



MINISTRY OF  
FOOD & AGRICULTURE  
REPUBLIC OF GHANA

## THE REPUBLIC OF GHANA MINISTRY OF FOOD AND AGRICULTURE



AFRICAN DEVELOPMENT  
BANK GROUP

### SAVANNAH ZONE AGRICULTURAL PRODUCTIVITY IMPROVEMENT PROJECT (SAPIP) REQUEST FOR EXPRESSION OF INTEREST

## INVESTMENT OPPORTUNITIES – PROVISION OF AGRICULTURAL MECHANISATION SERVICE (AMSECS) IN THE SAVANNAH ZONE AGRICULTURAL PRODUCTIVITY IMPROVEMENT PROJECT (SAPIP) INTERVENTION AREAS

### INTRODUCTION

The Government of Ghana has received funding from the African Development Bank (ADB) towards the implementation of the Savannah Zone Agricultural Productivity Improvement Project (SAPIP). The management of SAPIP in collaboration with the Agricultural Engineering Services Directorate (AESD) of the Ministry of Food and Agriculture (MoFA) intends to support entrepreneurs to beef-up Agricultural Mechanization Service Centres (AMSECS) in SAPIP intervention areas in Northern Ghana to deliver efficient and sustainable mechanized services to smallholder farmers at a fee.

Agricultural mechanization services if properly oriented can reduce drudgery and enhance productivity in most agricultural production systems. Mechanizing fields and post-harvest operations for crop production in the Northern Savannah Agro-Ecological Zone (NAEZ) is essential to improve productivity, enhance the timeliness of crop production, and improve the quality of crop produce to commensurate the volumes and quality. Thus, mechanization can boost local production of high-quality crops, enhance competitiveness, and ultimately reduce imports of crops and hence, assist in attaining food sufficiency. Improving mechanization for crop production attracts the youth and women into agriculture thereby creating jobs and wealth in rural farming communities.

The common practice for mechanization is medium to large-scale farmers who own tractors providing primarily tillage services to smallholder farmers for a fee after they have completed work on their farms. The main tillage activity is ploughing and to a limited extent harrowing. However, to attain

v. Own a parcel of land of a minimum of two (2) acreage, a sales point and sanitary facility which is located within a rice growing hub in order to reduce post-harvest loss by carting down transportation cost and travelling time.

vi. Acquire available and convenient power sources to operate mill and other auxiliary equipment

vii. Make the Centre more demand driven thereby ensuring more sense of ownership and control by the Processing Centre Operator, AESD/SAPIP require that the prospective Investor select the desired Rice Mill which provide services along the primary Processing value chain. These include:

- Primary Processing: Pre-cleaning of paddy from straw debris, before milling rice.
- Moisture Content: tools to determine moisture content ( amount water in produce on wet basis) of paddy both on field and at the processing facility.
- Conditioning: nutrient fortification or moisture stabilization for milling to reduce breakages and increase whole grain percentage facility.

viii. Manage the Centre to provide mechanized Milling services to farmers/FBOs, and report periodically to AESD/SAPIP of their business progress and performance.

### ELIGIBILITY CRITERIA/QUALIFICATION

The following Eligible Criteria will be used to evaluate proposals submitted by prospective AMSEC

Operators/Enterprises:

- a. Must be a registered company in Ghana with core business being farming, agribusiness and agricultural services provision and must possess and provide evidence of the following:



farms. The main tillage activity is ploughing and to a limited extent harrowing. However, to attain the full benefits of mechanization culminating into productivity, an efficient and business-oriented mechanization services have to be developed and promoted to offer farmers timely and appropriate services along the entire crop production and post-harvest chain.

## OBJECTIVE

The overall objective of this Request for Interest is to invite interested firms or entrepreneurs who have the capacities to set up, operate and manage a fleet of farm power machinery and equipment as well as harvesting and primary processing equipment that will offer mechanized services to targeted farmer groups in the SAPIP interventions areas at a fee, to present proposals for consideration.

