

## SCOPE OF WORK

<b>Consultant Name:</b>					
<b>Project/Activity Name:</b>	USAID/Sweden FARMA II Project {Bosnia}	<b>Activity #</b>			
<b>Assignment Title:</b>	Expert for greenhouse vegetable production				
<b>Position Type:</b>	<b>Full Time</b>		<b>Part Time</b>		<b>STTA</b> <b>X</b>
<b>Consultant Nationality:</b>	<b>USA</b>		<b>TCN</b>		<b>CCN</b> <b>X</b>
<b>Engaged By:</b>	Cardno Emerging Markets USA, Ltd.				
<b>Position Reports to:</b>	Fruit & Vegetables Expert				
<b>Assignment Period:</b>	<b>Start Date:</b> February, 2019		<b>End Date:</b> March, 2020		
<b>Total LOE for Position:</b>	<b>Total LOE:</b> 30 days	<b>Onsite:</b>	<b>Offsite:</b>	<b>Travel:</b>	

### USAID/Sweden FARMA II - Description of Project

USAID and the Government of Sweden have awarded Cardno Emerging Markets USA a five-year US\$18 million contract for implementation of the Fostering Agricultural Markets Activity II (FARMA II) project in Bosnia & Herzegovina (BiH). The purpose of the FARMA II Project is to create agricultural and agribusiness economic opportunities for BiH farmers and entrepreneurs. FARMA II will achieve this by assisting agricultural producer organizations (POs) to adopt European Union (EU) and international agricultural and food standards and new production techniques, produce new high value products and expand their access to foreign and domestic markets. The objective of FARMA II is to strengthen the competitiveness of the BiH private sector resulting in greater sales and exports of selected agri-food products.

### Background

Protected growing plots allow intensive production of out-of-season vegetables with greater control of diseases, pests, and biological controls ensuring healthier food. Production of vegetables under protected conditions allows earlier harvesting though winter production often requires additional heating costs. Although the prices of early vegetable production are higher than those of the open product, product uniformity, quality and timed yield make better market positioning and product placement. Greenhouse production is vastly underutilized in BiH generally due to lack of investment funds for the construction of greenhouses, irrigation systems and heating equipment, high raw material and investment costs, unfavorable loan rates, higher production costs, and lack of known sales options. In addition to this, another key obstacle to growth is lack of knowledge on competitive growing technologies in the production of vegetables in greenhouses.

### Purpose of the assignment

The purpose of this assignment is to provide technical assistance (TA) and training to producer organizations and farmers interested or already involved in the production of vegetables in protected area (greenhouses). The consultant will work with the selected beneficiaries around the country to improve their growing practices and help them introduce new production techniques, which will lead to better productivity and higher incomes. Success in these areas will contribute greatly to the inclusive economic growth in the agricultural sector and reduce rural poverty.

### Anticipated Activities:

The activities planned under this assignments are as follows:

- Provide training to improve productivity levels and quality of vegetable production and increase access to up-to-date and specialized information, knowledge, training and advice for vegetable producers in order to increase greenhouse production of vegetables throughout the country;
- To present plans for different types of production of vegetable in greenhouses, and how to plan production under protective structures, including planting dates, multi-cropping, seedling/vegetable transplant production, and related;

- To provide advisory assistance through tailored (classroom) workshops and practical field trainings on the latest production technologies used for vegetables of various types under protective structures (peppers, tomatoes, cucumbers, salads, and others);
- To provide TA to the PO's and growers and identify specific vegetable varieties into which local producers can diversify given the competitive and comparative advantages in BiH based on existing and future market opportunities;
- To provide an explanation of the environmental control aspects used in protective structures (heating in winter, cooling in summer and lighting requirements);
- To provide education and TA to the PO's and farmers on proper fertilization and plant protection challenges;
- To provide education and transfer of knowledge to new potential growers on the planting technology and growing procedures for production of vegetables in greenhouses for fresh and processing industry market;

All assistance in pest management should comply with FARMA II Pesticide Evaluation Report and Safer Use Action Plan (PERSUAP).

#### **Deliverables:**

The Consultant will provide in total thirty days of training composed from combination of in the classroom training and practical trainings, based on the needs of the producer organizations and registered farmers. FARMA II will closely monitor delivered activities and combine it with other complementary activities (study tours, networking, others) when and where possible to all producer organizations and farmers involved in these trainings throughout the life of the project in order further to support them and increase their competitiveness.

The Consultant will report to the Fruit and Vegetable Expert and will also need to prepare and submit the following:

1. Draft Training Program and propose program for classroom and practical trainings to be submitted at the beginning of the assignment. Program needs to be agreed and approved by FARMA II F&V Expert; Draft Plan for field visits as a part of technical training program;
2. Conduct multiple classroom and practical trainings and work directly with at least 100 Producer Organizations around the country (including companies, cooperatives, associations, crafts and registered farmers), looking to expand or start the production of vegetables in greenhouses. In addition to direct support to POs, the consultant should also be available and provide follow on online assistance required by the participating PO's during the whole period of the assignment; Attendance sheets, evaluation forms and high-resolution photos taken during the training must be provided for each training;
3. During the assignment and delivery of classroom and practical trainings work with at least 5 public/private agronomists that are either working in the PO's that participate in the training program or extension/private advisory services in order to strengthen them and increase their knowledge in the subject area (train the trainer concept);
4. Deliver progress reports on the monthly basis and final report including specific technical assistance provided with recommendations (lessons learned) for future activities.

#### **Timing and Level of Effort**

Total LOE is estimated at up to 30 days, including assessment, training preparation and is expected to take place between February and end of December 2019. The consultant is expected to undertake trips and field visits throughout the BiH during this period. On-line support, as stated earlier, is required during the period.

#### **Qualifications and skills**

- University degree in agriculture or horticulture is a must; ideally, a post-graduate degree in agriculture or horticulture with specialization in production of vegetables;
- Excellent analytical, communication, presentation and facilitation skills;
- Good written and oral communication skills in English language is preferred;
- Excellent computer skills and proficiency in Microsoft Office applications;
- Proven practical training-of-trainer experience;
- Previous experience in BiH in this sector considered an advantage.

**Professional experience**

- At least 10 years of relevant professional experience in the agri-food sector;
- Relevant professional advisory experience in the F&V sector, ideally with particular experience in the vegetable sector and proven knowledge and experience of the relevant phytosanitary standards and trading requirements standards;
- At least 5 years of extensive previous experience in both classroom and on-farm-training on production of vegetables in protected area;
- Demonstrated understanding the market demand for vegetables is an advantage;

This is short term technical assistance (STTA) position for BiH Nationals.

We encourage qualifying candidates to send a Cover Letter including three References and CV of 3-pages or less via option "PRIJAVI SE NA OGLAS".

The closing date for the receipt of applications is **February 17, 2019**.

Cardno Emerging Markets USA, Ltd is an equal opportunity employer.

All information received will be treated with confidentiality.

Incomplete applications will not be considered.

**Only shortlisted candidates will be contacted.**