



REQUEST FOR CONCEPT NOTES

STIMULATING SMALLHOLDER MARKET OPPORTUNITIES IN NORTHERN ZAMBIA

Musika is an independent Zambian non-profit company supported by the Swedish Embassy in Lusaka and the UK's DFID in Zambia to stimulate and support commercial investment in the smallholder market.

Musika's key strategy is supporting a wide range of agribusinesses to establish long term commercial relationships with smallholders that involve the provision of assured off-take, access to inputs, finance and new technologies and the provision of extension services. Musika believes the combination of these services provide farmers with not only market opportunities but also the knowledge and confidence to maximise the benefits of these opportunities.

Over the last two years, there have been increasing levels of investment by agribusinesses in the more commercially isolated regions of Northern Zambia, but the majority of these investments have been in the agricultural inputs sector. Without corresponding growth in other market sectors – especially in the crop and livestock trading and marketing sectors – growth in the agricultural market in general will be constrained.

Therefore Musika aims to actively encourage a diversity of commercial investments in these isolated areas, and proposes, as part of a specific strategic focus on **Northern, Luapula and Muchinga Provinces**, to offer early stage technical and financial support incentives for **large scale commercial crop and livestock buyers, traders and processors** seeking to invest – or expand their investments - in the smallholder markets in this region.

Private, for-profit companies interested in working with Musika on this intervention are requested to develop and submit a short concept note no later than 17.00hrs on **Friday, March 25th, 2016**.

The full Request for Concept Notes document with details of the competition can be obtained by sending an emailed request to grants@musika.org.zm

The document can also be collected from Musika, 6, Tukuluho Road, Long Acres, Lusaka.