

TERMS OF REFERENCE

Consultancy Assignment – Development of Agronomic Specific Requirements for the Fairtrade Cocoa Standard Review

OVERVIEW:

Fairtrade International is currently undertaking a full review of the Fairtrade Cocoa Standard. The project is currently in the research stage preparing for a public consultation in Q1 2021. Further information regarding the scope, objectives and timeline of the Fairtrade Cocoa Standard Review can be found here: [Fairtrade Cocoa Standard Review](#). As part of the research stage of the Cocoa Standard Review, Fairtrade is exploring the introduction of agronomic specific farming requirements in the cocoa standard to progress strategic goals related to improving farmer income and climate resilient agriculture. With this consultancy assignment Fairtrade is seeking input from cocoa agronomy experts.

OBJECTIVES:

The consultant will work with Fairtrade International and the respective Fairtrade Producer Networks in Africa and Latin America to achieve the following objectives for this assignment:

1. Determine the best approach Fairtrade should take regarding the promotion of agronomy requirements, to deliver the greatest benefit to Fairtrade farmers whilst considering the emerging African Regional Standard (ARS) in relation to Ghana and Côte d'Ivoire, the recent publication of the ISO 34101 series of standards on Sustainable and Traceable Cocoa for Fairtrade cocoa origins in the rest of the world and common indicators/definitions of the European platforms for sustainable cocoa.¹
2. Align, where relevant, with existing Fairtrade Producer Network programs which include Good Agricultural Practices (GAP) training: such as the West African Cocoa Program (WACP) led by Fairtrade Africa and Productivity Improvement Programs led by the Latin American and Caribbean Network of Fair Trade Small Producers and Workers (CLAC). We accept that some existing programmatic work may not be viable for standardisation however this should be reviewed.
3. Ensure the different needs of farmers are taken into account depending upon their region, cocoa variety and their respective sustainable agricultural approaches, namely organic production versus conventional, etc.
4. Ensure that Fairtrade's strategic goals of improving farmer income and promoting climate resilient agriculture are incorporated into the development of the agronomy requirement proposals

TASKS/DELIVERABLES:

¹ The three European platforms for sustainable cocoa are: the German Initiative for Sustainable Cocoa (GISCO), the Swiss Platform for Sustainable Cocoa (SWISSCO) and the Belgian platform Beyond Chocolate.

1. A first report to Fairtrade detailing the recommended approach(s) Fairtrade should take regarding the promotion of agronomy requirements in the cocoa standard. This report should take into account the considerations below (amongst others) and detail the analysis and outcomes of these considerations:
 - a. *Considering Fairtrade's empowerment principles, should the requirements be prescriptive, or more outcome focused?*
 - b. *How much guidance do Fairtrade farmers require?*
 - c. *How can Fairtrade build on what is already being practised in the field to avoid duplication?*
 - d. *How can Fairtrade ensure it does not overburden Fairtrade producers, many of whom already have to comply with other standard/program requirements?*
 - e. *How should Fairtrade incorporate the learnings/materials of the existing Fairtrade led producer network programs on agronomy into the standard requirements?*
 - f. *How can Fairtrade ensure the requirements are regionally focused by taking into account organic agriculture and cocoa variety? (Many Fairtrade farmers in Latin America and the Caribbean especially, produce organic, fine flavour and Fairtrade cocoa).*
2. A second report **containing** proposals/ideas for the specification Fairtrade should include in farming requirements for the topics listed below (amongst others). The consultant must also consider existing Fairtrade requirements in the [Fairtrade Standard for Small-Scale Producer Organizations](#) and the [Fairtrade Standard for Cocoa](#).
 - a. New farm establishment
 - b. Planting materials
 - c. Pruning and renovation of cocoa trees
 - d. Soil fertility/conservation and fertilizers
 - e. Agrochemicals, Integrated Pest Management and Weeding
 - f. Shade management
 - g. Waste Management
 - h. Harvest and post-harvest practices
 - i. Integration of adoption observations
 - j. Agroforestry and biodiversity
 - k. Income resilience and diversification of production
3. A presentation of the recommendations and proposals via an online webinar with Fairtrade International and Producer Network staff members.

TIMELINE:

Fairtrade wish to start the consultancy contract as soon as possible.

REQUIREMENTS:

Due to the regional specification of this assignment, more than one consultant/organization may be appointed to complete the work. Therefore, Fairtrade International also welcomes applications from consultants/organizations with a sole regional or country focus. The consultant/organization for this assignment should have the following expertise:

- Proven experience of agronomy and soil expertise in cocoa farming
- Proven experience of conventional and/or organic cocoa farming practices
- Good understanding of national standards/requirements as pertain to cocoa farming in key Fairtrade cocoa producing countries²
- Excellent communication skills

TERMS AND CONDITIONS:

How to apply:

Interested parties can present their proposals by sending an e-mail to j.walker@fairtrade.net (Jon Walker) and k.cron@fairtrade.net (Kerstin Cron) indicating “Consultancy assignment – Development of Agronomic Specific Requirements for the Fairtrade Cocoa Standard Review” in the subject line. Fairtrade International will accept applications in English, French and Spanish.

The proposal should include the following information:

- Professional expertise: brief description of the project team and the relevant expertise for this assignment
- Summarized work plan/timeline
- Budget breakdown

The deadline for application submissions is 29 October 2020. Interviews will take place soonest afterwards.

Budget indication:

The total budget for this project is a up to a maximum of €5,000. Please note that all costs invoiced must be below this amount, including a mandatory 16% VAT payable in Germany (as this is where Fairtrade is headquartered). This implies that the maximum amount chargeable before VAT is €4,300.

Criteria for evaluation:

The proposals will be evaluated according to the following criteria:

- Relevant professional expertise and familiarity with the subject matter of the project team
- Value for money
- Proposed timelines

² Key Fairtrade cocoa producing countries included: Ivory Coast, Ghana, Dominican Republic, Peru and Ecuador