

## Vacancy for an Agripool mission

### Company Assessment of a Maize cooperative union in Tanzania

Ref. nr. 17at-7011 - AS.8050

#### Who are we looking for?

We are looking for a cooperative expert who is able to do a company assessment of NJORECU (Njombe Region Cooperative Union), a large cooperative union, with 63 member cooperatives (about 7000 individual members) that mostly produce maize.

Do you speak English fluently, do you have experience in East-Africa and are you familiar with maize processing, coop governance, business development, management or finance? Agriterra is looking for a business expert who can assess the current situation of NJORECU and analyze the feasibility of its business plan.

#### Context

**Njorecu** is responsible for collecting and selling maize of their 63 cooperatives. They used to help members with training. Now they still sell farm-inputs to the members, having several Agricultural shops within AMCOS buildings (AMCOS = Agricultural Marketing Cooperative Society, the legal name for a Tanzanian Agricultural, primary coop). The Union is very big and still owns buildings and a warehouse. Payments are made from Union to the primary coops who distribute to the farmers.

The union wants to implement 2 projects, to help their members in the marketing of their products: maize & sunflower seeds:

1. Maize milling machine / processing plant;
2. Sunflower oil expeller.

NJORECU LTD made a business plan in order to purchase a maize milling machine and become active in servicing and marketing corn flour production. They also see opportunities for Rice packing but NJORECU LTD did not make a business plan until now.

The union already started negotiations on collaboration with **SAGCOT** (Southern African Growth Corridor of Tanzania – the largest Public Private Partnership in Tanzania), to assess possibilities for assistance for the maize milling machine & processing plant. The discussions are still in progress.

The area in which NJORECU LTD is active, is very favourable for agriculture. Especially for maize. Many farmers are producing more as one cash crop. The NJORECU LTD staff and board is eager to re-activate the union, however they lack vision and clear strategies.



#### Country:

Tanzania

#### Period:

From 24<sup>th</sup> of April – 20 May  
(1 week availability in this period)

#### Deadline

17 April

#### Number of Dutch experts we need:

1

## The assignment

### Assess NJORECU and its Business case:

The *organisational assessment* will focus on NJORECU's Governance, Financial Management, Internal Capital & Member commitment, it's HR policies and its place within their institutional environment (connection with other stakeholders, competition etc.). The Agriterra Company Assessment tool will be used for this.

Part of the assessment will focus on NJORECU's *business case*; processing maize into corn-flour and by doing so, adding value for its members.

During the scoping (first intake) Agriterra has already identified certain challenges that can be taken into account during the assessment, please see below.

### Challenges of NJORECU:

- Strategic planning and business planning of NJORECU LTD;
- Commitment of members i.e. increased membership;
- Production improvement;
- Good governance & leadership;
- Market access / how to set up a viable processing plant;
- Access to finance (low interest loans or investments from external stakeholders);
- Exchange technology ideas with other Union cooperative society.
- Cooperative concept and principles among members (63 primary co-operatives);
- Increase Union capacity to market member's products (marketing).

## Profile of the agripoolers

Profile	Agripool expert 1
Knowledge	Maize processing Post-harvest handling Financial management Business planning & Management Business viability analysis
Experience	Company assessment, Africa, coops
Competences	Flexible, analytic, pragmatic, good writing skills
Language level	Fluent spoken and written English

### Contact:

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