

## Striped Catfish BMP Cluster Workshop Can Tho, Vietnam

16<sup>th</sup> April 2011



### Workshop Report

# Contents

1. Background .....	3
2. Purpose of the Workshop .....	3
3. Participation .....	4
4. Process .....	4
5. Outcomes .....	5
6. Field Visits .....	6
7. List of Annexes .....	6
Annex 1 .....	7
Annex 2 .....	10
Annex 3 .....	11
Annex 4 .....	
Annex 5 .....	

## 1. Background

**Project title: EU-FP7 project “ASEM Aquaculture Platform”**

**Sub-Project WP2: Development and validation of commodity-specific Better Management Practices (BMPs) for smallholder farmers in the Asia-Pacific region”**

The European Commission, under the 7<sup>th</sup> frame work programme (FP7) Cooperation Theme 2: Food, Agriculture, Fisheries and Biotechnologies has provided funding for the project “ASEM Aquaculture Platform”, coordinated by Ghent University, and involves nine participating European and Asian institutions/ organizations. The project’s major aim is to develop a strong ‘Community of Practice’ to reconcile ecosystem and economic system demands to promote and consolidate sustainability in aquaculture development in both regions.

NACA is coordinating WP 2 on, “**Development and validation of commodity-specific Better Management Practices (BMPs) for smallholder farmers in the Asia-Pacific region”**. This work package will focus on promoting wider adoption of BMPs for key aquaculture commodities in selected member countries of NACA, thereby ensuring sustainability of this important food production sector and improving the livelihoods of the stakeholders. Work package 2 is being implemented in 2 parts.

**Part 1** Commodities for which BMPs are already developed and being implemented (e.g. shrimp), the focus is on assessment of the impact of BMP implementation and developing strategies for scaling up at the national and regional level.

**Part 2** Commodities for which BMPs are presently being developed (e.g. catfish) the focus is on implementation of BMPs through the cluster management concept.

Part 2 of work package 2 is being implemented by Faculty of Fisheries and Aquaculture, Can Tho University.

To support implementation of BMPs through cluster management approach, a workshop titled **BMP Cluster workshop** was held at the Faculty of Fisheries and Aquaculture, Can Tho University on 16<sup>th</sup> April 2011.

## 2. Purpose of the Workshop

The purpose of the workshop was to build capacity and awareness of prospective cluster farmers and their leaders on the concept of BMP adoption through cluster management, specifically to include:

- raise awareness of the prospective cluster farmers and their leaders on the importance of BMPs and cluster management
- inform cluster farmers and their leaders and provincial officers of their roles and responsibilities in implementing the project activities
- share experiences in cluster formation and operation from other Asian countries
- seek consent from prospective clusters for implementation of project activities
- seek consent from provincial officers for implementation of project activities
- jointly develop a work program for the implementation of the project
- provide a platform for the project team to discuss implementation issues and long term sustainability aspects

## Preparatory work done in support of the workshop

- Finalization of the catfish BMPs version 3 developed under the CARD supported project for adoption by clusters under the EU-ASEM project
- Finalization of farm record books developed under the CARD supported project for use by clusters under the EU-ASEM project
- Drafting of the guidelines on cluster formation and its operation by NACA and CTU, based on the experiences from other countries (e.g. India) for use in implementing the project
- Formal consultations with farmers, provincial authorities and other relevant stakeholders and identification of prospective clusters (8 grow out clusters and 3 nursery clusters)
- Preparation of cluster maps, list of farmers and nomination of cluster chair and vice chair
- Power point presentations to be used at the workshop prepared collectively by the Project team, and simultaneously translated into Vietnamese for use at the workshop
- Agreement that the Vietnamese versions will only be presented to save time and avoid confusion

## 3. Participation

The workshop was attended by over 70 participants (details in Annex 1). It included 3 persons per cluster, 2 provincial officers each from 4 provinces (AN Giang, Don Thap, Vinh Long & Can Tho) where the clusters are located, project teams and other stakeholders from Vietnam

## 4. Process

The workshop was conducted as per the agenda provided in Annex 2. In brief, Dr NT Phuong provided the welcome remarks and explained the project objectives. Prof Sena De Silva explained the role of NACA in the project and how NACA will endeavor to support the catfish sector in Vietnam in years to come. The project background, objectives, expected benefits of BMP and cluster management, roles and responsibilities of various stakeholders in project implementation was described by Dr Thuy Ngyen. Dr Bui Tam provided information about the 11 prospective clusters selected for participation in the project, their locations, number of farmers, and other details. Dr Mohan, shared experiences in cluster formation and operation from other countries in the region namely India, Thailand and Indonesia. Dr NT Phuong and Prof Sena DeSilva provided some information about the proposed implementation plan.

