

# **Balochistan Livelihoods and Entrepreneurship Project**

## **Study on Value Chain in Targeted areas of Balochistan**

### **Terms of Reference**

#### **Background of the Project:**

In response to the priorities of the Government of Pakistan on poverty reduction, the World Bank in close consultation with Government of Balochistan (GoB) and relevant stakeholders have designed the Balochistan Livelihoods and Entrepreneurship Project (BLEP) focusing on improving livelihoods of rural communities by promoting employment opportunities and sustainability of enterprises in project Districts. The project will be implemented in eight districts in the north of Balochistan, including Killa Abdullah, Killa Saifullah, Chagai, Sherani, Pishin, Mastung, Zhob and Nushki and will benefit rural households to promote livelihoods through enterprise development and job creation. The project will predominantly target communities based in areas affected by a protracted refugee situation. These districts are also affected by a protracted refugee situation. The project is likely to gain benefits for the communities in selected districts, having reliance on enterprises related to various sectors, with a priority on Agriculture, Livestock, Mines & Minerals, Handicrafts and Small Industries, Ecotourism and Forestry. In addition, the Project will have specific benefits for people living in these geographical locations through improved facilities development. The Project has three main components and will be implemented during the course of 5 years. It is financed by the World Bank and executed by Planning and Development (P&D) Department Balochistan.

#### **Main Features of Study:**

- **Consulting firm specialist would visit and record detailed interviews of at least 200 people involved in each value chain (each Product) like farmers / producers, input dealers, commission agents, companies and financial institutions.**
- These open-ended detailed interviews and filled questionnaires plus recordings of interviews should be submitted in the office along with the final report.

	<b>No. of respondents</b>	<b>Minimum Locations (All Balochistan basis)</b>
<b>Farmers</b>	<b>100</b>	<b>10</b>
<b>Inputs Dealers</b>	<b>40</b>	<b>8</b>
<b>Commission Agents / Arhities</b>	<b>40</b>	<b>8</b>
<b>Companies in the business</b>	<b>10</b>	<b>6 (In province, out of province, i-e. Sindh and Punjab)</b>

<b>Financial institutions</b>	<b>10</b>	<b>5</b>
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### **Study Funding Source:**

Balochistan Livelihoods and Entrepreneurship Project (BLEP) will fund the study as the scope is aligned with its activities.

### **Objective:**

1. This study will map below mentioned value chains including main areas, actors, flow of products, infrastructure facilities, financial institutions and all supporting organizations.
2. These value chains assessments will identify gaps and develop recommendations on how to improve the selected value chains and maximize the impact based on the primary and secondary data.
3. It will help design guideline for small grants, modalities of disbursement, management and saving and loan schemes.
4. It will guide for the formation of Community Institutions and Associations or producer groups in different enterprises involving different stakeholders
5. The study will facilitate to develop and deliver capacity development activities in the areas of value chain and marketing development.
6. It will help BLEP to effective monitoring and evaluation of activities related to livelihood diversification, value chain and marketing.
7. It would be required to organize and facilitate discussions on policy issues involving representatives of the private and public sector.

### **Scope of Study:**

BLEP intends to hire the services of a competent consulting firm to write a comprehensive report of “**Pistacia khinjuk, Ephedra, Juniper Berry and Pistachio**” value chains covering main information like

- Main areas where these crops are concentrated
- Data of existing MSMEs / rural businesses and perform a detailed analysis on their existing and growth potential
- Socio economic profile of these value chains
- Entrepreneurial opportunity mapping in these value chains
- Their impacts on the livelihoods of the actors involved
- Identify existing business support facilities (markets, cold storages, processing plants, etc., and propose new dimensions
- Problems in availability of inputs and machinery
- Highlight financial, regulatory and institutional constraints and suggest suitable measures for mitigating their impacts
- Production constraints including financial liquidity of the farmers

