

Terms of Reference

Title	Co-Support Consultant for Enhancing Knowledge and Adoption of Climate-Smart Agriculture (CSA) Practices in MACIB Cooperatives
Client	Phuoc Binh, Toan Thang, Hoa Nho, Hoa De, Tai Thinh Phat Farm and Tan Phat Loi cooperatives
Country	Vietnam
Project number	ATVN-9764
Assignment number	
Period	June 20th – October 15th
Cooperative advisor (CA)	Le Anh Tuan – MACIB project manager Pham Nguyen Duy - CA Tran Quang Dieu - CA Nguyen Thanh Trang - CA

Introduction to supporting cooperative

Established in 2016, **Toan Thang Cooperative** has grown into a robust aquaculture community with 72 primary members, including 8 youth. It manages 135 hectares of shrimp farming and specializes in ASC-certified raw shrimp. The cooperative shows moderate operational efficiency and financial performance, with potential for growth through better cost management. It benefits from good governance practices and external relationships, including a positive credit history with financial institutions.

Founded in 2016, **Hoa Nho Cooperative** is a dynamic shrimp farming entity operating over 53 hectares with 25 households. It has one of the highest production yields and financial returns among assessed coops, with a notable ROI of 43%. While lacking formal gender and youth policies, the cooperative shows strong business performance and is well-positioned for sustained growth, supported by efficient operations and active engagement with input suppliers and processors.

Since 2016, **Hoa De Cooperative** has served 53 primary members and 5 affiliates, with a focus on both raw and value-added shrimp products. It operates across 63 hectares and produces processed goods such as dried shrimp and shrimp powder. Despite structural and resource challenges, it maintains efficient operations and demonstrates potential for expansion, especially through stronger input investments and improved governance systems.

Phuoc Binh Cooperative, formed in 2020 in Tra Vinh province, is an emerging player with 18 active members. Despite its young age, it demonstrates strong growth potential and is notably committed to youth engagement, positioning itself as a forward-looking and inclusive cooperative.

Founded in 2012, **Tan Phat Loi** is a high-performing cooperative managing 540 hectares with 73 households. It boasts one of the highest ROIs at 125% due to low input costs and strong processing and distribution systems. The cooperative is a model of efficiency and profitability, with a well-developed product line and wide market reach. It is well-positioned for strategic growth and replication as a success case in shrimp farming.

Established in 2018, **Tai Thinh Phat Farm** is a small but growing cooperative with 7 primary and 50 affiliate members. It focuses on organic-certified monodon shrimp and mangrove crab production across 50 hectares. Despite its small size, it shows exceptional efficiency with a 119% ROI and strong market links to retail and HORECA channels. It has modern processing facilities and represents a high-potential model for sustainable and organic aquaculture.

Background of the assignment

The Making Aquaculture Cooperatives in the Mekong Delta Inclusive and Bankable (MACIB) project is a two-year initiative funded by the Dutch government under the Combi-Track Sustainable Aquaculture programme. It aims to transform aquaculture cooperatives in Vietnam's Mekong Delta into professional, inclusive, and bankable entities. The Mekong Delta contributes approximately 70% of Vietnam's seafood production, making it a key driver of national economic growth. However, the region is facing severe threats from climate change, including salinity intrusion, rising sea levels, fluctuating temperatures, and erratic weather patterns.

To enhance resilience and sustainability, MACIB has integrated Climate-Smart Agriculture (CSA) into its technical assistance framework. Building on initial Climate Cleverness Check (CCC) assessments, Agriterra is supporting cooperatives in identifying practical CSA solutions, delivering targeted training, facilitating exchange visits to CSA model farms, and evaluating CSA adoption effectiveness. Agriterra will recruit a national consultant to co-support these activities alongside Agriterra advisors and cooperative leadership.

Main objective

The consultant will:

- Collaborate with Agriterra to co-design and validate CSA practices tailored to shrimp and clam aquaculture systems.
- Strengthening the capacity of cooperative members through field-based training and knowledge-sharing events.
- Facilitate inter-cooperative exchange visits to established CSA models in the Mekong Delta.
- Monitor and assess the adoption and outcomes of CSA practices at the cooperative and household levels.
- Contribute to the formulation of cooperative-level climate action plans.

