Terms of Reference

1. Overview of the Assignment

Project: Swisscontact– Innovation for Sustainable Agriculture (ISA)
About: The Impact Assessment Study on Smallholders' Farmer Practices shows that implementing Conservation Agriculture increases their incomes.
Duration: June 20th, 2024 – September 20th, 2024
Locations: Battambang & Preah Vihear

2. Swisscontact Cambodia

Swisscontact - the Swiss Foundation for Technical Cooperation is an independent, non-profit foundation based in Zürich, founded in 1959 by leading figures from the Swiss private sector and Swiss universities. It is exclusively involved in international development, active in more than 38 countries with 120 programmes with more than 1,000 staff members. At the heart of all Swisscontact's work stand the private sector and its crucial role for achieving more inclusive economic growth. Swisscontact approaches this through 8 working areas: Initial Vocational Education and Training, Labour Market Insertion, Upskilling and Reskilling, Sustainable Agriculture, Trade, Green Cities, Tourism and Entrepreneurial Ecosystem. Swisscontact has been present throughout South-East Asia for more than 30 years. Swisscontact has been operating in Cambodia since 2013, establishing its office in the country in April 2016.

3. ISA Overview

The Innovation for Sustainable Agriculture (ISA) is financed by the Happel Foundation, the Marcuard Family Office, among other donors, and is part of the Swisscontact Development Programme, which is co-financed by the Swiss Agency for Development and Cooperation (SDC), Federal Department of Foreign Affairs FDFA. In line with the aspirations of the Royal Government of Cambodia, ISA will work to make the Cambodian agriculture sector move towards sustainable intensification. The project will support existing public and private institutions to provide appropriate sustainable technologies and techniques to smallholder farmers. It will do so by piloting new business models in extension and other services. The project will work closely with the Ministry of Agriculture, Forestry and Fisheries and its various Departments, Universities, and the private sector. Moreover, ISA has essentials interventions as below:

- **Intervention Area 1-Collaboration:** refers to intervention that will support the networking and coordination of system actors with a focus on sustainable agriculture. It aims to improve functions that support agricultural technology such as access to finance, information services and extension services. Identified partners are AMAC and CASIC, while other CA related institutions/platform (i.e., SRP) are also potential partners.

- **CASIC**: created from the story of forming CASIC initially comes from various organizations who see the lack of coordination platform among CA/SI actors in Cambodia. Therefore, to mobilize those actors together, the request to establish CASIC as MAFF national coordination platform has been made to MAFF. Instead of directly supporting small-holder farmers, CASIC provides coordination support to all actors of CA/SI in Cambodia to shape their activities in alignment with the CASIC 5-year roadmap which is the key tool to achieve CA/SI nationally and regionally. CASIC creates platforms for these actors to share their experiences, progress and discuss among themselves the needs to improve CA/SI.

- **Intervention Area 2-Extension:** refers to intervention that will support extension, promotion platform, and training service of **CA**. Primarily, support the **MAFF** to establish a public extension model called "**MetKasekor**", which would open-the-market for the private sector. The private sector could co-fund some extension work.
    - **MetKasekor:** aims to enabling the market of **CA** through creating more awareness and demands from SHFs, Service Providers, Agricultural Cooperatives through conducting promotional activities and engaging/encourage Private companies to invest on CA Businesses.

- **Intervention Area 3- Promotion:** the intervention connected with IA2, increased market will attract more private sectors to promote and sell CA farm technology (no-till, inputs) and related services. The interventions will support the private sector to commercialize their technologies and/or services.
    - **Sevakasekor**: aims to revolutionize agricultural practices in Cambodia by promoting the adoption of sustainable agricultural practice. This government-led initiative, in collaboration with Swisscontact, introduces an innovative approach to not only enhance the efficiency of farming operations but also address the complex challenges faced by farmers and service providers. The model focuses on establishing a "Machinery and Service Provision Enabling Facility" to serve as a catalyst for coordination, promotion, and financial support to the established service provider network groups.
    - **KropouchKasekor**: promotes cover crop by collaboration with AC to boost farmers productivity. This intervention aims to increase accessibility and availability of cover crop seeds to smallholder farmers. In addition to this beneficiary group, **KropouchKasekor** also supports AC to increase their income by taking up cover crop business where they produce and commercialize the cover crop seeds.

- **Intervention Area 4- Knowledge:** the intervention will support the academic institutions to develop a standard internship program and introduce collaboration with private sector for sustainable implementation of internship program, which aims to increase human resources in Conservation Agriculture field. Continue to work with RUA and replicate model with a new partner, NUBB.

- **Intervention Area 5- Transition:** the intervention works with Cambodian Agriculture sector needs to transition to sustainable intensification, but farmers require incentives to offset risks associated with transitioning to regenerative

agriculture practices. Investors have a low-risk appetite due to the inability to assess investment risks in this shift.

