CALL FOR EXPRESSIONS OF INTEREST

Recruitment of a Firm responsible for a stock-taking assessment on agricultural entrepreneurship promotion for youth employment creation and proposition of models to be disseminated in WAAPP countries

Opening of the call: 28/09/2017
Closure of the call: 19/10/2017

CEI No 18-2017

1. The CORAF / WECARD Executive Secretariat in charge of the implementation of the West African Agricultural Productivity Program (WAAPP) intends to use part of these funds to pay for the services of a firm in charge of making an assessment of the state of play of promoting agricultural entrepreneurship for the creation of youth employment and proposal of models to be disseminated in the countries of the PPAPA.

2. The objective of the appraisal mission is to equip WAAPP countries with models of agricultural entrepreneurship through which a significant number of young people could be employed. Specifically, the mission will mobilize a team of experts to go to seven West African countries (Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Nigeria and Senegal) with a view to carrying out the aforementioned mission.

3. The tasks to be performed and other information relating to the conduct of the mission are detailed in the attached Terms of Reference.

4. The Executive Director of CORAF / WECARD invites the firms with the qualifications sought as indicated in the terms of reference to express their interest in this call.

5. Firms interested in this notice must provide information that they are qualified to perform the services (brochures, references for similar contracts, CVs, similar experience, experience under similar conditions, etc.).
6. The design office must have experience in carrying out similar studies. It must have at least the following key personnel:

- Expert Agroeconomic, Senior Consultant, Head of Mission,
- Expert Value chain (Agribusiness), Agro-business,
- Expert Entrepreneurship and Youth Employment

7. Each of these experts should have at least a 5-year quality experience in the relevant fields. For the good performance of the mission, the Principal Consultant, Head of Mission may propose alternatives to the composition of the team proposed above but the experts will have the expertise requested. A curriculum vitae will be provided for each expert (not exceeding 4 pages).

8. The Consultants will be selected on the basis of the selection process related the qualifications of consultants in accordance with the procedures defined in the Guidelines: "Selection and Employment of Consultants in IBRD loans, AID credits and subsidies by the Loan

9. Interested consultants may obtain additional information from CORAF/WECARD Executive Secretariat by sending correspondence to: n.lamien@coraf.org with copy to: procurement@coraf.org from 8am to 12pm and from 15h to 17h GMT.

10. Expressions of interest must be submitted by e-mail to: procurement@coraf.org or addressed to the Executive Director of CORAF/WECARD, 7 Avenue Bourguiba, BP 48, BP 48, CP 18523 Dakar, Senegal, on 19/10/2017 at 10:00 GMT at the latest.

Dr Abdou TENKOUANO
Executive director
CORAF / WECARD
Terms of Reference

for

A stock-taking assessment on agricultural entrepreneurship promotion for youth employment creation and proposition of models to be disseminated in WAAPP countries
Background

1. One of the flagship programs ECOWAS has set up to implement ECOWAP in its geographical area is undoubtedly the West African Agricultural Productivity Program (WAAPP). CORAF/WECARD, West and Central African Council for Agricultural Research and Development, was mandated by ECOWAS to ensure regional coordination under the financial facilitation of the World Bank. One of the strategies for implementing the program was to establish national centers of specialization to generate technologies and innovations to meet the constraints of agricultural production along value chains. After nine years of implementation, the program has nearly 200 technologies and innovations capable of transforming the agriculture in the sub-Region but whose adoption rate remains far below expectations.

2. Thus, the innovative idea of promoting agricultural entrepreneurship has come through the attraction of young people in the agricultural sector. This is all the more justified since African agriculture has considerable margin for yield increase and a growing and confirmed demand for agricultural products to meet the needs of an African population that will reach about 9 billion people by 2050.

3. In terms of agricultural employment creation for youth, FAO Regional Office reported at the meeting on “PRIASA” and “PNIASA” second generation that there are a number of promising initiatives that are emerging. At regional level, an AFDB-IITA-AGRA program was mentioned: Empowering Novel Agribusiness-Led Employment for Youth (ENABLE Youth), a FARA initiative: the African Agribusiness Incubation Network (AAIN) and a FAO initiative: Youth Employment for Sustainable development and rural poverty reduction in Africa (YES Africa). Examples of ongoing or completed FAO initiatives are listed in Annex 1 of this document.

4. These TORs are proposed to take stock of the initiatives and propose entrepreneurial incubation approaches that the National Center oof Specialization-Regional Centers of Excellence (NCoS-RCoE) could put in place to create job opportunities for young people.

