



EXPRESSIONS OF INTEREST (EOI) – Mod001

EOI Number: EOI-ARE-003-23

Description: Expression of Interest for the Supply and installation of Multi-Span Greenhouses to at least 93 greenhouse vegetable farmers

Release Date: January 18, 2023

Due Date: February 17, 2023

Modification Date: February 3, 2023 – modifications are highlighted in yellow throughout the RFA

For: Lebanon Agriculture and Rural Empowerment Activity

Funded By: United States Agency for International Development (USAID),
Contract No. 72026820C00001

Implemented By: Chemonics International Inc.

Contents of EOI Package: Section 1: Instructions to Interested Bidders

1 Instruction to Interested Parties.

Invitation to Submit Pre-Qualifications for: Provision of Multi-Span Greenhouses to at least 93 greenhouse vegetable farmers.

1.1 Introduction

Chemonics International, through its locally registered entity, Chemonics Beirut S.A.R.L (Chemonics) is implementing the Agricultural and Rural Empowerment (ARE) Program funded by the U.S. Agency for International Development (USAID), under prime contract number 72026820C00001; and is inviting Interested Parties to submit Expression of Interest (EOI) responses to this **Invitation to Submit Pre-Qualifications** demonstrating their interest and qualifications to carry out **the Supply and installation of Multi-Span Greenhouses to at least 93 greenhouse vegetable farmers**. The suppliers will be short-listed based on their experience and organizational capacity, quality of offerings including value-added services like training, alignment of equipment specifications, delivery times, and proposed prices.

The Lebanon Agriculture and Rural Empowerment (ARE) activity, funded by USAID and implemented by Chemonics International, has a three-year base period, two Option Years, and One Increased Quantity Option. Both option years have been activated, bringing the activity implementation period to five years, and the IQO has been exercised in order to enable scale-up of interventions in support of both of ARE's expected results (objectives). ARE supports Lebanese rural and peri-urban communities to obtain technical and financial resources in order to facilitate increased productivity, sales, and exports, improved business income, while also ensuring livelihood sustainability. To support this purpose, ARE will increase jobs; improve incomes; improve female participation and employment opportunities; increase domestic and export sales; increase private sector investment; improve access to finance; link value chain actors to domestic and international markets; and improve production through improved practices, technology, increased volume, and/or decreased cost. ARE supports two key expected results (objectives), each with their own intermediate result (IR):

1. Increased domestic and export sales at both firm and farm levels (Result 1)
 - 1.1. Increased enterprise competitiveness (IR 1.1)
2. Livelihoods improved, especially in rural areas and for women (Result 2)
 - 2.1. Improved productivity of MSMEs, including farmers (IR 2.1)

Only those Interested Parties submitting a response to this request for EOI will be considered for prequalification to bid on the supply and installation of Multi-Span Greenhouses to at least 93 greenhouse vegetable farmers. ARE will make the determination of suppliers that demonstrate the appropriate qualifications and pricing to perform the work. When responding, interested parties should consider all sections of this request for EOI, which is being advertised on the Daleel Madani website.

1.2 Project Description and Components

The proposed intervention is a 12-month expansion of ARE's current Agricultural Productivity Improvements Intervention and will focus on providing more productive, multi-span greenhouses to individual Lebanese farmers. The multi-span greenhouse upgrade intervention will be nationwide, focused on commercial greenhouse vegetable growers with at least 1 dunum of available land for the greenhouse installation. In addition, growers must have direct greenhouse vegetable growing experience, mostly sell into the local market, commit to participating in sustainable agricultural practices training, and have not received previous USAID support valued over \$5,000.

ARE will provide per square meter grant support to farmers for the purchase of multi-span greenhouse(s). The final amount of the square meter subsidy, including the level of maximum ARE support, will be determined after completion of this EOI process. The minimum greenhouse size shall be 500 Sqm with no maximum size or number of greenhouses. The final amount of the per square meter subsidy shall be based on the lowest price, technically acceptable offer received. ARE's maximum support amount will, however, be capped.