Dr Thuy and Dr Phuong facilitated the general discussions. The project team responded to specific concerns and issues raised by the farmers on BMPs, certification, cluster formation and functioning. Dr Gooley and Dr Davy conducted a questionnaire based preliminary evaluation on development and implementation of catfish BMP clusters (Annex 3). The presentations made by the project team is provided in Annexes 4 and 5. Efficient translations provided by Dr Thuy made the workshop very effective and helped to bring out interventions from farmers on several issues.

## 5. Outcomes

The workshop made the following observations and recommendations based on the deliberations:

- There was overall consensus that the cluster approach where BMPs would be implemented is needed for the catfish sector to be sustained in the long term.
- It was also apparent that the misnomers on certification and standards and BMPs are fast disappearing and the small scale farmers are beginning to appreciate the differences in these entities.
- Project activities will be implemented in 8 grow out and 3 nursery clusters over a 2 crop cycles
- The project team will work with provincial officers from 4 provinces and farmers from 11 clusters to implement the project activities
- Key project activities will include
  - Implementation of BMPs
  - Monitoring compliance to BMP implementation and offering technical assistance to support BMP implementation
  - Operating clusters as per the agreed SOPs (e.g. crop calendar, water calendar, sourcing inputs, links with buyers)
  - Monitoring compliance to cluster operation SOPs and offering technical assistance to support operation of clusters
  - Record keeping to support traceability
  - Regular meetings within clusters to exchange information
- The project staff located at CTU will support implementation of the project activities and collect and record all relevant information and data
- The project team will analyse the data at the end of the first crop and consider holding one workshop to discuss the findings and plan for the 2<sup>nd</sup> crop
- Findings of the preliminary evaluations done at the inception workshop (annex 6) will be compared with one more evaluation to be done at the end of 1<sup>st</sup> or 2<sup>nd</sup> crop to see the effectiveness of the project in promoting the concept of BMPs and cluster management
- Considering a strong request from prospective cluster farmers and their nominated leaders, the project team decided to offer a technical training program for 2 days in the last week of May 2011. One technical person from one cluster (11) and 2 technical persons from each province (8 from 4 provinces) will be invited for the training. The training program will be offered by the project team and will include the following components
  - Cluster formation, operation and management
  - Catfish BMPs
  - Water management
  - Feed management
  - Disease management
  - Record keeping
  - Monitoring for compliance
- It was agreed to make a tentative, extra budgetary allocation of US\$ 1,500.00 to CanTho University for conducting the above training program in the last week of May 2011.
  - It was also agreed to invite farmers such as Mr. Hai and Mr. Hoang who have been very successful in the adoption of BMPs as resource persons for the training
  - As it became apparent that a cluster approach has been used in respect of shrimp farming in Soc Trang Province (a MRC Project)

- That it would be useful to share their experiences at the training.
  - As such it was agreed that Mr. Lam T Phan and two selected cluster leaders from the province also be invited as resource persons for the proposed training.

## 6. Field Visits

The project team visited 2 nursery and 2 grow out clusters (15 and 17<sup>th</sup> April) and interacted with farmers and provincial officers and explained how the project will implement its activities and support implementation of BMPs through cluster management approach. The project team requested collaboration from farmers for implementation of project activities.

