



Call for Expression of Interest (Eoi) to source consultant (s) to undertake detailed Rice, Cassava and Soybean market systems analyses in Northern Uganda.

1. Background

About Kilimo Trust

Kilimo Trust (KT) is an East African-based not for profit organization that was established in 2005 to contribute to broad-based wealth creation through agriculture and agribusiness development. KT is an implementing partner for inclusive market-led agricultural value chain development in the region, on behalf of regional and international development partners, EAC governments and private sector. Our vision is to see “sustained and equitable wealth creation, food and nutrition security for smallholder farmers and other VC actors”. The mission is to make agri-business a transformative tool for wealth creation, food, and nutrition security for over 500,000 smallholder farmers and other VC actors in the next five years beginning 2018. And our core business is to structure national and regional trade in agricultural products. We are headquartered in the Republic of Uganda, with registered affiliated subsidiaries in Tanzania, Rwanda, and Kenya.

Kilimo Trust is implementing a 3 -year project (2020 - 2022) on enhancing food and nutrition security, incomes and health in Northern Uganda in a consortium with five other partners i.e. International Institute of Tropical Agriculture, Rikolto International, ECUREI, ABC (Alliance of Bioversity International and CIAT) and VEDCO. The project is titled ‘Building Resilience to Enhance Food and Nutrition Security, Incomes and Health in Northern Uganda (BRENU)’.

About *Building Resilience to Enhance Food and Nutrition Security, Incomes and Health in Northern Uganda* (BRENU) Project

Building Resilience to Enhance Food and Nutrition Security, Incomes and Health in Northern Uganda is an action under the Food Security, Nutrition and Livelihoods component of the DINU project funded by European Union through Government of Uganda. The action seeks to enhance food and nutrition security, increase household incomes, and improve maternal and child nutrition and health in Northern Uganda by promoting diversified food (and animal) production of resilient varieties: commercializing agriculture; improving post-harvest handling, food preparation and consumption practices; and encouraging family planning for improved and sustainable livelihoods. The action aims to impact 51,250 households directly and 268,650 households indirectly, engaged in rice, cassava, soybean, ground nuts and poultry value chains. The 3-year action is implemented in Lango and Teso regions in Northern Uganda. Kilimo Trust, in partnership with Rikolto International is leading the market accessibility for agricultural products component, which involves: (i) Assessing and identifying market opportunities and product niches along the stages of the value chain, and (ii) Fostering market linkages between smallholder farmers, lead firms (mainly agro-processors) and other market operators through market exchanges and contractual agreements. Ultimately, this component should contribute to sustainable market systems and value chain efficiency.

Soybeans, Rice and Cassava Value Chains in Northern Uganda

Soybean, Rice and Cassava are emerging commercial crops in the Northern Uganda, engaging several smallholder farmers. These value chains still have huge potential for commercial production, with high in-country and external demand due to growing regional and niche markets. While production in northern Uganda was affected by the long civil war that lasted 20 years, the recovery has taken the

cessation of the war and influx of several development initiatives by government and development partners. Cassava is the most important staple crop in northern Uganda, with the region being the second largest producer in the country (34% of national output). Cassava demand has been growing and a 15% increment is anticipated by 2025, with main consumption being the fresh, dried chips, flour forms with other niche markets developing e.g., bioethanol. Soybean production and demand have been growing, with growth in domestic demand, driven by the high private sector investment (including animal feed processors, soybean oil and meal processors), all of which operate below capacity. Rice production in NU is increasing, driven by the established large farms and engagement of smallholder farmers. Rice demand in the country has been growing with the market experiencing a perpetual deficit, met through imports. The growth in consumption is mainly driven by an expanding middle class, growing urbanization, increasing incomes, growing population, and evolving dietary preferences. All these value chains exhibit vast potential and opportunities yet to be exploited in terms supply gaps, niches, export markets, among others.

This assessment/study therefore is aimed at exploring these value chains and markets; to identify and quantify the opportunities that exist and entry points that have the greatest potential to improve incomes of small holder farmers, farmer organizations and other actors.

2. Terms of Reference for the Market Systems Analysis on Rice, Cassava and Soybeans Value Chains in Northern Uganda

To support the tailoring the interventions towards enhancing market access with the rice, cassava and soybean value chains under the BRENUE project, Kilimo Trust seeks to deepen insights and learning about the market systems and the dynamics within these value chains so as to establish and identify opportunities (untapped potential) within these markets that could be exploited by small holder farmers for enhancing farmers' income.

