Asian Development Bank

AIDE MEMOIRE

LOAN INCEPTION MISSION, 16-20 September 2013

For ADB Loan 2968-VIE: Low Carbon Agriculture Support Project

INTRODUCTION

- 1. A loan inception mission (the Mission) from the Asian Development Bank (ADB) visited Viet Nam from 16 to 20 September to discuss the establishment of detailed implementation arrangements and initiate the implementation process of the Low Carbon Agriculture Support Project (the Project). The Mission met with the representatives of the Central Project Management Unit (CPMU) within the Agriculture Projects Management Board (APMB), each of the participating financial intermediaries (PFIs)—Co-operative Bank of Viet Nam (CO-OPBANK) and the Viet Nam Bank for Agriculture and Rural Development (VBARD), the Department of Science, Technology and Environment (DSTE) of the Ministry of Agriculture and Rural Development (MARD), the National Institute of Animal Husbandry (NIAH), and the Viet Nam Country Program Manager of the Nordic Development Fund. A wrap-up meeting between MARD and the Mission was conducted on 20 September 2013, chaired by Vice Ministers Le Quoc Doanh of MARD. A list of persons met and attendees at the wrap-up meeting is given in Annex 1.
- 2. The Mission and the Government discussed and agreed on detailed implementation arrangements, fund flow mechanisms, review arrangements for procurement and consultant recruitment, performance indicators, monitoring and reporting requirements, loan covenants, the project administration manual (PAM), and initial steps of project implementation. This Aide Memoire summarizes the Mission's findings and understanding reached through discussion with the project team. It is understood that the agreements recorded in this Aide Memoire are subject to the approval of higher authorities of the Government and ADB.

II. MISSION DISCUSSIONS AND FINDINGS

A. Overall Status

- Financing. On 12 December 2012, ADB approved the provision of a loan in the amount equivalent to SDR48,170,000 (\$74 million equivalent) to the Socialist Republic of Viet Nam for the Low Carbon Agriculture Support Project. The Loan Agreements were signed on 7 March 2013 and became effective on 5 June 2013 with the closing date of 30 June 2019.
- 4. Staffing for Project Implementation Units. MARD appointed Mr. Nguyen The Hinh as the Project Director to lead project implementation and to supervise the Project's CPMU. He will be supported by two Project Deputy Directors, Hoang Thai Ninh and Vu Tien Dung; and approximately 25 staff in the CPMU office. The Mission met with the CPMU staff and outlined Project implementation arrangements and the cooperation that needs to be established with the PFIs, the TSU, and the 10 PPMUs.

¹ The Mission comprised Nao Ikemoto, Senior Environment Specialist, Environment, Natural Resources and Agriculture Division (SEER), ADB/Mission Leader, Khuc Thi Lan Huong, Project Officer (Agriculture and Rural Development), Viet Nam Resident Mission (VRM); and Oscar Amiel A. Badjola, Project Analyst, SEER.

