



FORESTRY DEVELOPMENT TRUST

UENDELEZAJI MISITU TANZANIA

20 BALOZI ROAD, GANGILONGA, IRINGA, PO BOX 2
t: +255 262700550 | INFO@FORESTRY-TRUST.ORG

TERMS OF REFERENCE

TO ASSESS THE VALIDITY OF PERCEIVED DRIVERS OF IMPROVED TREE PLANTING MATERIALS (IPM) ADOPTION WITHIN THE PROGRAM AREA

Background

The Forestry Development Trust (FDT) is an independent institution established in 2013 by the Gatsby Charitable Foundation, with a Memorandum of Understanding with the Ministry of Natural Resources and Tourism. The Trust aims to transform the commercial forestry sector in Tanzania by facilitating changes at the sector level that will enhance and build competitiveness, inclusiveness and resilience. The Trust works with central and local government, local and international partners, and all levels of commercial forestry tree growers, focusing on:

Genetic Resources: is responsible for the design and implementation of the Tree Improvement Programme (TIP). Intended as a long-term collaborative R&D initiative, the TIP seeks to conduct research on new species of trees, disseminate information between stakeholders, and enable the domestic production and sale of improved planting material. This will increase genetic diversity and quality of planting material in Tanzanian forestry through inclusive arrangements whereby even small farmers can access improved seedlings, strengthening the competitiveness by driving a step change in productivity and increasing resilience of the sector in the face of changing market forces and threats of pests and disease. Key developments in the last year have been the establishment of breeding populations with key partners that are the first step towards locally produced improved seeds.

Tree Grower Services: focuses on service provision to small-scale tree growers – specifically tree nurseries, seed suppliers, contractor services and the provision of advisory with the aim of driving woodlot productivity and quality gains. Over time, C2 has moved from direct delivery of farmer training towards facilitating other actors and has managed to build the capacity of a seed supplier to now directly import and distribute improved seed to nurseries and retail outlets.

Markets: focuses on increasing the value that growers receive at harvest, facilitating upstream improvements in value chains and catalysing the development of new/evolving value chains. Having lagged behind the components focused on productivity, C3 is now in a position to pilot a set of interventions to drive increased value for growers with the development of marketing services, and to increase total value added to the sector by catalysing investment in processing.

Policy: straddles other components to drive a more conducive policy and enabling environment. It is doing this through a focus on sustainable institutional arrangements for tree improvement (C1), advocating for private and public roles in support of input supply and planting (C2), and supporting stakeholders to influence policy and regulations affecting the sector competitiveness (C3), most recently through the National Forest Policy and the eucalyptus pole value chain.



FORESTRY DEVELOPMENT TRUST

UENDELEZAJI MISITU TANZANIA

20 BALOZI ROAD, GANGILONGA, IRINGA, PO BOX 2
t: +255 262700550 | INFO@FORESTRY-TRUST.ORG

The trust interventions are designed and implemented using the Gatsby approach which essentially looks at the sector conditions that support the sector to become competitive, inclusive and resilient. This model which is an adjustment of Porter's Diamond framework includes: market demand conditions, firm structure and rivalry, availability and quality of local service and input providers, government commitment and sector governance and production factors (land, labour, capital) and the extent of coordination within the sector.

Overview

The overall competitiveness of commercial forestry in Tanzania is hampered by limited production of, and access to, quality genetic material which limits plantation productivity and quality. While industrial plantation companies with nurseries have access to improved seeds from imports and run their own nurseries, independent nurseries are typically provided with seeds through informal distribution channels of poor quality, producing and selling unimproved seedlings. Most small and medium growers continue to establish plantations with seedlings raised from locally collected planting material (MNRT, 2017). There is no quality assurance of seedlings.

Inadequacy of the awareness on potential of improved planting material and knowledge of species suitability (species-site-market matching) among nursery operators and tree growers is a major constraint. Other constraints include high transport costs for seedlings, lack of dissemination of good nursery management practices and their application (low skills) and nursery operators lacking access to finance. Low awareness of the business opportunity and finance barriers affect private actor roles in seed distribution.

Stimulating market demand for improved planting material and silvicultural services remain an ongoing challenge for all sector functions and represents a key intervention area for FDT. The Trust works with public and private sectors to improve the quality and availability of forestry-related services and industry functions, such as improved planting material (IPM), nursery and silvicultural techniques, small grower marketing, market and policy research and stakeholder coordination.

