



# Request for Proposals

Financing Africa's Top 100 Tree Restoration Enterprises and Projects







## Request for Proposals: Introduction

**Submission Period:** September 9 – 23, 2021

World Resources Institute (WRI), One Tree Planted (OTP), and Realize Impact invite eligible companies and non-profit organizations to submit tree planting and growing project proposals in the 31 African countries that are members of the [AFR100 Initiative](#). **Early-stage projects and enterprises can apply for \$50,000 to \$150,000 USD, and growth-stage projects and enterprises can apply for \$250,000 to \$500,000 USD.**

**Initial funding will be disbursed to projects starting in January 2022. Loans given out to enterprises will be repaid over 5 to 10 years, and grants will be disbursed over 5 years.**

The goals of this RFP, which provides information on proposal requirements and project selection procedures, are to:

- Fund an initial cohort of the top 100 African tree restoration projects and enterprises.
- Contribute to the UN Decade on Ecosystem Restoration by identifying long-term partners and intermediaries in the financial sector to help expand AFR100 efforts to restore 100 million hectares of land across Africa.

# Background

Restoring degraded and deforested land is key to holding global average warming to below 1.5°C. To fight climate change, boost food security, and help thousands of rural communities thrive, 31 African governments have pledged to begin restoring 100 million hectares of degraded land by 2030 through the [AFR100 Initiative](#). Hundreds of local innovators are now pioneering project and business models that show that restoration can create a prosperous, net-zero-emissions future for Africa.

But they need support. That is why funders are **looking to finance the top 100 non-profit community organizations and for-profit businesses** that are restoring land by planting and growing trees in rural and urban landscapes.

After a two-stage application process, the initial cohort of the top 100 will be announced during the UN climate change conference (COP26) in November 2021. This document outlines the application process for project developers and enterprises.



# Timeline

Deliverable / Activity	Date
RFP opens for applications	9 September 2021
Informational webinar (optional to attend)	15 September 2021
<b>Step 1: Submitting first round expression of interest through the online form</b>	<b><i>Deadline: 23 September 2021</i></b>
Feedback given to organizations on concept notes that are accepted to Step 2	7 October 2021
<b>Step 2: Submission of full application through TerraMatch</b>	<b><i>Deadline: 20 October 2021</i></b>
Review from Technical Committee, final cohort will be announced during COP26 and contracting will begin	November 1 – 12, 2021
Contracting, funds distributed through partners One Tree Planted and Realize Impact	January 2022
<b>Step 3: Start project implementation</b>	January/February 2022
<b>Step 4: Projects and enterprises will report on their results, and independent verification will be conducted</b>	2022-2026



# Project Details and Criteria

In this section, you will find more information about the type of projects and enterprises that are eligible for this RFP. Please read the details carefully.

- **Projects must be located in AFR100 countries**

Applications from businesses and restoration organizations must be based in the 31 countries participating in AFR100 (see Annex for list of AFR100 countries). Applications must be written in either English or French.

- **Company / organization requirements**

- The applicant is a private sector operator, nonprofit, or community development organization.
- The applicant is financially sound or clearly outlines how funding could enable it to become financially sound.
- The applicant has the appropriate technical and financial capacity and expertise to manage and implement projects successfully and deliver technical and financial reporting as requested by WRI/OTP/Realize Impact.
- The applicant explicitly commits and agrees to share information (other than commercial/confidential), methodologies and lessons learned with the consortium.







- Only companies and projects that plant or grow trees using the following techniques are eligible for funding:
  - **Mangrove Tree Restoration** – specific interventions in the hydrological flows and/or vegetative cover to create or enhance the ecological function of a degraded mangrove tree site
  - **Assisted Natural Regeneration** – the exclusion of threats (i.e. grazing, fire, invasive plants) that had previously prevented the natural regrowth of a forested area from seeds already present in the soil, or from natural seed dispersal from nearby trees. This does not include any active tree planting. Ideally, the specific method(s) of threat control intervention(s) used would be specified so that the relative effectiveness can be evaluated (i.e., whether fencing was installed to control grazing, how often invasive plants were removed, etc.
  - **Agroforestry** – the intentional mixing and cultivation of woody perennial species (trees, shrubs, bamboos) alongside agricultural crops in a way that improves the agricultural productivity and ecological function of a site
  - **Reforestation** – the planting of seedlings over an area with little or no forest canopy to meet specific goals

- **Riparian Restoration** – Specific interventions in the hydrological flows and vegetative cover to improve the ecological function of a degraded wetland or riparian area.
  - **Enrichment Planting** – The strategic re-establishment of key tree species in a forest that is ecologically degraded due to lack of certain species, without which the forest is unable to naturally sustain itself.
  - **Applied Nucleation / Tree Islands** – A form of enrichment planting where trees are planted in groups, clusters, or even rows, dispersed throughout an area, to encourage natural regeneration in the matrix between the non-planted areas.
  - **Silvopasture** – The intentional mixing and cultivation of woody perennial species (trees, shrubs, bamboos) on pastureland where tree cover was absent in a way that improves the agricultural productivity and ecological function of a site for continued use as pasture.
  - **Seed Dispersal/Direct Seeding** – The active dispersal of seeds (preferably ecologically diverse, native seed mixes) that will allow for natural regeneration to occur, provided the area is protected from disturbances. This may be done by humans or drones- implies active collection and dispersal, not natural dispersal by natural seed dispersers that is part of natural regeneration processes. This is a differentiated category from planting young trees.
- **Key criteria for project selection**

A Selection Committee made of the consortium partners and external advisors would award grant finance to non-profit organizations and debt finance to for-profit enterprises according to the following five criteria:

    - **Organization:** Is the organization and project well run?
    - **Scalability:** Can it expand with more funding and reach economies of scale?
    - **Replicability:** Can its model/approach apply to other landscapes?
    - **Environmental impact:** How will it improve soil, water, carbon storage, and biodiversity?
    - **Social impact:** How will it improve the livelihoods of local communities and marginalized people?
    - **Profitability (for enterprises):** Is the business model viable?
      - Priority focus will be operational stage companies and organizations that have at least have an active prototype, product, or service.



