



# Request for Expressions of Interest: Malawi Nutrition Assessment

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## Key Information

Issue date	4 September, 2019
Questions due	18 September, 2019
Closing date	4 October, 2019
Award duration	3 - 6 months
Award amount	Up to \$300,000
All inquires	<a href="mailto:Agl_Applications@smokefreeworld.org">Agl_Applications@smokefreeworld.org</a>

## Agricultural Transformation Initiative (ATI) Overview

The Foundation for a Smoke-Free World (FSFW) was launched in September 2017 as an independent nonprofit organization dedicated to accelerating global efforts to reduce deaths and harm from smoking, with the ultimate goal of eliminating smoking worldwide. Since the adoption of the World Health Organization Framework Convention on Tobacco Control (FCTC) in 2003, countries that comprise 90% of the world's population have resolved to significantly reduce smoking rates by 2025. These efforts will inevitably entail a reduction in demand for some types of raw tobacco products, such as those produced by farmers in Malawi and other regional economies. Decreased demand means predictably lower incomes for tobacco-producing farmers and tobacco-reliant countries. These challenges create a unique opportunity to (a) support smallholder tobacco farmers as they transition to alternative crops and livelihoods, and (b) catalyze that transition.

Through the [ATI](#) in Malawi, the Foundation is working to prepare smallholder tobacco farmers for an era of reduced tobacco demand. ATI seeks to facilitate the establishment of more secure income strategies for farmers, and to partner with diverse stakeholders to ensure success and sustainability. The activities of ATI will target the following outcomes:

- Diversified, secure income streams for smallholder tobacco farmers
- Improved food security and nutrition for target populations
- Increased non-tobacco export earnings
- Application of technologies that enhance productivity, reduce costs, enable data-driven production decisions, and facilitate access to profitable and reliable markets

To improve understanding of local conditions, ATI will employ a systems approach that accounts for complex development variables. Simultaneously, ATI will ensure that every dollar spent contributes to local and national economies in a sustainable way—ultimately fostering a better future for smallholder farmers, their families, and their communities.



## Nutrition Assessment Background

Over the past 25 years, Malawi has made modest progress in improving nutritional outcomes. Yet, stunting and underweight prevalence, especially among children, remains a significant public health challenge.<sup>1</sup> As of 2018, approximately 1.07 million Malawian children, or 37% of those under five years of age, were malnourished.<sup>2</sup> With over 80% of Malawians working in farming, and agriculture accounting for 30% of the country's gross domestic product, climate shocks and low agricultural yields have a tremendous effect on farmers' income and on their nutritional status.<sup>2</sup> Malnutrition is a particularly salient issue for women and children, driving a flurry of associated health complications.

Malnutrition is a complex problem that persists due to multiple causes, including poverty, gender discrimination, lack of education, and more. When designing nutrition interventions, it is imperative that they work at both the policy and market level. This kind of multifactorial approach is necessary to improve the availability of nutritional commodities and to address the many unique factors that impact populations across Malawi.

ATI aims to develop a standalone nutrition program—or a series of nutrition interventions within existing programs—to complement its current portfolio of activities. Per its larger mandate, ATI is interested in sustainable interventions that benefit smallholder farmers, with a focus on women.

## Approach

ATI is seeking partners that will collaborate with public and private sector groups to create sustainable market-based nutrition solutions. Under the guidance of ATI, the winning applicant will develop analyses, interventions, and stakeholder-oriented programming. This work will build on current ATI efforts, integrating new initiatives with existing programs.

The winning applicant will identify opportunities to scale and iteratively refine activities to address targeted needs. They will also develop contextually-appropriate nutrition interventions that can be implemented alongside ongoing programming.

Proposed work should consist of three phases:

### **Phase 1: Landscape Analysis**

Identify policy, market, clinical, and other contextually-appropriate interventions to improve the nutrition of smallholder farmers in Malawi or in similar contexts. Cultivate fruitful partnerships and identify innovative interventions that have demonstrated success. Understand ongoing and future ATI activities and work within ATI's current theory of change.

### **Phase 2: In-Country Analysis and Partnership Evaluation**

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<sup>1</sup> Doctor HV, Nkhana-Salimu S. Trends and Determinants of Child Growth Indicators in Malawi and Implications for the Sustainable Development Goals. *AIMS public health*. 2017;4(6):590.

<sup>2</sup> Malawi: Nutrition Profile. USAID. <https://www.usaid.gov/sites/default/files/documents/1864/Malawi-Nutrition-Profile-Mar2018-508.pdf>. Updated February 2018.



Conduct an in-country assessment to map stakeholders and potential partners. Compose a list of recommendations regarding future programming, including geographic focus areas, data collection and dissemination plans, potential interventions, and strategies for long-term nutritional improvement. Identify data gaps and propose solutions.

### **Phase 3: Co-creation workshop**

Present analyses to ATI for review and discussion. Focus on strategies for integrating proposed interventions with other ATI programming. In coordination with ATI, develop a multi-year work plan for smallholder nutritional programming. If appropriate, develop a request for proposal for a stand-alone project or suggest alternate procurement mechanisms.

## **Submission Requirements**

Applicants must describe their experience in identifying impactful nutrition interventions, focusing on work in the Southern African Development Community region. Successful applicants will have at least five years of experience in designing nutrition interventions. Submissions are limited to three pages in length; however, applicants may submit annexes as appropriate.

Submissions should include, at a minimum:

- Relevant experience
- Proposed approach for identifying nutrition interventions in Malawi
- Special considerations for youth and gender
- Special considerations for sustainability and market-based solutions

Expression of interest (EOI) responses must be prepared in English and submitted 4 October, 2019.

### **Required:**

**EOI Response.** Response must be in a Word document, and no longer than three pages. Font size must be at least 11.

**Key Personnel CVs.** Please include CVs of up to three personnel who would be working on this assessment. CVs may not be longer than three pages.

EOIs must be submitted via the [online portal](#). If your EOI is not chosen, you will be notified accordingly. All questions should be submitted to [AglApplications@smokefreeworld.org](mailto:AglApplications@smokefreeworld.org). All relevant questions and responses will be posted publicly on the FSFW website. Successful participants will be invited to prepare a more detailed proposal.