The prospective investors or entrepreneurs, when selected, would be allocated a range of new and slightly used agricultural machinery and equipment under concessional terms to complement an AMSEC, provide services to farmers in specific areas. A Memorandum of Understanding (MoU) will be signed between SAPIP and the selected operator.

## LOCATION

The SAPIP intervention areas include selected farms in the Mion, North East Gonja, Wa East, Sissala East, West Gonja, West Mamprusi, Tolon, Kumbugu, Nanton, Savalugu and Bulsa South Districts of the Northern Savannah.

## LOT 1: AMSEC CENTRE

### RESPONSIBILITY OF PROSPECTIVE AMSEC OPERATORS

The responsibility of the prospective AMSEC Operators include to

- i. Own or mobilize basic farm equipment including a minimum of three (3) tractors, ploughs, rotovators, harrows, etc to augment the equipment being offered by AESD/SAPIP in order to have a complete AMSEC Centre.
- ii. Acquire available machinery/equipment under concessionary arrangement with AESD/SAPIP.
- iii. Make the scheme more demand driven thereby ensuring more sense of ownership and control by the AMSEC Operators. AESD/SAPIP require that the prospective AMSEC operators select the desired machinery from the available machinery list (Appendix 1) which comprises machinery/equipment for providing services along some link or point in the value chain for rice, maize and soy beans. These include:
  - Planting/Seeding: Sowing of maize, rice, soya, cowpea, sorghum, etc in rows and application of fertilizer at the same time
  - Crop Management: Chemical application, weedicide application,
  - Harvesting and Primary Processing: Combine Harvesting, and reaping.
- iv. Manage AMSECs to provide mechanized services to farmers/FBOs, and report periodically to AESD/SAPIP of their business progress and performance.

## LOT 2: RICE PROCESSING MILL

### RESPONSIBILITY OF PROSPECTIVE RICE PROCESSING CENTRE INVESTOR

The responsibility of the prospective Investor includes:

cultural services provision and must possess and provide evidence of the following:

- A certificate of Incorporation (Renewal Mandate required);
- Certificate to commence Business;
- A valid TIN and Tax clearance certificate;
- A valid SSNIT Clearance certificate;
- A VAT Registration Certificate;
- Valid Registration Certificate from PPA (if applicable);
- At least, one Director must have knowledge in agribusiness or agriculture mechanization and or its services.
- b. Must have the following minimum key staff who meet the accompanying basic qualifications and show evidence of experience in managing or playing a role in an agribusiness.
- c. Quality and completeness of proposal that makes a cogent and compelling business case that is technically, financially and economically feasible/viable and sustainable. Number of farmers serviced or potential number of target farmers to be serviced.
- d. Evidence of previous experience and good performance working with contract farmers/out growers and commitment to work with contract farmers/out growers with a significant number coming from the community, where the center is situated.

## Where to Get More Information

Detailed Terms of Reference can be downloaded on SAPIP website [www.sapip.org.gh](http://www.sapip.org.gh). Further information can be obtained at the address below during office hours from Tuesday 26th October 2021 to Friday 6th November 2021 i.e from 0900 to 1700 Hours.

## SUBMISSION

Proposals must be delivered in hard copy AND email to the address below by 10:00 hours of Monday November 8th, 2021.

Emails;

[darinaanfeli@yahoo.com](mailto:darinaanfeli@yahoo.com)

[nanaacadah@gmail.com](mailto:nanaacadah@gmail.com)

### Address (1)

Office of the Procurement Unit

Ministry of Food and Agriculture

P.O. Box M37, Accra

Near Ministry of Justice and Attorney General's Office

Ministries, Accra.

GA 110-2028

### Address (2)

Ministry of Food and Agriculture

Minister's Conference Room, Accra

Near Ministry of Justice and Attorney General's Office

GA 110-2028

### AND

SAPIP Project Office

MoFA Regional Office

P.O. Box 1237 TL, Tamale