



TERMS OF REFERENCE FOR ENGAGEMENT OF CONSULTANT FOR THE CONDUCT OF MAPPING OF VALUE CHAINS ACTORS IN SAPZ PROJECT SITES, KANO STATE

1.0 BACKGROUND

The Federal Government of Nigeria has received a Facility from the African Development Bank (AfDB), the International Fund for Agricultural Development (IFAD) and the Islamic Development Bank (IsDB) to finance the cost of the Special Agro-Industrial Processing Zones Program (SAPZ), and intends to apply part of the proceeds towards carrying out various consultancy services. The SAPZ Program is being implemented in the seven (7) States and the Federal Capital Territory (FCT). The States are Cross River, Imo, Kaduna, Kano, Kwara, Ogun and Oyo.

The overall development objective of the SAPZ programme is twofold: (1) Support the development of SAPZ in high food production areas to supply the domestic food market and create exportable surpluses; and (2) Capacitate smallholder farmers, small agro-processors and traders, and community-based service providers, including women and youth; to take advantage of the market demand created by the SAPZ to sustainably enhance their income, household food security and resilience to climate change.

The SAPZ program will follow a two-phased program approach. Under phase I (2022-2028), the Government and AfDB, over a period of 5 years, will set up enabling infrastructure and investment policies in targeted states. IFAD will operate over a period of seven years. This slightly longer period will allow IFAD to empower smallholders to take advantage of the SAPZs when they are fully operational. The program will be expanded into additional states in subsequent phases, based on lessons learned and the availability of funding.

In phase I, the program will support the set-up of SAPZs in the Federal Capital Territory and seven states, namely Kano, Kaduna, Oyo, Kwara, Ogun, Imo, and Cross River. IFAD will focus on Kano and Ogun states, leveraging its ongoing programs.

This Terms of Reference (ToR) is for consultancy services to carry out the mapping of value chain actors and farmers' organizations for the FGN/IFAD-funded program titled Special Agro-processing Zones (SAPZ). The consultancy will take place in selected LGAs of FGN/IFAD/SAPZ funded States.

Through a participatory selection process involving local authorities and communities at start-up, each participating Local Government Area (LGA) will select two focus commodities from among high-potential value chains that have been pre-identified in site-specific feasibility studies conducted during appraisal: Cassava, Rice, Poultry, and Fisheries for the Ogun state – and Rice, Tomatoes, Groundnuts, and Sesame for Kano state.

Phase I will directly benefit 1.5 million households, including private sector agribusinesses and agro-processors, smallholder farmers, agroentrepreneurs and agro-dealers. IFAD investments, including through the Green Climate Fund (GCF), will target a total of 100,000 direct beneficiaries (and 500,000 indirect beneficiaries). Rural women and youth are core target groups. Opportunities for participation will be created for internally displaced persons and persons with disabilities.

The programme has four components namely:

➤ **Component 1:** Infrastructure Development and Management for Agro-Industrial Hubs (AIHs). Under this AfDB-led component, the programme will support the FGN in developing and setting up SAPZs in high potential states.

➤ **Component 2:** Agricultural Productivity, Production, Market Linkages and Value Addition in SAPZ Catchment Areas. Under this component, SAPZ's objective is threefold: (i) support smallholder farmers and small operators to increase their productivity/production and capacity to add value to raw materials on a profitable and environmentally sustainable basis; and (ii) link them to the additional market outlets offered by the Agro-Industrial Hubs (AIHs), off-takers supplying the local and national market who operate in the target area, and small processors/traders supplying the local markets, including primary processors operating in the Agricultural Transformation Centres (ATCs); iii) enhance the resilience and adaptive capacity of smallholder farmers to climate change..

➤ **Component 3:** Policy and Institutional Development Support. The objective of component 3 is to support the development of enabling policies, legislation, and regulation for SAPZs in Nigeria to create a conducive business environment for private sector investment and to address inefficiencies and market failures in agricultural value chains.

➤ **Component 4:** Programme Coordination and Management. This component will ensure that the programme is efficiently and effectively managed to achieve expected results.

