



TERMS OF REFERENCE FOR

CALL FOR PARTNERSHIP FOR SUPPORT ON COMMUNITY BASED SEED PRODUCTION AS A BUSINESS IN YAMBIO, TORIT AND BOR COUNTIES

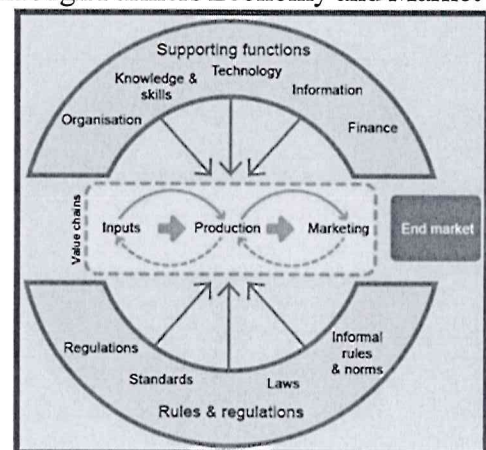
1. Organization background:

Stitching CORDAID is an international NGO registered in the Netherlands with over a century-long history of emergency and development aid in several countries, including South Sudan. The organization is implementing programs on resilience and livelihoods, agriculture and food security, emergency response and recovery, health, and Peace and Justice in South Sudan. Together with SPARK and AGRITERRA, CORDAID is implementing a five-year project entitled “**The Food Security Through Agribusiness in South Sudan Project (FSABSS)**” in Yambio, Torit and Bor.

2. Project background:

The Food Security Through Agribusiness in South Sudan Project (SSADP II) is a five-year project that runs from late 2018 to July 2023 funded by the Embassy of the Kingdom of the Netherlands (EKN) in South Sudan. The overall goal of the project is to improve food security, income, and employment of 10,000 farmer households in selected counties, based on the Making Markets Working for the Poor (M4P) approach and aims at enhancing food security, buying power, and employment position of vulnerable population in Yambio, Torit and Bor counties. It supports the strengthening of market functions and market players to make the local markets more inclusive and more enabling for agribusiness to thrive. Moreover, the project strives to increase farmers' and agribusiness' (MSMEs, Cooperative, VSLA) access to the organization, technology, markets, and finance.

The project is being implemented by the following international organizations, CORDAID, AGRITERRA, and SPARK. CORDAID is the lead agency, and it works closely with the relevant line ministries of the Government of South Sudan, and key stakeholders, including local and international NGOs, UN agencies, and the private sector. Through this project, 10,000 farmers will directly benefit from increased production and productivity through Farmers Economy and Market Association (FEMA), 1000 youths & women and 750 MSMEs will benefit from Business Development Services, 230 Farmers Cooperatives, and 120 Village Economy, Market and Social Association (VEMSA) will directly benefit from Cooperative Development and VEMSA Development Support. Also, the project will create access to finance in partnership with Rural Finance Initiative (RUF) in a Revolving Loan Fund (RLF) scheme for agribusiness development in the project target counties. The selected value chain includes Maize, Sorghum, Cassava, and Groundnuts. The conceptual model of the project is as shown in the diagram in the right.





3. Purpose of the Partnership

The Community Based Seed Production for Business Partnership is only to produce Maize, Sorghum and Ground nuts crops seeds with progressive and interested farmers from Yambio, Torit and Bor. The main purpose of partnership is:

- **to identify, train and support 45 farmers (15 in Yambio, 15 in Torit and 15 in Bor) with foundation seed and farm tools** to start improved seed production (Maize, Sorghum and Ground nuts) for business and hence
 - ✓ to increase availability of and access to quality seeds in the counties
 - ✓ to improve farmers' production and productivity
 - ✓ to enhance formal seed business through business-to-business linkage with seed companies
 - ✓ to increase farmers income and in turn to improve their livelihood

4. Scope of the Partnership

- Conduct farmers needs assessment for engagement in seed production as a business
- Identify willing and interested farmers that meets the requirements to produce seed
- Train the identified farmers on seed production practices and business skills for effective management of seed production for business
- Coach and mentor identified farmers on farm inspection and management
- Guide and monitor farmers in the process of seed production to ensure that quality seed are produced that meet the required standards, such as germination test, purity, viability and uniformity with disease and any pathogen free
- Provision of Foundation Seeds and required inputs (if necessary and allowed fertilizer) for production of the Certified Quality Declared Seed (CQDS) of the selected improved Maize, Sorghum and Ground nuts crop types and varieties
- Facilitate inspection visits by the State Seed Quality Control Board and Ministry of Agriculture
- Train farmers on Harvesting and Post-harvest handling technics including- grading, sorting, labeling and packaging.
- Create win-win Business-to-business linkage with Seed Traders and agro input dealer in the country
- Establishment and management of a demo plot for showcasing new technologies like new crop varieties, use of fertilizers, certified seed Vs farmer seed
- Facilitate Market Oriented Farmer Field Day Events at the demo plots per county
- Work closely with the Project Team, State Seed Quality Control Board and Ministry of Agriculture

