Vi Agroforestry

# TERMS OF REFERENCE (TOR)

## CONSULTANCY TO CONDUCT A RAPID SCOPING AND MAPPING EXERCISE ON YOUTH OPPORTUNITIES IN GREEN INVESTMENT AND DEVELOP A YOUTH INVESTMENT READINESS GUIDE FOR AGROFORESTRY AND GREEN ENTERPRISES IN TANZANIA

### 1. Background

Vi Agroforestry is a Swedish development organization working to improve livelihoods, strengthen climate resilience, and restore ecosystems through sustainable agroforestry systems. The organization collaborates with smallholder farmers, government institutions, civil society, and private sector actors to promote integrated land-use systems combining trees, crops, and livestock. In Tanzania, Vi Agroforestry supports inclusive green growth through climate-smart agriculture, ecosystem restoration, and youth and women economic empowerment. Despite expanding opportunities in the green economy, youth participation remains constrained by limited access to finance, land, skills, markets, and structured investment pathways.

Against this background, Vi Agroforestry seeks to engage a consultant to undertake a rapid scoping and mapping exercise on youth opportunities in green investment and to develop a practical Youth Investment Readiness Guide for agroforestry and green enterprises. The assignment is explicitly implementation-oriented and intended to inform tool development rather than produce an exhaustive research study.

### 2. Objective of the Assignment

The objective of this assignment is to generate practical, decision-oriented insights through a rapid scoping and mapping exercise, and to translate these findings into a user-friendly Youth Investment Readiness Guide for agroforestry and green enterprises in Tanzania.

The assignment is guided by the following question:

Suggestion "***What combination of market opportunities, financing and investment mechanisms, skills pathways, business support services, and enabling ecosystem conditions is needed for Tanzanian youth to establish profitable and resilient agroforestry and green enterprises across diverse agro-ecological zones?***"

## 3. Scope of Work

The assignment is structured in two sequential phases:

- Phase I: Rapid Scoping and Mapping Exercise (15 working days)
- Phase II: Youth Investment Readiness Guide Development (20 working days)

### 3.1 Phase I: Rapid Scoping and Mapping Exercise

The consultant shall conduct a targeted assessment of youth engagement in agroforestry and green economy value chains in Tanzania, focusing on actionable insights for the development of a Youth Investment Readiness Guide, with particular emphasis on the Lake, Central, Coastal and Southern Zones where Vi Agroforestry has ongoing interventions.

#### 3.1.1 Analytical Approach

The analysis shall apply a rapid, applied framework integrating:

- Market Systems Development (MSD) perspective
- Agroforestry and green value chain mapping
- Youth enterprise development pathways
- Investment readiness continuum (idea to scale)
- Agro-ecological zoning lens (Lake, Central, , Southern, and Coastal zones)

Findings shall be disaggregated by agro-ecological zone and, where feasible, by gender and enterprise stage.

#### 3.1.2 Situational Mapping

- Overview of youth participation in green and agroforestry sectors
- Identification of priority value chains and entry points
- Mapping of key actors, programmes, and support systems
- Summary of structural constraints affecting youth enterprise development

#### 3.1.3 Market and Investment Opportunity Mapping

The consultant shall identify high-potential agroforestry and green economy value chains, emerging market opportunities, investment prospects, and growth pathways that can enable youth-led enterprises to become profitable, resilient, and scalable including but not limited to:

- Tree nurseries and planting materials
- Fruit and horticulture production
- Beekeeping and apiculture
- Bamboo and woodlot enterprises
- Agro-processing and value addition
- Organic inputs (fertiliser/compost)
- Climate and carbon-related services
- Digital agriculture services
- Eco-tourism and nature-based enterprises

For each opportunity, the analysis shall provide:

- Entry requirements (skills, capital, assets)
- Market demand and value chain linkages
- Approximate investment scale (low/medium/high)
- Profitability and scalability potential
- Geographic suitability by agro-ecological zone

Output: A prioritised zonal investment opportunity matrix.