- 5. Each PPMU is led by a full-time project manager. Key PPMU staff have been selected based on their qualifications and experience in the management of similar projects. Full-time staff² have already been appointed to carry out day-to-day PPMU operation and to coordinate the work of technical experts. At the communa levels, the PPMUs will coordinate closely with the representatives of the communa, biogas owners and users associations, and other stakeholders. This will include organizing public consultations and carrying out implementation monitoring by the associations.
- 6. Subsidiary Loan Agreement. Subsidiary loan agreements between the Ministry of Finance (MOF) and the PFIs to extend subloans (\$35.7 million, about 48% of ADB Loan) to eligible beneficiaries are expected to be finalized by the end of November 2013. The relending from MOF to the PFIs will be denominated in Vietnamese Dong with the foreign exchange risk to be borne by the Government.
- Relending from MOF to the PFIs with terms up to 20 years with 6 years grace period will help the PFIs sustain medium- and long-term loan portfolios and facilitate fund mismatch risk management. ADB has recently agreed to the proposed adjustments to the relending interest rates from MOF to PFIs based on 80% of the weighted average interest rate of three-, nine-, and twelve-month deposits in the Vietnamese banking system computed quarterly by SBV. The financial intermediary subloans will be made in strict accordance with selection criteria agreed between the Government and ADB ("eligibility criteria" including minimum number of livestock, technical engineering, construction and environmental compliance for the construction of biogas plants, and collateral according to prudential requirements by the State Bank of Viet Nam) and will otherwise carry such terms and conditions as are currently applied by the PFIs, with any amendments to be agreed with ADB from time to time. The interest rate for subloans to beneficiaries will be determined based on market rates (currently up to 15%). Technical, environmental and other criteria related to biogas plants and the criteria for the selection of beneficiaries, each as agreed with ADB, will be added to PFIs' standard eligibility criteria to ensure the Project's targeted clientele is reached. For the credit line provided for the construction of biogas plants, ADB will finance 85% and the PFIs will finance 15%.
- 8. Counterpart Funds and Project Facilities. The central counterpart fund allocation for 2013 is VND500 million (approximately US\$25,000) and was released in July 2013. The central counterpart fund allocation for 2014 has been determined to amount to VND8 billion (approximately US\$400,000). The counterpart fund requirement from the provinces will be reported in the first quarterly progress report due on 31 October 2013. The Government assured the Mission of timely provision of counterpart financing necessary for the Project and provision of additional counterpart funding for any shortfall of funds or cost overrun.
- 9. Project Consultancy Requirements. Detailed TORs for the three consultancy packages (project implementation consultant, NDF financed consultants, and provincial facilitators) are being developed and will be finalized for advertisement by 15 October 2013. To assist the CPMU in start-up project implementation, about four individual consultants with expertise relating to project implementation (PAM development), agribusiness and training will be engaged by 30 November 2013. For individual consultants, the CPMU agreed to identify appropriate office arrangement for sufficient office space and basic furniture for consultants to enable closer communication and their effective coordination and performance. Contract provisions for office accommodation will be allocated for firm recruitments.

Chief accountant of the PPMU will be appointed by DARD to work on a part time basis.

- 10. Disbursement. On 26 August 2013, ADB advanced \$3.5 million to the Project's imprest account. The advance is to cover vehicle and equipment procurement, training/workshops, initial advance to consultants to be recruited, and incremental operating costs. It is expected that additional advances will be made under the Project towards the imprest accounts to be established by each of the PFIs. These requests are expected to be submitted once the Subsidiary Loan Agreement between the MOF and PFIs are finalized. Financial and accounting units in IAs (i.e., CPMU and in each of the 10 PPMUs) will handle financial issues under the Project. Each unit has already established internal control and accounting systems to manage project funds.
- 11. Launching Workshop. The CPMU held a Project Launching Workshop on 9 August 2013. The Workshop formally started the project implementation activities and arrangements. Representatives from ADB, MARD, and the Provincial People's Committees (PPC), DARDs and Provincial Project Management Units (PPMUs) of the 10 project provinces participated in the Workshop.

Implementation Issues

- 12. Scope of Activities. There are inconsistencies between the Government feasibility studies and ADB's project documents (RRP, PAM and financing agreement) in terms of specific project activities, budget allocation and implementation responsibilities related to Component 1 and 3. The Mission and the CPMU discussed identified differences, and rationalized specific activities in each component and subcomponent with careful consideration to the output and outcome targets set in the Design and Monitoring Framework (DMF).
- 13. Two important government decisions were also considered during the rationalization process: (i) Programme of Green House Gas (GHG) Emissions Reduction in the Agriculture and Rural Development Sector up to 2020, 16 December 2011 (Decision No. 3119/QD-BNN-KHCN); and (ii) Agricultural Restructuring Toward Raising Added Value and Sustainable Development, approved by the Prime Minister on 10 June 2013 (Decision No. 899/QD-TTg). To support the implementation of these government decisions, the Mission and the CPMU agreed that demonstrations and pilot research activities to be carried out under Component 3 of the Project will: (i) initially focus on rice, livestock and aquaculture waste management that are identified as priority subsectors for GHG reduction; (ii) technology transfer/ demonstration can be carried out in the overall value chains context to create demand for the tested technologies and their by-products;3 and (iii) locations of demonstration and pilot research activities will be strategically identified to maximize the demonstration impacts in terms of a volume of waste reduction and utilization, numbers of farmers and enterprises who adopt climate smart agricultural waste management practices (CSAWMP), and/or numbers of hectares with CSAWMP applied.
- 14. The initial agreement was reached on the component subcomponent levels (Appendix 2). However, further rationalization and discussion is needed to agree on the detailed activities and estimated costs, appropriate implementation modalities (for a few procurement packages related to Components 1 and 3) to rationally link the activities toward

