



TERMS OF REFERENCES

“Africa Fertilizer Financing Mechanism (AFFM) Grant to Enhance Fertilizer Importation and Distribution Capacity

Consultant on End of Project Evaluations for Tanzania

1. AFAP Background

The African Fertilizer and Agribusiness Partnership (AFAP) is an independent non-profit organization founded in 2012 by a partnership of African development organizations. It was built on the work of the Comprehensive African Agriculture Development Program (CAADP), a framework for achieving ambitious agriculture development goals set in place by African nations and leaders.

AFAP has since evolved into a social enterprise and service provider to the public and private sectors on sustainable development projects and policies focused on market-driven business solutions in the agriculture inputs and agribusiness value chain. AFAP combines technical expertise with entrepreneurial innovation.

AFAP adds value to the agriculture inputs and agribusiness value chain by building the capacity and linking African Hub-Agrodealers and smallholder farmers to global inputs and output market companies, promoting the use of high quality and affordable balanced crop nutrition products, partnering with technology and equipment providers, and facilitating trade finance for fixed assets and inventory via the Agribusiness Partnership Contract (APC) mechanism.

AFAP's public-private partnership strategy is ultimately designed to build the capacity of the African agriculture inputs and agribusiness SMEs, and increase agricultural productivity. The execution of that strategy with partners, results in increasing food security, income, job creation, and agriculture contribution to national GDPs.

In 2019 AFAP Tanzania received funding from AFFM through AfDB to implement the Africa Fertilizer Financing Mechanism (AFFM) Grant to Enhance Fertilizer Importation and Distribution Capacity in Tanzania. The project also have the credit guarantee component which was used to guarantee fertilizer importer and manufacturer to extent the fertilizer credit to hub agro dealers. This was two years project with extension of one year

2. Project Background

The main objective of this project was to ensure availability and affordability of financing for the fertilizer value chain through the provision of credit guarantees to address the lack of affordable financing for the fertilizer value chain. To achieve this the project had two main component including fertilizer SMEs Development Support and Support the Increased Fertilizer Availability and Project Management and Coordination. This project is funded by AFFM/AfDB with grant amount of 446,035 € and credit guarantee amount of 2 million €. This was two year project starting from September 2019 to August 2021 with extension period of 11 months to July 2022 covering 16 regions of Morogoro, Iringa, Njombe, Ruvuma, Mbeya, Songwe, Katavi, Kigoma, Tabora, Shinyanga, Geita, Simiyu Mnayara, Arusha, Kilimanjaro, and Tanga. The project is working with three main suppliers with network of 33 hub agro dealers serving a total of 946 retail agro dealers.

**Component 1: Fertilizer SMEs Development Support:**

Under component 1 Project aimed at supporting SMEs agro dealers to improve their business viability, integrate them into a mutually supportive agrodealer networks and increase fertilizer flows along the value chain by ensuring that farmers have affordable, timely and reliable access to improved and appropriate fertilizer. Moreover, Project worked to support the development of appropriate financing facility. The following activities were proposed: Conduct due diligence on 5 importers, 1 blender who took part in the credit guarantee program:

- Conduct due diligence on 5 importers, 1 blender who took part in the credit guarantee program;
- Conduct risk assessment and due diligence on 25 Hub agro-dealers took part in the credit guarantee program
- Processing tripartite guarantee agreement between agro-dealers and major fertilizer companies;
- Develop in conjunction with financial institutions, an appropriate financing facility for Fertilizer/input trade;
- Negotiate service terms with selected agro-dealers and fertilizer suppliers;
- Conduct regular monitoring and assessment of the guarantee scheme effect on target beneficiary;

Component 2: Support the Increased Fertilizer Availability and Project Management and Coordination: The following activities were proposed:

- Assess and aggregate farmers' fertilizer demand in collaboration with agro-dealers
- Training farmers on proper fertilizer usage and other good agronomic practices
- Conduct regular monitoring to document volume and value of fertilizer sold through selected agro-dealers
- Assists with providing training and capacity building services, storage facilities, trade credit support, credit guarantees and promotes strengthening of distribution network

The main expected outputs and outcomes of the Project were:

