



## Kilimo Trust Consultancy to develop Business Model for the Young Farmers Champions Network (YOFCHAN)

### 1. Background:

Young Farmers Champions Network (YOFCHAN) was legally registered incorporated on 21st day of July 2016 under registration number 225242 as a network of young Agri-entrepreneurs working to equip young farmers with the knowledge, tools and resources they need to start, grow and scale their agribusiness enterprises for a transformed youth livelihoods through agribusiness. Since the formation of YOFCHAN in 2016, the organization has built a membership of 1000 youth entrepreneurs along the agricultural value chains (600 Male, 400 female). These youth entrepreneurs are heads of youth groups, associations, cooperatives and companies at a grassroots level. Our mandate is to offer trainings in good agronomic practices, business plan development, business formalization, record keeping, group dynamics and financial literacy, create linkages to financial support and markets and offer common user value addition facilities for their products.

Kilimo Trust together with Young Farmers Champions Network have conducted a capacity assessment and identified the gaps that need to be plugged to enable the organization to grow. The critical gaps include developing a business model that will generate revenue for YOFCHAN and address internal organizational weaknesses. Kilimo Trust therefore proposes to work with YOFACO to develop a business model that will enable the organization generate income and be able to cater for the members needs as well as build the internal capacity of the organization. This will enable YOFCHAN to scale its services and support thousands of young farmers that are urgently in need of support for them to grow their agribusiness enterprises to the next level.

### 2. Goal and Objectives of the consultancy

The main goal of this consultancy is to strengthen the internal capacity of YOFCHAN to realize its vision sustainably by June 2023. Specifically, Kilimo Trust will work with YOFCHAN to develop and validate a revenue generating business model by December 2022. Therefore, Kilimo Trust will recruit suitable Associate to support the development of the YOFCHAN business model.

The suitable Associate will be expected to conduct the following key activities.

- i) Conduct dip stick survey about the existing value chains that YOFCHAN members are engaged in including gross margins obtained and marketed volumes

- ii) Conduct literature review on the 5 highest potential value chains and opportunities for youth engagement as identified in 1.1 above
- iii) Review lessons learned from Kilimo Trust past projects on youth engagement and employment – successful models
- iv) Conduct literature review on successful business models for farmer organizational development
- v) Participate in analyzing all findings, draft and recommend a potential business model for YOFCHAN
- vi) Participate Hold national validation meetings with YOFCHAN members on the recommended potential business model to foster buy-in
- vii) Conduct a detailed capacity assessment for YOFCHAN and recommend areas of improvement

### 3. Expected Deliverables:

The Associate will deliver the following:

- a) Report on most potential value chains and activities for YOFCHAN
- b) Documented evidence of successful FBO business development models
- c) Draft YOFCHAN business model
- d) Report of the validation workshop
- e) Detailed report on the identified capacity building areas for YOFCHAN to ably implement the business model

### 4. Timeline:

The consultancy will be completed within the period of 3 months, effective from 6<sup>th</sup> September to 5<sup>th</sup> December 2022.

### 5. Associate's Profile: Skills, Experience and Qualifications

- A minimum of a degree in Agricultural Economics, Agribusiness Management, Monitoring and Evaluation, Statistics or any other related field.
- Possession of a master's degree will be an added advantage
- A minimum of 2 years' experience conducting organizational performance reviews and studies of projects in Agribusiness value chain development and experience in conducting surveys, analyzing, synthesizing, and presenting information/Reports is a MUST.
- The Associate must possess significant evidence of academic and experiential background in organizational development, evaluation design and implementation. Preferably the Associate should also have academic and experiential background in Agribusiness and Value Chain development, Market Linkages, Business Development or related field.
- A solid and diverse experience in research, monitoring and evaluation of projects and/or Programmes at national level. Previous knowledge of conducting and documenting lessons learned sessions is essential.
- Have working experience in Uganda and the East African Community

## 6. Rights and Confidentiality

The Kilimo Trust reserves the right to reject or cancel any proposal without showing any reason. During this assignment, all materials produced shall remain the property of Kilimo Trust and cannot be used by the service provider for a purpose other than agreed upon by both parties. The developed materials cannot be sold or used in any case without the prior permission of Kilimo Trust.

## 7. Intellectual Property

All information pertaining to this assignment (tools, interview guides, data, reports and others) which the Associate may come into contact with in the performance of his/her duties under this consultancy shall remain the property of the KT and the organization (KT) shall have exclusive rights over their use. Except for purposes of this assignment, the information shall not be disclosed to the public nor used in whatever way without the written permission of Kilimo Trust.

## 8. Safeguarding

The Associate is expected to follow Kilimo Trust safeguarding policies which include but not limited to integrity, accountability, ethical data collection processes, respect for beneficiary's privacy and protection

## 9. Application Procedure

Application documents are required to be submitted online via email to: [recruitment@kilimotrust.org](mailto:recruitment@kilimotrust.org) before 5pm of 1<sup>st</sup> September 2022. Application documents MUST include the following:

- i) A letter stating why you consider yourself suitable for the assignment.
- ii) Brief technical proposal which includes methodology on the approach and implementation of the assignment, and the work plan for implementation of the assignment.
- iii) Updated CV highlighting qualifications and experience in similar projects
- iv) Work references - contact details (email addresses) of referees (firms for whom you've produced similar assignments).