2.0 OBJECTIVES OF THE ASSIGNMENT

The overall objective of the assignment is to engage reputable consultants who will undertake the mapping and analysis of all the stakeholders involved in Agricultural Transformation Centres in the selected LGAs viz Kura, Bebeji, Dawakin Tofa, Gezawa and Bagwai LGA of Kano State. Besides leveraging digital technologies for resource efficiency, the assignment will lay the foundation for the program to take advantage of digital tools in ensuring the success and sustainability of multi-stakeholder platforms (MSPs).

Specifically, the consultants shall:

- Identify and leverage digital tools and platforms to streamline the mapping and analysis process, enhance data accuracy, and facilitate information sharing among stakeholders.
- Conduct a comprehensive geographical mapping of the targeted LGAs.
- Identify key agricultural resources, including agricultural lands, water sources, and marketplaces.

- Assess the existing infrastructure, such as roads, bridges, and storage facilities, relevant to the agricultural value chain in targeted LGAs.
- Analyze socio-economic and environmental factors affecting agro-processing activities in the targeted States.
- Provide comprehensive information on the value chain actors for the various commodities viz: Rice, Tomato, Groundnut and Sesame.
- Provide details of various farmers' organizations and enterprise groups within the mapped area.
- Provide detailed maps and geospatial data for informed decision-making and program planning.

3.0 SCOPE OF WORK

Leveraging digital tools and platforms, the Consultant shall perform the following specific tasks:

- i. Gather relevant geospatial data using GPS devices, aerial imagery, and other appropriate sources.
- ii. Use Geographic Information System (GIS) software or online mapping platforms to create detailed interactive maps of the targeted LGAs indicating agricultural production and processing zones, water resources, and market centers.
- iii. Identify the main area, actors, and stakeholders (supporters and influencers) and how they are linked and interact in the value chain; assess the flow of products, information, and financial resources along the value chains—both descriptively and as a value chain map.
- iv. Profile the industry structure, skills, and production technology by identifying, describing, and quantifying in physical terms the sequence of operations concerning commodity production, processing, marketing, and final consumption and related agents carrying them out. Describing the factors affecting the value chain actors.
- v. Examine the input and output market and their structure. Procurement processes, accessibility to and availability of required varieties, and related standards and information. Identify final buyers for output markets, type of contractual arrangements, and transaction costs involved. Analyze the degree of competitiveness, market share, and market segmentation for both input and output markets; and identify potential lead firms for each value chain.
- vi. Analysis of the institutional set-up, identifying and appraising the interactions between agents and the formal and/or informal rules governing them. Specification of services provided to producers by government services. Specification of services and service conditions provided to producers by input providers, traders, banking institutions, commercial extension providers, etc. Specify the degree of organization of producers, the constitution, and services provided by producer organizations.
- vii. Assess the accessibility and condition of existing infrastructure supporting the agro-processing activities.
- viii. Analyze socio-economic factors, including population density, literacy rates, digital technology accessibility, and income levels, affecting the smallholder farmers in targeted communities.
- ix. Provide recommendations for optimizing the agro-processing value chain based on geographical findings while leveraging multi-stakeholder platforms and digital technologies.
- x. Maintain the gathered geospatial datasets in standardized formats, such as shapefiles or GeoJSON, to enable further analysis and integration with other data sources.

4.0 QUALIFICATIONS/COMPETENCIES

The Firm should meet the following requirements:

- a. The Lead Consultant should have at least a Master’s degree in Agricultural Economics, Business Administration, Finance or Economics.
- b. Associate Consultants should have Academic qualifications or equivalent work experience in Agribusiness Development, Agricultural Economics, Extension and Marketing as well as Value Chain Development.
- c. A proven track record in conducting stakeholder analyses and gender-responsive assessments in agricultural or rural development projects.
- d. Experience in working with diverse stakeholders, especially women and youth, in Nigeria.
- e. Strong analytical and report-writing skills.
- f. Knowledge of the agro-pastoral and processing sector in Nigeria would be an advantage.
- g. Previous experience in working with IFAD, other donor-funded agencies, or NGOs in value chain development will be an advantage;
- h. Demonstrated expertise in using geospatial data analysis tools, including GIS software and online mapping platforms - the firm should be familiar with or have already conducted logistics modeling through geospatial data mapping for optimization purposes.
- i. Familiarity with the program area is necessary.

