



THE WORLD BANK
IBRD • IDA | WORLD BANK GROUP



WORLD BANK/IFAD PROGRAM IMPLEMENTATION UNIT
MINISTRY OF AGRICULTURE, REPUBLIC OF LIBERIA
Rural Economic Transformation Project (RETRAP)
1st Floor LIBSUCO Building Japan Freeway (Formerly Somalia Drive),
Gardnersville – Monrovia, Liberia

LOAN #: P175263; IDA: 69000

REQUEST FOR EXPRESSION OF INTEREST

(For the Management of Agriculture Mechanization Service Center(s) for Farmers and Farming Groups in five (5) locations in Liberia)

Assignment Title: Management of Agriculture Mechanization Service Center(s) for Farmers and Farming Groups in five (5) locations in Liberia

REOI Reference No: REF: LR/MOA/PMU/01/ RETRAP/2024

1.0 Background

The Government of Liberia has received additional funding through its Rural Economic Transformation Project (RETRAP) from the World Bank to respond to current severe food and nutrition crisis in the country. This support is to preserve and strengthen the productive capacity of farming households to enable continued and expanded production of key staple foods, both for own consumption and the market. It will facilitate farmers' access to small-scale mechanization, including; machinery for land development, irrigation, production, harvest and post-harvest equipment (mini-combine harvester) and minimal means of transport (tricycles) to ease the laborious traditional agricultural production, particularly for women, and encourage youth participation in the sector.

The need to make processed agricultural commodity competitive, reduce import bills, promote and build entrepreneurship in rural communities in agribusiness, integrating farmers into the supply chain of rice, cassava, rubber, pig, poultry and vegetable with a focus on job creation and employment, food and nutrition security especially amongst women and youth will support the medium to long-term goal of the government.

Farmers have limited access to technical knowledge and capacities on the operation and maintenance of machinery, processing equipment, storage and distribution of agricultural products. There is a lack of access to farm machinery and information on technology to expand cultivation and boost crop productivity using machinery, hence the need for agriculture mechanization service center.

The Government of Liberia, therefore, through the Ministry of Agriculture is establishing 5 pilot Agriculture Mechanization Service Centers (AMSC) in five high productive zones to facilitate access to mechanization services to smallholder farmers, and seeks to engage private sector actors

to fully operate, maintain, expand and sustain the service centers that will deliver prompt mechanization services on demand to farmers concentrated in particular areas of coverage within the concentrated locations of farming communities. The basic idea of each center is to aggregate demand and supply and to enable the profitable provision of services to justify the considerable upfront investment. The private sector actor will run these machines as a process of eventually owning them.

The service center will serve as a one-stop-shop center where farmers and farming groups will access a range of machinery services to boost agricultural production and increase productivity. This will involve grouping of farmers, cooperatives, or individual(s)/agripreneurs in key subsectors, i.e. rice, cassava, rubber, pig, poultry, oil palm and horticulture who have come together and pool their resources as a means to control cost and make the best use of the specialized equipment and expertise.

The goal of the agriculture mechanization services centers are to; develop and implement an inclusive business model of rental mechanization service business which is gender and youth responsive, serve as an integrated platform for farmers to access mechanization services for increased farmers' productivity, effective and efficient land utilization for intensified food crop production, serve as a learning resource center that would attract youth and women participation in the utilization of modern farming technologies and transform Liberia's food and agriculture from subsistence to commercial-level production.

2.0 Line of Service the Agriculture Mechanization Service Center will provide:

- a. Mechanized Extension Services – land development, production with the use of advanced machineries, harvesting, transportation, processing of products, packaging, etc.
- b. Training – the AMSC will provide training for women and youth in tractor and other agricultural machinery operations.
- c. Infrastructure: private actor to provide suitable warehousing facilities for storing agricultural commodities.
- d. Modern Communication System (Website, Hotline for farmers and service provider interaction).
- e. Repair and Maintenance Services– servicing, lubricating and spare part replacement.

