



บันทึกข้อความ

กรมส่งเสริมการเกษตร
เลขรับ..... 1427
เสนอ..... กษอ
วันที่..... ๒๒ มี.ค. ๒๕๖๗

ส่วนราชการ สำนักงานเศรษฐกิจการเกษตร, กองเศรษฐกิจการเกษตรระหว่างประเทศ โทร ๐ ๒๕๗๙ ๕๘๓๐

ที่ กษ ๑๓๑๘/วทอ๘ วันที่ ๒๒ มกราคม ๒๕๖๗

เรื่อง ขอเชิญเสนอโครงการเพื่อขอรับทุนสนับสนุนจากกองทุนร่วมเพื่อสินค้าโภคภัณฑ์

เรียน อธิบดีกรมส่งเสริมการเกษตร

ด้วยสำนักงานเศรษฐกิจการเกษตร (สศก.) ได้รับการประสานแจ้งจากกองทุนร่วมเพื่อสินค้าโภคภัณฑ์ (Common Fund for Commodities: CFC) เรื่อง การเปิดรับข้อเสนอโครงการ ครั้งที่ ๒๔ และการจัดสัมมนาผ่านระบบออนไลน์ (Webinar) เพื่ออธิบายขั้นตอนที่จำเป็นสำหรับองค์กรที่สนใจส่งข้อเสนอโครงการ

สศก. พิจารณาแล้ว ขอเรียนความเห็น ดังนี้

๑. CFC เป็นสถาบันรัฐบาลระหว่างประเทศด้านการเงิน ที่อยู่ภายใต้กรอบการดำเนินงานขององค์การสหประชาชาติ (United Nations) มีภารกิจในการช่วยเหลือและสนับสนุนการพัฒนาารายสินค้า พิจารณาภาพรวมปัญหาของสินค้าชนิดต่าง ๆ ในประเทศกำลังพัฒนาและประเทศด้อยพัฒนา ตามข้อเสนอโครงการของประเทศหรือองค์กรสมาชิก

๒. โครงการที่จะได้รับการสนับสนุนจาก CFC ควรจะมีกิจกรรมที่ส่งเสริมการสร้างนวัตกรรมที่นำไปใช้ประโยชน์ได้จริง มีความยั่งยืนทางการเงิน มีผลกระทบเชิงบวกต่อเศรษฐกิจสังคมอย่างเห็นได้ชัด สร้างความเชื่อมโยงระหว่างตลาด พัฒนาช่องทางการให้บริการแก่ผู้ผลิต สร้างเสริมและเผยแพร่องค์ความรู้ และสนับสนุนความร่วมมือระหว่างผู้ผลิต ภาครัฐ และมีผู้มีส่วนได้ส่วนเสียอื่นๆ ในห่วงโซ่การผลิต และเสริมสร้างการบรรลุเป้าหมายการพัฒนาที่ยั่งยืน (SDGs)

๓. ลักษณะของการสนับสนุนงบประมาณของ CFC แต่ละโครงการสามารถได้รับเงินกู้สูงสุดไม่เกิน ๑.๕ ล้านดอลลาร์ (ยกเว้นโครงการที่อยู่ภายใต้กระบวนการ Fast Track) โดยการคิดอัตราดอกเบี้ยเงินกู้จะขึ้นอยู่กับประเภทธุรกิจและความเสี่ยงของโครงการ (ประมาณร้อยละ ๕ - ๑๐ ต่อปี)

๔. เงื่อนไขของผู้ยื่นข้อเสนอโครงการ มีดังนี้

- ๑) เป็นผู้ดำเนินการเกี่ยวกับห่วงโซ่สินค้าโภคภัณฑ์ในประเทศที่เป็นสมาชิก CFC
- ๒) มีประวัติการได้รับการตรวจสอบงบการเงิน ในระยะเวลาอย่างน้อย ๓ ปี ที่ผ่านมา
- ๓) นำเสนอโมเดลธุรกิจที่สามารถปฏิบัติได้จริง และการพยากรณ์/คาดการณ์ทางการเงิน

(financial projections)

๔) นำเสนอผลกระทบเชิงบวกต่อการพัฒนาสังคม และ/หรือสิ่งแวดล้อมด้วยการปรับใช้เครื่องมือการวิเคราะห์/ตัวชี้วัดต่างๆ

๕) เป็นโครงการที่เสริมสร้างการบรรลุเป้าหมายการพัฒนาที่ยั่งยืน (Sustainable Development Goals)

๕. การจัดสัมมนาสำหรับส่งข้อเสนอโครงการผ่านระบบออนไลน์ (Webinar)

CFC กำหนดจัดสัมมนาสำหรับส่งข้อเสนอโครงการผ่านระบบออนไลน์ (Webinar) เพื่ออธิบายขั้นตอนที่จำเป็นสำหรับองค์กรที่สนใจส่งข้อเสนอโครงการ ในปี ๒๕๖๗ จำนวน ๔ ครั้ง ดังนี้

การสัมมนา...

