



ECOWAS COMMISSION
COMMISSION DE LA CEDEAO
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LA BANQUE MONDIALE
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Terms of reference

**Recruitment of a public-private partnership (PPP)
expert for the development of the regional fertiliser
market**

1. Background and justification

African agriculture in general, and West African agriculture in particular, suffers from a low level of fertiliser use by farmers. There are several reasons for this. Firstly, local production of inputs is very limited, making the agricultural sector dependent on imports, whose prices are highly volatile. Secondly, buyers - governments, private agribusiness players, cooperatives and small farmers - have limited budgets, and face logistical hurdles (distribution networks) that complicate access to products.

These constraints have prevented Africa from exploiting the enormous potential of its agricultural sector and producing enough food to feed its population and meet the challenges of food security and nutrition. It was with a view to improving the situation that the African Fertilizer Summit was organised in Abuja, Nigeria, in June 2006. The Abuja Declaration recommended efforts to increase fertiliser use levels in Africa from 8 kg/ha to at least 50 kg/ha by 2015.

Following this summit, the Commissions of the Economic Community of West African States (ECOWAS) and the West African Economic and Monetary Union (WAEMU), as well as the Permanent Inter-State Committee for Drought Control in the Sahel (CILSS) signed a tripartite agreement for the implementation of harmonised regulations on agricultural inputs (seeds, pesticides and fertilisers). Thus, a harmonised regulation C/REG.13/12/12 on quality control of fertilisers was adopted by the ECOWAS Council of Ministers in December 2012. Subsequently, an implementing regulation ecw/pec/ir/05/12/16 on the remit, organisation and operation of the West African Fertiliser Control Committee (WAFCC) was signed by the President of the ECOWAS Commission in December 2016.

COACE's mission is to support countries (15 Member States, Chad and Mauritania) and regional players in implementing harmonised regulations on fertilisers. It is supported in this by the International Fertilizer Development Center (IFDC). Nine (9) countries have already set up their national fertilizer quality control committees.

However, despite all these initiatives and the progress made since the Abuja Summit, it has to be said that agricultural productivity and production are still insufficient in West Africa. Fertiliser use is still at low levels - an average of 20 kg per hectare per year - a long way from the adopted target of 50 kg of nutrients per hectare. The corollary is a heavy reliance on food imports, and a steady increase since 2010 in the number of people affected by food insecurity and hunger, all against a backdrop of growing insecurity, climate change and declining soil fertility.

The fragility of the West African fertiliser sector was exposed by the Russia-Ukraine war in early 2022. These two countries are major world suppliers of fertilisers and the raw materials used in their manufacture, and their conflict has put a strain on the market, causing prices to soar and shortages to appear in West Africa.

This context explained the general mobilisation at regional level, under the aegis of ECOWAS and the World Bank, which organised a high-level round table on fertilisers and soil health in West Africa and the Sahel on 30 and 31 May 2023 in Lomé. The meeting produced two important outcomes: i) the Lomé Declaration, which highlights the key commitments made by Member States to improve soil health and fertility and strengthen the resilience of soils in West Africa and the Sahel.

farmers and production systems in the face of climate change and other exogenous shocks, and ii) a roadmap.

This declaration and the roadmap were adopted by the Ministers and Heads of State and endorsed by the ECOWAS Council of Ministers at its ninetieth ordinary session held on 6 and 7 July 2023 in Bissau, Republic of Guinea-Bissau.

The roadmap is part of the new Fertilizer and Soil Health Action Plan for Africa, and aims to provide an operational framework for the region, based on the identification of priority actions to enable the various partners to situate their next contributions within a well-articulated strategy.

The twelve (12) priority actions defined at the end of the consultation process are specific to the region and should provide practical guidance for the future commitments of the various partners within a coherent framework.

To operationalise the Lomé Declaration on Fertilisers and Soil Health and its roadmap, ECOWAS plans to recruit a Public Private Partnership (PPP) expert for the development of the regional fertiliser market. The expert will be responsible for helping governments to negotiate agreements, supervise them and manage them effectively. The expert will be funded by the World Bank under the West Africa Food System Resilience Programme.

1. Justification of the need for a PPP consultant

One of the constraints limiting producers' access to mineral and organic fertilisers in West Africa is the lack of investment in the sector, particularly in production, storage, distribution and marketing facilities. Yet eight West African countries (Benin, Burkina Faso, Côte d'Ivoire, Ghana, Mali, Nigeria, Senegal and Togo) have phosphates and/or natural gas, the raw materials used in fertiliser production. These countries primarily export these raw materials in their raw state (with the exception of Nigeria) and remain dependent on imported fertilisers for agricultural production, partly because of their high capital requirements. These investment needs also concern complementary sources of plant nutrition and soil health (organic and organo-mineral fertilisers, biofertilisers, biostimulants, soil conditioners, etc.).

