

REPUBLIC OF KENYA



COUNTY GOVERNMENT OF SIAYA

CALL FOR EXPRESSION OF INTEREST DOCUMENT

FOR

**MANAGEMENT AND OPERATION OF LWANDA
KOTIENO MINI LANDING SITE MINI FISH
PROCESSING PLANT IN SIAYA COUNTY**

EOI NO: CGS/SCM/AGRIC/EOI/2023-2024/03

(Open National Tender)

**CHIEF OFFICER
AGRICULTURE, FOOD SECURITY, LIVESTOCK AND
BLUE ECONOMY
COUNTY GOVERNMENT OF SIAYA
P.O. BOX 803-40600
SIAYA**

**COUNTRY SECRETARY
COUNTY GOVERNMENT OF SIAYA
P.O. BOX 803-40600
SIAYA**

June., 2024

EOI NOTICE

**CALL FOR EXPRESSION OF INTEREST NO. CGS/SCM/AGRIC/EOI/2023-2024/03
FOR MANAGEMENT AND OPERATION OF LWANDA KOTIENO MINI LANDING
SITE MINI FISH PROCESSING PLANT IN SIAYA COUNTY**

The County Government of Siaya (CGS) through the Department of Agriculture, Food Security, Livestock and Blue Economy invites Expressions of Interests (EOI) from eligible reputable strategic investors for Management and Operation of Lwanda Kotieno Mini Landing Site Mini Fish Processing Plant located within Siaya County as-is. The businesses will be financed and operated by the interested entities.

Interested Firms may obtain complete requirements for the EOI from the CGS website (www.siaya.go.ke) or from the Public Procurement Information portal www.tenders.go.ke. The facility can be viewed between 05.06.2024 to 18.06.2024 from 8.30 a.m. to 4.30 pm

Expressions of Interest (EOI) applications are to be enclosed in plain sealed envelopes, clearly marked with the **Expression of Interest (EOI) Identification Number and Name**, should be addressed to:

**County Secretary
County Government of Siaya
P.O. Box 803-40600
Siaya**

and be deposited in the Tender Box located at the main entrance of Alego Usonga Sub-County offices, along Hospital Road, within Siaya Town or posted, so as to be received on or before 19th June, 2024 at 1200hrs (East Africa Time)

Expressions of Interest applications will be opened soon thereafter at Alego Usonga Sub County Offices, in the presence of tenderers and/or their representatives who may wish to attend.

**Director, Supply Chain Management
For: COUNTY SECRETARY**

05.06.2024

1.0 Background

Fish is largely produced in the county mainly in Bondo and Rarieda sub counties. The fish produced is mostly through capture fishery (wild catch), while there is also contribution from cage and pond culture fishery.

Fishing and aquaculture practices are carried out by individuals, self-help groups, cooperatives, support from the National and county government with sole purpose of efficient fish production and marketing. There are several fish cooperatives in the county with the main ones being Sakwa, Uyoma, Imbo, Alego cooperative society and Lwanda K'Otieno Fish Producers and marketing society.

The county government of Siaya with the support of the national government through Fisheries Service (KFS) and other stakeholders has over the past years been offering support to the development of fish and fish products value chain through provision of fishing gears, fingerlings, fish feeds, cooler boxes, patrol boats. Additionally, there are some efforts to regulate fishing practices and enhance regulatory measures for sustainable exploitation of the fishery resources. Due to these efforts, there has been a significant improvement in fish production in the county

Although there has been a realization of increased production of fish and fish products within the county, the produce is mostly sold to local markets, factories in Kisumu and Nairobi by local fish farmers, fishermen and local fish traders. Fish processing and value addition is still low in the county with little or no documented local export capacity.

The normal traditional fish processing i.e. gutting, scaling and sun drying produce fish that cannot be preserved for a longer period of time increase post-harvest fish losses and cannot meet the standards of national and international markets with negative economic impacts for local fisherfolk. For these reasons, the county government of Siaya through its budgetary allocation for the financial year 2024/2025 intends to promote fish processing and value addition and support BMUs and enhance public private partnership in operationalization of the Lwanda K'Otieno fish landing site and mini fish processing plant. The fish processing plant was realized in a collaboration between the national government represented by State Department Blue Economy & Fisheries (SDBE &F) and the county government of Siaya represented by Ministry of Mining Blue economy & Maritime Affairs (MMBE&MA), being among the five (5) processing facilities built by the national government and handed over to the community through the County Government of Siaya (CGS)

The parties aim to specifically strengthen cooperation in the following areas:

- 1) Provision of fish landing sites.
- 2) Provision of ice plants and cold storage facilities.
- 3) Cooperation on monitoring control and surveillance.
- 4) Cooperation in the development and implementation of business plans.
- 5) Provision of storage facilities for fish caught.
- 6) Provision of space for value addition of fish caught.
- 7) Maintenance of landing sites to the standards of fit-for- purpose.
- 8) Improvement in health and safety standards in fish handling and processing
- 9) Increased productivity and better, stable and sustainable returns potentiality in aquaculture in the county; and

10) Better environmental and social practices in the aquaculture industry within the County.