The multi-span greenhouse supplied to farmers shall include ALL items and quantities listed in the BoQ table in the Technical Specifications section 1.3. The grower will be responsible for all other production related items and supplies including ground preparation, seeds, seedlings, inputs, drip irrigation and labor.

ARE will be partnering with a local organization that will be responsible for outreach to potential applicants, collecting, validating, and submitting the application data and legal documents to ARE, verifying the greenhouse installations, and collecting technical production and financial information from farmer beneficiaries. The local partner will also be responsible for undertaking sustainable agricultural practices training which aims at helping farmers use their available natural resources to reduce their agricultural input costs and improve production outcomes.

Greenhouse Provision and Grant Making Process

As part of the grant process, prospective individual farmer applicants shall review the multi-span greenhouse specifications, company information, and contact one or more of the **SHORTLISTED** company/companies to provide the appropriate specifications and pricing for their proposed installation. Prior to contacting the companies, applicants should fill the grant application form which include technical questions about the current farming practices. This will help shortlisted companies to quickly determine that most appropriate setup for the applicant. ARE and its local implementing partner will encourage prospective applicants to **contact all shortlisted companies** to ensure that the applicant gets the best value/quality for their farms. Quotations provided to farmers should not be over the submitted per square meter price to ARE without significant and valid justification. Items, specifications¹ and quantities provided to ARE, shall be provided in their entirety to all farmers along with the submitted delivery and installation time.

After selecting the preferred supplier, Applicants shall submit their grant application to ARE, which will be reviewed and scored in one of the bi-monthly evaluation committee meetings. If the applicant is approved, a site visit will be scheduled by ARE staff **and the selected supplier** to validate the application including specifications. Once validated, ARE will submit the grant package to USAID for approval. Once approved, the applicant will sign a contract with the selected supplier abiding by the agreed upon payment terms. ARE will make the final payment to the selected vendor, on behalf of the grantee, only **AFTER** the greenhouse is installed and verified.

ARE reserves the right to limit greenhouse installations in a specific region or village, to ensure the equitable distribution of support across the country. ARE may also limit greenhouse suppliers to a maximum % of the total installation ceiling (\$930,000) to ensure equitable participation of programming. ARE reserves the right to increase ceiling based on performance and need.

1.3 Technical Specifications

Given the specific needs of every farmer, interested parties shall submit a per unit price which will include the cost of the design, procurement, installation, commissioning for the complete implementation of the multi-span greenhouse.

¹ ARE will accept higher quality, greenhouses, items and specifications supplied to farmers at their request. ARE support on a per square meter basis will remain the same.

In addition, applicants should include a detailed BoQ showing the items, quantities, and specifications for the below greenhouse. Include a description of the minimum land preparation requirements that the farmer must undertake to ensure proper installation and use of greenhouses. Please note that ARE will not include the land preparation as part of the in-kind support.

Table 1. Minimum Greenhouse Specifications and Pricing Table

1 Item Number	2. Item to be supplied	3. Quantity	4. Specifications Required	5. Total Price without VAT
1	Greenhouse	1	Multi-span greenhouse	
2	Dimension	1	<div>Total area: 664 m²</div> <div>Length: 41.5 m</div> <div>Width: 16m</div> <div>Height under the gutter: 2.8 m after ground level</div> <div>Distance between pillars: 2.5 m (except the first and the second arc from each side on 2 m)</div> <div>Height at crest: at least 4.3 m</div>	
3	Installation	1	<div>Provide Supply and Installation time.</div> <div>All installation works should be executed by professional team on the responsibility of the bidder</div>	
Structure specification				
Steel Structure				
The frame is made of galvanized steel, (250 - 275 g/sqm connected with galvanized fittings and accessories				
Pillars (columns)				
Pillars are made of galvanized tubes 60 mm x 1.8 mm Pillars are set in bases. Bases fixed by a concrete foundation 50 to 55 cm deep in the soil (50*50*50)				
Bases are made of galvanized tubes 55 mm x 1.8 mm				
Arcs				
Each arc consists of galvanized pipes (60 mm in diameter and 1.5 mm thick) according to the international specifications for greenhouse pipes				
Distance between arcs is 2.5 m except the first and last intervals which are at 2 m distances				
Bridges and Trusses				

