

TERMS OF REFERENCE (ToR)

CONSULTANCY TO CONDUCT A STUDY ON THE POLICY AND INSTITUTIONAL CHALLENGES FACING CASHEW NUT PROCESSORS, ESPECIALLY WOMEN IN LINDI AND MTWARA.

1. Introduction

1.1 Background

The Agricultural Non-State Actors Forum (ANSAF) is a member-led network dedicated to improving Tanzania's agriculture sector, with a particular focus on empowering smallholder farmers and promoting sustainable agricultural practices. ANSAF is currently implementing a project titled "**Women's Empowerment Through Collective Cashew Processing and Marketing for Improved Livelihoods in Southern Tanzania**" (**CASH WIN**). The project, funded by The Gates Foundation through the Beyond Collective Farming Project and coordinated by Stichting BoP Innovation Center (Bopinc), spans from 2024 to 2026. It aims to contribute to the transformation of the cashew processing sector in Tanzania by enhancing the local processing capabilities of women cashew processors.

The project has three strategic objectives; i) Strengthening cashew processing and marketing by enhancing the technical skills and business acumen of women processors, promoting the adoption of modern processing technologies, and creating efficient market linkages; ii) Promoting financial inclusion and digitized services by improving access to finance for women-led enterprises through financial literacy programs, digital platforms, and partnerships with financial institutions; and iii) Enhancing stakeholder collaboration and advocacy by fostering a supportive ecosystem for cashew processing through engagement with policymakers, private sector partners, and other key stakeholders, advocating for policies that support the sector's growth and sustainability.

The project will be rolled out in key cashew-producing regions, namely Lindi and Mtwara, focusing on empowering existing women-led processing groups and establishing new ones. Key activities include forming Farmer Processors Associations, providing Business Development Services (BDS) for capacity development, creating market linkages, advocating for an enabling business environment, and implementing quality assurance and sustainability practices.

Cashew holds a significant position in Tanzania's agricultural landscape, engaging over 600,000 smallholder farmers in both cultivation and processing activities. The country annually produces more than 300,000 metric tons of raw cashew nuts (RCN), with the Southeast regions of Mtwara, Lindi, and Ruvuma contributing approximately 80% of this production. Despite earning \$ 1 billion from cashew exports, a substantial 90% of the produced cashews are exported in raw form, underscoring the untapped potential for local processing. The Cashew Board of Tanzania (CBT) envisions increasing cashew production to 1 million MT and processing 60% of all RCN by 2030.

Expected to directly benefit 1,000 women processors and indirectly impact an additional of 5,000 stakeholders, the project aims to increase local cashew processing rates, enhance product quality, and improve incomes for women and their communities, driving significant economic and social improvements in the targeted regions. ANSAF will implement the project in collaboration with its members in the targeted areas, including UWAKORU, Kitama Farmers Processors Association, and Tandahimba Farmers



Association (TAFAs), as well as other public institutions such as the Cashew Board of Tanzania (CBT) and SIDO.

1.2 Scope and Objective of the Assignment

ANSAF seeks to hire a consultant to conduct a comprehensive study on the cashew processing sector in Southern Tanzania. The objective is to identify the systemic challenges and opportunities within the cashew value chain, focusing on women-led processing enterprises, and to develop strategies to enhance processing capabilities, market access, financial inclusion, stakeholders' collaboration and advocacy.

1.3 Specific Objectives:

- a) Conduct a thorough literature review encompassing existing studies, reports, policies, and guidelines related to cashew processing.
- b) Perform a SWOT analysis of the cashew value chain actors, with a particular focus on women-led enterprises.
- c) Identify key challenges facing smallholder farmers and processors, with more focus on processing, processing associations, marketing, financing and business enabling environment
- d) Propose inclusive advocacy strategies to address identified challenges
- e) Write a detailed report and policy brief with actionable recommendations for stakeholders.

2. Methodology

The consultant will employ a combination of qualitative and quantitative research methods, including:

- Literature and desk review of relevant documents and reports.
- Key informant interviews with stakeholders across the cashew value chain.
- Field visits to cashew processing sites in the Lindi and Mtwara regions.
- Focus group discussions with women processors and farmer associations.
- Data analysis and synthesis to develop comprehensive findings and recommendations.

2.1 Specific Tasks

- a) Literature/Desk Review:
 - Review existing studies, reports, and policies related to cashew processing.
 - Identify and summarize key findings relevant to the study objectives.
- b) Field Research:
 - Conduct field visits to cashew processing facilities.
 - Interview key stakeholders including farmers, processors, traders, and policymakers.
 - Organize focus group discussions with women-led processing groups.
- c) Data Analysis:
 - Perform a SWOT analysis of the cashew value chain.
 - Analyze data to identify key challenges and opportunities.
- d) Reporting:
 - Develop a comprehensive study report.
 - Prepare a summary report (maximum 15 pages).
 - Create 3 policy briefs (processing, financing and marketing) (maximum 3 pages each).
 - Develop a PowerPoint presentation summarizing key findings and recommendations.



2.2 Expected Deliverables

- a) A final comprehensive study report.
- b) A summary report (maximum 15 pages).
- c) 3 policy briefs (maximum 3 pages).
- d) A PowerPoint presentation (maximum 15 slides).

2.3 Duration

The assignment is expected to commence as soon as possible and be completed within 21 working days.

3. Qualifications of the Consultant

ANSAF is seeking a consultant with:

- a) At least 10 years of research experience in agricultural value chain analysis, particularly in the cashew nut or similar sectors.
- b) Proven expertise in gender and social inclusion within agricultural value chains.
- c) Experience in conducting policy analysis and developing advocacy strategies.
- d) Strong analytical, writing, and presentation skills.

4. Proposal Submission and Deadline

Interested and qualified consultants (individuals or firms) are invited to submit their applications by 21st June 2024.

Applications should include:

- a) A Technical Proposal
 - Expression of interest and suitability for the assignment.
 - Methodology and work plan.
 - CVs of technical personnel proposed for the assignment.
 - Work references (contact details of previous clients).
- b) A Financial Proposal:
 - Professional fee and a breakdown of expenses related to the assignment.

5. Selection Criteria

The selection will be based on the quality of the technical proposal, relevant experience, and the competitiveness of the financial offer.

6. Submission Details:

Applications should be submitted to info@ansaf.or.tz and copy to communications@ansaf.or.tz

