

## **Terms of Reference (ToR) for Agri-finance consultant in SPMU**

### **I. Introduction**

Vazhndhu Kattuvom Project (VKP) is an innovative World Bank assisted Project that aims at rural transformation through strategies that look beyond poverty alleviation by building sustainability and prosperity of rural communities through rural enterprise promotion, access to finance and employment opportunities in the selected blocks of Tamil Nadu. VKP is implemented in 120 blocks covering 3,994 village panchayats spread across 31 districts of Tamil Nadu.

In the project sub-component, Enterprise Business Plan Financing is working to Facilitate business plan financing, Innovation Promotion and Nano Enterprise Financing. In this component, Agriculture financing is major component in which the following are major scope of work namely:-

- 1.** Facilitate Agri-Financing to the Individual/ Collective enterprises working in prioritized commodities/sub-sectors in the project. This involves studying and analyzing the District Diagnostic studies, Value Chain Analysis, and Participatory Growth Plan.
- 2.** Leverage on institutions and mechanisms that offer business development support services through a One Stop Facility, aided by Enterprise Community Professionals, to assist enterprises in starting, managing, and running their businesses successfully in Agriculture and allied activities.
- 3.** Promote individual and collective enterprises in the prioritized sub-sectoral value chain activities, and strengthen their capacity to engage effectively with the market and other stakeholders in Agri financing domain.

### **II. Implementation Arrangement**

The component Enterprise Business Plan Financing in State Project Management Unit (SPMU) is led by Associate Chief Operating Officer

(ACOO), Deputy Chief Operating Officer and Young Professionals guided by the Chief Executive Officer and Chief Operating Officer. The Project team both at district level and block level implements project activities of promoting both individual and growth enterprises. The Agri-finance consultant will be part of the SPMU to support in agri-based lending activities and support the existing engagement.

### **III. Need for Consultant**

The VKP project is looking for a consultant with relevant experience, technical skill set and expertise in Agriculture who provides expert guidance on agricultural finance and related topics to SPMU for the development and implementation of agricultural and related activities in rural enterprise ecosystem.

The consultant would be responsible for providing strategic handholding support to the VKP team (at state/ district/ block level depending on need), the supported group enterprises (PG/EG/PC) as well as individual entrepreneurs on specific commodity/ subsector across different domains of the value chain, namely pre-production, production and post production.

### **IV. Educational Qualification & Experience Required**

- Bachelor's/ Master's Degree preferably in Rural Development, Social Work, Agriculture or relevant degree.
- 7+ years experience in the rural finance and/or PC development sector. Professionals with combination experience of PC development and financing would be preferred.
- Experience of working with FPOs/ farmer collectives in promotion and institutional development in Tamil Nadu/India.
- Should have experience and expertise in PCs development, with good understanding of Agri-Tech solutions and their on-ground applications
- Prior relevant experience in PC assessments/ratings and analyzing

financial statements/credit appraisal. Relevant financial sector experience of working in agri credit/priority sector lending and/or financial audit is preferred

- Should have experience in developing proposals/Business Plans for FPOs/Producer collectives for accessing institutional finance

**V. Period:**

Six months (May 2023- Oct 2023)

**VI. Following are some of the tasks envisioned for the empanelled consultants.**

- Facilitation of state/district/block specific operational strategies and planning process. This involves in assisting in the development of operational strategies and planning processes specific to the state, district, or block level.
- Conducting an analysis and assessment of the agricultural finance requirements in the region, which includes evaluating credit risks, financial feasibility, and market trends.
- Collaborating with other stakeholders, such as banks, government agencies, and other relevant stakeholders, to develop and to enable access to financial products and services.
- Providing training and support to FPOs and individual Agri enterprises on financial management and literacy to ensure they can make informed decisions about financial products and services.
- Monitoring and evaluating the effectiveness of financial products and services to continuously improve and refine them to better meet the needs of FPOs and individual Agri enterprises.
- Engaging with stakeholders in the value chain, including producers, buyers, and government agencies, to gain a comprehensive understanding of the challenges and identify potential solutions.

- Developing detailed proposals that include project plans, financial projections, risk assessments, and other necessary information to secure funding from banks.
- Collaborating with the team to ensure that proposals meet the requirements of banks and are in line with project guidelines.
- Presenting proposals to banks and other financial institutions to secure funding for agriculture and related activities projects.
- Providing support and guidance to the team throughout the application appraisal process, which includes reviewing and evaluating proposals, assessing the creditworthiness of applicants, and verifying the feasibility of the proposed projects.
- Assist district team in preparation of bankable business plan in Agri & Allied Sector
- Review of business Plans received at SPMU
- Work closely with IT team to ensure changes/ amendments decided to be carried out are properly done
- Conduct training to Project staff/ other consultants and field functionaries on agri-financing.