

Request for Application (RFA)-LAT/M-SO-GC03
Stimulating Live Animal and Meat Trade in the RLP Target Areas

1. Background of the project

The Regional Livestock Program (RLP) is a 12-year initiative funded by the Swiss Agency for Development and Cooperation (SDC) and the Agence Francaise Development (AFD), and implemented by consortium members including IGAD, Helvetas, Welthungerhilfe, and Mercy Corps. The program is implemented in Somalia, Kenya, and Ethiopia. The program aims to bring about transformative change in the pastoral and Agro-pastoral areas of the Horn of Africa by creating a more productive, climate-resilient, inclusive, and competitive livestock sector.

The Regional Livestock Program (RLP) is implementing a **Market Systems Development (MSD)** approach aimed at stimulating sustainable, large-scale, and systemic change within the livestock trade sector. This approach emphasizes strategic partnerships with private sector and government actors to enhance market efficiency, profitability, and inclusivity, particularly for women and youth.

Through this Request for Applications (RFA), RLP seeks to engage **private sector partners** involved in the **live animal and meat trade** within the program's targeted areas. The objective is to co-invest in interventions that catalyze and expand livestock and meat trade opportunities across the corridor. Eligible applicants include **existing businesses** engaged in **small- to medium-scale live animal trade (sheep and goats)**, **feedlot operators**, and **small- to medium-scale meat trade enterprises, Livestock quarantines and livestock trader** related service providers.

2. Objective of Call for Applications

The objective of this call is to **catalyze livestock markets** and strengthen the capacity of market actors to engage efficiently and profitably in domestic and international markets, with a focus on **women and youth inclusion**. The intervention targets pastoral and agro-pastoral communities across RLP areas to drive large-scale, sustainable market impact.

RLP invites applications from **commercial livestock aggregators, feedlots or fattening enterprises, women-led aggregators, livestock exporters, export abattoirs/meat traders, and quarantine facilities**. Applicants should demonstrate commitment to **expanding their business through capacity building and networking of women aggregators and producers**, ensuring year-round livestock supply and improved access to **high-quality livestock** for end markets.

3. Geographic Scope and Partnership Framework

Mercy Corps welcomes applications from qualified businesses (as outlined above) operating within or adjacent to the **RLP program-targeted regions**, specifically **Mudug, Nugaal, and Bari**. Interested enterprises should demonstrate intent and capacity to expand their business and market reach within these priority areas.

Following a **rigorous evaluation process**, partnership agreements will be established with selected companies/enterprises based on the criteria detailed below. Where proposed activities require financial investment, participating businesses will be expected to **contribute co-investment**, either in **cash or in-kind**, toward the implementation of the agreed activities.

Eligibility Criteria for application

Mercy Corps invites applications from existing and operational livestock-related business enterprises that meet the following eligibility requirements for co-investment support aimed at business expansion and growth to better serve program target beneficiaries:

- **Operational Presence:** Existing live animal trade and/or meat enterprises active in or around RLP target areas, including commercial livestock aggregators, feedlots and fattening enterprises, aggregators (preferably women-led), livestock exporters, meat traders, livestock quarantine and export abattoirs.
- **Experience:** Applicants must have operated continuously for at least **six months** prior to the application date.
- **Legal Registration:** Businesses must be **legally registered** under Puntland laws and policies with **valid business licenses**.
- **Financial Capacity:** Demonstrated ability and commitment to provide **co-investment** (cash or in-kind) for proposed business activities.
- **Collaborative Engagement:** Willingness to work with **women and youth livestock aggregators/traders** along the Galkayo livestock trade corridor.
- **Business Model:** A clear and viable business model that enhances access to and utilization of livestock and meat services within the community.
- **Transparency:** Commitment to sharing relevant business and operational information with Mercy Corps upon request.

4. Potential activities that could be supported

Proposed activities should align with a **sustainable, private sector-led livestock and/or meat trade model** within a **market systems resilience framework**. Applicants will organize and manage activities with technical and/or cost-share financial support from RLP-Mercy Corps.

