The Sustainable Private Sector in Forestry (SPSF) Programme, supported by SIDA and UNDP, hereby invites eligible entities to submit Expressions of Interest (EOI) for the Tree Seedlings Market Development Challenge Fund.

- Posted Date: Wednesday 28th, October 2026 (24 Days)
- Closing Date: Friday 20th, November 2026 5:00 pm (closed)
- Bid Bond:
- Location:Addis Ababa
- Bid Document Price:
- Bid Opening Date:
- Category: House & Building Construction/ Engineering Related Consultancy/ Organizational Consultancy/

CALL FOR EXPRESSION OF INTEREST (EOI)

Tree Seedlings Market Development Challenge Fund, Ethiopia

Overview

The Sustainable Private Sector in Forestry (SPSF) Programme, supported by SIDA and UNDP, hereby invites eligible entities to submit Expressions of Interest (EOI) for the Tree Seedlings Market Development Challenge Fund.

This initiative aims to support Ethiopia's massive landscape restoration and National Green Legacy Initiative by stimulating innovative, market-driven solutions that strengthen tree and fruit seedling value chains, improve seedling quality, and expand green job opportunities for youth and women. The target geographical implementation areas include the Oromia Region (Asela and Adama), Amhara Region (Dessie and Kombolcha), Tigray Region (Endomohoni), and the Central Ethiopia Region (Buee).

Key Tender Details

- Issuance Date: October 28, 2026
- EOI Submission Deadline: November 20, 2026
- Target Value Chain: Tree seedlings and fruit tree propagation
- Submission Email: ilriettender@cgiar.org
- Email Subject Line Requirement: Must state Tree Seedlings Market Development Challenge Fund without any modifications

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Funding Windows & Cost-Sharing Requirements

The fund offers three competitive grant windows:

Grant Window	Funding Amount (USD)	Target Applicants	Indicative Focus	Minimum Co-Financing Requirement
Micro Grant	Up to $10,000	Start-ups, cooperatives, MSMEs	Piloting and validating innovations; strengthening proof of concept	30% of total project cost
Medium Grant	$10,001 – $20,000	Growing MSMEs, private firms, consortia	Scaling tested innovations; expanding market reach; strengthening operations	50% of total project cost
Large Grant	$20,001 – $30,000*	Established enterprises, lead firms, anchor buyers, processors	Systemic innovations with strong crowd-in potential; market transformation	50% of total project cost

*Under special circumstances, international partner requests may be considered under a separate set of criteria.

Disbursement Schedule

Grants are performance-based and disbursed across three tranches within 12 months:

1. Tranche 1 (30%): Disbursed upon contract signing and proof of matching fund availability.
2. Tranche 2 (40%): Disbursed upon reaching mid-term milestones (e.g., equipment purchased and installed, or 50% of staff hired).
3. Tranche 3 (30%): Disbursed upon completion and submission of an impact report demonstrating market traction or sales.

Eligibility Criteria

1. Eligible Applicants

- Registered Micro, Small, and Medium Enterprises (MSMEs)
- Cooperatives and Unions
- Legally registered producers, processors, and traders' associations
- Private companies (national or international)

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- Consortia led by a private sector or market-oriented organization
- Social enterprises and startup innovators

2. Minimum Eligibility Requirements

- Legal Status: Must be a legally registered entity.
- Geographical Focus: Must have a plan to implement the project within the designated programme districts and along the value chain.
- Job Creation & Income: Must demonstrate how the innovation will create jobs and increase income levels within the community.
- Proof of Concept: Must be piloted or tested with demonstrable results (primarily for Medium and Large grant windows).
- Commercial Viability & Systemic Impact: Clear business model with a pathway to revenue generation and broader market system transformation.
- Inclusion & Environment: Practical measures to promote the participation and benefits of women and youth, alongside compliance with national environmental and forestry regulations.

Evaluation Criteria

Submissions are reviewed by a Selection Committee using the following weighted scoring system:

Criteria	Description / Focus Area	Weight (%)
Inclusion and Social Impact	Jobs and income enhancement for youth, women, and marginalized groups	20%
Innovation and Technical Soundness	Feasibility, robustness, novelty, and relevance of the proposed solution	15%
Commercial Viability & Market Systems Impact	Business case profitability and systemic change potential	15%
Experience & Team Track Record	Technical capacity and organizational track record	15%
Sustainability	Post-grant continuity, adoption incentives, and scalability	10%
Co-Investment	Proportion of matching funds committed by the applicant	10%
Environmental Impact	Promotion of forest conservation and climate benefits	5%

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Criteria	Description / Focus Area	Weight (%)
Budget Realism	Cost alignment with proposed activities and outputs	5%
Financial Sustainability	Long-term operational and financial model	5%
Total		100%

Application Process & Timeline

- Stage 1: Expression of Interest (EOI)
    - Deadline: November 20, 2026
    - Length: Maximum 3–5 pages.
    - Requirements: Completed EOI form, brief description of innovation, proof of concept/early sales evidence, estimated budget, co-financing plan, organizational registration documents, and key project indicator framework.
- Stage 2: Full Proposal (Invitation Only)
    - Shortlisted candidates will be invited to submit a detailed 10–15 page proposal including a comprehensive business plan, financial model, and environmental/social safeguards plan.

Submission & Contact Information

- Submission Email: Send applications electronically to ilriettender@cgiar.org
- Subject Line: Must be exactly Tree Seedlings Market Development Challenge Fund.

For Inquiries & Application Support:

- Management Team Lead: B. Teshome
- Email: b.teshome@cgiar.org
- Phone: +251 911 93 45 84
- Office Address: Gurdshola, Addis Ababa, Ethiopia

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