4. Assignment and Objectives

4.1 Assignment

The Impact Assessment study conducted by ISA focuses on evaluating the effectiveness of interventions such as Metkasekor, Sevakasekor, Kropouchkasekor, and Deimeas in promoting conservation agriculture and agroecology among smallholder farmers in Cambodia**.**

Through the experience gained from the CASF project in promoting conservation agriculture, **MetKasekor** identified key gaps in the provision of CA extension services, particularly the lack of cover crop seed suppliers and service providers. The absence of these critical components significantly hinders the expansion of conservation agriculture. To address this, MetKasekor has actively worked to open the market for private sector investment in CA and to scale up practices for smallholder farmers (SHFs). Their promotional activities include demand creation meetings, training sessions, field showcases, farmer exchange visits, and commercial exhibitions.

In response to the lack of machinery service provision, **SevaKasekor** plans to collaborate with the Department of Agricultural Engineering (DAEng) to implement the SevaKasekor Model. This model aims to establish service provider network groups to promote the adoption of agricultural machinery. It will provide access to a broader service provision market, offer capacity-building training, promote new agricultural machinery and technologies, and introduce a service provision discount scheme.

To increase the supply of cover crop seeds, **KropouchKasekor** is working with the AC to promote cover crops and boost farmer productivity. By linking these initiatives, SevaKasekor aims to enhance capacity, strengthen private sector involvement in CA investment, and support SHFs in adopting sustainable agricultural practices.

Through these initiatives, **ISA** seeks to assess the impact on smallholder farmers in terms of increased productivity, income growth, and the transition towards sustainable agricultural practices. The collaboration between public and private actors in promoting conservation agriculture and agroecology in Cambodia is crucial for the overall development and sustainability of the agricultural sector.

4.2 Objective

The ISA foresees that Smallholders' Farmer increase their incomes. For the purposes of the study reach to the main objective as below:

1. To assess the adoption rate of conservation agriculture practices among farmers following the participation in conservation agriculture promotion events.
2. To assess whether farmers can perceive improvements in their soil quality after implementing conservation agriculture practices.
3. To assess whether the yield increases or decreases following the adoption of conservation agriculture.
4. Analyze the financial implications of practicing conservation agriculture, including the reduction of input costs and revenue increase.
5. To determine whether it becomes easier or more difficult for farmers to sell their crops after implementing conservation agriculture.

5.Scope of Work

The selected consultant will conduct the assessment study to smallholders' farmer using a **sample** (90% confidence level, 5% margin of error and 70% response distribution). For the sample size of smallholders' famer, the consultant is expected to survey at least 70 % of the smallholders' famer that have given list of ISA smallholders' farmer.

1. Method: Physical Survey & Phone Survey (Optional)
2. Smallholders' farmers total population is 2677 (CA:2281 & EA: 396):
    a. The impact assessment conduct 300 smallholders' farmer
    - PHV: 150 smallholders' farmers (From MK)
    - Battambang: 150 smallholders' farmers (From MK)
3. 90% confidence level, 5% margin of error. The assessment study will focus on (in the KPI & GESI as well)

Specific Task

Pre-survey

- Meet with ISA -MRM Specialist and become familiar with the study purpose and research questions.
- Define sample list smallholders' farmer using 90% confidence level, 5% margin of error and 70% response distribution.
- Provide technical advice and suggestions for the improvement of the questionnaires provided by ISA team.
- Recruit, contract, train, and supervise experienced enumerators (and supervisors, if necessary)

During the survey

- Use best methods and practices to collect data.
- Conduct survey over physical in person with the smallholders' farmer that have list from the excel list
- Establish methods for quality assurance, including back checks and re-survey if checking a missing during interview.
- Identify incomplete, inconsistent, and incorrect responses and clean up, correct and organize data collected.

Post-survey

- Provide a short report and presentation containing:
  - o response statistics
  - o detailed description of methodology used (timeframes, procedures, resources, etc)
  - o challenges faced and coping strategies.
  - o lessons learned and recommendations for the future studies.
- In case data was collected using paper questionnaires: delivery of raw data-completed paper questionnaires and digitization of data (format to be discussed)
- In this case data was collected using electronic devices: raw and final database.
- List of any unreachable smallholders' farmer
- List of updated contact details for smallholders' farmer
- By the end, provide the narrative report which finalized by MRM & consultant.

The consultant will work pro-actively with the ISA-Senior MRM officer throughout the assignment to define the study requirements, create the interview plan, clarify any doubts, inform about any arising challenges, and arrange meetings as appropriate. ISA may request for meetings on progress update

Research Logical Framework

The study questionnaires were developed based on the objectives described in the "Objectives of the Study" section as well as the indicators outlined below. These give the consultant a foundation to provide suggestions and recommendations for improvement.