Improved Planting Materials (IPM) intervention has been working to address two key issues in the sector which are availability and access of IPM to different segments of tree growers primarily in the program regions. The program started by providing subsidies in order to catalyse adoption of improved planting materials and later pulled out the subsidy after realising tree growers were aware of the benefits of using IPM. The program left the role of distribution of improved planting materials to commercial actors for sustainability reasons. Since then, monitoring reports have indicated that the uptake of IPM has been going down. This downward trend of uptake of IPM has been attributed to several perceived reasons which need to be verified and establish their weights. This work intends to validate the weight of these drivers and their impact on low adoption of IPM, findings from this study will be used to improve and strengthen the intervention strategy with a view to deepening adoption of small and medium scale tree growers.



FORESTRY DEVELOPMENT TRUST

UENDELEZAJI MISITU TANZANIA

20 BALOZI ROAD, GANGILONGA, IRINGA, PO BOX 2
t: +255 262700550 | INFO@FORESTRY-TRUST.ORG

Objectives

The objectives of this assignment are:

1. To better understand drivers of downward trend in the IPM adoption in southern highland regions of Tanzania where FDT operates.
2. Rank the drivers on how critical they are driving adoption of IPM
3. To identify and recommend a relevant tree seed business model which could boost adoption of IPM

Specific Tasks and Scope of Work

The consultant shall conduct a study within selected clusters to identify the underlying drivers of low IPM adoption among small and medium scale tree growers and relevant stakeholders in FDT intervention clusters in Southern Highland. Among other things, the consultant shall: -

1. Review existing documents on adoption of improved seed including agricultural sector.
2. Conduct interview with commercial forestry actors / targeted groups.
 - a. Tree Seed dealers, tree growers, tree seedling producers (IPM and none IPM), FIPS Village based Agricultural Advisers (VBAAAs), Agricultural seed dealers, Agro-dealers (distributors), DFOs / DFM, etc
3. Evaluate the business model that provides more incentives to all parties i.e. seed dealers, distributors, commercial nursery operators and growers.
4. Report writing

Deliverables

Assignment is to be completed at an effort of 10 chargeable workdays and not later than 15th March 2020. The written deliverable expected from this assignment is a report highlighting on; -

1. The drivers of IPM adoption with reasons and arranged in weights
2. A relevant IPM business model in the Southern highland regions and possibly in Tanzania
3. Key adjustments needed to an intervention for the benefits of the sector

Management and Support to the Consultant

The consultant will be directly working with IPM intervention lead while receiving assistance from other component members and a management team. Arrangement of stakeholders to be visited will be facilitated by FDT team, led by intervention lead.



FORESTRY DEVELOPMENT TRUST

UENDELEZAJI MISITU TANZANIA

20 BALOZI ROAD, GANGILONGA, IRINGA, PO BOX 2
t: +255 262700550 | INFO@FORESTRY-TRUST.ORG

Required skills and experience

The consultant is required to demonstrate strong credentials in the following areas:

- Detailed understanding of the private commercial forest context of the southern highlands of Tanzania especially medium and small-scale tree growers.
- Detailed understanding in commercial forest silvicultural practices
- Experience in stakeholder's consultation in the context of market systems development.

Budget and Payments

Upon prior approval, FDT will cover hotel, meals and transport expenses in the field, if required for the completion of this assignment. This work is intended to be finalised within 10 days at a daily rate of TSH 675,000 (5% withholding tax inclusive)

- Three payment instalments
 - 25% payment up on methodology development and submission
 - 25% payment up on submission of draft report
 - 50% payment up on submission of the final report of a comprehensive assessment of the drivers of the adoption of IPM

Timelines

This work is expected to last for at most 15 days commencing on 1st of March 2020 and be completed on 15th of March 2020. It is expected that during this time, a proposal development, survey tool(s) development and review, data collection and analysis, presentation of the results and reporting/ write writing are expected to be finalised.

Contact Persons

The consultant will keep a close contact with Shukrani Biseko and TGS team through email contact or phone calls. All queries related to the assignment will be directed to shukrani.biseko@forestry-trust.org