**Terms of Reference**

**Network of Asia & pacific Producers (NAPP)**

SPO Trainings on Governance, Market Access, Value chain development & Access to Finance

**1. About NAPP**

Fairtrade NAPP supports and empowers Fairtrade certified farmers and workers across the Asia Pacific region. The producers share 50% ownership of the Fairtrade system and have an equal voice in all decisions that affect them. As a Producer Network, NAPP ensures their voice is heard in the system.

**2. Project Background**

In India, Fairtrade Network of Asia and Pacific Producers (NAPP) has more than 110 producer organisations, among which around 70% are Small-scale Producer Organisations (SPOs). These SPOs are governed and operated by the farmer members with a board and democratic election processes in place. While some SPOs are in the Fairtrade System for many years now, some other are new to it and does not have a strengthened institution and governance systems in place. They lack an advanced level of understanding of governing an SPO, its various operational aspects and possibilities. Along with this governance aspects, coupled are the issues of lack of access to low-cost financing for agriculture, lack of market access an under-developed or unexplored value chain routes other than the regular producer-trader businesses of raw produce.

In this backdrop, NAPP, working for the welfare of producer farmers and workers through Fairtrade, is trying to support a selected number of SPOs from India through providing trainings and workshops on SPO Governance; Institutional Strengthening, Access to Low-Cost Finance, market access and Value Chain Development. NAPP will administer these through an identified third-party expert/ consultancy ensuring the trainings have met all the required quality standards.

In this regard NAPP is looking for agencies who can deliver customised trainings, to be deployed either physically or virtually as per the requirements. Four training sessions are to be conducted in different regions of India, starting with Dharwad of Karnataka.

**3. Training Details**

Trainings are planned regionally for the below four regions:

|  |  |  |  |
| --- | --- | --- | --- |
| **Sl No** | **Region** | **Mode of training** | **Language requirement** |
| 1 | Karnataka | Physical at Dharwad | Kannada |
| 2 | Kerala | Virtual | Malayalam |
| 3 | North India | Physical at Delhi (tentative) | Hindi |
| 4 | Central India | Physical/Virtual - tentative | Marathi, Hindi |

Tentative topics of the training should be on the below lines:

1. Governance of SPOs
2. Value Chain Development
3. Market Access
4. Financial Management & Access to Finance

Each training will be attended by 25 to 30 participants and are tentatively planned to be conducted between September (last week) and November.

**4. Requirements**

Any consultancies or organisations having experience in conducting the trainings on the given topics are encouraged to apply.

**In the initial phase, proposals are requested for the training to be conducted in Karnataka only.** The proposal should provide the training modules, CVs of the trainers’/team members and a financial quote.

The financial quote should include the professional charges along with the training cost and accommodation cost of the participants

**On a satisfactory delivery, the organisation selected for the initial training in Karnataka will be selected for the subsequent trainings in other regions.**

The details to be received on or before 14th September 2021

Please share the proposal details to [ranjith.kumar@fairtradenapp.org](mailto:ranjith.kumar@fairtradenapp.org) or [ashok.krishna@fairtradenapp.org](mailto:ashok.krishna@fairtradenapp.org)