

Call for Tender

Consultancy service for BASELINE SURVEY of the project “Associated agriculture for long-term income stabilization of ethnic minorities and equal integration in community development in Vietnam”

1. Project background

Nam Giang is one of the poorest and most vulnerable districts of Quang Nam province. The current poverty rate of the whole district is over 52%, about five times higher than that of Vietnam (9.8%). There are 12 communes in Nam Giang district, in which the poverty rate exceeds 70%. The majority of local residents in Nam Giang district belong to multiple ethnic minorities, with Katu and Gie T’rieng making up 57.86% and 21.18% respectively of the population. Most of them are farmers working in agriculture, forestry, or mixed forms of agro-forestry. However, their traditional production practices are in many cases not sufficient to secure and sustain sufficient income due to low productivity and production in the wake of a general lack of knowledge and skills coupled with unfavourable cultivating conditions. In addition, poor infrastructure and marketing support services have also contributed significantly to limited market access, which further curbs the potential of farmers to generate income through agriculture and related activities and intensifies poverty. In terms of gender, men and women in ethnic minority families in Nam Giang are both substantially involved in agriculture (both farming and livestock breeding). At the same time, men tend to participate more regularly in social events such as village/commune meetings and festivals, village management boards, commune people’s committees, whereas women are more responsible for housework.

The project “Associated agriculture for long-term income stabilization of ethnic minorities and equal integration in community development in Vietnam ” has the overall objective that black pig-breeding households from ethnic minorities in the mountainous areas of Central Vietnam have improved their livelihoods and are equally integrated into community development. The project focuses on 600 poor and near-poor black pig-breeding households from 5 of the most vulnerable communes in Nam Giang District. It is estimated that 600 farmers, both male and female, and their families will directly benefit from the project through enhanced agricultural and husbandry production skills and practices as well as improved integration into local value chains and markets, resulting in better incomes and improved livelihoods¹. Additionally, 40 CRD staff, government officials at commune and district level and 15 livestock partners will also benefit from the project through capacity training and direct involvement in the implementation of the project. The project contains seven outputs:

- Output 1: Improved capacity of CRD and farmers on business development
- Output 2: Animal husbandry groups and related agricultural market actors are better linked
- Output 3: The quality of black pig products of local farmers and meat processing of livestock partners has increased
- Output 4: Enhanced veterinary skills for veterinary staff services
- Output 5: Built knowledge and skills in natural farming for pig raising groups’ members
- Output 6: Improved accessibility of beneficiary households to invest
- Output 7: Increased evidence and empowerment for ethnic minority farmers to enhance policy implementation

(please see the appendix for more details on outputs, indicator, and measurement)

2. Objectives of the consultancy

The overall objective of the consultancy is a comprehensive baseline survey for the abovementioned project that identifies and measures the status quo of key project indicators at the outset of the project along main impact levels (outcome, output). The setting of initial benchmarks (baseline) for each of the key project indicators at the start of the project is crucial to measure progress throughout and at the end of the project and to evaluate the achievement of the project outcomes and outputs. To this end, progress and achievements will be measured against the benchmarks set by the consultant as part of the baseline evaluation.

The specific objectives of the baseline survey are:

¹ The project is also expected to indirectly benefit 2400 family members in relation to the 600 farmers and up to 24,000 people in the wider communities.

- Set and discuss/interpret baseline values (benchmarks) for each key project indicator at outcome and output level (as per the logframe)
- Identify the current status of target beneficiaries from the baseline survey in perspective of project groups of indicator such as (I) household livelihood activities, households income, the contribution of different income sources, diversified income generating opportunities,(II) the degree of household participation in black pig production, current practice of livestock/ black pig farming, labour division and gender issue in black pig production, (III) household capacity on (knowledge and skills) of black pig farmers, and (IV) market accessibility and the current marketing practice of household in black pig business
- Analysis of the 3Es (efficiency, effectiveness, and equity) of project's logframe impacts, which then propose the modifications in the interventions and/or modifications of indicators if deemed necessary.

3. Scope of the consultancy

The consultancy and related baseline survey should focus on five communes Thanh My, Ca Cady, Cha Val, Tà Bhing and Ta Poo in Nam Giang district that are targeted under this project. The consultancy consists of (1) an inception report, (2) conduct fieldwork to bench mark the project's indicator, and (3) produce a comprehensive final report on baseline survey.

