



**HON. BALASAHEB THACKERAY AGRI-BUSINESS AND RURAL
TRANSFORMATION PROJECT (SMART)**

Project Implementation Unit - Agriculture,

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Out No- PIU-Agri./Indi. Const./ RMC/3180/2023

Date- 04/09/2023

Request for Expression of Interest (REOI)

1. Introduction

Country: India

Name of Project: Hon. Balasaheb Thackeray Agribusiness and Rural Transformation Project, SMART

Project Number: IBRD Loan No. 90310

Assignment Title: Individual Consultant- Hedging Desk for Risk Mitigation Cell

Reference No: SMART/PIU-Agri/ICS- CB/ RMC/02/2022-23

- 2. Brief Background:** Government of Maharashtra has launched World Bank assisted State of Maharashtra's Agribusiness and Rural Transformation (SMART) project in order to transform the agriculture sector and livelihoods in the state. The objective of the project is "to support development of inclusive and competitive agriculture value chains focusing on small holder farmers and agri-entrepreneurs in Maharashtra". This would be achieved by expanding access to new and organized markets for producers and enterprises with complementary investments in provision of technical services and risk management capabilities.
- 3.** PIU- Agri is one of the Project implementation Unit of SMART Project & Risk Mitigation cell is working Under PIU- Agri. The Project Implementation Unit- Agriculture is located at Pune.
- 4.** The project now invites Expression of Interest from the interested eligible experts who will support PIU-Agri to achieve the following objectives.
- Providing Management Tools to framers for mitigating price risks
 - Providing market intelligence to the DoA for managing food procurement and price support mechanism
 - Undertake pilot studies for participation of farmers and CBOs in futures markets and provide technical and handholding support to them
 - The detailed Terms of Reference is attached herewith.

Interested experts should provide information demonstrating that they have the required qualifications and relevant experience to perform the services in the attached CV format only. The short listing shall be based on information furnished by the experts as per the eligibility criteria mentioned in the ToR.

- 5.** The attention of interested experts is drawn to Section III, paragraph 3.14, 3.16 and 3.17 of the World Bank's "Procurement Regulations for IPF Borrowers", July 2016 Revised November 2017, July 2018 and November 2020.
- 6.** The interested experts shall submit their CV in a sealed envelope superscripted as **REOI for Individual Consultant – Hedging Desk for Risk mitigation cell PIU- Agri** in SMART project to the address mentioned below and shall be submitted latest by **20/09/2023** (04.30 PM). For any updates / notices shall be published on the project website www.smart-mh.org

Sd/-

**Director ATMA, Cum Head
Project Implementation Unit- Agriculture**

Address:

Project Implementation Unit – Agriculture

Hon. Balasaheb Thackeray Agribusiness & Rural Transformation Project,

Sheti Mahamandal Bhavan, 270, Bhamburda, Senapati Bapat Marg, Pune 411016

Website: www.smart-mh.org Tel No: 020-25656577

ToR for Advisory Consultant – Hedging Desk
For Risk Mitigation Cell, under PIU-Agri. SMART

