

TERMS OF REFERENCE

Consultancy service on Small scale study on agricultural market and private sector demand in Kon Tum City

INTRODUCTION

National Institute of Agricultural Planning & Projection (NIAPP) and CBM, the International Christian Development Organization, are developing Disability Inclusive Disaster Risk Reduction (DiDRR) activities in Viet Nam. The project on Disability Inclusive Disaster Risk Reduction and Income Diversification for ethnic minorities of Viet Nam, supported by CBM Germany, will be implemented for a period of 3 years (2015-2017) in Kon Tum, the Central Highlands, Viet Nam. The project goal is “To increase disaster resilient of the ethnic minorities in Viet Nam”, the long-term objective of the project is “Good practice of Disability Inclusive DRR and diversified income for ethnic minority in Central Highland of Viet Nam is implemented by local government and communities, and promoted nationally”, and the short-term objectives include (i) Local community including people with disability and stakeholders enhance skills and knowledge in DiDRR and Diversify Incomes, (ii) Increased awareness consultation amongst key local and national stakeholders to inform national practice, and (iii) Program documentation is developed and presented for government use.

BACKGROUND INFORMATION

Majority of the commune people interacted with mentioned of poverty. Unemployment and limited income is common in all the communes. The situation of women and persons with disabilities is at much worse condition than men. However, there are a number of good practices on livelihood, which has the potential to be scaled up and replicated. Persons with disabilities were also found to be engaged with such initiatives.

“The communes/semi rural wards of Kon Tum city are in difficult conditions due to poor basic infrastructure, transportation system, and low agricultural production”¹. Yet, agriculture is still one of the main forms of livelihood for the people in Kontum. However, water shortage during dry season and flooding in the low-lying areas and the river banks, further challenge the local farmers. It is essential to explore alternative agriculture/livelihood options for the local farmers considering the changes to the environment.

There are a number of small enterprises engaged in producing different local products including handicrafts. The challenges faced by many of these enterprises include limited access to market within and beyond Kontum, skilled workforce, business competitors, quality of products and access to financial resources to expand their business.

There are also a number of persons with disabilities at community level engaged with income generating activities. NIAPP had supported some of them through previously implemented projects. It was evident that they had the skills to produce local cloth materials and handicrafts; but faced challenges in marketing the products. Most were depended on tourists to come to their homes and buy their products. This was not an effective marketing strategy for the persons with disabilities. Failure to sale their products were negatively impacting their motivation and they continued to remain economically dependent on family members.

¹ Multi Year Plan

One of the significant challenges highlighted by the local actors is the low level of education for persons with disabilities, which limit their learning of new knowledge and skills related to business/enterprise.

A number of other challenges concerning self and waged employment of persons with disabilities were mentioned during consultations with different stakeholders in Kon Tum and Hanoi. These challenges/barriers include:

- With changing environment volume of agriculture based production is becoming less.
- Still most commune level people are only engaged with agriculture;
- In rural communes there are very few enterprises
- Limited market linkage exists with current enterprises.
- Limited skill development opportunities available for persons with disabilities.
- Vocational skills development centres & services are not inclusive for persons with disabilities.
- There are very few jobs available in Kon Tum city.
- There is there is a reluctance among ethnic people to adopt & apply new technology/techniques,
- In many families there support towards members with disabilities to find or engage with employment is limited.
- Most employers are reluctant to employ persons with disabilities.
- Workplace is not accessible or disability sensitive.
- There is limited access to capital/financial resources to start/scale up businesses by persons with disabilities.
- Limited to no accessible transportation limit mobility and communication, which prevents persons with disabilities from getting skills training and finding employment.
- Communication difficulties exclude persons with speech & hearing impairments.
- The Agriculture extension worker of the government can provide limited support at commune level as the same person is responsible for many other issues.

The situation of ethnic women, women with disabilities and mothers of children with disabilities are extremely challenging. Some of them are head of households and are faced with a difficult life. They need to take care of children (the ones I met had 4 to 6 children), ensure a minimum income for the family for ensuring food, clothing, medical care, children's education, etc they also have to collect safe drinking water from a distant, do cooking for the family and do much more. Among them, mothers of children with disabilities face even greater challenges. Due to the amount of labour these women give each day their health rapidly deteriorate. Their poor health condition puts the whole family into greater risk, as for many families this woman, the mother is the only bread earner. It is hence absolutely imperative that the project consider creating dignified livelihood options for this target group.

DOLISA is one of the key government agencies extending support to persons with disabilities. It supports persons with disabilities to receive vocational skills development training. Most of these training courses for persons with disabilities are organized outside of Kon Tum city. The reason cited is that as these training courses are organized only considering persons with disabilities it is not feasible to organize this training within Kon Tum city as the number of persons with disabilities seeking vocational training is few for each skill course (as regulated by MOLISA, each skill course should include 30 participants). As these vocational training courses are held at institutes out of Kon Tum, many parents are reluctant to send persons with disabilities outside of Kon Tim to avail the

training. In addition to vocational training DOLISA is also supporting persons with disabilities to find job placements, which are not necessarily regular employment.

KASDO is also supporting persons with disabilities with vocational training, job placement and financial grants. The Economic Division is providing livelihood support to the communes, which include industrial, agriculture and non-agriculture sectors, etc. It has linkages with different enterprises within Kon Tum city. They have undertaken efforts to support communities with crop-restructuring to reduce dependency on single crop.

There is limited experience on inclusive livelihood among project implementers. As such it is wise that the project starts with a limited number of persons with disabilities on inclusive livelihood initiatives; learns from it and then expands to include more persons with disabilities. It is safer and better to work effectively with a smaller number of persons with disabilities than to target a larger number and risk the livelihood initiatives undertaken. It is also imperative that individual/group based livelihood plans are developed based on feasibility analysis and livelihood choice/interest of persons with disabilities.