## 7. List of Annexes

- Annex 1: List of Participants
- Annex 2: Workshop Programme
- Annex 3: Preliminary Evaluation Questionnaire
- Annex 4: Presentation (1) made by the project team
- Annex 5: Presentation (2) made by the project team

**LIST OF PARTICIPANTS (16/4/2011)**  
**(Formation of BMP-cluster)**

No.	Name	Address
1	Nguyen Tan Nhon	Cần Thơ Aquaculture Division
2	Nguyen Thi Phuong Lan	Agriculture station, Binh Thuy dist., Can Tho city
3	Nguyen Thị Thu Suong	Agriculture station, Co Do dist., Can Tho city
4	Nguyen Thị Ngọc Yen	Agriculture station, Bình Thủy dist., Can Tho city
5	Tran Anh Dung	An giang Aquaculture Division
6	Nguyen Thi Thuy	An giang Aquaculture Division
7	Nguyen Ngoc Dien	An giang Aquaculture Division
8	Nguyễn Minh Thành	An giang Aquaculture Division
9	Pham Thi Thu Hong	Vinh Long Aquaculture Division
10	Nguyen Thi Em	Vinh Long Aquaculture Division
11	Nguyen Ba Duy	Vinh Long Aquaculture Division
12	Pham Truong Yen	Vice-Director, Can Tho Seed Center
13	Le Thi Kieu Trang	Dong Thap Aquaculture Division
14	Trinh Thi Be Ba	Dong Thap Aquaculture Division
15	Nguyen Phuc Khanh	Dong Thap Aquaculture Division
16	Thạch Lan Sa	R&D unit, Proconco – Vĩnh Long
17	To Anh Minh	R&D unit, Proconco – Vĩnh Long
18	Vo Thị My Dung	R&D, unit, Proconco – Vĩnh Long
19	Vo Minh Khoi	Can Tho Aquaculture Division, M.Sc student
1	Pham Van Tu	My Long cluster- Mang Thit, Vinh Long
2	Duong Van Tuoai	My Long cluster- Mang Thit, Vinh Long
3	Dang Van Ut	My Long cluster- Mang Thit, Vinh Long
4	Nguyen Van Tan	Tan My cluster-Mang Thit, Vinh Long
5	Tran Van Phuc	Tan My cluster-Mang Thit, Vinh Long
6	Dang Ngọc Tam	Tan My cluster-Mang Thit, Vinh Long
7	Dang Phuoc Toan	Hoa Loi cluster, Phu Tan, An Giang
8	Tran Thanh Nghe	Hoa Loi cluster, Phu Tan, An Giang
9	La Long Ho	Hoa Loi cluster, Phu Tan, An Giang
10	Vo Ke Nghiep	Thuan Phat cluster, Chau Phu, An Giang
11	Nguyen Quang Truong	Thuan Phat cluster, Chau Phu, An Giang
12	Tran Van Tach	Thuan Phat cluster, Chau Phu, An Giang

