Call for Expression of Interest (EoI) to source a consultant to undertake detailed analysis of strategic value chains to be targeted by R-YES project in Rwanda

1. Background information
Kilimo Trust (KT) is an East Africa-based not for profit organization that was established in 2005 to contribute to broad-based wealth creation through agriculture and agribusiness development. KT is an implementing partner for inclusive market-led agricultural value chain development in the region, on behalf of regional and international development partners, EAC governments and private sector.

Our vision is to see “sustained and equitable wealth creation, food and nutrition security for smallholder farmers and other VC actors”. The mission is to make agri-business a transformative tool for wealth creation, food and nutrition security for over 500,000 smallholder farmers and other VC actors in the next five years beginning 2018. And, our core business is to structure national and regional trade in agricultural products. We are headquartered in the Republic of Uganda, with registered affiliated subsidiaries in Tanzania, Rwanda and Kenya.

Kilimo Trust is implementing, 5-year project (2020 – 2024) on youth incubation in agribusiness in partnership with African Agribusiness Incubators Network (AAIN), Rwanda Youth in Agribusiness Forum (RYAF) and Rwanda Polytechnic. The project titled Rural Youth Employment Opportunities: Support to Integrated Agribusiness Hubs in Rwanda (R-YES), will be implemented in Rwanda. The project is funded by International Fund on Agricultural Development (IFAD). R-YES project is part of a larger IFAD program that will focus on creation of employment opportunities for rural youth in Africa through support to integrated agribusiness hubs.

The proposed Integrated Agribusiness Hub is an innovative mechanism to foster youth employment through applying combinations of innovative technologies, developing talent, building know how, facilitating access to capital, enhancing business skills and access to finance and other services. Integrating these combinations in agribusiness hub presents an opportunity to occupy the gaps existing between mechanisms such as business development services (BDS), TVET services, technology parks, and other platforms for business development, by directing them towards gainful youth employment.

Central to R-YES project successful implementation is the focus on strategic value chains, value chain nodes and associated support enterprises (goods and services) that have the greatest potential to attract and provide meaningful/decent employment (self and wage) to youth in agribusiness. This assessment/study therefore is aimed at identifying strategic value chains and entry points for youth that have the greatest potential to provide employment (self and wage) through enterprise development and job creation. Therefore, this EOI solicits

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applications from individual consultants to work with the Kilimo Trust team to undertake the above studies.

2. Value Chain Analysis Participants:
   Respondents for value chain assessments will include but not limited to the following:
   a) Private sector companies such as input suppliers, agro-processors, traders, exporters and retailers
   b) Support institutions such as financial institutions, technology providers, ICT based solution providers, government line ministries, departments and agencies, NGOs, researchers, commodity umbrella organizations, training institutions etc.
   c) Farmer cooperatives
   d) Youth umbrella organizations

3. Objectives of the assignment:
   The objectives of the assessment are two folds: (i) undertake scooping study/rapid appraisal to identify and recommend value chains with greatest potential to provide youth employment; and (ii) for selected priority value chains, understand value chain dynamics and identify key entry and investment areas (including value chain nodes) by R-YES project. Within its scope, the assessment will also pay attention to gender dimensions.