KPI #	RC- level	KPI	KPI SHORT	Impact Assessment Objectives
KPI1	Impact	Number of smallholder farmers increase their net income	#SHF increase income	**4. Analyze the financial implications of practicing conservation agriculture, including the reduction of input costs and revenue increase.** **5. To determine whether it becomes easier or more difficult for farmers to sell their crops after implementing conservation agriculture.**
KPI1.2	Impact	Number of indirect smallholder farmers increase their net income	#Indirect SHF increase Income	
KPI2	Impact	Average increase in net income of smallholder farmers	Average SHF income increase	
KPI3	Target group performance	Average productivity increase of smallholder farmers (%)	Average productivity increase (%)	**2. To assess whether farmers can perceive improvements in their soil quality after implementing conservation agriculture practices.** **3. To assess whether the yield increases or decreases following the adoption of conservation agriculture.** **5. To determine whether it becomes easier or more difficult for farmers to sell their crops after implementing conservation agriculture.**
KPI4	Target group performance	Increase of farm practicing CA in ha	Increase CA farm land (ha)	
KPI5	Market system change	Number of smallholder farmers gain access to services and/or products introduced by our partners	#SHF gain access	**1. To assess the adoption rate of conservation agriculture practices among farmers following the participation in conservation agriculture promotion events.**

Sample Population by Provinces (Battambang & Preah Vihear)

Province	District	Total SHFs		SHFs_have contact	SHFs_no contact
Battambang	Banan	1483	270	138	132
	Koas Krala		9	8	1
	Rotanak Mondol		775	400	375
	Samlout		7	0	7
	Sangkae		420	298	122
	N/A		2	0	2
Preash Vihear	Chey Saen	1193	7	4	3
	Chhaeb		2	2	0
	Rovieng		1184	519	665
Total		**2676**	**2676**	**1369**	**1307**

Budget

For this final impact assessment study, the costs will depend on the chosen methodology and agreed processes and are expected to be in line with the budgets of the consultant. The logistics and staffing for the execution impact assessment study are the consultant's responsibility.

6. Deliverables

Deliverables per study	Time frame *(Dates to be discussed and confirmed)*	Payment per study
• Research protocol. • Detailed work plan by week based on research protocol, main activities, and timing. • Research criteria analyses based on ISA KPI and Objectives • Questionnaires developed. • List of number of people involved and responsibilities. • Training of enumerators and supervisors • Pre-testing of tools • Suggestions for improvements to the questionnaires	2 weeks	20%
• In person interview to smallholders' farmer. • Brief on response rates	2 weeks	20%
• Short report and presentation: response	4 weeks	60%

statistics, methodology, challenges & strategies, lessons learned & recommendations. • List of any unreachable smallholders' farmer • List of updated contact details for smallholders' farmer • Raw data: if paper surveys used, completed paper questionnaires • Digitization of data • By the end, provide the narrative report which finalized by MRM & consultant		

Note: payments are made 30 days after presentation of the invoice and supporting documentation. Errors on the invoice or documentation will cause a delay on the payment.

Technical proposal

The consultant is expected to provide a technical proposal with detailed response to the TOR, with specific focus on the scope of work specified. The proposal must:

- Research methodology to complete the impact assessment study.
- Initial work plan based on methodology outline, expected timing and activities for each of the smallholders' farmer.
- Personnel expected to be involved, roles and responsibilities for each impact assessment study.
- Competencies and experience of key staff carrying out this work.
- Quality assurance methods
- Previous work assignment

Financial Proposal

The consultant is expected to provide a financial proposal, separating the costs for the impact assessment study. The proposals must have a detailed cost breakdown:

- Personnel involved with daily rate expected, number of days allocated according to research implementation activities: preparation phase, interviews, and data clean-up, organization, and digitization.
- Administrative costs
- Others, describe.

Please note that for unregistered businesses/consultants, 15% income tax will be deducted from the project fees by Swisscontact at the time of payment. The financial proposal carries equal weight with the technical proposal for selection purposes.

7. Duration and timing of assignment

Approximately, two weeks for preparation, two weeks for the survey and four weeks for data verification, clean up and digitization, and provide the narrative report per study.

8. Requested skills set

- Preference to consultant firm containing dynamic team members.
- Demonstrated capacity in planning and logistics carrying out similar study.
- Demonstrated access to a network of personnel for data collection and data entry.
- Fluency in English, both written and spoken for reporting and communicating with ISA.
- Data collection personnel must speak Khmer.

9. Application

Note: All submitted documents will be treated confidentially and please send us the documents follow the email below

Recruitment, Swisscontact
E-mail: recruitment.cambodia@swisscontact.org
www.swisscontact.org