

Term of Reference for Marketing and Value Chain study of agriculture commodities in elected wards (former 6 VDCs) in Dolakha District

1. Introduction of the project:

RRN is also implementing the project entitled "Community Initiative in Livelihood and Rehabilitation in Response to Earthquake in Nepal (CILRREN) 2015, as a post-disaster response to the earthquake devastation in selected VDCs of Dolakha district. The project is being financed by the Bread for the World (BfdW), Germany. This project is focusing to enhance the livelihoods of earthquake affected communities by improving the farming activities in Boach, Lankuridanda Bhusafeda, Magapauwa, Katakuti and Tamchet Dudhpokhari earlier as VDCs and now four wards of Sailung rural municipality and two wards of Bhimeswar municipality.

2.1 Objectives of the project:

- Contribute in improvement of livelihoods of earthquake affected and vulnerable people.
- Technology transfer for the construction of earthquake resilience infrastructures of earthquake affected and vulnerable people.

Indicators of the project outcome:

Outcome 1: Marginalized earthquake-affected targeted HHs in the 6 VDCs **practiced diversified agriculture and improved their livelihoods.**

- 3000 targeted HHs, of which at least 50% are female-lead, will have increased their income from diversified farming and non-farming activities (e.g. organized farming by smallholders) on an average by 25 %
- At least 300 smallholders, earthquake survivors out of which at least 50% are female and 70%¹ Dalits practice diversified agriculture in an organized and agri-business² oriented manner.

Outcome 2: Marginalized earthquake-affected target HHs in the 6 VDCs increased their community-based disaster preparedness.

At least 50 km agriculture roads, 24 irrigation schemes, 6 rustic stores, 6 agriculture community collection centers, and 6 public schools will be functional in order to support the increased production and marketing of agriculture and livestock products from the 6 project VDCs and the continuous (or regular) maintenance will be assured by the respective local government.

Situation of farming and marketing of agriculture commodities in Dolakha and project areas:

Agriculture is the main source of income for 75% of households in Dolakha. Similarly, this district is one of the largest food deficits among the earthquake hit districts and was already in food deficit by 18765.6 Metric tonnes for five-year average of edible food balance of rice, maize, wheat, millet and barley. The district is ranked to least 67 out of 75 districts

¹ 70 % Dalit population of catchment area

² Which includes sales and value chain as well

(Agriculture yearbooks 2010-2014, Ministry of Agriculture and Development). Even before the earthquake, these six VDCs were suffered for long standing food insecurity less than 20% population could have survive by their own products and about 80% has to rely on other sources to meet very subsistence of food requirement. More than 80 % of the people in Dolakha living in high hills and mountainous areas who were very poor for the access of food and other basics of their livelihoods. Dolakha district was least ranked by 67 out of 75 districts with continuous deficit of food more than 18 thousand metric tonnes every year for the last five years. The livelihood of affected communities is largely depends on agriculture, farming and their business. Immediate technical and support services for increase production and linkage with market within these key sectors would have a multiplier effect in rejuvenating the livelihood of the earthquake affected communities.

Three fourth of the population of the district and project areas depends on Agriculture and still rural people who are smallholders are following very subsistence farming and more than 60% people are small farmers (less than 10 Ropani), ADO 2071. Currently peasants are growing mostly the cereal crops such as maize, wheat, rice, finger millets in small size of land and but don't meeting the food requirement for the household consumption. Peasants in the district doesn't have access to new approaches of farming like shifting from subsistence farming to business oriented and cereals production to high value cash crops. Similarly, they are not aware about market mechanisms and no access of basic infrastructures to increase agriculture production and crop diversifications. Supporting them with appropriate inputs and technologies in agriculture to increase production and small scale processing and linking them into market would substantially help for their sustainable livelihood improvement. Since, most part of project areas is famous to grow potato mostly during rainy season, which have very good price. Again, project area has huge potential for growing cash crops such as cardamom, radish growing in high hills, Kiwi fruits, high altitude mushrooms in the forest, broom grass and Bamboo, which protect/conserves the land and also have good market value and potential for raising small livestock especially buffalo, cow and goat.

Broadly the project is intended to support for local economic recovery, to improve income and livelihood opportunities of earthquake victims who are more marginalized and vulnerable. Revitalizing and improving in the farming practices is expected to result in improving entrepreneurships, shifting the subsistence farming to business oriented which will ultimately contributes to increased agriculture and livestock production, improved food security and nutrition to the earthquake victims. The project has completed its one and half year and would like to enhance the capacity of project beneficiaries for mass scale productions and linking up the producers in market systems of agriculture goods and services. Based on this scenario the study is expected to deliver the following outputs:

2. Objective of the TOR:

This ToR is drafted to execute the market study of major agriculture commodities such as cereal crops, vegetables, potato, fruits, etc. and value chain study of potato, kiwi fruits and other high value cash crops being produced in Boach, Lankuridanda, Bhusafeda, Magapauwa, Katakuti and Tamchet Dudhpokhari areas of Dolakha district. Most of such agriculture commodities are either currently or planned to be produced in the project area.

Outputs expected from the study/consultant:

- a) Mapping the productions of current and potentiality of agriculture commodities including indigenous and endangered crops and livestock in the project area.