Kilimo Trust seeks to recruit a consulting organization or individual consultant to carry out a comprehensive market systems analysis research in Uganda (capturing insights important in regional markets); with specific interest in Northern Uganda. The research objectives will be accomplished through a one-tier research design.

a) Research Geography

While the production-related primary data must bring out cases specific to the seven districts of project implementation i.e., Apac, Kwanja, Dokolo, Amolatar, Otuke, Amuria and Kapelebyong, the entire analyses will encompass all key areas and actors relevant to the value chains in Greater Northern Uganda (Inclusive of Teso) and any actors or opportunities deemed necessary on the national and regional spaces.

b) Market Systems Analysis

The consultant will conduct research and analysis on the Rice, Cassava and Soybean Value Chains and is expected to combine primary and secondary research.

Anticipated results from this research include:

- a. Supply and demand dynamics and trends for the various products of cassava, soybeans, and rice in Uganda
- b. Level of Trade (national and Regional) and Description of current and potential markets and their requirements
- c. Analysis of competitiveness within these markets and their products in the local, national, and regional markets
- d. Mapping of supply chain structures, major actors and their roles, marketing, and distribution channels in domestic and export markets
- e. Assessment of gross margins, drivers and market share along different value chains.
- f. Level of relationships and organization among value chain actors
- g. Enabling environment within the Soybean, Rice and Cassava value chains and markets
- h. SWOT and PESTLE analysis of markets

- i. Investment scenario analysis to tap into these market opportunities.
 - j. Recommendations to engage and tap into the identified opportunities.
 - k. Short profiles and contacts of potential market players (especially off-takers in domestic and export markets) that can be engaged by the project per valuechain.
- c) Timeline

The expected delivery timeline for the assignment and approval of all deliverables is 20 weeks.

Request for Proposals

We invite interested and qualified consulting entities to submit proposals for this research study. We accept both individuals and companies. Priority will be given to Uganda-based consultants.

d) Technical proposal

The technical proposal will include the following information.

1. Profile of the individual consultant or consultancy firm and its relevant work in Uganda
2. Approach and methodology demonstrating how the consultant intends to conduct the assignment and tasks, along with likely sources of data, duration and order of each task.
3. Interaction and Ways of working with Kilimo Trust, including agreements on milestones, validation of research and analysis, and final recommendations.
4. Statement of experience, highlighting expertise related to core tasks. More weight will be given to local experience. The consultant is requested to list the most relevant references, to maximum of 5 in total.
5. Clear description of the project team, their relevance to the assignment
6. CV Summary of each member of the team should be included as annex.

e) Technical Team

The Core technical team should consist of the following.

- I. Team Leader
 - The team leader must have a strong research background in agricultural economics, market systems analysis and/or value chain analyses.
 - Solid and Proven experience in similar assignments in Uganda or East Africa
 - A minimum of a master's degree in Agricultural Economics, Agribusiness Management, Economics, Business Management.
 - Experience in market systems and value chain development
- II. Research Expert
 - Strong background in research design and execution
 - Background and proven experience in designing and executing primary research studies involving smallholder farmers and other market actors; agribusiness or agriculture market systems development in Uganda.
 - A minimum of a master's degree in Statistics, Agricultural Economics, Agribusiness Management, economics, Business Management.
 - Experience in Northern Uganda is an added advantage.

f) Financial Proposal

The contents of the financial proposal will include the following.

- An activity/task-based budget for the study
- Breakdown of the disbursements

- The budget will be in Uganda Shillings. The consultant must include a copy of the most recent audited accounts.

g) COVID-19 Contingency and Safeguarding Plan

The consultant must include in their proposal all the measures they will put in place throughout the study for safeguarding staff, consultants, communities, service providers and the client from the risk of exposure and spread of COVID-19. The consultant should also provide a clear contingency plan for primary data collection from farming communities and market actors, whose engagement in this process is crucial.

3. Deliverables

All the deliverables should be submitted with a total period of 20 weeks

	Deliverables	Description
1	Inception Report	The consultant is expected to submit an inception report on how the study will be carried out from their point of view with detailed description of the methodology, work plan and engagement with Kilimo Trust
2	3 Secondary data reports	The consultant is expected to submit 3 comprehensive secondary data reports for the individual value chains with preference for data visualization when/where relevant
3	Clean CSV and STATA datasets, Code books and Description of questions	The consultant is expected to submit Clean CSV and STATA datasets, Code books and Description of questions after the primary data collection
4	Profiles of actors	Short profiles and contacts of potential market players (especially off-takers in domestic and export markets) that can be engaged by the project per value chain
5	Final Report	A report on the market systems analysis of the 3 value chains with preference for data visualization when/where relevant
6	Validation Workshop	The consultant will receive feedback from Kilimo Trust and relevant stakeholders, and is expected to incorporate these into the final report

4. Submission Instructions

Application documents are required to be submitted online via email: electronically to recruitment@kilimotrust.org before 19th February 2021, Time 23:59 hrs (EAT)