



Terms of Reference

Consultancy Services for Value -Added Sustainable Cocoa Production, Certification and Trade *Atewa Landscape. Ghana*

Organizations	A Rocha Ghana & Noé
Project	ECONOBIO II PROJECT Development of green value chains for the benefit of local populations living on the fringes of biodiversity-rich Atewa Forest Reserve with support of the private sector and civil society
Position type	Long-term Consultancy
Assignment	Consultancy Assignment for the sustainable cocoa production, certification, and value-added trade in selected communities around Atewa Forest Reserve
Position location	Ghana, Eastern Region, Abuakwa South, Atiwa West, West Akim Districts, Ayensuono, and East Akim
Duration of assignment	One year (Initial Period)
Application Deadline	July 2022
Start Date	As soon as contract is signed
End Date	July 12, 2023
Contact Persons	Daryl Bosu: A Rocha Ghana, daryl.bosu@arocha.org Natacha Cayre, Noe: ncayre@noe.org

1. PARTNERING ORGANIZATIONS

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[Noé](#) is a French non-profit organization that develops programs aiming to promote innovative conservation approaches and sustainable and rational exploitation of natural resources, as well as a fair income for local communities from the south in partnership with national and international private companies. Noe operates by providing technical and financial support to local NGOs that run projects, combining community development with environmental preservation.

[A Rocha Ghana](#) is a recognized environmental conservation organization in Ghana. Established in 1999, A Rocha Ghana is a member of the International Union for the Conservation of Nature (IUCN). A Rocha Ghana recognizes the inextricable link between modern man and the survival of the earth's flora and fauna and therefore work to inspire and empower people for natural resource management through livelihood, advocacy, and interfaith dialogue that hinges on research and education. A Rocha Ghana has emerged as a dedicated environmental conservation organization providing practical conservation interventions aimed at contributing to the sustainable management of important ecological habitats and initiating programmes aiming at facilitating target community's ability to adapt to current trends in climate change and the impacts of a changing natural environmental. A Rocha Ghana has a strong experience in establishing Community Resource Management Areas (CREMAs) – local governance structures – on the outskirts of protected areas in Ghana, including the Atewa Forest Reserve where it has set two CREMAs namely Ayensuano and Atewa CREMAs.



1. CONTEXT

The Atewa Range Forest, located in the Eastern Region of Ghana and 90km north of Ghana's capital, Accra; forms part of the Upper Guinean forests of West Africa. It covers an area of approximately 236 km². It is one of only two reserves with upland evergreen ecosystem forest classification in Ghana. The forest consists of a core zone designated as 'Atewa Range Forest Reserve' and a surrounding buffer zone delineated at 200 m altitude and composed of farmlands and communities. The Atewa forest reserve is fringed by over 40 communities.

The Forest Reserve retains a very high diversity of species, many of which are of global significance, notably among them are *Mylothris atewa*, *Anthene helpsi* and *Conraua derooi* which are all endemic.

This reserve is also a hydrological gem with three major river systems, the Densu, Birim and Ayensu providing water for domestic, agricultural and industrial use to major population centres, including Accra. It is estimated that over five million people benefit from it.

Socio-economically, communities fringing the forest have over the years benefitted from the production of high-end agro-commodities like cocoa, palm oil and several food crops and vegetables. The forest landscape also provides significant Non-Timber Forest Products (NTFPs) such as bush meat, medicinal plants, food, fibre, fruits and spices which contribute significantly to local livelihoods.

However, in the last one and a half decades, miners have taken siege in the landscape, to explore the considerable gold deposits found in the area. Although agriculture is the main livelihood hub of the fringe communities, inadequate support along its value chain limits the communities from achieving their economic goals thus fuelling illegal activities both on and off reserve.

