

## **EXPRESSION OF INTEREST**

### **PRIVATE SECTOR PARTNERSHIP FOR THE IMPLEMENTATION OF COMMUNITY BASED REINTEGRATION PROJECTS**

#### **TERMS OF REFERENCE**

##### **BACKGROUND**

Assisted voluntary return and reintegration (AVRR) is a key strategy in ensuring the humane and orderly movement of migrants. It is an indispensable component of a migration management approach which is intended to be mutually beneficial to migrants, governments and other sectors of society affected by migration. IOM implements the AVRR which has well-tailored reintegration measures supporting the socio-economic reintegration of returnees in their countries of origin.

IOM under the different ongoing projects including the regional Joint Initiative for Migrant Protection and Reintegration (financed by the European Union Trust Fund) and other AVRR projects is implementing actions to ensure the sustainable reintegration of returning Nigerian migrants in close collaboration with the Government of Nigeria

These projects provide Community-Based Reintegration (CBR) support which aims at involving returning migrants in income-generating activities with their home communities to promote inclusive local development while also reducing the socioeconomic challenges in the areas and the impact of return migration on the prioritized receiving communities. In this regard, IOM has, at this stage, identified communities in Edo state which are highly affected by irregular migration to implement community-based projects in line with the community/returnees' interest and ecological setting.

To create employment opportunities and income generating activities for returned migrants and unemployed youths in these communities, IOM is seeking private sector partnership with companies who have expertise and are currently running profitable businesses in any of the following areas

- Agro- processing related: Could be Plantain, cassava products, animal husbandry, rice, maize, groundnuts, fruits like cashew, pineapple, citrus fruits, etc.
- Manufacturing related: Could be Ceramic, Detergent, Plastics, wood, etc

##### **OBJECTIVE**

The main objective of this engagement is to promote partnership between the private sector and the cooperatives for the smooth running of the proposed projects under the community-based reintegration component of AVRR projects in Nigeria

##### **SPECIFIC CONTEXT**

Agricultural produce available in abundance in communities in Edo state includes; Plantain, cassava products, farm animals, rice, maize, groundnuts, fruits like cashew, etc. The state also has high potential and opportunities to carry out animal husbandry and livestock production. Similarly, there are various opportunities in the manufacturing line of business on plastic recycling, production, wood work etc.

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Farmers and the general communities in these locations are not getting enough value from these produce because of wastage of left-over from small scale production, limited financial capacity to use advanced technologies etc. As a result, IOM would like to set up small scale agro-processing and manufacturing factories/projects in various communities in Edo State to harness these abundant resources and support the value chain creation for available raw materials as well as the products while simultaneously creating job opportunities for returnees and unemployed youths. With availability and proximity to raw materials and handiness of ready Labour, private sectors would be expected to advise on key groundwork/startup items for the factories and push for the establishment of these projects and work with the returnees and potentials migrants' cooperatives.

## **REQUIREMENT**

This project has taken an approach of engaging private firms, which has the required funds, management, market for the products and technical industry -specific expertise to support the operations and running of these factories. To this end, IOM is seeking private firms with the relevant pedigree, preferably in agriculture processing, value chain network and manufacturing, who will be managing the proposed projects.

## **ROLES AND RESPONSIBILITIES**

The primary role and responsibility of the private partnership is to provide the technical expertise, management, market, Provide and undertake all regulatory requirements, provide necessary advert/branding/marketing for the products and financial resources to support with running the operations of the various processing factories set-up or any other community based reintegration projects.