13	Tran Cong Luan	Tan Chau cluster, An Giang
14	Nguyen Van Dong	Tan Chau cluster, An Giang
15	Nguyen Van Sang	Tan Chau cluster, An Giang
16	Ngo Minh Nguyên	Truong Thinh cluster, Lai Vung - Dong Thap
17	Tran Thanh Tung	Truong Thinh cluster, Lai Vung - Dong Thap
18	Ngo Minh Tai	Truong Thinh cluster, Lai Vung - Dong Thap
19	Nguyen Thanh Hieu	Tan Nghia cluster, Chau Thanh - Dong Thap
20	Le Quang Dung	Tan Nghia cluster, Chau Thanh - Dong Thap
21	Le Hong Duc	Tan Nghia cluster, Chau Thanh - Dong Thap
22	Le Dinh Chau	Con Bach Vien cluster, Chau Thanh - Dong Thap
23	Mai Huu Tri	Con Bach Vien cluster, Chau Thanh - Dong Thap
24	Tang Phu Huu	Con Bach Vien cluster, Chau Thanh - Dong Thap
25	Vo Van De	Thuan Phat cluster, Thot Not, Can Tho
26	Nguyen Thanh Tam	Thuan Phat cluster, Thot Not, Can Tho
27	Huynh Minh Tuan	Thuan Phat cluster, Thot Not, Can Tho
28	Pham Van Tay	Thoi Long Cluster, Co Do, Can Tho
29	Bui Duc Tuyen	Thoi Long Cluster, Co Do, Can Tho
30	Pham Xuan Truong	Thoi Long Cluster, Co Do, Can Tho
31	Lam Van Nhon	Con Khuong cluster, Binh Thuy, Can Tho
32	Huynh Ngo An	Con Khuong cluster, Binh Thuy, Can Tho
33	Nguyen Van Son	Con Khuong cluster, Binh Thuy, Can Tho
34	Tran Van Hoang	Tan Chau cluster, An giang
35	Nguyen Ngoc Hai	O mon, Can Tho
1	Nguyen Thanh Phuong	College of Aquaculture, Can Tho University
2	Duong Thuy Yen	College of Aquaculture, Can Tho University
3	Bui Minh Tam	College of Aquaculture, Can Tho University
4	Nguyen T.Ngoc Lien	College of Aquaculture, Can Tho University
5	Pham Thi Cam Lai	College of Aquaculture, Can Tho University
6	Lam My Lan	College of Aquaculture, Can Tho University
7	Le Son Trang	College of Aquaculture, Can Tho University
8	Nguyen Van Trieu	College of Aquaculture, Can Tho University
9	Pham Thanh Liem	College of Aquaculture, Can Tho University
10	Truong Hoang Minh	College of Aquaculture, Can Tho University
11	Nguyen Ngoc Tuan	College of Aquaculture, Can Tho University
12	Tran Minh Phu	College of Aquaculture, Can Tho University



13	Phan Thanh Lam	RIA 2
1	Sena De Silva	NACA
2	Nguyễn T.T. Thủy	DPI
3	Geoff Gooley	DPI
4	Federick Brian D.	NACA
5	Simon J. Wilkinson	NACA
6	C. V. Mohan	NACA
7	Nick Stringer	M.Sc student

**BMP CLUSTER WORKSHOP PROGRAM**  
**Can Tho, April 16, 2011**

Time	Content	Responsible person(s)
8:00-8:30	Registration	Ms. Lien
8:30-8:45	Opening and introduction to participants	NTPhuong/SenaDeSilva
8:45-9:15	Project objectives and activities	Thuy/Phuong
9:15-9:45	BMP cluster formation (grow-out and nursery clusters)	BMTam
9:45-10:15	Coffee break	
10:15-10:45	Experiences in cluster formation and operation in some Asian countries	Mohan/Thuy/Sena
10:45-11:15	Implementation plan	Phuong/Sena
11:15-12:00	General discussion	Chaired by Sena/Phuong
12:00-13:30	Lunch	All participants

**Documents for participants**

- BMP books (revised version) (in Vietnamese)
- Data record book (in Vietnamese)
- BMP guideline (translated into Vietnamese)
- Presentations

## Annex 3: Preliminary Evaluation Questionnaire

## INTRODUCTION OF PROJECT

Project Team

## Background

- This EU-ASEM project is funded by EU through program No.7
- NACA is coordinating WP 2 dealing with BMP implementation through cluster management concept
  - 4 nations involved:
    - *Tiger shrimp in India, Indonesia and Thailand*
    - *Catfish in Vietnam*
- Component of catfish in Vietnam
  - *Can Tho University*
  - *Department of Agriculture and Rural development in Vinh Long, Can Tho, An Giang and Dong Thap provinces*
  - *Catfish farmers*

## Objectives

- This EU-ASEM project will continue the work done under the CARD (AusAid) supported project on BMPs for Tra catfish aquaculture in the Mekong Delta of Vietnam
- The CARD project implemented by NACA developed BMPs for catfish (version 3)
- Objectives of EU-ASEM project WP2
  - Establishment of catfish clusters
  - Operation of catfish clusters
  - Implementation of BMPs through cluster management approach
  - Monitoring compliance by clusters for BMP implementation and cluster functioning
  - Case study data collation, analysis and reporting
  - Refinement of BMPs