- **Types of funding offered**
  - *Grant finance* for nonprofits/local community projects: Funding will be given in three tranches: start of project, halfway through the project, and at project completion
  - *Debt finance* at with low-interest loans: Loans for restoration enterprises will last three to ten years with quarterly repayments.
- **Monitoring and evaluation**
  - The Top 100 projects are required to contribute to a multi-faceted monitoring and evaluation approach by completing baseline, quarterly and final progress reports through TerraMatch.
  - Verification of the survival rate of trees grown and hectares under restoration will be completed by WRI using remote sensing techniques or field checks at the beginning and the end of the project, powered by the upcoming Land and Carbon Lab initiative.
  - In some cases, drones, 3D modeling, camera traps and acoustic monitoring for biodiversity, and phone on-ground survey for socioeconomic indicators may also be deployed by WRI and OTP.





# Proposal Process and Format

**SEPTEMBER 9 – Applications Open**

**SEPTEMBER 15 – Overview Webinar ([REGISTER](#))**

Time zones: 11:00 GMT | 12:00 WAT | 13:00 CAT | 14:00 EAT

**DUE SEPTEMBER 23 – Expression of Interest**

Stage 1 will require submitting an Expression of Interest (EOI), where project developers and entrepreneurs must answer the following questions in an online form (found [here](#)). The questions we ask are found below to help you prepare.

- 1. Organization or Business Name**  
*Name as it appears on your registration documents*
- 2. Key Contact**  
*First and Last name*
- 3. Key Contact Email**
- 4. Key Contact Phone / WhatsApp**
- 5. Website Link**
- 6. Mission Statement**  
*Please provide a brief sentence on your mission (<150 words)*
- 7. Type of Legal Entity**
- 8. Organization Address**  
*Please provide an address for where your organization is based. Please be as accurately as possible. Village, District, State, Province or similar is accepted*
- 9. Organization Home Country**  
*Your home country must be an AFR100 participant - <https://afr100.org/content/countries>*
- 10. Registration Documents**  
*Please attach a copy of your organization's legal registration. This can be a photo or PDF*
- 11. Years of Operation**  
*Please enter in the number of years your organization has been in operation*

**12. Hectares Restored to Date (Number)**

**13. Proposed Project Location**

*Please describe as accurately as possible the location or area where you seek to be doing this work*

**14. 2019 Revenue**

*in \$(USD)*

**15. 2020 Revenue**

*in \$(USD)*

**16. Year-to-date revenue for 2021**

*in \$(USD)*

**17. Restoration Project Type**

*See above for list*

**18. "Other" Restoration Project Type**

*If your restoration project type is "Other" please describe the type*

**19. Brief Project Description**

*Please outline in 150 words the proposed project work*

**20. Proposed Project Budget**

*in \$(USD)*

**21. Proposed Use of Funds**

*Please limit to 250 words*

**22. New Trees to be Grown? (Number)**

**23. New Hectares to be Restored? (Number)**

**24. People to be Impacted? (Number)**

**25. Project Co-Benefits**

*Please select the top 3 categories of benefits (Biodiversity, Environmental Justice, Food Security, Poverty Alleviation, Rural Development, Soil Health, Water, Women's Empowerment, Youth, Other)*

**26. Preferred Language**

*Note: All correspondence during this process will be conducted in English or French*







## **OCTOBER 7 – Applicants Notified if They Proceed to Full Application**

The consortium will review all applications between September 24 and October 6 and will notify on October 7 the projects and companies selected to complete the full application.

## **DUE OCTOBER 20 – Full Application**

The organizations that advance to the final selection stage will submit a technical and financial proposal through WRI’s TerraMatch system. TerraMatch is a digital platform connecting restoration projects to donors. The platform’s built-in monitoring system helps projects use self-reported and independent satellite data to track and report on tree restoration progress on a semi-annual basis. The details of the final application will be shared at a later date with the selected organizations.

## **EARLY NOVEMBER – Final Selection and Notification**

After receiving all final applications, the consortium and external advisors will select the top non-profits and companies that will receive funding. In early November, the members of the first cohort of the top 100 will be notified. Short summaries of their projects and the cohort’s aggregate impact will be featured on the TerraMatch website.

# Annex

## List of AFR100 Countries

1. Benin
2. Burkina Faso
3. Burundi
4. Cameroon
5. Central African Republic
6. Chad
7. Cote d'Ivoire
8. Democratic Republic of the Congo
9. Eswatini
10. Ethiopia
11. Ghana
12. Guinea
13. Kenya
14. Liberia
15. Madagascar
16. Malawi
17. Mali
18. Mozambique
19. Niger
20. Nigeria
21. Republic of Congo
22. Republic of Sudan
23. Rwanda
24. Senegal
25. Sierra Leone
26. South Africa
27. Tanzania
28. Togo
29. Uganda
30. Zambia
31. Zimbabwe



Photo credits:

Cover, Peter Irungu/WRI; pg 2, Plant-for-the-Planet;  
pg 3, One Tree Planted; pg 5, JustDiggIt; pg 6,  
JustDiggIt; pg 8, DominicVanCorstanje\_WeForest;  
pg 10, WeForest; pg 1, Malawi Youth Forest Restoration  
Program