Project summary

The project aims at facilitating the development of sustainable Green Value Chains (GVCs) right from production, harvesting, storage and finally to markets both local and international benefitting communities neighbouring the Atewa Range Forest, in ways that contribute to securing and enhancing the invaluable ecosystem services of water provisioning, biodiversity conservation as well as climate amelioration services.

The project is supported by the French Development Agency (AFD), and complemented by Leventis Foundation. The project started in July 2021 and will be funded until 2024. Noé is coordinating the project, whereas the implementing body is A Rocha Ghana.

The project is being to target cocoa farmers and producers in neighbouring communities around the Atewa Forest and within the Abuakwa South, Ayensuano, East Akim, Atiwa West and West Akim Districts in the Eastern Region of Ghana. The engagement will also specifically target cocoa producers in two CREMAs, the Atewa and Ayensuano CREMAs.

2. PURPOSE AND EXPECTED OUTPUTS OF THIS ASSIGNMENT

2.1 Purpose of the assignment

The purposes of this assignment is to **promote viable sustainable cocoa production and trade value chains that enhances the ecosystems** within the Atewa Forest and also in nearby areas, through capacity



building and cocoa certification. A justification must therefore be made for the value chain development approach that will be adopted by the prospective agency.

It is however instructive to note that, farmers in the Atewa landscape are willing to shift away from conventional to organic/sustainable cocoa production. Adequate training to improve their technical and managerial skill will help to boost yield and quality.

This initial engagement plans to target about 150 farmers.

The developed value chain should provide some benefit to the established CREMAs (Atewa and Ayensuano) through a private-sector and community focused benefit sharing mechanism.

The purpose of this ONE YEAR assignment is to begin the necessary preparation for about 150 farmers in the project area to become certified either organic by the year 2025, or fair trade, Fair for Life or Rainforest, for example, by the end of 2023, depending on the approach that would have been considered the most adequate.

2.2 Expected activities

The consultant(s) are expected to conduct the following activities as part of the consultancy agreement (see tentative timeframe):

- Sensitization and recruitment of farmers;
- Organization and registration of farmers in FBOs;
- Training of farmers in sustainable/organic cocoa production and agricultural best practices;
- Printing & photocopies of internal inspection materials, passbook & internal standard;
- Training of internal inspectors;
- Conduct and monitor internal inspections and audits;
- Follow up for corrective measures of internal inspections;
- Approval & documentation of internal inspection;
- Training of purchasing clerks;
- Pre-audit;
- External certification;
- Chemical residue analysis (MRL);
- Corrective measures for all non-conformities.

3. EXPECTED REPORT FROM ASSIGNMENT AND PRESENTATION

3.1 Report content

At the end of the first year of consultancy, the consultant must submit a report including:

- **A SWOT Analysis:** SWOT (strengths, weaknesses, opportunities, and threats) analysis of the initial first year of consultancy.
- **An action plan:** Propose and draw an action plan for further supporting improving the cocoa value chain (yields, sustainability, quality and income generation). The action plan must detail how to proceed in order to meet the certification standards within one or two years (depending on the ongoing certification), after the initial first year of consultancy. The action plan must:



- Describe the specific actions to implement (trainings, technical support, demonstration plots if relevant, administrative procedure, companies to liaise with, market outlets to secure, etc.) with an indicative timeframe.
- Describe the actions to undertake to develop the agroforestry products (tree species of economic interest to plant in cocoa plantations, nurseries, products production, processing and marketing).
- Provide recommendations for the implementation of a cocoa benefit-sharing mechanism aiming at partly funding the CREMA.
- Processing possibilities: derivatives, medium and high added-value products' possibilities at the local level, regional level, international level.