1. Background of the Project:

- 1.1 Small and marginal farmers dominate Maharashtra's agriculture (78.4%). Average land holding of farmers in the State is 1.34 ha. State's agriculture is diversified and relatively integrated with the global value chains. Commodities like soybean, cotton, sugar (covering 44 per cent of the cropped area in Maharashtra) are strongly influenced by global price movements. Commodities with little footprint outside India have been influenced by trade policies. For example, the price of pulses (pulses cover about 20 percent of the total cropped area in Maharashtra) over the past few years, while influenced by domestic consumption, are largely affected by the inconsistent trade policies. These factors have led to periodic farm distress. Broad shifts in the global prices of commodities such as pulses, soybean, sugar, and milk leading to farmers in many cases not even being able to cover the cost of production.
- 1.2 Agricultural transformation in Maharashtra faces many challenges. The area under cultivation for cereals has declined since 2000, reflecting a shift from food grains toward cash crops. Maharashtra is now one of the largest producer and exporter of fruits, vegetables, pulses, cotton, and soybean. These changes are prompting value addition and food processing activities. However, it is important to reduce distortions and strengthen the linkages in the existing value chains.
- 1.3 Maharashtra has a large pool of federated organizations of farmers and women's self-help groups (SHGs), with more than 21,000 Primary Agriculture Credit Cooperative Societies, 2000 Farmer Producer Organizations (FPOs), and 800 women's Community Level Federations (CLFs) and Community Managed Resource Centers (CMRCs). This calls for a more concerted effort to leverage these strengths and grab the opportunities in the domestic and global markets available to the farmers in the state.
- 1.4 The State has received financing from the World Bank through International Bank for Reconstruction and Development (IBRD) in the form of a loan for implementation of the SMART Project. This project is being implemented for 7 years during 2020-21 to 2026-27. Objective of the project is 'to support the development of inclusive and competitive agriculture value chains, focusing on small holder farmers and agri-entrepreneurs in Maharashtra'. This would be achieved by expanding access to new and organized markets for producers and enterprises with complementary investments in technical services and risk management capabilities.
- 1.5 Following are the three broad areas of intervention under the project.
 - A. **Enhancing Institutional Capacity to Support Agricultural Transformation** - to support capacity building of the Department of Agriculture (DoA) and Department of Marketing (DoM) and establishment of Commodity Stewardship Councils to act as a platform for engagement of members of value chains.
 - B. **Supporting Enterprise Growth and Expanding Market Access** - to integrate producers in priority value chains with strengthened and reliable linkages with buyers and markets, and to enhance the provision of relevant technical and Business Development Services (BDS) to support enterprise growth in the agribusiness sector.
 - C. **Building Risk Mitigation Mechanism** – to strengthen market information and intelligence services for farmers and government, strengthening warehouse receipt systems as a risk mitigation tool for farmers and price risk management support to the state.

- 1.6 **Financial Arrangements:** This project is proposed to be implemented in the state over next seven years, during 2020-21 to 2026-27 with financial support from the World Bank (International Bank for Reconstruction and Development). Total Project Cost is USD 300 Million (approx. Rs. 2100 Crores) which includes IBRD Loan of USD 210 Million (approx. Rs. 1470 Crores), State Contribution of USD 70 Million (approx. Rs. 560 Crores) and Private sector Contribution of USD 10 Million (approx. Rs. 70 Crore).
- 1.7 **Implementation Arrangements:** The project implementation structure is designed to promote the use of existing GoM structures at the state, region and districts level. Overall management and coordination will be the responsibility of the SMART Society. The SMART Society is anchored within the Department of Agriculture, GoM and is the coordinating agency for the agribusiness transformation in the state. Coordination of day-to-day project implementation, planning and scheduling, procurement management, financial control, as well as reporting and monitoring, will be the responsibility of the Project Coordination and Management Unit (PCMU) of the SMART Society. Eleven Project Implementing Units (PIUs) have been set up within the project implementing agencies participating in the project. These PIUs are housed in the Department of Agriculture, Department of Animal Husbandry, Directorate of Marketing, Maharashtra State Agriculture Marketing Board (MSAMB), Maharashtra State Warehousing Corporation (MSWC), Maharashtra Cooperative Development Cooperation (MCDC), Maharashtra State Cooperative Cotton Growers Marketing Federation (MahaCot), Maharashtra State Rural Livelihood Mission (MSRLM), Village Social Transformation Foundation (VSTF), Mahila Arthik Vikas Mahamandal (MAVIM), and Pune Municipal Corporation. For greater coordination and review of project implementation at the district level, Eight Regional Implementation Units (RIU) and thirty four District Implementation Units (DIU) will be established.

2. Background of the Assignment:

Income volatility is a key dimension important for farmers' welfare. The two main risks associated with farming are production risks and price risks. While production-related risks that come from weather, pests and disease are well understood, price risks induced by the market or policy are more subtle. Market price realization of agricultural produce is usually uncertain. Under the operational aspects, the Risk Mitigation Cell (RMC) would have to define its risk appetite, identify major risks, measure the risks using various approaches and instruments, monitor and hedge risks wherever possible, and execute the trades.

