



Network Activities Group (NAG)

No.31(A-1), Mya Hnin Si St, 27-Ward, Rose Park (3), North Dagon Township, Yangon, Myanmar.
Tel: 09-450694361~5, Fax: 01 8010233, Email: info@nagmyanmar.org Web: www.nagmyanmar.org

Terms of Reference

Assignment: Value Chain Analysis of Agricultural and Livestock commodities

Date: 20 Nov 2020

VACANCY ANNOUNCEMENT

Reference No. NAG/VA 142-2020

Organization	Network Activities Group
Country	Myanmar
Position	Consultant
Location	Yangon based with frequent travel to Min Hla Township, Magway Region.
Applications closing date	5 th Jan 2020
How to apply	Send your application together with cover letter, CV, Value Chain Analysis Proposal to procurment@nagmyanmar.org , zaw.moe@nagmyanmar.org or address – “Supply & Logistics Department, Network Activities Group (NAG), No. 31 (A-1), Mya Hnin Si Street, 27-Ward, Rose Park (3), North Dagon Township, Yangon. Phone 01-8010233, 09 779367199, 09-450694361 and 09-420725579.
Note	Only short-listed candidates will be invited for interview. Telephone inquiries will not be responded. We are not obliged to return all received application. (Please do not send original documents as they will not be)

1. Introduction & Background

REAL DEV is a program to help the Ministry of Agriculture, Livestock and Irrigation (MoALI) pilot an approach to (re)allocating concession land in Magway Region that can be replicated and scaled up. It is intended that the procedures and learning from the pilot will inform the implementation of national land (re)allocation initiatives and policy directions.

Drawing on a wealth of experience and expertise, Network Activities Group (NAG), Land Core Group (LCG), and the Centre for Development and Environment (CDE) have designed a two phase, three-year project to implement the REAL DEV Program. The project involves following guidance from the National Land Use Policy (NLUP) and existing law to recognize existing and new land rights of local households and the resolution of disagreements over land tenure and natural resources use.

Land (re)allocation is expected to be complete within a period of 18 months. A second phase of the project will follow; involving helping land owners use their land productively by linking them to relevant markets and service providers. Building resilient production systems, and supporting infrastructure development.



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The project has five objectives:

- Improved process for reclamation of land concessions based on transparent and conflict-sensitive principles.
- Improved process for recognition of land rights of smallholder farmers and re-allocation of land to the landless in areas of unused concessions that is transparent, inclusive and participatory.
- Improved agricultural productivity of rural farmers through more efficient climate-smart value chains and links to services.
- Increased resilience of rural farmers through more secure access to land and climate change adaptation and mitigation
- Generation of insights and evidence for improved policy on recognition of land rights of smallholder farmers and re-allocation of land to the landless.

2. Objectives

The overall objective of this assignment is to carry out a Value Chain Analysis of agricultural and livestock, which include strong market component, in Minhla township of Magway region (and beyond as appropriate) to provide evidence-based information to support agriculture based livelihoods activities. In particular, the Value Chain Analysis should shed light on the status and viability of existing and potential products and markets which hold promise of employment opportunities, product expansion, market viability, value addition opportunities, quality improvement and input availability to smallholder farmers.

The specific objectives are:

- (1) Review existing Value Chain Analyses of agricultural and livestock products and markets. NAG organised similar assessment in other parts of Myanmar could be a good start.
- (2) Draft an appropriate methodology for primary data collection and develop data collection tools (e.g. market survey, interviews with market actors, key informant interviews) that will be used to conduct the Value Chain Analysis (to be reviewed by REAL DEV). The methodology should specifically consult, and identify opportunities for, women, and poor and vulnerable households.
- (3) Plan and conduct a Value Chain Analysis focusing on (figure 1 gives major components in value chain analysis):
 - Scoping and assessment of most potential value chains, based on different criteria, such as growth potential, market price
 - Financial analysis of selected and promising value chains
 - identification of major local, regional and, if applicable, distant markets
 - assessment of size of markets, volume of sales, market integration/segmentation
 - local market structure and enabling environment (e.g. security issues or policies affecting market access)
 - market actors (consumers, sellers, traders, middle-men, employers) behaviour
 - procurement mechanisms, market requirements (standards, conditions for delivery) and prices, wage rates and employment conditions
 - Strategy for financing selected value chains
 - Other areas as identified by the methodology and data collection

