



## **MEGHALAYA BASIN MANAGEMENT AGENCY (MBMA)**

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### **EXPRESSION OF INTEREST (EOI) DOCUMENT**

### **FOR**

## **Larger Agribusiness Investment in various stages of the Supply Chain of products under MLAMP, MBMA**

**EoI No.: MBMA/MLAMP/135/Window 4/2024-25/64**

**Dated: 23rd July 2024**

### **ISSUED BY:**

**MEGHALAYA BASIN MANAGEMENT AGENCY (MBMA),**

**C/o Meghalaya State Housing Financing Cooperative Society, Nongrim Hills,  
behind Bethany Hospital, Shillong, East Khasi Hills District, Meghalaya 793003**

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## 1. Notice Inviting Expression of Interest (EOI):

The Meghalaya: Livelihoods and Access to Markets Project (Megha- LAMP) aims to improve family incomes and the quality of life in rural Meghalaya, through improving the agricultural and allied value chains by removing their supply chain constraints. For this purpose, MLAMP has set up a Supply Chain Fund (SCF), as a partial grant mechanism to stimulate private investment in small, medium and large-scale enterprises. Meghalaya Basin Management Agency (MBMA) now invites Expression of Interest (EoI) from Private Agribusiness/Companies /Agencies/Cooperative Societies for investment proposal in Meghalaya for setting up agricultural and allied facilities like:

1. Large processing units (both traditional and new technology),
2. Commercial, multi- chamber cold storage facilities,
3. Hi-tech Nurseries, Tissue Culture facilities, Testing facilities, etc
4. High-end export pack-houses,
5. Slaughterhouses,
6. Embedded technical support & services,
7. Any other facilities/ units/ setups/modern and trend setting technical solutions/innovations to improve the value chains for agricultural and allied sectors.

Further details are in the EoI document.

## 2. Important information and dates:

EoI No	MBMA/MLAMP/135/Window 4/2021-22/64
Name of the Work	Large Agribusiness Private Investments in various stages of agricultural and applied sector Supply Chains of identified value chains of MLAMP, MBMA
Date of Issue of EoI	23rd July 2024
Last date for submission of Clarification queries	31st July 2024
Pre-Bid Meeting	31st July 2024 @ 16:00 IST The meeting will be held virtually. Interested Grant applicants are to send the email to <a href="mailto:mlamp.procurement@gmail.com">mlamp.procurement@gmail.com</a> for the meeting link/invite
Last date & time of submission of EOI	27th August 2024, 4:00 PM IST
Date & Time of Opening of EOI Applications	27th August 2024, 4:30 PM IST
Address for communication/submission of EOI	Meghalaya Basin Management Agency, Procurement Unit MBMA C/o Meghalaya State Housing Financing Co-operative Society Ltd., Upper Nongrim Hills, Shillong, Meghalaya-793003 Email ID: mbdaprocurement@gmail.com
Proposal Submission	Hard Copy No. of copies 2 ( 1 original + 1 copy)

### 3. Introduction to the project:

- a) The Government of India has received financing from the International Fund for Agricultural Development (IFAD) and intends to apply a part of the financing for the execution of the consulting services assignment described in paragraph 3 below. The use of any IFAD financing shall be subject to IFAD's no-objection, pursuant to the terms and conditions of the financing agreement, as well as IFAD's rules, policies and procedures. IFAD and its officials, agents and employees shall be held harmless from and against all suits, proceedings, claims, demands, losses and liability of any kind or nature brought by any party in connection with Megha-Livelihoods Access to Markets Project.
- b) The Meghalaya: Livelihoods and Access to Markets Project (Megha- LAMP) aims to improve family incomes and the quality of life in rural Meghalaya. The project is designed around developing expanded and sustainable livelihood opportunities adapted to the hill environment and to the effects of climate change.
- c) Supply Chain Fund (SCF) is a partial grant mechanism within the Project's Component 3: Inclusive Supply Chain Development designed to stimulate private investment in small, medium and large-scale enterprises through the development of competitive and inclusive agricultural clusters that are part of supply chains serving wider markets, often outside the local area

