



OGUN SPECIAL AGRO-INDUSTRIAL PROCESSING ZONES (SAPZ) PROGRAMME

OGUN STATE PROGRAMME IMPLEMENTATION UNIT OFFICE

**TERMS OF REFERENCE (TOR) FOR MAPPING OF VALUE CHAIN ACTORS
(INCLUDING PRODUCERS, PROCESSORS, MARKETERS, AND OTHER VALUE CHAIN
SERVICE PROVIDERS) IN OGUN STATE**

MARCH, 2026

**TERMS OF REFERENCE FOR ENGAGEMENT OF CONSULTANT FOR THE
CONDUCT OF MAPPING OF VALUE CHAINS ACTORS IN OGUN 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 Ijebu North East, Ikenne, Yawa South and Odeda LGA of Ogun 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 Local Governments.
 - VII. Provide comprehensive information on the value chain actors for the various commodities viz: Rice and cassava.
 - 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 the mapping of Value Chain Service Providers (Mechanize Service Providers, Transportation Service Providers, Input Dealers etc), provide detail information on them as well as their locations, numbers, target reached and gaps.
 - XIV. Carryout analysis of stakeholders analyses and gender-responsive assessments in the programme area.

4.0 QUALIFICATIONS/COMPETENCIES

The Firm should meet the following requirements:

- I. Must have a general experience of at least 10 years consulting in the sector.
- II. Must have completed at least five (5) similar assignments in nature and scope in the last 10 years, two of which must be with a Development Financial Institution.
- III. Must have experience in training, research, organizational development, and business development.
- IV. Must have experience in conducting sectoral analysis and value chain analysis and business development services.
- V. The firm should have experience in rural institution development.
- VI. Must have monitoring and coaching experience for start-up businesses/establishment of SMEs in rural communities.
- VII. Must possess at least three years (2023, 2024, 2025) financial report.
- VIII. Knowledge and experience of the region and Nigeria in particular is an advantage.

- IX. Excellent interpersonal communication skills; maturity and ability to interact responsively and tactfully with staff, demonstrated good judgment, proven ability to promote and work in a team-oriented environment.
- X. Unquestionable and demonstrated ability to ensure confidentiality and strong personal ethics.
- XI. Strong understanding of Small and Medium Enterprises (SMEs).

(a) Lead Consultant: should have at least a Master's degree in Agricultural Economics, Business Administration, Agribusiness or Economics with experience in agribusiness and value chain development.

- I. Must have at least 10 years of experience in Small and Medium Enterprises (SMEs) development.
- II. Must have completed at least five(5) of similar assignments in the last ten (10) years
- III. Must have experience in training, organizational development, and business development.
- IV. Must have experience working with the private sector and in developing gender-inclusive activities and services targeting women entrepreneurs.
- V. Must have experience in conducting appraisal of rural institutions sectoral analysis.
- VI. Knowledge and experience of the region and Nigeria in particular is an advantage.
- VII. Must be Fluent in English with strong written and verbal communication.

(b) Value Chain and Agribusiness Specialists: should have Academic qualifications of at least a Bachelor's Degree in Agricultural Economics, Agribusiness Management, Rural Development, Agricultural Extension, or related field.

- I. Must have at least Minimum of 5–10 years in value chain development or agribusiness programming as well as Agricultural value chain analysis and market systems development.
- II. Proven experience in service provider mapping or market assessments.

- III. Must have completed at least three (3) of similar assignments in the last five (5) years
- IV. Must have experience working with the private sector and in developing gender-inclusive financial products and services targeting women entrepreneurs.
- V. Must have experience in conducting sectoral analysis and value chain analysis of MSMEs services.
- VI. Knowledge and experience of the region and Nigeria in particular is an advantage.
- VII. Must be Fluent in English with strong written and verbal communication

(c) Agricultural Mechanization Expert: should have Academic qualifications of at least a Bachelor's Degree in Agricultural Engineering, Mechanization, Agricultural Technology, or related field.

- I. Must have a Minimum of 5 years in agricultural mechanization programmes or private mechanization services together with experience assessing mechanization capacity and service gaps as well as familiarity with smallholder farming systems and rural service provision.
- II. Must have at least 5 years of experience in Farm mechanization systems and equipment performance analysis.
- III. Must have completed at least two (2) of similar assignments in the last ten (10) years
- IV. Must have experience in conducting sectoral analysis and value chain analysis for rural economies.
- V. Knowledge and experience of the region and Nigeria in particular is an advantage.
- VI. Must be Fluent in English with strong written and verbal communication

(d) GIS and Spatial Mapping Expert: Must possess a university degree in Geography, GIS, Geomatics, Surveying, Environmental Science, or related discipline.

- I. Minimum of 5 years' experience in GIS mapping and spatial data analysis.






- II. Proven experience in agricultural or rural development mapping exercises and geo-referenced databases and mapping dashboards.
- III. Expertise in Geo-localization, GPS data collection, and spatial analysis; Development of digital maps and service coverage models; Use of GIS software (e.g., ArcGIS, QGIS, Google Earth, Kobo Collect, ODK) and Spatial visualization for programme planning and decision-making.
- IV. Must be Fluent in English with strong written and verbal communication.

(e) Agricultural Extension Expert: should have Academic qualifications of at least a Bachelor's Degree in Agricultural Economics, Agricultural Extension, Agronomy or related fields with experience in business and Value Chain Development.

- I. Must have experience in conducting sectoral analysis in rural communities.
- II. Must have completed at least three (3) of similar assignments in the last five(5) years
- III. Knowledge and experience of the region and Nigeria in particular an advantage.
- IV. Must be Fluent in English with strong written and verbal communication.

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.
-  Full data of Value Chain Service Providers (Mechanize Service Providers, Transportation Service Providers, Input Dealers etc).
-  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 weeks after 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

60% of the contract sum upon submission of the inception report

40% of the contract sum upon submission of the final report

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 Rural Institutions Development Officer (RIDO) at the State Programme Implementation Unit Office 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 is to be submitted to the State Programme Implementation Unit.