**Agribusiness Competitiveness Center (ABCC)**

**Additional financing for the “Integrated Dairy Productivity Improvement Project”**

**(AF IDPIP)**

**Phase 2 (CREDIT # 6941-KG, GRANT # D8630-KG)**

**TERMS OF REFERENCE**

**CONSULTING SERVICES FOR**

**PROJECT IMPACT ASSESSMENT**

1. **General information:**

The International Development Association (IDA) provided Additional Financing of 17 million USD for the Kyrgyz Republic for the implementation of Phase II of the Integrated Dairy Productivity Improvement Project (hereinafter IDPIP).

The development objective of the Additional Financing project is to enhance dairy animal productivity and facilitate the implementation of measures to increase the income and sustainability of the activities of dairy farmers in selected oblasts of the Kyrgyz Republic in the face of post-covid economic recovery. This additional financing is allocated to continue the project activities in the Issyk-Kul oblast with an expansion of the geographic coverage in order to involve the Naryn and Talas oblasts.

The project consists of the following components:

**Component 1: Strengthening public and private services in the dairy sector**

Strengthening service delivery systems to support small farmers' achievement of market quality standards for milk and creation and consolidation of farmer linkages with selected dairy processor companies, through:

1. designing and implementation of a digital platform for milk quality control; (ii) and provision of equipment for collection, cooling and quality testing of milk at milk collection points;
2. enhancing the veterinary control and surveillance capacity by providing resources for regional laboratories in the selected Project area;
3. procurement of (i) artificial insemination services to ensure the improvement of cattle breeding qualities in the Project area; and (ii) the provision of technical support, goods and equipment for the provision of cattle breeding services, including the determination and recording of progeny indicators; and
4. supporting milk processors to (i) increase the capacity to access market opportunities; (ii) implementation and compliance with food safety requirements; and (iii) implementing measures to protect the health and safety of workers.

**Component 2: On-farm Productivity Enhancement**

Enhancing the capacity of smallholder farmers to improve production efficiency and productivity by:

1. animal husbandry and farm management, including (i) animal housing, general care and handling of animals; (ii) animal health, farm hygiene and clean milk production; (iii) organization of animal breeding; (iv) organization of cleaning, storage and use of manure; and (v) feed production and feed management;
2. establishing a technology demonstration program and purchasing goods and equipment for demonstration plots in livestock and farm management, including: (i) animal husbandry, general animal care and handling; (ii) animal health, farm hygiene and pure milk production; (iii) management of breeding processes; and (iv) storage and use of manure;
3. creation of public seed funds for the cultivation of forage crops.

**Component 3: Farm-level Investments**

1. Provision of sub-financing to the Dairy Borrowing Group (DBG) depending on the situation, to the members of the DBG to finance eligible Sub-projects aimed at: (i) addressing short-term needs to increase the productivity of dairy cattle - such as the need in financing the purchase of seeds, fertilizers and other materials for spring and winter sowing and harvesting, as well as livestock feed; (ii) improving the herd and other productive benefits.
2. providing technical assistance to DBGs, farmers, milk collectors and milk processing enterprises for improving their awareness and access to existing funding programs.

**Component 4: Project management**

Strengthening the capacity of the ABCC and CLMU to manage, monitor and evaluate the Project through the provision of goods, consultant services, training and funding for Additional Operating Costs.

The executing agencies are the Ministry of Agriculture of the Kyrgyz Republic (MoA KR) and the Ministry of Finance of the Kyrgyz Republic (MoF KR).

The implementing agencies are the Agribusiness Competitiveness Center (ABCC) and the Credit Line Management Unit under the Ministry of Finance of the Kyrgyz Republic (CLMU IDPIP).

