



REQUEST FOR EXPRESSION OF INTEREST (EOI)

Ghana CARES Economic Enclave Project (EEP)

A. BACKGROUND

The Ghana COVID-19 Alleviation and Revitalisation of Enterprises Support (CARES) "Obaatan Pa" Programme, sits at the core of the President's vision for economic transformation. Towards the realisation of this vision, the Government of Ghana (GoG) in the 2021 Budget Statement and Economic Policy, prioritised the Economic Enclaves Project (EEP), under the Ghana CARES Programme to boost the production capacity of the country's major food staples, including rice, maize, soya, vegetables and poultry, in order to promote import substitution. This Project also aims to strengthen agri-business value-chains and provide avenues that will support and sustain youth unemployment.

The Ghana CARES Economic Enclave Project is designed as an integrated agricultural precinct, located in a modern and well-resourced community, within selected Regions. The first of these enclaves is being piloted on a 4000 Ha (10,000 acres) farm-land secured at Kasunya, near Asutsuare in the Shai Osudoku District of the Greater Accra Region.

B. PROFILE OF THE PROPOSED EEP PROJECT

Specifically, through the EEP, Government seeks, amongst others, to:

- i. To secure and support the development of a minimum of 110,000 acres of arable lands in selected Regions, by providing appropriate public infrastructure support, including climate-smart irrigation systems, mechanization, processing technology, road access to farms as well as markets, electricity, etc, to de-risk and leverage private sector investments in large scale commercial agriculture value chains.
- ii. Select Private Investors/Anchor Tenant farmers, with demonstrated capacity to invest in and cultivate the developed lands, relying on significant participation of youth entrepreneurs in agriculture, and achieve a competitive return on the investment.

C. INVITATION TO PROJECT PARTNERS

The Ghana CARES "Obaatan Pa" Program hereby extends Invitations to **Applicants interested in participating in the Economic Enclave Project, in relation to two distinct frameworks, as follows:**

- i. Private Land Owner
- ii. Anchor Investor/Anchor Tenant Farmer.



D. 1. PARTICIPATION AS PRIVATE LAND OWNER

Potential private players may submit their responses and express their interest in interventions that clearly prioritize the provision of unfettered access to litigation-free cropland, green or brownfield, for use as an Economic Enclave.

D.1.2. EOI Evaluation Criteria for Land Owners.

MiDA shall exercise the right to conduct extensive due diligence to seek to verify any or all claims in any of the submissions. All applications, once received by MiDA, are deemed to have automatically given MiDA the unrestricted right to conduct the necessary verification of claims.

The following criteria will be applied in selecting the short listed Land Owner(s) for the Activity on a pass / fail basis:

The suitability of the proposed Land on offer will be evaluated based on the following:

- Size of land on Offer; not less than 4000 hectares (10,000 acres)
- Proximity to adequate source of water to irrigate the parcel of land on offer
- Proximity of land to electricity supply
- Suitability of the soil for the target crops
- Availability of a Lease for a minimum of 30 years
- Up to date Site Plan, to speed up any relevant searches at the Land Commission.
- Readiness to supply a Deed of Conveyance, Lease, or a Sub-lease for each parcel of land.

D. 2. SUBMISSION GUIDELINES FOR LAND OWNERS.

Expression of Interest should be marked, "**EOI: PARTICIPATION AS PRIVATE LAND OWNER- GHANA CARES ECONOMIC ENCLAVE PROJECT (EEP)**".

Interested Private Land Owners should submit their sealed applications in two (2) copies and one (1) soft copy version no later than 15:00 hours on Wednesday 26th April, 2023 to the tender box in MiDA, 4th Floor, Heritage Tower, Ridge West, Accra.

Addressed to:

The Chief Executive Officer
Millennium Development Authority
4th Floor Heritage Towers
6th Avenue Ridge West
Accra

The Application must contain the full name, address, contact numbers and email address of the person and/or the entity who should receive any subsequent solicitation documents should the Application be accepted



E. 1. PARTICIPATION AS AN ANCHOR INVESTOR OR ANCHOR TENANT FARMER

The Economic Enclave Project seeks a private investor and/or anchor tenant farmer with demonstrated capacity to set up and contribute significantly to the realization of the Enclaves' objectives. .

E.1.2. Definitions:

- a. **Anchor Investor:** A long-term Investor who seeks to secure leased access to developed or undeveloped offering a minimum of 30 years security of tenure.
- b. **Anchor Tenant Farmer:** A medium-term Investor who seeks to secure leased access to developed and prepared with a minimum of 2-5 years renewable rental security of tenure.

