



Tanzania Business Enabling Environment Support Program  
Agribusiness Mapping  
Terms of Reference

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Agribusiness Specialist, Short Term Consultant

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The World Bank Group’s (WBG) Finance, Competitiveness and Innovation Global Practice (FCI) is seeking to hire an Agribusiness Specialist under a Short-Term Consulting (STC) contract. This specialist will provide support to a sector mapping for the horticulture sub-sector in the context of the FCI team’s investment climate advisory services program in Tanzania.

### Background

#### **THE WORLD BANK GROUP**

Established in 1944, the World Bank Group (WBG) is one of the world’s largest sources of funding and knowledge for development solutions. It has set two goals for the world to achieve by 2030: ending extreme poverty by decreasing the percentage of people living on less than \$1.90 a day to no more than 3%, and promoting shared prosperity by fostering income growth for the poorest 40% of people in every country.

#### **THE ROLE OF THE WBG IN FINANCE, COMPETITIVENESS & INNOVATION**

Finance, Competitiveness & Innovation (FCI) is a joint Global Practice of the World Bank and the International Finance Corporation that combines expertise in the financial sector with expertise in private sector development to foster private-sector led growth and help create markets in client countries. Through this work, FCI strengthens the WBG’s evolving approach to development finance: to maximize finance for development and to leverage private sector investments for sustainable and inclusive growth.

#### **TANZANIA PROGRAM**

In Tanzania, FCI’s portfolio consists of lending and policy operations, technical assistance advisory programs and analytics. The team is seeking to recruit a Dar es Salaam based Agribusiness Specialist (Short Term Consultant) to support implementation of the agribusiness sub-component of one of the team’s technical assistance advisory programs, namely, the Investment Climate Advisory Services program (“ICAS II”, also known as the Business Enabling Environment Support “BEES” program). Building upon an earlier advisory program (i.e., ICAS I), the BEES program is a five-year, US\$7 million program aimed at supporting the Government of Tanzania (GoT) to promote sustainable and inclusive economic growth through better economic foundations, increased trade and investment and business growth support. The program, which will have a specific focus on small and medium sized enterprises, has been designed across two pillars: 1) Horizontal reforms aimed at addressing economy-wide market failures impacting the broader enabling environment (e.g., business regulation, tax administration and

trade); and 2) Sector-specific vertical reforms aimed at addressing market failures and promoting new investment in priority growth sectors for agribusiness, tourism and light manufacturing.

### I. Objective of the Assignment

This assignment focuses on the Agribusiness sub-component of the BEES program which is designed to support the GoT's Agriculture Sector Development Program (ASDP I&II). Based on extensive consultations with relevant stakeholders, the Agribusiness sub-component aims at supporting investment generation and growth in high value horticulture value chains through the following activities:

- a) Support for improved sub-sector coordination mechanisms to ensure a more concerted effort by relevant agencies around horticulture sector promotion, starting with a shared vision/strategy for promoting the sector;
- b) Support for inclusive investment models (e.g., SME linkages) focusing on capacity building of SIDO aiming to improve the traditional learning pathway by testing a new approach to boosting capacity of SIDO's business development officers in select offices with the aim to scale up to cover additional SIDO offices in Tanzania and potentially be replicated in other countries; and
- c) Support for addressing key regulatory and administrative barriers to horticulture licenses/inspections, and taxes and fees on horticulture inputs (i.e., fertilizer, pesticides and seeds).

The work under this assignment will focus on components a) and c). Specifically, the Agribusiness Specialist is expected to assist the team in:

- 1) Facilitating coordination of stakeholders in the horticulture sector around a shared/vision for the sector;
- 2) Simplifying the regulatory and policy frameworks supporting the sector;
- 3) Supporting harmonization of the Plant Protection, Pesticides and Tropical Pesticides Research Institute; and
- 4) Streamlining importation processes for all agro-chemicals (e.g., fertilizer and pesticides)
- 5) Identifying (a) key regulatory and administrative barriers to horticulture licensing/inspections, and (b) taxation and fees on horticultural inputs (fertilizer, pesticides and seeds); and recommending reforms to address them.

