



**REQUEST FOR EXPRESSION OF INTEREST
FROM SMALL SCALE WOMEN OWNED/LED BUSINESSES
BACKGROUND INFORMATION**

MEDA is an international economic development organization; whose mission is to create innovative business solutions to poverty. Founded in 1953 by a group of compassionate business professionals, we partner with the economically active poor to start or grow small and medium-sized businesses in developing regions of the world. Our expertise includes a full range of economic development tools: financial services, gender responsive and environmentally sustainable technology, business training, access to market information, better access to markets and equity investment. Our work most often focuses on women, youth and the rural poor and agricultural development. We believe that all people deserve the opportunity to earn a livelihood and that unleashing entrepreneurship is a powerful way to alleviate poverty.

NIGERIA WAY PROJECT SUMMARY

MEDA's Youth Entrepreneurship and Women's Empowerment in Northern Nigeria project (Nigeria WAY) in Bauchi state is a five-year project that aims at assisting poor, economically active women and youth to increase their income, specifically, those who are involved in agro-processing in the rice, soybean, and groundnuts value chains. Using a private sector approach, MEDA Nigeria works with small scale businesses particularly those led by women and youth, to ensure that they are included in the market system, supporting agro-processing with smart incentives. Additionally, the project will work with communities and families to improve the environment where girls grow up and join the market economy. The overall objective of the Nigeria WAY project is to increase the contribution by entrepreneurs and small-scale businesses particularly those owned by women and youth to Nigeria's Economic Growth.

PURPOSE OF THE EXPRESSION OF INTEREST

MEDA seek to identify eligible women-owned Small-Scale Businesses (SSBs: businesses that have capital not less than 10 Million Naira and have a business premise) venturing in the rice, groundnut and soy value chains or who work on environmentally friendly solutions in agroprocessing who wish to build a market share in Bauchi state. MEDA wishes to discuss a prospective partnership to grow businesses to scale and to carve a market niche in Bauchi state.

OBJECTIVES OF THE EXPRESSION OF INTEREST

1. To identify women owned SSBs engaged in the production or supply of environmentally sustainable technologies with the aim of supporting them in the future MEDA initiatives
2. To identify women owned SSBs engaged in the processing in Rice, Groundnut and Soy value chain.
3. To support the SSBs based on identified criteria who wish to grow their businesses to scale and carve a market niche for themselves in Bauchi.
4. To promote innovation around environmentally sustainable technologies and practices



ELIGIBILITY CRITERIA FOR SSBS

- It must be a woman owned or women led Small-Scale Business (SSB). A Small-Scale Business is defined as businesses that have capital not less than 10 Million Naira, have a business premise; might be part of a house but demarcated and that engages labour.
- The applicant / business enterprise must have a CAC registration.
- The business enterprise must be operating to enhance environmentally sustainable technologies / practices.
- The business enterprise must have been in operation for at least 2 years and it is presently in operations.
- The business enterprise must have the commitment and a plan for growth and development

DELIVERABLES AND TASKS

Submit a 1-page "Expression of Interest" letter to MEDA (with contact address and phone numbers). The Expression of Interest should show your contacts (email, phone and address), a short description of your business showing the value chain and area of interests. The EOI should include the 2019 and past sales revenues and the business track record. Attached to the expression of interest should be a copy of the registration certificate from CAC.

HOW TO APPLY

All interested SSBs should email their letter of interest in PDF format only to nigeriaway@meda.org with email subject: **SSB - Expression of Interest to Collaborate**

CLOSING DATE FOR SUBMISSION OF EOI

The 15th February is the closing date for the submission of EOI. Only shortlisted applicants will be contacted.



MEDA Nigeria

No. 5 Zaranda Close
GRA, Bauchi
Bauchi State, Nigeria

www.meda.org

SAMPLE LETTER FORMAT:

..... (company name)
..... (company contact address)
..... (company phone number &
email address)

*The Country Director,
MEDA Nigeria-WAY,
No 5, Zaranda Road,
Bauchi*

Dear Sir,

Expression of interest to collaborate

We the above-named company are interested in collaborating with MEDA Nigeria-WAY as she implements her project in Bauchi State.

We are engaged in..... (type of business or processing activity).

We have been engaged in this business for

Thank you,

Signed.

.....(contact person's name and phone number)