



BILL & MELINDA
GATES foundation



Gesellschaft für Internationale Zusammenarbeit (GIZ)

Market-oriented Value Chains for Jobs and Growth in the ECOWAS Region (MOVE) project

CALL FOR APPLICATIONS

for Business Development Support to Rice Mills

Applications are open to be considered for technical advisory and coaching services linked to developing the rice sector in Nigeria, Ghana, Burkina Faso and Côte d'Ivoire

The Market-Oriented Value Chains for Jobs and Growth in the ECOWAS Region (MOVE) project aims to develop the rice sector in West Africa by working with the private sector and specifically rice processors. One of the activities is the Business Development Support to Rice Mills. This Business Development Support to Rice Mills, until the end of 2023, where experts in business development and rice milling will provide coaching and business advisory services to rice millers to support the growth of their mills, tackle key challenges of their business and ultimately to help millers process more rice for the region.

Herewith the MOVE project would like to invite you to apply for participation in the Business Development Support to Rice Mills.

The Business Development Support to Rice Mills will provide business advisory and coaching support to up to 20 mills in the following countries: Nigeria, Ghana, Burkina Faso and Côte d'Ivoire. The programme will focus on 3 main activities:

1. Mill assessment and creation of a 5-year development plan
2. Regular one-on-one coaching (in-person and online) until the end of 2023
3. Round Table Discussions on three key problems faced by rice mills, namely:
 - Problem solving around mill access to finance
 - Improving milling operations
 - Implementing proven marketing / HR strategies



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As part of its activities in 2023, the MOVE project will deliver tailored advisory services that meets the needs of rice millers in conducting a needs assessment, and providing coaching for identified areas such as: how to access paddy, achieving higher processing yields and assisting mills on how to apply for loans etc.

The project is limited to practical support such as advice, information and networking. Thus, the activity does not involve grants or donations for equipment, vehicles, farmer trainings, buildings etc. The overall aim is to improve the skills and knowledge of the owners and managers of the rice mills.

If you are a rice miller in Nigeria, Ghana, Burkina Faso or Côte d'Ivoire, with a need for business advisory and coaching support, **we invite you to submit an application to receive business advisory services.**

Please find the application form [here](#). Please submit the filled form to move@giz.de

The deadline to submit the application is 31st March 2023.

Who can apply?

We especially encourage women-owned or managed enterprises to apply.

Nigeria and Ghana

Rice mills that:

1. Are privately owned and registered rice mills
2. Have been in operation for at least 3 years
3. Process at least **2 tons of paddy / hour**
4. Have at least 3 management staff
5. Source paddy directly from farmers

Burkina Faso and Côte d'Ivoire

Rice mills that:

1. Are privately owned and registered rice mills
2. Have been in operation for at least 3 years
3. Process at least **1 ton of paddy / hour**
4. Have at least 3 management staff
5. Source paddy directly from farmers

Costs

All coaching and business advisory costs are covered by the GIZ / MOVE.

Travel to and from the round tables will need to be covered by the mills (the round tables will be in a central location in the respective country).

Steps to be taken in 2023

This call for applications includes the following steps:

- **Step 1:** The rice mill is required to complete a short application form ([please follow the link to fill in the application](#)).





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- **Step 2:** The rice mill will be contacted based on an assessment of its key business needs
- **Step 3:** There will be a needs assessment carried out at the selected rice mill
- **Step 4:** Consultants will provide tailored technical advisory support on such topics as “Access to Finance”, “Rice Operations”, “Marketing” and / or “HR”
- **Step 4:** Firms participate in one or all of three Round Table Discussions with other mills at a central location

For further information and to download the application, please see the website: [About us \(cari-project.org\)](http://About us (cari-project.org))

Or email us on the following email address: move@giz.de



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