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Notice of Future Funding Opportunity

Background/ Anticipated Objective:

Climate trends in Zambia have shown that many climate-induced hazards such as droughts, floods and extreme temperatures have increased in frequency and intensity over the past few decades.¹ Projections show that by 2030, Zambia will experience a notable rise in compound heat, drought and flood events, impacting key sectors like agriculture, energy, health, water, and infrastructure and costing the nation an estimated 0.4% in annual economic growth.²

The USAID Climate Finance for Development Accelerator (CFDA) through the Mobilizing Finance for a Resilient Zambia Activity (MFRZA) aims to leverage USAID's resources to create a pipeline of high-quality bankable projects that deliver meaningful climate resiliency and adaptation benefits to local communities. Through this upcoming procurement, CFDA anticipates awarding a subcontract to a local organization or consortium to design and manage a Project Preparation Facility that will empower businesses and project developers to secure public and private sector investments in locally led adaptation interventions.

Request for feedback: With this NOFFO, interested applicants are encouraged to share feedback on the proposed concept/objective mentioned below, indicate interest in this opportunity, and/or ask questions ahead of the final solicitation release. Feedback can only be given via [this form](#).

Geographic scope: The anticipated Project Preparation Facility will operate exclusively in Zambia. Applicants must maintain a local presence in Zambia, with the ability to legally work and operate in Zambia.

Procurement Mechanism, Format, and Outreach Channel: CFDA anticipates requesting technical and cost proposals via a Request for Proposals (RFP). Interested parties should sign up with CFDA's [Climate Finance Investment Network \(CFIN\)](#) to receive the RFP and supplemental documents upon release.

Estimated Size and Number of Subcontracts: CFDA intends to award one subcontract of up to \$2.5M USD.

Estimated Release Date and Response Timeframe: CFDA anticipates releasing an RFP on or around December 5, 2024 with a response timeframe of approximately 60 days. CFDA anticipates evaluating proposals o/a February 2025 and notifying the one apparent successful offeror o/a March 2025.

Anticipated RFP Objective/Statement of Work: Through the Project Preparation Facility, MFRZA aims to identify, enhance capacity of, and secure financing for high-quality bankable projects that will deliver meaningful climate resiliency and adaptation benefits to local communities. The Project Preparation Facility will target small and medium-sized enterprises (SMEs) and projects that are advancing climate change adaptation solutions in line with Zambia's [National Adaptation Plan](#), specifically in sectors such as agriculture, water, resilient energy systems, and/or healthcare. While there is not a strict ticket size, MFRZA would prefer to support for profit and not-for-profit SMEs and adaptation projects that advance climate change mitigation and adaptation with a focus on those with capital value expenditure of up USD 10 million in key sectors such as agriculture, energy, health, water, and infrastructure. The selected offeror will likely support the following core activities:

1. *Identify a pipeline of climate adaptation and clean energy businesses and projects.* The selected offeror will identify and develop a robust pipeline of adaptation and climate resilience businesses and projects in Zambia. The selected offeror will be responsible for the screening and selection of projects that align with MFRZA's mandate and objectives, as detailed above. The selected offeror will actively source women, marginalized groups, and local community led projects and enterprises.
2. *Deliver On-Demand Technical Assistance and Capacity Building.* The selected offeror will provide targeted technical assistance (TA) to support the development and preparation of investment-ready projects. TA and

¹ National Adaptation Plan, Zambia

² NDC Implementation Plan for Zambia

capacity building will support enterprises to overcome barriers to investment and enhance enterprise's ability to attract investment. The selected offeror will target a significant number of projects from non-energy sectors and provide TA for quantifying return on investments (e.g., comparing cost of investments to expected savings generated/revenue loss avoided) to help enterprises create the business case for attracting capital.

3. *Investment Facilitation/Matchmaking*. The selected offeror will engage with potential investors to attract funding for the identified projects and enterprises. This will involve developing and implementing investment promotion strategies, conducting investor outreach activities, and exploring creative and collaborative investment opportunities in the region. The selected offeror will be expected to tailor investment solutions for those projects led by historically marginalized groups that may confront unique challenges in the marketplace like women owned and youth-led enterprises.
4. *Transaction Advisory/Deal Structuring*. The selected offeror will support the structuring of deals for businesses and investors which de-risk and mobilize investment in MFRZA priority areas.

Eligibility: The final RFP issued will provide the definitive set of eligibility criteria. The following criteria are anticipated under this RFP: offerors should be (1) private Zambian-based businesses or organizations (not-for-profit or for-profit); or (2) private international for-profit or non-profit organizations or businesses supporting the MFRZA Project Preparation Facility in Zambia. Strong preference will be given to local, Zambia-based offeror, though consortia with international partners where demonstrable knowledge and capacity transfer to the local consortium member takes place through the period of performance of the PPF subcontract may submit an offer.