




**TERMS OF REFERENCE (TOR) FOR AGRIBUSINESS EXPERT
MODERNIZING RANI JAMARA KULARIYA IRRIGATION PROJECT (MRJKIP)
World Bank funded MRJKIP,**

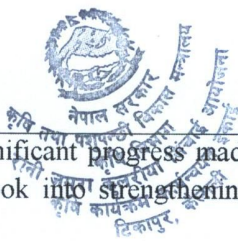
(IDA credit No.6194-NP, Project ID No. P158364)

Contract ID No. NP-DOA-MRJKIP-300352-CS-INDV

A. Background

1. The Government of Nepal (GON), with financing support from the World Bank (WB), has been implementing the Modernizing Rani Jamara Kulariya Irrigation Scheme II (MRJKIS) with the objective to assure access of irrigation and other agricultural services, and to establish operation and maintenance arrangements for irrigation service delivery through (1) scheme modernization, (2) strengthening water users associations (WUAs) and agriculture production support, and (3) project management.
2. The MRJKIS, as the name implies, comprise of three irrigation sub-systems namely Rani Jamara and Kulariya. Each has its own command area with independent Water User Associations that are responsible for management and distribution of water to its member farmers. At the higher level there is a central committee that comprise of representatives from the three sub systems – Rani Jamara and Kulariya.
3. There is a Project Management Unit (PMU) established at Tikapur which oversees the implementation of the project. While all the project activities are managed by the PMU agricultural activities are being implemented by the Agriculture Component Implementation Unit (ACIU) of the Department of Agriculture, located in Tikapur. The RJK project has been implemented in two phases of five years each. The first phase began in 2011 with the aim of improving irrigation water delivery to, and management in, the command area (14,300 ha) benefitting 25,000 households (157,000 people). The first phase focused on building the primary and secondary canals, installing regulatory structures, setting the stage for agriculture intensification and building the capacity of the WUAs to maintain the modernized system. The first phase ended with good results in terms of increasing productivity of key crops
4. Agricultural activities supported by the ACIU include: (i) efficient use of irrigation water, (ii) provision of improved seeds and breeds, (iii) validation and adoption improved technologies and extension services, (iv) community based seed production initiatives for rice, wheat, maize and potato, (v) post production support such as improved harvesting and storage techniques, rehabilitation of markets and construction of collection centers, and (vi) in-class and field based training, demonstrations and learning events.
5. One of the major objectives of the project is to foster and sustain a profitable production system that will continue to benefit the beneficiary households through project promoted interventions even after the closure of the project in September 2023. This will require an effective and vibrant post-production support and supply chain system in place which requires a functional linkage


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between producers and buyer. With significant progress made in increasing overall agricultural productivity, there is now a need to look into strengthening the supply chain and marketing aspects.

6. In view of the foregoing the MRJKIS intends to procure services of an agribusiness expert to support the project in planning, executing, and supporting agri-business activities.

B. Scope of work

1. In view of the foregoing the agri-business expert will focus on guiding the ACIU in planning, strategizing and implementing activities that will help the local producers (farmer groups, cooperatives) engaged in agriculture to be able to produce, store and market their produce with the buyers from the local area and beyond. The expert will therefore work with the ACIU team, WUA members, local cooperatives, farmer groups and concerned officials from the local government in addition to buyers from in and around the Tikapur area in addition to visiting key markets in project municipalities and beyond. The expert will have approximately one year time frame in order to plan, implement and conclude the assignment for which the expert shall receive support from the ACIU and from through technical missions from the World Bank task team. The expert will report to the Coordinator of ACIU and produce deliverables as stipulated in the subsequent sections.
2. The expert will maintain good coordination with the Water Users Associations (WUA) and keep both WUA and local municipalities informed of project supported activities. The primary task of the agribusiness expert will be to ensure that project supported interventions are sustainable after the closure of the project which will require building the capacity of the farmers, cooperatives and farmers groups and linking them up with prospective buyers (see section E for detail tasks).
3. This is a field-based assignment with frequent travel to local and markets in the surrounding districts.

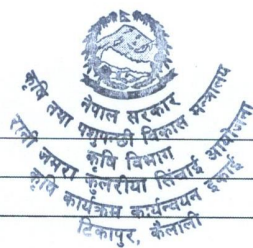
C. Objectives of the Assignment

1. The objective of the assignment is to support the ACIU to plan and implement activities to build business development skills, marketing of commodities produced by the project supported farmers and groups by enhancing their organizations, management and business skills in marketing their produce. The Agribusiness. In this context, the expert will report to the Coordinator of ACIU, work closely with the project team and members of WUAs and local government.

