



Request for Proposals for Cocoa Flavor Laboratory in Cameroon or Nigeria

Introduction

Organization Background

The World Cocoa Foundation (WCF) is a non-profit international membership organization whose vision is a sustainable and thriving cocoa sector – where farmers prosper, cocoa-growing communities are empowered, human rights are respected, and the environment is conserved. WCF's members comprise farm-level input providers, financial institutions, cocoa processors, chocolate makers and manufacturers, farmer cooperatives, cocoa trading companies, ports, warehousing companies, and retailers. For more information about WCF, go to <https://www.worldcocoafoundation.org>.

Program Background

African Cocoa Initiative Phase II (ACI II) is a five-year USAID funded Global Development Alliance (GDA) Program implemented by the World Cocoa Foundation (WCF) to sustainably increase cocoa productivity among smallholder cocoa farmers in West Africa.

As origins endeavor to improve productivity of cocoa as a means of improving farmer livelihood, the emphasis is on higher yields, disease tolerance/resistance and more recently, tolerance to abiotic stress like heat and prolonged drought. WCF is working to ensure that flavor quality, which is the reason chocolate makers include cocoa from specific origins in their recipes, is not lost in the pursuit of those other desirable traits. ACI II achieves this through the cocoa flavor quality laboratory that provides the tools to enable national cocoa research institutes to integrate flavor characteristic into their cocoa breeding programs. The flavor laboratory also makes liquor from cocoa beans to for the training of cocoa extension staff and subsequently cocoa farmers on the effects of harvest and post-harvest practices on flavor development.

During the first phase of ACI, from 2011 to 2016, WCF supported the establishment of a flavor quality laboratory at the Cocoa Research Institute of Ghana (CRIG). Under Objective 1.2 of ACI II, WCF has supported the transitioning of the laboratory to CRIG, which has been operating the lab without WCF support since December 2016. WCF has also supported the establishment of a second flavor quality laboratory at and the *Centre National de Recherche Agronomique* in Côte d'Ivoire and plans to establish a final, third laboratory in either Cameroon or Nigeria in 2019.

Purpose of Request for Proposals

WCF requesting proposals from the government and cocoa research institutions in Cameroon and Nigeria for the establishment and operation of a flavor quality laboratory. The laboratory will be operated with WCF support from January 2019 to June 2021, after which interested applicants will need to demonstrate an ability and willingness to take over the management of the laboratory.

The selected country/institution will be expected to provide the support necessary to host the flavor quality laboratory and to ensure its sustainable operation even after ACI II ends in September 2021. This support will include, but will not be limited to, civil works for the laboratory space, availability of qualified staff to man the laboratory and ongoing linkages to national cocoa breeding and extension programs to integrate the work of the laboratory in to the cocoa production system in the country.

Based on an initial ranking of proposals, WCF will engage with the winning applicant to develop and detail further their proposal in line with the objectives and proposed activities of the ACI Phase II program. This will result in a more detailed and institution specific capacity building and support plan.

Selection Criteria

The proposal must demonstrate:

1. Commitment to improving the quality of cocoa and integration of flavor as a key breeding parameter.;
2. Availability of dedicated space suitable for an international standard food science laboratory;
3. Availability of qualified staff in food science and food technology to manage the cocoa flavor laboratory;
4. Availability of resources/commitment to undertake civil works necessary to adapt existing space to house the cocoa flavor laboratory;
5. Availability of resources/commitment to procure and maintain electrical appliances (like air conditioners, refrigerators, heaters and freezer) required for the proper functioning of the cocoa flavor laboratory;
6. Capacity to integrate the work of the cocoa flavor laboratory into national cocoa breeding system and programs;
7. Capacity to integrate the work of the flavor laboratory into extension and farmer training services;
8. Demonstrate strong willingness to mobilize additional funding from the national cocoa regulatory body or the ministry in charge of cocoa to support training farmers and extension services;
9. Capacity to involve in-country cocoa sector stakeholders such as cooperatives, project based extension agencies, nursery operators, buyers, processors and chocolate manufacturers in activities aimed at improving cocoa flavor quality at the farmer level; and
10. Demonstrated outreach to and support of WCF member companies in-country is an added advantage in any proposal.

Proposal Format

Ideally, a proposal should include the following sections:

1. A presentation of bidding institution (1 page)
2. Objectives for hosting flavor quality laboratory (1 page)
3. Demonstration of technical capacity to manage and run a laboratory. (2 pages)
4. Demonstration of availability of resources and/or industry linkages to facilitate the establishment and operation of the flavor laboratory (including letters of support, in annex, where available (2 pages)
5. Annexes
 - a. Logical framework for flavor laboratory (objectives, activities, and monitoring plan)
 - b. Details of the physical layout and proposed location for the laboratory
 - c. Overview of the management and staffing plan for the laboratory
 - d. List of in kind and financial contributions of the hosting institution to the laboratory
 - e. Demonstration of support—
 - i. Letters of commitment from the hosting institution

- ii. Letters of support from other lab stakeholders such as local WCF member companies and/or local farmer groups and/or local processors and chocolate makers
- iii. Other

Timeline

Proposals, address to eleazer.tackie@worldcocoa.org, must be received by close of business on January 31, 2019.

For technical questions, please contact: Herve Bisseleua at herve.bisseleua@worldcocoa.org or Nene Akwetey-Kodjoe at nene.akwetey-kodjoe@worldcocoa.org.