1. **OBJECTIVES OF THE ASSIGNMENT**
2. **Objective of the assignment**: To conduct a comprehensive study aimed at evaluating the project’s achieved results, analyzing the fulfillment of target indicators, and assessing the socio-economic impact of the project in the Project area: Issyk-Kul, Naryn, Talas oblasts
3. **Conduct an impact assessment of the project on beneficiaries using random sample of questionnaires, interviews with targeted individuals, and focus groups. The main objective of this assignment is to confirm the achieved results in terms of increasing average milk yield per cow during lactation in beneficiary farms; introducing sustainable improved livestock production technologies, including for women; and changing annual income of farm households (adjusted for price and season) from milk sales on beneficiary farms; including the degree of satisfaction with project activities and participatory planning and consultation processes.**
4. The assessment will focus on the following groups of beneficiaries: (1) members of the training groups and leaders of the demonstration farms; (2) farmers who received artificial insemination services for cows; (3) beneficiaries donating milk through milk collection points; (4) heads of dairy processing enterprises who received support through a commodity loan; (5) heads and specialists of Zonal Veterinary diagnostic laboratories; (6) farmers - members of the Dairy Borrower Groups (DBG) of the Revolving Fund.
5. The project impact assessment report should contain recommendations and lessons learned from the project.
6. **SCOPE OF SERVICES**
7. The assignment will comprise of the following stages:
8. Develop and agree on the research methodology, sampling strategy, questionnaire designs and work schedule.
9. Conduct the research in accordance with the approved work schedule.
10. Preparation of a draft of the project impact assessment report and submission to the ABCC and CLMU for comments. Finalization of the report in accordance with the comments of the ABCC and CLMU.
11. All products and instruments obtained as a result of the research will be the property of the ABCC and the CLMU and will not be transferred to third parties.
12. Below is the proposed description of stages.

Stage I) Survey methodology, sampling strategy, questionnaire designs and work schedule.

1. The following will be considered in the survey methodology.
2. The ABCC and CLMU will provide the list and geographic locations of beneficiaries. For the collect and analyze data, will use the Kobo Toolbox digital tool, which will include: (a) geographic mapping; (b) household characteristics mapping, including farm size, income level, level of project participation, milk production per day, milk sales per day, etc.
3. The sampling strategy will be based on a representative random sample of project beneficiaries.
4. The sampling strategy will be addressed on use of two survey instruments: structured questionnaire and semi-structured interview. The survey will cover all target rayons of the three oblasts. Pre-testing of the structured questionnaire will be required, and the results of the pre-test will explicitly inform the final design of the structured questionnaire.
5. The following Project beneficiaries should be covered by the survey using a structured questionnaire:

* small household dairy farms, who participated in the farmer training programs – random representative sample from 10,298 beneficiaries;
* small household dairy farms, who participated in the artificial insemination programs – random representative sample of estimated 12,365 beneficiaries;
* small domestic dairy farms, members of the DBGs, who received sub-loans - a random representative sample of approximately 7,100 beneficiaries.

1. Beneficiaries of the project for conducting semi-structured interviews:

* At least (but not limited to) 32 owners of demonstration farms and 160 farmers from training groups in Issyk-Kul, 24 owners of demonstration farms and 120 farmers from training groups in Naryn and 24 owners of demonstration farms and 120 farmers from training groups in Talas province, who participated in project activities to collect data on milk yield;
* At least from each project area (but not limited to) 3 leaders of the milk collection points, which used cooling tankers, measuring devices and tanks for transporting milk;
* At least from each project area (but not limited to) 20 of the representatives of 2725 members of the milk producers of Zhamaats which used milk cooling tanks in milk collection point;
* Managers or quality managers and laboratory assistants of pilot milk processing enterprises – “Ak-Zhalga” CJSC, “Sut-Bulak” CJSC, “Ak-Bulak +” LLC in the Issyk-Kul region, “At-Bashy Sut LLC in the Naryn region, “Talas Sut” CJSC, “Talas Daamy” LLC and “Emiliy” LLC in the Talas region implementing a digital milk quality platform.
* Managers or technology specialist of milk processing enterprises - Sut-Bulak CJSC, Ak-Bulak Plus LLC, Ala Too Sut AC in the Issyk-Kul region, At-Bashy Sut LLC, Sharsheev IE, Kochmon Azygy LLC in the Naryn region, Talas Sut CJSC, Talas LLC Daamy" and LLC "Emilia" in the Talas region which received support for a commodity loan. It is possible that no more than two enterprises will be added that received support under the commodity loan, which will be announced additionally.
* Heads and specialists of the Karakol, Balykchy, Naryn and Talas Zonal veterinary laboratories.

