



Call for Expression of Interest

Gatsby Africa's offer of support for East African medium-sized cage fish farms





ABOUT GATSBY AFRICA

[Gatsby Africa](#) is a private philanthropic foundation that works to build stronger, inclusive economies in East Africa (Rwanda, Kenya, Tanzania, Uganda) through the transformation of sectors. Our aim is to support stakeholders to transform high-potential sectors so that they are competitive, inclusive, and resilient, generating significant gains in jobs and incomes. Gatsby Africa currently has a portfolio of five high-potential sectors: Aquaculture, Commercial Forestry, Livestock, Textiles & Apparel, and Water.

OUR AQUACULTURE PROGRAMME

Gatsby Africa has identified aquaculture as a high-potential sector in East Africa. We believe that East Africa has a strong comparative advantage in aquaculture, with good natural water resources and climate, as well as a rapidly growing population, leading to increased demand for protein. Through a range of initiatives such as investment in pioneer businesses, technical assistance, policy support, or development of key industry institutions, we aim to help regional stakeholders to develop a competitive, inclusive, and resilient aquaculture industry over the long term.

OUR OFFER OF SUPPORT

Gatsby Africa would like to offer support to **medium-sized cage fish farms producing between 20MT to 2000MT per annum** in Kenya, Uganda, Tanzania, and Rwanda by helping them adopt aquaculture practices that boost productivity.

Improving a farm's productivity depends on many factors but the most crucial is the ability to collect accurate farm data and use it to make informed management decisions. Therefore, Gatsby Africa's support will primarily take the form of technical assistance, offering tailored approaches based on the farm's specific needs and requirements.

By engaging in the program, farms will be able to apply data-led management skills and knowledge for production planning and decision making throughout the production cycle, leading to substantial productivity improvements. Some of the key activities that will be undertaken during the program include establishing robust data management systems, producing reliable production models, generating accurate feed and harvest forecasts, tracking key metrics like eFCR, and setting up monthly production reporting systems.

Gatsby Africa in collaboration with ACMS Africa, will offer this support. This four-month program of support will involve expert aquaculture professionals with in-depth knowledge of managing medium—and large-scale commercial aquaculture operations.



CRITERIA FOR SELECTING FARMS

1. The farm produces tilapia using the cage-based production system.
2. The farm's primary location and operations are in Kenya, Tanzania, Rwanda or Uganda.
3. The farm has not previously participated in any of Gatsby Africa's programmes of support for technical assistance.
4. The farm is a privately-owned enterprise established in pursuit of profit.
5. The farm produces at least 20MT per annum and does not exceed 2,000MT per annum of Tilapia.
6. The farm's site should have sufficient and continuous water exchange (for example, avoiding closed areas such as sheltered bays, etc.).
7. The farm is willing to adhere to a minimum set of environment and biosecurity requirements.
8. The farm has an ambitious entrepreneurial team with ambitions to grow its production and has a well-defined management structure.
9. The farm is interested and is willing to commit to participating in the Technical Assistance program implemented through ACMS.
10. The farm satisfies Gatsby Africa's basic reputational and operational due diligence checks.



EXPRESSION OF INTEREST

We are delighted to invite expressions of interest from fish farms in East Africa that meet the criteria set out above. Gatsby Africa is not requesting written proposals, instead, simply a brief email to express interest, whereupon our team will respond to set up the next steps.

HOW TO CONTACT US

We kindly request that interested farms respond to this expression of interest using the contact details below. Please do so no later than **Wednesday 31st July 2024**.

To:

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Cc:

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