   Specifically, the assessment will:
   a) Undertake rapid appraisal to identify and rank value chains with the greatest potential to attract and provide decent employment to youth.
      o Recommend value chains to be targeted by R-YES project and identify relevant actors (from the broader farming community) associated directly and/or indirectly with the recommended value chains
      o Identify IFAD loan projects supporting young people, value chains of interest and their scope
   b) For recommended value chains, undertake detailed analysis of:
      o Sectoral overview of the specific commodity, highlighting macro-economic trends at the global level and current situation of the industry in Rwanda.
      o Production and production trends
      o Consumption and consumption trends, including markets characterisation
      o Value chain mapping i.e. key players and support institutions plus their roles/functions
         ▪ identify relevant actors (from the broader farming community) associated directly and/or indirectly with the recommended value chains
      o Value chain coordination (horizontal and vertical linkages/relationships)
      o Value chain rules and regulations i.e. environment shaping youth engagement in agribusiness
      o Gross margin analysis
      o Current level of investments in the value chain
      o Current enterprises that youth are investing in for targeted value chains
      o Incentive and disincentive for your engagement in agribusiness
      o Investment gaps within the value chain in view of youth employment
         ▪ Identify overall gaps and recommend solutions in youth accessing skills, services and assets necessary for employment opportunities within value/supply chains.
      o PESTLE and SWOT analysis
   c) Identify potential opportunities that can be tapped into by the youth
      o promising on and off farm employment opportunities (including ICT-based solutions) fitting for youth. Value chain nodes and support services with the greatest potential to provide decent employment for the youth
d) Investment gaps (skills and infrastructure/technology) within value chain nodes in view of identified opportunities
   o Identify and recommend different areas (agribusinesses) within recommended value chains that need urgent investments to promote youth inclusiveness

e) What are the innovative ways of attracting and sustaining youth in agriculture: Draw lessons from elsewhere to addressing identified gaps.

f) Recommendations and strategies/investment approaches for improved youth inclusion in agribusiness in view of identified opportunities and gaps.

g) Recommend key indicators that the project should track to assess youth performance in the hub.

4. Methodology and Approach of the Capacity Assessment
   The study will adopt the following approach:

   1. Value chain Prioritization
      a. Literature/ desk review of secondary data and including project documents, assessments, evaluations, previous value chain studies and policy documents.
      b. Primary data collection using rapid field appraisal methodologies
      c. Value chain prioritization using different approaches like pairwise ranking

   2. Detailed value chain studies
      a. Literature/ desk review of secondary data and including project documents, assessments, evaluations, previous value chain studies and policy documents
      b. Informed by the 1st draft from secondary review of literature, primary data (information on pending data gaps) will be collected from key stakeholders through a survey. Youth focus group discussions, key informant interviews and structured questionnaires will be the major tools employed to fill data gaps.
      c. Data analysis and report writing

5. Scope of Work
   Geographical scope of the scoping and detailed value chain studies will be informed by R-YES targeting strategy and guidelines as agreed with the donor (IFAD)

6. Expected Deliverables to include:
   Key expected deliverables will include:

   1. Inception report highlighting how the assignment will be conducted
   2. Value chain scoping/ranking report
   3. 1st draft value chain report based on literature review, clearly highlighting gaps to be filled by primary data collection
   4. Data collection tools
   5. Final report which details findings on all aspect as highlighted in the scope of work

7. Timeline
   The expected duration for this assignment is within two months from start date. The total number of billable days shall be determined by the scope of work as agreed with the client.

8. Budget:
   Total Budget will be determined by the scope of work as agreed with the client and daily rate of the consultant (please, provide your professional daily rate in Rwanda Francs).

9. Consultant’s Profile: Skills, Experience and Qualifications
   • A minimum of a master’s degree in Agricultural Economics, Agribusiness Management, processing statistics or any other related field
   • Minimum of 5 years’ experience conducting similar or related studies in Agribusiness or related field
• Good understanding of value chain development concept is a must
• Prior experience in integrating youth in agricultural value chains
• Good understanding of hub or incubation centre concept.
• Have working experience in the East African Community

10. Application Procedure

Application documents are required to be submitted online via email: recruitment@kilimotrust.org not later than 6th May 2020 at 4pm.

Application documents MUST include the following:

i) A letter stating why you consider your firm suitable for the assignment.

ii) Brief technical proposal which include methodology on the approach and implementation of the assignment, and the work plan for implementation of the assignment.

iii) Financial proposal indicating professional fee and a breakdown of expenses (unit price together with any other expenses) related to the assignment.

iv) Personal CVs of leading technical personnel proposed for this assignment highlighting qualifications and experience in similar projects; and

v) Please share copies of similar works conducted before

vi) Work references - contact details (email addresses) of referees (firms for whom you’ve produced similar assignments).