**Call for Feasibility Study**

**Development of services to farmers and small businesses (processing of agricultural products, development of sectors, supply of inputs**

**Feasibility Study on the development of services to farmers and small businesses**

**Issued by: MVIWAARUSHA, IDP, and CARI under the Kilimo Endelevu Programme (KEA)**

## 1. Introduction

In Arusha, Tanzania, smallholder farmers face significant challenges in post-harvest management and product marketing, often leading to substantial crop losses and limited market access. The development of service activities and the production of shared knowledge aim to address these issues by providing farmers with technical support, modern agricultural practices, and effective marketing strategies. Currently, initiatives like those under the Kilimo Endelevu (KEA) programme are working to bridge these gaps, offering training and resources to enhance productivity, improve post-harvest handling, and connect farmers to markets, thus fostering economic growth and sustainability in the region.

The development of service activities for farmers and small businesses involves creating and implementing support mechanisms that enhance agricultural productivity and market access. These activities include providing technical advisory services, facilitating access to modern agricultural technologies, and connecting farmers with markets. By offering tailored services, smallholder farmers in the Arusha region can improve their farming practices, increase crop yields, and effectively manage resources. This approach not only boosts their income but also contributes to the overall sustainability of agricultural practices in the region.

The intention of conducting a feasibility study on the development of service activities for farmers and small businesses, linked to post-harvest management and product marketing in the Arusha region, is to thoroughly assess the needs, opportunities, and challenges faced by smallholder farmers. MVIWAARUSHA, IDP, and CARI under the Kilimo Endelevu (KEA) programme

aim to identify effective strategies and interventions that can enhance agricultural productivity, reduce post-harvest losses, and improve market access for farmers. This study will provide a detailed understanding of, and potential service activities that can be implemented to support sustainable agricultural development, thereby fostering economic growth and resilience within the farming communities of the Arusha region.

The policies and political situation in Tanzania significantly impact the development of service activities for farmers and small businesses. The Tanzanian government has implemented various agricultural policies aimed at improving productivity, food security, and market access for smallholder farmers. These policies support initiatives like those under the Kilimo Endelevu (KEA) programme by providing a framework for sustainable agricultural practices and encouraging investments in agricultural infrastructure and extension services.

Politically, Tanzania has shown a commitment to agricultural development as a key driver of economic growth and poverty reduction. Government agencies and local authorities in the Arusha region collaborate with organizations like MVIWAARUSHA, IDP, and CARI to implement and support agricultural programmes. However, challenges such as bureaucratic inefficiencies, resource constraints, and sometimes inconsistent policy implementation can affect the effectiveness of these initiatives. Despite these challenges, the overall political environment is conducive to the promotion of sustainable agricultural practices and the empowerment of smallholder farmers through improved post-harvest management and market strategies

## 2. Rationale of the activity

(1) **Development of Service Activities for Farmers and Small-Businesses**; Smallholder farmers in the Arusha region face numerous challenges, including limited access to agricultural inputs, inadequate technical knowledge, and insufficient support services. The development of service activities aims to bridge these gaps by providing targeted assistance that enhances agricultural productivity and sustainability. By offering services such as technical advisory, access to modern farming techniques, and market linkage facilitation, smallholder farmers and small businesses can significantly improve their operations. These services help in reducing production costs, increasing yields, and ensuring better market prices, ultimately leading to improved livelihoods and economic stability.

The combined efforts of MVIWAARUSHA, IDP, and CARI under the Kilimo Endelevu (KEA) programme are designed to foster sustainable agricultural practices and economic resilience

among smallholder farmers in the Arusha region. By addressing both production and post-production challenges, the programme aims to create a more efficient and sustainable agricultural value chain, leading to improved livelihoods and strengthened local economies.

## 3. Purpose of the study

MVIWAARUSHA, IDP, and CARI, under the Kilimo Endelevu (KEA) programme, are calling for proposals to conduct a feasibility study focused on developing service activities for farmers and small businesses. Service activities in the context of a feasibility study for farmers and small businesses refer to a range of support services that enhance productivity, efficiency, and marketability. These can include access to agricultural extension services, input supply (like seeds, fertilizers, and equipment), post-harvest management solutions (such as storage, processing, and packaging), financial services (loans, and grants), and market linkages (connecting producers with buyers). The study would explore the viability of these services by assessing demand, potential impact on livelihoods, sustainability, and scalability, ensuring that they are tailored to meet the specific needs of smallholder farmers and entrepreneurs. Study will also include;

**Needs Assessment:** Identify the specific needs and challenges faced by smallholder farmers and small businesses in access to production, post-harvest and storage inputs.