3.0 Criteria for consideration of firm(s)

Interested Firms should provide information demonstrating that they have the required qualifications and relevant experience to perform the services of an agribusiness mechanization service provider. The minimum requirement for the firm, includes:

- (i) A strong interest in investing in agriculture in Liberia and supplying or providing agricultural machinery services to farmers;
- (ii) The firm has a recent and solid experience in facility management and in managing agricultural machinery particularly supporting farmers in mechanization, and must have successfully implemented at least 1 similar program in the past 5 years in mechanization hire services as a business.
- (iii) The firm should provide bank guarantees for all the machines in service;

- (iv) The firm must have acquired experience, knowledge and be familiar with the mechanization systems in Liberia or sub-Sahara Africa;
- (v) Demonstrated business and financial acumen to expand and grow the AMSC;
- (vi) The firm should be able to pay at least 10% of the total cost/value for all the machines before start of operations;
- (vii) The firm should be capable of acquiring an appreciable quantum of machinery on its own or have proof of financial ability (including bank statements, bank flows, proof of the business being in existence) to buy machines to complement the machines Government will make available to the centers;
- (viii) A firm would be awarded at most two machine service centers, although it can apply for more;
- (ix) The firm should submit a list of its cooperate responsibility to the communities in and around its area of operations.
- (x) The firm should sign up to a fleet management agreement to be provided by the Government and Agriculture Mechanization Service Center; and failure to comply with any of the above for two consecutive years will lead to cancellation of the agreement of the successful firm.
- (xi) Firm should be duly registered and provide evidence of paying taxes
- (xii) Audited Financial Statements for the last three (3) years with average liquidity ratio greater than 1.2

In order to complete the assignment, the firm will assemble a multi-disciplinary team that are verifiable, qualified and would consist of a **Center Engineer/Business Manager, Marketing (Community Engagement) Officer, Farm Machinery/Equipment Operator(s) and Workshop Engineer/Manager/Mechanic(s)** with progressively responsible experience. The selection process comprises two stages: The most qualified firm will be invited for negotiations. Award is subject to a price reasonableness analysis for the Management of the ACMS. Should negotiations fail with the selected service provider, negotiations will be initiated with the other firm that submitted responsive expression of interests, in the descending order of the ranking.

The firm's team will include, but may not be limited to:

Position and experience	Description of Core Responsibilities
<p>Center Engineer/Business Manager with a certificate, diploma, and a degree in business administration is a plus with at least five years of proven experience in business management, strategy, strong ability with financial and budgetary processes, superior leadership skills, with focus on employee coaching and development, up-to-date knowledge of trends in agribusiness in Liberia, etc.</p>	<p>Lead and manage Agriculture Mechanization Service Center; responsible for overall delivery of timely and quality services; primary contact point for the Service Center Execution. Analyzing data to determine the best price to charge for a product based on market conditions, production costs, and other factors; Providing advice on farm management decisions to farmers to help them improve their businesses; Identifying problems with agricultural markets or the industry as a whole and developing solutions; assess the needs of agriculture industry such as crop production and livestock management; and developing and implementing plans to improve operations of the fleet machinery and efficiency</p>

<p>Marketing/Community Engagement Officer with a certificate, diploma or degree in business administration, communication, social sciences or its equivalent in related field with proven work experience in marketing, excellent interpersonal skills, thorough knowledge of social media, product commercialization, solid understanding of market research techniques, strong organizational, multi-tasking, communication and customer service skills, community engagement and should be a team player.</p>	<p>Develop and implement community engagement strategies and initiatives that are designed to increase public interest in the organization and its mission. Contribute in the implementation of marketing strategies; organize and attend marketing activities or events to raise brand awareness; plan advertising and promotional campaigns for products or services on a variety of media (social, print etc.); liaise with stakeholders to promote success of activities and enhance the firm’s presence; see all ventures through to completion and evaluate their success using various metrics; prepare content for the publication of marketing material; identify opportunities for promotion and growth; collaborate with managers in preparing budgets and monitoring expense; establish relationships with farming community stakeholders and build partnerships; monitor and evaluate the effectiveness of community engagement activities.</p>
<p>Farm Machinery/Equipment Operator(s) with high school diploma or equivalent; technical degree is a plus with proven experience as a machine operator, Working knowledge of diverse high-speed machinery and farm equipment, understanding of production procedures, adherence to health and safety regulations (e.g. constant use of protective gear), ability to read blueprints, schematics and manuals, analytical skills, attention to detail, teamwork and communication skills, physical stamina and strength.</p>	<p>Monitor, maintain and operate machinery and equipment, cleaning and quality-checking machinery to ensure everything works as it should, set up machines (calibration, cleaning etc.) to start a production cycle, control and adjust machine settings (e.g. speed), feed raw material or parts to semi-automated machines, inspect parts with precision and measuring tools, test operation of machines periodically, fix issues that might occur, check output to spot any machine-related mistakes or flaws, keep records of approved and defective units or final products, create and maintain activity logs.</p>
<p>Workshop Engineer/Manager/Mechanic(s) with a high school diploma or equivalent, technical degree is a plus with at least seven years of experience.</p>	<p>The ability to diagnose and repair automotive problems, identify and fix various issues that can occur with a tractor, combine harvester, a skid steer or any farm or mechanical machinery or equipment, properly maintain and repair farm machinery and equipment.</p>