### 4. Instruction to Applicants:

- a) The Grant applicant is required to submit their EOI strictly as per terms and conditions given in the Notice Inviting EOI documents and not to stipulate any deviations.
- b) The Grant applicant is advised to submit complete details with their EOI, including all required documents, as EOI Evaluation will be done on the basis of documents submitted by the Grant applicant. No additional documents would be called for.
- c) Proposals for Grant with Incomplete / Ambiguous information will be rejected.
- d) The Grant applicant is advised in their own interest to submit their EOI well in advance from last date/time of submission of EOIs to avoid any challenges in last minute submissions.
- e) Notwithstanding anything stated above, MBMA reserves the right to assess the capabilities and capacity of the Grant applicant, in the overall interest of MBMA. In case, Grant applicant capabilities and capacities are not found satisfactory, MBMA reserves the right to reject the bid
- f) MBMA shall not entertain or be liable for any claim for costs and expenses in relation to the preparation of the documents to be submitted in terms of this EOI Document
- g) **Submission of Queries:** The Grant applicant if required, may submit queries, if any, through e-mail to [mbdaprocurement@gmail.com](mailto:mbdaprocurement@gmail.com) before the date and time mention in the document. MBMA will reply only those queries which are essentially required for submission of proposals for grant. Queries received after date specified will neither be entertained nor replied
- h) **Rejection of Proposals:** MBMA reserves the right to reject any or all EOIs or cancel/withdraw the invitation of EOI without assigning any reasons whatsoever thereof. The applicants are cautioned that not giving complete information called for in the EOI or not giving it in clear terms or making any change in the prescribed forms or deliberately suppressing the information may result in the applicant being rejected. Applications made by telegram or telex, E-mail, and those received late will not be entertained. Overwriting should be avoided. Correction, if any, should be made by

neatly crossing out, initialling, dating and rewriting. Pages of the pre-qualification documents should be numbered. They should be submitted in a proper order as per the details mentioned in the index

- i) References, information and certificates from the respective clients certifying suitability, technical knowhow or capability of the applicant should be signed by an officer not below the rank of Executive Engineer/Project Manager or equivalent for Govt./Semi Govt./ PSUs/ autonomous bodies Works and Director/Sole Proprietor/Partner of the Company or Firm as the case may be for private clients
- j) The applicant for grant may furnish any additional information which he thinks is necessary to establish his capabilities to successfully complete the activity. The applicants are however, advised not to furnish superfluous information. No information shall be entertained after submission of pre-qualification documents unless it is called for by MBMA
- k) Canvassing in connection with the Notice Inviting EOI is strictly prohibited, and such canvassed proposals submitted by the Grant applicant is liable to be rejected
- l) Final Decision-Making Authority: MBMA reserve the right to modify the eligibility criteria, to decide on cut-off date of implementation, to accept or reject any application, to annul the Pre-Qualification process, to reject all applications or accept new applications at any time, without assigning any reason or incurring any liability to the applicants. It also reserves the right to change the coverage and scope of the study by dividing the study across sectors and geographical regions and to allocate work to different agencies for different sectors and geographical regions
- m) MBMA reserves the right to relax or waive any of the conditions stipulated in this document as deemed necessary in the best interest of Scheme without assigning any reasons thereof.
- n) Payment terms is based on reimbursement on the actual basis as per completion of pre- defined milestones mentioned in the grant agreement

## **5. Terms of Reference and Scope of Services**

### **1. Client**

The client for this assignment is Meghalaya Basin Management Agency (MBMA)

### **2. Country background**

Meghalaya is a small state in the North Eastern region of India with a predominantly tribal population (85.9 percent as per the 2011 census). The population of the State is 29.7 lakh, about 80 percent of the population lives in rural areas and is dependent on agriculture and allied activities for their livelihoods. The State Government seeks to promote Entrepreneurship and understands the need for private sector led growth as core development strategies. Accordingly, substantial efforts have been made in the last few years towards building an entrepreneurial ecosystem in the State.

### **3. Background of the Project**

Supply Chain Fund (SCF) is a partial grant mechanism within the Project's Component 3: Inclusive Supply Chain Development designed to stimulate private investment in small, medium and large-scale enterprises through the development of competitive and inclusive agricultural clusters that are part of supply chains serving wider markets, often outside the local area. SCF will provide a partial grant to private investors (farmers, producers groups, MSEs, agribusinesses or others) based on selected investment plans through a competitive process targeted specifically at the identified bottlenecks in each Supply Chain (SC) that are prioritized by the SC actors through the Multi-Stakeholder Platforms (MSPs) and similar

consultative process. The priority of the partial grant will be mainly for early adopter private investors along the selected supply chains who invest in new planting materials, production technologies or new services/functions needed in the supply chain to absorb part of the additional risk associated with "first mover" investments.

The matching grants are expected to represent 30% (individual own assets) to 50 % (group based /Joint liability assets for Window 4: Big Agribusiness Investment of total fixed capital investments costs on average with the balance contributed by the private investor from either their own capital or with own capital and loan finance.