³ Potential value chain models may include farmer producer groups forming and operating an enterprise, the linkage of the business to an existing rice mill, integration with a compost and urban market organic waste management enterprise and through an addition to an existing enterprise operating in the famer input supply chain.

the intended outputs and outcomes and avoid potential implementation delays due to processing a large number of small service packages.4

- 15. The Mission agrees with the CPMU that recruitment of the four individual consultants is urgently needed to further rationalize activities and costs, and appropriate implementation modalities in close discussion with ADB in order to come up with detailed implementation plans, and annual workplans particularly related to pilot research. The CPMU has already submitted the initial draft terms of references of the individual consultants for ADB's review. Feedback will be given by the end of September 2013.
- Biogas Value Chain Construction Support. The national biogas program defines 16 the plant sizes as follows: (i) SBVCs up to 50 m3; (ii) MBVC's from 51 to 1,000 m3; and (iii) LBVCs with more than 1,000m3 digester volumes. The original Project document specifies a different set of eligible sizes for subsidy and financial credit, which are as follows: (i) 10-50 m3 for SBVC; (ii) 500-1,000 m3 for MBVC; and (iii) 2,000 m3 and above for LBVC. Eligible sizes for credit lines were identified based on the economic analysis for the existing available technologies conducted during the project processing stage. The Mission recognizes that (i) specified sizes for credit lines may not match with the actual demand from farmers and farm enterprises; (ii) specified sizes for credit lines are not consistent with those supported under QSEAP and the national program supported by SNV; and (iii) economic viability of new technologies with different BVC sizes need to be further assessed. The Mission agreed with the CPMU that (i) the eligible sizes for SBVCs should be up to 50m3 to be consistent with the national program and QSEAP; and (ii) eligible sizes for MBVCs and LBVCs will be determined once the demand and business interests, as well as appropriate types of technologies, are identified. The Project will engage a consultant to conduct an appropriate economic analysis for MBVC and LBVC.
- 17. While the definition and criteria for certification for SBVC subprojects have been determined and agreed upon by the Government and ADB, those for MBVC and LBVC subprojects need further analysis and development. Until these are finalized and agreed upon by Government and ADB, planned support for MBVC and LBVC construction under the Project will be suspended. Efforts to prepare these definitions and specifications will be initiated and pursued under Component 3 of the Project.
- 18. Technical Support Unit (TSU). Paragraph 2 of Schedule 5 of the loan agreement states that the terms of reference of the TSU should be purely technical and advisory and should not include any activities related to project management and implementation, which shall be implemented by the EA and IAs. The Government and ADB agreed that it is more appropriate to determine TSU membership based on the qualifications of nominated individuals from the relevant government departments and institutions, rather than the organizations themselves. The initial draft terms of reference of the TSU and its members have been developed but will need to be further refined before formal submission to the MARD Minister. The terms of reference for each representative of the TSU are expected to be finalized by 15 October 2013.
- 19. The Mission met the Department of Science, Technology, and Environment (DSTE) and National Institute of Animal Husbandry (NIAH). DSTE is responsible for assessing new technologies for crops, livestock, aquaculture and forestry, and is a focal point for climate change carbon development mechanism within MARD. NIAH has about 1,300 technical

Out of \$84 million total project costs (both ADF and counterpart fund combined), \$7.3 million is allocated for research and development, \$3.4 million for training and workshop, \$4.43 million for organization of technology transfer. However, detail breakdown of activities, costs and implementation modalities (e.g. procurement packages) are not yet clearly identified.

experts and 11 research centers (branches) across the country. It is also in charge of assessing new technologies for livestock production, disease control and livestock waste management. As part of the research strategy development, roles, capacity and appropriate scope and engagement modalities will be carefully examined once the priority research activities fall within the mandates of these research institutions.

