

## KIRINYAGA COUNTY GOVERNMENT



### OFFICE OF THE DIRECTOR SUPPLY CHAIN MANAGEMENT

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When replying please quote;  
**CGK/EOI/008/2017-2018**

KIRINYAGA COUNTY GOVERNMENT  
P.O.BOX, 260  
KUTUS.

22<sup>nd</sup> February 2018

**TO ALL PROSPECTIVE BIDDERS**

**RE: EXPRESSION OF INTEREST FOR CONSULTANCY SERVICES FOR THE FEASIBILITY STUDY AND DESIGN OF THE PROPOSED INDUSTRIAL AND BUSINESS PARK IN NDIA SUB COUNTY - KIRINYAGA - KENYA, TENDER NO. CGK/EOI/007/2017-2018: ADDENDUM NO.1**

The County Government of Kirinyaga has issued the following addendum with regards to the above-mentioned tender:

S/No	Tender Number	Query	Response
1	CGK/EOI/007/2017-2018	EOI Description	The EOI should read as follows:  <b>EXPRESSION OF INTEREST FOR CONSULTANCY SERVICES FOR FEASIBILITY STUDY OF THE PROPOSED INDUSTRIAL PARK IN NDIA CONSTITUENCY, KIRINYAGA –KENYA: TENDER NO. CGK/EOI/007/2017-2018</b>
		Site Visit Or Pre-Proposal Conference, County Or Consultants Funded.	Site visit will be on Monday 26 <sup>TH</sup> , February 2018 2.00 pm local time at Magunas Mall Sagana. Below kindly find new TORs in regard to the above tender.

## **NEW TERMS OF REFERENCE (TORs)**

### **INTRODUCTION**

The County Government of Kirinyaga is one of the 47 counties in the Republic of Kenya. It is located between latitudes 0°1' and 0° 40' South and longitudes 37° and 38° East. The county borders Nyeri County to the North West, Murang'a County to the West and Embu County to the East and South. It covers an area of 1,478.1 square kilometers. The county has six major rivers namely; Sagana, Nyamindi, Rupingazi, Thiba, Rwamuthambi and Ragati, all of which drain into the Tana River. These rivers are the principal source of water in the county especially for agriculture. The water from these rivers has been harnessed through canals to support irrigation at the lower zones of the county especially in Mwea. Plans have been put in place to optimally harness these water resources so as to boost agricultural production in the county thus contributing to sustained economic development.

Kirinyaga County is an agrarian driven economy and has been a leading producer in agriculture raw produce. The four main crops in the county are Coffee, Tea, Rice and Bananas. The production of coffee as at 2016/2017 was 26,121,762 kgs, that of tea was at 69.942 million Kgs, that of rice was at 74,465 metric tonnes and that of banana was at 207,000 metric tonnes. The county also has a high production of other crops such as tomatoes, macadamia nuts, sweet potatoes just to name a few. In reference to the foregoing and the launch of the Kenya Industrial Transformation Programme by the Government of Kenya in July 2015 which provided a framework for the country's industrialization process inclusive of the setup of industrial zones and parks, Kirinyaga County has identified the development of an industrial park.

The County Government of Kirinyaga has set aside approximately Two Hundred and Fifty Four (254) acres exclusively for development of an industrial park. The target is to promote manufacturing and agro processing of the agricultural products produced in the county both of which are to a large extent labour intensive with significant spillover effects. This will be developed through a public private partnership approach. The development of the Industrial and Business Park will not only target the optimization of Kirinyaga's agricultural production potential, but it will also substitute commodities purchased from outside the county with the commodities produced from within the Park. In addition, it will support the government of Kenya's industrialization strategy as a pillar for economic growth and development as well as the County government industrialization strategy thus contributing to the growth of the national GDP. It is envisaged that the Park will offer facilities for specialized: - agro-processing; agro-logistics and storage; farm machinery, equipment and services centre; social services; and general trading/business/commercial services.

The Kirinyaga Industrial and Business Park (KIBP) will be located in Ndia Constituency, 119.3 Km from Nairobi, the capital city of Kenya. On one side, the KIP will be bordered by two permanent rivers that are merging while on the other side it will be bordered by a national government installation being the Kenya Fisheries Department. It is approximately 2 kms from the Sagana Muranga highway. The KIBP is connected to the Nairobi Nanyuki railway which is expected to be upgraded to a Standard Gauge Railway and two main highways namely, Sagana Nairobi which is earmarked for upgrade to a

dual carriage and Sagana Muranga Road. The KIBP will be designed as an eco-friendly Industrial Park providing industrial, commercial and recreational facilities.