5. Deliverables

- Assessment report including types of crops and variety selected per counties
- Production of a seed production manual/guide for each crop type
- Detail sex disaggregated list and contacts of identified and selected seed farmers per crop per county including area of land covered by each farmer (the template will be shared by the project)
- Progress reports (the project will provide the template) including the following but not the least:
 - training type, topics and participants, inspection reports, established demo plots, Market Oriented Farmer Field Day Events, quantity of seed produced per farmer, number of business linkage created, quantity of seed supplied to buyer per farmers, buyers' detail, value of seed sold per farmers



6. Partnership Grant value

The Partnership is a Fixed Grant Agreement with a total budget worth **Max 30,000 USD** for **three counties (Max 10,000 USD per counties)** excluding costs for Market Oriented Farmer Field Day Events Facilitation.

Please note: the maximum amount of this fixed grant value will be determined based on the proposal submitted by interested company and expected outcome/output intends to be achieved at the end of the activity.

7. Responsibilities of the Partner

- **Identify, train and support 45 farmers (15 in Yambio, 15 in Torit and 15 in Bor) with foundation seed and farm tools** to start improved seed production (Maize, Sorghum and Ground nuts) for business
- Produce work plan for the agreed activities which should be approved by the organization
- In liaison with the organization field staff select the seed farmers
- Plan and conduct trainings for farmers, establish and follow demos plots
- Enter into contractual agreement with the selected farmers on type of support provided by the company to produce seed
- Procure agreed inputs (foundation seed and farm tools) and provide to farmers (this should be clearly explained and presented on the proposal)
- Provide the agreed support to the farmers timely to facilitate farmers seed production
- Enter into contractual agreement with the selected seed producer farmers to purchase the seed produced and/or to link them with potential buyers
- Advise farmers to retain seed for next season and to continue the seed production business
- Submit periodic (monthly reports) to CORDAID

8. Responsibilities of CORDAID

- Finance the agreed partnership activities in three installments
 - First installments up on signing the contract – 50% of the grant
 - Second installment after the crops planted and reached to maturity – 30% of the grant
 - After harvesting and final report submitted – 20% of the grant
- Introduce the partner to the local authorities and to the farmers
- Follow and guide the partner to achieve the intended outcome of the partnership
- Cover Market Oriented Farmer Field Day Events Facilitation costs

9. Conditions of the Work

- Both parties will sign an MOU as Contractual Agreement
- The assignment must be completed within the agreed period
- The partner will be expected to abide by CORDAID's code of conduct while in the field and in company of the organization
- The training reports together with the production guides developed by the Partner shall remain as the property of CORDAID
- The partnership agreement is a Fixed Grant Agreement with am max of 30000 USD
- Follow and implement the deliverables as stipulated in the Contract Agreement



10. Qualifications or requirements for the partner

- Must be a local seed company in operation for at least 2 years in the country
- Must be operating in the State
- Must have technical staff on seed related issues
- Experience on contract farming/out grower scheme in seed multiplication for business
- Must have all legal documents for operating as a seed company in the country
- Must have a physical office either in the State or Juba
- Must have an official bank account in the name of the company

11. How to Apply

- Interested companies can apply for one county or for three counties
- Interested companies will be required to submit the following
 - A Proposal that describes about the company and proposed Community Based Seed Production Business Model
 - Select the crop and variety for seed production (maize, groundnuts and sorghum) per county and justify the rationale to select this specific crop
 - Type and quantity of foundation seed provided per crop per farmers and for how many feddan per farmers
 - Type and number of farm tools planned to provide per farmer
 - Number of days planned for the training and follow up per farmer
 - Expected outcome from the activity – For example
 - Quantity of improved seed produced per crop per farmer per county
 - Quantity of improved seed sold and value in USD per farmer per county
 - Expected Output from the activity – For example
 - Number of farmers applied acquired knowledge and skill on seed production per county
 - Quantity of foundation seeds and farm tools supported for the farmers per county
 - Area of land cultivated in feddan per crop per county
 - Number of market linkages created per county
 - Detail Budget in USD
 - Detail Activity Plan
 - CVs of key staff
 - All relevant legal documents

Interested companies can hand deliver the above documents in sealed document to CORDAID South Sudan Juba Office or send through the following email address: tendercordaidssouthsudan@cordaid.org

Deadline for submission – April 10, 2021

The selected seed company will be notified – April 15, 2021

The expected date to start implementation – April 20, 2021

Note:

1. This Call for Partnership does not legally obligate CORDAID to award the grants.
2. No commitment is made, either expressed or implied, to compensate the company for costs incurred in the preparation or submission of the proposal and working with farmers on seed production and marketing process.



- 3. No commitment is made, either expressed or implied, to compensate interested farmers willing to participate in seed production for business for costs incurred during and on seed production and marketing process.

The business model will be as follows:

