

Section I: Identification and JP Status

Green Production and Trade to Increase Income and Employment Opportunities for the Rural Poor

Semester: 2-11

Country	Vietnam
Thematic Window	Development and the Private Sector
MDGF Atlas Project	
Program title	Green Production and Trade to Increase Income and Employment Opportunities for the Rural Poor
Report Number	
Reporting Period	2-11
Programme Duration	
Official Starting Date	
Participating UN Organizations	* FAO * ILO * ITC * UNCTAD * UNIDO

Implementing Partners

- * Department of Agriculture and Rural Development (DARD)
- * Department of Industry and Trade (DOIT)
- * Handicraft Research and Promotion Centre (HRPC)
- * Institute of Policy and Strategy for Agriculture and Rural Development
- * Provincial Department of Labour, Invalids and Social Affairs
- * RUDEC (Rural Development Center), MARD
- * Vietcraft (Vietnam Handicraft Exporters Association)
- * Vietnam Chamber of Commerce and Industry
- * Vietnam Cleaner Production Center
- * Vietnam Cooperatives Alliance
- * Vietrade (Vietnam Trade Promotion Agency)

Budget Summary

Total Approved Budget

ITC	\$1,515,888.00
UNIDO	\$774,680.00
ILO	\$683,730.00
FAO	\$607,867.00
UNCTAD	\$417,835.00
Total	\$4,000,000.00

Total Amount of Transferred To Date

ITC	\$1,098,114.00
UNIDO	\$615,250.00
ILO	\$498,941.00
FAO	\$459,993.00
UNCTAD	\$349,890.00
Total	\$3,022,188.00

Total Budget Committed To Date

ITC	\$972,430.00
UNIDO	\$384,605.00

ILO	\$383,116.00
FAO	\$425,535.00
UNCTAD	\$349,113.00
Total	\$2,514,799.00

Total Budget Disbursed To Date

ITC	\$711,144.00
UNIDO	\$173,272.00
ILO	\$380,321.00
FAO	\$401,518.00
UNCTAD	\$334,507.00
Total	\$2,000,762.00

Donors

As you can understand, one of the Goals of the MDG-F is to generate interest and attract funding from other donors. In order to be able to report on this goal in 2010, we would require you to advise us if there has been any complementary financing provided for each programme as per following example:

Please use the same format as in the previous section (budget summary) to report figures (example 50,000.11) for fifty thousand US dollars and eleven cents

Type	Donor	Total	For 2010	For 2011	For 2012
Parallel	CBI	\$1,300,000.00	\$0.00	\$50,000.00	\$300,000.00
Cost Share	CBI	\$0.00	\$0.00	\$0.00	\$25,000.00
Counterpart	Vietrade, Vietcraft	\$0.00	\$16,667.00	\$36,667.00	\$36,667.00

DEFINITIONS

1) PARALLEL FINANCING – refers to financing activities related to or complementary to the programme but whose funds are NOT channeled through Un agencies. Example: JAICA decides to finance 10 additional seminars to disseminate the objectives of the programme in additional communities.

2) COST SHARING – refers to financing that is channeled through one or more of the UN agencies executing a particular programme. Example: The Government of Italy gives UNESCO the equivalent of US \$ 200,000 to be spent on activities that expand the reach of planned activities and these funds are channeled through UNESCO.

3) COUNTERPART FUNDS - refers to funds provided by one or several government agencies (in kind or in cash) to expand the reach of the programme. These funds may or

may not be channeled through a UN agency. Example: The Ministry of Water donates land to build a pilot 'village water treatment plant' The value of the contribution in kind or the amount of local currency contributed (if in cash) must be recalculated in US \$ and the resulting amount(s) is what is reported in the table above.

Beneficiaries

Beneficiary type	Targetted	Reached	Category of beneficiary	Type of service or goods delivered
Rural households	1,450	1,550	Farmers/Men	Strengthening the capacity and competitiveness of the stakeholders involved in processing the different products
Rural households	3,000	2,552	Farmers/Women	Strengthening the capacity and competitiveness of the stakeholders involved in processing the different products
Companies in the provinces and Hanoi	50	149	Smes	Strengthening the capacity and competitiveness of the stakeholders involved in processing the different products
Sector Association	1	1	National Institutions	Partnership building with relevant organizations
Producer Groups	0	25	Cooperatives	Workshops on Local Economic Development

Section II: JP Progress

1 Narrative on progress, obstacles and contingency Measures

Please provide a brief overall assessment (1000 words) of the extent to which the joint programme components are progressing in relation to expected outcomes and outputs, as well as any measures taken for the sustainability of the joint programme during the reporting period. Please, provide examples if relevant. Try to describe facts avoiding interpretations or personal opinions

Plases describe three main achievements that the joint programme has had in this reporting period (max 100 words)

1. Household-level. In the second half of 2011 the programme started reaching out to beneficiary households in a significant way. A large number of farmers has benefited from Farmer Field Schools and were provided with seedlings to improve the availability of relevant raw material and the prospects for income and employment. In addition, craft producing households benefitted from a support for business group formation, Occupational Safety and Health and business management, again enhancing prospects for sustained income and employment.
2. Company-level. Companies received support in a variety of ways; including the identification of critical environmental bottlenecks, design of new sustainable product collections, market trends in key markets, fair trade, etc. Bringing in foreign designers, combined with product development training and participation in international trade fairs, is gradually leading to a change in mind-set for companies managers who are starting to realize the importance of proactive trend-forward product diversification for market diversification.
3. Sector level. Support to the promotion of Vietcraft's 'LifeStyle Vietnam' contributed to the participation of more than 1,300 foreign buyers in 2011(up from 300 in 2010). Inputs were delivered to lawmakers to revise the deinition of employment relation in the new labour code, aiming to widen the coverage of the law to include homeworkers.

Progress in outcomes

Outcome 1: "Improved understanding ...". This outcome is achieved through:

- Preparation of Baseline studies.
- Preparation, validation and dissemination of value chain studies for bamboo/rattan, seagrass, sericulture, lacquer ware and handmade paper.
- PRAs conducted which further identify specific interventions for farmers in 5 VCs.
- LED forums organized in 4 provinces allowing local stakeholders to review and update VC maps and prioritize VC upgrading activities.
- Programme website. Media outreach. Documentary videos underway.

Outcome 2: 'increase in growers' income This outcome has been partly achieved (continued support foreseen in 2012):

- Training materials developed on the planting, cultivation and harvesting of raw materials in 5 VCs and TOTs conducted.
- 1,400 farmers improve knowledge on planting, cultivation and harvesting through Farmer Field Schools
- Availability of seedlings improved through creation of nursery gardens.
- Using nursery gardens, 480 farmers has been supported in the creation of about 40 hectares of demonstration areas (forest for bamboo, intensive cultivation, intercropping of rattan, mulberry, etc); More than 800,000 seedlings and 43,000 kg of fertilizer have been provided to this end.
- Training and study tours for rattan and mulberry cultivation.

Outcome 3 "increase of crafts related rural households' and enterprises' incomes ...". This outcome has been partly achieved through:

Households

- 780 craft producers improved their understanding on business group formation; creating prospects for the formation of some 25 groups. Follow-up support foreseen in 2012 for the most committed groups.
- 320 households improved understanding on Occupational Safety and Health, contributing to productivity enhancement,
- 1,000 craft producers improved their understanding and skills on business management through ILO training on Get Ahead and SYB.

Companies:

- 149 companies strengthened the entrepreneurial skills and behaviour through Empretec training.
- 48 companies enabled to identify critical environmental bottlenecks in need of improvement (e.g. treatment waste water, energy efficiency, etc.).
- Training on US and EU markets, fair trade, product and range development, trade fair participation allowed companies to understand markets better and respond accordingly.
- 30 new (sustainable) product collections designed for 12 companies in 2011; products were exhibited at Lifestyle Vietnam generating new orders.
- Support to the promotion of 'LifeStyle Vietnam', contributed to the participation of more than 1,300 foreign buyers in 2011 (up from 300 in 2010).
- Ethnic minority groups received design assistance, and have been linked to several companies and producers of semi and finished products. Exhibition of crafts in Hanoi resulted in promising sales.

Outcome 4: "Improved policies and regulatory frameworks ...". This outcome has not yet been achieved, but favourable conditions are created through:

- The establishment of LED Dialogue Forums in four provinces. The Forums fostered local dialogue and ownership on VC upgrading and identified constraints in the Business Environment.
- A national workshop was jointly organized with Labour Relation project, Legal Department of MOLISA in which findings from the study on the situation analysis on labour law coverage of home workers by value chains was presented which attracted much attention and consideration of participants, especially members of group who will be responsible and working on the labour law revision that will be drafted by May 2012.

Progress in outputs

Output 1.1 and 1.2: Baseline and PRA studies completed.

Output 1.3: 5 value chain studies prepared, validated and disseminated.

Output 2.1: training materials on the planting, cultivation and harvesting of raw materials and TOTs completed; nurseries created; training of 1,400 farming households through Farmer Field Schools; Provision of more than 800,000 seedlings and 43,000 kg of fertilizer to approx. 480 households leading to creation of some 40 hectares of demonstration areas for VCs concerned.

Output 2.3: International and national links have been established through 3 domestic and international study tours.

Output 3.1: design assistance made available to 12 companies in 2011 leading to 30 new collections; Companies supported to exhibit existing and new product ranges at LifeStyle Vietnam enabling companies to find new buyers and conclude orders; International home decor fair 'LifeStyle Vietnam' effectively promoted contributing to the participation of 1,300 foreign buyers; Vietcraft supported to develop partnerships in Australia, Korea and US; TOTs contributed to local capacities and trainers in all 4 provinces.

Output: 3.2: Market prospecting mission to Canton trade fair in China, Lifestyle Vietnam and NYIGF built the awareness of companies on current market trends; export readiness assessment conducted for 14 companies; companies selected for participation in NYIGF; Training delivered on trade fair participation, US and EU markets, fair trade, product and range development.

Output 3.3: training delivered to 149 companies in Hanoi and provinces to enhance their entrepreneurial behaviour; 103 companies benefited from training to enhance Business and Financial Planning skills; studies conducted on best practices for productivity enhancement; labour conditions and coverage labour law; Workshop for lawmakers conducted in which situation analysis on labor law coverage of home workers by value chains was presented.

Output 3.4: 48 companies benefited from rapid integrated CP and D4S appraisals providing them with insight to clean up production and design; TOTs delivered on Cleaner Production.

Outputs 3.5: More than 1,000 households trained on business management skills; 320 households trained on working conditions and OSH; 780 households trained on business group formation.

Outputs 3.6: Assessment and technical seminars on silk dyeing and lacquer processing conducted; equipment needs for households identified.

Outputs 4.1: 4 LED forums were organized in 4 project provinces, resulting in the review of value chains and business environment in 4 provinces. Based on that, 4 action plans were developed with prioritized activities.

Measures taken for the sustainability of the joint programme

- The programme supports the first editions of Vietnam's international home decor fair 'LifeStyle Vietnam', which forms an important part of the programme's trade promotion activities. Benefits of a well-established international fair in Vietnam will go beyond the direct programme beneficiaries and will bolster the long-term competitiveness and profile of Vietnam as a top exporter.
- Local trainers and service providers are prioritized for the delivery of training to companies and households, thereby building local capacities, creating favourable conditions for embedding training programmes and continuing its delivery beyond the life of the programme.
- The programme builds capacities and supports the establishment of horizontal and vertical linkages among value chain actors. These linkages include group formation among craft-producing households (including through the formation of cooperative groups), companies willing to co-invest in the plantation at farmer-level of raw material, such as bamboo and rattan, and outsourcing of craft production to joint programme beneficiary household handicraft producers.
- ITC and CBI agreed to set up close cooperation between CBI's new Export Coaching Programme (ECP) in the Home Decoration/Home Textiles sector in Vietnam and the Joint Programme. As part of the agreement, CBI will support about 15 companies which are also beneficiaries of the joint programme (10 already approved). Beneficiary companies will receive individual support by means of on-site consultancy, training schemes, market information, trade fair participation (both regional (e.g. LifeStyle Vietnam) and in Europe) and business match-making. Depending on its specific needs, companies also receive support in the field of business development, certification and product(ion) improvement. In addition, CBI committed to promote Vietcraft's LifeStyle Vietnam among European buyers, increasing prospects for sustained growth of the fair.
- Field visits were conducted to all 4 provinces to seek counterpart funding from the provinces, which would enable the embedding of JP activities within the provincial structures. All four provinces indicated that their support to allocate provincial funding, e.g. from the New Rural Development Programme and Fund for Vocational Skills Training, to complement JP activities. Support was also promised to cover local training costs and planting/cultivation of raw material. Given the limited funding under the JP, the provinces stressed the need to create some good models, to which they are more than willing to co-invest.

Are there difficulties in the implementation?

UN agency Coordination

Management: 1. Activity and output management. 2. Governance/Decision Making 4.Accountability

Joint Programme design

What are the causes of these difficulties?

Other. Please specify

See below

Briefly describe the current difficulties the Joint Programme is facing

The programme really is a joint programme as all agencies are working to address constraints and upgrade capacities along the same value chains. Delays by one agency logically affect the progress or results of others, e.g. trade promotion success is dependent on progress for branding, silk dyeing, cleaner production, etc. Close coordination of activities is thus a necessity. UN agencies, however, have a long history in working independently and at its own pace, and there is a natural tendency to fall back to the normal

routines. This practice, albeit understandable, is detrimental to implementation of a joint programme in a coherent manner.

Ownership of the programme at provincial level was considered insufficient, caused by the fact that programming and planning of activities was too much UN-led top-down with insufficient input from the provincial levels and the four provincial coordinators. This negatively affects the prospects for creating synergies and leveraging of resources from the provinces concerned.

Project managers assigned by agencies are, almost without exception, faced with exorbitant high workloads, with coordination of the respective JP activities having to compete with many other priorities. In certain cases this situation has led to delays in programming and initiation of new activities. In addition, decision making during PMC meeting is sometimes hampered when senior management of agencies concerned are not available to attend the PMC meetings concerned. More junior project staff, dealing with the day-to-day management of the programme, are not always in the position to make decisions, having to revert back to their respective manager, of technical backstopping expert, which are often based in the agency' headquarters. This situation has led to certain delays in decision making, which hampers smooth programme implementation.

Briefly describe the current external difficulties that delay implementation

There is a risk that the economic slowdown in Europe will negatively affect European buyers making the effort to participate in Lifestyle Vietnam. Travel budgets among buyers are increasingly becoming tighter, which may result in some buyers deciding not to come to Lifestyle Vietnam in April 2012.

Explain the actions that are or will be taken to eliminate or mitigate the difficulties

Working modalities were developed to improve the sharing of information between PMU and UN agencies, as well as between central and province levels, ensure greater coordination, and synergies and complementarities between the work of all agencies. The working modalities, however, are not always followed systematically. Following the mid-term evaluation, at PMC level agencies (re)affirmed their commitment to a stricter adherence of the working modalities. Some agencies also indicated a willingness to explore establishing internal procedures within their respective organizations imposing that no contract could be issued without showing the evidence (e.g. e-mail trail) that PMU has been consulted.

In order to make the JP planning process more participatory, putting the provincial coordinators more in a central role, in December 2011 the JP arranged consultations between the provincial coordinators and all five UN agencies to discuss and finalize the 2012 Annual Workplan (AWP). These meeting clarified the proposed AWP to all the provincial coordinators, comments and suggestions were seriously considered and adopted when possible, improving the understanding and ownership by the provincial coordinators. In December 2011 the PMU also conducted field visits to all 4 provinces to seek synergies, ownership, interdepartmental coordination at province level, and integrate JP activities in their provincial workplans. The results have been very positive. All four provinces indicated that their support to allocate provincial funding, e.g. from the New Rural Development Programme and Fund for Vocational Skills Training, to complement JP activities. Support was also promised to cover local training costs and planting/cultivation of raw material.

Besides continued promotional activities in Europe, the programme has stepped up efforts to promote Lifestyle Vietnam among Japanese and US buyers, through visiting trade fairs (New York, Atlanta), meetings with sector associations (e.g. in Japan), mailing campaigns, use of social media (Facebook, LinkedIn) etc. In addition, Vietnamese companies exhibited during the New York International Gift Fair, with the aim, besides generating sales orders for companies, to promote the Lifestyle Vietnam fair. As a result of efforts concerned, registration for Lifestyle, specifically from the US and Japan, is gradually increasing.

2 Inter-Agency Coordination and Delivering as One

Is the joint programme still in line with the UNDAF?

Yes true
No false

If not, does the joint programme fit the national strategies?

Yes
No

What types of coordination mechanisms

A PMU has been set up hosted by VIETRADE, which falls under the Ministry of Industry and Trade. Vietrade also chairs the Programme Management Committee which convenes every two months to discuss issues pertaining to programme progress and management. At province level, provincial coordinating teams are established to help define priorities, assess the relevance of JP activities, lead and coordinate field-level support activities.

In order to make the JP planning process more participatory, putting the provincial coordinators more in a central role, in December 2011 the JP arranged consultations between the provincial coordinators and all five UN agencies to discuss and finalize the 2012 Annual Workplan (AWP). These meeting clarified the proposed AWP to all the provincial coordinators, comments and suggestions were seriously considered and adopted when possible, improving the understanding and ownership by the provincial coordinators.

In order to improve coordination among UN agencies, the PMU took the initiative to elaborate a number of working modalities to encourage a certain discipline in working together better, improving communication/consultation between PUNOs and PMU, and allowing the PMU to identify synergies and facilitate and coordinate the work of all PUNOs in the provinces. These working modalities include sharing of TORs with the PMU for comments and feedback, joint briefing of experts and implementing partners, allowing sufficient leadtime to notify provincial stakeholders and optimize timing and coordination of activities in the provinces. The working modalities were consequently discussed and adopted by the PMC. A stricter application of the working modalities, however, is considered necessary in order to enhance coordination, foster synergies and complementarities, and encourage a more systematic sharing of information between PMU and UN agencies, as well as between central and province levels.

Exchange of lessons learned and best practices take place between JP coordinators. Relevant documents are shared and invitations are extended for key meetings (e.g. evaluation debriefings, etc).

2012 will mark the new cycle of the One Plan 2012-2016. The development process of One Plan 2012-2016 was a consultative one in a tripartite manner with Government and Development Partners and now pending approval by Government. The One Plan 2012-2016 covers three focus areas in (1) Inclusive, Equitable, and Sustainable Growth; (2) Access to Quality Essential Services and Social Protection; and (3) Governance and Participation and includes 12 Outcomes. The joint programme is included under outcome 1.2.

Please provide the values for each category of the indicator table below

Indicators	Baseline	Current Value	Means of verification	Collection methods
Number of managerial practices (financial, procurement, etc) implemented jointly by the UN implementing agencies for MDF-F JPs				

Number of joint analytical work (studies, diagnostic) undertaken jointly by UN implementing agencies for MDG-F JPs	3	UNIDO-ILO baseline survey (USD 30,000)	Electronic versions	
Number of joint missions undertaken jointly by UN implementing agencies for MDG-F JPs	5	USD 5,765	Electronic versions.	Report prepared on 4 inception meetings, including participants' list.

The budget for the baseline study for the craft producing households is shared between the UNIDO and ILO work programmes and a coordinated procurement action was implemented to share the relevant expenditures (USD 30,000) between the two agencies using one national implementing partner (HRPC).

UNIDO and ITC both assisted a number of companies to develop new (sustainable) product collections. The work was implemented in close coordination and consultation, but no joint procurement action was used, so figures are not reported above. New product designs were consequently exhibited in a joint booth during LifeStyle Vietnam arranged by ITC. A publication "Craft and Design in Vietnam" was prepared jointly to present the new product collections. Costs for printing of the publication, to allow wide dissemination during the fair, were shared between the two UN agencies.