**Assessment of the Kilimo Endelevu Arusha**, work done (services) in Arusha DC (in the project areas)

**Availability assessment:** Identify the existing services and input providers available, their characteristics and challenges.

**Service Development:** Propose feasible and impactful service activities that can enhance and facilitate postharvest (handling, transporting, storage, processing and marketing of agroecological products and market access for smallholder farmers and small businesses. Recommend support services such as technical advisory, market linkage facilitation,

**Sustainability and Scalability:** Assess the potential for the proposed services and knowledge resources to be sustainable and scalable within the Arusha Region. Provide recommendations for long-term implementation and integration into existing agricultural development frameworks.

**Impact Evaluation:** Establish metrics for evaluating the impact of the proposed services and knowledge dissemination on smallholder farmers' productivity, income, and market access. Design a monitoring and evaluation framework to track progress and make necessary adjustments for continuous improvement.

The ultimate goal of the study is to create a solid foundation for implementing effective service activities and knowledge-sharing initiatives that will significantly improve post-harvest

management, reduce losses, and enhance product marketing for smallholder farmers in the Arusha Region.

## 4. Scope of Work

The study should cover the following aspects:

1. Needs Assessment:

Identify and assess the specific needs of farmers and small businesses concerning post-harvest management and product marketing. Analyse current practices, challenges, and opportunities in these areas.

2. Kilimo Endelevu Arusha services assessment

Assess the services (work done) supported by the Kilimo Endelevu Arusha Project in these areas

3. Service Activity Development:

Propose feasible service activities that can be implemented to support farmers and small businesses. Recommend services such as technical advisory, market access facilitation, and Agroecological practices with gender inclusivity.

4. Key Focus Areas:

i. Post-Harvest Management: services needed for optimal storage, cleaning, packaging, and preservation of crops to ensure quality and longevity.

ii. Product Marketing: services needed for Development of marketing strategies, stakeholder engagement, and market access for agricultural products.

iii. Inputs providing: services needed to enhance access to agroecological farming inputs (seeds, ecological fertilizers, soil improvers, and pesticides, livestock inputs, etc.)

## 5. Methodology

To conduct the study on the development of service activities for smallholder farmers in the Arusha Region, the methodology will involve a multi-step approach. Initially, a comprehensive review of existing literature and baseline data will provide context and identify key stakeholders. Data collection will then be carried out through surveys, in-depth interviews, and focus group discussions with farmers, small business owners, and other relevant stakeholders to assess current practices, challenges, and needs. Field visits and observations will further complement this by providing practical insights into existing systems and identifying specific areas for improvement.

The study will focus on developing tailored service activities and creating knowledge resources based on the collected data. Proposed services may include technical support, market access facilitation, and the adoption of modern technologies. Finally, a detailed report will be compiled,

providing actionable recommendations for implementation, along with a monitoring and evaluation framework to track progress and measure impact.

## 6. Expected outputs/ Deliverables

6.1 Comprehensive Feasibility Study Report:

A detailed report documenting the findings from the need's assessment, including data analysis on current practices, challenges, and opportunities linked to post-harvest management and product marketing. Insights on the specific needs of smallholder farmers and small businesses in the Arusha Region.

6.2 Proposed Service Activities:

A set of well-defined, feasible service activities designed to support farmers and small businesses. This may include technical advisory services, market linkage facilitation, and Agroecological practices with gender inclusivity. Recommendations for implementation, including necessary resources, timelines, and potential partners.

6.3 Validation and Feedback Reports:

Documentation of stakeholder workshops, including feedback received on the proposed service activities and knowledge resources. Revised proposals based on stakeholder input and pilot testing results.

6.4 Monitoring and Evaluation Framework:

A framework for monitoring and evaluating the impact of the proposed service activities and knowledge resources. This includes metrics for assessing improvements in productivity, income, and market access. An implementation plan for tracking progress and making necessary adjustments to ensure the effectiveness and sustainability of the interventions.