#### **4. Overall objectives**

The Objectives of SCF are to provide direct financial support to stimulate private investment in various stages of supply chain from inputs supply, production, and post-harvest management, processing / marketing and also support service market so as to facilitate and develop competitive supply chains and create overall growth in terms of market led production, sales turnover, income and employment including fostering growth of networks of competent market-based (fee based) service providers.

The purpose of any partnership is to meet goals more effectively than each concerned party could on its own. This is achieved by building on complementary strengths and creating positive synergies. Partnerships are built on mutually beneficial relationships that involve trust or legally binding contracts between two or more parties. Especially in thin or dysfunctional markets, partnerships can serve to address "market failures." By mitigating risks (through risk-sharing), pooling resources (such as capital, know-how and assets), and agreeing on profit-sharing, agricultural value chain partnerships can improve the outcomes for all engaged parties.

#### **Public-Private-Producer Partnerships (4Ps)**

4Ps involve cooperation between a government, business agents and small-scale producers, who agree to work together to reach a common goal or carry out a specific task while jointly assuming risks and responsibilities, and sharing benefits, resources and competencies.

#### **5. Scope of work**

- i. SCF will provide a partial grant to private investors (farmers, producers groups, MSEs, agribusinesses or others) based on selected investment plans through a competitive process targeted specifically at the identified bottlenecks in each Supply Chain (SC) that are prioritized by the SC actors through the Multi-Stakeholder Platforms (MSPs) and similar consultative process.
- ii. The priority of the partial grant will be mainly for early adopter private investors along the selected supply chains who invest in new planting materials, production technologies or new services/functions needed in the supply chain to absorb part of the additional risk associated with "first mover" investments.
- iii. The matching grants are expected to be a maximum amount of 1 Crore or 30% of total fixed capital investment and technical support cost whichever is lower for Big Agribusiness Investment.
- iv. The Indicative Investment areas of the supply chains for the proposed Interventions with Bottlenecks/Constraints is enclosed at Annexure I.
- v. Solicitation for Proposal will be in two stages: (a) Call for Expression of Interest and (b) Call for detail Investment Proposal /Business plan. Only the applicants passed through the desk review and field verification of EOI will be requested to submit detail investment proposal.

## 6. Eligibility and Selection Criteria:

### Eligibility Criteria:

- a) Proven know-how and technical expertise related to the selected product and services (key requirement)
- b) Willingness to invest both human and financial resources in the 4P (Public-Private-Producer Partnerships)
- c) Formal buy-in and commitment of the small-scale producers involved in the 4P business plan, as evidenced by a formal agreement (e.g. contract)
- d) The company's production practices and those of its smallholder suppliers are environmentally friendly and comply with social (labour, gender) standards
- e) The partner's strategy is not simply focused on short-term profits but on long-term, viable business relationships with producers; it is an integral part of its business model rather than a CSR initiative
- f) Producers are willing to engage in stable and continuous commercial relationships with business partners, as opposed to opportunistically looking for the best buyer in each season
- g) Private sector's proven experience and/or formal commitment to establishing business partnerships with small producers

### Selection Criteria:

Sl. No.	Qualification Criteria	Documents to be submitted
1	The private entity should be registered in India and be operational for a minimum of 3 years.  Private Agribusiness /Company which formally registered and having experience of at least 3 years in similar business/commodities within the project districts or outside the state but should source agricultural produce from the project districts only.	Certificate of incorporation/Registration., PAN, GST registration, MoA, or any document signed/certified by the competent authority must be furnished. Consortium firms /agencies should submit the MOA /MOU/Agreement or relevant document.
2	The agencies/firms/private entity should have collaboration through an MOA of either existing projects or future projects with the farmer collective/cooperative societies (An MOA need to be signed as a Consortium with the IVCS / Local Entrepreneur / Firms Registered in Meghalaya. Private entities will invest in terms of Market Linkages, Technical competencies and Financial Investment as the case maybe)	MoU/MOA or any other relevant document
3	Availability of relevant manpower and resources. The entity should have a team of professionals in the field of agriculture/horticulture promotion, value chain, post-	Experience documents/CVs or relevant documents to be submitted