1. The questionnaire designs will address the following questions, but may not be limited to them.
2. For beneficiaries of group 1 - Members of training groups and leaders of demonstration farms:

* Did the services provide by the project lead to an increase in farm production productivity - training / consultations, field and farm days, training materials, recommended technologies, and grants for farm modernization?
* How much did farm productivity increase after project assistance compared to pre-project?
* Has the indirect impact of the project results on non-project beneficiaries?
* Did the services provided entail any qualitative improvements (in agricultural production processes, in raising incomes, in managing the economy and finances, in increasing milk production, in improving the quality of products or others)?

1. For beneficiaries of group 2 - farmers who received artificial insemination (AI) services for cows:

* To what extent the artificial insemination service within the project was high-quality and profitable?
* Are you satisfied with the quality of the received calves? Have expectations been met?
* Have AI cows had any difficult calving’s?
* Will you continue to use artificial insemination of cows after the completion of the project, even if the cost of services will increase?
* Other impacts of Project services that are not reflected in the above issues.

1. For beneficiaries of group 3 - representatives of processing enterprises and jamaats of milk collection points:

* To what extent did the project interventions (creation of a milk quality platform, provision of tankers and measuring instruments) contribute to improving the quality of milk being delivered to processing plants?
* To what extent has the equipping of milk collectors with measuring instruments led to an increase in the farmers' responsibility for the quality of milk being delivered and for the reduction of milk fraud on the ground?
* How did the equipment is affected for the production process which purchased on commodity loans?
* How useful were the recommendations and consultations of the involved technology experts? How many new dairy products - hard and soft cheeses, fermented milk products and others were introduced into production in accordance with the advisory support by the technology experts?
* Other impacts of Project services that are not reflected in the above issues.

1. For beneficiaries of group 4 - heads and specialists of zonal laboratories of veterinary diagnostics:

* How much did the instruments and equipment purchased under the project meet the real needs of the laboratories?
* Are you satisfied with the quality of the provided instruments and equipment?
* Do purchased instruments and equipment contribute to the rapid detection of diseases and prevent the spread of acute infections of livestock in the region.
* What was the impact of professional development assistance and purchased tools and equipment in helping the laboratory pass accreditation?
* Other impacts of Project services that are not reflected in the above issues.

1. For beneficiaries of group 5 – farmers – members of dairy borrowing groups (DBGs) of Revolving Fund:

* How much did the received loans improve the welfare of farmers?
* How convenient are loan repayment schemes and conditions for you?
* Are you satisfied with the work of the mobilization company?
* Are you satisfied with the quality of the training carried out within the project?
* Are you satisfied with the work of the trainers?
* Are you satisfied with the work of the Guarantee Fund?
* Other impacts of Project services that are not reflected in the above issues.

1. Questionnaires are subject to prior review and approval by the ABCC and CLMU.
2. Stage II. Conduct the survey as per the approved work schedule.
3. The structured questionnaire survey, semi-structured interviews and focus groups – all referred to as field work – are expected to be carried out in all pilot rayons with project activities.
4. Stage III. Prepare project impact evaluation and beneficiary assessment report and submit drafts to the ABCC and CLMU for comments.
5. The project impact evaluation and beneficiary assessment report will be prepared in accordance with the agreed plan, including the following sections:

* Introduction and description of the project, objectives of tasks, etc.
* Methodology of the study.
* Characterization of beneficiaries, common dairy farming technologies, income, resources, etc.
* Implementation and impact assessment of the project by component:
  + Training and adoption of effective technologies, Demonstration farms, etc.;

