**TERM OF REFERENCE (TOR) FOR CONSULTANCY SERVICES**

Task/Assignment: **Model Farm Piloting: Input Provision Model for Out growers**

Position/Level: Local Consultant

Location: Ondo, Cross River, Akwa Ibom States, Nigeria

Timeframe: Final report to be submitted by 30th September 2025

1. **ABOUT JOHNVENTS INDUSTRIES LTD (JVI)**

JohnVents Industries Ltd (JVI) was incorporated in 2016 as a consulting and commodity trading company before venturing into farming through JohnVents Farms, then processing and manufacturing with the acquisition of two processing factories Coop Cocoa (Akure) and Premium Cocoa Products (Ile-Oluji) in 2021 and 2023, respectively. JVI operates Coop Cocoa plant directly, aggregating and selling cocoa beans, processing and sale of cocoa powder, cake and butter.

JohnVents Industries Ltd (JVI) focuses on cultivating, processing, and marketing sustainable cocoa products. With a mission to empower rural communities and support sustainable agriculture, JVI partners with smallholder farmers and outgrowers across Nigeria, integrating them into its cocoa value chain. JVI sources cocoa from its own plantations, contracted smallholders, and local cooperatives, ensuring responsible sourcing practices that drive positive economic and social impacts.

For further information about JVI please visit: [www.johnvents.com](http://www.johnvents.com)

**II.A PROJECT BACKGROUND**

The Dutch Fund for Climate and Development (DFCD) enables private sector investment in projects aimed at climate adaptation and mitigation in developing countries. The Dutch Ministry of Foreign Affairs has made available €160 million to increase the resilience of communities and ecosystems most vulnerable to climate change. The DFCD is managed by a pioneering consortium of Climate Fund Managers (CFM), Worldwide Fund for Nature Netherlands (WWF-NL) and SNV Netherlands Development Organisation, led by the Dutch Entrepreneurial Development Bank, FMO. For more information, please visit: [www.thedfcd.com](http://www.thedfcd.com)

JohnVents Industries Ltd (JVI) is a rapidly growing agribusiness committed to advancing sustainable cocoa production in Nigeria. The company has developed a strategic expansion plan aimed at scaling up the adoption of climate-resilient and sustainable cocoa agroforestry among smallholder farmers within its supply chain in Lowland Rainforest Landscape of Nigeria. This initiative aligns with JVI’s long-term sustainability commitments, which include improving farmer incomes, enhancing biodiversity, and reducing environmental risks in the cocoa value chain.

The Dutch Fund for Climate and Development (DFCD) is supporting this initiative through an Origination Facility, which provides funding for early-stage activities that will de-risk the investment and prepare JVI for further financing under the DFCD Land Use Facility. This investment will also complement financing from the International Finance Corporation (IFC), which approved a €21.3 million facility for JVI in December 2023. The IFC financing primarily supports factory upgrades and working capital needs, whereas the DFCD Origination Facility focuses on strengthening JVI’s supply chain resilience and smallholder engagement. The DFCD funding is particularly important in addressing climate adaptation challenges such as unpredictable rainfall patterns, deforestation risks, and the need for climate-smart cocoa production​.

Through this initiative, JVI aims to:

* Demonstrate cocoa farming best practices for improved yield and sustainability.
* Educate smallholder farmers about new technologies, integrated pest management, and agroforestry.
* Expand its nucleus cocoa plantation and introduce agroforestry to promote climate-resilient cocoa production.
* Improve the quality of cocoa beans produced
* Build the capacity of local farmers in modern farming practices, including good agricultural practices (GAP) in cocoa farming and farmland management.
* Encourage the adoption of climate-smart agricultural techniques and sustainable land management.
* Promote community participation and knowledge-sharing among farmers and the groups.

The Dutch Fund for Climate and Development (DFCD) Origination Facility approved a grant through SNV to provide a technical assistance package for JohnVents Industries Ltd., which will allow JVI to strengthen its cocoa supply chain through the promotion of cocoa farming best practices to increase yield and productivity, including the setup of thirty (30) additional model farms to enhance practical knowledge transfer for quality cocoa production in the states where the company operates and sources its cocoa beans. (Out of the 30 model farms to be set up, 12 will be in Ondo, 12 in Cross River, and 6 in Akwa Ibom).

**Assignment Objectives:**

JVI is committed to promoting sustainability across its operations, ensuring food security, improving farmer livelihoods, and fostering healthy ecosystems. The company envisions an agricultural landscape where sustainable farming practices positively empower smallholder farmers while maintaining environmental integrity. Through this initiative, JVI integrates responsible land use, climate smart farming practises, and ecosystem restoration to enhance resilience and productivity in cocoa farming communities, to help improve the yield of the farmers and the quality of the bean supplied by the smallholder farmers, this is in addition to JVI’s own sustainability commitments and policies.

The origination grant from the DFCD will support JVI to setup and pilot model farms. The purpose of this pilot is to establish a model farm that integrates precision agriculture, climate-smart practices, and productivity-enhancing technologies to support smallholder farmers and agribusiness stakeholders.

**Scope of Work**

This consultancy aims to pilot thirty model (30) farms of one hectare each, across the locations, communities and states where Johnvents operates its cocoa out-growers and in-growers production with smallholder farmers, (in Ondo, Cross River and Akwa Ibom). Specifically, the pilot project will cover the following activities:

**Site Assessment, Crop Selection and Planting**:

* Identify and select suitable locations for model farms based on soil quality assessments, climate conditions, and accessibility (refer to the initial report on soil testing and farmland mapping conducted by JVI)
* Prepare the land, including soil testing and amendments, irrigation setup, and infrastructure development
* Select appropriate crop varieties (inputs)
* Develop a detailed planting Calander and crop rotation plan.