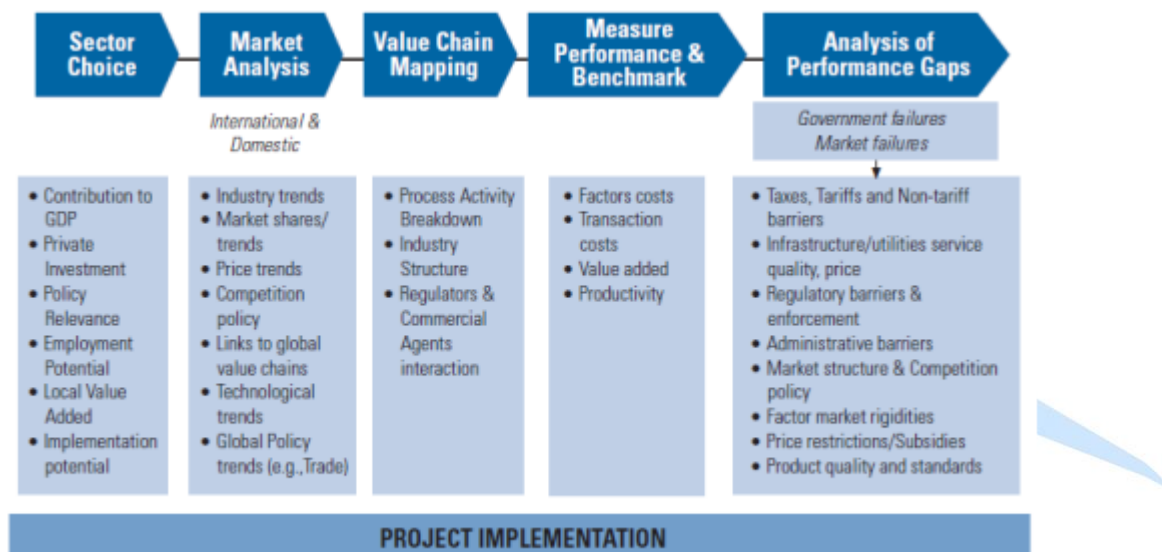


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- (4) Draft a Value Chain Analysis report, which includes an executive summary and practical recommendations that can be used to inform REAL DEV's agriculture and livelihoods intervention in Minhla Township and ensure viability, appropriateness, and ultimately sustainability.
- (5) Organise a multi stakeholders' workshop to prioritize most potential value chains based on identified criteria

The figure below illustrates some of the key elements of value chain studies.



Source: Subramanian (2007).

3. Project & Deliveries

Phase 1: Plan of Action

- Based on this TOR the consultant will draw up a Plan of Action (3-5 pages). The Plan of Action will be sent to the REAL DEV project by the end of the first week of the assignment. The Plan of Action will include the proposed approach of the candidate, methodology, a broad time frame and budget. It will also explain how the involvement of REAL DEV partners and stakeholders will be ensured. The Plan of Action will include a clear description of the different enterprise groups to be analysed.

Phase 2: Desk Review

- Based on the desk review a revised Plan of Action will be presented. This plan of action includes an inception report presenting the initial results, information gaps and the proposed approach to fill these information gaps.

Phase 3: Fieldwork and Draft report

- The consult will deliver and present the draft report covering the key findings and results to REAL DEV consortium partners and staff, and other relevant stakeholders. Feedback on the draft report will be incorporated into a final version of the report.



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Phase 4: Dissemination of final report

- The final VCA report will be circulated to key stakeholders as identified by REAL DEV consortium partners.

Final document has to clearly and explicitly indicate, but not limited to:

*a. The added values the REAL DEV project could bring to these value chains
Define the challenges and the opportunities the selected value chain holds for smallholder farmers. This includes, at least:*

- Identification of the types of value chain(s) that offer better opportunities in the local and distant markets and what requirements have to be met to exploit those opportunities
- Financial assessment of selected promising value chains.
- Strategy to financing value chains, linking financial institutions
- Areas of improvement for better production and productivity to increase competitiveness of the small producers engaged in the value chain
- Opportunities for better employment and income for the smallholder farmers
- Identification of sustainable development potentials in the value chain

b. Prepare a complete value chain map showing who is the chain actors, stakeholders, supporters and influencers, how many they are, values and volumes handled, all units disaggregated by gender including a detailed stakeholders' analysis.

c. The potentials for integration of smallholder farmers in the value chain

d. Identification of possible improvements that can lead to significant increases in employment and income for the smallholder farmers

4. **Reporting**

- The consultant will work closely and in coordination with the REAL DEV project team, specifically the NAG Programme Manager, Project Manager.

5. **Ownership and Beneficiaries of the study**

- Any and all documents produced under this assignment shall be the sole property of REAL DEV project as stipulated within its contractual agreement with LIFT and may be used for any purpose whatsoever without the need to consult with the author.

6. **Competencies**

- This assignment requires 1) value chain analyst 2) social and gender expert 3) financial/economical analysis
- Strong analytical skills
- Ability to work under pressure in challenging environments
- Capacity to dialogue with different sectors
- Excellent communication skills
- Determination and focus on goals and results
- Sound management and effective facilitation skills

7. **Skill & Knowledge Base Requirement**

- Excellent knowledge of value chain analysis in Myanmar
- Strong analytical, research and presentation skills