



**TERMS OF REFERENCE**  
**Market and Value Chain Specialist**  
**Green Climate Fund (GCF) Readiness Support project:**

“Strengthening the Foundation for a Climate Responsive Agricultural Sector in the Caribbean”

**1. Background:**

The GCF- Readiness Project titled “Strengthening the Foundation for a Climate Responsive Agricultural Sector in the Caribbean” (GCF CARICOM AgREADY, in short) is funded through a Grant Agreement with the Green Climate Fund (GCF) with The Bahamas- The Ministry of Environment and Housing as the lead National Designated Authority (NDA) and the Inter-American Institute of Cooperation on Agriculture (IICA) as the delivery partner.

The AgREADY project seeks to raise the profile of the agricultural sector in GCF’s climate financing prioritization processes by implementing an evidence-based and inter-sectoral strategy for developing and rebranding Caribbean agriculture as “low-emissions”, to enhance market opportunities and attract private sector investments. The project logic is premised on a vision of developing “A Climate Responsive Agricultural Sector in the Caribbean that supports food security, livelihoods and uses natural resources sustainably” by addressing barriers of ineffective mechanisms and engagement with agricultural experts and stakeholders in GCF climate programming processes, policy gaps, and limited or fragmented data/information to inform climate risks planning, programming, and action in the sector.

The IICA-GCF Readiness Project targets nine countries (The Bahamas, Belize, Dominica, Haiti, Saint Kitts and Nevis, Saint Lucia, Saint Vincent and the Grenadines, Suriname, and Trinidad and Tobago) in the CARICOM sub-region, with specific objectives and activities related to:

- To improve the enabling conditions to design, implement and evaluate options for enhanced climate action in the agricultural sector by strengthening policies, capacities, frameworks, methods and institutional arrangements for the collection, monitoring, measuring, reporting, verifying (MRV) and analyzing agricultural and associated activity data from the sector.
- To increase the number of projects identified for development and investment in a pipeline of evidenced-based and bankable projects aligned with regional and national priorities as informed by climate risk assessments of the agriculture sector.
- To disseminate best practices for institutional capacity building, coordination, and pipeline development of more robust proposals for building climate-resilience along prioritized agricultural value chains, with a focus on cultivating the innovative capacity of the region’s youth.



## **2. Objective of the Consultancy:**

The CARICOMAgREADY project is designed to integrate the contribution of the Market and Value Chain Specialist in key deliverables such as the barrier analysis, concept notes and pipeline development in collaboration with other stakeholders under the project umbrella. The main objective of the consultancy is to conduct an analysis of the market and value chain barriers that limit the transformation of Caribbean agricultural production systems from an “as-is or business-as-usual” (conventional) state to climate resilient production systems that provide strong arguments/rationale for private and public sector investments.

The consultant will work closely together with the Policy consultant to conduct a barrier analysis however, the Market and Value Chain Specialist will focus on the following areas:

- Conducting a comprehensive analysis on barriers which affect demand and supply in the Caribbean agricultural sector;
- Analysing and proposing market development strategies for adoption or adaptation within the Caribbean region;
- Reporting on key value chain barriers that affect the agricultural sector which will form a baseline for further research;
- Identifying what barriers there may be from field production to final consumption; and
- Proposing means and methodologies transcend the gap from the existing situation to the ideal agricultural environment within the Caribbean region.

This Market and Value Chain Specialist should cover the areas of existing and potential markets, as well as Covid impact, and this will feed into the overarching barrier analysis and needs assessments of the enabling environment for developing evidence-based climate resilient responsive agriculture that is more attractive for private sector investments.