WEBINAR

Opencall for Proposals

TUESDAY
16 JANUARY 2024

TIME
15:00 - 16:00 hrs

Do you want to grow your
business for more income
and impacts?

Join our webinar to know
more about how we provide
funding to make your dream
come true.

**JOIN THE
WEBINAR**

REGISTER HERE

Connect with us



OPENCALL WEBINAR SCHEDULE 2024



WEBINAR Opencall for Proposals

TUESDAY
16 JANUARY 2024

TIME
15:00 - 16:00 hrs

Do you want to grow your business for more income and impacts?

Join our webinar to know more about how we provide funding to make your dream come true.

JOIN THE
WEBINAR

REGISTER HERE

Connect with us



— 24TH CALL FOR PROPOSALS

Tuesday, 16 January 2024, 15:00 - 16:00 CET

[Register here](#)

Thursday, 7 March 2024, 10:00 - 11:00 CET

[Register here](#)

— 25TH CALL FOR PROPOSALS

Tuesday, 7 May 2024, 15:00 - 16:00 CET

[Register here](#)

Thursday, 5 September 2024, 10:00 - 11:00
CET

[Register here](#)



Call for Proposals - FAQ

Impact and innovation in commodity value chains

The Common Fund for Commodities (CFC) invites applications for financial support from qualifying projects. The CFC can offer a range of financial and technical instruments of support to meet specific needs of SMEs (small and medium enterprises)/enterprises, cooperatives, and institutions along the entire commodity value chain in its Member States.

Eligible projects are based in one of the 101 CFC Member States and intend to contribute to the Sustainable Development Goals by investing in commodity value chains. Successful applications will demonstrate clear and visible potential to achieve sustainable positive impact on the livelihoods of the poorest people who depend on commodities and help create a nexus between the smallholders and SMEs/businesses.

Should the CFC Open Call application form be completed in English?

Application forms may be submitted in English only.

Is my country eligible to apply for the Open Call for Proposals?

Yes, if the country where your project will operate is a CFC **Member State***, you are eligible to apply for the proposal.

Can an organisation in a Non-Member State of the CFC apply?

Yes, provided that all activities financed by the CFC are implemented in a CFC Member State.

Can a start-up company apply?

The CFC does not finance start-up companies. Eligible proposals must demonstrate a track record of at least 3 years (addressing substantive as well as financial issues).

The existence of a credible historical period of operations (documented by audited financial statements) is important.

Does the CFC provide humanitarian/educational/medical aid?

The goal of the CFC is to advance development in commodity-dependent developing countries.

Matters covered by other international organisations, such as research, humanitarian aid, educational, and medical issues fall outside the CFC's mandate.

What is the maximum amount of CFC funding?

The CFC funds agribusinesses with loans and other debt instruments. The maximum amount is USD 2 million for regular projects, and up to USD 300,000 under the Fast-Track procedure. However, we show some flexibility when we have projects with higher impacts and a good finance case.

What is the interest rate for the loans?

This will be determined depending on the type of project and the risk attached to it. As an impact first entity, the CFC offers affordable and competitive financing terms and conditions that are tailored to the risk profile and requirements of the borrower. The CFC also offers cheaper rates for projects backed up by sovereign guarantee.

Is there a grace period for the loans?

For certain projects with the appropriate risk profile, the CFC can offer a grace period on its loans, not exceeding 2 years.

Have I not received any response on my application to the Call?

The CFC will only contact proponents of proposals that are deemed suitable for further consideration by the Consultative Committee.

If you have not heard from us two weeks after the dates of Consultative Committee meeting, the proposal was not recommended for follow-up.

How do I complete the Impact section of the application form?

Please provide a summary of impact indicators consistently with the impact projections in the Excel template attached with the application.

How to apply?

Please refer to the website for more information or application documents: www.common-fund.org

For questions, please contact: Opencall@common-fund.org

*Check the list of CFC Member States at www.common-fund.org/about-us/member-states/

[NAME OF ORGANIZATION]

PROJECT TITLE

COUNTRY

**PLEASE SUBMIT COMPLETED APPLICATION FORM AND ANY
SUPPLEMENTARY DOCUMENTS TO opencall@common-fund.org**

Common Fund for Commodities (CFC)

Mission

To contribute to poverty alleviation by strengthening the income-generating capacity of commodity producers and mitigating vulnerability to their economic well-being.