E.1.3. EOI Evaluation Criteria for Anchor Investor or Anchor Tenant

Interested Participants must provide the under-listed information in the Expression of Interest Document. The EOI must state the Applicant's own Strategy and Capability to undertake the following:

1. To recruit, train and involve youth actors to participate as out-growers or in-growers in the allotted parcel of land in the Enclave
2. To provide farming inputs and basic technical services, (e.g., Production Inputs, field preparation including tractor services, harvesting, and irrigation access), to own in-growers and out-growers at an agreed cost in each cropping season;
3. To provide market access for the outputs/produce of in-growers and out-growers.
4. Provide details on Key Stakeholders, Partner Organizations and Key Staff who shall be critical to the delivery of the Proposed Farming Project.
5. Provide information on Institutional/Corporate Strengths, known opportunities and previous experiences and/or expertise that will support the realization of the Ghana CARES Programme's Objectives.
6. Any other information that will support this submission.

E.2. SUBMISSION GUIDELINES FOR THE PRIVATE INVESTOR/ANCHOR TENANT

Expression of Interest should be marked, **"EOI: PARTICIPATION AS PRIVATE INVESTOR/ANCHOR TENANT- GHANA CARES ECONOMIC ENCLAVE PROJECT (EEP)"**.

Applicants are invited to submit the following Documents:

- ⊖ A Corporate Profile, Company Registration, Certificate of Commencement and Tax Certificates
- A 3-Year Business Plan – (not more than 10 pages)
- Audited Financial Statements - last 3 years



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- o High-Level Budget on areas of activity where the CARES Programme will be required to intervene and/or support.

Additionally:

- i. The Applicant's onboarding and impact pitch response should not exceed 3 pages
- ii. The Response should be submitted in Microsoft Word or Rich-Text format, to aid review and collaborative discussions.
- iii. For all correspondence, the Applicant must provide Contact details (an active email, telephone numbers) or a Single Point of Contact, if an Organization.

Interested Private Investors/Anchor Tenant should submit their sealed applications in two (2) copies and one (1) soft copy version no later than 15:00 hours on Wednesday 26th April, 2023 to the tender box in MiDA, 4th Floor, Heritage Tower, Ridge West, Accra.

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F. CONTACT POINT FOR EEP

For information on the Economic Enclaves Programme and component Projects, kindly consult the following websites

- MiDA website at www.mida.gov.gh
- Ghana CARES website at www.ghanacares.gov.gh

For enquiries, requests for clarifications, etc., please contact the CARES Coordinator, Millennium Development Authority via email: marmah@mida.gov.gh , and cc: procurement@mida.gov.gh

As listed above, Applicants who meet the Eligibility Criteria for any of the Proposed Criteria are invited to submit an Expression of Interest (EOI).

Applicants must indicate clearly their preferred participation/partnership model in the EOI Document; either as Private **Land Owner**, Private **Anchor Investor/or Anchor Tenant Farmer**.

G. TIMELINES FOR THE ISSUANCE/SUBMISSION OF EOI

Applicants should note that the Issue and Submission Dates for the Expression of Interest are:

Expected Issue Date:	31 st March 2023
Submission Date:	26th April 2023 – 15:00 hours



PROGRAM RATIONALE AND SCOPE

A. BACKGROUND AND CONTEXT

Ghana's agricultural sector is of strategic importance to the economy. It contributes about 21.4% of Gross Domestic Product (GDP), remains the largest employer, employing about 54% of the total workforce and provides the main source of livelihood for majority of the country's poorest households.

However, despite agriculture and agriculture adjacent activities offering the most immediate means of employment and income generation, the sector remains unattractive to young Ghanaians. With rising unemployment among some 13 million young Ghanaians, between the ages of 15-35, coupled with an ageing farmer population; who are also poorly equipped to sustain the country's food needs), deliberate action is required to ensure and sustain food security and to tackle the unemployment challenge.

To this end, an enabling environment that incentivizes youth-driven private enterprises, is key to unlocking the estimated \$20-billion-dollar Ghanaian food market in 2030, as projected by the Ministry of Finance. Factors limiting this \$20bn dollar potential have been identified as largely due to a lack of strategic infrastructural subsidy support for agriculture.

Consequently, Government has secured 10,000 acres of land in the Tsopoli Agutor District, to be dedicated to the production of rice and vegetables. Through the Ghana CARES "Obaatan Pa" initiative, the Ministry of Finance and the Millennium Development Authority, (MiDA), as the Program Coordinator are collaborating with the Ghana Irrigation Development Authority (GIDA), the 48 Engineers Regiment of the Ghana Armed forces, to provide land clearing and development interventions, the development of irrigation canals and the development of roads and the installation of utility infrastructure (electricity).

Analysis from the Ministry of Agriculture estimates that, Ghana needs to scale up rice production by an extra 110,000 ha to achieve rice self-sufficiency. We encourage private actors with arable and litigation-free land, located in Districts within the Volta basin to apply to the EEP, indicating the acreage of land they own and available to be offered for use under the EEP.

In recent years, the Government of Ghana has implemented many flagship Programs aimed at increasing agricultural productivity, and unlocking opportunities for potential and existing agribusinesses in prioritized value chains, including rice, soybean, tomato and poultry. Notwithstanding the investment made in the sector, additional strategic investments in infrastructure, markets and technical assistance will be required to unlock the full potential of these value chains and significantly de-risk agriculture.