Objectives of the Risk Mitigation Cell is as follows -

1. Providing Management Tools to framers for mitigating price risks.
2. Providing market intelligence to the DoA for managing food procurement and price support mechanism.
3. Undertake pilot studies for participation of farmers and CBOs in futures markets and provide technical and handholding support to them.

Objectives of the Advisory Consultant-2 (AC-2):

1. The Advisory Consultant will guide for setting up of Hedging Desk with respect to day to day activities. Hedging is critical instrument for stabilizing income of stakeholders such as farmers, and FPOs against volatility in agricultural output and consequently prices. Hedging can promote sustainable agriculture by protecting farmers from price volatility and utilizing the income to adopt better farming practices
2. To work proactively with risk and trading teams to analyse changing market conditions and ensure that hedging strategies are focused on current market dynamics.

- In order to support farmers through derivatives market, the consultant will guide to policy makers in three different fronts viz., Supporting FPOs for hedging with Options; hedging the government procurement with Futures, and Procurement through eNWRs.

3. Scope of Work of the Advisory Consultant-2 (AC-2):

The scope of work of the Advisory Consultant includes:

- The Advisory Consultant will responsible for execution of commodity hedging transactions in compliance with SEBI and other regulatory policies
- He will evaluate hedging strategies for presentation in the commodity risk management committee meetings
- With the help of team RMC he consultant will create a comprehensive list of risks that may arise on account of trading on the Exchanges – Price volatility, Crash in international prices, Seasonal fluctuations, Potential for fraud, Breach of data, etc.
- To assess the market risks and developing rigorous methodologies for managing market risk.
- Manage strategic hedging activity dynamically to reduce risk concentrations and limit commodity-wise exposure
- To report regularly on specific and aggregate risk measures in order to ensure that risk levels remain at an optimal level. Given that some agri commodities may impact food security, or may have larger financial implications, some commodities may call for daily risk reporting, while some may require less frequent reporting.
- To conduct education and outreach program for various stakeholders i.e. Farmers, CBO members, staff etc.

1. Deliverable and Person days of assignment

Sr. No.	Deliverable	Tentative* Person days
A	To guide for setting up of Hedging Desk with respect to day to day activities	
1.1	To prepare Concept Note for Hedging Desk (Cotton & Maize)	03
1.2	Execution of commodity hedging transactions in compliance with SEBI and other regulatory policies	10
1.3	Evaluate hedging strategies for presentation in the commodity risk management committee meetings	02
1.4	Responsible for the day-to-day management of investment portfolio and provides direct oversight of the risk management strategy	05
1.5	Providing appropriate information to Back office for recording of Commodity Hedging Transactions in the books	07
1.6	Coordinate arrangements for a periodical review of operations and annual audit of transactions to verify compliance with the regulations are in place.	03
B	To provide capacity building training to the RMC staff and SMART officials.	
2.1	To prepare training modules for SMART Officials & CBOs	10
2.2	To publish Articles / News letters in the area of Commodity market	05
2.3	Training programme for Staff, CBOs & other stakeholders	15
Total days		60

* As per estimated requirement which may be change during actual implementation.

5. Duration of Contract:

The duration of the Advisory Consultant-2 will be initially for the period of one year from the date of appointment and which could be extended for further period as per the requirement.

6. Payment:

The payment of the Advisory Consultant-2 assignment will be made by the PIU-Agri. SMART, Pune on monthly basis as per the person days utilised and after submission of deliverables of work reports. He/she should physically present at office for the assigned work. In case of official visits as actual transportation cost will be paid in consultation with Head PIU-Agri. Tentative cost for the said assignment is Rs. 5,45,400/- (60 Man days × Rs. 9090 per day).

