REQUEST FOR EXPRESSIONS OF INTEREST
AFRICAN DEVELOPMENT BANK
Agriculture and Agro-Industry Department (AHAI)
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REQUEST FOR EXPRESSIONS TO CONDUCT A FEASIBILITY STUDY ON THE PRODUCTION OF SOYBEAN, MAIZE AND POULTRY VALUE CHAIN IN HAUTE-GUINEE

Brief description of the Assignment: The African Development Bank (‘the AfDB’) is recruiting a suitably qualified consultant to conduct a feasibility study on economically, environmentally, and socially sustainable production of soybean, maize and poultry production opportunities in Guinea. The consultant would be working from the African Development Bank’s (AfDB) Office in Conakry, Guinea during the duration of the study.

The broad objective of the study is to analyze the production and productivity of soybean, maize and the livestock (Dairy& Meat) value chain at the national level and specifically in the Haute Guinea region. The study will identify key productivity drivers (agronomic potential for maize & soybean production and value addition opportunities to feed into the livestock value chain) to boost production, growth drivers and future trajectory of soybean, maize and livestock demand in Guinea. The study will support the Bank’s intervention on the Integrated Cereal and Livestock Value Chain Development Project, a public sector-enabled but private sector-driven and market-led initiative to contribute to the increased production and industrialization of the Agriculture Sector in Guinea.

The consultant shall work in close collaboration with the Ministry of Agriculture and the National Research Institute (IRAG). In addition, consultant will work under the direct supervision of the AfDB Country Principal Agriculture Expert and a Senior Agribusiness Expert for Guinea, both based in Abidjan, Cote D’Ivoire.

Department issuing the request: Agriculture and Agro-Industry Department
Place of assignment: The Consultant will be based at the Country Office in Conakry, Guinea for the duration of the contract.
Duration of the assignment: 4 months
Tentative Date of commencement: 01 October 2020
Detailed Terms of reference for the assignment: [TORs below]
Deadline for applications: 28th September 2020
Applications to be submitted to: Rebecca DADZIE on R.E.DADZIE@AFDB.ORG and Gracia KAHASHA on G.KAHASHA@AFDB.ORG
TERMS OF REFERENCE

FEASIBILITY STUDY FOR THE ESTABLISHMENT OF AN INTEGRATED CEREAL AND LIVESTOCK VALUE CHAIN PROJECT IN HAUTE-GUINEE

I. BACKGROUND INFORMATION

The Republic of Guinea has huge agricultural potential, which can drive its growth, and positively affect its population by raising the living standard of many Guineans and reducing the high levels of poverty. The country, for instance, possesses abundant agricultural land and water resources, which has earned Guinea the name, the “Water Tower” of West Africa. Despite the established potential of Guinea’s agricultural sector, it has yet to take advantage of this endowment to achieve sustainable economic growth and poverty reduction. The sector’s contribution to overall GDP only stands at twenty (20%) percent; meanwhile it provides employment for about eighty (80%) percent of the population. The statistics revealed that per-capita income was approximately USD 490 in 2016, less than one third of the regional average (US$1,505), with the majority of the population living in extreme poverty. The Government of Guinea (GOG) within the context of its Vision 2025 is determined to reverse the current situation and project the agricultural sector into a major strategic sector; contributing massively to GDP. Some of the objectives set out in the Vision 2025 include: (i) Increased productivity, (ii) Improved market access and, (iii) Improved governance of the agriculture sector. Like most sub-Saharan African countries, the agriculture and agribusiness sector hold potential benefits that can spur economic growth, overcome poverty, and enhance food security in Guinea.

The African Development Bank (AfDB), as part of the Feed Africa Strategy, seeks to support African Countries in transforming their agriculture from subsistence into a commercially viable business with returns for all actors from smallholders to large scale investors. The strategy takes a commodity value chain and Agro-Ecological Zones (AEZ) approach with emphasis on commodities that possess comparative advantages and potential for import substitution, future demand, and poverty alleviation. The Feed Africa strategy recognizes that rapid agricultural transformation at scale has occurred in other countries and provide valuable lessons to achieve agricultural transformation in Africa. For the African Savannah AEZ, the “Cerrados miracle” that happened in Brazil in the 1980s until early 2000s and the no-till “Brown Revolution” in Argentina are relevant examples. Through skillful development of production technologies adapted to the tropics coupled with extensive rural development programs, Africa, having about twice the size of the Brazilian Cerrados (400 million Ha of Savannah) can transform the savannah into a net exporter of maize, soybean and livestock while providing jobs for tens of millions of young people.