To study on agricultural markets and non-agricultural vocational training, determination of the potential private enterprise on ability for participation and contribution of their resources into the agricultural and non-agricultural diversification training activities of the Project, NIAPP is seeking consultant(s) to conduct surveys on:

1. Pre-feasible study on agricultural market and private sector demand in Kon Tum City to identify the potential market and participation of private sectors.

- Research on agricultural production and market in Kon Tum city to be conducted to match the market with producers (including people with disabilities and their families): (i) assess the needs of agricultural markets in the Kon Tum city and the districts/towns near the Kon Tum city (quantity, quality, type, market prices, production standards... of some major agricultural commodities); (ii) cooperatives, production groups/ teams, people (including project objects) are producing and supplying agricultural products (yield, production, prices at production sites...) for markets in Kon Tum city and districts/towns near the Kon Tum city; (iii) the link between producers and agricultural markets (distribution of agricultural products, units of agricultural collection and processing, retailers in traditional markets, in the supermarket...); (iv) demand of producers on agricultural products and labors in agricultural value chain in Kon Tum city. Results of the study will be considered as the basis for developing agricultural livelihood models for people with disabilities and their families, creating links between buyers and producers (people with disabilities and their families).
- Research on vocational training to be undertaken to (i) identify the needs of the labor market of the business/manufacturing facility in the Kon Tum city; (ii) incorporate with non-agricultural training and jobs generating programs of DOLISA of Kon Tum Province; (iii) create the link and boost up cooperation agreement on vocational training between the Project and the business/ manufacturing units in Kon Tum. Based on the research results, non-agricultural training models for people with disabilities and their family members will be conducted for ensuring them to have job after the training.
- Research on the current enterprises of people with disabilities and the ones using people with disabilities, research on the current vocational training funded by other resources.
- Links with the Social Policy Bank for interest-free loans

Through these two studies, building a network of private enterprises committed to working with agricultural producers in the consumption of agricultural products, committed to providing vocational training and employing labors are people with disability.

2. Feasibility study on agricultural market and private sector demand in Kon Tum city will be carried out to ensure the feasibility of livelihood component.

Results and recommendations from previous study will be a solid foundation for the next feasibility study on the agricultural market and private partner in Kon Tum City. The study shall provide (i) identification of target group or individual, who are able to join and implement the pilot livelihood model, and (ii) setting up a road map for all pilot models. The feasible study is expected to be implemented right after the pre-feasible study.

SCOPE OF WORK

- Develop survey plan that includes purposes, outputs, methodologies, tools and techniques, procedures, agenda. This plan should be discussed and agreed with NIAPP's PMU and the local partner.
- Conduct field survey as per the work plan and methodologies and tools agreed between the consultant team and NIAPP's PMU and the local partner.
- Consultant is responsible to process and analyze all data and information gathered from the field survey with close consultation with NIAPP's staff to ensure the reliability and accuracy of these data and information.
- Prepare 02 survey reports, one is Pre-feasible study and a report for Feasibility study on agricultural market and private sector demand in Kon Tum city. The outputs should be in both Vietnamese and English languages.

CONSULTANT REQUIREMENTS

The consultancy mission will be conducted by one or a consultant group. The candidates have to meet the following criteria:

- Bachelor or Master's degree in related fields
- A strong background in agro-economics, marketing, and value chain
- Minimum 10 years of professional experience in agro-economics, marketing, and value chain
- Sound knowledge and experiences on communicating with disable people and ethnic minorities
- Persons with disabilities meeting the above requirements will be preferred as a consultant.

CONSULTANT FEE AND OTHER SUPPORT

NIAPP will pay the consultant's professional fees based on cost-norm agreed between NIAPP and CBM and consultants for the days worked, including days for the preparation and production of the report; provided total days will not exceed the stated number of days in the TOR.

NIAPP will provide and/or pay for transportation, food, and accommodation for the consultant to and from Kon Tum city, and during the period of engagement in Kon Tum.

CONSULTANT'S TASKS AND WORK PLAN

This consultancy will last from January to April, 2016. The specific amount of working days will be used as one of the basis for consultant selection along with their proposal

| # | Output delivery / Activity | Deadline | Responsibility |
|-----|--|-------------------|--|
| 1 | Design and write a field-survey proposal | 15 January, 2016 | |
| 2 | Carry out the Pre-feasible study | | |
| 2.1 | Conduct field survey to collect information and data from selected project areas and involved stakeholders. | 22 January, 2016 | Consultant team (with NIAPP making logistical arrangement) |
| 2.2 | Reporting | 26 February, 2016 | Consultant team |
| 3 | Carry out the Feasible study | | |
| 2.1 | Conduct field survey to collect information and data from selected project areas and involved stakeholders. | 15 March, 2016 | Consultant team (with NIAPP making logistical arrangement) |
| 2.2 | Reporting | 30 March, 2016 | Consultant team |
| 4 | Share the results from the survey to the consultation meeting held by NIAPP | 5 April, 2016 | Consultant team & NIAPP staff |
| 5 | Finalize survey report (Vietnamese and English version) to respond to inputs/comments gathered from the consultation meeting and from NIAPP staff) | 15 April, 2016 | Consultant team |

MONITORING AND EVALUATION

The activity will be monitored by the NIAPP's Project Officers.

APPLICATION PROCEDURE

The applicants should prepare (i) A letter of interest (1 page); (ii) Technical proposal that presents how the consultant would implement this assignment, and proposed budget; and (iii) the most updated CVs. These documents should be sent to laingocthanh@gmail.com; nguyen.hai.anh.nd@gmail.com and hongnga.nguyen@cbm.org

The deadline of the application submission is 8th January, 2016.