**International TRADE CENTRE - ITC**

terms of Reference

INTERNATIONAL TRAINER

TRAINING OF farmers ON best agricultural practices and marketing

**Project Background**

The “Jobs, Skills and Finance (JSF) for Women and Youth in The Gambia” Programme is funded by the European Union and implemented by the United Nations Capital Development Fund (UNCDF) in collaboration with the International Trade Centre (ITC). The scope of ITC’s technical assistance focuses on improving the relevance, effectiveness, and accessibility of vocational and technical training to improve employability and job creation. The target beneficiaries are youth and women in the rural Gambia (North Bank Region, Lower River Region, and Central River Region). The project has an overarching focus on promoting a green economy which will guide the identification and selection of economic sectors of opportunities such as renewable energy, sustainable construction, and eco-tourism, soil and water management, climate-smart agriculture, agroforestry, agro-processing, and agro-marketing, in line with the menu of investments of the local investments (Local) mechanism.

**RATIONALE –**

The horticulture sub- sector in the Gambia contributes about 4.2% to overall GDP, representing 24% of agriculture GDP, and employs over 65% of the agricultural labour force. An estimated 23% of the Gambia’s total arable land (117,329 hectares) is suitable for horticulture but less than 3% (3,519.9 hectares) is currently cultivated (FAO, 2021). Although, there is no authoritative data, it is clear that imports of vegetables and fruits to The Gambia are greater than what is exported, resulting in a significant trade deficit. Several factors are responsible for this low production and productivity including lack of knowledge among growers, traders and distributors, low technology usage limited response to consumer preferences, weak research, innovation and extension systems, limited access to high-end market (linkages), and limited access to finance and inadequate support from the government.

Ensuring the full and sustainable exploitation of the great potential of the sector will enable The Gambian population to be well nourished and healthy for national economic growth and prosperity, leaving no one behind.

To foster the linkage between producers and the market, ITC is seeking to execute a farmer training focusing on training participants on how to produce for the market. The training will embed market-led production planning good agriculture practises and marketing.

The participants will be targeted from current Job Skills and Finance (JSF) supported gardens and Jokkalante supported gardens. The Community gardens are located in Kujew, Buranya, Jamwali Buayen, Madinaba, Kiang Nema and Conteh Kunda. A total of six gardens are expected to participate in the training each garden it expected to be represented by at least thirty (30) women gardeners thus, a total of 180 women farmers are expected to benefit from the training.

**OBJECTIVE**

* Farmers understand basic principles of garden planning based on market demand i.e., crop selection per season, soil preparation and land demarcation
* Farmers have a good understanding of good horticulture production practices that consider climate smart technics to increase production and land productivity.
* Farmers have a good understanding of markets and how to access markets
* Farmers have an appreciation of public procurement processes its benefits and its requirements
* Basic soft skills to disseminate what the participants have learnt to the larger group (this can be embedded in the delivery of the modules).

**Scope of Services**

1. With the support of ITC, organize and implement farmer training targeting 180 farmers on production planning, primary production of at least in a crop rotational system demonstrating good agriculture practices, and marketing
   1. Prepare training modules and learning materials to be used for the training
   2. Come up with clear training plan, methodology, expectations, and outcomes to demonstrate what beneficiaries will be trained on and how they will be trained and what can be achieved at the end of the program
   3. Deliver 18 days training to six (6) Vegetable Gardens selected from around the country.
   4. Support beneficiaries with the required skills to be able to deliver training to fellow vegetable garden members.
   5. Provide coaching and mentoring services to the gardens for a total of 24 days assigning 4 days per garden to ensure mentoring and coaching services post training.

**Timeline for Service Delivery**

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| --- | --- | --- | --- |
| **Activities** | **Duration** | **Start of Implementation Period** | **End of Implementation Period** |
| **Activity 1.** organize and implement TOT on climate smart Agriculture horticulture production and Agri-Business Techniques. | 18 days | 19th September 2022 | 14th October 2022 |
| **Activity 2.** Provide Coaching and Mentoring supervision services post training | 24 days | 17th October 2022 | 5th December 2022 |

**Duration of the Assignment**

**Activity 1**

|  |  |
| --- | --- |
| Activity | Nr of days |
| Preparation of the Training modules | 3 |
| Logistics e.g., travel | 3 |
| Recruitment of 4 trainers | 1 |
| Delivery of the training | 18 |
| Report writing | 1 |
| Total days required | 26 |

Activity 2

|  |  |
| --- | --- |
| Activity | Nr of days |
| Site Monitoring and Coaching | 24 days |
| Total days required | 24 days |

**Desired qualification and experience**

* The training firm or institution must be registered in the Gambia Proven practical experience relevant to the skills training program in Climate smart Agriculture, Horticulture and Agri-Business
* Seven years of experience in Agriculture with good working knowledge of best Agricultural practices and Agricultural marketing,
* Excellent report writing skills,

**Travel**

Travel within The Gambia

**Submission of proposal**

Interested training providers or consultant shall quote for all the required scope of work and the submission must include:

* Financial proposal including Experts’ fees, travel cost, training material, and Hall hiring, do not include transport refund, and catering.
* One-page technical proposal that will explain how the objectives and expected deliverables will be delivered together with the proposed methodology
* A training plan for the entire duration of the program
* A profile of training demonstrating relevant skills and experience in delivering training in Horticulture, Climate Smart Agriculture and Agri-Business.
* Provide a reference on experience of curricula development and delivery

**Expected deliverables**

* Submit to ITC the final copies of the handouts, slides and other relevant training material that were used to deliver the training.
* Final report upon completion of the assignment, along with list of trainers that successfully complete the training
* Six Gardens with four demarcated quadrants with crops farmed based on market demand the crops must be a version of crop that can be used in a crop rotation cycle i.e., quadrant one leafy crop, quadrant 2 legume quadrant 3 fruit crops, and quadrant 4 root crop as per market demand.
* 24 days of Coaching and mentorship to the six selected gardens
* Report from Coaching and mentorship exercise

**PAYMENT SCHEDULE:**

* First payment of 75% at the beginning of the program
* Second payment of 25% upon completing the training and report validated by ITC

**Submission and Deadline**

To apply, please submit all quotes (technical and financial) by 16th September 2022 to [rfofana@intracen.org](mailto:rfofana@intracen.org)and copy [yusupha.keita@intracen.org](mailto:yusupha.keita@intracen.org) & [mamud.touray@intracen.org](mailto:mamud.touray@intracen.org). with the subject “TRAINING OF FARMERS ON GOOD AGRICULTURAL PRACTICES AND AGRICULTURAL MARKETING”.