This plant is already in Lwanda K’Otieno thus the county government needs to develop a viable and sustainable way to operationalize and run the processing plant that will make it competitive and generate a positive return on investment for the benefit of local communities. Such a strategy will ensure that the fish processing plant delivers on its mandate of enhancing market access for the local fish produce.

Accordingly, the County Government of Siaya wishes to entrust the operation and management of the processing plant to a willing, competent and experienced strategic investor who meets all the areas of cooperation listed above or demonstrates the best potential to do so. The private investor will operate the fish processing plant as a business under a legally executed lease agreement.

2.0 Fish Processing Plant Technical Committee

The private investor shall perform the following.

- 1) Agreement and Understanding: enter into a tripartite agreement/memorandum of understanding with the county government of Siaya and Lwanda Kotieno Beach Management Unit (BMU) on the terms of engagement;
- 2) The private investor shall establish the Fish Processing Plant Technical Committee (the “Committee”) chaired by Chief officer in charge of department of agriculture, irrigation, livestock and fisheries and comprising representatives from various stakeholders to oversee the implementation of the Project. Members of the committee shall agree on terms of reference to govern the operations of the said committee as will be stipulated in the tripartite MOU
- 3) Operational Management: Operate and Manage the Fish processing plant as a private business venture.
- 4) Financial Commitment: Pay the agreed rental amounts or fees promptly to the county government of Siaya and Lwanda Kotieno Beach Management Unit (BMU) for the use of the facility;
- 5) Community Support: Willingly support the local community in fish marketing and providing employment quotas for local community especially for the labor requirement.
- 6) Asset Protection: Maintain and safeguard the county investment for the period the investor will be at the facility in accordance with the tripartite agreement;
- 7) Plant Handover: Hand over the Fish processing plant to the county government in proper working condition at the expiry of the engagement period.
- 8) Technology Integration:
 - 8.1 Apply the use of technology in managing system processes, as well as sales and distribution chain.
 - 8.2 Apply the use of technology in fish traceability within the supply value chain to provide mechanism for accreditation and certification in collaboration with the CGS.
 - 8.3 Promote mechanisms for fisheries and aquaculture data collection and dissemination with relevant stakeholders along the fish value chain.

8.4 Demonstrate the use of innovation and technological development in managing and running the mini fish processing plant.

8.5 Capacity building for fish folks and other actors/stakeholders within the fisheries and aquaculture value chain through training, skills and knowledge transfer in Siaya County on such terms as may be agreed with the County and the BMU.

9) Safety and quality control: The investor will ensure fish safety and quality control through a collaboration between value chain actors/stakeholders.

The interested investor shall fulfil the following requirements.

1. Local Business Presence: Have an established fish-related business within Siaya County.
2. Value Chain Expertise: Statistics show to be successful in aquaculture an end to end solution is important, based on the data from ESP program, a lack of quality fingerlings, feeds, and ready market leads to huge losses. Additionally, the investor should have a proper cold chain management to mitigate on chances of post-harvest fish loses. Hence, the investor should possess experience in major fish value chain operations.
3. Market Knowledge: Display and document awareness of local and international fish markets.
4. Organizational Capability: Demonstrate an organizational setup capable of efficiently operating and managing a major fish processor.
5. Strategic Supply and Marketing: Have a strategy for the supply of fish to the fish processor and marketing of filleted and processed fish, utilizing technology for efficiency.
6. CSR: A part from revenue generating activities, the investor should be in a capacity to train and mentor fish folk peers on various sexual and reproductive health and rights issues (SRHR) will promote dignity self-worth and eliminate harmful practices like sex for fish.
7. Local Understanding of (LREB) especially Siaya: Through the presence of a feasibility study, survey reports and successful business data the investor will demonstrate understanding of the local (Siaya) situation and needs in fish production and value chain development.
8. Cooperative Integration: Exhibit past records of successfully integrating fish farmers' cooperatives on both the demand and supply sides in a sustainable manner
9. Research, knowledge creation and transfer: Capacity building is an integral aspect that grantees continuous improvement in the industry, the investor must show willingness to avail the processing plant for learning to the BMU and County of Siaya through an MOU.
10. Outreach programs: Promote linkages of farmers and industries to research and promote outreach programs.
11. Investor readiness: To ensure sustainability of the value chain actors within the fisheries and aquaculture, the investor should help in capacity building on issues investor readiness and leverage an arena where the actors can easily access capital through a check-off systems, ensuring they are credit worthy hence improving livelihoods.
12. Demonstrate responsible trading in fish and fish products i.e. by only sourcing for mature fish any that way supporting the county in overseeing illegal, unreported and uncontrolled (IUU) fishing activities.
13. Inclusivity and Community Engagement: Confirm the investor's experience and initiative in involving women and youths in the fish venture, promoting inclusivity and community

participation.