Scope of Work and Responsibilities

The consultant will work closely with Agriterra's Cooperative Advisors (CAs), Climate Advisor, and Project Lead to support implementation across five selected cooperatives. Activities include:

1. CSA Identification and Participatory Planning (10 days)

- Review of CCC reports and member feedback collected by Agriterra
- Co-facilitate solution workshops with 6 cooperatives to prioritize CSA practices (1 day/coop)
- Identify practices based on local knowledge, bio-physical conditions, and investment feasibility

- Focus areas: adaptive water management, integrated mangrove-shrimp systems, disease mitigation, renewable energy

2. CSA Training Delivery (06 Cooperatives Obtained CSA Skills) (13 days)

- Prepare context-appropriate training materials and tools (infographics, handouts)
- Conduct 1 full-day training session per cooperative (6 in total) targeting 15 - 20 core farmers/cooperative
- Facilitate practical demonstrations and use farmer-to-farmer learning
- Promote youth and women engagement in CSA practices

3. Inter-Cooperative Exchange Visits (03 Provinces to 1 Province with 03 Models) (7 days)

- Co-organize 2-day field visits to 3 model cooperatives or CSA sites in the Mekong Delta
- Engage 30 farmers from 6 cooperatives (6 per coop)
- Facilitate reflection sessions to extract lessons learned and stimulate CSA adoption
- Produce a short summary with insights and photos

4. Coordination and Documentation

- Participate in regular coordination meetings with Agriterro team
- Support development of knowledge products (case studies, photo logs)
- Prepare high-quality reports in Vietnamese and/or English with data visualizations and qualitative insights

Expected results

- Summary report of CSA co-identification workshops (6 cooperatives)
- CSA training materials and completion reports (slides, photos, feedback forms)
- Inter-cooperative exchange visit report with key takeaways
- CSA adoption and effectiveness assessment report (qualitative and quantitative findings)
- Contributions to 6 cooperative-level Climate Action Plans
- Final technical report including scope, methodology, outcomes, lessons learned, and recommendations

Estimated Time Input

Task	Consultant Days
CSA Identification	10 days
CSA Training Rollout (6 cooperatives)	13 days
CSA Exchange Visits	7 days
Coordination and Reporting	2 days
Total	32 days

Consultant Qualifications and Experience

- Advanced degree (Master's or higher) in aquaculture, climate change adaptation, environmental science, or related fields
- At least 5 years of professional experience in climate-smart aquaculture, CSA, or ecosystem-based farming systems
- Familiarity with aquaculture practices in the Mekong Delta, especially shrimp culture system
- Demonstrated experience delivering farmer trainings and participatory planning
- Experience with cooperative development or rural community organizing is a strong advantage

- Strong documentation and communication skills in Vietnamese; working proficiency in English preferred

Assignment details

- **Composition of the Agriterra assignment team:**
 - Le Anh Tuan – MACIB project manager
 - Tran Quang Dieu – Cooperative advisor
 - Nguyen Thanh Trang – Cooperative advisor
 - Pham Nguyen Duy – Cooperative advisor
- **Duration of the assignment:** The time frame of the assignment will be 32 days (can be adjusted based on real situation) . This includes 10 days for preparation, 2 days for reporting and 1 day for follow-up over a period of 4 months.
- **Arrangements:** Agriterra will arrange and cater for flight, hotel, transportation, programme for the Agriterra assignment team.

Tentative programme

Timeline	Programme	Available
20 th -30 th June	CSA identification and preparation	Agriterra CA Consultant
1 st July – 15 th August	CSA Training Rollout (6 cooperatives)	Agriterra CA Consultant Cooperatives
15 th Aug – 15 th Sept	CSA Exchange Visits	Agriterra CA Consultant Cooperatives
15 th Sept – 15 Oct	Coordination and Reporting	Agriterra CA Consultant

Application and Selection Process

Interested consultants or consulting teams should submit the following:

- Cover letter indicating interest and suitability for the assignment
- Technical proposal (max 5 pages) outlining methodology, tools, work plan, and availability
- Financial proposal including daily rate (VND, inclusive of taxes)
- Updated CV(s) with references and examples of similar past assignments
- An application, CVS and proposal should be submitted in English by email with subject mentioning “**Co-Support Consultant for Enhancing Knowledge and Adoption of Climate-Smart Agriculture (CSA) Practices in MACIB Cooperatives**”
- Email: vietnam@agriterra.org
- Shortlisted candidates will be invited for an interview.

The closing date for application: 17.00pm, June 20, 2025.

Agriterra, for cooperatives

We are a purpose-driven organisation, aimed at strengthening farmer cooperatives in 13 countries in Africa and Asia. Agriterra's wheel of impact depicts how strong farmer cooperatives contribute to societal development and the relevance to many of the Sustainable Development Goals of the United Nations.

Positively impacting farmer cooperatives is at the heart of our identity and is reflected in our legal entity as a Dutch non-profit foundation.



Agriterra provides high quality and hands-on advice, training and exchange services to farmer cooperatives with maximum impact to support dynamic, economic and sustainably strong and productive rural areas. We draw on a century of cooperative knowledge in the Netherlands shared through our extensive network in the Dutch agri-food sector. These Agripool experts from farmer organisations across the world work with Cooperative advisors from our country offices, supported by staff teams in the Netherlands.

In 2022 Agriterra worked together with 579 farmer organisations, trained 8,989 people and 3,808,366 farmers were reached.