



TANZANIA AGRICULTURAL DEVELOPMENT BANK LIMITED

TERMS OF REFERENCE

For

DESIGNING AND MANAGEMENT OF A PROCESSOR – LED CASHEW DEVELOPMENT PROJECT

Summary

Business proposals are requested by the Tanzania Agricultural Development Bank Limited (TADB) from interested parties for the development and management of a Processor – Led Cashew Development Project in major cashew producing regions of Tanzania (Mtwara, Lindi, Ruvuma, Coast, and Tanga). The sought project proposals will follow a processor-led, demand driven development approach. Specifically, the project will entail coupling investments in enhancing the productivity of cashew farmers and building the capacity of farmer’s cooperatives to respond to demand for raw cashews by local processors. Project proposals should also feature gender mainstreaming with the view to increase participation of women and the youth in the cashew value chain at the producer, cooperative and processor levels.

Project proposals should be designed to seek to deliver the following outcomes;

- i. Sustainable cashew production (establishing block farm and scaling existing farms);
- ii. Increased capacity for cashew aggregation and handling;
- iii. Increased capacity for cashew value addition by local processors; and
- iv. Project implementation, monitoring and evaluation.

The proposals will develop projects following TADB’s Integrated Agricultural Value-Chain Financing (IVCF) Model and will bring together various actors along the cashew value-chain to play active roles in project implementation (details provided in TORs).

Project Overview

Recognizing the opportunity in the cashew sub-sector, TADB is setting out to support investment in the cashew sub-sector through a Processor – Led Cashew Development Project to be developed and implemented in the five main cashew producing regions of Mtwara, Lindi, Ruvuma, Coast and Tanga. In line with the IVCF model, key stakeholders in the project will include producer groups (smallholder farmers, women and the youth), input and technology suppliers, research and business support institutions; warehouse operators who will act as

aggregators of cashew produced; and cashew processors who will be the main off-takers of cashew from producer groups.

Component 1: Sustainable cashew production

Outcome 1: Production and productivity of cashew farmers increased

Output 1.1: Social capital development implemented. Activities related to this output will support mobilization of farmers into producer groups and farmers' cooperatives/associations in the project areas. The activities will also involve training in good cashew farming practices and farm management to boost productivity and profitability. The project will place particular focus on empowering women and the youth to be active participants in cashew production by facilitating equitable ownership of productive resources and benefits therefrom.

Output 1.2: Production infrastructure developed. With the view to support production and productivity, the projects should entail investments in infrastructure of cashew production by supporting the establishment of block farms and improvement of smallholder farms.

Output 1.3: Access to inputs improved. To facilitate increased productivity, the project should be designed so as to support farmers' access to inputs including seedlings and agro-chemicals through micro loans guaranteed by TADB's Smallholder Farmers Credit Guarantee Scheme (SCGS).

Component 2: Increased capacity for cashew aggregation and marketing

Outcome 2.1: Capacity for cashew collection increased

Output 2.1.1: Cooperative warehouse facilities established. To address the challenge of lack of appropriate infrastructure of aggregation and storage, the project should be designed to support construction of warehouse facilities in areas where such facilities are missing and/or rehabilitate existing ones as needed.

Outcome 2.2: Improved market access for cashew farmers

Output 2.1.1: Business relationships between producer groups and processors established. In order to improve access to reliable markets for cashew, the ideal projects ought to support the establishment of formal business relationship between cashew producer groups and processors.

Component 3: Increased capacity for cashew processing

Outcome 3: Capacity for cashew processing increased

Output 3.1: New cashew processors supported and existing processors scaled. To take advantage of existing processing capacity, the program will support investments to revamp and modernize existing cashew processing facilities and establish new facilities as opportunities may allow.

Component 4: Implementation, Monitoring and Evaluation

Outcome 4: Program coordination

Output 4.1: Project implementation, monitoring and evaluation. Project implementation is expected to be formalized through partnership agreements/joint MOU which will define project scope and specific responsibilities and deliverables for each partner. A joint project implementation team ought to be formed with specific TORs to ensure effective implementation and with specific reporting structure. Proponents of the submitted project proposals are encouraged to also propose to play the role of Project Administrators as depicted by the IVCF model presented in page 1. The administrators are expected to coordinate and monitor activities of project stakeholders in order to uphold performance and deliver the intended results.

Funding

Project proposals will be subjected to the standard TADB business development and credit sanctioning processes, and, should they be approved, funded according to the bank's criteria for funding of agricultural projects (short-term, medium-term and long-term loans).

Eligibility, Application and Selection

Required Qualification

- Be a firm (company, NGO, cooperative etc.) registered under Tanzanian laws or
- An individual of Tanzanian nationality.

Required Experience

- Minimum 5 years of relevant experience in agricultural project management;
- Proven experience in agricultural value-chain development interventions with components related to facilitating access to finance and markets for smallholder farmers and SMEs;
- Proven experience in working with and coordinating public and private sector stakeholders to develop partnerships and related multi-stakeholder processes.

Key Knowledge and Skills

- An in-depth knowledge of project management methodologies;
- Demonstrated strong interpersonal skills and the ability to develop collaborative relation and partnerships, especially in a project with multiples implementation partners;
- Thorough knowledge of issues in cashew production, post-harvest management and processing;
- Monitoring and evaluation competences.

Submission of Proposals

Interested parties are invited to submit their proposals indicating that they are qualified to perform the services by submitting their individual/company's profile, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff or any other information which assist selection process etc.

Applications should be submitted to:

Managing Director,
Tanzania Agricultural Development Bank (TADB),
3rd Floor, Acacia Estates, Plot No. 84, Kinondoni Road,
P.O Box 63372, Dar es Salaam.

or proposals@tadb.co.tz

by 17:00 hours on Friday, 14th May 2021.

Shortlisting

Shortlisting will be done in accordance to TADB's lending procedures. Only successful applicants will be contacted.