3.3 Monitoring and Evaluation

A quantitative and qualitative assessment is expected to measure the results and impact of the developed value chain. The selected consultant will therefore be expected as part of this assignment to develop monitoring and evaluation tools or systems to generate and report on the following indicators:

- Map of the area with the registered farms (coordinates)
- Number of registered farms and surface (acres) cultivated
- Number of registered farmers (M/F-Y), Purchasing Clerks (M/F-Y) and Buying committees members (M/F-Y) where applicable
- Number of trained farmers (M/F-Y), Purchasing Clerks (M/F-Y) and Buying committees members (M/F-Y) where applicable
- Number of trainings and demonstrations conducted per FBO, per topic, and per registered farmer / PC / BC members
- Rate of illiteracy among the registered farmers (M/F)
- Yields (comparison between conventional and organic/sustainable farms)
- Presence of shade trees on the registered farms (to be able to monitor change over time)
- Costs of production (weeding, pesticides/fertilizers, pruning); comparison between conventional and organic/sustainable farms
- Child labour (M/F)
- Number of bags purchased per FBO, and per registered farmer (M/F-Y)
- Income generated by the cocoa farmers (average and total)
- List of end-buyers and volumes sold per end-buyer
- List of by-products and other crops that farmers are exploiting/could exploit on their cocoa farms to earn a complementary income
- Extent of involvement/participation of women and youth in the developed value chain

3.4 Data processing and reporting

Field information and data will be analyzed by the consultant team in order to produce a first draft report. A workshop will be organized where the consultant team will present their findings and proposed action plan for further support in organic cocoa certification for comments from invited participants. The final report will be produced taking into account the feedback from the consultation workshop.



3.5 Deadline of Reporting

The final report must be submitted by the 31st of the last month of the agreed consultancy period, failure to do so will result in a reduction of the agreed fee.

4. CONSULTANT TEAM

This call for application is open to consulting firms and individual consultants with sound experience in the services outlined above. The Lead Consultant must have a strong background in cocoa sector. The consultant team must meet the following criteria:

Lead Consultant

- At least a First degree in Agricultural Sciences or Agricultural Development;
- At least 10 years of practical experience in the field of agriculture and rural development;
- Required experience in cocoa production in Ghana;
- Required experience in leading organic production trainings for cocoa farmers;
- Proven record of programme/project management experience;
- Knowledgeable about cocoa certification (organic, fairtrade, Fair for Life, Rainforest, Climate Smart or other) framework and processes;
- Knowledgeable of the study areas and/or in Ghana;
- Outstanding inter-cultural communication, networking and coordination skills;
- Excellent oral Twi;
- Excellent written and oral English.

5. EVALUATION CRITERIA

Proposals will be evaluated considering the best quality and price ratio. The criteria below will be used in the evaluation of the proposals.

Criteria	Score
Cost and competitiveness (Is the budget matching the available budget?)	/20
Global understanding of the assignment (Is the proposed methodology matching expectations? Is the total number of days sufficient? Is the number of days to be spent on each CREMA site balanced (i.e. sufficient time to be spent without overloading partners, community members, etc)?)	/20
Previous demonstrable experience in conducting similar assignments (references), carried out in Ghana and/or elsewhere	/20
Field Experience and competence (qualification of the Consultant in cocoa value chain development and certification)	/20
Flexibility and adaptability (Availability of the Consultant at the required period, readiness to carry out the assessment within the requested timeframe)	/10
Clarity of the technical and financial proposals (Is the budget presented clearly to allow direct understanding? Is the technical proposal well communicated, in simple language, sufficiently detailed and clear to allow direct understanding?)	/10
TOTAL	/100



