



**KANO STATE PROJECT IMPLEMENTATION
UNIT
OF
SPECIAL AGRO-INDUSRIAL PROCESSING
ZONES PROGRAMME**

REFERENCE NO:

JUNE 2025



TERMS OF REFERENCE FOR ENGAGEMENT OF CONSULTANT FOR THE CONDUCT OF MAPPING OF VALUE CHAINS ACTORS IN KANO STATE

PHASE-TWO

1.0 BACKGROUND

The Federal Government of Nigeria has received a Facility from the African Development Bank (AfDB), 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 profiling of Smallholder farmers and FOs 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

1. 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 D/Kudu, Makoda, Kumbitso, Tofa, Gabasawa, Minjibir, Shanono and Gwarzo LGA of Kano State. Specifically, the consultants shall:
 - I. Conduct a comprehensive geographical mapping of the targeted LGAs.
 - II. Identify key agricultural resources, including agricultural lands, water sources, and marketplaces.
 - III. Provide detailed information of Farmers organization as follows:
 - Crops grown, production volumes, Land size capacity.
 - Number of membership count (Women % and Youth %),
 - Existing Structure and Governance of the FO, and the Legal status
 - IV. Assess the existing infrastructure, such as roads, bridges, and storage facilities, relevant to the agricultural value chain in targeted LGAs.
 - V. Map out existing private entities involved in production and processing and assess their existing production and processing technologies capacities, states and efficiency.
 - VI. Analyze socio-economic and environmental factors affecting agro-processing activities in the targeted States.
 - VII. Provide comprehensive information on the value chain actors for the various commodities viz: Rice, Tomato, Groundnut and Sesame.
 - VIII. Provide details of various farmers' organizations and enterprise groups within the mapped area.
 - IX. Provide detailed maps and geospatial data for informed decision-making and program planning.
 - X. Recommendations and initiatives for FOs to enhance their market access, while:

- Improving quality and production efficiency
- Value chain coordination and alliances
- Post harvest management
- Financial literacy and business acumen
- Value chain collaboration building, marketing and advertising
- Capacity building in logistics and business processes

3.0 SCOPE OF WORK

The Consultant shall perform the following specific tasks:

- I. Conduct a field survey to collect geospatial data using GPS devices and other relevant tools to determine FO' location in terms of GPS coordinates.
- II. Review existing data on farmers organizations in the targeted areas.
- III. Conduct in-depth interviews/surveys (face-to-face) and acquire detailed information on their needs, potential, and activities.
- IV. Ensure the geo localization record of all identified farmers is maintained in hard and soft copy (maps etc.) so that it is utilized by IFAD for further value chain needs.
- V. Create detailed maps, providing analysis on product rotation (fast moving product vs slow moving product) based on market transactions (inputs and outputs) and a root cause analysis underlying the rotation speed of products, and customer preferences) agricultural production and processing zones, water resources, and market centers.
- VI. Identify the main area, actors, and stakeholders (supporters and influencers) and how they linked and interact in the value chain; assess the flow of products, information, and financial resources along the value chains – both descriptive and as a value chain map.
- VII. Profiling of the industry structure, skills, and production technology and capacity by identifying, describing, and quantifying in physical terms the sequence of operations concerning commodity production, processing (To assess their capacity and level of efficiency, including the ageing of production and processing physical items used for value addition), marketing, and final consumption and related agents carrying them out. Describing the factors affecting the value chain actors.

- VIII. Examine the input and output market and their structure. Procurement processes, accessibility to and availability of varieties required as well as related standards and information. Identification of final buyer for output market, 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.
- IX. Analysis of the institutional set-up, identifying and appraising the set of interactions taking place among 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.
- X. Assess the accessibility and condition of existing infrastructure supporting the agro-processing activities.
- XI. Analyze socio-economic factors, including population density, literacy rates, and income levels, affecting the smallholder farmers in targeted communities.
- XII. Recommend a comprehensive and actionable plan for supporting identified FOs in accessing SAPZ market opportunities.
- XIII. Carryout analysis of stakeholders analyses and gender-responsive assessments in the programme area.

