



MINISTERUL AGRICULTURII ȘI
INDUSTRIEI ALIMENTARE
AL REPUBLICII MOLDOVA

MINISTRY OF AGRICULTURE AND
FOOD INDUSTRY OF THE
REPUBLIC OF MOLDOVA



Enabling poor rural people
to overcome poverty

UNITATEA CONSOLIDATĂ PENTRU IMPLEMENTAREA PROGRAMELOR IFAD

THE CONSOLIDATED UNIT FOR THE IMPLEMENTATION OF IFAD PROGRAMMES

Terms of Reference:

International expert for consulting services on sugar beet production

The Rural Financial Services and Agribusiness Development Project (RFSADP), financed by the International Fund for Agriculture Development and implemented by Consolidated IFAD Program Implementation Unit, is designed to contribute to reducing rural income poverty in Moldova, through promoting access to a full range of appropriate and mainstreamed financial services, with a particular emphasis on products that support the development of sustainable improved incomes for the most vulnerable and poorest groups in rural areas.

Background

The Rural Financial Services and Agribusiness Development Project (RFSADP), financed by the International Fund for Agriculture Development and implemented by Consolidated IFAD Program Implementation Unit, is designed to contribute to reducing rural income poverty in Moldova, through promoting access to a full range of appropriate and mainstreamed financial services, with a particular emphasis on products that support the development of sustainable improved incomes for the most vulnerable and poorest groups in rural areas.

Background

Since 2000 the sown sugar beet areas in Moldova has been a steadily declining. According to statistics dates, in 2000, the areas of sugar beet constituted 63 thousand ha, while in 2011 only 25 000 ha. From the perspective of average productivity per hectare, there is an opposite phenomenon - even if productivity differs from year to year, nevertheless there is a slight increase in the last years. Causes of this phenomenon are:

- Massive leaving of labor abroad - since 1992 sugar beet production was largely done manually; the labor migration that has started in the '94 has drastically influenced the areas sown with sugar beet for the simple reason that was nobody to harvest.
- Directing the production sector from large farms to small farms - Little householders who owned from 1 to 5 ha became less interested in this culture for several reasons: insufficient of financial resources, lack of knowledge in the field lack of equipment required, failure to comply with the technological cycle, shortage labor force required for production, harvesting, and lack of knowledge in this domain.

Even if in recent years the first cause was solved by the direct involvement of processing enterprises and large households (at the moment virtually all areas sown with sugar beet are ensured with the required harvesting equipment), the second cause remains a stagnating point influencing negatively this sector, distancing small producers of the opportunity to grow this crop.

Another important factor deriving from the factors listed above is breaking contractual relations between the main actors of the value chain of producers of vegetables: Producer - processor (exporter) and - Donor (input providers).

The farmers growing agricultural production without having any guarantee relying on intuition.

Processors cannot calculate beforehand the quantity of materials for processing because they are not guaranteed with volumes and prices and exporters cannot enter the commercial networks because they have neither constant volumes nor the corresponding quality.

As a result of breaking the chain between producers and processors financiers have lost their trust in farmers. In the absence of sufficient guarantees in the money return financiers try to avoid this area, or impose harsh conditions on farmer's collateral.

By recognizing the problem as being one of importance CPIU-IFAD through the Rural Financial Services and Agribusiness Development Project (RFSADP) has set the target implementation and promotion of new forms of work. In this context, Contract farming is regarded as one of the forms of work that would enable "key players" of the value chain to achieve sustainable income working under the new conditions imposed by the markets. The mobilization and the joint work of the Producers, Processors, Exporters and Financiers should be based upon the principles: Transparency, Reliability and Efficiency. These principles are the basic ones in the Contractual farming. Effective application of this principle would re-turn Moldovan lost positions in markets and inevitably would increase the welfare of farmers.

With the support of CPIU-IFAD were created a working group that works in the production of sugar beet, based on the Contract farming. During 2013 these group will be involved in various activities, including seminars, trainings, field visit, etc. As a component part will be their fortification through specialized assistance in the implementation of modern technologies in sugar beet production. For this purpose CPIU-IFAD will hire a local and an international expert. The task of international expert will providing assistance to farmers during the vegetation period and guiding local experts that will work in the periods between international experts visits.

This will enable farmers to obtain qualitative and quantitative sugar beet production sufficient to discuss with processors.

This group are located in the following localities:

- Riscani, Drochia, Donduseni and Floresti, (total 9 agricultural enterprises).

