

TERMS OF REFERENCES (TOR)

Selection of Consultancy Firm/s to Conduct Annual Outcome Survey of Projects which have been implemented by Smallholder Agribusiness Partnerships Program (SAPP)

Ministry of Agriculture

1.0 Background

Smallholder Agribusiness Partnership (SAP) Program (hereafter referred as SAPP) is a six-year project (2017 – 2023) with a total cost of USD 105 Million. The Government of Sri Lanka and the International Fund for Agricultural Development (IFAD) and private sector (Agribusiness companies), smallholder farmers, Participatory Financial Institutions (PFIs) has jointly funded the program.

The overall goal of SAPP is to contribute to Sri Lanka's smallholders' poverty reduction and competitiveness. The program development objective is to sustainably increase the income and quality of diet of (initially) 57,500 smallholder households involved in commercially oriented production and marketing systems. There are three main components of this program.

Component 01- Access to Commercial Partnerships;

This component includes two sub-components;

(i) Establishing 4Ps – Under this subcomponent, there are three types of market-driven 4Ps which are being implemented knowingly, (1) New 4Ps with private sector (2) Scale-up programs which are continued from terminated IFAD funded program called National Agribusiness Development Program (2012-2017) and (3) New 4Ps with selected Farmer Organizations (FOs)/ Partner Organizations (POs). It is expected to reach a total of 35,000 households through 4P schemes and institutional strengthening interventions. Rural youth is also be considered (2500 youths) under this component to become entrepreneurs and to respond the demand for services generated along value chain complements in 4Ps. (ii) Institutional strengthening and capacity building of Producer/ Farmer groups (within a market-driven model). This component supports to build the capacity of Farmer Organizations (FOs) / Partner Organizations (POs) and farmer groups. The start-up funding at group level will be complemented with support in the form of business mentoring, training, exchange visits and digressive support to FOs / POs and farmer groups for their management.

Component 02 – Access to Rural Finance.

This component consists of two subcomponents: i) Financing of 4Ps; and ii) Institutional strengthening for the financial services sector. This component follows the strategies, modes of intervention and investment opportunities that emerge under component 1 (to satisfy the credit requirements of 4Ps and youth entrepreneurs) and aims at facilitating access to rural financial services in a sustainable manner mostly through training and technical assistance. Central Bank Sri Lanka (CBSL) accredited Participatory Financial Institutions (PFIs) are supported through this component to support in the collaboration and dissemination of new regulations for the microfinance sector, thus ensuring adequate participation opportunities for rural communities, and in training of licensed Micro Finance Institutions (MFIs). This intervention is to enhance PFIs capacity in rural, micro and agricultural finance for low-income groups, mostly through training, technical assistance and the operating cost support to reduce the transaction cost of both PFIs & clients which leads to existence of sustainable inclusive financial door for smallholders in Sri Lanka.

Component 03 - Program Management and Policy Dialogue

This component comprises two sub-components: i) Program and knowledge management; and (ii) Policy dialogue. Program and knowledge management sub-component is engaged with the smooth implementation of management, financial, administrative, and monitoring and evaluation system of the program. Under policy dialogue sub-component, it supports activities aiming at improving the policy environment for equitable and sustainable smallholder farmer-sourced agribusiness development.

The program expects three main outcomes which reflect the impact of each main components indicated above.

Outcome 1 - Improved access of smallholder farmers and their organizations to markets in partnership with the private sector.

Outcome 2 - 57,500 households supported under SAP have access to rural financial services in a sustainable manner and at affordable rates.

Outcome 3 - Improved policy environment for equitable and sustainable smallholder farmer-sourced agribusiness development.

The program aims to Increase the monthly average income of the beneficiaries participating in the marketing chain development component by 20% -30% on an average through a combination of

improved farm gate prices, improved on-farm productivity and participation in upstream value adding process.

The program will have national coverage, though special attention and preference will be given to low-income districts and areas where agri-production potential is high. The program is demand-driven and the willingness and the equal commitment of program partners (Rural farmers, Agribusiness companies, Banks, Insurance providers etc.) are essential in reaching programme objectives. More emphasis will put forward in developing Producer/Farmer Organizations (POs /FOs) under SAPP to be in line with Government's policy and development agenda, and to ensure sustainability of supported Producer/Farmer Organizations within 4P mechanism. The target group of 57,500 poor rural households with the potential to become active economic players under commercially oriented production and marketing systems with diverse array of value chains will be assisted under the program. You may refer Log Frame of the program for the number of targets at each stage (Baseline, Mid-Term and EndTarget) of the SAPP.

Currently, there are 32 projects which are being implemented Island-wide. Out of these projects 06 projects have been identified to conduct annual outcome survey. You may refer the Annex 1 for list of projects identified for the annual outcome survey and the detail project proposals are available at the SAPP office.

2. Objectives of the Consultancy

The overall purpose of this assignment is to assess the progress achieved in respective project outcome against the project interventions and provide quantitative and qualitative interpretations on specific outcome indicators as reflected in the project M & E framework against baseline information and provide suggestions to the project to improve project's support to achieve targeted outcomes during the project implementation.

3. Scope of Consultancy, Tasks and Expected Deliverables

3.1. Scope of the Consultancy

Annual outcome survey should cover the identification and quantification of the positive and/or negative changes /outcome taking place on relevant indicators at the household /group/cooperative level and an assessment of the opinion on the achievement as felt by the direct beneficiaries of the investment. The research should be completed within 03 months.

