



Terms of reference for consultancy on

An assessment of alternative markets for livestock and livestock products in Africa and Asia

Duty Station:	ICPALD with travel to IGAD member countries
Type of Contract:	Individual
Contract post level:	Short term
Duration :	Non-continuous 20 days spread for 3 months

The Intergovernmental Authority on Development (IGAD) member countries (Djibouti, Ethiopia, Kenya, Somalia, South Sudan, the Sudan and Uganda) are home to over 532 million heads of livestock of which 360 million are ruminants (cattle, sheep, goats and camels) (FAOSTAT 2013). The region's landmass is composed of about 60 - 70% Arid and Semi-arid Lands (ASALs) that are characterized by low erratic rainfall, traditionally used and managed by pastoralists through communal or common property rights-based land tenure systems. The majority of the population of ASALs depend on pastoralism, agropastoralism, extensive livestock rearing, for subsistence and livelihood earning.

The region exports live animals and meat to huge import markets in the Middle East and North African (MENA) countries meeting only 50% (live animals) and less than 10% (meat) of the market demands. In 2018, over 10 million live animals and 41,500 MT of meat were exported. Despite the huge potential in MENA countries for importing live animals and livestock products, it has several limitations such as:

- i. Seasonal market; high demand during Hajj month when pilgrims visit Mecca in Kingdom of Saudi Arabia (KSA)
- ii. Occasionally lengthy period of approval of export slaughterhouses and quarantine facilities,
- iii. Inadequate communication between exporting and importing countries over new import sanitary requirements that are frequent of late,
- iv. Growing trade concerns by importing countries such as including Bovine Spongiform Encephalopathy (BSE) tests that are not in HoA countries since cattle are grass/ grain fed.
- v. Arbitrary sanitary requirements such as need to vaccinate export livestock against all FMD strains some of which are not in the exporting countries
- vi. Requirement to export only unvaccinated animals against Rift Valley Fever but contact 100% test
- vii. Frequent change on the sanitary requirements; some of which are not informed in time to CVOs of the exporting countries

Considering the many challenges of exporting to MENA countries and available huge livestock resources and the global market demand for livestock and livestock products; the exporting countries with support of IGAD started exploring alternative markets while expanding the existing market in MENA. With financial support from the Italian Corporation (ITA) funded project (2016-2018) Member states were facilitated to seek for alternative markets in South East Asia (Malaysia, Vietnam and Hong Kong) and West Africa (Ghana) countries; of which Ethiopia started exporting to Vietnam.

It is therefore important to undertake market studies, including exploring alternative markets for (a) live animals, (b) meat and meat products, (c) Milk and Milk products (d) hides, skins and leather products and animal feed in Africa and Asian countries and share the relevant information to concerned public and private sector actors in the IGAD region and support rolling out and implementations of the lessons and strategies for diversification of livestock, meat, milk and leather markets. The consultant is expected to very succinctly identify roles that are specific to the public and private sector and the roles that have to be shared, based on the prevailing best practices and the supporting policy and legal frameworks in IGAD MS.

The consultant will be required to recommend more markets in Asia and West Africa where the private sector can exploit with support of regulatory authorities.

The consultancy is undertaken under "Building Resilient Market Systems in the Cross-border Drylands of the IGAD Region " funded by USAID and supports realization of the IGAD IDDRSI strategy outcomes and implemented by various IGAD specialized agencies. The overall strategic objective of the program is to build resilient communities through strengthening market systems in the IGAD region and focus on two outcome areas: Outcome 1: Increased Cross-Border Agricultural Trade between Member States in the Karamoja and Mandera Clusters and outcome 2: Increased Domestication and Utilization of Regionally Harmonized Trade Policies and disaster risk management in the Karamoja and Mandera Clusters

Specific objectives

- I. Develop a scope of work showing clear understanding of the assignment including workplan
- II. Review the market demand in Asia and West Africa countries based on live animals, milk, hides, skins and leather; honey bee and meat (chilled, frozen, edible offals) as well as import requirements, anticipated challenges and possible solutions to the challenges
- III. Generate quality data and draw up lessons that can enable IGAD exporting countries to enter the identified markets. Explore trend analysis in terms of the demand and the preference of the consumers including the sustainability element as well as clearly indicate where MS Trade Counsellors can add value in market access
- IV. Develop a business case for producers / processors/ traders and the support they may
- V. Undertake any other assignment as directed provided it is pertinent to this study and thus does not change the scope of the study.

Expected output

1. Inception report (Scope of work report) accepted by ICPALD

2. A draft report on alternative markets with compiled requirements submitted to ICPALD
3. A business case for producers/processors/traders submitted and accepted by ICPALD
4. Final reports of 3 and 4 and recommendations

3.0 Qualifications

3.1 Education

Post-graduate degree from a recognized institution in veterinary medicine, animal health or animal production, Market systems ; International trade; economics, business administration or equivalent combination of marketing and experience.

3.2 Work Experience

- At least 10 year experience and knowledge in livestock production, market research, business management, processing,
- The incumbent should be familiar with agriculture /livestock value chains
- Knowledge of either IGAD, MENA and Asia regions will be an added advantage
- A proven successful track record in conducting market search livestock value chains, livestock production, processing, value addition and information flow between key stakeholders,
- Comprehensive understanding of livestock value chains in ASALs,
- Excellent skills and ability to articulate ideas in a clear and accurate manner and ability to prepare timely reports
- Good interpersonal skills and ability to establish and maintain effective working relations

4.0 Consultancy Duration

- The consultancy is fixed at a maximum of 20 person-day spread over a period of three months including training workshop.

5.0 Payment terms:

The applicable daily rate will be dependent on the qualifications and experience of the appointed consultant. The consultant will be responsible for all government taxes and levies arising from this assignment.

Output/ activity completed	Payment in percent of the contract amount	Estimated date of completion
Signing of contract and inception report	20%	Inception report within 10 days of signing the contract
Initial draft when accepted	40%	Within two months of signing the contract
A final report including validation workshop proceeding	40%	Within one month after receiving comment on draft report

6.0 Travel outside duty station (Home country)

Air tickets or road transport and Daily Subsistence Allowance (DSA) at IGAD rate will be covered for field work upon approval of travel schedules.

7.0 Insurance cover

The consultant will be responsible for his/her own medical and life insurance cover for the duration of the assignment.

8.0 Taxes

The consultant will be responsible for remitting his/her own taxes.

9.0 Final Training Manual and Report will be Submitted to:

Dr. Ameha Sebsibe, Head, Livestock and Fisheries IGAD Centre for Pastoral Area and Livestock Development (ICPALD), Kabete Veterinary Laboratories, Off Kapenguria Road, ameha.sebsibe@igad.int Telephone: +254 202573743 (office)

Applications:

Interested candidates should submit their applications accompanied by a detailed CV, copies of both academic and professional certificates and testimonials, names and addresses of three reputable referees, contact details (e-mail, telephone) should be sent by email to: rose.tsuma@igad.int with cc to ameha.sebsibe@igad.int, wamalwa.kinyanjui@igad.int, procurement@igad.int. All applications should be received not later than 11th November 2021. ICPALD shall only respond to shortlisted candidates