

## 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 open field 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> 27	<b>Offsite:</b> 3	<b>Travel:</b>	

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

USAID and the Government of Sweden 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 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

Agriculture in BiH takes a significant part in overall economic development with reports from the Foreign Trade Chamber of BiH showing that there is a constant increase in production of fruits more than vegetables. Despite these increases, BiH still imports a majority of the domestic demand for fresh vegetables and a large gap remains between demand and supply of domestic production.

There is plenty of arable land to increase production of fresh vegetables for domestic demand and processing and also for exports including certified organic. In order to make this production more competitive, there is a need to support producers to increase their yields, improve product quality and expand their production to meet demand.

One activity that will help in achieving project goals and targets are technical trainings to existing producer organizations and potential new farmers who plan to enter into production of vegetables in open field. FARMA II will support producer organizations, existing and new producers with an aim to technically support their production and improve access to markets enabling organizations and farmers to become more competitive and market oriented.

### Purpose of the assignment

The purpose of this assignment is to provide technical assistance and training to producer organizations and farmers interested or already involved in the production of vegetables in open field. The consultant will work with the selected beneficiaries around the country to improve their growing practices and provide them with specific technical knowledge, technical assistance and know-how, introduce them with new market oriented vegetable varieties and to introduce them to the risks to the environment that carry such production. Success in these areas will lead to better productivity, product quality and higher incomes and will contribute greatly to the inclusive economic growth in the agricultural sector and will reduce rural poverty.

### Anticipated Activities:

The consultant is expected:

- To prepare a detailed work plan for the assignment period (classroom-based trainings, field visits) and communicate it with Fruit & Vegetables Expert;

- To prepare PowerPoint training material which should include all topics related to the most commercial vegetables (tomato, pepper and cucumber) and winter rotation crops (salad, spinach, etc.) in open field such as: soil preparation, seedlings production, planting, fertilization, plant protection, harvesting, post-harvest treatment, packaging, environmental aspects of using chemicals in production, etc.;
- To conduct tailored classroom-based trainings in vegetable production for above mentioned types of vegetables and for above mentioned topics,
- To conduct field visits to open field vegetable plots, inspect production and deliver practical training in the field;

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

#### **Deliverables:**

1. Detailed work plan for the assignment period;
2. Developed training curricula and training material in PowerPoint;
3. Conducted tailored classroom-based trainings in vegetable production in open field for at least 100 Producer Organizations willing to expand or start production of vegetables in open field (including companies, cooperatives, associations, crafts and registered farmers) and related to the most commercial vegetables (tomato, pepper and cucumber) and winter rotation crops (salad, spinach, others);
4. Conducted field visits to open field vegetable plots, inspect production and deliver direct and practical instructions;
5. 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);
6. Attendance sheets, evaluation forms and high-resolution photos taken during the training must be provided for each training;
7. Deliver progress reports on the quarterly basis and final report including specific technical assistance provided with recommendations (lessons learned) for future activities.

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

The Consultant will provide in total 30 days out of which 27 days of training composed from combination of classroom-based training and practical trainings, based on the needs of the producer organizations and farmers. Another three days will be reserved for preparation of work plan, training materials and other deliverables. Timely communication with Fruit & Vegetables Expert is expected.

#### **Qualifications and skills**

- University degree in agriculture or horticulture is a must; Ideally, post-graduate degree in agriculture or horticulture with specialization in production of vegetables;
- Excellent analytical, communication, presentation and facilitation skills;
- Good written and verbal communication skills;
- 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;
- Understanding the market demand for vegetables would be considered 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.**