

Request for Proposal (RFP)

Issuing Authority: Economic Transformation Initiative Gilgit Baltistan/Gilgit-Baltistan Rural Support Programme (GBRSP)

RFP Title: Agro & Eco-Tourism Development Grants for Village Agriculture Cooperative Societies (VACs) and its member farmers and farmer groups within VACs

RFP No: GBRSP/ETI-GB/AET/2026/001

Date of Issue: 10/08/2026

Submission Deadline: 07/09/2026

1. Introduction

The Economic Transformation Initiative Gilgit-Baltistan (ETI-GB) is a flagship programme of the Government of Gilgit-Baltistan, co-funded by IFAD and the Italian Agency for Development Cooperation (AICS). The programme seeks to improve rural incomes and reduce poverty and malnutrition across Gilgit-Baltistan. With a total investment of USD 133.72 million (IFAD USD 67.00 million, AICS USD 21.12 million, GoGB USD 23.63 million, and beneficiary contribution USD 21.97 million), ETI-GB was originally approved for 2015-2022 at USD 120.15 million and later extended to 2029 with the Executive Committee of the National Economic Council (ECNEC)’s approval and concurrence of co-financiers. The programme aims to benefit 100,000 rural households through three mutually reinforcing components: economic infrastructure development, support services for value chain development, program management, and policy support

The Gilgit-Baltistan Rural Support Programme (GBRSP), entered into a formal agreement with ETIGB as the implementing partner with responsibilities to design, implement and provide technical support for execution of activities under ETIGB programme. With financial support from the Italian Agency for Development Cooperation (AICS), GBRSP and ETI-GB invite proposals from eligible Village Agriculture Cooperative Societies (VACs), registered farmers or farmers groups within VACs for Agro and Eco-Tourism initiatives.

This call aims to tap into the region’s strong tourism potential by linking agriculture with tourism. The initiative seeks to promote sustainable livelihoods, protect local culture and the environment, and broaden income opportunities for rural communities in Gilgit-Baltistan.

2. Objective of the RFP

The objective of this RFP is to select potential **agro-eco tourism VACs, enterprises from VACs** to receive matching grants for developing and implementing innovative Agro & Eco-Tourism business plans. The broader goal is to promote sustainable tourism value chains, enhance rural incomes, and position VACs as central players in the region's tourism economy.

3. Grant Details

Selected grantees will receive a matching grant from ETI-GB according to the following structure:

Grant Component	Details
ETI-GB Grant Contribution	Up to 70% of cash investment with maximum ETI GB share.
Grantee Contribution	Minimum 30% cash share and whole of in kind contribution
Grant Types	Agro & Eco-Tourism, Cottage Industry, Green Infrastructure, Market & Cultural Access

4. Eligibility Criteria

Applicants must meet the following criteria to be eligible for this grant:

1. For VACs as applicant;

- VACs applicants be established by ETI-GB and duly registered with the Cooperative Department.
- Have a valid registration renewed up to 2025-26.
- Have held an Annual General Meeting (AGM) in 2025-26 with a newly elected Board of Directors.
- Be functional and actively engaged in agricultural activities.
- Have been audited for the financial year 2024-25.

- Be located in a village with significant existing tourist inflow and demonstrable potential for Agro/Eco-Tourism.
 2. For individual and business groups within VAC
- The individual and group applicants should be registered have member of the VAC and have strong relevant experience, business idea and potential to share investment with ETI GB and clearly provide quantitative information about expected benefits to target village and its residents.
- Individual or groups should be willing to establish partnership with their VACs on profit sharing model and are willing to contribute their cash and kind share as decided by the project.

5. Scope of Work & Proposed Interventions

Proposals should focus on, but are not limited to, the following thematic areas:

- **Farm-Based Rural Hospitality:** Farm stays, eco-guesthouses, fruit picking tours, organic farming demos, beekeeping tours, traditional cooking classes.
- **Nature & Wildlife Experiences:** Eco-trekking, village heritage tours, bird-watching camps, glacier walks, horse & yak riding trails.
- **Cottage Industries:** Floriculture, aquaculture, wool & craft units, organic herbal processing, natural skincare products, local handicraft centers.
- **Green Infrastructure:** Eco-lodges, solar homestays, waste management units, composting facilities.
- **Market & Cultural Access:** Village farmers' bazaars, ancient site restoration, cultural festivals.
- **Nature Based Solutions** to address the impact of climate change and tourism

6. Proposal Submission Process

- 6.1. **Application Form:** Interested applicants must complete the official Grant Application Form (Annexed to the RFP).
- 6.2. **Required Documents:** Applicant VACs must provide all required documents proving eligibility (registration certificates, AGM minutes, bank statements, audit reports, etc.). For individuals and groups membership status with VAC, relevant business idea, number of members/farmers benefiting from intervention both direct and indirect.
- 6.3. **Submission:** The complete application package must be submitted to the address below **on or before September 05, 2026**.

Address for Submission:

GBRSP

Divisional and District offices across GB

7. Selection Process

The selection will be a multi-stage process:

- 7.1. **Eligibility Screening:** Applications will be screened against the eligibility criteria, verification by the committee, prefeasibility of the business idea
- 7.2. **Proposal Review:** Shortlisted applicants will be supported by GBRSP to develop a detailed business plan. The initial proposals will be reviewed by already notified ETI GB/GBRSP regional technical review committees for CAF and 4P grants.
- 7.3. **Final Approval:** The final selection will be made by the Fund Management Committee (FMC) based on the viability and potential impact of the business plans.

8. Grant Cycle & Disbursement

The grant will be disbursed in tranches linked to the achievement of pre-agreed milestones, as per a tripartite agreement to be signed between ETI-GB, GBRSP, and the selected applicants. GBRSP will provide monitoring and implementation support throughout the project cycle.