- 19. Coordination with SNV. Five out of ten project provinces overlap with the national biogas program supported by SNV. Financial incentives for SBVC construction support are higher for LCASP in consideration of the environmental package included in each of the required construction. The Mission acknowledges that the higher subsidy offered under the Project is likely to create confusion among beneficiary farmers and will likely cause operational difficulties for SNV's program. The Mission and the CPMU also discussed with SNV on the possibility of sequencing each program's BP construction support; where the Project will support the initial 2014-2015 period and SNV will operate from 2016-2018 in the five overlapping provinces. SNV is initially agreeable to the suggestion but will need to discuss specific implementation details acceptable to both programs.
- 20. SNV's biogas program has partnered with Nexus Carbon Development (non-profit project cooperative developer) to facilitate carbon revenue generation through the voluntary markets using a Gold Standard certification. The first credit (510,952 tCO2 equivalent emissions) will be issued to SNV's biogas program following the monitoring process that took place from 28 June 2010 to 31 December 2011. SNV will continue its support to household biogas digester construction from 2014 until 2018 through additional financing sources from donors and revenues to be generated from the carbon credits in the voluntary markets.
- 21. NDF financed Scope. The NDB board approved the allocation of 4.1 million Euro to the Project on 6 March 2013 to support the demonstration and technology research activities related to biogas and bio-slurry and the preparation of documents necessary for the Project's participation to the Clean Development Mechanism. ADB formulated a fact finding mission in 8-15 April 2013 but processing was put on hold in order to (i) rationalize overlapping pilot technology demonstration activities between the Project and the GMS Capacity Building for Efficient Utilization of Biomass for Bioenergy and Food Security (ADB RETA 7833); and (ii) come up with feasible and effective business models that would integrate technology transfer within a value chain context. The linkages were already made to avoid overlapping demonstration activities and replicate successful models demonstrated under the GMS RETA.
- 22. The approved NDF board document identifies Vietnam Biogas Association (VBA) as the implementation agency. However, the Mission recognizes capacity limitations of the VBA as it lacks experience with ADB procedures for procurement, disbursement and other relevant procedural requirements to carry out technology demonstrations. A potential advantage for engaging VBA is in the use of their network to disseminate proven technologies or climate smart agricultural practices among the provinces they operate in.
- 23. The Mission acknowledges NIAH's expertise in assessing and developing new technology and wishes to explore opportunities where a partnership can be established with VBA in promoting proven new biogas technologies (i.e., bio-slurry as fertilizer among farmers and farm enterprises) through on-site demonstration and other cross learning activities. The Mission agreed with the CPMU that appropriate engagement modalities need to be identified for NIAH (as it is the state owned enterprise) in addition to its participation in the TSU. For the development of Nationally Appropriate Mitigation Action (NAMA), the Mission agreed with CPMU that it should be included in the overall CDM development support under the Project and CPMU should manage these activities.

24. The Mission discussed the urgency of processing the additional financing expected from NDF to ensure that the committed amount approved for the Project will be secured before 5 March 2014, which marks the end of the validity of the committed amount. Table 1 presents the schedule of milestones agreed and committed to by ADB and MARD.

Table 1: NDF Processing Schedule

Milestone	Target Date	Responsible Agency
MOU signing	30 September 2013	MARD and ADB
Department Review Meeting	16 October 2013	ADB
Project Detailed Outline (PDO) Submission	15 October 2013	APMB
Staff Review Committee Meeting	10 November 2013	ADB
PDO Approval/	15 November 2013	MARD
Feasibility Study Submission	20 November 2013	APMB
Feasibility Study Approval	15 December 2013	MARD
Grant Negotiations	15 January 2014	ADB
ADB President's Approval	5 March 2014	ADB

25. Quarterly Contract Awards and Disbursements Projections. The CPMU shared with the Mission the Government's projections relating to anticipated contract awards and disbursements (Table 2). The Mission views the proposed projections to be ambitious and suggests that careful considerations and further discussion will be needed. The CPMU agreed to submit the revised submission together with the annual planning arrangements by 15 October 2013.

