

Baseline Research Terms of Reference

Organization	Cordaid - Rwanda
Assignment	Conduct different studies (Assessment, Evaluations)
Duration of the task	Based on the duration of the study
Supervisor	Project Manager and MEL

1. Brief background of CORDAID

Cordaid is an internationally operating value-based emergency relief and development organization, working in and on fragility. We stand with those who are hit hardest by poverty and conflict. We support them in their struggle to move beyond survival and to fully participate in equitable and resilient societies.

In Rwanda, Cordaid partners with different microfinance institutions (RIM, DUTERIMBERE, CLECACAM EJOHEZA, GOSHEN, UMUTANGUHA, COOPEC INKUNGA, AMASEZERANO, Coopedu), Commercial Banks and SACCOs to improve smallholder farmers' access to finance through providing technical assistance to microfinance institutions to develop tailored financial products for example input loan, equipment loans etc. Cordaid support the financial institutions in capacity building, access and use of digital solutions for agri-loan assessment, refinancing and risk management.

1.1 Core objectives of Cordaid Interventions in Rwanda

A. To develop and implement innovative, sector specific financial products with MFIs for smallholder farmers

Cordaid focuses on improved financial and non-financial services for smallholder farmers. MFIs are supported to develop/improve agri-finance services for individuals and groups of smallholders not yet operating in value chains. The approach is to build the capacity of local MFIs who have been CORDAID's partners receiving technical assistance and investments for several years. MFIs will be guided through a focused product development trajectory, followed by coaching on practical and tailored product design. Clients will also get access to agricultural

extension services, with a focus on making services appropriate and affordable, and supporting the development of business models and fee-based systems instead of providing free training.

A.1. Financial products introduced by Cordaid

Product	Description
Group agri-finance loans	Group solidarity loans are given without any collateral, purely based on group guarantees.
Individual agri-finance loans	Individual loans to farmers for farm needs (investments, production, commercialization).
Warehouse receipt lending	Individual loans to farmers based on agricultural products stored in a warehouse constitute the guarantee of repayment.
Value Chain Finance	Application of different financing tools (loans, factoring, etc.), based on linkages in the value chain as security for the loans. POs can directly receive loans from MFIs, which are mostly used for buying crops from farmers and selling them. Loans to POs for lending to members mostly take the form of POs providing input loans to their clients/members.

B. To strengthen value chains and link smallholder farmers into these chains as well as linking them to financial services at MFIs.

Cordaid Facilitates Markets for the Poor approach to Value Chain Development. For each selected value chain, an in-depth Value Chain Analysis (VCA) is conducted, including detailed chain mapping of actors, supporters and governance, viability analysis and relevance of financial services at each level in the chain before the VCD process starts. This involves all relevant stakeholders and includes the integration of Value Chain Partnerships (VCPs). All chain actors are included in this process. The key is to set a clear vision, objectives, and plan for the chain. Alongside this VCD process, interventions are designed for strengthening Producer Organizations (POs) and for developing financial products so MFIs can deliver financial services in the chain. Capacities at the PO level are developed to support farmers while at the same time developing good business models for BDS providers to continue to deliver services (on a fee base) to farmers and POs.

C. To broaden the evidence base in rural agricultural finance, value chain development and disseminate lessons learned

The approaches, business models and learnings need to be identified, shared and replicated within and outside of the target countries.

D. Supporting/Improving the lives of Smallholders farmers through Cooperatives

Cordaid Rwanda is supporting/establishing farmer saving groups through cooperatives, of which the project focuses on the creation, strengthening and linking savings groups to financial institutions to improve rural farmers financial inclusion, the project also supports financial institutions to develop tailored financial products which fits the need of saving groups.

Access to finance is critical to rural farmers, to engage in farming activities, especially access to inputs, working capital etc. Access to a comprehensive range of financial services is a challenge for smallholder members and for the cooperatives.

2. Objectives of different studies to conduct

Provide the pre/post-intervention situation on agreed impact indicators through a household survey with farmers working in Producer Organizations or partners that are based in the selected area. In general, the survey should collect gender-disaggregated data on inter alia food security, income and agricultural production.

Some of the questions will be mostly covered through these different studies:

- A. Status on the entrepreneurship & Managerial capacities, financial literacy, gender equality, youth involvement of existing Cooperatives/Farmers Saving groups
- B. Financial linkage: Constraints to access / provide agri-financing etc.
- C. Availability of Market for production
- D. Value chain development
- E. Knowledge dissemination
- F. Recommendations

3. Scope and Methods

We are looking for a research team that can plan, organize and conduct the data collection including field-testing and contextualization of the survey, all the logistics of the fieldwork, as well as procedures for data quality assurance. In order to expedite the process, we prefer a research team that already has access to qualified enumerators.

3.1 Methodology

In case of a specific study the research team will supply all required tools, which will require some refinement, contextualization, and translation. The survey will need to be contextualized and translated. We strongly prefer mobile data collection to paper questionnaires and would consider the use of Kobo collect/Commcare an added benefit.

Data is collected both with our partners and at the level of the smallholder household and will include both treatment and comparison farmers. A sampling of both groups will be done in

discussion with CORDAID program staff and MEL staff. As we aim for a statistically representative sample, we expect the research team to propose an appropriate design that will allow us to stay within the budget. The final methodology will be agreed between the research team and the CORDAID program and MEL staff.

4. Timeframe

The consultant/s will be responsible for the overall management of the assignment and the production of the final report. The consultant/s will be assisted by the program team throughout the whole exercise.

5. Selection Criteria

The consultant will be selected according to the following criteria:

1. Proven Experience in conducting different studies (Assessment/Baseline/Mid-line/End-line evaluation) here in Rwanda (Past working with NGOs is added as an advantage)
2. Understanding the work that is being done by Cordaid in Rwanda:
 - Past working with Cooperatives/Farmers saving groups
 - Value chain Financing experience
 - Experience in Financial Linkage (between small holders' farmers & MFIs/Sacco)
3. Strong team with qualified members
4. Proven experience in the analysis of data and reporting with ME tools (Stata, Power Bi,..)are added as an advantage

Consultants are encouraged to apply. Applicants are required to submit current CVs of all individuals engaged in the baseline study (including CVs of junior staff and of any associates sub-contracted to work on the study). The work plan must clearly outline which individual will actively lead and deliver on each component. Senior consultants/team leaders will be responsible for the successful and timely delivery of each component of the assignment.

6. Reporting

The consultant will report to the Meal Advisor/Program Managers and he will be responsible for signing off on the baseline report.

Approved By

Patrick Birasa, Country Manager of Cordaid Rwanda