	harvest management and marketing with a reasonable strength of manpower	
4	The applicants have demonstrated to have access to sufficient funds for investment and working capital. Net-worth of the recommended entity must be greater than INR 25 Lakhs	Net-worth will be ascertained for the last three consecutive financial years from the audited balance sheet of the Agency as per the norms of the Institute of Chartered Accountants of India (ICAI) or its equivalent in case of Cooperative Societies.
5	The applicant entity and/or its shareholder(s)/partner(s)/director(s)/key management person has not defaulted on its debt obligations in the last three years and should not appear in the RBI list of willful defaulters or any such list by a competent authority in their respective jurisdiction. The applicant entity or its shareholder(s) have not been classified as 'non-performing asset' or such similar classification by any lender	Self-undertaking certificate to be furnished including CIBIL score from their respective bank. MBMA will carry-out due diligence process on the documentary proofs submitted by the applicants and documents required for this process to be submitted when requested
6	Ongoing interventions within the cluster. Preference shall be given to the entity having their presence/outreach in the cluster and having implemented/ongoing interventions across the value chain in one or more of the interventions of the cluster applied for	Documentary proofs or work order/agreement or relevant documents
7	Submission of Format application	As per Annexure II
8	Submission of Cost Estimate and Cost sharing mechanism	As per Annexure III
<b>NOTE: There should be an INDEX page, where relevant sections should be highlighted with proper page numbering. Agencies who fail to comply to the above-mentioned criteria will be rejected.</b>		

## 7. Process for submission of Proposals

### EoI Stage:

- i. Interested and eligible applicants should submit EOI or proposal in prescribed format (included in Annexures) including a summary of business idea, area of investment and total cost involved for the proposed investment. The applicant should also submit relevant documents to prove their eligibility along with the EoI
- ii. In the situation where the Agribusiness (Market Player) and Producers group shows interest to work under contract farming or similar arrangements, both parties shall submit the combined proposal
- iii. The proposals should be submitted in hard copy in a single envelope which is completely sealed, mentioning the activity name and clearly marked as "**Do Not Open before the last date and time**" of opening of the proposal.
- iv. The proposal should be submitted to the address as mentioned in the EoI document in section "**Important Information and Dates**"



### After Shortlisting and submission of Final application

After the initial evaluation, the shortlisted applicants will be informed in writing and will be provided with at least three weeks to submit a detailed proposal for award of grant. The data/information, and structure of the detailed proposal will be indicated in the shortlisting letter. It is also advised that shortlisting does not indicate proposals will be accepted for grant. In case the detailed proposal does not qualify in the final evaluation, the grant applicants may be asked to revise the proposal, at the discretion of MBMA.

The below is the indicative requirements for the detailed proposal. The list below is provided only for the information for the grant applicants. The final structure will be as per the shortlisting communication.

- i. The short-listed applicants should submit full investment proposal in the prescribed format, business plan and other documents to be shared with shortlisted applicants only
- ii. Present Status of Organisation's Involvement in the Proposed Value Chain
- iii. Financial proposal
- iv. The submission of the proposals will be in hard copy
- v. Documents to be submitted with the proposal

Sl. No.	Documents to be submitted
1.	Present situation analysis, SC constraints and opportunities
2.	Innovative business idea to address those constraints opportunities
3.	Area of intervention and associated cost
4.	Analysis of advantage and associated business risk
5.	Arrangement of financing (project grants, own capital and/or loan from financial institution)
6.	Expected result (productivity enhancement, market expansion, economic return, replicable and catalysing factors to attract other investor, expected socio economic impact)

### 6. Annexure I: Indicative Intervention in the Supply Chain and Bottlenecks

Commodities District wise:

Sl. No.	District Name	District Headquarter	Value Chain/products available
1	East Khasi Hills District	Shillong	Bay leaf, Ginger, Potato, Piggery
2	West Khasi Hills District	Nongstoin	Ginger, Piggery, Eri cocoons, Broom Grass
3	South West Khasi Hills District	Mawkyrwat	Jackfruit, Bay leaf, Khasi Mandarin, Broom Grass, Piggery
4	Ri Bhoi District	Nongpoh	Pineapple, Ginger, Eri & Muga Cocoons, Piggery
5	West Jaintia Hills District	Jowai	Ginger, Turmeric, Vegetables, Piggery

6	East Jaintia Hills District	Khliehriat	Piggery, Khasi Mandarin
7	East Garo Hills District	Williamnagar	Ginger, Pineapple, Scented rice, Oranges, piggery
8	West Garo Hills District	Tura	Ginger, Cashew, Oranges, Pineapple, black pepper, Sericulture, piggery
9	North Garo Hills District	Resubelpara	Banana, Pineapple, Black pepper, Broom grass, Piggery, Sericulture
10	South West Garo Hills District	Ampati	Cashew, Black pepper, Sericulture, handloom & handicraft
11	South Garo Hills District	Baghmara	Cashew, black pepper, oranges
12	Eastern West Khasi Hills District	Mairang	Ginger, Potato, Off Season Vegetable