## **VALUE PROPOSITION**

- Leadership of the management of the factories;
- Huge potential for value- chain network;
- Leverage on government pro-sectorial policies, boosting performance;
- Possibility of managing other similar projects; proven track record of past work.
- Contribute to the curbing of the negative effects of irregular migration as part of CSR support;

## **QUALIFICATION AND EXPERIENCE**

The criteria for selecting the firm, among others, are:

- Must operate in Nigeria with preference given to those who are within/near the following States: Edo State, Delta, Lagos, and Abuja.
- Must be registered and certified by the Corporate Affairs Commission and tax certificate;
- Must have been in operation for at least two(2) years in similar area of expertise;
- Must be a business development service provider;
- Evidence of consistent and sustained good financial performance (audit reports for the last 2years);
- Management Team composition with a proven track record;
- Proven understanding of the Nigerian business environment and labor market structure;

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- Evidence of the existence of a proper governance structure;
- Evidence of the availability of adequate resources (human and financial) and capacity to manage agro-processing or manufacturing business;
- Evidence of consistent regulatory compliance;
- Proven financial capacity.

#### **COMPETENCIES**

- Confirmed interest in working on community projects and with returned migrants;
- Expertise on either agricultural related production, husbandry or manufacturing;
- In-depth knowledge of the agricultural value chain or manufacturing;
- Organizational structure/systems setup;
- People management skills;
- Community relations skills;
- Health, Safety, and Environment (HSE);
- Supply Chain Management (SCM) abilities;
- Branding and Marketing;
- Risk management;
- Project development and management skills;

#### **METHOD OF APPLICATION,**

IOM invites experienced and interested private firms to submit an expression of interest, technical proposal along with a cover letter in support of their application addressed to IOM Lagos via email [IOMLagosTenders@iom.int](mailto:IOMLagosTenders@iom.int) OR via hard copy to **IOM Lagos Office at No.1 Isaac John Street, Ikeja GRA, Lagos, Nigeria** or **3, Aideyan Street off Ihama Street, GRA Benin** on or **before 30.03.2021**.

The subject of the cover letter should indicate the proposed project using below codes in the table which the firm is applying.

#### **For example:**

If your company's application is Agro-processing related plantain chips and flour, the subject line should state the code **1000-01**

If your company's application is manufacturing related for production of ceramics, wood etc the subject line should state the code **2000-01**

If your area of interest is not listed below, the subject line should state the code **3000**, then specify the activity in the body of the cover letter.

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**Each submission must include;**

**A technical proposal, with detailed methodology and work plan (max 4 pages), along with:**

- Organizational profile and structure, including CVs of key staff and description of expertise involved in the running or management of the factory with a proof of conformity with required above list of competencies and qualification/expertise;
- Recently audited financial reports for two consecutive years and required set of registration documents ;
- List of projects (past and current) with short descriptions;

**PROPOSED PROJECTS WITH CODES**

	<b>PROPOSED PROJECTS</b>	<b>CODE</b>
<b>S/N</b>	<b>Agriculture processing related</b>	<b>1000</b>
1	Plantain chips, Flour etc. plant	<b>01</b>
2	Maize grits, Maize flour etc. plant	<b>02</b>
3	Cassava flour, etc. plant	<b>03</b>
4	Cashew apple juice, cashew kernel, cashew nut shell liquid and cashew shell briquette, etc. Plant	<b>04</b>
5	Fruit juice, jam etc. plant	<b>05</b>
6	Rice processing plant	<b>06</b>
7	Roasted groundnut, groundnut oil, groundnut cake, peanut butter, groundnut shell briquettes , etc	<b>07</b>
8	Animal Husbandry	<b>08</b>
9	Fish smoking	<b>09</b>
<b>S/N</b>	<b>Manufacturing related</b>	<b>2000</b>
1	Small scale ceramic plant	<b>01</b>
2	Detergents	<b>02</b>
3	Plastics and plastic recycling	<b>03</b>
4	Wood	<b>04</b>
5	Paint production	<b>05</b>
6	Bricks making /Block -Laying	<b>07</b>
7	Tissue paper, paper bag, serviette, writing materials, printing papers,	<b>08</b>

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	<b>Other proposed activity</b>	<b>3000</b>
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**Please note that only short-listed organizations will be contacted.**

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