Examples of eligible activities include:

- Strengthening business relationships with small and medium-scale livestock aggregators (particularly women-led) and producers for consistent, year-round market access.
- Developing inclusive business models that promote mutual benefit and interdependence among value chain actors.
- Designing initiatives that contribute to peacebuilding and social cohesion in target communities.
- Establishing forward and backward linkages among aggregators, abattoirs, feedlots, and exporters to ensure reliable livestock supply.
- Building and formalizing networks of women-led sheep and goat aggregation groups and supporting their access to high-value markets.
- Providing training, market information, and embedded services such as extension support and feed supply during droughts.
- Enhancing transportation logistics and facilitating access to finance through partnerships and guarantor arrangements.

The list is **non-exhaustive**; applicants are encouraged to propose additional or combined activities, all of which will be considered.

6. Areas not eligible for funding

Financial support for working capital, regular salaries of existing permanent staff, and operational costs such as transportation **will not be provided**. However, in exceptional cases, the project may consider supporting **temporary or new businesses** to build their capacity and bridge gaps during the initial start-up

phase. Such support will be determined based on the nature of the business idea and its potential impact on achieving program goals.

7. Maximum amount of award and cost share requirements

The maximum financial award from Mercy Corps RLP will be **\$50,000** per business enterprise, with the actual financial contribution will be dependent on the nature of the proposed business model and upon the review committee decision. Applicants are expected to contribute at least **50%** of the total investment costs.

For business ideas that aim to **strengthen extended business relationships and networks**—particularly by building the capacities of small and medium-scale livestock aggregators (mainly women) and producers—the program may consider contributing **more than the indicated amount**, based on the innovation, potential impact, scale, and context of the proposal.

Business enterprises willing to contribute above the minimum cost-share (50% -70%) will be **encouraged and prioritized** during the selection process.

The **number of businesses supported** will depend on the available funding; this call aims to reach up to **five businesses**, though the final number will be confirmed based on budget availability.

8. Application Collection and review process

Mercy Corps invites proposals/applications from entities that meet the eligibility criteria outlined above. Applications should be submitted through email address and/or Mercy Corps Office detailed below starting from October 28th 2025.

Upon receipt, proposals will be evaluated according to the following process:

1. Initial Application Screening:

- a. A committee established by Mercy Corps will screen, score, and rank all received applications.
- b. Only applications that meet the eligibility criteria will be considered.
- c. Eligible applications will be assessed based on the criteria presented in **Table 1**.
- d. As needed, Mercy Corps may consult relevant government agencies to verify applicants' operational experience and commitments in the target area.

2. Application Assessment:

- a. Top-ranked businesses will undergo further evaluation by the Mercy Corps committee, including **on-site verification** and due diligence checks.
- b. The focus areas for assessment will depend on the type and nature of the submitted concept note.

3. Business Plan Screening:

- a. After completing the assessments, the Mercy Corps evaluation committee will conduct final scoring and ranking of the submitted business plans.
- b. Recommendations for support will then be made based on this final evaluation.

Table 1. Score Sheet for Stimulating live animal and meat enterprises in the RLP target areas along the Galkayo corridor

| S/No | Description of evaluation areas | Score(A) | Weighted score (Multiply weighting point against score given to each applicant) |
|------|--|----------|---|
| 1 | <p>Alignment with RLP objectives (weight 5 for both lead and small co-investment applicants)</p> <ul style="list-style-type: none"> • Score range from 0 – 10. • Minimum for those application does not align at all with RLP objectives. • maximum score for those applications that align with RLP objectives | | |
| 2 | <p>Innovation viability (Innovation approach is clearly, viable / realistic) (weight 4 for lead and 1 for small co-investment Applicants)</p> <ul style="list-style-type: none"> • Score range from 0 – 10. • Minimum score: 0 for Innovation approach is clearly not viable / realistic and • maximum score for Innovation approach is clearly viable / realistic | | |
| 3 | <p>Expected impact (weight 3 for either lead or small co-investments applicants):</p> <ul style="list-style-type: none"> • The score ranges from 0 – 10. • Minimum score for number of beneficiaries reached, and expected benefits is low. • Maximum score for numbers reached is very high, and expected benefits is high | | |
| 4 | <p>Track record and experience of applicant (use weight 1 for either lead or small co-Investment applicants):</p> <ul style="list-style-type: none"> • Score range: 0 – 10 • Minimum score: 0 (Applicant has no relevant track record or experience) • Maximum score: 10 (Applicant has well-established track record or experience) | | |
| 5 | <p>Value for money (weight 3 for lead and 1 for small co-Investment applicants):</p> <ul style="list-style-type: none"> • Score range: 0 - 10 • Minimum score: 0 (Proposed innovation is very expensive for the expected impact) • Maximum score: 10 (Innovation is very cost-effective for expected impact) | | |