The consultant is supposed to carry out the key activities listed below (Number of days are preliminary):

#	Proposed activities	No of working day(s)
1	Develop an inception report that entails a comprehensive description of the proposed research methodology (including methods, data collection tools, sampling, data collection, data analysis and limitations) and a detailed timeline for the consultancy	4
2	Fieldwork preparation (including enumerator training)	2
3	Fieldwork for data collection	15
5	Data organizing, processing and analyzing	6
6	Presentation on preliminary findings for BMZ project staffs and partners	3
7	A draft report in English	5
8	Finalize report and submit to BMZ project in English (with summary in Vietnamese)	3
	TOTAL	38

Note: The list of key activities and the timeframe are subject to changes and will be finalized after recruitment

4. Methodology

The baseline survey should be based on a mixed method approach including a desk review as well as quantitative and qualitative methods. The consultant team will be responsible to develop a methodology and data collection tools that are best suited for the objectives of the consultancy and the local context. It is recommended to consider the following methods in the design of the methodology for this consultancy (these can be complemented by additional methods and tools):

- Desk review (external literature, key project documents)
- Structured interviews (household survey with a minimum of 235 households)
- Focus Group Discussions (minimum 2 gender-separate ones per commune)
- Key information interviews (with key stakeholders, minimum 12-14).

The methodology should be developed in consultation with the World Vision and CRD project management team as part of an inception report. The final methodology will have to be approved by World Vision Vietnam before implementation. A preliminary proposal for a suitable methodology should be included in the bid as part of the technical proposal (see below).

5. Deliverables

The consultant team should deliver the following deliverables:

- *Inception report:* The inception report should entail a detailed proposal for a methodology for the overall consultancy and a detailed timeline. In relation to the baseline assessment the report should at least outline and explain methods, sampling strategies, the data collection process (e.g. data collection tools, research setup etc.), data analysis and limitations. The consultant is encouraged to add additional subsections to the report. The report will be reviewed and approved by World Vision and CRD.
- *Baseline assessment report:* The consultant team will have to submit and present a baseline assessment report as the core deliverable of this consultancy. The baseline report should evaluate and set benchmarks for each project indicator at outcome and output level. In addition, the report should discuss the impact logic of the project which included (1) an analysis of the impact logic between the different impact levels (activities --> outputs --> outcomes) and (2) a review on the logical relationship between project indicators and the related output/outcome. The baseline assessment report should also entail recommendations for potential inconsistencies or gaps in the impact logic and provide recommendations for potential changes (e.g. of indicators).
- At the end of the consultancy, the consultant team is expected to share all data sets and related documents (e.g. questionnaires, transcripts) with World Vision and CRD. A more detailed outline of the deliverables will be registered in the final ToR after recruitment of the consultant team.
- Additionally, consultant should also present major findings to World Vision and CRD in a review and feedback meeting. Feedback obtained in the presentation should be incorporated in the final report of baseline survey.

6. Requirement for consultant team

The consultants should have:

- At least Master's degrees in one of the following majors: rural development, Agricultural extension, farming system, animal husbandry, agribusiness and rural economies
- Knowledge and understanding of inclusive and sustainable animal husbandry, value chain development, social issues in rural in Central Vietnam generally and Quang Nam province particularly
- Strong skills and proven experience (at least 5 years) in conducting baseline survey
- Good experience and skills in working with ethnic minority people
- Strong analytical skills with both quantitative and qualitative, participatory methods.
- Strong coordination/organization/networking skills and experience in working in team
- Excellent English and Vietnamese writing skills.

7. Timeline

The tentative timeline for the consultancy is **15 May to - 30 June 2020**. The preliminary timeline for key deliverables is:

- The inception report is expected to be submitted within 10 days after the contract signing date
- Fieldwork (including preparation) is proposed to be done between 22 May – 05 June 2020
- Preliminary findings of the baseline assessment should be presented to World Vision and CRD by 15 June 2020
- A first draft for the final baseline assessment report is expected to be sent by 20 June
- The submission deadline for the final draft report is 30 June 2020

A detailed timeline will be worked out jointly with the consultant team after recruitment.

8. Submission of Bids/Proposals Technical and Financial Proposition

Bids for this consultancy must contain a technical and financial proposition and additional documents. The following documents should be submitted together with the bid:

- Cover letter expressing interest
- CVs of all team members
- Technical proposal (including an introduction of the team structure, previous experiences in relation to the consultancy context, preliminary suggestions for the baseline assessment methodology, a preliminary work plan/timeline, and at least one work sample)
- Financial proposal that entails breakdowns for major costs components and specifies the proposed number of days and the consultancy fee (overall and rate per day in VND and USD)

How to Apply: The Proposal should be submitted in English by email with subject mentioning “Back pig BASELINE SURVEY” to Khanhhl@crdvietaam.org

The closing date for application: 5:00 pm, May 5th 2020.

