



Funded by the European Union



imani
DEVELOPMENT
global vision, local knowledge



**Self Help
Africa**

The AgriFI Kenya Challenge Fund Application Questions

*This form is for reference only. All applications must be made on AfriCUBE.com

Tab 1: Business Details

A. Lead applicant

1. Business registration

- i. Business name
- ii. Registration number
- iii. Year of registration
- iv. Type of registration
- v. KRA PIN number

2. Business contacts and address

- i. Physical address/office location
- ii. Email address
- iii. Phone contact
- iv. Website
- v. Contact Person (Name, email address and phone number)

3. Summary profile

- i. Core industry
- ii. Position in the value chain
- iii. County(ies) of operation
- iv. Years of business operations

B. Co-applicant

1. Business name
2. Type of registration
3. Years of business operation
4. County(ies) of operation

Tab 2: Business Related

Business description:

Provide a brief description of your business profile detailing, core activities, products and services, market, growth pattern. (Maximum 300 words)

How are you currently working with farmers? Describe the services and activities the business is providing to and/or engaging smallholders/pastoralists on. (Maximum 400 words)

Business ownership: Describe the ownership structure of the business and subsidiaries. (Maximum 300 words)

Management: Describe the management and governance processes of the business, qualifications and gender of key governance and management staff structures and financial. (Maximum 300 words)

Financial history in Euro (Provide details of your financial position for the last three years)

Financial year	Year 1	Year 2	Year3
Annual turnover			
EBITDA			
Net profit / loss			
Total asset value			
Total outstanding amount of loans			

Provide a commentary on your financial history that highlights sources of your business finance over the past 3 years. (Maximum 400 words)

- Describe the turnover trend line for the last three years, provide the names of organizations you received financial support from, and the time and amount received;
- If you have external loan/s name the source, amount outstanding and repayment period;
- Describe your largest CAPEX expenditure of the past 3 years;
- Describe changes in equity, if any;
- Have you ever applied for grant funding before? If so, please provide details regarding sponsor, amount and the expected/realized results of the project.

Who is your current auditor?

Name	ICPAK practicing certificate number	Number of years with the auditor

Section 3: Project Description

The opportunity

In a maximum of 400 words **describe your project**. Address amongst others;

- *what is the specific industrywide problem that your project is trying to address?*
- *what are the **product/services** to be delivered;*
- *what is the rationale for the project?*
- *how is it aligned to your core business?*

Proposed solutions and key project activities

In a maximum of 400 words describe the key project activities and expected achievements.

Market prospects

In a maximum of 400 words describe who are your target customers and how are they segmented (size, activity, geography etc.)

Contribution

How will the project contribute to your business growth (maximum 400 words)? *(Explain how the project will realistically contribute to substantial growth in business revenue, profit and assets over the implementation period)*

Projected/ expected annual project turnover and projected earnings before interest tax depreciation and amortization with AgriFI financial support in Euros

	Year 1	Year 2	Year 3
Projected project turnover			
Projected earnings before interest tax depreciation and amortization			

Illustrate how the above figures were reached at.

Projected assets value in Euros

Year 1	Year 2	Year 3

Cost of project in Euros *(Please enter the total cost of the project and then show how this will be met by a combination of AgriFI Kenya Challenge Fund and co-financing from your own and third party contributions)*

Total project cost	Total financial support requested (AgriFI Kenya Challenge Fund)	Co-financing	
		Own contribution	Third party funding

Project risk (Detail critical risks that may affect the project and brief mitigation strategies)

Risk	Probability (Low/Medium/High)	Impact (Low/Medium/High)	Mitigation plan
------	----------------------------------	-----------------------------	-----------------

Section 4: Social Impact

Describe how the project will integrate smallholders/pastoralists into the value chain? (Describe the specific proposed activities, services, benefits (direct /indirect) to targeted farmers. Explain specific actions that will promote the participation of youth and women in the project? (Maximum 400 words)

How will the project increase the annual household income of smallholders/pastoralists and the volumes of products/services marketed? Illustrate using realistic figures (Maximum 400 words)

How many smallholders/pastoralists are you currently reaching? (If you intend to initiate farmer integration for the first time in your business model, input zeros in the table, and if you are working with farmers currently indicate the numbers)

Total current male adults	
Total current male youth	
Total current female adults	
Total current female youth	
Total	

What is the projected number of farmers to be reached by the proposed project?

Total projected male adults	
Total projected male youth	
Total projected female adults	
Total projected female youths	
Total	

Provide a breakdown and description of how the project plans to achieve the proposed numbers over the project period (maximum of 300 words)

What is the projected total hectares under production by the targeted farmers?

Total number of farmers targeted	Total number of hectares targeted	Average size of land ownership per farmer in your project target region

How will your project contribute to the creation of jobs at your company? (Describe specific actions that will provide opportunities for job creation within the company as a result of the project. Also segregate employment opportunities for women, men and youth -18-35years)

What is the current number of staff employed by the company?

Current number of full time staff				
Male adults	Male youth(18-35 years)	Female adults	Female youth (18-35 years)	Total

Current number of part time staff				
Male adults	Male youth (18-35 years)	Female adults	Female youth (18-35 years)	Total
Current number of seasonal staff				
Male adults	Male youth (18-35 years)	Female adults	Female youth (18-35 years)	Total
What is the targeted number of jobs to be created by the proposed project?				
Proposed number of full time staff				
Male adults	Male youth (18-35 years)	Female adults	Female youth (18-35 years)	Total
Proposed number of part time staff				
Male adults	Male youth (18-35 years)	Female adults	Female youth (18-35 years)	Total
Proposed number of seasonal staff				
Male adults	Male youth (18-35 years)	Female adults	Female youth (18-35 years)	Total
Other than the jobs created at the company level, describe other employment opportunities you anticipate as a result of the proposed project (<i>Explain specific actions that will result in the creation of jobs, quantifying where possible anticipated number of other jobs to be created by the project.</i>) (Maximum 300 words)				
How will your project enhance food security (having access to enough food to eat) and nutrition (increasing dietary diversity) among smallholders/pastoralists. <i>Describe specific current and proposed practices that will promote food security and nutrition among smallholder/pastoralist families in your project.</i> (Maximum 400 words)				
Will the project be implemented in ASAL county(ies)? (If yes, list the county(ies) and provide brief highlights of specific actions /benefits for ASAL counties if listed.				

Section 5 Environmental impact

How will your business promote climate smart practices along the value chain at the company level and farmer level?

Climate smart practices at company level	Climate smart practices at farmer level

Provide realistic number of current and projected hectares under climate smart practices. (Provide estimates of acreage farmers are putting/planning to put under the described climate smart practices)

	Number of farmers	Hectares under climate smart practices
Current		
Projected		

Provide a brief description of how above hectares will be reached highlighting the practices, approaches that will result into achievement of the stated number of hectares under climate smart. (Maximum 300 words)

Sustainability and replicability

Describe how your company plans to ensure project sustainability and replicability after the project period where: Sustainability- how the company will continue project activities when the project exits and, replicability is how the company can scale up a similar project in other regions including the ASAL. (Maximum 400 words)

Additionality

Would your project proceed and be sustainable without AgriFI financial support? If yes demonstrate. (Maximum 300 words)

Refer