**3.1.4 Enabling Environment Mapping**

- Policy and regulatory environment
- Public and donor-supported youth programmes
- Financial services and investment instruments
- Business development and incubation ecosystem
- Private sector participation and market linkages

**3.1.5 Constraints and Gaps Analysis**

- Finance and investment readiness barriers
- Land access and productive asset constraints
- Skills, technology, and entrepreneurship gaps
- Market access and infrastructure limitations
- Institutional coordination gaps

**3.1.6 Case Illustrations**

The consultant shall document 3–5 concise case studies of youth-led enterprises across different zones and sectors to illustrate practical investment pathways.

**3.2 Phase II: Youth Investment Readiness Guide Development**

The consultant shall develop a practical, user-oriented Youth Investment Readiness Guide based on validated findings from Phase I.

The guide shall translate technical insights into simplified, actionable tools for youth, implementers, and ecosystem actors.

**Core Content**

- Overview of green economy and agroforestry investment pathways
- Identification of viable youth enterprise models
- Business development and structuring guidance/supportive services
- Investment readiness requirements and stages
- Financing mechanisms and access pathways
- Investor engagement and pitching fundamentals

**Zonal Investment Readiness Framework**

The guide shall incorporate a structured zonal lens, including:

- Agro-ecological profiles and economic context
- Priority investment opportunities by zone
- Entry pathways (low-cost to scalable models)
- Financing ecosystem overview and gaps
- Skills and support infrastructure mapping

**Practical Tools (to be embedded in guide)**

- Simplified business model canvas
- Budgeting and basic financial planning templates
- Cash flow projection tools
- Risk identification framework
- Investor pitch preparation guide

## 4. Methodology

The assignment shall apply a rapid, purposive and applied mixed-methods approach, including:

- Targeted desk review of relevant documents and programmes
- 10–15 key informant interviews
- 3–5 case studies of youth enterprises reviews
- Select stakeholder consultations across key sectors and zones
- Validation workshop for Phase I findings
- Co-creation session for Phase II guide development

No statistically representative survey is required. The emphasis is on triangulated, decision-oriented insights to support tool development.

## 5. Deliverables

**Phase I Deliverables**

- Inception report (including methodology and analytical framework)
- Data collection tools (as applicable)
- Draft scoping and mapping report
- Validation workshop presentation
- Final scoping and mapping report (15–25 pages)

**Phase II Deliverables**

- Annotated outline of the guide
- Draft Youth Investment Readiness Guide (10–15 pages)
- Validation presentation
- Final designed and edited guide
- Editable source files (Word/InDesign as applicable)
- Presentation deck for dissemination

## 6. Duration

Total duration: 35 working days

- Phase I: 15 working days
- Phase II: 20 working days

## 7. Required Qualifications

The consultant or firm shall possess:

- Advanced degree in Economics, Agriculture, Forestry, Business, Finance, Development Studies, or related field
- Minimum 3-5 years of relevant professional experience
- Demonstrated expertise in green economy, youth employment, SME development, or private sector development
- Proven experience in developing practical toolkits, investment guides, or applied policy instruments
- Strong analytical, writing, and facilitation skills

## 8. Submission Requirements

Applicants shall submit the following:

- Technical proposal (maximum 5–8 pages)
- Financial proposal with a detailed budget breakdown
- CVs of key experts (maximum 2)

**Additional requirements:**

- Language: English
- Format: PDF.
- Submission email: tanzania@viagroforestry.org
- Deadline: 20th July 2026
- Subject line: **Youth Green Investment Scoping & Readiness Consultancy**

## 9. Evaluation Criteria

**Technical Evaluation (70%)**

- Understanding of assignment and context – 15%
- Methodology and analytical approach – 20%
- Relevant experience – 15%
- Qualifications of key experts – 10%
- Workplan and delivery approach – 10%

**Financial Evaluation (30%)**

- Cost effectiveness
- Value for money
- Budget realism

## 10. Integrity and Ethical Standards

Vi Agroforestry maintains zero tolerance for fraud, corruption, collusion, coercion, or any form of unethical conduct. Any attempt to influence the procurement process will result in immediate disqualification at any stage. The organization reserves the right to reject proposals or terminate contracts where unethical conduct is identified.

## 11. Award Principle

The contract shall be awarded to the most technically compliant and cost-effective proposal, demonstrating best value for money, methodological appropriateness, and practical applicability