- Milk collection points, digitalization, milk quality;

- Artificial insemination, breeding records of livestock;

- Enterprises and commodity lending;

- Zonal veterinary laboratories;

* Results of satisfaction measurement of the project.
* Conclusions and recommendations

1. The selected company will directly collect data and assess the achievement of all project target indicators:
   1. Average lactation period milk yield per cow in the beneficiary farms to 10%;
2. Change in annual farm household income (adjusted for price and season) from milk sales in the beneficiary farms to 10%;
3. 10 000 of beneficiary farms adopting resilient technology and improved animal hubandry practices (8,000 ABCC and 2,000 CLMU side)
4. 5 000 beneficiary farms adopting resilient technology and improved animal hubandry practices – Female (4,000 ABCC and 1,000 CLMU side);
5. 10 000 number of smallholder dairy farmers continously supplying milk to dairy processors or collectors under the project’s quality platform;
6. The milk quality platform is established (e.g. fully operational in project regions) (Yes/No);
7. 4 regional veterinary laboratories upgraded and accredited with national accreditation body;
8. 10 000 of cows artificially inseminated by high-quality certified semen;
9. 10 dairy processors supported for improvement of production processes or infrastructure;
10. 10 000 of farmers participating in productivity enhancing and climate-smart training activities through farmer field schools;
11. 5 000 of women dairy farmers participating in climate-smart agriculture training activities through farmer field schools;
12. 400 of demonstration farms organized;
13. 900 hectars planted with improved and climate resilient fodder crop varieties in beneficiary farms;
14. 7 100 of beneficiaries who received sub-financing from the Revolving Fund;
15. 3 227 of beneficiaries who received sub-financing from the Revolving Fund who are women;
16. 95% Repayment of sub-financing;
17. 80 % of male beneficiaries satisfied with project activities;
18. 80 % of female beneficiaries satisfied with project activities;
19. 75% of beneficiary households satisfied with participatory planning and consultation processes;
20. 21 000 Direct Project beneficiaries;
21. Direct Project beneficiaries – 45% Women;
22. Direct Project beneficiaries – 10% Youth.

1. **DURATION OF THE CONTRACT**
2. Estimated time to complete the contract: **5 months from the date of signing the contract.**
3. **REPORTING AND INSTITUTIONAL ARRANGEMENTS**
4. The selected firm will report to the director of the Agribusiness Competitiveness Center (ABCC). All actions to complete this assignment will be agreed with the coordinators of components 1 and 2 of the Agribusiness Competitiveness Center (ABCC), and for component 3, with the specialist of the Credit Line Management Unit (CLMU). The firm work closely with regional office of the Project in three oblasts.
5. The Coordinator of this assignment will be the project monitoring and evaluation Specialist.
6. Initial, interim and final reports are approved by the director of the ABCC and CLMU. ABCC and CLMU jointly may request for the World Bank’s review and comments on the reports prior to approval.
7. The selected firm shall prepare an Initial Report prior to the commencement of the assignment together with an Action Plan outlining the stages and timeframes for the assignment. The Initial Report shall be prepared within 10 working days of signing the contract and submitted to the ABCC and the CLMU for approval.
8. At the end of the Stage I of the assignment, the firm will prepare an Initial Report, which should be reviewed and approved by the ABCC and the CLMU.
9. At the end of the Stage II of the assignment, the firm will prepare an Interim Report, which should be reviewed and approved by the ABCC and the CLMU.
10. At the end of the assignment, the firm will present the results of the survey and prepare a Final Report, which should be reviewed and approved by the ABCC and the CLMU.
11. All reports should be in 1 paper and soft copy in Russian and English languages.
12. **EXPECTED OUTCOMES**

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| Approval - Initial report (Completion of Stage I) |
| Approval - Interim Report (Completion of Stage II) |
| Approval - Final report (Completion of Stage III) |