Each span consists of longitudinal galvanized pipes (bridges, and V Trusses) (32 mm in diameter and 1.5 mm thick) that connect the interior arcs of the house:
2 bridges at the ground level connecting the pillars (these 2 pipes should be exactly 15 cm above the foundation concrete blocks level to allow for more robustness)
Crop Holder
Crop holder is constituted of a 32 mm x 1.5 mm steel tubes. Hook for crop holder constituted of a 32 mm x 1.5 mm steel tubes
Steel Accessories
Triangular and vertical reinforcements: The first arch of each span on both sides should be fortified by 3 triangles; catching the first arch and the second one. Pipes forming the triangles are 32mm x 1.5mm
Xs elements should be made of 32mm, 1.5mm galv. Tubes to fortify the structure between the first and the second pillar (front and rear side) inside walls as well as on the roof.
Coated steel wires, 2.5 mm thickness all over the arcs 30 lines/span to fix the cover.
Doors
1 Safety Access System “double door”, 1 m width and 2 m height should be installed per greenhouse and should be made of Galvanized Steel 30x60mmx1.5mm rectangle with two line of profile it should be covered by polyethylene. One door should be covered with transparent polyethylene film (200 microns) while the outer with insect net proof film.
Plastic Sheeting equivalent of 1 multispans GH
Plastic Nylon sheet, 180 - 200 microns, clear color, 3 layers, thermal, 33 to 36 months’ guarantee. Light transmission of at least 88%. This film should cover the arcs and be firmly fixed at each side.
Side opening
2 lateral opening should be installed with gear box. All the opening should be equipped with net (16 x 10mm ²) European made.
Minimum Land Preparation Requirements
Include minimum land preparation requirements for proper installation and use of greenhouse
Warranty
Enter any Warranty Information, if available
Value Added Services
Enter any value-added services that makes your offeror more competitive

1.4 Past Performance and Corporate Capabilities

Prospective applicants should provide past performance supplying multi-span greenhouses in high volumes during a short period of less than six months. Applicants should provide a description of available assets, facilities, and human resources to successfully undertake this activity. Finally, offeror should provide any experience working with USAID (especially on works of similar size and scope) including up to 3 reference projects with contact names and details.

1.5 Response Deadline

Expressions of interest must be submitted in electronic copy to the ARE grant email address: grants@lebanonare.org no later than 5:00 PM Beirut local time, on February 17, 2023.

Interested Parties are responsible for ensuring that their responses are received in accordance with the instructions stated herein. Late responses may be considered at the discretion of Chemonics, but Chemonics cannot guarantee that late responses will be considered.

1.6 Submission of Responses

Responses must be submitted electronically. Please include the request for EOI number in the subject line of your email.

Instructions for the Submission of Electronic Copy

The Table 1. Minimum Greenhouse Specifications and Pricing Table in the Technical Specifications section 1.3 and supporting documents must be submitted by email no later than the time and date specified in Section 1.5.

In addition to the Table 1. Minimum Greenhouse Specifications and Pricing Table, the following documents should be submitted:

- A copy of the company valid legal registration (Commercial Circular, Commercial Register, and Ministry of Finance)
- Profile and history of the company 2 to 3 pages including a description of available assets, facilities, and human resources to successfully undertake this activity.
- Past performance including a list of previous experience working with USAID (especially on works of similar size and scope)
- 3 reference projects with contact names and details.