II. Table 2: Quarterly Projections: Contract Awards and
III. Disbursements ('000' US\$)

	III. DISI	burseme	nts ('000'	US\$)	
IV. Contract Awards	V. Q1	VI. Q2	VII. Q3	VIII.Q4	IX. Total
X. 2013	XI	XII	XIII.100	XIV. 1,270	XV. 1,370
2014	500	4,500	5,000	2,680	12,680
2015	2,000	5,000	10,000	10,400	27,400
2016	2,000	5,000	7,000	7,590	21,590
2017	1,000	3,000	3,000	950	7,950
2018	500	500	500	970	2,470
2019		540			540
Total					74,000
Disbursements	Q1	Q2	Q3	Q4	Total
2013		-	100	965	1,065
2014	500	500	4,000	5,575	10,575
2015	500	5,000	10,000	11,180	26,680
2016	570	4,000	8,000	8,000	20,570
2017	500	4,000	5,500	1,590	11,590
2018	100	500	1,000	1,380	2,980
2019		540			540
Total					74,000

IV. CONCLUSIONS

26. The Mission and the CPMU agree that discussions will need to be continued in further defining needed activities for each project component. The Mission reiterates the

urgency to engage suitable experts to assist the CPMU in preparing a detailed work plan acceptable to ADB.

27. The first review mission is proposed in February 2014 to discuss project progress as well as the status of follow up actions agreed during the inception mission. These agreed actions are listed in the Table 3.

Table 3: Agreed Follow-up Actions

No	Issue	Agreed Action	Time-frame	Respon- sibility
1	Preparation of a Detailed Implementation Plan	Engagement of individual consultants	30 Oct 2013	CPMU
2	Mobilizing Component 2 activities	Finalization of the Subsidiary Loan Agreement between MOF and PFIs	30 Nov 2013	MOF/PFIs
		Advance to PFIs' Imprest Account	31 Dec 2013	PFI/ADB
3	Consulting firm engagements	Advertisement of consulting firm requirements	15 Oct 2013	CPMU
4	Establishment of the TSU	Specific TOR Finalized	15 Oct 2013	ADB/CPML
5	MOU for NDF-financed scope	MOU signed	30 Sep 2013	ADB
6	Contract awards and disbursement projections	Submission of the revised projections	15 Oct 2014	CPMU
7	Project Reporting	Submission of the first quarterly progress report	31 Oct 2013	CPMU

V ACKNOWLEDGMENT

 The Mission wishes to express its sincere appreciation for the cooperation and assistance extended by MARD, APMB, and the PFIs during the Mission.

Signed in Ha Noi, 20 September 2013 by

Nao Ikemoto

Senior Environment Specialist

New Heman

Environment, Natural Resources, and

Agriculture Division

Southeast Asia Department

Asian Development Bank

Appendix:

- 1. List of persons met and attendees at the wrap-up meeting
- 2. Project Component and Subcomponent

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APPENDIX 1: LIST OF PEOPLE MET

N	o Full name	Title/even-it		
1	ADB Inception Mission	Title/organization		
	Nao Ikemoto			
	Oscar Amiel A.Bidiola	Senior Environment Specialist, ADB, Senior Specialist, ADB,		
	Khuc Thi Lan Huong	ADD graff VDM ADD		
2	LCASP CPMU	ADB staff, VRM, ADB		
	Mr. Nguyen The Hinh	Deputy Director General of APMB, Director of LCASP		
	Mr. Vu Tien Dung			
	Mr. Hoang Thai Ninh	Deputy Director of LCASP		
	Mr. Nguyen Đinh Dieu	Deputy Director of LCASP		
	Ms. Nguyen Thi Min	Chief Accountatn, LCASP		
	Huong	h Staff of LCASP		
	Ms. Phan Thuy Linh	Staff of LCASP		
	Mr. Nguyen Van Chung	Staff of LCASP		
	Mr. Vu Huy Hoang	Staff of LCASP		
3	DSTE	Desir of Devilor		
	Mr. Đinh Vu Thanh	Deputy Director General		
	Mr. Nguyen Truong Giang	Officer		
	Mr. Nguyen Kim Chien	Officer		
4	VIAH	- Cantel		
	Mr. Nguyen Thanh Son	Director General		
	Mr. Pham Sy Tiep	Head of Science and International Cooperation Division		
	Mr. Pham Tat Cuong	Environmental Division		
	Mr. Nguyen Manh Dung	In charge of International Cooperation		
5	SVN	an emarge of international Cooperation		
	Dagmar Zwebe	Sector leader renewable energy		
	Katherine Birch	Business development manager		
	Nguyễn Thị Minh Nguyệt	Biogas project coordinator		
	VBA	270 gas project coordinator		
	Ms. Nguyen Thi To Uyen	VBA Biogas project coordinator		
	Coop Bank	277 Diogas project coordinator		
	Mr. Nguyen Thac Tam	Deputy Director General		
1	Ms. Le Thu Ha	Staff		
	VBARD	CHILL		
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	Ms. Le Dieu Linh	Deputy Head Staff		