4.0 QUALIFICATIONS/COMPETENCIES

4.1 The Firm is expected to meet the following requirements:

- Must have at least 10 years experience /expertise and qualification on Rural Institution Development with evidence of registration with the Corporate Affairs Commission.
- The firm should be familiar or has already conducted Groups formation and strengthening in the past 5 years
- The firm must have regional work experience in similar fields (within Nigeria and/or sub-saharan Africa) in the last 10 years.

- Must have successfully executed at least 5 projects of a similar nature under a donor funded project

4.2 The Lead Consultant should have:

- A Master's degree in Agricultural Economics, Business Administration, Finance or Economics as well as value chain development with a working experience of at least 10 years. Additional qualification will be an advantage
- Experience working within the region (within Nigeria and/or sub-saharan Africa) in the last five years
- Previous experience in working with IFAD, other donor-funded agencies, or NGOs in value chain development will be an advantage
- Demonstrated expertise in using digital tools and platforms for data collection, analysis, visualization, reporting, and farmer registry development.
- He/She must have successfully executed similar projects under a donor funded project in the last 5 years

The Associate Consultants 1 should have:

- should have Academic qualifications or equivalent work experience in Agribusiness Development, Agricultural Economics, Extension and Marketing as well as Value Chain Development with at least 8 years of working experience.
- Experience working within the region (within Nigeria and/or sub-saharan Africa) in the last five years
- Experience in working with diverse stakeholders, especially women and youth, in Nigeria.
- Previous experience in working with IFAD funded project
- He/She must have successfully executed similar projects under a donor funded project in the last 5 years

The Associate Consultants 2 should have:

- should have Academic qualifications or equivalent work experience in Agribusiness Development, Agricultural Economics, Extension and Marketing as well as Value Chain Development with at least 5 years of working experience.

- Experience working within the region (within Nigeria and/or sub-saharan Africa) in the last five years
- Experience in working with diverse stakeholders, especially women and youth, in Nigeria.
- Previous experience in working with IFAD funded project
- He/She must have successfully executed similar projects under a donor funded project in the last 5 years

5.0 DELIVERABLES

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

- ✚ Full database of FOs mapped, including geospatial data and comprehensive profiles.
- ✚ Analytical studies on the prospects' potential, drawbacks, and market opportunities.
- ✚ Recommendations for capacity building and support interventions for FOs.
- ✚ Strategic plan for FOs' integration into SAPZ

MILESTONES			TIMEFRAME
S/NO	TASK	DELIVERABLE	
1	Inception Report	Inception report detailing the methodology and tools to be used for stakeholder Mapping.	Two week safter signing of contract agreement
2	Mid Term Report	Report on Stakeholders mapping and database of Farmer's Organizations 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.	8 th week of signing contract agreement

3	Final Report	Develop a detailed report outlining the findings, conclusions, and actionable recommendations.	10 th week of signing agreement
4	TOTAL CONSULTANCY TIME		10 weeks

PAYMENT SCHEDULE

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

50% of the contract sum upon submission of the draft final report

30% 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 farming holds of participating Smallholder Farmers created;
- VI. Gender and age-disaggregated profiles of farmers organizations, stakeholders, highlighting their roles, capacities, and constraints developed.
- VII. Comprehensive report summarizing the mapping 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.

8.0 RESPONSIBILITIES OF THE CLIENT (SAPZ)

SAPZ shall be responsible for the following:

- i. The State Rural Institutions Development Officer (RIDO) at the Kano State Programme Implementation Unit shall be the Focal Person for the assignment.
- ii. SAPZ shall allow the consultant access to past reports/documents that may be relevant to the assignment

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 Based Selection method (CQS).

11. PROPOSED DURATION OF ASSIGNMENT

It is envisaged that the consultancy will take 10 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 90 days and submit as integral part of the proposal for this consultancy.

12. REPORT SUBMISSION

A total of Six (6) copies of the report are to be submitted to the State Programme Coordinator including a soft copy.