



**Title:** Agricultural Economist  
**Reports to:** Chief of Party, BeninCajù  
**Location:** Remote with some travel to West Africa possible  
**Duration:** Estimated 25-40 days  
**Dates:** August-October 2019

## I. TechnoServe Background

TechnoServe works with enterprising people in the developing world to build competitive farms, businesses and industries. We are a nonprofit organization that develops business solutions to poverty by linking people to information, capital, and markets. Our work is rooted in the idea that given the opportunity, hardworking men and women in even the poorest places can generate income, jobs and wealth for their families and communities. With more than four decades of proven results, we believe in the power of private enterprise to transform lives.

## II. Context

Responding to high demand in the global cashew market and the superior quality of their raw product, Benin's cashew cultivation has expanded more than tenfold in the past two decades. Yet processing capacity and other value chain inefficiencies have kept the sector from reaching its potential, and Benin still exports 90% of its cashew as unprocessed raw nut.

Started in September 2015, the BeninCajù project, funded by the U.S. Department of Agriculture and implemented in partnership with Catholic Relief Services, is strengthening and expanding the cashew sector into a more productive, competitive, sustainable, and inclusive economic growth engine for the people of Benin. BeninCajù seeks to create nearly 4,000 jobs in the cashew processing industry – 70 percent of which are for women – and improve the income of almost 50,000 producers, which represents a quarter of all cashew farmers in Benin. The program will serve twelve of the country's cashew producing municipalities and support at least 10 processing plants.

Due to the global nature of the cashew industry, the Beninese cashew value chain, like other countries in the region, is highly susceptible to external market shocks. Following a sharp increase in 2015-2017, the global price for both raw cashew nut (RCN) and processed cashew nut (kernels) saw a dramatic decline starting in the first quarter of 2018. This market correction (with local Beninese RCN prices falling from a peak of around 800 FCFA per kilogram to the current price of around 400 FCFA per kilogram), has rippled through global supply chains, leading to losses for some actors in all markets.

At the same time, the dramatic growth of the cashew industries in the cashew producing countries of West Africa has led to a variety of new policies, including RCN export taxes, domestic processing subsidies, and minimum farmgate prices. Many of these policies did not foresee a market crash and their influence on the impact of the crash remains unclear. In the interest of better informing Beninese policymakers on the formulation of industry regulations, TechnoServe is seeking a consultant to conduct a comparative case study to look at how the different policies

in key cashew producing countries interacted with the 2018 market crash to impact local stakeholders.

### III. Purpose

The purpose of this assignment is to conduct research and analysis to draft a regional case study outlining the impact of the 2018 market crash on local value chain actors. The study will focus specifically on how domestic policies mitigated or exacerbated market volatility and losses, with a particular emphasis on farmer impact.

### IV. Scope

The overall focus of the study is key cashew producing countries in West Africa: Senegal, Guinea-Bissau, Côte d'Ivoire, Ghana, Benin, Nigeria, and Burkina Faso. The study should review the following for each of the target countries:

- Brief overview of cashew industry
- Relevant trade, industrial, agriculture, and cashew-specific policies
- Cashew market trends
  - Global and local market conditions leading up to the 2018 crash
  - Evolution of market activity as the 2018 crash unrolled
- Impact of the crash on local stakeholders, namely: producers and processors
- Analysis of the role policies played in exacerbating or mitigating the negative impacts of the crash
- Recommendations and lessons learned

In addition to completing the study, the consultant will also be asked to present findings to relevant stakeholders as identified by BeninCajù staff.

### V. Deliverables and Key Dates

The Consultant will be responsible for the following deliverables and preliminary timeline, to be finalized after contract award.

Date	Deliverable
16 September 2019	Draft study methodology and final report outline, to be finalized with feedback from BeninCajù staff
14 October 2019	Draft report (MS Word)
1 November 2019	Final report, incorporating feedback from BeninCajù staff (MS Word and PDF)
5 November 2019	Draft presentation (MS Powerpoint)
18 November 2019	Final presentation, incorporating feedback from BeninCajù staff (MS Powerpoint)

### VI. Required Skills & Experience

- Master's degree in economics, agriculture, public policy, or related field or Bachelor's degree and 10+ years experience; Ph.D preferred
- At least 2 years of experience conducting research and analysis in a relevant field
- Experience in global commodities highly desirable
- Experience and knowledge of West Africa highly desirable
- Strong analytical skills, to include comfort with quantitative market data
- Excellent writing skills
- Independent and self-motivated
- Resourceful and creative in gathering information
- Native or near native English
- Professional proficiency in French

### **VIII. Terms and Conditions**

1. The Request for Proposal is not and shall not be considered an offer by TechnoServe.
2. All responses must be received on or before the date and time indicated below. All late responses will be rejected.
3. All unresponsive responses will be rejected.
4. All proposals will be considered binding offers. Prices proposed must be valid for 60 days after the proposal deadline noted below.
5. All awards will be subject to TNS contractual terms and conditions and contingent on the availability of donor funding.
6. TNS reserves the right to accept or reject any proposal or cancel the solicitation process at any time, and shall have no liability to the proposing organizations submitting proposals for such rejection or cancellation of the request for proposals.
7. TNS reserves the right to accept all or part of the proposal when award is provided.
8. All information provided by TNS in this TOR is offered in good faith. Individual items are subject to change at any time, and all bidders will be provided with notification of any changes. TNS is not responsible or liable for any use of the information submitted by bidders or for any claims asserted therefrom.
9. TNS reserves the right to require any bidder to enter into a non-disclosure agreement.
10. The bidders are solely obligated to pay for any costs, of any kind whatsoever, which may be incurred by bidder or any third parties, in connection with the Response. All responses and supporting documentation shall become the property of TNS, subject to claims of confidentiality in respect of the response and supporting documentation, which have been clearly marked confidential by the bidder.
11. Bidders are required to identify and disclose any actual or potential Conflict of Interest.

### **IX. Instructions**

Both firms and independent consultants are invited to apply according to the relevant instructions outlined below.

Independent consultants shall submit applications consisting of:

1. Cover letter
2. CV/resume
3. Proposed daily rate and estimated level of effort

Firms shall submit proposals consisting of:

1. A technical proposal including:

- project approach/methodology
  - project team structure
  - project schedule
  - project deliverables
  - qualifications, experience and capabilities of the firm in providing the type of services being request by this TOR.
  - resumes or CVs of key personnel shall be submitted as an attachment.
2. A financial proposal including:
    - an estimated budget, required additional non-TechnoServe personnel, etc.
    - costs should be detailed in US Dollar, with applicable Tax/Charges clearly identified
    - requested payment terms and conditions
  3. Include a contact name, email address, and telephone number to facilitate communication between TNS and the submitting organization.
  4. A brief outline of the organization and services offered, including:
    - a. Full legal name, jurisdiction of incorporation and address of the company
    - b. Full legal name and country of citizenry of company's President and / or Chief Executive Officer, and all other officers and senior managers of the company
    - c. Year business was established

All proposals shall be in the English language.

**All applications must be submitted by 5:30pm, August 26, 2019 electronically to [offresbenin@tns.org](mailto:offresbenin@tns.org).**