Objectives

The objective of the appraisal mission is to equip WAAPP countries with models of agricultural entrepreneurship through which a significant number of young people could be employed. Specifically, the mission will mobilize a team of experts to go to seven West African countries (Benin, Burkina Faso, Côte d’Ivoire, Ghana, Mali, Nigeria and Senegal) with a view to:

(i) Identify and evaluate innovative initiatives to promote agriculture and agro-industry to promote youth employment and the ecosystem that supports their emergence and development;

(ii) Understand the financing mechanisms of the models and their viability;

(iii) Conduct a comparative analysis of the initiatives in terms of institutional and implementation arrangements, results achieved by successful projects, key factors for success, challenges and constraints, potential contribution to economic growth and sustainable jobs creation;

(iv) Make recommendations on winning models and their scaling.
Methodological approach

It will be the responsibility of the service provider to propose a detailed methodology that should be built on:

1. a stage of identification and rapid analysis of agricultural value chains offering the best opportunities for growth, contribution to the economy, job creation and associated innovative initiatives (Small and Medium-Sized Agricultural Enterprises and social enterprises for agricultural purposes);
2. a stage of in-depth and comparative analysis of (i) winning economic models, (ii) incentives (non-financial and financial support, collective infrastructure, etc.) implemented to promote innovative investments in the missing or weak links and their articulation incubators (iii) operational and institutional management mechanisms (what stakeholders, what roles) and incubators funding mechanisms (public funds, private sector, public-private partnerships, technical and financial partners, etc.);
3. a synthesis stage of the analyses and recommendations.

Deliverables

Deliverables will include:

- a comprehensive database of the value chains identified and analyzed
- a comparative matrix of all initiatives evaluated
- models of agricultural entrepreneurship managed by young people to be scaled up in WAAPP countries;
- A final report for the validation of the study's recommendations and the next steps

Service Provider Profile

The mission described in these terms of reference will be carried out by a consulting firm or a group of consultants with human, material and financial capacity and extensive experience of at least five (5) years, including analysis, structuring, and promotion of value chains, development of strategies, implementation of entrepreneurship and youth employment projects in the ECOWAS area.

The consulting firm or group of consultants will mobilize all human, material and financial means necessary for the perfect and complete performance of its missions. For the purposes of the mission, the Senior Consultant (Head of Mission) will set up a multidisciplinary team. The composition of the team, the organization and the programming of the interventions must be in line with the main concerns expressed in the mandate.

The proposed team should at least include the following competences
Agro economist Expert, Senior Consultant, Head of Mission,

He/she must have good knowledge and regional or international experience in the analysis, structuring, and promotion of agricultural value chains and sub-sectoral strategies, in particular in entrepreneurship and youth employment. He/she must also have the capacity and experience to coordinating a multidisciplinary team of experts from various professional and cultural backgrounds.

The agro-economist expert, Head of mission must have at least a Master's degree in agronomy, agro-economics, rural economy or development economics with a specialization in agro-economics and relevant professional experience of at least 10 years in the field of formulating value chains structuring and promotion projects in connection with the development and adoption of agricultural technologies. He must have participated in similar studies, including at least three studies as Head of Mission in the last five years, in Africa and preferably in the West African subregion.

He must be able to integrate into his analyzes all the components of the theme of value chains development, transformation and modernization in the target countries, integrating both the aspects of production, processing, marketing, export, organization, coordination, financing and especially agricultural entrepreneurship.

The mission of this expert, also Head of mission, is to coordinate the entire analysis and development process of the strategy for promoting agricultural employment within the identified value chains. In this capacity, he/she will, as the team leader, be the technical contact between the consulting firm or group of consultants and the coordination of the PPAAO/WAAPP at CORAF/WECARD, organize and foster the work of the entire team, collectively and individually, contribute to reflections thanks to his expertise and mobilize contributions to this process from all the actors agreed with the stakeholders of the various target countries.

This mandate will focus on five components: (i) Documentary review and field visit; (ii) Additional participatory diagnosis and consultations; (iii) Thematic and cross-cutting studies and reflections; (iv) Drafting of documents / reports; (v) Validation.

In this context, his/her contribution is expected in particular through the following tasks:
- Take stock of the agricultural development documents and strategy of the different target countries,
- On the basis of consultations with the team of experts at the level of CORAF and country stakeholders, provide guidance in relation to the methodology and modalities for conducting the process of selecting value chains offering opportunities for growth and youth employment,
- Identify the strengths and constraints regarding the promotion of value chains and youth employment;
- Analyze and comment the documents gradually produced by the other experts and coordinate adjustments to these documents, taking into account his experience and best practices collected on other countries, but also the opinions and comments of other partners associated to the process;
- Coordinate the progress, validation and finalization of the documents development work agreed with CORAF in response to the Terms of Reference.

- **Value chain Expert (Agri-food industry), Agro-business,**

He/she must have good knowledge and regional experience in the valorization and transformation of agricultural raw materials from agriculture, livestock, fisheries and forestry. The agro-business expert must have at least an agronomist degree, or a master's degree in agro-food with specialization in semi-industrial or artisanal techniques, biotechnology and in-depth knowledge in entrepreneurship, agro-business, logistics, trade etc. The expert will have to demonstrate a good knowledge of the value chain (collection, storage, processing, packaging, and marketing). He must have at least 7 years professional experience in the specific area and 5 years in the area of value chain analysis; and have participated in at least one similar study.

The mission of the agro-business expert is to assist the team, under the coordination of the Head of mission, in the process of formulating strategies, scaling up innovative models, investment mobilization plan and the financing of value chains. In relation to innovations to be scaled up, the expert will contribute to the following points: type of coaching/extension or partnership to be developed for the promotion of small and medium-sized enterprises and industrial agro-processing units; productive infrastructure (markets, slaughterhouses, national food security stocks); competitiveness, production costs and quality standards, access to information and markets;

The expected result is as follows:
Prepare a synthesis document on the strategy to promote value chains, local processing and the valorization of processed raw materials; incorporate the results of this work into the final document under the coordination of the Head of Mission.

- **Entrepreneurship and Youth Employment Expert**

He/she must have good knowledge of the aspects of gender and the problems of youth employment. The entrepreneurship and youth employment expert should have a minimum of a master’s degree in rural sociology, entrepreneurial skills development or related qualifications and demonstrate knowledge in agriculture or general agronomy. Knowledge of IGAs and rural youth entrepreneurship development models is highly appreciated. The expert must have at least 7 years professional experience in this field and at least 5 years in the analysis of strategies for the development of agricultural entrepreneurship and youth employment and have participated in at least one similar study.

His/her main task will be to work on the theme related to it.
The expected result is as follows:
Prepare a synthesis document on innovative job creation models in the identified value chains and the coordination and support strategy for scaling up.

For the proper performance of the mission, the main Consultant, Head of Mission may propose alternatives to the composition of the above proposed team but the experts should
have the required expertise. A curriculum vitae will be provided for each expert (not exceeding 4 pages).

The composition of the team and the organization and programming of the interventions must be in line with the main concerns expressed in the mandate.

The proposed human and logistical resources should be structured in such a way as to enable the proper performance of the service to be performed in a timely manner. This team may be assisted by an intermediate team to carry out surveys.

Tasks to be performed

To achieve the results, the consultant shall perform the following tasks:

1. Identify and analyze agricultural value chains with the best growth opportunities in the target countries. The information to be collected will take into account:

   ✓ The data on the market potential or the level of effective demand for each of the identified value chains,
   ✓ the different types of companies (number of large and small primary producers, number of processing companies, traders, exporters etc.) involved in the value chains links,
   ✓ the performance of companies at link level (level of utilization of existing production capacity, problems, potentialities, etc.) and
   ✓ analysis of the organization of companies at link level (percentages of farmers and organized processing and marketing companies, and number of organizations).

2. Assess the contribution of value chains to the economy, job creation and associated innovative initiatives (Small and Medium-Sized Agricultural Companies and Agricultural Social Enterprises).

The main objective will be to evaluate, in each value chain, the following elements:

✓ the potential of added value- chains and their links to contribute to poverty reduction (share of poor farmers with very small farms etc.)
✓ The potential for increasing value-added (increasing the quality of products through technologies and classification systems, standards, increasing the production volume, carrying out additional processing activities etc.)
✓ Analyze the contribution of the value chain to the GDP
✓ documentation on jobs in the different added value-chains
✓ the level of employment created, and the potential to be valued at national level (quantitative and qualitative);
✓ on a statistical and economic basis, the performance of the jobs to be promoted, in particular in relation to market opportunities and job creation in general and specifically for the youth and women;
✓ a functional mapping of the actors' competencies at the micro, meso and macro levels of the various promoted links and value chains;
✓ Carry out and analyze the gap of services offered in each link to identify the needs for creating new competencies while showing its impact on the actors’ income at the different scales;