APPENDIX: ESTINAMTED OUTCOME AND OUTPUT INDICATORS

Basline	Aims value
Outcome: 600 poor minority households in Nam Giang District, Quang Nam province have self-organized sustainable increased income through developed black pig farming and participate in political/society Community Developments which improved their living conditions	
<ul style="list-style-type: none"> 600 target households are the poor, with average monthly income of €26,50 per capita. 	<ul style="list-style-type: none"> At least 90 target households will become the non-poor with mean monthly income at least €34 per capital at the end of the project.
<ul style="list-style-type: none"> 600 target households have had income from pig raising. (current income estimated at baseline) 	<ul style="list-style-type: none"> 370 target households will have increased income from pig raising by at least 35% during the project.
<ul style="list-style-type: none"> The target households' mean productivity is about 30 kg per pig per year due to poor techniques 	<ul style="list-style-type: none"> 600 target households' mean productivity will increase to 45 kg per pig per year thanks to applying techniques transferred by the project, which in turn make increased income for the target households
<ul style="list-style-type: none"> On average, a household raise 02 pig in a year on average due to limited market and capital. 	<ul style="list-style-type: none"> The 600 target households will raise at least 05 pigs in a year on average so that their income from black pig raising will increase.
<ul style="list-style-type: none"> 600 target households sell about 20% volume of black pigs they produce for cash income because market access is limited and their production is oriented to self-consumption. 	<ul style="list-style-type: none"> 600 target households will sell at least 50% volume of black pigs they produce for cash income which will be used to reinvest in their livelihood activities and to cover such expenses as education cost and living cost for their improved life quality.
<ul style="list-style-type: none"> 600 target households sell their pigs at low price (about 4,4 kg per life pig) because they can produce the only single product of alive pig with low quality due degraded breeds and backward production techniques and lack of market access. 	<ul style="list-style-type: none"> 300 target households will be able to sell their pigs at higher price (increase of 20% per kilo price) because they can produce a number of pig products with high quality and market access is developed. This in turn will bring additional income to them.
Output 1: Improved capacity of CRD and key members of animal husbandry groups on business development	
<ul style="list-style-type: none"> 03 out of CRD's 25 staff have ever been trained on business and value chain related issues. 	<ul style="list-style-type: none"> 20 CRD staff will be trained in business skills and value chain development
<ul style="list-style-type: none"> 01 CRD's staff can provide good support for farmers in developing business and value chain 	<ul style="list-style-type: none"> 5 CRD staffs will provide supports for farmers in developing business and value chain and over 70% of these farmers will rate them as good facilitator.
<ul style="list-style-type: none"> 600 target households have never received any trainings on and thus lack of knowledge and skills on business (business planning, risk management, financial management, etc.) and value chain development. 	<ul style="list-style-type: none"> 250 target households are trained on business skills (making business plan, financial planning, collective selling (pigs/piglets) and buying (production inputs such as fertilizers, feed), negotiation and at least 200 of them will self-evaluate that their business/ entrepreneurial skills increase by over 50%
<ul style="list-style-type: none"> 300 target households do business (making cash income of estimated 30%) and the remaining do production mostly for self-consumption only. (Cash income estimated at baseline) 	<ul style="list-style-type: none"> 400 target households do business with the sale of pigs and have increased their liquidity by 65%.
Output 2: Improved linkage between animal husbandry groups and related agricultural market actors	

