

*Approved: [Signature]  
20/7/2020*



**Call for Consultant**

to conduct a **Market Assessment “MARKET LINKAGES / INCOME GENERATION”** for the South Sudan Programme of Caritas Switzerland, South Sudan, in October 2020

<b>Job Title</b>	Consultant for Market Assessment „MARKET LINKAGES / INCOME GENERATION“
<b>Section /Department</b>	International Cooperation, Country Group II, Country Programme South Sudan
<b>Work Quota</b>	The consultancy shall be conducted in October 2020 and shall have a duration of around 25 days (including reporting).
<b>Start / End</b>	October 2020
<b>Job location</b>	Eastern Equatoria State, South Sudan
<b>Provision of information</b>	See detailed Terms of Reference in attachment
<b>Deadline for applications</b>	<b>August 15th, 2020</b> Applications should be submitted via email to the Caritas Switzerland Country Office in Torit, Jackline Adokorach ( <a href="mailto:jadokorach@caritas.ch">jadokorach@caritas.ch</a> ), in South Sudan
<b>Tasks</b>	Conduct a Market Assessment and deliver the two respective reports (as detailed in the Terms of Reference in attachment)
<b>Requirements</b>	See detailed Terms of Reference in attachment

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# Terms of Reference

## For MARKET LINKAGES / INCOME GENERATION Assessment for the South Sudan Programme of Caritas Switzerland, South Sudan

July 20<sup>th</sup> 2020

### 1. Introduction

Caritas Switzerland (CaCH) has been working in former Eastern Equatoria State since the early 1970's. From 2006 onwards, CaCH has been present with an own office in Torit. After emergency activities aiming to respond to the drought of 2017 by providing access to water and contributing to improve food security, CaCH is currently engaging in a project "Restoration of Livelihoods for rural and semi-urban Communities in Eastern Equatoria State" with the overall aim to strengthen the resilience of the vulnerable population. The project is co-financed by the Swiss Agency for Development and Cooperation (SDC).

One of the three main project outcomes is to diversify income opportunities and to support farmers and small-scale business holders with improved market access. It is planned that ecologically produced and fairly priced products are placed on local markets, thereby enhancing income and job opportunities for the poor. The provision of farm inputs will be carried out through existing market producers and suppliers in order to create sustainable linkages and to reduce the dependence of the communities on external aid. Linkages to local agro-dealers, traders and Village Savings and Loan Associations (VSLAs) shall support the farmers and small business holders in optimizing the marketing of their produce and products. Selected vulnerable households will be able to improve their livelihoods through vouchers and/or conditional cash grants to generate alternative and possibly non-agricultural income sources. This shall be achieved through two specific sub-objectives (outputs):

1. Produce marketing of farmers, mothers and small business holders is optimized through linkages with markets and local traders.
2. Vulnerable households have alternative and possibly non-agricultural income-generating activities.

The activities focus on the empowerment of local farmers and small business holders through 'productive resources and inputs, knowledge, financial services, markets and opportunities for value addition and non-farm employment' (see target 3 of SDG 2). By linking smallholder farmers and business holders with the nearby markets, they are enabled to invest in the value chain and sell their products on the local markets. A diversification of income opportunities shall contribute to increasing the income generating capacity of the most vulnerable households.

With this in mind, CaCH is seeking for the support of a **Market Linkage / Income Generation consultant** to identify possibilities **for conducting the above-mentioned activities** and **come up** with specific recommendations. The consultant shall assess existing farm products in the region, the accessibility of markets as well as linkages to buyers and propose adequate opportunities to diversify the income of households. Possibilities to encourage the formation of community saving groups or Village Saving/Loans Associations (VSLAs) and the support or set-up of trade shops for produce marketing shall also be looked into as part of the efforts to enable farmers and small business holders (specifically women) to access inputs for their economic activities and integration into more profitable value chains. Women are often constrained within production and processing areas of a value chain because they lack access to information, capital, technical skills and the confidence needed to engage in more complex activities such as bulk marketing or higher value-adding activities. By forming common interest groups for income generating activities or VSLAs, woman can pool their resources, share experiences and provide support to one another allowing them better access to higher-value markets.



## 2. Objectives

The assessment contains two main objectives:

### Report 1): Market linkages for farmers and small holder businesses:

The Consultant shall develop a market system analysis report based on thorough study of key agricultural products and related improved value chains in the project region of Ikwoto County<sup>1</sup> using the M4P approach (Making Markets Work for the Poor). The **market system analysis report** should be a practical and concise document which identifies key constraints in the market systems (especially in regard to the vulnerable households) and guides the implementation of the project to improve the local market system and ensure the benefit of small holder farmers and/or small businesses.

Focussing on the agricultural sector, the analysis should concentrate on the crop farming sub-sector (cereals, pulses, vegetables, fruits, nuts, etc.) as well as the non-timber forestry sub-sector (wild fruits, berries, nuts, honey, etc.). The analysis should identify key agricultural products in these sub-sector and show how they are further processed (related value chains). The assessment shall evaluate the value chain related elements, from production, through on-site storage, packing, transport, decentralized storage (at selling place) to marketing/selling and consider linkages to private/public market stakeholders.

### Report 2): Alternative income generating activities:

The consultancy is to develop a market analysis, providing in-depth information on existing and potentially new **alternative, (non-agricultural<sup>2</sup>) income strategies** in the project region. The study shall provide a detailed insight into the demand for products and services and explain how demand and supply can be reconciled. To this end, an analysis of the existing skills in the population is also essential. Based on the findings, a framework concept shall be elaborated to define how households or groups can apply for support from the project to start-up their new business and how they can be linked to the market. A special focus shall be put on the most vulnerable, women and youth. Due to the fragile context, conflict-sensitive approaches (do no harm) have to be included in the assessment and in the proposed recommendations.

## 3. Specific Tasks

The Consultant is expected to undertake a market system analysis in Ikwoto County using the M4P approach. The following steps must be included in the analysis:

- Step 1: For report 1 and 2: Verify the market system to ensure relevance to the project target group (e.g. is the sector really relevant for the most vulnerable, including women, youth?); evaluate opportunities for more inclusive systemic change (e.g. is there willingness/opportunity to change?); analyse feasibility to stimulate change (e.g. resources required); determine which sectors/value chains the project should focus on; assess how the farmers and small business holders can be linked to the market.
- Step 2: For report 1 and 2: Conduct a system level analysis to get an understanding of the structure, core actors, processes and core problems/constraints of the local market system. Understand the how (what functions and rules are hindering the core function; what is the role of the target group; who are the other players, etc.) and what prevents the system from working efficiently and inclusively for the poor, etc.
- Step 3: For report 2: Conduct a (non-agricultural) job sector analysis to identify long-term (non-agricultural) income opportunities.
- Step 4: For report 1 and 2: Make recommendations for specific interventions, including comments on how women can be strengthened/ empowered for each recommendation.

<sup>1</sup> Ikwoto is a county in Eastern Equatoria State (South Sudan). Ikwoto County has over 100'000 inhabitants and borders to Uganda. The project targets about 100,000 persons in rural areas affected by food insecurity and water scarcity.

<sup>2</sup> As alternative income sources, we understand for instance the provision of services, such as mechanical repair services, hair dressers, etc. However, also income generating activities through the further processing of agricultural products are permissible in case that they bring a substantial added value for the produces, such as oil, soap or shea-butter production.

