



TANZANIA AGRICULTURAL DEVELOPMENT BANK LIMITED

TERMS OF REFERENCE

For

DESIGNING AND MANAGEMENT OF A PROCESSOR – PRODUCER GRAPES PARTNERSHIP PROJECT IN DODOMA

Summary

Business proposals are requested by the Tanzania Agricultural Development Bank Limited (TADB) from interested parties for the development and management of a Processor – Producer Grapes Partnership Project in Dodoma, Tanzania. The sought project proposals will follow a market-led, demand driven private sector development approach. Specifically, the project will entail coupling investments in enhancing the productivity of smallholder grapes farmers and facilitating the establishment of and building the capacity of farmer’s cooperatives to respond to demand for grapes by local processors (closing the >5 million supply gap) and potentially respond to growing demand in regional markets.

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

- i. Sustainable grapes production (establishing block farm and scaling existing farms);
- ii. Increased capacity for grapes aggregation and marketing;
- iii. Increased capacity for grapes processing; 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 grapes value chain to play active roles in project implementation (details provided in detailed TOR).

Project Overview

TADB is setting out to support investment in the grapes sub-sector through a Processor – Producer Partnership Project to be developed and implemented in Dodoma. In line with the bank’s 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 grapes produced; and grapes processors who will be the main off-takers of grapes from producer groups.

Component 1: Sustainable grapes production

Outcome 1: Production and productivity of grape 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 grapes farming practices and farm management to boost productivity and profitability. Proposed projects shall place particular focus on empowering women and the youth to be active participants in grapes production.

Output 1.2: Production infrastructure developed. With the view to support production and productivity, the program will support investments in infrastructure of grapes 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 fertilizers through micro loans guaranteed by TADB's Smallholder Farmers Credit Guarantee Scheme (SCGS).

Component 2: Increased capacity for grapes aggregation and marketing

Outcome 2.1: Capacity for grapes collection increased

Output 2.1.1: Village grapes collection centres established. To address the challenge of lack of appropriate infrastructure of aggregation and procurement of grapes, the project should be designed to support the establishment of new grapes collection centres in areas where such facilities are missing and/or rehabilitate existing collection centres as needed.

Outcome 2.2: Improved market access for grapes farmers

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

Component 3: Increased capacity for grapes processing

Outcome 3: Capacity for grapes processing increased

Output 3.1: Existing grapes processing facilities modernized. To take advantage of existing processing capacity, proposed projects should be designed to support investments to revamp and modernize existing grapes processing facilities as primary off-takers and anchors on which project success hinge. The project is expected to map existing processors, conduct diagnostics and pick a mix of small, medium and large processors to support them to scale operations. Special consideration is expected to be given to facilities owned by farmers' cooperative, women and the youth.

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.

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 grapes 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.