The Ghana CARES Economic Enclave Program seeks to de-risk agriculture by providing or facilitating the following infrastructure interventions

- Provision of Sustainable Climate Smart Energy systems across all CARES Economic Enclaves;
- Construction of sustainable irrigation systems;
- Construction of farm interconnecting roads networks;
- Establishment of sustainable accommodation facilities.
- Supply of power to farming enclaves



B. ADDENDUM

Targeted Value-Chain

I. Rice

Despite the relatively long history of rice production, Ghana's rice self-sufficiency ratio stands at 37% with a high import dependency ratio of 63%¹. Under this prevailing condition, rice producers and the country at large, lose potential revenue and foreign exchange earnings annually. Although policies and strategies have been implemented over the years to significantly address this, the rice industry faces several challenges. The current average national output for rice under rainfall conditions stands at 3.3MT/ha which is below the potential yield of 6.0MT/ha².

Other key challenges along the value chain include poor rice quality due to limited adoption of improved technologies (improved varieties, production technologies, processing equipment, etc.), limited access to inputs and support services, high cost of mechanization services, limited extension advisory services, insecurity of land tenure systems, socio-cultural barriers limiting women's participation, low investment and inadequate working capital, poor transportation and storage infrastructure, inadequate irrigation facilities, and limited institutional capacities.³

The proposed intervention must seek to address the challenges outlined above from pre-production, through to post-harvest activities along the entire rice value chain to improve production and enhance the value chain competitiveness.

II. Poultry

Poultry products are a common source of protein for many Ghanaians. As such, there is a great demand for poultry. In fact, per data from the Ministry of Food and Agriculture (MoFA), the average national requirement for poultry was about 244,000 metric tons from 2018 to 2020. Ironically, domestic poultry production was significantly low. Over the same period, local production recorded an average of 64,000 metric tons-representing an average local production shortfall of 180,000 annually.

To address the above issue, Ghana has had to depend heavily on imported chicken. Using 2018 to 2020 as the reference period, MoFA estimates that the volume of imported chicken stood at an average of 260,000 tons (valued at US\$ 370,000,000). The sheer amount of foreign exchange committed to poultry imports contributes to the reasons for the weakening of the local currency, a problem which requires immediate solutions to strengthen the national economy.

¹ Statistics Research Information Directorate of Ghana's Ministry of Food Agriculture (SRID, 2020)

² (MoFA SRID, 2020)

³ National Rice Development Strategy (NRDS, 2019)



III. Tomato

Tomato and related products, constitute one of the highly consumed vegetables/fruits in Ghana. From sauces to soups, they form a critical ingredient in almost every Ghanaian meal. Tomatoes are mainly cultivated within the central forest to northern savannah zones of the country. According to the International Food Policy Research Institute (2020), production cycles can span from December to April (mainly irrigated production in northern Ghana) and then continue with rain fed production.

National tomato consumption is estimated at 450,000 tons (FAO, 2019). However, local production of the commodity falls short. According to 2019 data from MoFA, domestic tomato production is around 420,000 tons. The gap in demand and supply is often addressed with imports estimated at 7000 tons/year (FAO, 2019). With the need to promote import substitution and ensure sustainable food security, EEP has prioritized investments in national tomato production.

IV. Maize

Maize is one of the most consumed cereals in Ghana. IFPRI reports total maize supply in 2016 was approx. 1,940,000 tons (90% national, 10% import). Of the total maize marketed (1,070,000 tons), about 25% fed processing industries, 33% was used as feed for animals (including poultry) and 45% consumed by households. In effect about 58% of marketed maize was put to non-domestic use while only 45% were used for domestic purposes.

Considering that maize forms a great component of feed for animals like poultry, it is important for Ghana to increase production to help enhance domestic poultry production.

V. Soybean

Soybean production is of high economic importance and nutritive value to many countries globally. In Ghana, the soybean commodity is prioritized and promoted in the Food and Agriculture Sector Development Policies as a food and nutrition security and income generation crop. While the country is currently self-sufficient in soybean production for household consumption, annual production falls short of what is required for use in animal feed formulations. In meeting this domestic feed requirement, the country imports significant quantities of soy-based products annually (85,238MT in 2017; 127,453 MT in 2018).

Production of soybean is dominated by smallholder farmers cultivating an average of 2ha of land. The national average yield of this legume, under rain-fed conditions is 1.7MT/ha, representing 53.7% of the potential yield of 3.0MT/ha⁷. In the presence of this untapped production potential lie some critical challenges that require attention. They include limited availability/access to quality seeds of improved varieties, poor seed storage conditions and infrastructure and non-adherence to GAPs (IFJ8, 2018).

The EOI is posted on the Ghana Cares website (<https://www.ghanacares.gov.gh/>) and the MIDA website (<https://www.mida.gov.gh/>)