<ul style="list-style-type: none"> • There is a single channel market within commune for those who want to sell their pigs; 	<ul style="list-style-type: none"> • At least 03 channel markets will be available across target communes and district.
<ul style="list-style-type: none"> • 600 target households rely on coincident procedures if they sell their pig products. • There are 09 animal husbandry groups with 20 members per group established during the World Vision's project. 	<ul style="list-style-type: none"> • 30 animal husbandry groups (20 member households on average per group) including the existing 09 groups and 21 groups newly established will operate actively and sustainably.
<ul style="list-style-type: none"> • There are no cooperative, no slaughterhouse and no processing unit in the project site. 	<ul style="list-style-type: none"> • 01 cooperative and 06 slaughterhouses and processing units will be established and able to provide input and output services (veterinary medicine, animal feed, slaughtering, processing, etc.) for pig raising activities in the project site.
<ul style="list-style-type: none"> • No linkages exist between pig raising households and any other market actors (enterprises, companies, supermarket, etc.). 	<ul style="list-style-type: none"> • 03 contracts, MoUs and/or agreements for pig product consumption will be established and fully complied between pig raising groups or cooperative and other market actors since mid- second year of the project. • At least 100 target hhs will engage in the above contracts/MOUs
Output 3: Improved quality of black pig products through training on quality specialty black piglet for local farmers and meat processing for livestock partners	
<ul style="list-style-type: none"> • 	<ul style="list-style-type: none"> • 25 people from the local livestock partners have knowledge on standard black piglet production and pork meat products processing from trainings or study tours provided by the project and at least 20 people self-evaluate that they apply skills practically
<ul style="list-style-type: none"> • Nobody from local livestock partners have been trained to become Trainers of Training and are hence yet not able to do transfer knowledge. 	<ul style="list-style-type: none"> • At least 5 among the abovementioned 25 people will have sufficient capacity to provide training for farmers in standard black piglet production and pork meat products processing; and 70% of these farmers rate them as good trainer.
<ul style="list-style-type: none"> • None of the 600 target households have been trained on technical process of producing standard black piglets and processing pork meat products. 	<ul style="list-style-type: none"> • 250 target households will be trained in production of standard black piglet and pork meat product processing; and at least 200 people self-evaluate that they apply skills practically
<ul style="list-style-type: none"> • There are no target households who can produce technical standard piglets in the project site. 	<ul style="list-style-type: none"> • At least 50 of the 600 target households (10 model households and 40 replicated households) will raise sows to produce standard black piglets.
<ul style="list-style-type: none"> • The only single pig product which the target household sell is live pig. 	<ul style="list-style-type: none"> • At least 3 pig products with registered brand name (raw meat, bacon, sausage) will be produced and sold by the target households under the project.
<ul style="list-style-type: none"> • None of the 600 target households use technical standard black piglet 	<ul style="list-style-type: none"> • 450 target households will have at least one technical standard piglet in their pig production during the project.
• Output 4: Enhanced veterinary skills for veterinary staff services and farmers	
<ul style="list-style-type: none"> • 01 of 6 CRD's project staff have some knowledge on pig natural farming while none of commune-level vet staff have this knowledge. 	<ul style="list-style-type: none"> • 5 CRD's field staff and 15 commune vet staff are trained in pig natural farming; they have trained famers what they have learnt and over 70% these farmers will evaluate them as a good trainer.
<ul style="list-style-type: none"> • There are 3 vets at district level and 1 vet in each commune and no one at village level, the vet services therefore are limited. • All of these vet have ever been trained, but they are not yet trained to upgrade their knowledge and skills on vaccination, inspection and treatment, disease control and eradication, artificial insemination. 	<ul style="list-style-type: none"> • 15 commune-level vet staff will be trained (3 per project commune) will have upgraded knowledge and skills in vet; they will serve all the target households and over 60% these households will satisfy with their service.
<ul style="list-style-type: none"> • 40% demand of the target households is met by 	<ul style="list-style-type: none"> • 80% demand of the target households will be met by

the local veterinary service; about 360 of the 600 target have had dead pigs per anno due to poor vet service.	the local vet service; the number of dead pigs is reduced to below 100per anno.
• Output 5: Enhanced knowledge and skills on natural husbandry for animal husbandry groups' members	
<ul style="list-style-type: none"> • 400 target households have some knowledge about general techniques on pig raising, but no specific techniques on veterinary and pig breeding. 	<ul style="list-style-type: none"> • 600 target households will self- assess that they have better knowledge on veterinary and pig breeding techniques; and 500 households apply certain techniques and make positive change in their black pig raising.
<ul style="list-style-type: none"> • 600 target households free-range black pigs, not controlling feeding, breeding, diseases and environmental conditions. 	<ul style="list-style-type: none"> • 300 target households fully follow natural farming technique in raising black pigs, controlling feeding, breeding, diseases and environmental condition.
• Output 6: Improved accessibility to credit and micro-saving for beneficiary households	
<ul style="list-style-type: none"> • There are 09 saving groups with 180 household members which were established upon 09 animal husbandry groups formed under the World Vision project. 	<ul style="list-style-type: none"> • There will be 30 saving groups with 600 household members including 21 newly established ones and 09 existing ones.
<ul style="list-style-type: none"> • 500 of the 600 target households lack capital to invest in pig raising due to insufficient saving fund at community while encountering barriers to bank access. 	<ul style="list-style-type: none"> • Less than 200 target households will lack capital to invest in pig raising thank to access to credit fund created by the project (€27,000 saved altogether at the end of each saving cycle).
• Output 7: Increased evidence and empowerment for ethnic minority farmers to enhance policy implementatio	
<ul style="list-style-type: none"> • The policy implementation is not inclusive of the poor, especially those from ethnic minority groups, who do not meet the criteria required to apply to participate in the government programs. Ethnic minority groups are too reserved to raise their voice for change. They are rarely integrated in further community related associations/groups. There is a lack of evidence on the shortcomings in policy implementation and areas for improvement, especially with regard to poverty reduction among ethnic minorities. 	<ul style="list-style-type: none"> • The district authorities settle and provide resources (funding) to support the implementation at least of one minority livelihood policy (eg One Commune One Product - OCOP or Value Chain Development). • 20% of the target group households (600) is newly engaged in further community and/or district associations/groups • Black pig products are recognized as one of the district's OCOP products based on the recommendations