4.0 Machines in the Agriculture Mechanization Service Center

The center will be equipped with basic specialized machinery, equipment and tools, and managed by progressively responsible and experienced private agripreneurs. Each of AMSC shall be equipped with the below listed basic farm machineries and equipment with various attachments/implements:

S/No.	Equipment/Machinery	Description	Quantity
1	65 Hp Tractor	A farm tractor designed for commercial farming, more powerful, and have many features. It must have multiple hydraulic hookups and PTOs - at the rear, front and side. The transmission has forward and reverse gears with on-the-go 4WD. They sport a fuel tank as large as 15 to 50 gallons. Farm tractors has foldable ROPS to allow parking under a lower roof.	1
2	Tractor Wagons (12 ton)	A 12-ton extension, two wheeled vehicle designed to be drawn by a tractor, truck, All Terrain Vehicle (ATV) and useful for hauling freight and agricultural produce. This attachment are universal and compatible with the technical specification of the tractor above	1
3	3-Disc Plow	Plough is used to invert the soil pan (used to break the hardpan of agricultural fields and to work in the stony areas) at low speed of a tractor. This attachment is universal and compatible with the technical specification given for the tractor above	1
4	Rotovator	A rotavator, also known as a rotary tiller, is a tractor-driven rotary tillage equipment that uses a series of blades to plow the land by cutting, pulverizing, mixing, and levelling the soil. Rotary Tiller is made of sharp blades used for deeply piercing into the soil to give it a continuous rotation for evenly mixing all nutrients for better crop plantation. This attachment is universal and compatible with the technical specification given for the tractor above	1
5	Mulcher	This special instrument is a very simple and reliable tool for cutting bushes and it is ideal for a wide range of jobs. In agriculture it is used for landscape maintenance, e.g. creating border around crop fields, clearing paths, etc. This attachment is universal and compatible with the technical specification given for the tractor above	1

6	Front End Loader	The front-end loader is used to pick up and move large quantities of dirt/soil, sand and other materials quickly and efficiently from one location to another. This attachment is universal and compatible with the technical specification given for the tractor above	1
7	Paddy Field Bund/Ridge Maker	The high quality paddy ridge building machine, works with 45-130hp farm tractor, it cultivates the earth, forming and tightly pressing the paddy ridge at one operation. The completed ridge is hard, nice surface, straight and water-resistant. It is the best helper for paddy farmer with high efficiency. This attachment is compatible with the technical specification given for the tractor Above	1
8	Direct Grain Seeder/Planter	A planter is a farm implement, usually towed behind a tractor, which sows seeds in rows throughout a field, it is connected to the tractor with a drawbar or a three-point hitch. Planters vary greatly in size, from 1 row to 54. This attachment is compatible with the technical specification given for the tractor above	1
9	Rice Seedling Transplanter	Rice seedling trans-planters are basically a machine that transplants rice seedlings onto paddy fields. Rice trans-planter consists of mover, transmission, engine, lugged wheels, seedling tray (it is bundles of rice seedlings stuck together), seedling tray shifter, pick up tool i.e. pickup fork, etc.	1
10	Mobile Dryer	Drying of both small and larger quantities of rice, paddy dryer offers high performance, ensuring flexibility and ease of transport. Typically, rice is harvested with a humidity rate between 18 and 28%. This solution allows to reduce the paddy of moisture from 25% to 15% or 10%, without affecting the quality of the rice. The mobile dryer can be powered by a tractor PTO, electric motor or diesel engine. This attachment is compatible with the technical specification given for the tractor above.	1