- a. Five (5) importers, and one (1) blender/manufacturer secure a sustainable market of their products;
- b. Twenty-five (25) Hub Agro-dealers taking part in the credit guarantee program;
- c. Guarantee Agreements developed with Hub agro-dealers and Fertilizer Companies;
- d. Three (3) Financial Institutions collaborating with AFAP;
- e. Value of credit provided to support fertilizer distribution under the program
- f. Financial facilities/products developed for financing fertilizer trade;
- g. Four hundred (400) Retail Agro-dealers accessing fertilizer from selected 25 Hub agro-dealers;
- h. Five hundred thousand (500,000) smallholder farmers linked to agro-dealers to access agriculture inputs (fertilizer and improved seeds);
- i. Volume (MT) and Value (USD) of fertilizer sold through agro-dealers;
- j. Volume (MT) and Value (USD) of improved seed sold through agro-dealers
- k. Percentage (%) decrease of the price of fertilizer resulting from the credit guarantee

3. Scope of Work

AFAP seeks to engage a Monitoring and Evaluation expert with Knowledge of Environmental and Social Issues consultant. The consultant will spend 25 working days to end line evaluation on Africa Fertilizer Financing Mechanism (AFFM) Grant to Enhance Fertilizer Importation and Distribution Capacity in Tanzania including the Environmental and Social Audit of the project as per AFDB requirement. The consultant is expected to carry out detailed analysis and report on the Following areas outlined below. Questions will include but not limited to the below.

Key Objectives

Key Questions to be asked

| | |
|--|---|
| <p>1. Relevance / Appropriateness</p> <p>(a) To identify if the program was properly designed to meet targeted needs through evaluating and assessing program theory, logic, conceptual components and assumptions;</p> <p>(b) To assess the relevance of the tools developed throughout the project to the area context and to the needs of the communities;</p> | <ul style="list-style-type: none"> • Does the program logic allow to achieve the project's objectives (Quality of ToC)? • Were the targets set realistically? • Do the project's objectives reflect the needs of the target groups? • Did the planning and implementation of interventions take the local context into account, which means a) were based upon an adequate needs-assessment and b) show understanding of and support for the livelihoods and capacities of the affected population? • Were the project's activities and objectives designed and implemented in a way avoiding future harm while supporting these? • Has the project team as well as partners the institutional capacity in terms of staffing, local knowledge and experience to implement the project's targets? • To which extent the community and stakeholders participate in planning and implementation of projects interventions? • Did the programme and projects respond to the needs and priorities of the target groups? • To what extent are the objectives of the project still valid? • Are the activities and outputs of the project consistent with the overall goal and the attainment of its objectives? • Are the activities and outputs of the project consistent with the intended impacts and effects? • To what extent did the project reach smallholder farmers • To which extent did beneficiaries and other stakeholders participate? |
| <p>2. Effectiveness</p> <p>To assess the progress made towards achieving the project's goal and objectives based on the log-frame, design and monitoring data;</p> | <ul style="list-style-type: none"> • To what extent did the programme achieve its outputs, outcomes and goals? • What were the major factors influencing the achievement or non-achievement of the objectives? • Did the project follow technical standards and/or project models from AFFM/AfDB? • It is expected that the evaluator will verify the planned impact matrix against the actual project implementation and if necessary, establish an adjusted impact chain. |
| <p>3. Coverage</p> <p>Evaluation of coverage involves determining who was supported by humanitarian action, and why.</p> | <ul style="list-style-type: none"> • In determining why certain groups were covered or not, a central question is: • 'What were the main reasons that the intervention address or failed to address need of different stakeholders |