3.2 Task of the Assignment

The consultancy firm should

- Measure the positive and/or negative changes/outcomes taking place on relevant indicators at the household/group/cooperative/agribusiness level.
- Measure the significant change on project approaches and function of value chains: value chain development, inclusive business, gender and social inclusion, partnership in business (production and processing), access to inputs/information/technology/infrastructure etc. in line with the project documents.
- Provide timely performance information so that corrective actions may be taken to implement the project activities, if required.
- Provide early evidence of project success or failure; and
- Provide the opinions on the achievements as felt by the direct beneficiaries of the investment.

3.3 Expected Deliverables

The consulting firm is expected to furnish a comprehensive and analytical outcome survey report that is sufficiently disaggregated on gender, and economic status of the anticipated beneficiaries focusing on project indicators. The survey report should be able to report on the indicators as set out into the project M & E framework comparing with baseline information. The report should provide an analysis from the opinions that have been sought from the direct beneficiaries. In addition to electronic and hard copies of final report, consulting firm is expected to submit with clean data of assignment material (survey questionnaire and code sheets, primary and secondary data collected for the assignment, detailed outputs of data analysis, data/ information collected through individual or group of stakeholder consultation – minutes of the meetings, proceedings of the workshops and seminars held) electronically. The consultant (s)/consulting firm will work in close consultation with M&E team, particularly the Deputy Manager (M&E) of the SAPP.

4. Qualification & Experience of the Research Team

The consultancy firm should have the ability to employ a team of experts having proven track record in designing and implementing socio-economic research, baseline studies and/ or evaluation studies and having good depth of understanding of conducting annual outcome surveys.

Team Leader (Socio-economist/Social Scientist/and or Agri Economist -1): S/he is expected to have a minimum master's degree in relevant discipline with proven track record in designing and implementing socio-economic research, baseline studies, impact studies and project evaluation. It is the responsibility of the team leader to ensure that Gender and environment perspectives are also adequately captured in the study.

Team members-Technical Experts (Agriculturist 1, Livestock-1 and Agriculture Economist -1): Minimum Master's Degree in agriculture, livestock/animal science and agri. Economist or related fields with proven experience in market led agriculture development for agriculture, livestock and experts respectively. A substantial experience in baseline studies, feasibility assessment, and/or impact studies is required. The agriculturist and livestock technical expert can be used depending on the project.

Team member (Data Analyst-1): Master's Degree in Statistics or relevant fields with demonstrated experience in socio-economic data analysis using credible tools, techniques, and software.

Service provider should also be able to employ a team of well-trained enumerators if field survey component is included in the research project.

5. Reporting Requirement and Time Schedule for Deliverables

The selected consulting firm (s) is required to produce following deliverables during the contract period. The contract period will be 03 calendar months, commencing from the date of contract signed between SAPP and the consultancy firm.

- a. Inception Report along with survey instruments study methodology (including data analysis design), questionnaires to be used for AOS two weeks after awarding the contract.
- b. Short pre-test report and finalized interview schedules one month after awarding the contract.
- c. Draft of report 2.5 months after awarding the contract.
- d. Present the findings of the study at the workshop.
- e. Three copies of final report (digital and 2 hard copies) along with Clean Data

6. Payment Schedule (based on progress Reports with milestones)

Payments will be made as follows.

- a. 10% of the agreed budget one week after submission of inception report.
- b. 10% of the agreed amount one week after submission of the pretest report and finalized interview schedule.
- c. 50% of the agreed amount two weeks after submission of draft report
- d. Remaining 30 % after satisfactory quality check by SAPP after submitting the final report after incorporating the feedback and comments.

7. Clients Input and Counterpart Personnel

The following documents for reference are available at the SAPP Office.

- a. Monitoring and Evaluation Framework for each Project
- b. Logical framework of program
- c. Project proposal
- d. Baseline survey reports

8. Method of selection:

The contract will be awarded based on ‘Quality and Cost Based Selection (QCBS)’ method. Marks will be allocated as follows.

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| - Experience of the Institute/Firm | – Allocated 10 marks |
| - Similar experience of the Institute/Firm | – Allocated 15 marks |
| - Methodology, technical approach, work plan | - Allocated 25 marks |
| - Consultant’s qualifications | - Allocated 50 marks, which will be
comprised of; |
| Team Leader | - 20 marks |
| Agric. Economist | - 10 marks |
| Agriculturist/ Livestock | - 10 marks |
| Data analyst | -10 marks |

the weightage for each consultant's qualifications is as follows. –

Qualifications 30%

Experience 30%

Similar experience 40%

After evaluating the technical proposals, the financial proposal will also be considered for the evaluation. Hence the final marks will be allocated as a combined evaluation. Minimum marks for the technical proposal should be 70 or above to be eligible for considering the financial proposal. The selection method is QCBS (Quality and Cost Based Selection) giving the weightage as 80% for the technical proposal and 20% for the Financial Proposal.

List of project

1. Turmeric Cultivation
Goonagala Agriculture Productivity Village Co-Op Society
2. Backyard Poultry Farming
INTEGRATED AGRO BUSINESS COMPANY LTD
3. Moringa Cultivation Project
Dasini Dehydration Centre
4. Ground nut Production Project
By Ranliya Entrepreneurship Dev. Foundation
5. Maize Phase - I (Yala)
DOA/DAD/Prima
6. Cowpea
DOA/DAD/LAPMC