

## TERMS OF REFERENCES

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

#### **Consultant on End of Project Evaluations for Nigeria**

#### **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 and AFAP Nigeria received funding from AFFM through AfDB to implement the Africa Fertilizer Financing Mechanism (AFFM) Grant to Enhance Fertilizer Importation and Distribution Capacity in Tanzania and in Nigeria. This was two years project with extension of one year.

#### **2. Project Background**

**The main objective of these projects** 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:

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

Under component 1 Project aimed at supporting SMEs Agrodealers 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, the Projects worked to support the development of appropriate financing facility. The following activities were proposed:

**Nigeria:**

- Conduct due diligence on 4 blenders who took part in the credit guarantee program;
- Conduct risk assessment and due diligence on at least 8 Hub agrodealers took part in the credit guarantee program
- Processing tripartite guarantee agreement between agrodealers and major fertilizer companies;
- Develop in conjunction with financial institutions, an appropriate financing facility for Fertilizer/input trade;
- Negotiate service terms with selected agrodealers 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 agrodealers
- Training farmers on proper fertilizer usage and other good agronomic practices
- Conduct regular monitoring to document volume and value of fertilizer sold through selected agrodealers
- 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:

**Nigeria:**

- Four (4) blenders secure a sustainable market of their products;
- At least 8 Hub Agrodealers taking part in the credit guarantee program;
- Guarantee Agreements developed with Hub agrodealers and Fertilizer companies;
- Three (3) Financial Institutions collaborating with AFAP;
- Value of credit provided to support fertilizer distribution under the program
- Financial facilities/products developed for financing fertilizer trade;
- Volume (MT) and Value (USD) of fertilizer sold through agrodealers;
- Volume (MT) and Value (USD) of improved seed sold through agrodealers
- Percentage (%) decrease of the price of fertilizer resulting from the credit guarantee

**3. Scope of Work**

AFAP seeks to engage Monitoring and Evaluation expert consultants with knowledge of Environmental and Social (E&S) Risks issues. The consultant will spend 25 working days in each country to end line evaluation on Africa Fertilizer Financing Mechanism (AFFM) Grant to Enhance Fertilizer Importation and Distribution Capacity in Tanzania and in Nigeria. 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
<b>1. Relevance / Appropriateness</b>  <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"> <li>Does the program logic allow to achieve the project's objectives (Quality of ToC)?</li> <li>Were the targets set realistically?</li> <li>Do the project's objectives reflect the needs of the target groups?</li> <li>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?</li> <li>Were the project's activities and objectives designed and implemented in a way avoiding future harm while supporting these?</li> <li>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?</li> <li>To which extent the community and stakeholders participate in planning and implementation of projects interventions?</li> <li>Did the programme and projects respond to the needs and priorities of the target groups?</li> <li>To what extent are the objectives of the project still valid?</li> <li>Are the activities and outputs of the project consistent with the overall goal and the attainment of its objectives?</li> <li>Are the activities and outputs of the project consistent with the intended impacts and effects?</li> <li>To what extent did the project reach smallholder farmers</li> <li>To which extent did beneficiaries and other stakeholders participate?</li> </ul>
<b>2. Effectiveness</b>  <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"> <li>To what extent did the programme achieve its outputs, outcomes and goals?</li> <li>What were the major factors influencing the achievement or non-achievement of the objectives?</li> <li>Did the project follow technical standards and/or project models from AFFM/AfDB?</li> <li>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.</li> </ul>



<b>3. Coverage</b>  <b>Evaluation of coverage involves determining who was supported by humanitarian action, and why.</b>	<ul style="list-style-type: none"> <li>• In determining why certain groups were covered or not, a central question is:</li> <li>• 'What were the main reasons that the intervention address or failed to address need of different stakeholders</li> </ul>
<b>4. Efficiency</b>  <b>To investigate whether the resources (financial, human, and materials) have been used efficiently and effectively for the well-being of the target community.</b>	<ul style="list-style-type: none"> <li>• To what extent are the objectives of the project still valid?</li> <li>• Are the activities and outputs of the project consistent with the overall goal and the attainment of its objectives?</li> <li>• Are the activities and outputs of the project consistent with the intended impacts and effects?</li> </ul>
<b>5. Impact</b>  <b>To assess the potential impact of the program on the targeted communities</b>	<ul style="list-style-type: none"> <li>• What the positive and negative, intended and unintended, changes produced by the project?</li> <li>• 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.</li> <li>• What real difference has the intervention made to the beneficiaries?</li> <li>• How many people have been affected?</li> <li>• Are the local communities and stakeholders more resilient than before?</li> <li>• How likely is it that any positive changes may be sustained in the short- and medium-term?</li> </ul>
<b>6. Connectedness and sustainability</b>	<ul style="list-style-type: none"> <li>• To which extent did the planning and implementation of the interventions take longer-term and interconnected problems into account?</li> <li>• Did the project plan and implement an adequate transition and exit strategy that ensures longer-term positive effects and reduces risk of dependency?</li> <li>• How likely will critical services and effects be sustained beyond the duration of the project?</li> <li>• How well are the project's outputs linked to more long-term focused objectives?</li> <li>• Assess capacity of key actors to contribute to sustaining the positive changes according to the developed ToC</li> <li>• What were/are the major factors which influenced the achievement or non-achievement of sustainability of the project?</li> <li>• 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</li> </ul>



**Contracting Dates:** 1<sup>st</sup> June to 18<sup>th</sup> July 2022

**Number of workdays:** 25 workdays in each country

**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 expert consultants with knowledge of Environmental and Social (E&S) Risks issues 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 at a One Day End-of Project Workshop to be organized by the project<sup>1</sup>.
  - E & S findings shall also be presented at the End of Project Workshop

#### 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. Agrodealers,
- v. National fertiliser industry associations,

#### 5. Required Experience

- Master's or Doctorate Degree in M&E, agribusiness, Finance, Project management or other related discipline
- A minimum of 5 years of practical experience on conducting the project evolution

<sup>1</sup> 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



- Knowledge of Environmental and Social (E&S) Risks issues
- Possess knowledge of Tanzania and Nigeria agriculture/fertilizer subsector
- Experience on conducting similar activities before
- Relevant experience on agro inputs sector in Tanzania and in Nigeria
- A general understanding of the Fertilizer Industry (products and practices) in Nigeria
- 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.

**Prospective candidates should email the AFAP Nigeria country office on the email: [nigeria@afap-partnership.org](mailto:nigeria@afap-partnership.org) before Wednesday, 18 May 2022.**