Vision

To strengthen and diversify the commodity sector in developing countries and transform it to be a major contributor to poverty alleviation and sustained economic growth and development.

Date: [Select a date](#)

**WHAT IS CFC
LOOKING FOR?**

The Common Fund for Commodities (CFC) is an international financial organization born out of the United Nations Conference on Trade and Development (UNCTAD) process in 1989. From its headquarters in Amsterdam, the Netherlands, CFC invests in the most vulnerable stakeholders of global commodity value chains, such as smallholders and SMEs to help them capture a greater share of the value they create in a sustainable way. CFC's ultimate goal is to catalyse innovative process of technology enabled structural transformations in global value chains to make them equitable and sustainable.

Do you believe that CFC funding can help you making your value chain shorter, greener and traceable, also including the application of technology, improvised or cutting edge digital technologies? Please fill in this application following the instructions provided therewith. The more innovative and impactful your idea is, the higher the chances that your proposal will receive CFC's funding to make a difference. Welcome to our shared journey of sustainability to achieve sustainable development goals 2030 (SDGs 2030).

PLEASE READ BEFORE COMPLETING THE FORM

NO FEES AT APPLICATION STAGE

CFC does not charge any fees during the application stage. However, on approval of CFC financing, applicants are expected to cover a fair share of the applicable legal and due diligence costs in connection with the applicability and use of the CFC financing.

COMPLETE AND ACCURATE INFORMATION IN THE APPLICATION

Please note that the CFC will only consider proposals providing reasonably accurate and complete information in the application form. An in-depth due diligence is part of CFC's approval process.

CORRESPONDENCE ON SUITABLE PROPOSALS ONLY

The CFC will only contact you if your proposal is deemed suitable for further consideration. We regret that due to workload limitations the CFC is unable to respond to queries concerning individual applications. If you do not hear from us within 3 months after the deadline for submission, your application was not successful. You can, however, always re-apply in our next call for proposal if you prepare better.

EXCLUSION LIST

Please review the exclusion list for activities which are not eligible to receive CFC support. The list can be found [on the CFC web site](#).

CONFIDENTIALITY NOTE

The information provided, including attachments, will be used to evaluate the request for financial support by the CFC, and may be shared with the CFC's Consultative Committee, Executive Board, and the Governing Council.

If any of the documents contain sensitive financial or commercial information, please indicate this clearly.

PLEASE SUBMIT COMPLETED APPLICATION FORM AND ANY SUPPLEMENTARY DOCUMENTS TO
opencall@common-fund.org

or by mail addressed to

the Managing Director,
Common Fund for Commodities,
P.O. Box 74656, 1070 BR, Amsterdam,
The Netherlands

PLEASE CHECK FOR THE DATES OF OUR WEBINARS ON CALL FOR PROPOSALS WHERE YOU CAN ANSWER ANY QUESTION THAT YOU MAY HAVE ABOUT YOUR APPLICATION. ALSO WATCH [VIDEOS](#) OF OUR EARLIER WEBINARS FOR A START.

1. Organization background

1.1 Organization profile

Summarize key activities (business model, products / services, industry experience, major achievements). Highlight main development impact of the organization.

Describe when and by whom the organization has been founded, if the organization belongs to a larger group, the key activities / products of the organization and markets relevant to it, and the historical milestones.

1.2 Location and target market(s)

The following countries are eligible for financing: [Member Countries of the CFC](#)

Describe organization premises, geographical location(s) of activities and development issues prevailing in those locations.

1.3 Brief summary of financing objectives

Summarize the funding demand, innovations and strategy behind the funding request, and main use of funds (e.g., expansion plans, working capital, trade finance or other).

2. Request for financing

Total financing need (project / investment cost)

EUR/USD

CFC financing requested:

EUR/USD

The loan amount requested from CFC should match with at least the same amount of co-financing provided by the applicant and/or by other defined co-financiers:

Name / amount of co-financer(s)

Co-financier 1 (name/amount)

Co-financier 2 (name/amount)

Financing can be provided in either USD or EUR. Depending on the form of financing required, please complete **ONE** of the 3 tables below (confirm by

4

1. LOAN

Select type of loan	Amount (in EUR/USD)	Use of funds	Tenor	Collateral
<input type="checkbox"/> Trade finance ¹	[Min 300,000, Max 2,000,000]		[Max 12 months],	[Confirm name/country of buyers]
<input type="checkbox"/> Working capital	[USD 300,000 - 2,000,000]		[Max 18 months]	[Describe proposed pledge or mortgage over assets or third-party guarantee]
<input type="checkbox"/> Term loan	[USD 300,000 - 2,000,000]		[Max 5 years, max 2 years grace period]	[Describe proposed pledge or mortgage over assets or third-party guarantee]

Note: The **Trade finance** and **Working capital loan** are annually renewable up to 5 years.