Annex A

Promotion of Agro-Eco Tourism in Gilgit Baltistan

Grant Application Form for VACs Agro-Eco Tourism Grant Applicants

Heading	Details			
Introduction of Business	This part shall provide brief information of business idea and its background			
Potential of agro and eco tourism in proposed area/location/Relevance of business idea	Applicant shall provide detailed information on account of agro-eco tourism in target area along with relevance of business idea with the core theme			
Challenges in Agriculture and Tourism sector of the village	In this part applicant shall surface at least three challenges in agriculture/tourism sector the applicant village			
Proposed Solution/intervention	In this part the proposed applicant shall propose business driven solutions to overcome the prevailing challenges in agriculture/tourism sector of the village			
Experiences related to Agro Eco Tourism for Individual/groups				
Budget Elaborate this section, budget outlines for each activities within proposed product	Proposed Business /intervention	Estimated cost (Rs)	ETI GB share (Rs)	(Rs) Grantee share
Outcomes	Financial Benefited to farmers/VAC			
Sustainability Strategy	The applicant share provide brief overview of project sustainability strategy			

- Documents Required:**
For VACs
1. Registration Renewal evidence by the VACs 2.latest AGM report of VACs
3. Latest audit report of VACs 4.Staff list of VACs. 5. Evidence of business activities/sales/turnover

Annex B

**Grant Application Form for business entities being members of VACs Agro-Eco Tourism
Grant Applicants**

APPLICATION FORM FOR VAC MEMBERS and GROUPS FROM VACs

ECO-AGRO TOURISM GRANTS

Name of Business/Enterprise: _____

Name of VAC_____

Name of Entrepreneur/ Member: _____

Business Address: _____

Contact Number: _____

1. Applicant Basic Information	
Full legal name firm/company if any	
Company/firm registered with if any	
Company registration number if any	
VAC joining date of member	
Applicant role in VAC	
Official (registered) address	
Telephone number	
Email address and official website	
2. Basic Business Information of Applicant	
Year of Business Establishment	
Ownership/management structure	
Total value of assets (Rs)	
Latest Annual sales (Rs) 2025	
Number of full-time employees if any	
List of Products	
Total Production (Annual)	
Marketing channels Existing	

3. Business Proposal:

The grant application must include a proposal defining the project to be financed that should covers the following (separate pages may be used for this purpose):

Project Proposal:
The specific activities for which financial and technical assistance is requested?
Rationale and Justification of the proposed interventions and grant support
Present challenges/problems faced by the business
Existing Products/Services
Future Plans of the business
Business demand and supply side details
Future markets to be targeted under the proposed grant
Nature and type of support required
What are the existing resources available to execute the grant?
Are you willing to share profit with the VACs on agreed terms and conditions?
Outcome from the proposed interventions benefiting the number of VACs, farmers, income of VACs, its farmers and the production & sales of the business?

Financing																																										
Total project cost and financing need<table><tr><th colspan="7">PROJECT BUDGET SUMMARY</th></tr><tr><th>Intervention</th><th>Unit</th><th>Unit cost</th><th>Total units</th><th>Total Cost</th><th>ETI GB share</th><th>Applicant share</th></tr><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td></td><td></td><td></td><td></td><td></td><td></td><td></td></tr><tr><td>Grand Total</td><td></td><td></td><td></td><td></td><td></td><td></td></tr></table> Source (s) and Financing arrangement to contribute cost share by grantee	PROJECT BUDGET SUMMARY							Intervention	Unit	Unit cost	Total units	Total Cost	ETI GB share	Applicant share																						Grand Total						
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Intervention	Unit	Unit cost	Total units	Total Cost	ETI GB share	Applicant share																																				
Grand Total																																										

List of Existing Machinery/Equipment’s/Material/Land or any other thing
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4. Bank Details	
Bank Name	
Branch Address	
Account Title	
Account Number	

5. Declaration by Applicant

I, the undersigned, being the applicant or person responsible and duly authorized to sign and represent the applicant enterprise specified in this application for grant finance from Economic Transformation Initiative, Gilgit-Baltistan (ETI-GB), certify that: (i)The information provided in this application is, to the best of my knowledge, correct. (ii)The applicant or his/her immediate business associates who will participate in the implementation of the project for which an ETI-GB grant is sought are not Disqualified from applying for a grant for any reason. (iii)The applicant has access to and will utilize the funds specified in this application that will be used to finance the contribution of the applicant to the cost of the project to be financed. (iv)The applicant has neither already received nor is in process of receiving grant for the same activities from ETI-GB and other sources.	
Name	
CNIC Number	
Designation in enterprise/company/ Member	
Signature	
Date	
Address	

Applicant Certification and Recommendations from the VAC BOARD
Documentation Requirements

We-----vac certify that Mr/Ms/M/S is a shareholder of our cooperative since ----.He/She is actively engaged in -----business and playing a pivotal role in village economic development. The applicant is ready to enter into a written agreement with vac for sharing committed portion of annual profit to vac. He/she does not owe any sort of pending liability recoverable by society. Keeping in view clean track record the cooperatives recommends the applicant as eligible to apply for ETI GB agro-eco tourism grant. Name of President:_____ Signature:_____ Seal of Society:
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All the Applications must be accompanied by the following documents, as applicable

- Copies of CNIC
- Proof of Membership of VAC
- Recommendation Letter from VACs
- Registration of existing enterprise if any
- Documents, sales records of existing business if any
- Evidence of land, orchards or any other thing related to the business proposal
- Any other document that you want to submit in support of your application

“Where needed, ETI-GB/GBRSP can also require additional documents from the applicants during the course of processing of the applications