LIST OF PARTICIPANTS IN WRAP-UP MEETING 20 September 2013

	No. and	Title	Organization
No	Name	Vice Minister	Ministry of Agriculture and
1	Le Quoc Doanh	7.20	Rural Development
2	Tong Xuan Chinh	Deputy Director General	Department of Livestock Production (DLP)
3	Nguyen Manh Dung	In charge of International Cooperation	Vietnam Institute of Animal Husbandry
4	Pham Hung Cuong	staff	Vietnam Institute of Animal Husbandry
5	Ta Hong Linh	staff	Vietnam Acedamy of Agriculture Science (VAAS)
-	T Tuust I an	Staff	Directorate of Fisheries
6	Tran Tuyet Lan	Coordinator	Vietnam Biogas Association
7	Nguyen Thi To Uyen Nguyen Thi Quyen	Staff	Vietnam Biogas Association (VBA)
9	Nguyen Van Viet	Head of Science and international cooperation	Vietnam Acedamy of Agriculture Science (VAAS)
	O I Divers	Staff	State Bank of Vietnam
10	Nguyen Quynh Phuong	Staff	State Bank of Vietnam
11	Le Dieu Linh	Staff	Coop Bank
12	Le Thu Ha	Deputy Director	International Cooperation
13	To Viet Chau	General	Department
14	Bui Chi Kien	Staff	International Cooperation
15	Tran Minh Dang	Staff	Department of Organization and Personel
16	Dinh Vu Thanh	Deputy Director General	DSTE
177	Nguyen Xuan Khoa	staff	DSTE
17	Giap Thi Bich Hanh	staff	BPMU, DLP
18	Nguyen Van Hung	staff	Department of Finance
19 20	Pham Thanh Huyen	Deputy Director General	Department of Finance
21	Tran Van Hiep	Staff	Department of Planning
21	Nguyen The Hinh	Director	LCASP
22		Deputy Director	LCASP
23	Vu Tien Dung	Deputy Director	LCASP
24	Hoang Thai Ninh Nguyen Dinh Dieu	Chief Accountant	LCASP
25	Pham Thi Huong	Accountant staff	LCASP
	Post in Fluid		LCASP

28	Trinh Thi Thuy Hoi	Technical staff	LCASP
29	Do Thanh Huong	Accountant staff	LCASP
30	Nguyen Thi Thanh	Administration staff	LCASP
31	Phan Thuy Linh	Technical staff	LCASP
32	Do Ngoc Diep	Planning staff	LCASP
33	Nguyen Minh Huong	Planning staff	LCASP
34	Tran Phuong Thao	Planning staff	LCASP
35	Trinh Duy Anh	Technical staff	LCASP
36	Nguyen Van Quy	Administration staff	LCASP
37	Nguyen Thi Ngoc Lan	Administration staff	LCASP
38	Nguyen Thi Viet Ha	Accountant staff	LCASP
39	Duong Thi Diem Hang	Accountant staff	LCASP
40	Tran Thuy Duong	Accountant staff	LCASP
41	Pham Thi Tra Vinh	Technical staff	LCASP
42	Luong Huy Hoang	Administration staff	LCASP
43	Tran Diem My	Planning staff	LCASP
44	Nguyen Van Chung	Planning staff	LCASP
45	Vu Huy Hoang	Technical staff	LCASP
46	Tran Thi Dieu	Staff	National Agriculture Extension Center