Tasks of the assignment

The International consultant will undertake the following tasks:

- Practical assistance to members of the producer group in sugar beet production based on modern technologies.
 - Inspection of production batches with a regularity once in 15 days, providing recommendations for each farmers

- Elaboration of the technological maps for administration of chemical products
- Deliver one-day training sessions on modern technologies of sugar beet productions
- Suggest follow up activities/recommendations within the CPIU-IFAD on strengthening the sugar beet production sector and implementation of new innovative technologies.
- Make one presentation at the State Agrarian University of Moldova for teaching staff and students of Modern Technology of sugar beet Production Technology;
- Give an expert review on current situation of sugar beet production in Moldova and make recommendation to the local Government authorities, research institutes, education organizations and other institutions dealing with sugar beet production sector;
- Develop the activity report on consultancy undertaken, including attained outputs, conclusions and next stage recommendations;

Deliverables and timeframe

1. The timeframe for the work of the International Consultant is tentatively June, 2013 through the end of October, 2013. The consultancy presumes about 25 working days divided in 10 missions to Moldova. (Including training sessions).

2. The consultant will be assisted in his/her work by the staff of CPIU-IFAD on conceptual aspects, and mostly regarding the technical aspects of the assignment. In the countryside, transportation during the assignment will be not provided.

3. Locally expert hired would assist the international consultant.

4. Performing the mentioned above activities, the consultant will be responsible for the following deliverables:

- Final report on undertaken assignment, including stages passed, inventory of resources used, summary of consultation process undertaken with relevant target groups, results obtained versus expected, impact of obtained results, risks overcome and problems faced, lessons learned, recommendation etc.
- Short review on current situation in Moldavian sugar beet productions (max.10 pages)
- Practical guide on production of sugar beet
- Printed and electronic version of presentations (seminars)

5. The final Scoping and Interim Design Study would be presented to CPIU-IFAD- no later than 15th of November 2013.

Requirements for Experience and Qualifications

Academic Qualifications:

- University Degree in Horticulture or related fields (PhD is an advantage);

Experience:

- At least 10 years of experience in productions agricultural sector, preferably in R&D or crop advisor role;

- Previous experience of growing or advising on sugar beet production ;
- Experience of working with expert groups and farmers;

Competencies:

- Good knowledge of sugar beet growing technologies and existing suppliers of technologies, crop protection means, etc.;
- Good command of spoken and written English;
- Computer proficiency, including knowledge of office productivity suites.

Documents to be included when submitting the proposals

Interested consultants (consulting companies) should submit their applications, consisting of the following documents/information to demonstrate their qualifications:

- Technical Proposal: explaining why they are the most suitable for this kind of work;
- Description of the methodology for implementation of the activities specified in this ToR;
- Personnel CV including past experience in similar projects and at least two references, to mentioning the electronic address and contact number of referees;
- **Only the submitted bidders which will pass the minimum technical score of 70 points for technical offer will be invited to send the financial proposal. The invitation will be send by email. Please indicate the e-mail in your technical offer.**
- Detailed financial proposal will include costs per services provided (shall clearly specify consulting fee per day in country of location and in Moldova, travel cost, accommodation cost, others relevant cost, if any).
- The financial proposal shall be **expressed in USD** and shall be detailed per each category of expenses. Please mention the quantities, the unit cost and the total cost.

The evaluation criteria

The evaluation criteria:

- The expert/company will be selected in accordance with the procedures set out in the current edition of IFAD Procurement Guidelines.
- Selection of expert/companies to provide afore-said consulting services will be made based on selection method "Quality and Cost Based Selection" (QCBS), the final score obtained by each company or consultants being composed of 70% of the score for the parameter „ Quality" (evaluated based on technical bid) and 30% score obtained for the parameter „Cost" (established based on financial bid).
- Provided technical offers will be examined to ensure that they would pass the minimum technical score of 70 points, to evaluate of financial offers.

Location and other aspects

- Payments will be disbursed in installments upon submission and approval of deliverables and certification by CPIU-IFAD coordinator, that the services have been satisfactorily performed.

- Proposal should be submitted at the following address: CPIU-IFAD, office 1303,

162, Stefan cel Mare si Sfint bld,

MD-2004 Chisinau, Republic of Moldova

or by e-mail to: office@ifad.md or marina.ianev@ifad.md no later than **May 28th, 2013 till 10:00 a.m.**

Any request for clarification must be sent in writing by standard electronic communication to office@ifad.md.