5.0 DELIVERABLES

The successful Consultant shall deliver the following milestones to SAPZ as time-lined below:

MILESTONES			TIMEFRAME
S/NO	TASK	DELIVERABLE	
1	Inception Report	Inception report detailing the methodology and tools to be used for mapping of agricultural value chain actors.	One week after signing of contract agreement
2	Draft Report	Report on Stakeholders mapping and database of Farmer’s Groups with details of the main area, actors, and stakeholders and how they are linked and interact in the value chain; assess the flow of products, information, and financial resources along the value chains.	5 th week of signing contract agreement
3	Final Report	<ul style="list-style-type: none"> - A detailed report outlining the findings, conclusions, and actionable recommendations. - An interactive digital map that visualizes the geospatial data collected, including the location of value chain actors, infrastructure, and resources. - Geospatial datasets in standardized formats. 	6 th week of signing agreement
4	TOTAL CONSULTANCY TIME		6 weeks

Payment schedule

20% of the contract sum upon submission of the inception report

45% of the contract sum upon submission of the draft final report

35% of the contract sum upon submission of the final report acceptable to SAPZ and IFAD.

6.0 Outcomes/Outputs

- I. At the end of the assignment, the following outputs/outcomes are expected:
- II. Contextual analysis of the state of smallholder households in selected LGAs provided.
- III. Indirect value chain actors and activities facilitated and enhanced to ensure productive value chains.
- IV. Collected data to identify baselines, trends, challenges, and opportunities for women and youth engagement analyzed.
- V. Database of farm holdings holds of participating Smallholder Farmers created;
- VI. Gender and age-disaggregated profiles of farming households, stakeholders, highlighting their roles, capacities, and constraints developed.
- VII. Comprehensive report summarizing the profiling results, including clear recommendations and best practices developed.

7.0 METHODOLOGY

The assignment shall involve meetings and direct engagements of key value chain actors and service providers. This requires that the Consultant travels around the State especially around the selected LGAs viz Kura, Bebeji, Dawakin Tofa, Gezawa, Bichi and Bagwai LGAs. The assignment shall use digital tools and platforms throughout the value chain mapping, from data collection and analysis to reporting and knowledge sharing.

8.0 RESPONSIBILITIES OF THE CLIENT (SAPZ)

- i. SAPZ shall allow the consultant access to past reports/documents that may be relevant to the assignment.
- ii. The client shall assign some of its staff to the consultant
- iii. The Client shall facilitate meetings with stakeholders when necessary

9.0 RESPONSIBILITIES OF THE CONSULTANT

- i. The Consultant shall be responsible for his/her accommodation and transportation expenses in the course of carrying out the assignment;
- ii. Bears cost of logistics (transport) for official movements for all staff related to this task;
- iii. Bear the cost of production of reports and related documents;
- iv. The Lead Consultant shall be the Focal Person of the assignment for the Firm.

10. PROCUREMENT METHOD

The Procurement method for the Consultant's Qualification Selection method (CQS).

11. PROPOSED DURATION OF ASSIGNMENT

It is envisaged that the consultancy will take six weeks from the time the contract is signed. The Consultant/Consultancy Firm should develop a feasible cost-work plan/activity schedule covering a maximum of 42 days and submit as integral part of the proposal for this consultancy.

12. REPORTING

The consultant shall report to the National Program Coordinator through the duration of the assignment. However, the Rural Infrastructure Development Officer (RIDO) shall be the focal person.

13. REPORT SUBMISSION

A total of four (4) hard copies and soft copy of the report are to be submitted to the National Coordination Office (NCO) Abuja.