Working together with South American Institutions, the Bank has engaged with eight (8) Regional Member Countries (RMCs) with vast Savannahs as first phase priority countries for the Transformation of the African Savannah Initiative (TAAT-S). With support of Technical Financing from the Bank’s internal trust fund, the Argentine Association of Zero-tillage Institute (AAPRESID), a pioneer institution with vast experience in the promotion of Conservation Agriculture, was engaged to work with the Ministry of Agriculture specifically the National Agriculture Research Institute (IRAG) through a pilot demonstration of soybean and maize
production in Haute Guinea using conservation agriculture as a first step to building competitive integrated commodity value chains. The pilot concluded that Guinea has the natural endowments of Haute Guinee and the potential to produce Maize and Soybeans on a large scale for livestock feed that will facilitate the production of animal particularly poultry with advanced technological innovation to achieve high productivity and high gross margin food production.

Against this backdrop, the Government has expressed interest in receiving Bank’s support, through sovereign and non-sovereign loans, to develop the savannahs as a support to achieving the Government’s Vision 2025. The rationale of the Guinea’s Integrated Cereal and Livestock Value Chain Study is to inform the Bank on the investment and policy interventions to support the domestic livestock production, highlighting potential linkages with existing Bank financed projects such as the on-going Transformation of Guinean Agriculture and Youth Agricultural Entrepreneurship Project, the recently approved Special Agro-industrial Processing Zones Development Programme and other existing projects as well as initiatives such as the IPADIER. The purpose of the study is will serve as the baseline report to inform the design and structure of the upcoming integrated cereal and livestock value chain. This will be the maiden project launched as part of the Special Agro-industrial Processing Zones Development Initiative to transform Guinea’s agriculture.

II. OBJECTIVES OF THE STUDIES

The overall objective of this study is to analyze the production and productivity of soybean, maize and the livestock (Dairy& Meat) value chain at the national level and specifically in the Haute Guinea region. The study will identify key productivity drivers (agronomic potential for maize & soybean production and value addition opportunities to feed into the livestock value chain) to boost production, growth drivers and future trajectory of soybean, maize and livestock demand in Guinea. The study will support the Bank’s intervention on the Integrated Cereal and Livestock Value Chain Development Project, a public sector-enabled but private sector-driven and market-led initiative to contribute to the increased production and industrialization of the Agriculture Sector in Guinea.

II.I. Specific Objectives

The specific objectives of this consultancy are as follows:

(i) Analyze the status of the maize, and soybean, value chain both at national level. This shall include the local production levels and gaps, local demand for consumption and as feed (poultry), the importation levels and expenditure.

(ii) Market analysis of the soybean, maize and livestock production opportunities, agro-processing opportunities, the identification of suitable production zones, establishment of the production and value addition hubs, as well as developing an innovation platform to increase the productivity along sub sectors, including the processing of maize and soybean as feed for the livestock value chain (diary).

(iii) Providing an in-depth assessment of the seed/input subsector (for maize and soybean), identify barriers to the development of the seed sector and provide a landscape analysis of key players in the Haute Guinea; The study should make recommendations to unlock the private sector players and investments. The study should also explore the competitiveness
or producing OPV varieties by public institutions or support the emergence of a Commercial Hybrid for Maize.

(iv) Examine the constraints and opportunities, governance dynamics and the enabling environment of commercial/large production of soybean and maize. Determine the constraining factors of competitiveness of the sector.

(v) Assess the key players within the value chains both in the public and private sector, their roles and how they interact in the ecosystem. This should include the type of farmers and status, the feed processors and the poultry farmers.

(vi) The assessment of business environment for private sector investors; understand the role of private sector, including anchor investors who will work with farmers to ensure off-take of produce should also addressed, through a possible linkage with the existing feed processors and the SAPZ project;

