**Food and Agriculture Organization (FAO) Technical Cooperation Programme (TCP) Project: TCP-STL-3501 Support to the Development of the Fruits, Vegetables, and Roots and Tubers Value-chains in St. Lucia by Linking Family / Small Farming to Markets**

**CALL FOR EXPRESSION OF INTEREST – Agribusiness Consultant (national)**

**Background**

St. Lucia is severely affected by a high Food Import Bill and by an increasing section of its population becoming more prone to unemployment, poverty, poor nutrition and eating habits and nutrition-related health problems. School-aged children are particularly affected and this has far-reaching impacts on their attendance and ability to learn and perform in school. The agricultural sector is recognised and targeted as one of the engines to stimulate local production to address the High Food Import Bill (FIB). However, productivity and management along the food crop value chains is low because of poor technical skills, especially among the family farmers, and inadequate linkages of producers with markets. Although some inroads have been made through previous projects in training extension officers and farmers, there is need for further expansion of the training programmes to improve production skills, increase the production base and understanding of market requirements.

The Government of St. Lucia has requested FAO’s assistance to build capacity for increased productivity of domestically produced fruits, vegetables and roots and tubers and to strengthen linkages between family farmers and existing markets in the country, in particular the school feeding programme. This would ensure that school-going children are provided with nutritious locally-produced foods and thereby reduce the incidence of malnutrition and its attendant consequences. The project TCP-STL-3501 *Support to the Development of the Fruits, Vegetables, and Roots and Tubers Value-chains in St. Lucia by Linking Family / Small Farming to Markets* has been formulated in response to this request. The project will also support the marketing and consumption of the local produce by conducting a market analysis, providing training modules for the farmer field schools, establishing linkages with hotels and restaurants and developing the Government public purchasing policies. Accordingly, the project will strengthen the capacity of the Ministry to develop the linkages to allow farmers to sell their produce and improve their livelihoods. To address the issue of poor nutrition and eating habits, the project will promote the Food Based Dietary Guidelines (FDBG) that has been endorsed by the Government of St Lucia.

The project was approved in late 2014 and implementation is to begin shortly.

An **Agribusiness Consultant (national)** is to be recruited under the project to conduct activities that contribute towards business model and agribusiness related components of the project.

The Expression of Interest (EoI) should include a covering letter, detailed *Curriculum Vitae* with names and contact information for at least two References and any other information that will assist with the evaluation process.

The EoI documentation should be sent via email to [ruth.elcock@fao.org](mailto:ruth.elcock@fao.org), copied to [vernet.james@gov.lc](mailto:vernet.james@gov.lc) or before the deadline of 28 April 2015**,** with the subject line ‘*Expression of Interest –Agribusiness Consultant (National) (TCP/STL/3501)*’

The full Terms of Reference are as follows:

**Terms of Reference for National Agribusiness Consultant**

Under the overall supervision of the FAO Sub-Regional Coordinator for the Caribbean, as the budget holder, the technical supervision of the Lead Technical Officer and in close collaboration with the National Project Coordinator and other project consultants, the National Agribusiness Consultant will undertake the following duties.

The **National Agribusiness Consultant** will:

* Review and prepare summaries of the main existing business models between producers and buyers in Saint Lucia;
* Support the development of new business models for linking family farms and farmers groups to government food procurement schemes (schools and institutions), the hospitality industry and supermarkets;
* Lead the design and development of public (schools and government institutions) and private purchasing contracts for the marketing of family farmers/farmer's groups produce;
* Facilitate negotiations between growers and buyers about the contract details and modalities;
* Facilitate negotiations of agreements of production and marketing schedules and supervise their implementation.
* Facilitate the initial produce deliveries and function as a mediator in times of disagreements or arguments;
* Review existing reports on the proposed the Government public purchasing Policy for the purchase of locally produced foods from family farmers/farmer's groups/school gardens as well as based on past and current experiences, suggest appropriate business models in support of the policy;
* Contribute to the finalization of the policy based on inputs received from key stakeholders / project Steering Committee Members;
* Provide inputs to the work of the Marketing and Post Harvest handling Consultants to propose to Government required investments in market infrastructure improvement to facilitate the transport, consolidation, grading, packaging and distribution of produce from family farms and farmers' groups;
* Research and document information on input suppliers and costs of production inputs in St Lucia;
* Prepare training sessions and related record forms for training in basic farm management tools and record keeping calculations of marketing costs and margins, gross margin and profit calculations for identified crops.
* Prepare two modules on costs of production and on gross margin calculations for possible inclusion in the Farmer Field Schools (FFS) curricula;
* Prepare a draft report and submit within 10 days of completion of the assignment to the TO for review (TO to provide feedback within 10 working days); and
* Finalise the report taking into consideration the feedback from the TO and submit the final version of the report within 5 working days for clearance by the TO.

**Duration**: 80 person days over the duration of the project

**Qualifications**:

* University degree in Agri-business, Management or other related disciplines;
* Knowledge and experience in the management of agricultural enterprises in the Caribbean in the use of participatory approaches in education management related to Agriculture and a strong background in Non-formal and Adult education methods.
* Experience at the national and or regional levels in the implementation of time-bound and agri-business developmental projects would be an asset.
* Ability to communicate and write effectively in English.

**Duty station**: St. Lucia (nationals / residents of St. Lucia)

**Anticipated outputs**

* Summaries of existing five main business models between producers and buyers (4 pages each following an outline provided by FAO);
* Design of upgraded business models for the three most promising scenarios;
* Training course material (programme, reading material, exercises, PowerPoints) in basic farm management with associated record forms for small farmers and extension officers;
* Two modules for inclusion in Farmer Field Schools on the calculation of costs of production and gross margins/profits for enterprise management and decision making;
* Policy document on Government public purchasing of locally produced foods from family farmers/farmer's groups/school gardens
* End of assignment report