- Marketing and export potential of that crop along with challenges that constraint exports and its remedial measures.
- Issues related to low produce including post-harvest losses
- Percentage of share going to actual growers / farmers and other stakeholders involved in these value chains, from farmer to end consumers
- Identify social dimensions like impact on marginalized communities
- Status of environment dimensions like climate smart technology
- Level / scale of interviewees involved in this business
- Main impediments for farmers in getting proper returns of their produce
- Opportunities & support needed from the concerned quarters
- Role of federal and provincial governments, research and financial institutions
- Scope for women development and skilled and unskilled labor
- SWOT analysis of these value chains

### **Deliverables:**

1. Methodology including design and work plan
2. A detailed presentation with findings to the management of BLEP before the write up of the report
3. First inception report within 20 days after the visit
4. Final report after incorporating correction / review of the points raised by the BLEP team
5. Filled interview questionnaires having information like
  - a. Name of the respondent
  - b. Contact number and address
  - c. Nature of business respondent is involved in
  - d. Annual turnover

### **Qualifications:**

The Consultant Firm should have:

- Extensive and verifiable 05 years of experience as an Advisory Firm in the field of Value Chain studies, livelihoods reporting and cost benefit analysis of different crops, etc.
- Should have completed at least 3 reports of similar nature with official completion report.
- Prior experience of working with Multilateral Institutions on similar projects would be an added advantage.
- The firm should have qualified technical staff conforming to the required scope of work and objectives covered under ToRs as mentioned in Annexure 1.
- Have been using CAPI (Computer Assisted Personal Interviews)

**Resource Persons / Team of Experts**

- The consultancy firm should have resource persons with relevant advanced university degree (Master's degree/ 16 years of education) in relevant field, business administration or marketing.

**Contract Duration:**

The Assignment will be for a period of 03 months and must be completed with the Consultant expected to provide services in relation to above mentioned scope of work.

**Payment Procedures**

Payment will be made through cross cheque after deduction of applicable tax from the total invoice as per below schedule: -

- a. 20% payment will be made on submission of detail plan and interview questionnaire for data collection
- b. 25% payment will be made on completion of field visit.
- c. 25% Payment will be made on submission of first draft report and filled questionnaires along with interview recordings.
- d. 30% Payment will be made after review and acceptance of the final copy of the report.

**Selection Method:**

Selection will be Based on Consultants Qualification (CQS) method in accordance with “World Bank Procurement Regulations for Investment Project Financing Goods, Works, Non-Consulting and Consulting Services” (July 2016) revised November 2017 and August 2018.

## Annexure I

Team Profile	
<p>Project Leader (One position) (MBA, MPA, or related discipline)</p>	<ol style="list-style-type: none"> <li>1) Leading the team</li> <li>2) Set clear team goals and KPIs</li> <li>3) Delegate tasks and set project deadlines</li> <li>4) Oversee day to day team operations</li> <li>5) Coordinate with the client and overall responsible for the deliverables</li> </ol>
<p>Consultant/ Specialist (Four positions) (Master in relevant field, Business Administration, Marketing, etc.</p>	<ol style="list-style-type: none"> <li>1) Formulating the research methodology</li> <li>2) Conducting and overseeing field survey</li> <li>3) Data analysis along with Data Analyst.</li> <li>4) Report writing</li> </ol>
<p>Data Analyst (Four positions) (Master in Econometric, Statistics, Business Administration or related discipline)</p>	<ol style="list-style-type: none"> <li>1) Analyzing data using statistical techniques and providing reports.</li> <li>2) Developing and implementing databases and data collection systems.</li> <li>3) Acquiring data from primary and secondary sources and maintain data systems.</li> <li>4) Identifying, analyzing, and interpreting trends or patterns in complex data sets.</li> </ol>
<p>Coordinator for Field Surveys (Four positions) Min. Graduate with relevant experience</p>	<ol style="list-style-type: none"> <li>1) Overseeing Field Survey</li> <li>2) Supporting and overseeing data Collection</li> <li>3) Literature review</li> <li>4) Jobs assigned by project leader and Consultant/ specialist.</li> </ol>
<p>Field Workers (48 positions) 12 years education with relevant experience)</p>	<ol style="list-style-type: none"> <li>1) Conducting Field Survey</li> <li>2) Conducting Field related tasks</li> <li>3) Data entry</li> <li>4) Other tasks assigned by Field Supervisors and other senior staff</li> </ol>