14. Demonstrate the fisheries and aquaculture value chain development through public private partnership with both local and international players to support the development and improvement in the sector.
15. The investor should be able to demonstrate capability in resource mobilization in cash or kind in collaboration with other stakeholders in the industry.

3.0 Clarifications

Interested parties may request clarifications on this EOI up to five (5) days before the EOI submission date. The EOI and any updates/clarifications shall be posted on the CGS website <http://www.siaya.go.ke> and the Public Procurement Information portal www.tenders.go.ke

Any request for clarification must be delivered, mailed or emailed to:

The Chief Officer
Department of Agriculture, Food Security, Livestock & Blue Economy
County Government of Siaya
P. O. Box 803-40600, Siaya

Email Address: coagriculture@siaya.go.ke

4.0 Eligibility and qualification of bidders

The CGS invites interested, competent and experienced strategic investors who are familiar with the industry to express their interest in providing the services by submitting information on their commercial and technical capability. In the case of a consortium, the lead agency may express their interest on behalf of the consortium.

The attention of interested Investors is drawn to the following provisions that will be highlighted in the Request for Proposals to be issued to shortlisted firms.

- i) The Investor will be expected to have no conflict of interest with other assignments or its own corporate interests and acting without any consideration for future work.
- ii) The Investor has no personal or business relationship with the Procuring Entity's senior management or professional staff, as public officers, that could result in the public officer's personal interests conflicting with his or her official duties in relation to the subject procurement.
- iii) A firm or an individual in the firm has not been sanctioned by the Public Procurement Regulatory Authority or are under a suspension or a debarment imposed by any other entity of the Government of Kenya.
- iv) Government-owned enterprises or institutions of Kenya Government, officials and civil servants and employees of public institutions shall not be eligible.

Strategic Investors may associate with other firms to enhance their qualifications, but must indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy or sub-contract or as a Consortium. In the case of a joint venture or a Consortium, all the partners in the joint venture or the members of the Consortium shall be jointly and severally liable for the entire contract, if selected.

Disclaimer: Given the need for proper public participation and stakeholder involvement, it is notified that before any final contract award or execution, the successful investor will be subjected to the approval or acceptance of the local community or/ vote of confidence by the community in which the asset is

located through and represented by the BMU Lwanda Kotieno, as the beneficial owner of the mini fish processing plant.

4.1 Mandatory Documents

The EOI must be accompanied by certified copies of the following documents in the English language:

- (1) Proof of Registration with Registrar of Companies. Companies Incorporated under the Company's Act must in addition submit Copy of recent Certificate of Confirmation of Directors and Shareholding (CR12) issued within the last 12 months from the date of application submission deadline. *(This may be verified with the Registrar of Companies);*
- (2) Copy of Valid Tax Compliance Certificate issued by the Kenya Revenue Authority *(May be verified on the KRA TCC Checker)*
- (3) A detailed company profile
- (4) Capability statement highlighting at least five (5) years' demonstrable experience in undertaking similar assignments, including technical and managerial capability of the firm and also detailing potentiality for job creation and economic improvement of local fisher folk.
- (5) Verifiable reference to at least three (3) assignments of similar nature equal to or greater in scope and size than the envisaged engagement
- (6) Audited Financial Statements for the immediate past two (2) years

4.2 Expected Response

In responding to this expression of interest, the EOI must cover the following areas;

- (1) A technical proposal that portrays scope and the business model to be applied.
- (2) Proposed workplan of the investment
- (3) CVs of key personnel working with the investor

4.3 Criteria for Shortlisting

S/No.	Item	Score
1.	The investor must have an ongoing successful business in the related field and have been operational for at least 5 years.	15
2.	The investors should possess the prowess in use of technology in managing operational processes, supply chain, and logistics within their business ventures	20
3.	The business should be financially sound/have financial capability	10
4.	In previous engagements, how have you actively involved women and youth to address irresponsible behavior in sexual reproduction, HIV & AIDS mitigation, as part of your Corporate Social Responsibility (CSR)	15
5.	The investor should provide proof of existence of a distribution channel and marketing ability.	20
6.	The investor should have related investment in Siaya County to demonstrate local market experience and commitment	20
	TOTAL	100

Applicants scoring at least Seventy per centum (70%) will be deemed responsive.

Shortlisting will be conducted using procedures stipulated in the Public Procurement and Asset Disposal Act, 2015 and the Public Procurement and Asset Disposal Regulations, 2020. Shortlisted candidates will be selected on the basis of the expression of interest submitted and invited to prepare a detailed Request for Proposals.

~End~