommaikarfi.org

The Challenge and the opportunity

- Climate change leading to decreasing rainfall and drop in yield
- There is need for varying irrigation facilities due to increasing desertification and loss of 350,000 hectares every year
- >20Million farming population in need of improved technologies and clean energy with diminishing availability of natural resources.
- Unmet demand for fuel efficient energy in the mist of decreasing trees (48% of forest lost between 1990 and 2010. FAO, 2012)
- Unmet demand for irrigation-fed farming in the North;

Propcom-Maikarfi (PM) will be offering leverage to interested businesses in one or more of the above identified areas – **Investment risk sharing, Research support and Market linkages at multiple levels**, across critical value chains.

Who can apply (Eligibility)

- Fabricators, marketers, associations, private sectors, SMEs/businesses willing to expand their network and presence to **North-East Nigeria, Kano, Kaduna, Jigawa states**.
- SMEs/businesses with a clear business model and marketing strategies with the potential to reach the rural poor
- SMEs/businesses passionate about exploring new market opportunities

How to apply

Eligible and interested SMEs/businesses should send the following details as one attachment to: info@propcommaikarfi.org with a copy to Hyakubu@propcommaikarfi.org on or before the 30th of April, 2019.

- Business name
- Area (s) of interest from the list above
- CAC certificate (Separate Attachment)
- Names and contacts of Directors/Owners of Business
- Years of experience in business/area of interest
- Current states of coverage
- History of project implementation/collaboration with NGOs
- Annual business turnover

All shortlisted SMEs and firms will be contacted within one week of the advert closing dates with more information on the next steps.