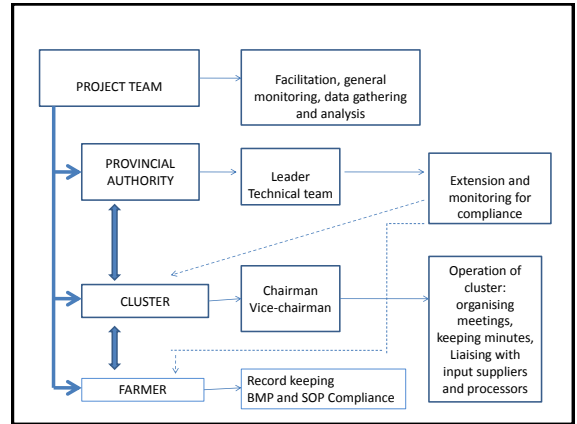
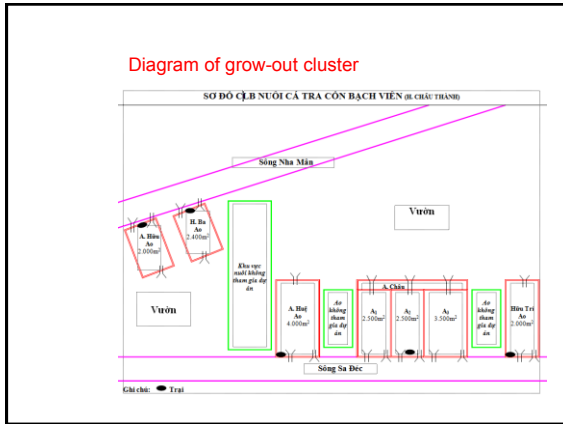
What are clusters?  
Why do we need clusters?

## Historical aspects

- In order to improve profitability and competitiveness and meet changing market requirements
  - BMPs have been considered to be an appropriate approach
  - BMPs have been developed for commodities such as shrimp, catfish
- Recently completed CARD catfish BMP project successfully recommended formation of clusters for adoption of BMPs
- BMPs when adopted
  - Improve yields,
  - reduce disease occurrence and mortality
  - Allow small scale farmers to operate more effectively
  - Permit to meet market requirements e.g. food safety and quality requirements

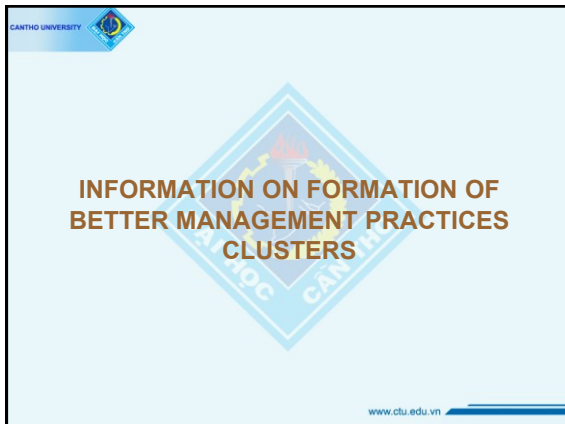
## Why Cluster approach?

- Farms are generally found collectively in a given geographical location using common resources and having common aspirations
  - In order to be effective in a given geographical area all farms should act as a unit and not individually
    - If one farm has diseases and release water in common water ways it will infect surrounding farms
  - To avoid such occurrences and to get the best return farms in a given area should act as a cluster



## What we expect from a cluster

- The members of a cluster agree to work collectively toward a common goal
  - Regular meeting
  - Development of SOPs for cluster operation
- The members of the cluster agree to adopt BMPs and seek to achieve 100% compliance
  - Adopt BMPs to suit the cluster
- Activities will include:
  - To develop a crop and a water calendar
  - Uniform and regular record keeping
  - To act together in purchasing inputs e.g. feed/seed
    - At a discounted rate thereby reduce production cost to individual farm
  - To act together in the harvesting time
    - Enable better bargaining power
    - Potential for group certification (time and cost saving)



### PROGRESS OF FORMATION

Discussion between College of Aquaculture and 4 provinces including An Giang, Can Tho, Dong Thap and Vinh Long

- Cluster formation: March to April, 2011
- Total clusters: 11
  - Nursery: 3
  - Grow-out: 8

