

## **REQUEST FOR EXPRESSION OF INTEREST (EOI) TO UNDERTAKE A STUDY ON AFRICAN TERRITORIAL MARKETS**

### **Introduction:**

The Alliance for Food Sovereignty in Africa (AFSA) is a network of networks – a broad alliance comprising of diverse civil society actors representing smallholder farmers, pastoralists, indigenous peoples, faith-based institutions, and environmentalists. Its members are active in 50 African countries. AFSA's 3<sup>rd</sup> biennial food systems conference took place virtually from 27 to 29 October with a theme of "Shaping the Future of Africa Food Markets in Africa: What kind of markets do we need for the transition to agroecology?" As its third Food Systems Conference, AFSA focused on the future of African markets as central components for the transition to agroecology. The conference set out to explore three main themes.

AFSA and other agroecological movement practitioners in Africa with support from SWEDBIO is implementing a project aimed at supporting a transition to agroecology with strong recognition and public support for innovative agroecological practices and territorial markets for sustainable food systems and improved livelihoods.

### **Request for Proposals:**

AFSA requests sealed proposals / bids for conducting a study on African Territorial Markets. In response to this request, the bidder must submit by email:

1. A letter (1page) from a representative of the firm / individual expressing interest.
2. Short reflection (1-2 pages) on understanding of the TORs, proposed methodology, timeline, and budget.
3. General profile and background of the firm / individual and CVs / capacity statement.

### **Tendering procedure**

Eligible consultants are invited to submit technical and financial proposals to undertake this work. Technical and financial tender documents should be sent by email to [afsa@afsafrica.org](mailto:afsa@afsafrica.org) by 5:00 pm East Africa Time on 24<sup>th</sup> /09 /2021.) The email should indicate '**African Territorial Markets Tender**' in the subject line.

Applicants will be advised of the results of the tender process within 14 days of the application deadline.

Ps: For detailed TORs, please refer to statement below.

## TERMS OF REFERENCE (TORS)

### TO UNDERTAKE A STUDY ON AFRICAN TERRITORIAL MARKETS

#### **1.0 Background**

The COVID-19 pandemic has exacerbated existing socio-economic, environmental, and political crises across the globe. As a measure to curb the spread of the pandemic, governments instituted lockdowns that disrupted the normal food and farm input supply chains with negative consequences for families, farmers, local African food traders and markets, school feeding programmes, informal trade, and food prices. Simultaneously, the health crisis has amplified the importance and resilience of shorter supply chains and traditional African markets to withstand global crises.

COVID-19 restriction measures undertaken by African governments and states has demonstrated that the smallholder farmers who produce agroecological food can sustain the food and nutrition requirements of the population. Secondly, there is a shift in demand for healthier and nutritious food as a result of the COVID-19 situation. The pandemic has left an unprecedented set of challenges and uncertainty but also an opportunity to shift towards alternative pathways.

Yet the pandemic is only one in a series of interrelated health, food, social, and climate crises facing the global community. At this historical juncture when COVID-19 has left us with an unprecedented set of challenges and uncertainty but also an opportunity to shift toward alternative pathways, there has never been a more critical time to strengthen traditional African agroecological entrepreneurs with sellers in local markets as key actors in the transition to agroecology. Markets bring together food producers and consumers in a space where people trade food or other goods, but also where ideas and culture mix. In the longer term, this shapes relationships between the supplier and buyer for the free flow of feedback and ideas. Working together with its suppliers, a company can tailor its supply chain to meet its individual needs. Processes can be consolidated; costs can be reduced and the end product for the consumer can be improved. The challenge is that markets do not always meet the needs of producers or consumers.

The value of agroecological markets can be determined in various ways, particularly by evaluating the channels through which produce can move from producers to consumers. However, questions still arise on the diversity of agroecological markets that are being built from the bottom up; the gender roles therein, taking into consideration knowledge on foods, decision making and accessibility to various market opportunities; enabling environment (policies and institutions), agroecological enterprises and convening; expansion of markets, and the various ways in which agroecology is becoming commercialized and envisaged; and, how to support entrepreneurs and markets more efficiently and at the same time still benefit the various actors within the system.

There's a need for research into numerous understudied and critical issues that would support and strengthen African markets.

The main areas identified during the recently concluded AFSA conference on shaping the future of African markets include; understanding why African markets are not recognized, how to support value addition and food traceability, and improving the mechanisms used to certify the quality of products available in these markets. The role of cooperatives and peasant farmers, food waste issues, and the African Continental Free Trade Area's impact on markets.

Premised on the above, AFSA is scheduled to commission a research on African territorial markets to provide information to support the design and programming on advocacy, mobilization, and education in shaping the narrative and direction of the work.