Interested Parties must submit the responses electronically with up to 5 attachments (8 MB limit) per email compatible with MS Word, MS Excel, readable format, or **Adobe Portable Document (PDF) format in a Microsoft XP environment joined by the Excel version of the document**. Interested Parties must not submit zipped files. Those pages requiring original manual signatures should be scanned and sent in PDF format as an email attachment.

1.7 Requirements

To be determined responsive, a response must include all of documents and sections included in Section 1.6.

An eligible organization must be legally registered and recognized under the laws of the Lebanese Republic and in compliance with all applicable civil, fiscal, and other applicable regulations.

Companies and organizations that submit responses to this request for EOI must meet the following requirements:

- (i) Companies or organizations must be legally registered under the laws of the Lebanese Republic upon award of the subcontract.
- (ii) Companies or organizations must have a local presence in Lebanon at the time the subcontract is signed.
- (iii) Firms operated as commercial companies or other organizations or enterprises (including nonprofit organizations) in which foreign governments or their agents or agencies have a controlling interest are not eligible as suppliers of commodities and services.

1.8 Source of Funding, Authorized Geographic Code, and Source and Origin

Any work related to this request for EOIs will be financed by USAID funding and will be subject to U.S. Government and USAID regulations. All goods and services offered in response to this request for EOI or supplied under any resulting award must meet USAID Geographic Code **937** in accordance with the United States Code of Federal Regulations (CFR), 22 CFR §228, available at: <http://www.gpo.gov/fdsys/pkg/CFR-2017-title22-vol1/pdf/CFR-2017-title22-vol1-part228.pdf>

Offerors may not offer or supply any commodities or related services that are manufactured or assembled in, shipped from, transported through, or otherwise involving any of the following countries: Cuba, Iran, North Korea, Syria. Related services include incidental services pertaining to any/all aspects of this work to be performed under a resulting subcontract (including transportation, fuel, lodging, meals, and communications expenses).

The following applies to this request for EOI, all related correspondence, and any resulting RFP and subcontract:

A. Definitions:

1. **Cooperating Country:** “Cooperating country” means Lebanon.
2. **Source:** “Source” means the country from which a commodity is shipped to the cooperating country or the cooperating country itself if the commodity is located therein at the time of purchase. However, where a commodity is shipped from a free port or bonded warehouse in the form in which received therein, “source” means the country from which the commodity was shipped to the free port or bonded warehouse.
3. **Nationality:** “Nationality” refers to the place of incorporation, ownership, citizenship, residence, etc. of suppliers of goods and services.

- B. Application: The source and nationality of all goods and services in response to this request for EOI must meet the USAID geographic code 937 requirements in accordance with 22 CFR §228.

All goods and services prequalified under this request for EOI must meet USAID geographic code 937.

1.9 Opportunity for Questions and Clarifications

ARE will hold a pre-application workshop on **Tuesday, January 31, 2023, on MS Team from 12:00 PM till 1:00 PM**. This workshop will allow eligible and interested input suppliers the chance to ask questions about the EOI and receive guidance on how to submit the required forms. Interested input suppliers that would like to attend this workshop must confirm their attendance by sending the participant’s name and the organization’s name to grants@lebanonare.org. Up to two persons may attend from each organization. No reimbursement for costs of attendance will be met. The deadline for confirming attendance of the pre-application workshop is on **Monday, January 30, 2023, at 5:00 PM**.

All questions or clarifications regarding this request for EOI must be in writing and submitted to grants@lebanonare.org no later than **5 PM on January 31, 2023**. All correspondence and/or inquiries regarding this request must reference the EOI number. No phone calls or in-person inquiries will be entertained; all questions and inquiries must be in writing.

Questions and requests for clarification, and the responses thereto, will be circulated to all EOI recipients who have indicated an interest in this request for EOI.