D. Project Area

1. The project area comprises of local Municipalities Tikapur, Janaki and Lamki Chuha in Kailali District. The project is expected to benefit 66,352 households (nearly 300,000 people) and cover 14,300 ha of command area. Nearly 40 percent of the people are Tharus and the rest of migrants from the hills and surrounding districts comprised mostly of Chhetris and Brahmins.

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E. Responsibilities and Tasks

1. Identify the key value chain actors e.g. buyers, markets, producers, service providers (financing institutions and insurance, extension services) along the key value chains supported by the project and identify opportunities for value addition.
2. Assessment of demand and market conditions for selected products with the selected value chain including analysis of inputs and output markets, the dynamics (barriers, opportunities, facilitating factors) along the value chain and help establish producer-buyer platform/alliances.
3. Based on above identify skills and needs prepare training programs for targeted beneficiaries.
4. If needed Contribute in selection of business proposals/request for project financing. This will require, among others, development of few but robust selection criteria for project financing.
5. Contribute in development of training curricula, manuals and leaflets on agribusiness, processing and marketing.
6. Organize workshops to bring together the service providers such as insurance company, financial institutions, buyers and producer to facilitate alliance formation.
7. Support the project M&E team in developing robust monitoring system to track progress of project supported producers such as farmer groups/cooperatives etc.
8. Work with the project safeguard team to ensure compliance of project supported entrepreneurs on social and environmental issues.
9. Provide technical inputs in advancing agri-business initiative as requested by the ACIU.

F. Deliverables

1. Value chain report including actors and business enabling factors along the selected value chain.
2. Concise training capacity development plan.
3. Submission of monthly, half yearly and annual reports including report of any exposure or learning visits, lesson learnt and way forwards under the agribusiness sub component.

G. Qualifications and Experience

The desired candidate shall have the following:

1. Master's degree in Agricultural Economics, Agribusiness Management, Agricultural marketing, or any agricultural related degree obtained from a reputable Institution.
2. At least five (5) years' of experience working with rural micro-to-small scale businesses providing either business development services, training and/or technical assistance.
3. At least five (5) years' experience in managing market-led value chain development projects and market systems development.
4. Experience working in the agricultural sector in Nepal upgrading existing value chains preferably on Rice, Wheat, Maize, Lentil, Mustard, Soybean, Banana, Vegetables, Goat, Buffalos and Pig value chains;

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5. Any experience of working with donor funded projects such as ADB, IFAD, or WB or any financing institutions could be an added advantage.
6. Demonstrated experience in nurturing public-private partnerships.
7. Excellent interpersonal, communication, negotiation, organizational management, and writing skills in English.
8. Ability to use the latest ICT technology and computer software programs.

H. Reporting

The position holder will work as Agribusiness Expert for the Modernizing Rani Jamara Kularia Irrigation Project (MRJKIP) reporting to the Project Coordinator.

- The consultant shall submit the report and documents in hard and soft copy as required. The consultant shall submit the report and documents as desired by the Project Coordinator.
- Any other reports as may be required from time to time.

I. Duration and duty Station

This is Thirteen months position to be based in ACIU office, Tikapur Municipality, Kailali, Nepal.

J. Ownership

ACIU, Tikapur will have ownership of all the documents and material developed. The consultants will have no right of claim to the products developed and shall not replicate them without prior consent of WMD.

K. Terms of Payment

The remuneration will be paid on monthly basis, and is subjected to tax according to government norms.

L. Selection Method

The consultant shall be selected following Selection based on Individual Consultant (IND) method set forth in the World Bank Procurement Regulations for IPF Borrowers, November 2020 on the basis of consultant's qualification, experiences and capability to carry out the assignment

M. Benefits and Remuneration

Salary and benefits:

- Per month remuneration of the Expert will be Rs.115, 000/ (without VAT). Tax on salary will be applicable as per the prevailing GoN rules and regulations.
- Travel and DSA will be as per the prevailing GoN rule as applied for gazetted class III officer while travelling out of the work station for official purpose.

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Leave:

- The contracted expert will be provided 12 days of home leave and 6 days of causal leave annually, which will not be carried on for next year.

N. Supervision of the contracted experts/staff and Administrative Control

All the contracted experts/staff will be accountable to the Project Coordinator, as per TOR and Financial Procedural Act, 2055, Public Procurement Act, 2063 and Regulation, 2064 and other related rules and directives. He/she will be supervised and administered by the Project Coordinator or designated personnel of the RJKIP-ACIU.


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