11	Mini -Combine Harvester	A kind of multi-functional combine harvester, which is used to harvest rice as well as wheat and other grain. It can thresh and remove impurities in the field. It is specially suitable for hilly and mountain lands or areas where general combined harvesters cannot enter in.	1
12	Boom Sprayer	a sprayer typically known for applying herbicide on crops, pastures, golf courses, and lawns, but they are used in many other applications such as dust control, and anti-ice. The sprayer is compatible with tractors with horse power between 40 to 110	1
13	Skid Steer	A skid steer is a small but versatile machine that can be used for various tasks with different attachments. It is mainly used for grading, moving, and excavating material in construction, landscaping, and other industries. It can be wheeled or tracked. It has a lifting arm, a solid body, and an engine, and it can operate in narrow, uneven, and changing work sites.	1
14	Skid Steer Backhoe	The backhoe is an industrial and mechanical machine that is used to achieve large excavations in all kinds of terrain. It has a bucket for excavation located at the end of an articulated arm in two different parts. This arm is usually placed on the back of a tractor and is used in earthworks for construction, piping and drainage.	1
15	Skid Steer Dozer Blades	A skid steer attachment that excavates and grades landscape with optimum performance and durability, move large amounts of material quickly and easily. The adjustable skid shoes provides depth control as well as forward and reverse grading	1
16	Skid Steer Pallet Fork	Pallet fork are necessary tractor attachments for lifting pallets but also for hauling hay, firewood, brush, logs, and other materials. This attachment has to be compatible with the technical specification given for the skid steer	1
17	3 point Adaptor	A device that converts attributes of one system to those of an incompatible one. Some modify power or signal attributes, while others merely adapt the physical form of one connector to another for the skid steer.	1

5.0 Main role of the Firm – Service Provider

- Provide a brief statement of why the firm is best suited for the EOI

- Provide description of management approach for the Agriculture Mechanization Service Center sustainability and profitability
- Qualification and specialized knowledge and experience for the assignment

5.1 Role of the Government of Liberia (GOL)

- Providing the required start-up machines for each agriculture mechanization service center;
- Jointly prepare fleet management agreement with the agriculture mechanization service center firm, sign and ensure compliance to the agreement;
- Providing compulsory monitoring and supervision exercises for all Service Center;
- Providing technical advice on the management of the center;
- Organization consultation meetings with Center Managers to seek the welfare of farmers and Service Center(s)
- Building the capacity and certificating engineers, operators, mechanics, etc. for running and maintaining the machines in the Service Center;
- Provide regular refresher trainings
- Monitor, environmental, social and CSR compliance

6.0 Location/Sites for the service center

The agriculture mechanization service centers are to operate in five key food production clusters in Liberia, that includes: Bomi (Klay Vocation Training Center), Bong (BCADP, CARI - Suacoco), Lofa (Technical Training Center –Voinjama and Foya) and Nimba (Kpein).

Machine Location	Expected Area of Coverage	Types of Operations
Bomi (Klay Agriculture Vocation Training Center)	Parts of Bomi, Grand Cape Mount and Gbarpolu Counties	Land development/preparation, tilling, planting, transplanting, spraying, harvesting and drying where necessary
Bong (BCADP – CARI, Suacoco)	Farming communities in Bong County only	Land development/preparation, tilling, planting, transplanting, spraying, harvesting and drying where necessary
Technical Training Center in Voinjama, Lofa and Foya	Farming communities in Lofa County only	Land development/preparation, tilling, planting, transplanting, spraying, harvesting and drying where necessary
Kpein, Nimba County	Farming Communities in Nimba County only	Land development/preparation, tilling, planting, transplanting, spraying, harvesting and drying where necessary

7.0 Clarifications

Interested Service Provider may request **clarification** regarding this requirement no later than **April 3, 2024 at 5:00 pm** and Client shall be obliged to respond by **April 10, 2024 using the email address below**.

Mr. Galah Toto

National Program Coordinator

Program Implementation Unit (PIU), Ministry of Agriculture

Smallholder Agriculture Transformation & Agribusiness Revitalization Project (STAR-P)/ Rural Economic Transformation Project (RETRAP)

1st Floor LIBSUCO Building, Japanese Freeway (Formerly Somalia Drive) Gardnersville – Monrovia, Liberia

Tel +231-777576980

Email: retrapbids@moa.gov.lr with a copy to Email: gtoto@moa.gov.lr and dkulah@moa.gov.lr

8. The attention of interested firms is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” dated July 2016, revised November 2017, and August 2018, setting forth the World Bank’s policy on conflict of interest. Please refer to *paragraph 3.17 of the Procurement Regulations* on conflict of interest related to this assignment which is available on the Bank’s website at <http://projects-beta.worldbank.org/en/projects-operations/products-and-services/brief/procurement-new-framework>

9.0 Deadline for Submission of Expression of Interests

All Expressions of interest must be submitted electronically in a format that cannot be altered (pdf format is preferred) to the email address in clause 7 by **22nd April 2024 @ 5:00pm Monrovia time**.

Signed by: Galah Toto

National Program Coordinator – STAR-P/RETRAP