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***Provision of Proven Feed Resources Technologies to Improve the Red Meat Value Chain in Tunisia***

**Selection criteria of beneficiaries (farmer association and cooperatives, SME, etc) for feed block manufacturing unit (FBMU)**

**Introduction**

The project aims to distribute four feed block manufacturing units (FBMU) to small and medium enterprises, farmer associations, cooperatives (GDA or SMSA), etc. UFBA have the goal of producing food blocks for marketing or consumption and contribute to the alleviation of feed deficits of ruminants during lean periods (food shortage). The use of this technology will improve and stabilize the animal production and create employment. Beneficiaries must be installed in the project intervention area: unfavorable Zone / agro pastoral system center -west (Sidi Bouzid, Kairouan, Kasserine) or favorable Zone / cereal - farming north - west (Beja, Jendouba, Kef) . To ensure proper functioning of UFBA a good selection of beneficiaries is required. It is based on the criteria to be rated on a scale from 0 (non-existent), 1 (very low or few) to 5 (very good or a lot). There is a difference between a farmer association that serves its members and a SME or a private investor, who wants to market the feed blocks.

**A) Criteria for selection of farmer association or cooperative (GDA or SMSA)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Criteria** | **0** | **1** | **2** | **3** | **4** | **5** |
| 1. **General Information** |  | | | | | |
| 1.1 Number of members of farmer organization (FO) |  |  |  |  |  |  |
| 1.2 Size of flock of members of FO |  |  |  |  |  |  |
| 1.3 Number of animals of non-members who can benefit from feed blocks |  |  |  |  |  |  |
| 1.4 Need for supplementary food during dry period |  |  |  |  |  |  |
| 1.5Quantity of primary matter and AGIBPs available , needed to manufacture feed blocks |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **2.Infrastructures** |  | | | | | |
| 2.1 Access to electricity (tri phase) |  |  |  |  |  |  |
| 2.2 Access to water |  |  |  |  |  |  |
| 2.3 Access to road network |  |  |  |  |  |  |
| 2.4 Existence and condition of a warehouse (protection against theft and rain) for storage of by products and feed blocks |  |  |  |  |  |  |
| 2.5 Drying area (existence, condition and size) |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **3. Organizational and financial capacity of FO (farmer organization)** |  | | | | | |
| 3.1 Availability of management documents |  |  |  |  |  |  |
| 3.2 Existence of a bank account |  |  |  |  |  |  |
| 3.3 Available financial means (liquidity) |  |  |  |  |  |  |
| 3.4 Capacity of members to mobilize working capital |  |  |  |  |  |  |
| 3.5 Experience in collaborating with financial institutions (credit) |  |  |  |  |  |  |
| 3.6 Experience in bulk sale or purchasing |  |  |  |  |  |  |
| 3.7 Existence of a management and control committee |  |  |  |  |  |  |
| 3.8 Transparent elections / renewing of committee members |  |  |  |  |  |  |
|  |  |  |  |  |  |  |
| **4. Availability of AGIBPs and additional products like lime and Urea** |  |  |  |  |  |  |
| 4.1 Distance of FO to AGIBPs and additional product providers (low distance gives high points) |  |  |  |  |  |  |
| 4.2 Quantity of available AGIBPs |  |  |  |  |  |  |
| 4.3 Period of available AGIBSs |  |  |  |  |  |  |

**Exclusion criteria  : 2. et 4. (if one point is 0)**

**B) Criteria for SME and private investors (needs to be registered)**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Criteria** | **0** | **1** | **2** | **3** | **4** | **5** |
| 1. **General Information** |  | | | | | |
| * 1. 1.3 Number of potential clients who can benefit from feed blocks |  |  |  |  |  |  |
| * 1. Number of animals who can benefit from feed blocks |  |  |  |  |  |  |
| * 1. Need for supplementary food during dry period |  |  |  |  |  |  |
| **2.Infrastructure** |  | | | | | |
| 2.1 Access to electricity (tri phase) |  |  |  |  |  |  |
| 2.2 Access to water |  |  |  |  |  |  |
| 2.3 Access to road network |  |  |  |  |  |  |
| 2.4 Existence and condition of a warehouse (protection against theft and rain) for storage of by products and feed blocks |  |  |  |  |  |  |
| 2.5 Drying area (existence, condition and size) |  |  |  |  |  |  |
| **3.** **Organizational and financial capacity of FO** |  | | | | | |
| * 1. Business experience |  |  |  |  |  |  |
| * 1. Relevant professional qualification |  |  |  |  |  |  |
| * 1. Experience in the field of animal nutrition |  |  |  |  |  |  |
| * 1. Existence of working capital |  |  |  |  |  |  |
| * 1. Experience in collaborating with financial institutions (credit) |  |  |  |  |  |  |
| **4.** **Availability of AGIBPs and additional products like lime and Urea** |  | | | | | |
| 4.1 Distance of entrepreneur SME, etc) to AGIBPs and additional product providers (low distance gives high points) |  |  |  |  |  |  |
| 4.2 Quantity of available AGIBPs |  |  |  |  |  |  |
| 4.3 Period ofavailable AGIBSs |  |  |  |  |  |  |

**Exclusion criteria: 2 et 4 (if one point is zero, candidate is excluded)**