1. **PAYMENT SCHEDULE**

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| **#** | **Result** | **Date of document submission** | **Payment amount** |
| 1 | Initial report  (Completion of Stage I) | No later than 30 days after signing the contract | 20% |
| 2 | Interim Report  (Completion of Stage II) | No later than 90 days after signing the contract | 30% |
| 3 | Final report | No later than 120 days after signing the contract | 50% |

***Note:*** *- the payment schedule for services rendered will be additionally agreed upon during contract negotiations;*

1. **QUALIFICATION REQUIREMENTS AND SELECTION CRITERIA**
2. The selection will be based on a Consultant Qualification Selection (CQS) which includes the following steps: following the issuance of a Request for Expression of Interest (RFI) with the TOR, the Client will receive expressions of interest from firms including information on the firm’s experience and qualifications and will compile a shortlist of at least three qualified firms with the required experience and competence. The firms shall be assessed and compared and the first qualified and experienced firm shall be selected. Only the shortlisted firm shall be asked to submit a consolidated technical and financial proposal and, if such proposal is responsive and acceptable, the shortlisted firm shall be invited to negotiate the contract. Both technical and financial aspects of the proposal may be agreed upon. If negotiations with the shortlisted firm are unsuccessful, the Client, after obtaining the Bank’s consent, shall invite the next shortlisted firm to conclude the contract. A record of the negotiations shall be prepared and signed by both parties. The contract award shall be made public.
3. **To be selected, a company must meet the following requirements:**
   1. The company's overall experience - at least 3 years - in one or more areas of the assignment: economics, agriculture, food industry, finance, banking;
   2. Availability of qualified personnel to carry out the assignment; Experience in conducting impact assessments and beneficiary surveys, as well as preparing analytical reports for international donor organizations;
   3. At least 3 assignments in the last 3 years with a focus on similar assignments ("impact assessment");
4. **Technical and financial proposals must meet the following evaluation criteria:**
5. The number of points assigned to each of the points listed below is determined taking into account two sub-criteria and the corresponding percentage:
   1. The company's overall experience is at least 3 years in one or more areas of the assignment: economics, agriculture, food industry, finance, banking; 20%
   2. Experience in impact assessment and beneficiary surveys, as well as preparing analytical reports for international donor organizations; 45%
   3. Availability of competent and qualified personnel to carry out the assignment; 35%

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| **#** | **Personnel** | **General qualifications 20%** | **Specific experience 80%** | **Points** |
| 1. | *Team leader* | Higher education in economics or other equivalent degree | At least 5 years of experience in conducting impact assessments, analytical studies in agriculture, processing industry, banking sector, business and other areas in accordance with the TOR. Experience as a team leader/coordinator in similar assignments. | 25 |
| 2. | *Livestock specialist* | Higher education in in the field of livestock breeding or veterinary science | At least 5 years of professional experience in the relevant field. Understanding of dairy farming systems in the Kyrgyz Republic. Proven experience in analytical work, project evaluation for at least 3 years. | 15 |
| 3. | *Sociologist* | Higher education in sociology, economics, etc. | Experience in analytical work, impact evaluation, household surveys (including design and analysis) and focus groups, at least 5 years | 25 |
| 4. | *Rural Finance Expert* | Higher education in economics, finance or other equivalent | Опыт аналитической работы, экспертизы проектов, аналитических исследований по сельским финансам не менее 3 лет | 15 |
| 5. | Data scientist or statistician | Higher education in economics, statistics, econometrics or other equivalent | At least 2 years of experience in data processing, statistics, econometrics or similar fields. Knowledge of statistical software and processing programs. | 20 |

1. **CLIENT CONTRIBUTION**
2. The selected firm will be provided with all information about the Project, including copies of the following documents: Project Appraisal Document (PAD), Manuals, and Regular Reports of the ABCC / CLMU and other documents as necessary.
3. The ABCC/CLMU will provide with clarifications on the project, beneficiary contacts and other data as necessary.