6.5 Final Project Report and Recommendations:

A comprehensive final report summarizing the entire study process, key findings, and recommended actions. Strategic recommendations for scaling and integrating the proposed activities and resources into existing agricultural development frameworks in the Arusha Region.

## 7. Duration of the Assignment:

This assignment is expected to be carried out within a period of 60 days following the day of signing the contract. The full report including policies analysis, report writing, and stakeholder consultation. For the avoidance of doubt, weekends and any public holidays are counted as the working days for the purposes of this assignment.

## 8. Budgets

We invite applicants to submit a detailed budget proposal as part of their application for this call for proposals. The budget should clearly outline all anticipated costs associated with project implementation, and any other relevant expenditures. Proposals should ensure that the budget is realistic, cost-effective, and aligned with the call objectives. Additionally, applicants are encouraged to demonstrate value for money and include justifications for each budget line item.

## 9. Reporting

The Consultant/Analyst will be reporting to the MVIWAARUSHA Coordinator and copy IDP, and CARI. (MVIWAARUSHA contacts richard.masandika@mviwaarusha.or.tz, and damian.sulumo@mviwaarusha.or.tz ) Copy IDP ayesiga.buberwa@tz.ilesdepaix.org and CARI sahel@cariassociation.org

## 10. Consultant application and recruitment

Interested consultants, whether individuals or teams, are invited to submit detailed proposals. These proposals should include a clear methodology for the study, stakeholder consultations, a timeline with an allocation of working days, and the relevant experience of the consultants, especially in coordinating team efforts. The consultants are asked to include in their tender for services detailed proposals regarding the methodology they propose (stages of the study, stakeholders consulted, meetings and feedback, methodology for gathering and analyzing information, documents produced, links with the MVIWAARUSHA, IDP and CARI).

In their proposal for services, the consultant(s) must also indicate how the number of working days will be allocated to the different phases of the study (and possibly between each consultant if a team is proposed). If a team of consultants is proposed, they should indicate their previous experience of working together, how they will coordinate their work on the study, and how they will complement each other in terms of the work required.

### a) REQUIREMENTS

#### i. Required expertise

The expertise required for developing services to farmers and small businesses includes agribusiness development, with a focus on agricultural value chains, market analysis, and adding value to products; knowledge of agricultural technology and innovation to enhance processing, post-harvest management, and supply chain improvements; and an understanding of supply chain logistics and input distribution. Additionally, expertise in financial management is crucial for facilitating access to credit, while strong stakeholder engagement and capacity-building skills are needed to work with farmers, businesses, and cooperatives. Finally, a solid grasp of sustainable agriculture and agroecology ensures environmentally friendly practices that boost productivity and support sector growth.

#### ii. Technical and methodological proposal

The technical and methodological proposal must include the following elements:

a. **Understanding of the Terms of Reference:** A clear and concise explanation of the consultant's comprehension of the project objectives and scope (maximum 2 pages).
b. **Methodology and Provisional Timetable:** A detailed description of the proposed methodology for conducting the study, including key phases, stakeholder engagement, data collection, analysis, and a provisional timeline for each stage (maximum 8 pages).
c. **Consultant Profile and References:** A presentation of each consultant, including relevant experience, references, and a CV highlighting qualifications and expertise.
d. **Administrative Details:** Provide bank account details and business registration number for financial and legal compliance.

These elements will be critical for evaluating the consultant's ability to deliver a comprehensive and feasible study.

**iii. Financial proposal**

Applicants must submit a detailed financial proposal (including all applicable taxes), taking into account the following elements:

a. The overall budget for the study is set at 17,000,000, inclusive of VAT.
b. The budget should cover all costs related to the consultants' missions, including travel, per diems, accommodation, and communication expenses.
c. At least one mission to the project implementation area is anticipated.

The financial proposal must clearly indicate the allocation of working days across the various stages of the study. This ensures transparency and alignment with the budgetary guidelines of the call for study.

**Technical and financial proposals must be sent by 25 October 2024 at the latest by e-mail to** richard.masandika@mviwaarusha.or.tz, and damian.sulumo@mviwaarusha.or.tz and Copy IDP ayesiga.buberwa@tz.ilesdepaix.org, sahel@cariassociation.org