| | |
|---|---|
| <p>4. Efficiency</p> <p>To investigate whether the resources (financial, human, and materials) have been used efficiently and effectively for the well-being of the target community.</p> | <ul style="list-style-type: none"> • To what extent are the objectives of the project still valid? • Are the activities and outputs of the project consistent with the overall goal and the attainment of its objectives? • Are the activities and outputs of the project consistent with the intended impacts and effects? |
| <p>5. Impact</p> <p>To assess the potential impact of the program on the targeted communities</p> | <ul style="list-style-type: none"> • What the positive and negative, intended and unintended, changes produced by the project? • Analyse the contribution of the project to any observed impact (intended, unintended, positive, negative) and analyse what other actors and factors contributed to the impact. • What real difference has the intervention made to the beneficiaries? • How many people have been affected? • Are the local communities and stakeholders more resilient than before? • How likely is it that any positive changes may be sustained in the short- and medium-term? |
| <p>6. Connectedness and sustainability</p> | <ul style="list-style-type: none"> • To which extent did the planning and implementation of the interventions take longer-term and interconnected problems into account? • Did the project plan and implement an adequate transition and exit strategy that ensures longer-term positive effects and reduces risk of dependency? • How likely will critical services and effects be sustained beyond the duration of the project? • How well are the project's outputs linked to more long-term focused objectives? • Assess capacity of key actors to contribute to sustaining the positive changes according to the developed ToC • What were/are the major factors which influenced the achievement or non-achievement of sustainability of the project? • To what extent did the benefits of the project continue after donor funding ceased? What were the major factors which influenced the achievement or non-achievement of sustainability of the project |
| <p>Others</p> | <p>This will include coherence, factor affecting performance and cross cutting issues</p> |



Contracting Dates: 1st June to 18th July 2022

Number of workdays: 25 workdays

Objective:

The purpose for this evaluation is to assess the performance of the project and capture project achievements, challenges, capture learnings and best practises to inform future similar programming. It will also review the recommendations of the project quarterly and annual reports and assess the extent to which these were implemented. The evaluation will also ensure accountability towards Africa Fertilizer Financing Mechanism African Development Bank as a donor and the beneficiaries of the program. On the other hand, it offers a learning aspect for all stakeholders. The evaluation will also identify key lessons learned, challenges and the flexibility of the programme to adapt and respond to the changes and sustainability of fertilizer trade credit guarantee programs.

Deliverables: The Monitoring and Evaluation Consultant with preferably content of the Environmental and Social Management skills will be responsible for production of the following deliverables:

- a. **Inception report:** should detail the evaluators' understanding of the assignment, specifying concrete methods and approaches for evaluation questions and criteria, methods of data collection and analysis, proposed schedule of tasks, activities and deliverables; identify the projects sites to visit and provide sampling method, and selection criteria, tentative outline of the report.
- b. **Initial end of project evaluation report:** for review
- c. The consultant should also make an effort to illustrate some of the outputs and lessons learned with quality pictures that will be used in communication activities.
- d. **Final End of project evaluation report and Workshop** should
 - Clearly state the project outcomes in relation to the objectives and performance indicators,
 - Identify the challenges/difficulties faced during implementation,
 - Document the lessons learned in course of implementing the project,
 - Recommendations and
 - Present Findings, Conclusions and Recommendations to a One-End of Project Workshop organized by the project¹
- e. Independent E & S audit as part of the m &E process

4. Methodology

The consultant is expected to gather both primary and secondary data from a number of fertiliser stakeholders in the country, conduct their analysis, and write a comprehensive report. Indicated below are some of the stakeholders that the consultant is expected to solicit data from.

- i. Key informants in the fertilizer value chain
- ii. Officials from the government,
- iii. Fertilizer regulators,
- iv. Agro dealers,
- v. National fertiliser industry associations,

¹ ¹ The End of Project workshop will disseminate the findings, conclusions and recommendations to a wider higher level stakeholders including but not limited to donors, large suppliers, selected hub dealers, senior government officials, relevant research institutions, etc



5. Required Experience

- Master's or Doctorate Degree in Finance, agribusiness, Project management or other related discipline
- A minimum of 5 years of practical experience on conducting the project evolution
- Possess knowledge of Tanzania agriculture/fertilizer subsector
- Experience on conducting similar activities before
- Relevant experience on agro inputs sector in Tanzania
- A general understanding of the Fertilizer Industry (products and practices) in Tanzania
- Proficiency in English and Swahili
- Experience on working with international organizations

6. Payments

Fees and any other charges will be negotiated based on the financial proposal, the qualifications and experience of the selected candidate.

7. Reporting requirement

Consultant will be responsible to submit a final report to AFAP and the report should meet the following requirement

- The report should contain table of contents
- The annex
- Report temperate
- The report should be written in English
- Data will be analyzed using Excel
- The report should be submitted 25 days after signing the contract
- The report will be submitted and approved by Donor

Prospective candidates should direct their email to the Tanzania country office emails: tanzania@afap-partnership.org before Wednesday, 18 May 2022.