### **Minimum Qualifications and Requirements:**

Applying candidates must meet the following requirements:

- An advanced degree in agribusiness, market and value chain research or related fields
- A minimum of least seven to 10 years of relevant experience
- Familiarity with the agricultural development, practices and policies of the agricultural sector, especially in the Caribbean region
- Experience in conducting research, data collection and analysis, networking and stakeholder engagement
- Ability to work in complex development projects including collaboration with several other consultants
- Partnership skills including ability to interact with multi-tiered stakeholders such as technicians, policy personnel, farmers and researchers

**INTER-AMERICAN INSTITUTE FOR COOPERATION ON AGRICULTURE**  
Apdo. 55-2200 Coronado, Costa Rica/ Tel.: 2216-0222/ Fax (506) 2216-0133,  
**IICA HEADQUARTERS**



- An ability to work under pressure
- Ability to work with different nationalities and disciplines, as a member of a diverse work team.
- Excellent written and verbal communication skills in English, French would be an asset

### 3. Activities:

As part of a team of experts, the Market and Value Chain Specialist will provide support for key activities in collaboration with other consultants as outlined in the below table:

ACTIVITIES	DELIVERABLES (#)
<ul style="list-style-type: none"> <li>• Conduct the market and value chain analysis (as outlined in Section 2) which will feed into the barrier analysis and needs assessments of the enabling environment for developing evidence-based climate resilient responsive agriculture that is more attractive for private sector investments <b>(in collaboration with Policy Consultant).</b></li> </ul>	Report on market and value chain analysis  <b>DELIVERABLE #1</b>
<ul style="list-style-type: none"> <li>• Contribution to Virtual Marketplace using assessments and reports submitted during the consultancy</li> </ul>	Report showing contribution to the Virtual Marketplace leveraging work conducted during the consultancy  <b>DELIVERABLE #9</b>
<ul style="list-style-type: none"> <li>• Compilation and review of selected case studies on climate resilience from a value chain perspective (mitigation and adaptation) agriculture in the Caribbean and other relevant geographical locations with an economics perspective</li> </ul>	Case Study Report – average time to complete this is one day  <b>DELIVERABLE #5</b>
<ul style="list-style-type: none"> <li>• Collate relevant documents, projects, policies and studies on climate smart agriculture and climate change.</li> <li>• Propose ideas for project pipeline development</li> </ul>	Document Library  Report on ideas for project pipeline  <b>DELIVERABLE #8</b>
<ul style="list-style-type: none"> <li>• Provide input to the design and</li> </ul>	Report showing contribution from an

<p>development of 2 multi country concept notes including rationale, activities, indicators and other relevant sections of the concept notes.</p> <p>N.B. This will be led by another consultant, and the Market and Value Chain Specialist will provide contributions to the concept notes.</p>	<p>value chain perspective to two Concept Notes</p> <p><b>DELIVERABLE #4</b></p>
--	--

**4. Payment Schedule:**

<b>DELIVERABLE #</b>	<b>PAYMENT DATES</b>	<b>PAYMENT AMOUNT (%)</b>
<b>Sign on/Initiation fee and Workplan</b>	October 15 <sup>th</sup> , 2021	20%
#1	February 25 <sup>th</sup> , 2022	25%
#9	July 29 <sup>th</sup> , 2022	25%
#4, 5, 8	Dec 30 <sup>th</sup> , 2022	30%

**5. Contract Period:**

The contract period is intended to be from October 15<sup>th</sup>, 2021 to December 30<sup>th</sup>, 2022, however, services would only be required as per payment schedule by deliverable (Section 5) or until the specific assignments for the required services are completed, whichever is sooner. This is a consultancy, and the contract will begin once the contract is formalized and signed by all parties.

**6. Payment:**

- a) Source of Funding: GCF Readiness Project
- b) Payment currency: USD

**8. Unit responsible for monitoring:**

Climate Change, Natural Resources and Management of Production Risks Program.



**9. Position of the officer responsible for monitoring:**

1. Shalini Maharaj, Project Manager, Green Climate Fund.

The consultant will also be accountable to:

2. Chaney St. Martin, International Specialist in Water and Soil Management, IICA Delegation in Trinidad and Tobago; and
3. Kelly Witkowski, Manager-Climate Change and Natural Resource Program, Directorate of Technical Cooperation.

**10. Travel:**

Any travel required will be defined together with the consultancy supervisor, with costs covered by the Project/IICA.

**11. Submission:**

The interest in the consultancy must be submitted by end of business until 16:30 hours (Atlantic Standard Time) on **October 22, 2021**. Submissions should be made electronically to: [caribbean.agready@iica.int](mailto:caribbean.agready@iica.int).

The files submitted should include: a) curriculum vitae; and b) technical and financial offer.

-----*Last line of the Terms of Reference*-----