With a view to stepping up investment efforts to strengthen the supply of quality infrastructure and services in the fertiliser sector, the public authorities are looking to public-private partnerships (PPPs) as an option. The development of PPP, while making it possible to benefit from the strengths and financing and management capabilities of the private sector, aims to ensure a sufficient and regular supply of fertilisers. A significant improvement in supply will enable producers to increase their level of fertiliser consumption and thus intensify their agricultural production, which will improve regional food security in the long term.

In addition to the financial benefits, PPP geared towards organic fertilisers increases resilience to climatic hazards (moisture is better conserved by humus) and increasing soil organic matter is an inexpensive way of storing carbon.

The aim of recruiting a qualified PPP expert in the fertiliser sector is to build the capacity of governments and provide them with technical support to create a favourable environment for promoting PPPs in West Africa.

These terms of reference have been drawn up to provide guidelines and specify the conditions for recruiting the expert.

2. Main tasks of the PPP Expert

Reporting to the ECOWAS Director of Agriculture and Rural Development, the expert will work in close collaboration with the IFDC, the COACE Permanent Secretariat and the PRSP Environmental Safeguard Expert. He/she will be responsible for :

- Build the capacity of public authorities in the target countries who are stakeholders in the PPP process to acquire the technical and organisational knowledge they need to better manage PPP projects in the fertiliser sector;
- In partnership with the policy expert, support actions to modify or strengthen the policy and regulatory framework in order to create a more favourable environment for the development of all forms of public-private partnership;
- Supporting countries in the PPP process, particularly in the preliminary analysis, contracting and implementation of projects to build infrastructure for the production, storage, transport and marketing of fertilisers;
- Establish and maintain relationships with private sector organisations in the fertiliser industry and with producer organisations in the target countries;
- Work with financial institutions, lenders and foundations to develop financing models that meet the needs of distributors and traders of agricultural products in the fertilizer sector, building on existing partnerships for sustainability;
- Regularly disseminate market studies and investment opportunities in the fertiliser sector to stakeholders, in coordination with existing industry players;
 - Initiating and managing public-private partnerships (PPPs) to develop fertiliser production and improve the supply of this input, in partnership with stakeholders.

3. Main deliverables expected from the expert

- At least seven (7) PPP files are prepared;
- At least four (4) Memoranda of Understanding or Negotiations are signed between governments and the private sector;
- An information platform on the market, investment opportunities and successful PPPs has been set up;
- At least three (3) regional PPP capacity-building workshops will be held.

4. Expert profile :

The expert we are looking for must have the following qualifications and experience:

- Hold a postgraduate degree (Bac+5) in public and/or business law, business management, international trade, international finance or any other equivalent qualification;

- At least eight years' proven experience in advising on transactions, conducting or assisting governments, contracting authorities or private entities in the legal structuring of PPP projects;
- At least three (3) assignments involving the drafting of legal texts and/or the implementation of a PPP project;
- Good knowledge of the agricultural sector, the fertiliser sector and its stakeholders, and of agricultural policies in West Africa;
- Having worked in a regional institution in West Africa (ECOWAS, UEMOA, CILSS, CORAF, etc.) is an asset;
- Be fluent in one of the three ECOWAS languages, i.e. French, English or Portuguese, and have a good knowledge of one of the other two.

5. Place of employment and duration of assignment

The expert will be based at the Directorate of Agriculture and Rural Development in Abuja, Nigeria. The duration of the assignment is for the entire life of the Project after a probationary period of six months. However, the selected consultant will benefit from an annual renewable contract for the duration of the project. The position is full-time.

6. Selection process

The selection process will take place in two phases:

- **CV analysis phase:** at the end of this phase, candidates will be ranked in order of merit on the basis of the scores obtained in the CV evaluation. Only the first six (06) candidates who have been shortlisted after the CV evaluation and who have obtained the minimum qualification score of 75 out of 100 will be contacted for the interview phase;
- **Interview phase:** shortlisted candidates will be interviewed individually by a panel made up of members of an evaluation committee. The best candidate at the end of the interview will be selected for contract negotiations.

7. Application forms

Interested candidates must submit an application file containing :

- A letter of expression of interest ;
- a recent curriculum vitae detailing professional experience and similar assignments;
- A certified copy of the highest diploma ;
- Copies of certificates for assignments or services performed, or any other document that could justify the consultant's experience.

8. Submitting applications

Expressions of interest must be submitted no later than **27 May 2024; - at 17:00 GMT** by the via an download to [Dropbox](https://www.dropbox.com/request/BITqkwi7pzG95xAxpF3u)
<https://www.dropbox.com/request/BITqkwi7pzG95xAxpF3u>

The application file must be in the form of a single PDF file.

The ARAA reserves the right not to consider applications that do not do not comply with the aforementioned submission conditions.

Interested consultants can obtain further information by writing to the following e-mail addresses: procurement@araa.org cc: ctienon@araa.org, lbarnabo@araa.org, mnakorba@araa.org, with the subject "**SCI 09-Expert PPP**".