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|---|--|--|--|
| 6 | <p>Cost-share contribution (weight 3 for lead and 1 for small co-investment applicants)</p> <ul style="list-style-type: none"> • Score range: 0 – 10 • Minimum score: 0 (Applicant proposes less than 30% cost-share contribution) • Maximum score: 10 (Applicant proposes 70%+ cost-share contribution) | | |
| 7 | <p>Work plan logic and reasonability (weight 2 for lead and 1 for small co-investment applicants):</p> <ul style="list-style-type: none"> • Score range: 0 – 10 • Minimum score: 0 (work plan is incomplete and/or illogical) • Maximum score: 10 (sequence and duration of activities are logical and reasonable) | | |
| 8 | <p>Gender sensitivity (weight 3 for lead and 4 for small co-investment applicants):</p> <ul style="list-style-type: none"> • Score range: 0 – 10 • Minimum score: 0 (Application does not consider gender considerations) • Maximum score: 10 (Gender targeting and impact is logical and clearly articulated) | | |
| | Total Score | | |

9. The application process

The table below shows the process timeframe for this Call for Applications.

| Date | Item | Details |
|------------------------|---|---|
| November 2, 2025 | Information Meeting | All are welcome to learn about the opportunity and ask questions. Time: 8:30 am - 4:00 pm Location: MC satellite office Galkayo Or by telephone: +252 905 674 666/+252 61 3211909 |
| November 11, 2025 | Application 1st round of application review | Interested applicants submit a completed application, with all relevant documentation, by this date for consideration of 1 st round of review. |
| November 12 – 23, 2025 | Evaluation of applications | This is the expected date for completion of the eligibility and evaluation process, which will be conducted by Mercy Corps selection committees. The evaluation process may include an interview with the applicant. Before final selection or rejection, the Mercy Corps team may conduct negotiations with the applicant to adjust/improve the application to align |

| | | |
|------------------|---|--|
| | | with Mercy Corps objectives more closely. This will also include a Financial Review, which may also be subject to negotiation/revisions. |
| January 22, 2026 | Notification of acceptance / non-acceptance | The Mercy Corps Team will issue notifications of acceptance or non-acceptance to all applicants. |
| February 5, 2026 | Expected date for the signing of the 1 st batch Sub-award agreements | Following a negotiation process, final agreements between the selected applicants and Mercy Corps will be signed, and project implementation will begin. |

10. Preparation of Applications

The application template is provided below and should be submitted starting from October 28th 2025. Completed applications will be accepted in English and must be no more than ten (10) pages in length (not including budget, proof of registration, or other required attachments).

A soft copy of the application form will be emailed to interested applicants on request. Mercy Corps will evaluate all Applications based on the criteria described above. **All applicants that meet the criteria will be considered; however, Mercy Corps reserves the right to not accept any applicant if none are qualified.**

11. Submission process

Interested applicants should submit a soft copy via email and hard copy of the Application and required documentation starting from October 28th 2025, through the following contacts

- Email expression of interest to so-tender@mercycorps.org and copy Mohamed Gelle (mohmohamud@mercycorps.org)
- Mercy Corps satellite office in Galkayo
- Tel +252 905 674 666/+252 61 3211909

Please also be sure to include all the requested documents listed in the Application Form template below.