## **2.01.0 Objectives**

### **2.1 General Objective**

To establish the current status and future contribution of territorial markets for equitable and sustainable development

### **2.2 Specific Objectives;**

1. To understand territorial markets in Africa (who, Where, what, characteristic/feature, players, & role, trends)
2. To investigate the existing challenges and opportunities that shape territorial markets in Africa
3. To generate actions that advance recognition and investment in territorial markets

## **3.0 Proposed Research Question**

- Who are the key actors and their roles in advancing territorial markets
- What are territorial markets? What is their role? Where are they?
- What is the net value of territorial markets?
- Examine power in the markets. Who are the main players in the African markets (age and gender segregated)?
- What are the average distance products take from the farms to the markets?
- What is the level of recognition of these markets?
- What barriers and opportunities exist for the advancement of territorial markets?
- We hear that Africa is a net importer of food? What are the trends of that net importer status and who is driving these trends and what damage is that doing? Import substitution? What are key policies that impact on this?
- How has COVID-19 pandemic affected these markets?
- How will investment help to develop these markets?

## **4.0 Geographic Scope**

The research will be undertaken in five African countries (Uganda-East Africa, Senegal -West Africa, Zimbabwe -Southern Africa, Tunisia-North Africa and Democratic Republic of Congo in Congo Basin). Uganda is selected because it is the highest organic producer with many local markets and less influence from corporates in East Africa, Senegal was selected because of AFSA's presence, strong women groups advancing agroecology, they have a policy review process to mainstream agroecology in the national law; Zimbabwe was selected because of their long tradition of fighting to maintain their traditional food systems with very limited influence from the corporates; Tunisia was selected to represent North Africa because they maintained a very strong traditional food system. They are starting a very strong movement on agroecology and The Arabic cultural hinge on food markets is worth investigating and learning from; while the Democratic Republic of Congo was selected because of the uniqueness of the entire Congo basin. They have very unique contextual and structural challenges with very little or no attention from the other food actors around the globe. To the extent the majority of people in conflict areas depend on their local food when running away from sporadic wars, it will be interesting to explore the role of territorial markets among internally displaced populations and victims of natural phenomena like volcanic eruptions.

## 5.0 Methodology

The consultant will propose an appropriate methodological approach to undertake this assignment, including sampling procedure and size, list of territorial markets, individuals and stakeholders to be interviewed. A detailed methodological note should be provided before undertaking the study.

## 6.0 Tasks of the consultant

- Present a 2-page inception report
- Identify and review a few key studies and reports related to African Territorial Markets
- Provide a list and trends of territorial markets and stakeholders to be interviewed
- Generate questionnaires and data collection tools to be discussed with AFSA
- Conduct field work as described above both individual interviews and focus groups
- Conduct several interviews focusing on effective policy with relevant actors such as public policy experts and institutions (e.g. government officials, CSOs or NGOs, researchers, etc.)
- Share the raw interview data
- Collaborate with peer researchers on the processes and learning during the study period (minimum of 2 calls)
- Present key findings in a short report to be reviewed by AFSA.
- Present a final report (after incorporating comments from AFSA and her members).
- Participate in a meeting with AFSA members and Citizen Working group regarding their study findings.

## 7.0 Key Deliverables

- Interview notes

- Contact list and names of respondents
- List of studied markets
- Inception report
- Final report of not more than 20 pages
- Make a 15 – 20 minutes PowerPoint presentation summarizing the study
- Provide a list of reference materials with sources

## **8.0 Qualification and experience**

Competent firm/ individuals with a demonstrated experience in undertaking similar work at country or regional level, investigative research, writing and publication is encouraged to apply.

## **9.0 Time frame and reference documents**

The assignment is for a period of 30 work days and in any case, the consultant shall not exceed **5<sup>th</sup> of November 2021** to complete the assignment.

## **10.0 Reference documents available**

- The concept note
- Th AFSA October 2020 biennial conference Report
- AFSA Strategic Plan [here](#)

## **11.0 The consultant shall:**

Submit an Expression of interest (EOI) with:

1. A letter (1-2 pages) expressing interest and understanding of TORs;
2. A short reflection (1-2 pages) on proposed methodology, timeline and budget, and
3. A general profile of the firm / individual and CV;

by **24<sup>th</sup> September 2021** detailing satisfactory understanding of the TORs, methodology of execution, time frame of completion and budget for undertaking the work. Submit by email to [afsa@afsafrica.org](mailto:afsa@afsafrica.org) by 5:00 pm (East Africa Time) on (24<sup>th</sup> /09 /2021.) The email should indicate '**African Territorial Markets Tender**' in the subject line.

Please direct any questions to: Charles Mulozi Olweny, Coordinator, Alliance for Food Sovereignty in Africa ([charles.olweny@afsafrica.org](mailto:charles.olweny@afsafrica.org)) and Bridget Mugambe ([bridget.mugambe@afsafrica.org](mailto:bridget.mugambe@afsafrica.org)).