In view of the foregoing, the key focus of the consultancy is on the following;

- 1) Natural resources mapping in the 20 county wards
- 2) Commodity resources mapping
- 3) Identification of the cottage industries that can be established in each of the 20 wards.
- 4) Determination of quantity and quality of raw agricultural produce/natural resources in terms of type, commercial viability and potential usage to justify the sustainability of agroprocessing/manufacturing
- 5) Determination of complementary business services that will be necessary to provide a conducive and efficient business environment for the industrial park.
- 6) Assessment of size and skill level of available human resources to harness the raw agricultural produce/natural resources and to promote value addition to products
- 7) Identification of critical issues and challenges for effective and efficient harnessing of available raw agricultural produce/natural resources and human resources
- 8) Development of a compendium of cottage industries that can be established in each of the 20 wards inclusive of the feasibility of their implementation necessary for making an investment decision i.e. the scale of investment, production or output volumes, values and profitability
- 9) Development a strategic business plan for the Industrial and Business Park which provides for linkages for the natural resources with the industry and business; skills development; and value addition to the primary produce.
- 10) Develop a master plan for the implementation and development of the industrial and business park

### **Scope of work**

Kirinyaga County Government is seeking services of a leading consultancy firm to carry out Feasibility Assessment of the proposed Kirinyaga Industrial and Business Park. It hopes to apply the study findings to make informed investment decisions and to attract and retain potential partners and investors.

The list of tasks of this assignment will include:

1. Mapping of all natural resources available in the 20 wards of the County in terms of type, location, quantity, quality, commercial viability and potential usage.

2. Mapping out the commodities in terms of type and quantity that are consumed in the country but not produced in the county so as to identify potential factories that can manufacture the identified commodities while located in the Park
3. A demonstration of robust business case for the park by assessing current and future availability, supply, demand and competitiveness of: - key raw materials; utilities especially water and power; industrial and commercial real estate in Ndia
4. Facilitation of idea generation and selection of park facilities through structured engagement with the community, likely park users, investors and stakeholders to ensure buy-in and ownership.
5. Investors and other stakeholder identification and engagement
6. Development of a sustainable and profitable business model that includes pathways to funding; linkage between industrialization and human development ; industrial incubators centres; Park branding and pre-development marketing
7. Identification of priority agro processing/ agro industry sectors
8. Development of a compedium of the cottage industries that can be established in each of the 20 wards inclusive of the feasibility of their implementation necessary for making an investment decision i.e. the scale of investment, production or output volumes, values and profitability
9. Identification of critical issues and challenges affecting priority sectors
10. Develop a master plan for the implementation and development of the industrial and business park

### **Deliverables**

The consultants will submit a detailed proposal that demonstrate clear understanding of the Terms of Reference, detailing the timing and cost of the work to be undertaken and how it will be implemented including:

1. Detailed profile and capabilities of the organization that include recent experience on assignments of a similar nature and size
2. The contractor's interpretation and suggested improvements of the Terms of Reference and list of services and facilities to be provided by the Client
3. A description of the methodology and work plan for performing the assignment/project which should include but not be limited to:
  - ✓ Literature review (national and county plans)
  - ✓ Framework and the strategy to be used with respect to natural resource and commodity mapping across all the 20 wards
  - ✓ Approach to be used for purposes of demonstrating a robust business case for the park
  - ✓ Overarching roadmap for project facilitation, implementation, management, park branding, pre development marketing, identification of priority agro processing/ agro industry sectors, fund raising and exportation strategy of products manufactured/processed in the park

- ✓ Structure for the stakeholder identification and engagement
  - ✓ Consideration of social and environmental aspects and sustainability
  - ✓ Approach towards the development of the Compendium of natural resources and possible cottage industries
  - ✓ Framework for the implementation and development of the industrial and business park
  - ✓ Roadmap for the implementation of an industrial incubator centre inclusive costs.
4. List and profiles of key personnel assigned to this activity in tandem with the list of tasks and work plan
  5. Detailed costing and budget estimates of the staff input and logistics needed to carry out the assignment.

### **Eligibility Qualifications and competencies**

The consultant must possess demonstrated advanced expertise and international experience in Industrial Park Development with emphasis on agro processing, agricultural value-chain development, development and financing of large-scale projects. Selected consultants will need to demonstrate a thorough understanding of the focus, vision and mission of the assignment/project.

Shortlisted contractors will be invited to Kirinyaga to make a presentation of their proposals in person.

### **Requirements**

Interested firms should submit their expression of interest that will include the following:

- (i) Firm profile indicating experience in similar assignments
- (ii) Demonstrate capacity and key related assignments as prove of ability (previous works done and their magnitude, CVs of all key personnel)
- (iii) Certificates of incorporation/registration
- (iv) Certified tax compliance certificate
- (v) Financial capability - provide evidence of relevant resources and financial statements for two current consecutive years
- (vi) If a consortium, proof of existence of the consortium.

The accompanying documents must be submitted for technical and financial proposals in plain sealed envelopes marked; **Expression of Interest For Consultancy Services For Feasibility Study of The Proposed Industrial Park In Ndia Constituency, Kirinyaga –Kenya (International Open Tender) and addressed to;**

**County Secretary,  
County Government of Kirinyaga  
P.O. Box 260 - 10304,  
Tel: +254-020-8010181,  
KUTUS.**

And deposited in the Tender box located at the Department of Cooperative Development, Trade, Tourism, Industrialization and Enterprise Development, County Headquarters, Kutus, on or before 7th March 2018 and they will be opened in the public immediately thereafter and in the presence of the firm's representatives who choose to attend. Applications not received and not opened in the public opening ceremony shall not be accepted for evaluation irrespective of the circumstances.

All expenses required for preparation and submission of the responses for this call for proposals including providing additional information shall be borne by the respondent. Any canvassing or giving false information will lead to automatic disqualification

**DIRECTOR SUPPLY CHAIN MANAGEMENT SERVICES  
KIRINYAGA COUNTY**