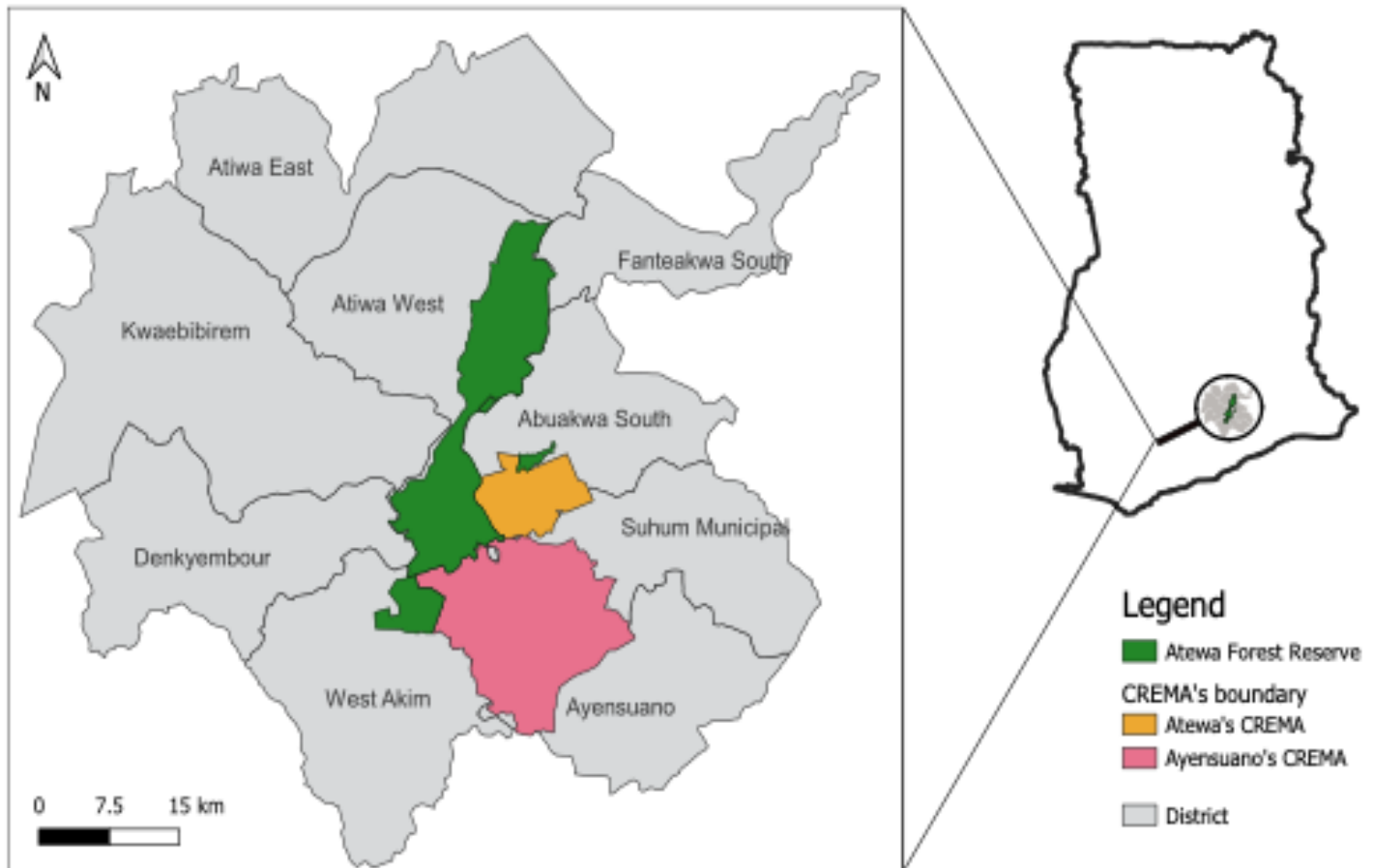
6. 6. SUBMISSION OF APPLICATIONS

Interested applicants must submit technical and financial consultancy proposals, updated curricula of the team leader (and team members if any) and a cover letter by email (object “Application for Consultancy - Cocoa, Atewa Landscape. Ghana”) **BY 7th JULY 2022** to the contact persons (see table page 1).

Late submissions will not be considered.

Annex 1. Landscape Map of the Targetted Project Area

**Atewa and Ayensuano's CREMAs - Atewa Forest Reserve
Eastern's region - Ghana**



Sources: A Rocha (sd) / Openstreetmap (2022)

For 

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