Only written answers from Chemonics will be considered official and carry weight in the EOI process and subsequent evaluation. Any answers received outside the official channel, whether received verbally or in writing, from employees or representatives of Chemonics International, the Agriculture and Rural Empowerment (ARE) project, or any other party, will not be considered official responses regarding this request for EOI.

1.10 Evaluation and Prequalification Determination

Chemonics will make, according to its sole judgment and discretion, a determination to prequalify prospective suppliers for the works described herein based on the completeness and responsiveness of the documentation submitted in response to this EOI by interested parties. The decision of Chemonics and the Project is final and not subject to appeal of any kind.

An interested party may be determined in the judgment of Chemonics and the Project to be a potential qualified supplier only if it possesses reputation, ability, experience, qualified personnel, availability of equipment, and net current assets of working capital sufficient, as supported by its response to the request for EOI.

Evaluation and Technical Offers Comparison

Pre-qualification status will be conferred on the administratively and technically compliant offer(s) that is the most economically advantageous, taking into account the quality of the services offered and the price of the tender, otherwise referred to as “best value for money”.

Offers will be evaluated on the criteria listed below:

Table 1 Criteria Comparison Table

CRITERIAS	Award criteria	Score up to	Max. Score
Capability / competence of tenderer to perform the service required	Experience in implementing of similar type of works, of similar scale	20	45
	Experience with Chemonics or USAID	10	
	Facilities, assets, qualifications, skills, languages or experience of key personnel engaged in the project	15	
Quality / Understanding of requirements	Meeting technical specifications (quality, methodology, etc.) OR Level of understanding of work/service required	20	35
	Ability to demonstrate delivery and installation at scale OR Reliability of plan proposed	10	

CRITERIAS	Award criteria	Score up to	Max. Score
	Added value of items offered	5	
Prices	Price proposal in accordance with the request	20	20
TOTAL MAXIMUM GENERAL SCORING			100

By signing this questionnaire, the prospective supplier guarantees the truth and accuracy of all statements made by it in this request for EOI. The undersigned hereby authorizes and requests any public official, engineer, architect, surety company, bank, depository, material or equipment manufacturer or distributor or any other person, firm, or corporation to furnish any pertinent information, requested by the Chemonics/ARE-Lebanon, to verify the information on this form or regarding the competence and general reputation of the prospective supplier. The undersigned agrees to furnish any further qualifying information at the request of the Chemonics/ARE-Lebanon. Failure to complete this form adequately may result in disqualification. The undersigned understands that the U.S. Agency for International Development (USAID), an agency of the United States of America, is providing financing in support of the project and that USAID has certain approval rights, including approval of the contractor selected and the subcontract. However, USAID is not a party to the contract.

Dated at _____, this _____ day of _____, 20_____

(Name of Organization)

By _____

(Title)

(If corporation, seal)

Statements

Statement of Good Standing:

I, the undersigned ----- in the capacity of -----

of the firm -----certify that the firm I represent:

- is not bankrupt or being wound up, does not have its affairs administrated by the court, does not have suspended activities, or is not in any analogous situation arising from a similar procedure;
- is not involved in any prohibited activities, and that no disqualification exists which would restrict our power to participate in an invitation to tender;
- is not the subject of proceedings for a declaration of bankruptcy, for an order for compulsory winding up or administration by the court or for an arrangement with creditors or of any other similar proceedings;
- has not been convicted of an offense concerning its professional misconduct by a judgment which has the force of res judicata;
- has not been guilty of grave professional misconduct proven by any means which the contracting authorities can justify;
- has fulfilled obligations relating to the payment of taxes and social security contribution in Lebanon, in accordance with the legal provisions in force;
- is not guilty of serious misrepresentation in supplying the information required by the contracting authorities for participation in an invitation to tender or a contract;
- has not been declared seriously in the wrong with respect to carrying out any contract, for failure to respect its contractual obligations;
- is not in breach of any *Contract*. Signed by:

In the capacity of:

Duly authorized to sign for and on behalf of: (*Company*/)

Signature: