



East Africa Trade and Investment Hub

Scope of Work - Producer Mapping Exercise

Title: Mapping of commodity aggregation centers and warehouses to facilitate buyer missions in East Africa for rice, cowpeas, green grams, pigeon peas, and chickpeas.

About the Hub

The East Africa Trade and Investment Hub (The Hub) is the U.S. government's flagship project under the presidential Trade Africa initiative, launched in 2013 to boost trade and investment with and within Africa. The Hub partners with East African and U.S. businesses to attract investment needed to transform the East African private sector into vibrant global trading partners. Improving the region's trade competitiveness, encouraging the diversification of exports beyond natural resources, and promoting broader, more-inclusive economic growth will lead to a more food secure and resilient East African Community.

The goal of the Hub is to deepen regional integration, increase the competitiveness of select regional agricultural value chains, promote two-way trade with the U.S. under the African Growth and Opportunity Act (AGOA) and facilitate investment and technology to drive trade growth intra-regionally and to global markets. The Hub achieves these ends by working with the private sector and local governments to find practical solutions for trade and investment constraints that lead to a pro-investment environment. It also builds awareness of opportunities for African and U.S. firms to increase trade, expand business partnerships, and invest in East Africa.

In support of the U.S. government's global hunger and food security initiative, *Feed the Future*, the Hub looks to increase access, availability and utilization of East African-grown staple foods in the region. It supports regional initiatives that improve market information, increase access to inputs, and reduce non-tariff barriers that can hinder trade across borders. This assignment is therefore in response to the need to identify and map out commodity aggregation centres/warehouses in the EAC region with a view to linking them to regional and export markets through buyer missions.

Introduction, Background and Justification

Agriculture is a core sector and pillar in the EAC integration process. It is predominantly the main stay of EAC economies and livelihoods. The sector contributes as much as 42% in Burundi, 24% in Kenya, 32% in Rwanda, 28% in Tanzania and 25% in Uganda to the Partner State Gross Domestic Products (GDPs). The East Africa Community (EAC) has enormous potential, not only to feed itself and eliminate hunger and food insecurity, but also to be a major player in global food markets.



Smallholder produce aggregation process unlocks value, increases profitability, fosters inclusion and decreases risk. Aggregation brings together small holder farmers and buyers to achieve economies of scale, create market signal and provide access to agencies to reduce friction with third party ecosystem partner marketplace such as financial services. Cited as one of the most important frameworks for powering smallholder farmers, aggregation in agriculture has the potential to empower local agricultural communities across global markets in developed economies as well as emerging economies such as Africa.

Call for Expression of Interest

The Hub is looking for an individual consultant to assess and map produce or commodity aggregation centres and quantifying the volumes and quality of the selected commodities which are rice, dry beans, green grams, chick peas and pigeon peas in order to use this information to facilitate regional and international buyer missions that will help local producers access sustainable regional and export markets. Execution of the assignment requires an individual expert with the right combination of skills, knowledge and proven technical competencies in the implementation of a regional agricultural development programmes, buyer profiling, market linkages and export/buyer mission.

Interested individuals should provide information demonstrating that they have the required qualifications and relevant experience to undertake the assignment. The successful consultant will be expected to prepare a detailed inception report which among others will include work plan, schedule of activities and explicit methodology for carrying out the assignment within one week after commencement of the assignment.

Objective of the Assessment

The broad objective of the assignment is to carry out a mapping exercise of the selected produce or commodity aggregation centres, stores, and/or warehouses in the EAC region to assess the quality and quantity of the stored commodities. Selected produce include: rice, cowpeas, green grams, pigeon peas, and chickpeas. The mapping exercise will be used to facilitate buyer missions as a market linkage activity and increase regional trade in staple foods.

Activities

This assignment will involve the following tasks and activities:

1. Carry out an in depth secondary data analysis of production and trade statistics of selected commodities in the EAC region to locate major production regions
2. Collect and document information relating to each warehouse, geo reference, type of warehouse (isolation from pests, protected from vagaries of weather), type and variety of commodity, stocks available, quantity, packaging, storage system etc.
3. Using a well-developed criterion, identify and select warehouses and stores that have adequate volumes and the right quality to participate in buyer missions.
4. Develop a production and harvesting seasonality calendar for each warehouse, showing peak and low seasons, with attendant volumes

5. Identify and map key buyers/traders/exporters in EAC and internationally who will participate in the buyer mission
6. Prepare a detailed inception report which will include work plan/schedule of activities and explicit methodology for carrying out the assignment within one week after commencement of the assignment.
7. Data collection, stakeholder consultations and report writing
8. Submission of interim report for review and feedback
9. Presentation of the 1st Draft in a validation meeting with selected partners
10. Presentation and submission of the final report incorporating comments and feedback

Geographical coverage

This assignment will cover the five EAC member countries of Kenya, Uganda, Tanzania, Rwanda and Burundi. The consultant is expected to travel to all the commodity production and aggregation regions in each country. Country level bilateral and development partners will be consulted in the course of the work.

Methodology and approach

It is expected that the consultant will develop and submit a proposed methodology and approach for carrying out this assignment. As a minimum, the methodology should include inception process and meetings, field data collection and analysis. The consultant is expected to liaise with country level grains/staples development projects and organizations such as East Africa Grain Council, , Agricultural Market Development Trust (AGMARK), Cereal Growers Association (CGA), Kenya Agricultural Value Chain Enterprises (KAVES), Nafaka, public and private sector organisations, relevant NGOs in each country, farmer producer organisations, staple foods buyers/exporters, processors and consumers etc. The Consultant is expected to use checklists, questionnaires and other data collection methods to be proposed in the application.

Preliminary findings of the study will be presented to the agriculture/ agribusiness team for review and feedback, upon which the subsequent draft report will be shared through a validation meeting with selected stakeholders. The final report will be produced and submitted to the hub after feedback and validation process has been completed

Expected Deliverables

It is expected that the following deliverables will be realized:

- Calendar and contact sheet of stakeholder interviewed (template to be provided)
- A detailed inception report (template to be provided)
- Outline for draft report
- Draft report
- Final report detailing results of the profiling of warehouses, list of interviewees, list of buyers etc.
- Raw questionnaires and the raw and processed data.



Calendar

The overall assignment will be undertaken between the months of November and December a 2016. It is expected to take approximately 50 days level of effort (LOE), split between inception phase, field data collection phase and final reporting phase.

Technical Direction

The study will be undertaken under the supervision of the Hub's Director for Agriculture and Agribusiness or the designate.

Requirements of a consultant

The Hub invites eligible consultants to submit Expressions of Interests/bids to undertake the assignment. Interested individuals must exhibit the required experience, competencies, knowledge, skills and ability in the agricultural marketing and trade facilitation. They must comprise, but not limited to the following:

- Track record of experience in conducting agricultural marketing and buyer linkages through supporting smallholder farmer aggregation mechanism, market and business linkages for a period of not less than 10 years
- Developing and or executing agricultural marketing projects including strategies for smallholder farmer's inclusion in staples food commodities trade in East Africa for a period not less than 10 years;
- Demonstrate evidence of undertaking similar projects successfully and provide references for each project
- Excellent stakeholder mapping, analytical, reporting and presentation skills
- Familiarity with the Agriculture Sector developmental issues, policy, planning, institutional and socio-political context in the region and especially in EAC.
- Demonstrated experience having worked closely with regional organisations/associations in areas such as staple foods value chain development, market analysis and linkages with buyers/private sector and a deep understanding of staple foods market systems