2. EQUITY / Development Impact Bond

Select	Amount (in EUR/USD)	Ownership share	Use of funds
<input type="checkbox"/> Equity ² (investment funds only)	[USD 300,000 - 2,000,000]	[Max share of 49%]	
<input type="checkbox"/> Development Impact bond (DIB) ³	[USD 300,000- 2,000,000]		

3. FAST TRACK⁴

Select	Amount (in EUR/USD)	Type of funding	Use of funds
<input type="checkbox"/> Fast-Track loan	[USD 50,000 - 300,000]	Provide repayment terms or provide rationale for requesting non-repayable funding.	

¹ Loan disbursement is based on sales contracts from eligible buyers, agreeing to make full payment directly into the account of the CFC.

² Equity stakes in impact investment funds only. CFC does not directly invest into businesses.

³ The CFC supported the first Development Impact Bond in the commodity sector and will consider participating as investor in projects financed under DIB model. For details, see [Development impact bonds: learning from the Asháninka cocoa and coffee case in Peru](https://www.practicalactionpublishing.com) ([practicalactionpublishing.com](https://www.practicalactionpublishing.com)) (DOI: 10.3362/1755-1986.16-00029)

⁴ Fast Track financing refers to a simplified approval procedure for projects seeking financial support below USD300,000. It is envisaged for selected activities yielding immediate results towards CFC objectives and/or the development of innovative products and services in a precommercial phase.

3. Management and operations

3.1 Management and ownership

Main shareholders (in % of shares). Include a diagram of the structure of the organization (i.e., the holding entity or sister companies or subsidiaries (if applicable)).

Summarize names / experience of (supervisory) board members, management team and other key staff (or attach in separate document).

3.2 Current business model

Describe current operations of the organization – i.e., what does it produce, process, trade in terms of (agri) commodities, in which countries, for which markets. Briefly describe different product lines. Describe existing facilities, operational process, staffing, sales/production volume, and production capacity.

4. Market opportunity

4.1 Market position and competitors

Describe the market opportunity and estimated market share (in %) of your organization. Comment on competitive environment and main competitors. Comment on key markets targeted and growth potential. Describe macroeconomic and policy environment if relevant to the project, sector, or country.

4.2 Key strength of your business model

Describe the opportunity that the project would develop. What is unique about your proposition in comparison with the competition. What are the top reasons why the CFC should support the application?

4.3 Obstacles

Identify key obstacles and how these would be addressed by the project. If necessary, refer to Section 7.4 “Risks”.

5. Proposed operational model

5.1 Proposed business model

Describe how the CFC financing will be used to improve products/services, operations, sales/production volumes, production capacity, and supply/offtake model etc (where relevant).

5.2 Client base and growth potential

Describe the key buyers / customers of the organization and main distribution channels (where relevant). Describe the offtake agreements (price setting arrangements, currency, etc.).

5.3 Supply

Describe key products supplied to the organization, how and by whom these are supplied and type of agreements (i.e., seasonal, or long-term, price setting arrangements, etc.). If supply comes from smallholders, highlight how smallholders are engaged and organized.

5.4 Production process

Describe value addition through the proposed operation, including any need for equipment, staff, skill development, digitalisation, or changes to the current operation.

5.5 Innovation

What innovation your business model wishes to implement? How that innovation may help you to make the value chain greener, shorter, and traceable?

6. Development impact

For details of development impact indicators, please refer to the model excel spreadsheet downloadable with the application form.

6.1 Targeted impact, innovation, and additionality

Describe what innovation will be made possible with CFC financing. Explain what development impact will be achieved, highlighting how the impact will be sustainable.

6.2 Impact on Sustainable Development Goals⁵ (SDGs)

Describe how CFC financing will contribute to the SDGs, with emphasis on the five core CFC SDGs. Please fill out the summary table below and provide the specific impact indicators and projected impact in the Excel document attached to this form. Please bear in mind that impact must be evaluated in the context of the baseline situation.

The 17 UN Sustainable Development Goals:



⁵ For more information on UN Sustainable Development Goals please refer to UN web page [THE 17 GOALS | Sustainable Development \(un.org\)](https://www.un.org/sustainabledevelopment/)

SDG	Expected impact
	
	
	
	
	
	
SDG [enter number]	

6.3 Poverty profile of end beneficiary

Please provide any specific indicators of poverty prevalence among the target beneficiaries (e.g., smallholders, migrant workers, other vulnerable groups) in the regional context.