7. Advisory Consultant's Qualifications:

The Advisory Consultant-2 shall have the following minimum qualifications and experience: Post Graduate in Commerce/Economics/Agriculture from recognized University with a minimum 10 years' experience Or Doctorate in Commerce/Economics/Agriculture or from a recognized University with a minimum 07 years' experience in Market Research, Economic Analysis of Price Data and Marketing Strategy Consultancy. Preference will be given to consultant with experience with working on actual hedging transactions.

8. Reporting:

The Advisory Consultant-2 will report to the Head PIU-Agri. SMART, Pune.

9. Selection procedure: Selection process will involve following steps

- a. Applications will be invited from individual experts.
- b. Evaluation of CV based on qualifications criteria.
- c. Shortlisting of individual expert and signing contract.

10. Submission of Expression of Interest:

- a) Application with CV should be submitted in the format provided by project.
- b) Application should be submitted in the sealed envelope. Envelope should be superscripted as **EOI for Individual Consultant – Hedging Desk for Risk mitigation cell PIU- Agri**. Sealed envelope should be sent to the Office of Project Implementation Unit- Agriculture, SMART Project,, Sheti Mahamandal Bhavan, 270, Bhamburda, Senapati Bapat Marg, Pune 411016 and shall be submitted by latest by date- **20/09/2023** up to 04.30 PM. For further updates / notices, applicants shall refer to the project website www.smart-mh.org
- c) Application received after due date for whatever reason shall not be accepted. Incomplete EOIs or submitted in the other format will not be considered for next selection process

11. Conflict of Interest and Confidentiality:

A conflict of interest arises when a Expert has an interest, which may include but is not limited to a financial interest that could, or could be deemed to, improperly influence the performance of his or her official duties or responsibilities as a Panel member. A conflict of interest applies to, among others, Panel members who hold positions in government or non-governmental organizations, or who are working in, or have any contractual arrangement as consultants or otherwise with, an executing entity. All actual or potential conflicts of interest, or the appearance thereof, shall be immediately disclosed in writing to the PCMU SMART. Panel members shall adhere to the Policy on Ethics and Conflict of Interest. Panel members shall adhere to the Fund's information disclosure policy, as may be amended from time to time, including in respect of the treatment of confidential information.

12. Head, Project Implementation Unit- Agriculture reserves the right to cancel the selection process at any stage of selection and relax the qualification criteria.

(Experts should submit their EOI in following CV format only)

Curriculum Vitae (CV) Format

1. General Information:

CV for Technical Field (Specify the expert field)	Individual Consultant – Hedging Desk
Name of Expert	
Date of Birth	
Correspondence Address	
Contact No	
Email Id	
Country of Citizenship / Residence	

2. Education:

Sr. No.	Degree / Certificate or other specialized education obtained	College and / or University attended	Passing Year	Percentage / Grade obtained

3. Training Attended:

Sr. No.	Institution	Details of Training	Period

4. Employment record relevant to assignment:

(Starting with present position, list in reverse order. Please provide dates, names of employing organization, titles of positions held, types of activities performed and location of the assignment, and contact information of previous clients and employing organization(s) who can be contacted for references. Past employment that is not relevant to the assignment does not need to be included)

Period	Employing / client organization Contact information for references	Title / position and location of assignment	Summary of activities performed relevant to the assignment
(e.g. May 2015-present)	(e.g., Ministry of, advisor / consultant etc) For references: Tel Email Name and Designation of reference		

5. Membership in Professional Associations and Publications: _____

6. Language Skills (indicate only languages in which you can work): _____

7. Adequacy for the Assignment

Sr. No	Reference to Prior Work / Assignments that Best Illustrates Capability to Handle the Assigned Tasks

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available, as and when necessary, to undertake the assignment if selected. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the client, and / or sanctions by the World Bank

Name of Expert

Signature

Date:

Note:

- a) CV must be type-written on A-4 page in line with the above proforma. Care must be taken to not deviate the given proforma.
- b) Self-attested documents of all educational and work experience should be submitted along with this CV else CV shall not be considered for further selection process.