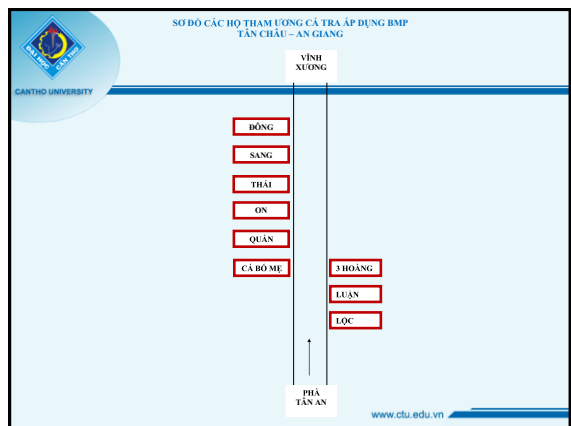
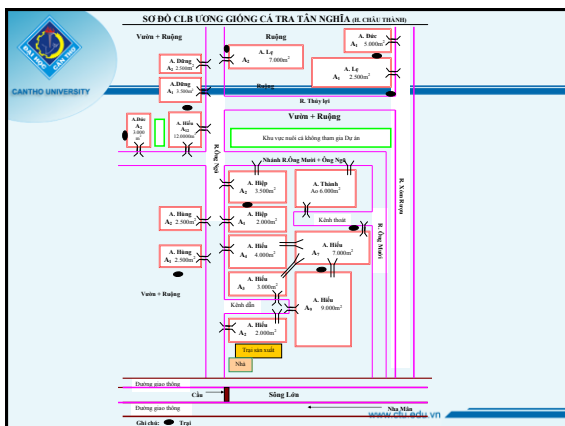
### Clusters and members

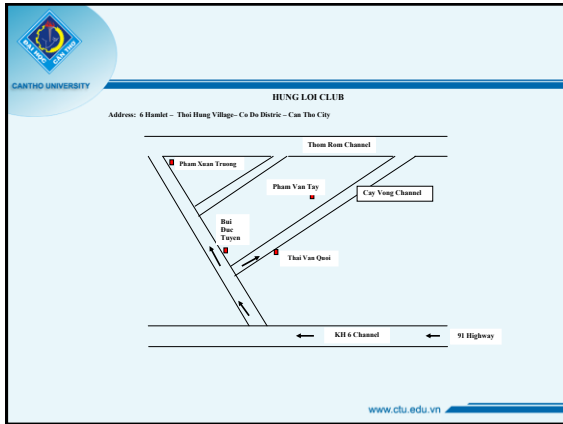
Province	Models	Clusters	Members
An Giang	Grow-out	2	14
	Nursery	1	7
Dong Thap	Grow-out	2	9
	Nursery	1	7
Can Tho	Grow-out	2	11