6.4 Social and Environmental risks

Describe key social and environmental risks related to the project or the sector in general and explain how these are being managed. Examples of such risks might include poor working conditions, use of hazardous substances, weak waste management systems, set-up of new plantations.

7. Financial performance

7.1 Historical financial statements

Comment on main revenue / income drivers and financial standing over the last financial year(s).

7.2 Financial projections

Please fill out your own financial projections in the Excel sheet provided with the form. **Make sure to explain the main assumptions of financial projections, e.g.:**

- Assumption 1: (e.g.: Volume growth (in kg/MT) for product X from . to ..
- Assumption 2: (e.g.: Sales price/kg to increase/decrease by ..)
- Assumption 3: ...
- Assumption 4: ...

7.3 Sources of funding and additionality CFC

Confirm names of existing financiers and type of facility / amount and explain the challenges to the feasibility of the project in the absence of CFC involvement.

7.4 Main risks and mitigants

Please evaluate the impact of main risks on the business case and your proposed mitigation measures.

Risk/impact description	Likelihood	Mitigation measures
	Select level	
	Select level	
	Select level	

8. Supporting document checklist

8.1 Required documents (confirm by - Audited financial statements (latest 3 financial years) - Financial projections including Balance Sheet and Profit & Loss forecast - Impact indicators (please fill out the template excel spreadsheet) - Company registration documents - Legal ownership chart for all entities of the group (in case of several legal entities)

8.2 Recommended supplementary documents (not mandatory in this stage)

- Business plan
- Management / Organization chart
- Key staff resume/s
- Articles of Association
- Environmental & Social Impact Assessment (ESIA)

9. Key details

Name of organization

Type of organization

[private company, cooperative, investment fund, NGO, governmental organization]

Country of incorporation

Date registered

Company registration number

Address

Website

10. Affirmations

The application is completed by the undersigned:

Contact details

Name

Title

Phone

Email

I hereby confirm that: (confirm by ☒):

- I am duly authorized to represent the Organization:
- The country in which the funds are used are to take place in a CFC member country⁶.
- The Applicant observes the principles of UN Global Compact, including universal principles on human rights, labour, environment, and anti-corruption. The Applicant is in compliance with all applicable social and environmental regulations and will remain compliant for the whole period of the requested CFC involvement.
- The Applicant is not the subject of a defendant in, or respondent to any investigation, civil litigation, arbitration, or other action or proceedings related to their business activities. I will inform the CFC without delay if any such action or proceedings occur after the date of submission of this application.
- I warrant that the information provided in this application form is true and accurate.
- I understand that any information supplied to the CFC in this application form and its attachments will be made available for consideration by the Consultative Committee and other Governing Bodies of the CFC. **If any of the documents contain sensitive financial or commercial information, please indicate this clearly.**

How did you find out about the CFC call for proposals?

Advertisement – please name the publication

Web search (e.g., Google)

Social Media (e.g. LinkedIn)

Any other – please specify

⁶ See for the actual list of CFC member countries www.common-fund.org/about-us/member-states/.

Exchange rate local currency / USD

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PROFIT & LOSS STATEMENT	Historical			Current financial year		Projections						
	Year - 3	Year - 2	Year - 1	Year 0 actual	Year 0 forecast	Year + 1	Year + 2	Year + 3	Year + 4	Year + 5	Year + 6	Year + 7
in USD	2021	2022	2023	2024 YTD	2024 F	2025	2026	2027	2028	2029	2030	2031
Sales												
Cost of Goods Sold												
GROSS MARGIN	0	0	0	0	0	0	0	0	0	0	0	0
Other operating income												
GROSS INCOME	0	0	0	0	0	0	0	0	0	0	0	0
Personnel costs												
Marketing and sales expenses												
Administrative expenses												
Other operating costs												
EBITDA	0	0	0	0	0	0	0	0	0	0	0	0
Depreciation and Amortization												
EBIT	0	0	0	0	0	0	0	0	0	0	0	0
Interest expenses												
PROFIT BEFORE TAX	0	0	0	0	0	0	0	0	0	0	0	0
Income from grants												
Exceptional income / expenses *												
Income tax												
NET INCOME	0	0	0	0	0	0	0	0	0	0	0	0

* Exceptional expenses should be inserted as a negative number. I.e. Insert "- 100" for exceptional expenses, versus "100" for exceptional income