# KYRGYZ REPUBLIC

# AGRICULTURAL PROJECT IMPLEMENTATION UNIT

**TERMS OF REFERENCE**

**Value Chain Development Specialist**

**for the Climate Resilient Agricultural Value Chains Development Project (CRAVCD)**

1. **Project background information**

The Ministry of Water Resources, Agriculture and Processing Industry of the Kyrgyz Republic established the Agricultural Project Implementation Unit (APIU) to coordinate, manage and implement agricultural projects and any other future projects that receive financial support from the Asian Development Bank (ADB) and other donors.

Approved by the Asian Development Bank (ADB) Board of Directors on December 6, 2023, the Climate Resilient Agricultural Value Chains Development Project (Project) aims to improve household and national food security through resilient, climate-adapted value chains.

The Law of the Kyrgyz Republic “On Ratification of Agreements on Financing the CRAVCD between the Kyrgyz Republic and ADB, signed on December 13, 2023 in Bishkek dated June 27, 2024 No. 109 was issued.

State policy in agriculture is aimed at ensuring food security and stimulating the development of medium and large processing complexes, logistics centers for exporting products to foreign markets and comprehensive support for companies with the highest export potential, by providing access to long-term and cheap credit resources, and trade information. The strategic goal of reforms in the agricultural sector is to ensure food security, develop sustainable agriculture and create conditions for the development of clusters in the production and processing of agricultural products. These country development priorities are included in the National Development Program of the Kyrgyz Republic until 2026, approved by Decree of the President of the Kyrgyz Republic dated October 12, 2021 No. 435.

The CRAVCD VC, financed by the Asian Development Bank, focuses on poverty reduction by increasing rural productivity and creating income-generating activities.

The main result of the proposed project will be an increase in the supply of fresh and processed fruits and vegetables to domestic and international markets.

The CRAVCD VC will have two outcomes: (i) increased lending from participating financial institutions (banks) to support the development of horticultural value chains and (ii) strengthened horticultural value chains.

Executive agency is the Ministry of Water Resources, Agriculture and Processing Industry of the Kyrgyz Republic (MWRAPI KR).

Implementing agency is the Agricultural Projects Implementation Unit of the MWRAPI KR.

Open Joint Stock Company "Aiyl Bank" as a participating financial institution (bank) will finance agribusinesses at the national level.

The goal of the project is to increase the supply of fresh and processed fruits and vegetables to domestic and international markets, increase the export potential of the Kyrgyz Republic, as well as create income-generating jobs in the horticulture sector.

The project consists of two main components:

**Component 1:** Financing by Participating Financial Institutions (PFIs) of Eligible Sub-Projects by providing sub-loans to Eligible Sub-borrowers in accordance with this Loan and Grant Agreement and the Project Agreements,

**Component 2:**(i) Strengthening horticulture value chains through contract farming agreements between farmers and processors and/or exporters, promoting climate-smart agronomic and processing practices to reduce losses, training women owners and/or managers in management business and entrepreneurship, as well as the implementation of measures to promote cross-border trade in Kyrgyz agricultural products; and (ii) support for project implementation by the PIU, including through improved project management, monitoring and reporting, and strengthening the capacity of PFIs to develop and implement horticulture finance policies, procedures and loan products, provide staff training in horticulture subsector lending, conduct activities to reach clients to increase their awareness of PFIs' products and services, and strengthen the capacity of PFIs to develop an appropriate Environmental and Social Management System ESMS.

**2. Goals and objectives**

The project aims to develop activities that increase productivity and supply of fresh and processed horticultural products to domestic and international markets.

The project objective is to improve food security through sustainable horticulture value chains adapted to climate change.

1. **Scope of work and responsibilities**
2. In collaboration with the CRAVCD Coordinator and the International Horticulture Value Chain Development Consultant, identify target value chains that should be the focus of INTERNAL. This information is accessible to ADB Management and Staff. It may be shared outside ADB with appropriate permission. project interventions, both in terms of product and geography;
3. In collaboration with the CRAVCD Coordinator and the International Horticulture Value Chain Development Consultant, develop value chain models, identify key stakeholders, with a detailed description of the relevant added value in the marketing chain for use by the PFI to identify their borrowers;
4. In collaboration with the CRAVCD Coordinator and the International Horticulture Value Chain Development Consultant, conduct a review of available value chain studies con ducted in the Kyrgyz Republic, prepare commodity market studies and analyses of potential value chains in horticulture to assist in identifying the most promising areas for potential sub-projects;
5. Organize and conduct basic research, identify new business development opportunities;
6. Develop business plan templates for loan applications for fruit and vegetable businesses in the value chain for selected loan types;
7. Prepare training materials and conduct training on preparing loan applications for interested value chain enterprises;
8. Analyze the performance of established value chains and provide recommendations for improvement and enhancement of the performance of value chain operators.
9. In cooperation with the PFIs, conduct annual reviews of subplans to determine if changes are needed in the means of identifying potential bank clients and in the nature of interventions provided under the project;
10. Assistance in developing a Project Performance Monitoring System (PPMS) that reports on the progress of Result 2 and the preparation of APIU reports;
11. In cooperation with the CRAVCD Coordinator, conduct annual reviews of PFI loans financed by the project to determine the effectiveness of implementation and the benefits received by borrowers;
12. Perform other tasks as directed by the Director of APIU and the CRAVCD Coordinator.
13. **Reporting and approval procedure**

Value Chain DevelopmentSpecialist will report to the Project Coordinator and the APIU Director, who will evaluate the performance of the Specialist's duties.

1. **Qualification requirements**

Value Chain DevelopmentSpecialist must have:

* A university degree in agricultural economics or related fields from a recognized institution (e.g. Kyrgyz National Agrarian University).
* A 10 years of experience in value chain development, either in private enterprises, government programs, or multilaterally funded development programs.
* The Specialist fluent in Russian and Kyrgyz.
* The Specialist should be able to demonstrate strong analytical skills in interpreting value chain studies conducted in the Kyrgyz Republic over the past 10 years.
* He or she should also have public relations skills.

1. **Work period**

The work period of the position will initially be 12 months, with the possibility of extension by mutual agreement of the two parties, with a probationary period of two months.