### The list of Nursery Clusters

a) Nursery clusters

- Tân Nghĩa – Đồng Tháp
- Tân Châu – An Giang
- Thới Long – Cần Thơ



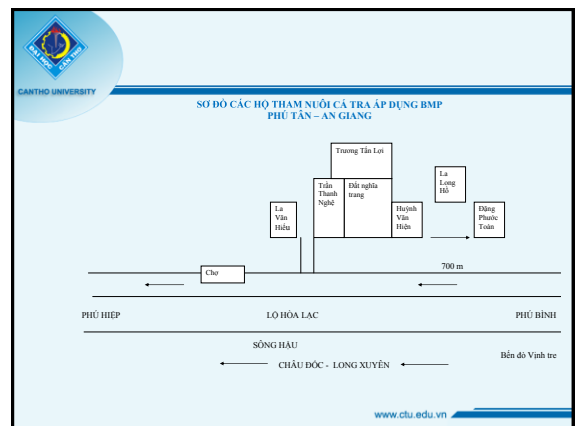
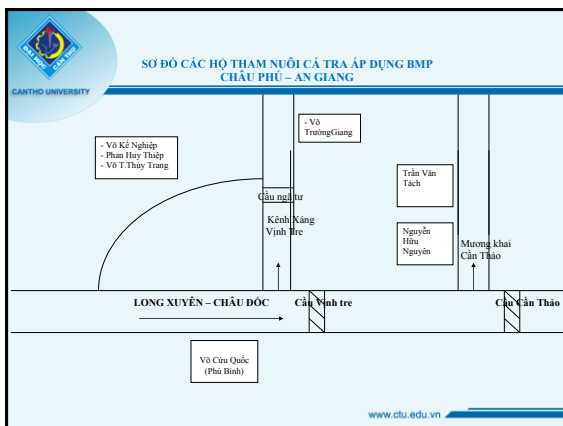
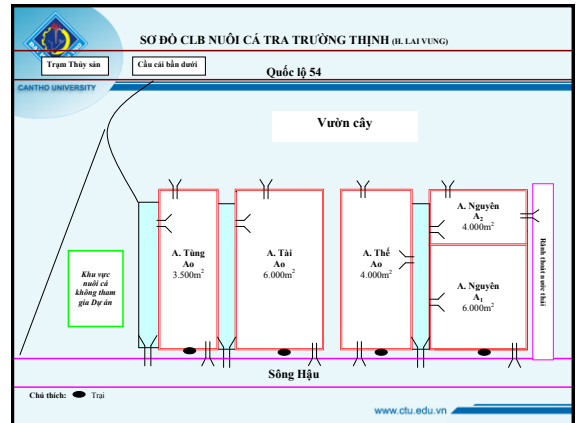
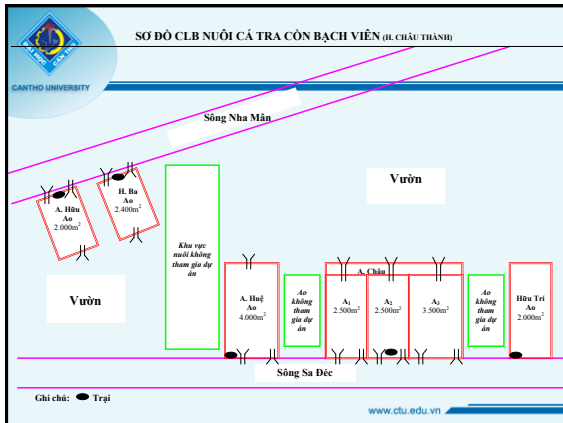


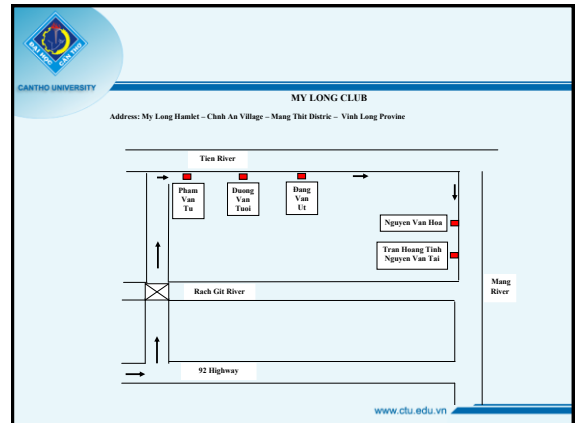
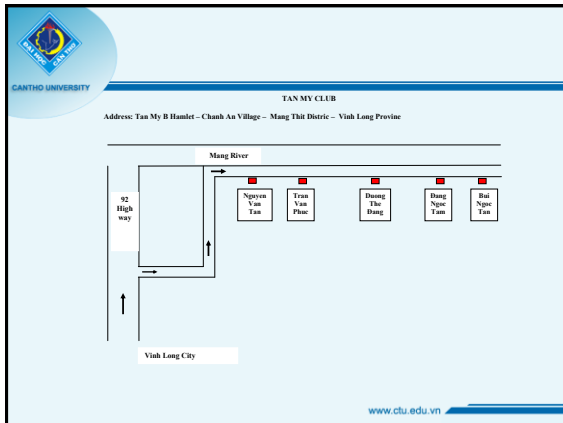
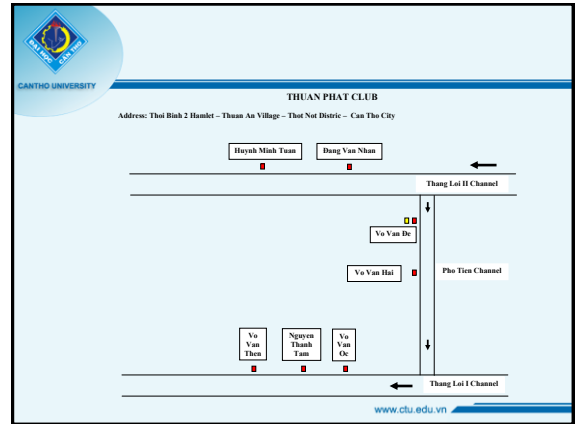
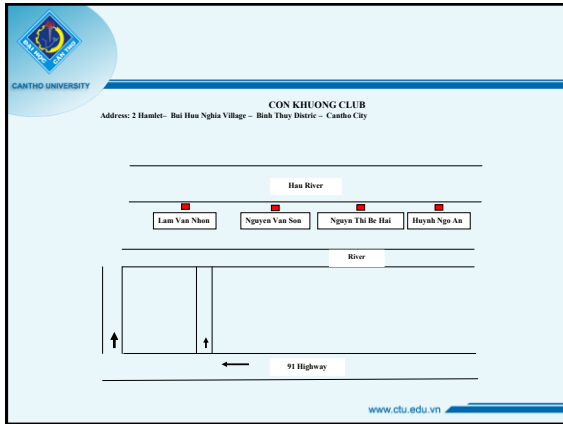
**The list of grow-out clusters**