**Model** **Farm Set-up**:

* Selection and procurement of high-quality cocoa seedlings and other essential inputs (fertilizers, pesticides, etc.).
* Design farm layout to incorporate diverse farming systems (e.g., intercropping with plantain, cocoa yam, cassava).
* Set up water management and irrigation systems (where necessary).
* Implement climate-smart agricultural practices, including water conservation techniques, integrated pest management, and sustainable fertilization methods.
* Establish 30 model farms of an average size of one hectare each, in the following states, (12 in Ondo state, 12 in Cross River, and 6 in Akwa Ibom), adopting agroforestry practices to enhance biodiversity and soil health.

**Training and Workshops**:

* Develop training modules on cocoa cultivation and farmland management, to include pest management, sustainable practices, and climate-smart agriculture.
* Organize hands-on training sessions on Good Agricultural Practises (GAP) and climate smart agriculture for farmers on-site, involving local agricultural extension officers and farm managers.
* Facilitate knowledge exchange sessions with research institutions and value chain experts.

**Field Demonstrations**:

* Showcase modern farming techniques, including land preparation, planting, pruning, and pest control.
* Demonstrate effective irrigation and water management techniques (where necessary).
* Test and promote soil health management techniques, using eco-friendly inputs and practises.

**Monitoring, Evaluation, and Reporting**:

* Establish baseline data and key performance indicators (KPIs) to measure project success.
* Utilize remote sensing and digital tools to monitor farm activities.
* Conduct periodic assessments to refine methodologies and document lessons learned.

**Deliverables:**

The consultant is expected to deliver the following deliverables:

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| --- | --- | --- |
| **Deliverables** | **Breakdown with details** | **Timeline** |
| Deliverable 1 | Inception meeting with the project management team (JVI and DFCD team), to set the tone on the objectives, scope, and timelines on the project. | Within week 1 of contract signing |
| Deliverable 2: | Meeting with stakeholders who will be volunteering their farmland for demonstration plots.  | Until week 4  |
| Deliverable 3: | Site selection: * Identify suitable locations for model farms based on soil quality

assessments, climate conditions, and accessibility. *Number of model farms per states:**Ondo – 12**Cross River -12* *Akwa Ibom – 6* * Prepare the land, including soil testing and amendments, irrigation infrastructure setup.

Present progress report for D1, D2 & D3 | Week 6 |
| Deliverable 4: | Crop selection, planting and implementation of best practice:* Select appropriate crop varieties.
* Develop a detailed planting schedule and crop rotation plan
* Implement climate-smart agricultural practices, including water conservation techniques, integrated pest management, and fertilization methods.
* Establish agroforestry practices to enhance biodiversity and soil health.
 | Week 10 |
| Deliverable 5:  | Training and capacity building:* Develop training programs for farmers, extension workers, and stakeholders.
* Conduct workshops on Good Agricultural Practices (GAP) and climate-smart agriculture.
* Facilitate knowledge exchange sessions with research institutions and agribusiness experts.
 | Week 12 |
| Deliverable 6 | Final report: Comprehensive report of the milestone activities implemented. | Week 14 |
|  | **Total of working days** | **70 days** |

**Timeline:**

The engagement is expected to be spread between the indicative timeline of 14 weeks starting from **June 2025 to September 2025**, with specific milestones and deadlines to be agreed upon at the outset.

**Qualifications:**

A consultancy firm or team responsible for setting up a cocoa farm demonstration plot should possess a combination of academic qualifications, technical expertise, and practical experience in agronomy, sustainable farming, and cocoa production. Below are the key qualifications and competencies required.

**Technical qualification**

* Cocoa Agronomy: In-depth knowledge of cocoa cultivation, including planting techniques, spacing, shade management, pest and disease control, and harvesting.
* Soil Science and Fertility Management: Ability to conduct soil assessments, recommend soil amendments, and improve land productivity.
* Good Agricultural Practices (GAP): Familiarity with international standards for sustainable cocoa farming, such as, Rainforest Alliance, and Fairtrade.
* Demonstration Plot Design: Experience in setting up experimental and educational farms for training farmers. Agroforestry and Climate-Smart Agriculture: Expertise in integrating trees, crops, and conservation techniques to enhance biodiversity and sustainability.
* Farm Irrigation & Water Management: Knowledge of efficient irrigation methods for cocoa farms.

**Practical qualification**

* Minimum of 5–10 years of experience in cocoa farm establishment and management.
* Field experiences working with smallholder farmers, cooperatives, or agribusiness organizations.
* Experience in Training and Capacity Building: Ability to train farmers and extension workers on best practices in cocoa farming.
* Knowledge of GIS & Remote Sensing (Preferred): Experience in farmland mapping, monitoring land use, and assessing environmental impact.

**THE PROPOSAL**

Consultants or consulting firm are expected to submit both technical and financial proposals at the same time but separated into two files / digital envelopes,

1. Detailed Technical proposal showing:
* Understanding of the TOR
* Methodology overview that shows how the objectives of the study will be met
1. Detailed financial proposal
* Breakdown of professional fee
* Breakdown of travel, per diem, and related fees
1. CVs
* Key staff to be assigned for the assignment,
* Corresponding roles and responsibilities of key staff
1. Evidence of previous experiences in similar assignments.
2. Interested consultant or firm must submit:
* Copy of certificate of incorporation
* Valid Tax Clearance Certificate.
* Relevant license and authorization certificates.