

ABRIDGED TERMS OF REFERENCE

Consulting Services for CONSULTANCY: MENTORSHIP, COACHING AND LINKING YOUTH AGRIPRENUERS TO FINANCIAL SERVICE PROVIDERS WITHIN THE PROJECT “SCALING UP RURAL YOUTH ACCESS TO INCLUSIVE FINANCIAL SERVICES FOR ENTREPRENEURSHIP AND EMPLOYMENT (RYAF)”

Re-advertisement

Introduction

The Eastern African Farmers’ Federation (EAFF) was formed in 2001 as a non-political, non-profit and democratic organization, whose role is to voice the concerns and interests of farmers of the region to enhance their social-economic status and regional cohesiveness. EAFF’s establishment was championed by national farmers’ organizations from Kenya, Tanzania, Uganda, Rwanda and DR Congo. Membership was subsequently extended to Rwanda, Burundi, Eritrea, Djibouti, Ethiopia and South Sudan. EAFF membership is now composed of 23 farmer organizations serving about 20 million farmers. EAFF is one of the IFAD funded investment projects in East Africa and will benefit directly from the outcomes, results and best practices that will be generated and disseminated in this project.

EAFF secured grant funding from IFAD to implement a youth project dubbed “scaling up rural youth access to inclusive financial services for entrepreneurship and employment’. This project is being implemented in 4 countries i.e. Kenya, Uganda, Burundi and Rwanda. The overall goal of this project is to enhance the current process of raising capital for poor rural youth enterprises (start-up/existing/scale-ups) by mitigating financial institutions risks, increasing interactions with industry experts, acquiring new knowledge and sharing success stories. One in four businesses generally fail before their second year, and half do not survive beyond the fifth year; a situation experienced by many youth-led agri-enterprises in Kenya, Uganda and Rwanda. This is a growing concern in a countries which has very young population coupled with a high youth unemployment rate. Economically viable agribusinesses could help to address this challenge;

thriving youth-led agribusinesses are vital for job creation, make agri-enterprises attractive to the youth and hence could contribute towards alleviating youth unemployment.

Many youth agri-enterprises are confronted with a web of complex challenges that impede their growth, profitability and sustainability. The COVID-19 situation is further aggravating the situation of businesses and thus inhibiting them from reaching their potential. With this background EAFF would like to use experts to help the agricultural enterprises to access financing to scale up their enterprises while at the same time link these enterprise to mentorship opportunities within the field of agricultural focus. This is in a bid to revitalize and enhance youth agri-enterprises to prosper and create employment opportunities. We are cognizant that the consultant has his own way of doing things but we expect compliance to the WHO regulations to employ during this COVID-19 pandemic. Therefore, we expect a mix of online vs physical interactions during execution of this activity. This multi-pronged approach will assist youth entrepreneurs to fast-track the adaptation of proven business practices, and innovate and grow their businesses.

Terms of Reference/Scope of Work

Mentorship: is a relationship in which an experienced or knowledgeable person guides a less experienced or knowledgeable one. The mentor may be older or younger than the person being mentored, but he or she must have relevant expertise. In order to effectively do this, EAFF has tailor made a mentorship strategy which mentees may follow during the mentorship process. However, we would like to improve this tool to ensure that it yields the maximum benefit.

Financial linkages: for this assignment refers to the process of hand holding youth agricultural enterprises to facilitate and access agribusiness finances for acceleration or sourcing working capital.

The RYAF project is looking into

- a) Review youth agribusiness plans:- EAFF has trained 576 enterprises in Kenya, Uganda and Rwanda and 76 enterprises are interested in Burundi. The training was meant to give a capacity on developing bankable business plans.

- b) Develop tailored needs of each enterprise to guide them in various aspects of business development and proposed ways to bridge the gaps per enterprise.
- c) Work with youth enterprises to develop their financial books to ensure compliance with financial opportunities available both for grant/ loan financing/ equity investments etc.
- d) Identify potential mentors and financial opportunities to link youth agri-enterprises to address gaps in technical aspects through guided mentorship and coaching and financial linkages through preparedness for pitching to potential funding opportunities.
- e) Develop a mentorship guide for the mentees and mentors and a financial access plan.
- f) Conducting a mentees workshop to capacity build mentees on the mentorship approach agreed upon by EAFF and the consultant (this should follow the rules of social distancing as mandated by WHO)
- g) Link the mentees to the mentors identified for a period to be agreed upon by the mentors
- h) Follow up the mentees learning through the mentors to see progress.
- i) Develop a report based on the experience of linkages to mentorship and financial linkages.

The project being regional in nature, we encourage

- a) Regional consultancy firms/networks of agribusinesses to apply for this funding opportunity
- b) A consortium of consultants to work together based on strengths to work on this consultancy
- c) Individual consultants country specific from Kenya, Burundi, Rwanda and Uganda to apply for this opportunity

The consultant is expected to give

- a) Detailed scope of work indicating both technical implementation of the assignment
- b) Detailed financial proposal to support the technical implementation of the project.

Ps. We encourage consultants to follow the guidelines of WHO for their own safety.

Timelines

This assignment will run for 6 months from 1st October 2020 –1st April 2021

If interested, please send your Technical (with detailed SOW) and financial bids by COB 18th
September 2020

NB: Agricultural consultancy networks are highly encouraged to apply for this opportunity.