3. **Analyze thoroughly and then compare successful models**

This phase will be used to compare initiatives in terms of institutional arrangements and performance, results achieved by successful projects, key success factors, challenges and constraints, potential contribution to economic growth and creation of sustainable jobs

**The comparison will cover the following elements**

(i) winning business models: innovative business models that can facilitate the socio-economic integration of the youth
(ii) financial and non-financial service delivery systems (non-financial and financial support, collective infrastructure, etc.) implemented to promote innovative investments in the missing or weak links and their linkage with incubators,
(iii) The innovative model for the governance of promising value chains: the operational and institutional management mechanisms (the actors and their roles) and financing mechanisms for incubators (public funds, private sector, Public Private Partnership, technical and financial partners, etc.);

4. **Prepare a detailed report with a summary of the analyses and recommendations.**

The report will include the detailed elements of the points mentioned above. It should highlight in a clear and concise manner the operational recommendations on scaling-up the innovative initiatives and models.

**Duration of the service**

The estimated duration of the service is 45 hours/day with a combination of regional and local expertise over a period of 3 months from the date of signature of the contract.

**Remuneration**

In accordance with CORAF/WECARD policy on remuneration for services rendered, the provider will receive a remuneration corresponding to his qualification and his level of experience. The payment terms will be specified in the service contract to be signed between the service provider and CORAF/WECARD.

The firm will be selected according to the "Selection Based on Consultant Qualifications" method in accordance with the procedures set out in the Guidelines "Selection and Use of Consultant Services by World Bank Borrowers, Version 2011, Revised in 2014"
Annex


· Ethiopia - FMM / GLO / 101 / MUL (Netherlands, 2013-15) "Rural poverty reduction through job Creation in small ruminant value chains (sheep / goat) in Ethiopian highlands": The Project Promotes an integrated approach to livestock sector development to Foster the creation of decent employment opportunities for the rural youth upstream and downstream along the VC.

· Mali - GCP / MLI / 040 / MUL (ASTF, 2014-16) "Jeunesse au travail: réduction de la pauvreté rurale": The project supports skills development and the establishment of PPP models for youth employment in selected agro-food value chains in resilience contexts.

· Mali - GCP / MLI / 044 / LUX (2016-2018) "Contribution à l'insertion professionnelle et au renforcement de la résilience des jeunes en milieu rural dans le centre sud au Mali ». The project supported by the Grand-Duche of Luxembourg aims at replicating the Junior Farm Field School approach in the regions of Segou and Sikasso, in order to contribute to reduce poverty and food insecurity through an inclusive and sustainable growth and peace building in Northern Mali.

· Zambia - UNJP / ZAM / 075 / ILO (AIDS, 2013-16) "Decent jobs for youth and Improved food security through the development of sustainable rural enterprises": The Joint FAO-ILO program supports sustainable livelihoods for young women and men in Rural areas through the promotion of sustainable micro, small and medium-scale enterprises (MSME) in the fish and soy beans VCs.

· Tanzania - UNJP / URT / 144 / UNJ (2015-16) "Youth and Employment Program": Project will contribuer Towards Systematically Increase in the number of decent and productive jobs Among young women and men in areas program.

· Uganda, Senegal and Guatemala - (AIDS, 2015-17) "Integrated Approach Country (ICA) for Promoting Rural youth employment": The program will Targeted Directly supporting the countries in Developing and Implementing employment-enhancing ARD policies, strategies and programs, With a focus on rural women and men.
Promoting Decent Rural Youth Employment and Entrepreneurship in Agriculture and Agribusiness: Rural young women and men in Benin, Cameroon, Malawi and Niger have greater opportunities for entrepreneurship and enterprise development opportunities and access to decent farm and non-farm employment. The project will support NEPAD in fostering a coordinated approach for rural youth employment under the Rural Futures Initiative.

Creating Employment Opportunities for Youth Agribusiness through Sustainable Aquaculture Systems and Cassava Value Chains in West Africa: The objective of the project is to create decent employment opportunities for the youth in six West Africa countries through sustainable aquaculture systems and cassava value chains. It will be implemented in Burkina Faso, Côte d'Ivoire, Ghana, Guinea-Bissau, Nigeria and Senegal.

Amélioration des moyens d’existence et de revenu des jeunes défavorisés à travers le développement de micro-entreprises: The project aims at enhancing youth employment in agriculture through the creation of micro agro-enterprises.

Strengthening Capacity to Implement the Youth Employment Program in Agriculture (YEAP): The Project aims at supporting the Government of Nigeria in the Coordinating Mechanisms of the inception stage of the National YEAP.