

Call for Proposals date

11 April 2022

Assignment

For Business Case and Access to Finance for Agroforestry

Questions Received

Until 2 May 2022, Ecookim and IDH have received the following questions and have responded as follows:

1: Regarding the agroforestry design of ReNature/Progreso and Unique Forestry:

- Will agroforestry be implemented on existing cocoa parcels? or do you contemplate parcel regeneration that would include annual crops and new cocoa seedlings?

Yes, the first phase of the agroforestry roll-out (Ecoogreen 21) was implemented on existing cocoa parcels. It included fruit trees and community reforestation, which will continue into the second phase. ReNature/Progreso study was an indicative guide for a possible agroforestry scheme at Ecookim.

- Did you already define an implementation plan (# of years, # of beneficiaries, # of trees planted, # of ha planted/restored)?

Yes, the implementation plan for the second phase, Ecoogreen 22 has already been defined and includes roughly 9,000 producers across 22,000 ha.

- Do you foresee a specific area for implementation (given the current geographic spread of ECOOKIM across Côte d'Ivoire)?

The implementation will include 22 cooperatives across Côte d'Ivoire with some focus on Guémon.

2: Regarding the data already available:

- Did FOA collect data about farm management (input use and costs, labor use and costs)?

FOA has data related to the implementation costs of agroforestry but not on farm management overall.

- Does FOA have data on market prices for timber and non-timber forest products?

Not on timber/NTFPs.

- Have you computed the implementation costs of the recommended agroforestry model?

Yes, the available data will be used as the basis for model calculations.

3: Regarding the financial models:

- Do you expect the consultant to compute expected revenues from timber (from trees planted)? If yes, do you expect the consultant to include off-farm costs (timber harvesting and processing costs in particular)?

We would expect a basic P&L from timber.

- Concerning the financial model for the funder, do you expect a financial model at the farmer level, i.e, considering the different cash flows and the expected return for one farmer? Or, do you expect a recommended project financial package (including the mix of equity, credit, in-kind contribution, grant) with corresponding financial returns at the project level?

The financial model for access to finance would be done at the farm level.

- Do you already know the investment length? are you contemplating 10 years as well?

The investment could include an impact fund financing MFI/Ecookim/etc. with a longer tenor (7-10 years) who would then extend financing to the farmers on the terms in part defined by this assignment.