12. Conditions

Issuance of this solicitation in no way constitutes a commitment by Mercy Corps to execute any agreement or to pay any costs incurred by any applicant in submitting an application.

Please note that Mercy Corps will **fully respect the confidentiality** of all companies involved in the program. If selected, Mercy Corps will establish an agreement with the **livestock (live animal) and/or meat enterprises** that describes the objective of collaboration and clearly defines each party’s respective responsibilities, roles, and obligations. Successful applicants must be willing to share information with Mercy Corps regarding their performance, and Mercy Corps will conduct interviews with clients/customers to gather information on impact and to monitor progress.

Annex 1: AWARD APPLICATION FORM

Please enter the relevant information for the Call for Applications being applied for.

| | |
|-----------------------------|--|
| Call for Applications Ref # | LAT/M-SO-GC03 |
| Call for Applications Title | Stimulating Live Animal and Meat Trade in the RLP Target Areas |

Please ensure you complete all sections and attach all required documentation. The Application Form should be **no more than ten (10) pages in length** (not including additional supporting documentation and budget).

1. Applicants contact details.

| | | |
|-----|--|--|
| 1.1 | Name of the point of contact for the applicant | |
| 1.2 | Position of point of contact within the business/institution | |
| 1.3 | Address | |
| 1.4 | Phone number | |
| 1.5 | Email address (optional) | |

2. Business/institution information

| | | |
|-----|--|--|
| 2.1 | Name of the business/institution | |
| 2.2 | Year of establishment | |
| 2.3 | Description of current business/institution structure and main business activities | |

| | | |
|-----|--|--|
| 2.4 | Number of full-time staff / part-time staff | |
| 2.5 | Mission / Objective of business/institution | |
| 2.6 | Has your organization received any financial/technical assistance from international organizations or NGOs (if yes, please describe the content of the assistance) | |

3. Proposed Business/activities

3.1. Brief description of proposed business case/activities, why it is viable in the current market context, and who are the main partners in the proposed business.

3.2. Explain why the proposed business case/activities require support from Mercy Corps

3.3. Proposed location of activities and target groups (outreach/geographic coverage)

3.4. Expected impact of the business case/activities on the small/medium livestock aggregators (mainly women) and livestock producers, and others as listed in the Call for Applications (please include economic or social benefits, number of individuals/households benefiting)

3.5. Proposed list of activities needed to realize the proposed business case/activities

3.6. Describe how the business case/activity will be sustainable

3.7. Describe how your track record and experience will enable you to implement the business case / activities successfully

4. Budget Summary

| | | |
|-----|--|--|
| 4.1 | Estimated cost of the entire business/activities (USD) | |
| 4.2 | Total request for financing from Mercy Corps (USD and %) | |
| 4.3 | Total financing covered by the applicant (USD and %) | |

| | | |
|-----|--|--|
| 4.4 | Describe other sources of financing (e.g. bank loan, family loan, own capital) | |
|-----|--|--|

5. Supporting documentation

(If they are not available, please provide the equivalent information.)

- Company Profile (if available)
- Copy of business registration documents
- Copy of tax registration
- Copy of financial reports for the last two years, including any audit report (if available)
- Please include details of the budget, as shown in Annex 2
- Optional: Support letter from national/regional government office indicating current operation status and reputation of the enterprise
- Optional: Testimonials from partners like livestock aggregators and producers (if there is previous linkage)

I HEREBY CERTIFY THAT THE INFORMATION PRESENTED IN THE CONCEPT NOTE IS ACCURATE AND COMPLETE.

Date _____

Name _____

Title _____

Signature _____

ANNEX 2 – Budget Template

Please include a budget detailing the costs of the proposed innovation/activities, in the format below.

| | Item and Description | Quantity | Unit cost | Total Cost | Mercy Corps Share (%) | Applicant Share (%) |
|----------|-----------------------------|-----------------|------------------|-------------------|------------------------------|----------------------------|
| 1 | | | | | | |
| 2 | | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | | | | | | |
| 6 | | | | | | |
| 7 | | | | | | |