III. SCOPE OF THE ASSIGNMENT

- Review lessons learned from past interventions of regional agricultural development programs in tropical Savannahs, including the development of national agriculture food production systems in contexts of low commercial farming and tight public financial conditions in order to identify applicable innovations that will work (or does not work) in the Guinean context on the creation of production and processing hubs.
- Using agro-ecological data and population density information, determine high potential areas of the Savannah that are suitable for production and processing hubs of maize, soybean, and livestock in the country.
- Engage with existing and potential commercial/large & medium-size farmers in the country to understand their production systems, inputs and output markets and the obstacles they face to achieving sustainable crop and livestock productivity for commercial viability.
- Meet with the ecosystem of actors of technology providers, the local R&D institutions, commercial and smallholder farmers, input suppliers, equipment manufacturers, policy makers, who together have the potential to constitute a national innovation platform to validate concepts of the Public-Private options to establish production and processing hubs.
- Explore opportunities for co-financing and collaboration with traditional partners (IFAD, WB, European Union, etc.) engaged in the agro-industrial sector, and specific funds (green funds and climate funds, etc.);
- The consultant will meet and hold extensive discussions with a host of public, private and civil society stakeholders that are directly and/or indirectly involved in the agricultural and livestock value chain including primary producers’ (farmers), leading agro-processors and other value adding industries, government agencies including National Investment Authorities, development partners active in supporting the agricultural sector.
- Identify opportunities for the involvement of higher education, vocational training, apprenticeship and research and development in activities to be promoted within the agro-industrial growth pole;
• Identify specific capacity-building needs of decentralized government services in charge of advisory support, research and development, seed certification and food control;
• Provide the table of detailed project costs (excluding taxes and customs) by activity taking into account the findings of the studies (particularly the PD) and the Bank's budget, potential partners and the Government's contribution; Develop the logical framework of the project taking into account cross-cutting issues such as governance, climate change, youth employment and gender;
• Identify capacity-building and skills-development needs of small and medium-sized enterprises (SMEs), very small enterprises (VSEs), producing, processing and exporting cooperatives, etc.
• Address issues of possible contracting formats between small producers, medium-sized enterprises and large private investors, in a "win-win" approach;

IV. DELIVERABLES

The following deliverables, which should be in hard copies (2) and soft copy through email are expected from the assignment:

➢ An introductory report defining the Consultant's work plan within no more than fifteen (15) days of the contract notification date; The report should provide details of the activities to be undertaken, and presenting the expected deliverables, experts/team to support the assignment, in accordance with the ToR.

➢ A diagnostic report on the key advantages and constraints of the priority agro-industrial sectors at national level for the maize, soybean and livestock value chain, at the latest one (1) month after approval of the introductory report. The report should provide analysis of priority value chains at the national level in terms of import and export products substitution, production levels. The priority value chain includes the (i) cereals (Maize,); (ii) oilseeds (Soybean); (iii) livestock production (meat, milk and piggery).

➢ A diagnostic report on the key potentialities and constraints identified in the Haute Guinea zone, and a seed sector, at the latest two (2) months after the approval of the introductory report. The report should include the following

  ▪ Assessment of the key agricultural production zones in Haute Guinea, agricultural mechanization services; access to inputs (fertilizers, pesticides, seeds, etc.); farmer profiling based on commodity, number of hectors, farm mechanization opportunities, land tenure security including existing financed by public and private sector,
  ▪ A review of existing agro-industrial infrastructure (public and private sector) and identification of processing/marketing infrastructure needs: (i) agro-food processing industries; (ii) storage and packaging; (iii) market infrastructure (local, national, sub-regional and international) and post-harvest infrastructure existing in the Haute Guinea;
- Assessment of agro-industrial sector stakeholders: (i) advisory and support services; (ii) Value chain actors (POs, cooperatives, feed processor, millers, Youth, women, etc.); (iii) leverage ongoing projects and programs (public and private); and capacity building needs/gaps

- The recommendations should determine the main thrusts of Integrated Livestock (including Poultry) Value Chain Project under the National Development Plan and the TAAT-S pilot project; including the recommended components/activities for the Project to consider, the estimated costs and linkages with existing projects in Guinea including Bank funded projects.

- A project report structured around 4 components: (i) Increase crop and livestock production and productivity; (ii) Development of infrastructure to support agro-processing, value addition, and market linkages; (iii) Agribusiness Empowerment and Capacity building of value chain actors and institutions (POs, SMEs, technical services, research and training centers, promotion of SMEs, agro-industry, development of value chains, etc.); this report should include recommended components/activities for the Project to consider, the estimated costs and linkages with existing projects in Guinea including Bank funded projects.

- A report of the consultative workshop to validate the recommendations before the submission of the final report. This workshop can be organized virtually in view of the COVID-19.

VI. DURATION OF THE WORK

This assignment is expected to be undertaken over a period of four (4) months after the recruitment of the consultants and signing of the contract.

VII. CONSULTANT’S OBLIGATIONS

The Consultant will be entirely responsible for the study execution including the services provided by its sub-contractors/team. He/She will provide the specialists, supportive structures and the essential logistics in quality and quantity for the execution of the assignment. He/She shall take all the necessary steps to ensure proper execution of the assignment on schedule. The consultant can partner with others to submit an offer.

VIII. REPORTING

The Consultant will be based in Conakry, Guinea with occasional travels to the targeted location. The consultant shall work in close collaboration with the Ministry of Agriculture and under the direct supervision of the AfDB Country Principal Agriculture Expert and a Senior Agribusiness Expert for Guinea, both based in Abidjan, Cote D’Ivoire.

All draft documents will be prepared in English and the final version will be translated to French.

Please send a one page Motivation letter and an updated Curriculum Vitae (see AfDB Personal History Form (PHF) available at