CALL FOR EXPRESSIONS OF INTEREST FROM TRAINERS FOR A TECHNICAL WORKSHOP ON CONTRACT FARMING ARRANGEMENTS FOR NON-STATE ACTORS IN SUB SAHARAN AFRICA

Introduction

The AERC is a premier capacity building institution focusing on advancement of research and graduate training to inform economic policies in Africa. The AERC collaborative research program addresses topical issues of interest to Africa and brings together seasoned researchers from within and outside Africa to generate policy-oriented research. Established in 1988, the consortium’s mandate and strategic mission is built on the basis that sustained development in sub-Saharan Africa requires well trained, locally based professional economists. AERC is a vast network of universities, policy makers, researchers, educators, and international resource persons. As part of its capacity building, AERC plans to offer a three-day training workshop on contract farming arrangements for individuals working in Non-State Actors in sub-Saharan Africa to take place on 25-27 October 2021. The overall aim of the course is to help trainees understand the role of contract farming and to acquire skills to build and implement effective contract farming arrangements for Non-State Actors. This course is tailored to the specific needs of projects and programmes owned and/or run by Non-State Actors in smallholder farming with the aim of empowering them with relevant skills to build and maintain effective contract farming arrangements. Therefore, AERC seeks to engage trainers for technical workshop on contract farming arrangements.

The aim of the course

Although more than 60% of the population of sub-Saharan Africa is smallholder farmers, the full potential of smallholder farming is yet to be fully tapped partly due to the production and marketing challenges that the farmers face. To address these challenges, partnerships between these farmers and other actors in the production, processing and marketing value chains are critical. One of the partnerships that links farmers and buyers is contract farming. In contract farming, farmers and buyers agree in advance terms and conditions for production and marking of farm produce. Contract farming agreements usually specify the purchase price, the quantity and quality of produce to be supplied to the buyer, production arrangements and if inputs will be provided by the buyer, and the roles and responsibilities of buyers and farmers. Contract farmers can offer farmers opportunities for market access, reduction in price related risks, access to new technologies, trainings and technical support. Similarly, contract farming has potential to offer buyers consistent supply of produce, assured product quality and safety and lowers risks than own production. However, farmers and buyers may experience risks and suffer losses in contract farming arrangements. Therefore, successful contract farming which is beneficial both to smallholder farmers and buyers requires an in-depth understanding of the arrangements and up-to-date skills to enable them navigate the processes. AERC aims to respond to these challenges by enhancing the capacity of those implementing contract farming operations.
Consequently, AERC will hold a three-day technical workshop for non-state actors to gain current knowledge and acquire skills essential in contract farming.

The participants will be drawn from non-state actors involved in smallholder agriculture. Non-state actors include civil society in all its forms, economic and social partners (trade unions and employers associations), agricultural value chain actors and the private sector. These actors have sufficient power to influence and cause a change and can aid in opinion building in international affairs, implementing partners at national level. Non-State Actors are therefore fundamental agents in helping to achieve both national and international development goals. The knowledge gained and skills acquired from this course is important for non-state actors and entrepreneurs involved in smallholder agriculture because effective contract farming can catalyse the business of agriculture by making smallholder producer activities viable. The training should be tailored to specific needs of non-state actors and aims to empower them to:

- Explain concepts associated with contract farming
- Describe the status of contract farming-with selected examples
- Identify diverse contract farming models and their appropriateness
- Discuss value chains with highest potential for contract farming
- Assess the viability of contract farming arrangements
- Analyse the use of technology and ICTs in contract farming
- Demonstrate and understanding of legal elements of contract farming
- Identify risks, logistics and quality control issues and strategies to mitigate them
- Develop a framework for promoting effective communication and resolving conflicts

The Call for Expression of Interest

We would like to invite qualified persons to respond to the expression of interest to offer this training. The terms of reference for the instructor include the following tasks:

- Preparation of the workshop agenda and technical prospectus to be used in the three-day training workshop;
- Identification of relevant materials and documentations for use during the workshop;
- Lead the discussions and provide the participants with extensive exposure to a selected number of useful concepts and issues relevant to the course;
- Provide practical examples on how to carry out contract farming arrangements;
- Prepare a report on the proceedings of the workshop;
- Perform any other activities as mutually agreed upon between the trainer(s) and AERC.

Selection of the trainer(s) will be based on the following criteria:

- At least have a Masters Degree and professional progression thereafter
- Experience in teaching and/or implementing contract farming evaluation course.
- Experience in offering short course to participants with diverse background
- Published in refereed/peer reviewed outlets (Journal Articles, Books and Book Chapters) on areas relevant to the course
- A brief outline of what will be covered in the course
- Any other useful information relating to offering the course
More information on the training is as follows:

1. The workshop will be virtual and offered through online platforms on **25-27 October 2021**.
2. The trainers are expected to use their own computers (laptop) for the workshop.
3. Training will consist of three daily sessions. The morning will run from about 09.00-11.00 hrs. The afternoon session will run from 2:00-4:00hrs.
4. AERC will offer a moderate honorarium for the services provided during that period including the time required for preparation of the course material.

Application Process

- To express your interest in offering the course, kindly send your CV and other relevant information outlining your experience in teaching similar courses to the email address below by **September 25, 2021**, at 1700 hrs and mention “**ENGAGEMENT OF INSTRUCTOR(S) FOR TECHNICAL WORKSHOP ON CONTRACT FARMING ARRANGEMENTS FOR NON-STATE ACTORS FOR SUB SAHARAN AFRICAN COUNTRIES**”.

  Attn: African Economic Research Consortium
  Executive Director
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  PO Box 62882-00200, Nairobi, Kenya
  Tel: 254 20 2734150
  E-mail: procurement@aercafrica.org
  cc: research@aercafrica.org

- The expression of interest should explain why you should be selected and not be more than five hundred (500) words.
- Women trainers are encouraged to apply.