**b) Grow-out**

- **Cồn Bạch viên – Đồng Tháp**
- **Trường Thịnh – Đồng Tháp**
- **Thuận Phát – An Giang**
- **Hòa Lợi – An Giang**
- **Cồn Khương – Cần Thơ**
- **Thuận Phát – Cần Thơ**
- **Mỹ Long – Vĩnh Long**
- **Tân Mỹ - Vĩnh Long**

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## Steps of BMP cluster

**Step 1: Survey and Identification of Aquaculture Farms**

- Using Google maps to facilitate the process Department of Natural Resources and Environments) survey the potential areas for Aquaculture society formation and prepare the maps outlining layout of ponds and the water movement (intake and discharge).

**Step 2: Generating Consent for the Formation of Cluster**

- Representatives identify the progressive aqua farmers of the prospective aqua farms and interact with the members through an informal meeting appraising the concept of Aqua Society (purpose, process, product and prospects).

**Step 3: Creation of Functional Entities**

- Subsequent to the consent (for the formation of Aqua Society) by the Aqua Farmers, representatives of the umbrella organization help the clusters to form functional entities

**Step 4: Formalizing Legal Requisites (National Registrations)**

- The Aqua Society thus constituted is to have legal status, which is achieved by fulfilling requisite National Registrations.

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## Steps of BMP cluster

**Step 5: Development of Standard Operating Procedure (SOP) and BMPs**

- Better Management Practices (BMPs)

**Step 6: Development of Traceability System**

- a) Origin of inputs (seed, feed and others)
- b) Origin of the commodity production
- c) Harvest and handing over harvested materials to Processing plant
- d) Documents and records in support of a), b) and c)


**Step 7: Operation of cluster**

Crop planning meeting  
Certification

**Step 8: Internal Control System Committee**

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## Cluster Structure and Functions

**President**

- Head of the Aqua Society
- He presides over all the meetings
- Corresponds with general public, government department, other institutions, on behalf of the society


**Vice President**

- He assists President in all his Functions
- In the absence of President; he executes presidential duties

**Secretary**

- He is the Executive office of the Society
- Custodian of all records
- Correspondent on behalf of the society
- Drafts all the minutes of the meeting with the Permission from the President
- Guides Treasurer towards preparation of budget


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## Advantages of cluster formation

- Support from Department of Aquaculture and local governments
- Some clusters are based on old farmer groups/associations.
- Some cluster members were former BMP members and visited in India.

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## Problems

- New cluster members have not been trained yet on BMP, so some of them do not understand clearly about BMP.
- Stocking fish is not at the same time
- Some farms are located not within the same locality

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Thank for your attention

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