



## **Terms of Reference for partnership with Fairtrade NAPP**

**Context:** Fair Trade Network of Asia Pacific Producers (NAPP) is a Producer owned organization. It works with 270 Small Producer Organizations in Asia & Pacific regions. Fair Trade NAPP is desirous of strengthening its member organization in their efforts to scale up the value chain and accessing appropriate fair-trade markets across the globe.

In this regard NAPP would like to partner with an organisation given its experience in creating sustainable FPO's. The assignment involves working with already existing SPO's. The assignment has been broken down into the following steps.

- Advising them on the suitability of the crop and the variety to access global fair-trade markets.
- Organizing trainings on crop cultivation practices/post-harvest technologies/value chain financing/strategies to access global fair-trade markets.
- Providing SPO's access to finance at competitive interest rates.
- Preparing business plans for Small Producer Organizations (SPO's) involving establishment of post-harvest and processing infrastructure and facilities with investment.
- Organizing capacity building workshops, training for Board of Directors (BoDs) and other key members of the Farmer Groups on entrepreneurship.
- Assisting the farmer groups by providing them alternate market options as also linking them with fair trade processors and fair-trade markets.
- Linking to State & Central government schemes for input related e.g. seeds, inputs etc, and output related activities e.g. infrastructure for processing and market related subsidies e.g. tax holidays, export duty drawbacks etc.
- Facilitating start-up of MSE Enterprises as well as providing incubation and mentoring services to them.
- Must be open to explore opportunities for joint submission of projects for fund raising.

### **Experience:**

- Organizations should have at least 10 years of experience working with Farmer Producer Organizations (FPO).
- Should have a proven track record of having mentored FPO's to sustainability in operations.
- Should have access to organization development, agricultural, processing and marketing experts to train and mentor SPO's.

### **Special Requisites:**

- The organization should have FCRA certification.