### II. Scope of work

The Consultant is expected to complete the following tasks:

1. **Lead operational support to the GoT to coordinate and harmonize horticulture sector objectives and plans among relevant institutions within the horticultural sub-sector** for a shared vision and strategy through the following set of activities:
  - a) Complete a detailed mapping of the sector's stakeholders (e.g., GoT entities, business associations, key private sector investors, etc.) with the aim of identifying all key players that have a role in policy or are impacted by policy decisions in the sub-sector. The mapping should reflect

a detailed description of each stakeholder, the role that each play in the sector and an assessment of its capacity;

- b) Complete a review and analysis of applicable policies, regulations, strategies or practices impacting the sector (“Policy Analysis”) with a goal of identifying any barriers or gaps to their effective implementation;
  - c) Develop a set of recommendations to address the barriers and/or to strengthen sector competitiveness;
  - d) Validate the analysis and recommendations through a stakeholders’ workshop;
  - e) Work with a technical committee to revise applicable policies and implement agreed recommendations for adoption by government.
2. **Streamline the importation, testing and registration of new agro-chemicals** by carrying out the following activities:
- a) Develop “as-is” process maps for the importation, testing and registration of agro-chemicals (i.e., pesticides and fertilizer);
  - b) Suggest recommendations to streamline efficiency of the process maps;
  - c) Validate the process maps and recommendations through a stakeholders’ workshop;
  - d) Revise and submit process maps for adoption by government; and
  - e) In consultation with an IT specialist, develop an electronic importation documentation process based upon the revised process map.
3. **Support for addressing key taxes and fees on horticulture inputs (i.e., fertilizer, pesticides and seeds) by carrying out the following:**
- a) Identify the key taxes and fees levied on horticulture inputs and suggest ways to streamline them;
  - b) Validate the findings and recommendations at a stakeholders’ workshop; and
  - c) Draft final report on the findings of the taxes and fees on horticultural inputs.

### III. Anticipated Work Plan and Deliverables

This short-term consultancy position would be based in Dar es Salaam, Tanzania. This position starts on 1 May 2018 and ends on 14 September 2018 with the schedule of deliverables as in Table 1. Based on the level of effort of the assignment, you can bill up to a maximum of 56 days between 12 May and 30 June 2018 and the rest between 1 July and 14 September 2018. Please note that the WBG financial year ends on 30 June so your initial contract would be terminated on 30 June 2018 and a new one issued from 1 July 2018 to 14 September 2018 for you to complete the assignment.

Table 1: Schedule of deliverables

Task	Deliverable	Due Date
1 (a)	Stakeholder Mapping	7 May 2018
1 (d)	Report of Stakeholder' Validation Workshop reflecting attendance and agreements reached	18 May 2018
1 (e)	Validated and revised horticulture sector policy document to be submitted to government	30 May 2018
2 (c)	Report of Stakeholders' Validation Workshop on the Process Maps for Pesticides and Fertilizers	30 June 2018
2 (d)	Validated and revised process maps for (a) pesticides, and (b) fertilizers reflecting recommended enhancements and agreed reforms	6 July 2018
2 (e)	A prototype electronic import documentation platform	31 July 2018
3 (b)	Report of Stakeholder' Workshop to validate regulatory and taxes and fees on horticultural inputs	7 September 2018
3 (c)	Validated revised report on streamlining the taxes and fees in collaboration with the Tax team	14 September 2018

#### IV. SELECTION CRITERIA

The consultant should have extensive experience in designing and implementing agriculture policy related reforms. Specifically, the consultant should have:

- At least an MSc in Agriculture, Economics, Social Science or related field (a PhD is an advantage);
- Minimum 8 years of experience in agriculture, either in government, private sector or development organizations, with experience leading policy and/or advocacy reform;
- Proven experience working with a broad array of stakeholders at all levels (e.g., government agencies and the private sector) on agriculture policies, facilitating stakeholders' consultative workshops, leading high-level advocacy events/workshops and drafting high quality technical reports;
- Strong understanding of functioning of the agricultural policy processes in Africa (knowledge of the Tanzanian context would be an advantage);
- Demonstrated ability to work independently with minimal supervision;
- Excellent communications, advocacy and influence skills in English (Kiswahili is a strong advantage) - ability to interface effectively with stakeholders at all levels, draft effective reports and communicate in public;
- Ability to travel domestically and internationally on an occasional basis.

#### V. Reporting

The consultant will report to the PL of the Agribusiness Component of the Project and Senior Private Sector Specialist (FCI GP).