- b) Forecasting for potentiality of production of major agriculture commodities in the project area.
- c) Mapping of existing agribusinesses/agro-enterprises including identification of potentiality of developing agro-enterprises/small scale agro- industries in the district or project area.
- d) Marketing and value chain potentiality of different agriculture commodities and cash crops within and outside the local communities, district and in Kathmandu.
- e) Identify potential crops for the value chain and marketing strategies and outlets in the project area district or outside.
- f) Mapping of capacity of the local people, institutions' (project self-help groups, cooperatives) to deal about the agro-entrepreneurship development, agribusinesses and marketing potentiality of agriculture commodities from the project area.
- g) Suggest good strategies/scheme to local cooperative and market center for production and marketing of agriculture commodities and livestock in the project area (earlier 6 VDCs and now turned to 6 wards)

3. Scope of study:

The study will cover at least 50 households, 18 Self-Help Groups, 6 cooperatives and 6 ward offices of project area and related line agencies in the district.

Task and responsibility of consultant/s

- Review all project relevant documents for reference/background information;
- Preparation of study framework and work plan in consultation with RRN project team/Team Leader.
- Develop/suggest appropriate and detailed methodological tools and timeline for conducting the study
- Tools of data collection, enumerator/supervisor selection, orientation to the facilitators and enumerators, field data collection;
- Lead study team, conduct the study in consultation with RRN project team both in Kathmandu and field/site offices in Dolakha;
- Data entry;
- Data analysis;
- Drafting the report and sharing with RRN for getting feedback;
- Finalize and submit the report in consultation/feedback of RRN project team;
- Organize national level one day sharing workshop at Kathmandu for validation of report (RRN itself will arrange the cost of workshop).

4. Key Deliverables

1. Work plan.
2. Drafted questionnaires or study tools.
3. Inception report after one month.
4. Final report (soft copy and hard copy) maximum three months.

5. Methodology

- Primary and secondary data collection
- House hold Survey
- Focus Group discussions
- Key informant Interviews including meeting with officials of local government (municipality and rural municipality)

6. Time frame

The task starts from 2nd week of August 2017 to last week of October 2017 tentatively within 60 working days.

Qualification and Areas of Expertise of consultant/s

Team Leader, Production Expert and Other Human Resources

- Must be Agricultural Economist preference to Ph.D in qualification and at least 10 years' experience working in agricultural marketing development and value chain of agriculture commodities in Nepal;
- Production expert also should be from field of Agriculture Science, Ph.D in qualification with at least 10 years' experience and proof of organizing such study, report and publications;
- Proven research experiences on community initiative in livelihood and rehabilitation in response to earthquake in Nepal;
- Knowledge in fresh vegetables production, livestock support and value chain
- Ability to handle analytical relevant software (for example, STATA, etc.) for data processing and produce reports;
- Knowledge and expertise of Value chain approach proven experience and knowledge on national and international marketing system;
- Excellent interpersonal, team work and facilitation skills;
- Proven excellent analytical report writing skills; at least 10 journal articles/reports publications by the Team Leader/Consultant or Member of the consultant team in related fields.
- The study team can propose necessary man powers including number of enumerators and others if required.
- Team leader can assign rest of team member though CVs and role to be defined in proposal, with team of 8 persons (including enumerators)

7. Application, budget and payment modality

The team of consultants or individual of appropriate firm can apply meeting the basic requirement of qualification mentioned in above. The consultant/firms are suggested to propose the budget, profile including study framework with the sealed envelope. In the case of acceptance of application the payment modality will be discussed before entering into the agreement.

8. Selection Process of the consultant or team of consultants

Consultant can be selected from the request for proposal (RFP) as per the project's requirement based on comparative analysis chart of the experts. Based on their experience and expertise and interest on working on assigned task, RRN will issue the contract. The evaluation basis of the selection will be based on appropriate qualification and availability of

required expertise. Project has limited budget for the proposed study and selection of consultation will also be based on within the availability of budget but higher percentage of score will be given to the expertise/experience of team leader and members and **evaluation of score will be as followings:**

- a) CV, profile of proposed study team leader and member : 50 Marks
- b) Technical proposal: 30 Marks
- c) Financial proposal: 20 Marks

9. Deadline for the submission of call for proposal: 4th. August 2017

10. Roles and Responsibilities

10.1 RRN

RRN will support the study team/consultants by providing resources and available information and providing other logistic support to the consultant. Specifically, RRN will commence the following responsibilities:

- Provide necessary information regarding the project;
- Communicate and coordinate with RRN staffs for their participation at the field;
- Coordinate with staffs for interaction with the farmers/cooperatives in the field and other arrangements in the field.
- Pay the consultant fee as per the contract.

10.2 Study Team/Consultants

- Study relevant project documents and background information, discussions, consultations planning, design etc.;
- Arranging enumerators for field data collection;
- Organize orientation to the enumerators and field testing;
- Field monitoring the work done by enumerator in the project area and nearby major markets including Kathmandu ;
- Involve in focus group discussion;
- Involve in key informants interview with DADO, DLSO, DDC/municipality, Agri-product markets, local vegetable/meat collector, whole sellers of respective commodities;
- Data entry, processing, analysis and sharing;
- Report preparation and submission of first draft report;
- Submission of final report after incorporation of feedback from RRN.

Note: RRN reserves the right to cancel the whole bidding process or accept or reject any bids at any stage of the selection process without assigning any reasons whatsoever.