**TERMS OF REFERENCE (ToR) For a**

**Rapid assessment of Kenya-Ethiopia Cross Border Trade Opportunities**

**for Agricultural Products from the smallholder agriculture sector**

The prospective consultant is required to review the available data on cross border trade opportunities for agricultural products grown by smallholder farmers in both countries. The consultant will review both the supply and demand for these products in both countries.

1. **Background**

Self Help Africa (SHA) is a dynamic international civil society organization with its headquarters in Dublin, Ireland, having operations in 8 African countries across East, Southern and West Africa. In Ethiopia, SHA’s track record working with smallholder farmers, farmer associations, cooperatives, SACCOs, and small and medium sized enterprises in the agricultural sector with an aim to help them increase production, diversify diets, income, and agricultural activities by attracting better prices for their products through value addition and improved access to markets.

1. **Overview of Ethiopia Programme**

Self Help Africa has been active in Ethiopia since 1984, delivering enterprising solutions that help the rural poor to improve their food and livelihood security and support economic development. With an entirely national staff, we have valuable insight and connection to our target communities, partners and government structures in addition to technical expertise in and have extensive experience working in Oromia, Amhara, Tigray and Southern Nations, Nationalities and Peoples regions. SHA Ethiopia is currently implementing a portfolio of 7 projects, with a total value €3,454,646. The Country Director and his highly experienced technical and support team have expertise in a range of core areas including:

* new technologies and approaches for market-oriented and sustainable agricultural production, climate smart agriculture and natural resource management;
* community-led improved seed production and seed sector development;
* capacity-building of farmers and farmer-led organisations in farming as a business;
* strengthening of government agricultural extension service provision and development project management;
* integrating nutrition, gender and HIV/AIDS into resilience and livelihood development projects;

1. **Proposed Timeline**

The task is planned to be performed within two weeks with a deadline of 15th July 2021

1. **Scope of Work**

The tasks in this consultancy service include, but are not limited to, the following:

# Ethiopia: Demand-side study

* List the crops for which there is insufficient local production to meet the demands of the Ethiopia markets. Disaggregate the information by crop; category/quality/ variety; location, volume in mt, seasonal fluctuations in demand, storage and stocks held in Ethiopia, and average prior 3-year price per kilo within Ethiopia. Provide information on trading units[[1]](#footnote-1) and packaging requirements.
* Detail the supply chain actors involved in each crop.
* Review potential buyers in Ethiopia of smallholder agricultural produce available for export from Kenya that have the potential to off-take more than 50 (mt) metric tonnes per buying season
* Provide documentary evidence of the identified buyers’ specifications for each crop.
* Document the buyers’ level of interest/experience/ commitment of sourcing from smallholders.
* Detail any produce traceability requirements for the buyers.
* Detail the import regulations, standards, and duties applicable for each crop.
* Summary of any market restrictions by Government of Ethiopia including restrictions on imports and capital flows (in & out)
* Summary of any relevant multilateral and bilateral trade agreements between the Republic of Kenya and Ethiopia.
* Detail any government policies that may impact on the demand for these crops.
* Detail any regional trade trends that may impact on the demand for these crops.
* Provide a professional opinion on future trends in the demand for these crops up to 2025.

# Ethiopia: Supply-side analysis

* Review and shortlist crops for which Ethiopia has a surplus and are available for export to Kenya.
* Understanding of Ethiopia key export markets for smallholder farmers including value chain, seasonality, route to export markets
* Understanding of the current buyer aggregation structure from smallholders in Ethiopia including payment methods to smallholder farmers.
* Summary of any market restrictions by Government of Ethiopia including restrictions on exports and capital flows (in & out)
* Detail any government policies that may impact on the production, price, and availability of these crops.
* Detail any regional trade trends that may impact on the production, price, and availability of these crops.
* Provide documentary evidence of current selling process of the products by location and value chain; map out farmers current markets.
* Map out farmers current markets in the identified localities
* Document suppliers’ interest to engage in contract farming (production for sale)
* Provide a professional opinion on future trends in the availability and cost of these crops up to 2025.

# Animal Feed Manufacturers in Ethiopia

SHA is looking to collaborate with an animal feed manufacturer to develop a new Urea Molasses concentrate product for dairy cattle and requires detailed information on potential companies to partner with and the supply of raw materials. The consultant will:

List animal feed manufacturers in Amhara, Oromia and SNNPR with the capacity to develop new products.. For each company the consultant with provide information on the location; the scale of production; the area supplied by the company; the product range, including products specifically for the dairy sector; the distribution system; the key contact persons within the company, and the willingness of the company to invest in developing new products.

Review the supply of urea, molasses, and bran in Ethiopia: quantities available; locations; distribution systems; 3-year average costs; the consultants professional opinion on future trends in the availability and cost of these materials up to 2025.

# Eligibility

The incumbent professional shall have proven experience in value chain and export market analysis; agribusiness, economics, agricultural marketing background; and must have conducted similar studies (with testimony-reference)

# Application Procedure

# Please submit the following documentation to the Email: [procurementet@selfhelpafrica.org](mailto:procurementet@selfhelpafrica.org) by the deadline of 28 June 2021. In the subject line, please use “you name” + “ToR Cross Border Trade”. The following documents shall be submitted as part of the bid proposal:.

# A company CV outlining previous similar experience with names and contact details of references and short summary of study/research undertaken

# The CVs of the team members proposed for this contract and the name of the designated Lead Person for this contract.

# An example of a previous report. It is the contractor’s responsibility to ensure that the report is either in the public domain or that they have permission to share the report.

# A technical proposal (3 pages), outlining how you will conduct this study and any suggestions on additional information and analysis you can provide that will strengthen the study.

# A financial proposal detailing professional fees for conducting this study. The financial proposal must include all costs: professional fees, transport and per diem costs for travels outside Addis Ababa; stationery, any fees required to access data, taxes and insurance. The financial proposal should contain the bank details of the company, Tax payers Identification Number and company registration information.

1. Quantity of crop traded as a “unit”. Maize, for example is traded in much of Africa as 90kg polypropylene sacks. [↑](#footnote-ref-1)