### District Wise Proposed Interventions with Bottlenecks/Constraints

SL No.	Value Chains/ Products	Bottlenecks	Proposed Interventions/Innovative Ideas through Windows 4
1	Ginger	Market access & price Volatility, Yield is very less compared to national Average, Pest & Diseases	Large Processing Units to increase access to Market, Contract Farming introduction of improved varieties, Soil and Residual Testing Laboratory and other innovative ideas
2	Pepper	Market access & price Volatility, Absence of good Quality planting material	Setting up of Hi-tech Nurseries, Soil and Residual Testing Laboratory and other innovative ideas
3	Piggery	Diseases, Medicine, No proper Slaughter House, Meat Processing Unit	Scientific Slaughter Houses, Meat Processing Units and other innovative ideas
4	Bay leaf	Sorting and grading done by hand and is very inefficient	Setting up of Mechanical Sorting and grading units, setting up of Spice processing units, Setting up of Bay leaf Oil extraction unit and other innovative ideas
5	Turmeric	Produce market gets rejected for presence of residuals	Oil Extraction Unit, Soil and Residual Testing Laboratory, and other innovative ideas
6	Sericulture	Price Volatility, Skill and infrastructure for reeling and making of yarn not available	Large Reeling and Yarn making Units, Handloom & Weaving unit and other innovative ideas
7	Broom grass	Price Volatility	Setting of Broom grass Assembly units, and other innovative ideas

8	Khasi Mandarin	Market access & price Volatility, Shelf life very less and high spoilage percentage while transportation	Setting up of Waxing units, Hi tech Transport vehicles, and other innovative ideas
9	Arecanut	Price Volatility, Arecanut leaves are of waste	High end Processing units for value addition, Arecanut Small Cut Chip making unit, and other innovative ideas
10	Honey	Absence of a proper testing lab, Packaging material not available Locally	Setting Up of Testing Labs, processing, bottling and packaging and other innovative ideas- Bee Boxes, Colonies
11	Cashew	Lack of better plantation materials, value addition	High end Processing units for Value addition, Colour Sorting Machines, Size Sorting Machine, Setting up of Scion Bank, Soil and Residual Testing Laboratory
12	Banana	Low Productivity, non-availability of improved varieties of banana, lack better PoP of production, harvesting and storages, value addition	High end Processing units for Value addition, Tissue Culture Laboratory and other innovative ideas
13	Pineapple	High percentage of Spoilage in transportation.	High end Processing units for Value addition, setting up of Freezing units to enhance the shelf life and spoilage during Transportation and other innovative ideas
14	Potato	Very less Yield, No supply of Good Planting Material, Market access and Volatility	Setting up Of Tissue culture labs, Value addition, and other innovative ideas
15	Jack Fruit	No Market Access, Transportation cost of raw Jackfruit is very high	High end Processing units for Value addition and other innovative ideas

## 7. Annexure II: Format application

**Name of the Applicant/organization:**

**Address:**

**Project Title:**

**Project Location:**

1) Main concept and idea

Answering the question in summary on (1) What is the main issue to be addressed and (2) Why is the proponent or is the partnership the best organization to address this? And (3) What are the major results?

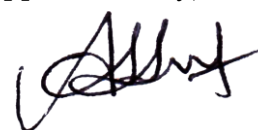
- **Situational Analysis**  
Sector description and present status
- **Brief profile of entity/organization (present status), their experience, roles and responsibilities with regards to the Supply Chain**  
Existing arrangement (production, collection, processing marketing, enabling, service provider as applicable), including - volume, locations, price determination mechanism, demand and supply and inward and forward marketing
- **Objectives and description of the investment**  
Description of the investment in terms of objectives and specific interventions
- **Relevance for SC upgrading in the way it addresses SC specific constraints**  
Explanation on the relevance of the investments in terms of critical constraints
- **Implementation arrangement and Role and Responsibility of entity/partnership**
  - Description on main implementing partner and collaborating stakeholders
  - Implementation arrangement including role and responsibility of collaborating stakeholders

#### 8. Annexure III: Cost Estimate and Cost sharing mechanism

N o.	Activity & Input Description	No Units	Unit Cost	GST	Total Cost	Cost Sharing by Financers
1	[Activity 1]					
	[Activity 2]					
	<i>n</i>					
2	[Activity 1]					
			<b>Total Budget</b>		[total budget]	

*Note: Add more rows as per requirement*

- **Cost Sharing Mechanism (Public Private Partnership)**  
Source of fund (including contribution from project and applicant entity)



**Deputy Project Director**  
**MLAMP-MBMA**