Joint missions were undertaken to the four beneficiary provinces to deliver the programme inception meetings and to programme/plan the work of agencies in more details. The development of joint training materials for working conditions and productivity enhancement of households is ongoing with delivery expected to commence during the second half of 2011.

3 Development Effectiveness: Paris Declaration and Accra Agenda for Action

Are Government and other national implementation partners involved in the implementation of activities and the delivery of outputs?

Not Involved false
 Slightly involved false
 Fairly involved false
 Fully involved true

In what kind of decisions and activities is the government involved?

Management: service provision

Who leads and/or chair the PMC?

Vietrade, the national trade promotion agency falling under the Ministry of Industry and Trade.

Number of meetings with PMC chair

every 2-3 months

Is civil society involved in the implementation of activities and the delivery of outputs?

Not involved false

Slightly involved false
Fairly involved false
Fully involved true

In what kind of decisions and activities is the civil society involved?

Policy/decision making

Management: service provision

Are the citizens involved in the implementation of activities and the delivery of outputs?

Not involved false
Slightly involved false
Fairly involved false
Fully involved true

In what kind of decisions and activities are the citizens involved?

Policy/decision making

Where is the joint programme management unit seated?

National Government

Current situation

The Government, in particular through VIETRADE is actively involved in the management of the programme and chairs the PMC meetings. The PMU is established within VIETRADE premises. Under VIETRADE, the national handicraft exporters association VIETCRAFT is the main Vietnamese counterpart responsible for the day-to-day management of the programme and provision of technical advice. Provincial authorities, NGOs, women' unions, and private sector, are regularly consulted on VC-specific interventions. At province level, provincial coordinating teams are established to help define priorities, assess the relevance of JP activities and coordinate field-level support.

Local Economic Development (LED) Dialogue Forums are established in 4 provinces contributing to fostering local dialogue and ownership on VC upgrading activities under the joint programme. Government, civil society, households and private sector representatives participate actively in these Forums. LED Dialogue Forums are an opportunity to have a frank exchange on the relevance of programme activities at local level and have local stakeholders influence the prioritization of VC support activities.

Ownership at the provincial level needs to be improved, in order to allow for better prospects for synergies and leveraging of provincial funding. To this end, the JP planning process should be more participatory, putting the provincial coordinators more in a central role. This is why in December 2011 we have arranged consultations between the provincial coordinators and all five UN agencies to discuss and finalize the 2012 Annual Workplan (AWP). These meeting clarified the proposed AWP to all the provincial coordinators, comments and suggestions were seriously considered and adopted when possible, improving the understanding and ownership by the provincial coordinators. The PMU also conducted field visits to all 4 provinces to seek synergies, ownership, interdepartmental coordination at province level, and integrate JP activities in their provincial workplans. The results have been very positive. All four provinces indicated that their support to allocate provincial funding, e.g. from the New Rural Development Programme and Fund for Vocational Skills Training, to complement JP activities. Support was also promised to cover local training costs and planting/cultivation of raw material.

4 Communication and Advocacy

Has the JP articulated an advocacy & communication strategy that helps advance its policy objectives and development outcomes?

Yes true
No false

Please provide a brief explanation of the objectives, key elements and target audience of this strategy

The Communication and Advocacy Strategy revolves around creating a common joint programme identity, allowing beneficiaries to recognize the assistance provided by different agencies as part and parcel of a one single joint programme. Under the slogan “Crafting out of Poverty”, the strategy includes a consistent presentation in terms letterhead, report templates, powerpoint template, JP brochure, JP website, media attention, and key message to convey explaining what the programme is about, including the programme's contribution to the realization of the Vietnam MDGs. As part of the strategy, the PMU developed a JP website www.greentrade.org.vn, which is progressively enriched with relevant data, reports, training manuals, design publication, documentary videos, market surveys, etc, and made fully bilingual (English and Vietnamese). The JP also utilizes the national and local media particularly around the more newsworthy events.

In order to document best practices of the joint programme, the joint programme responded successfully to a Call for Proposals on “Effective Practices in Promoting Gender Equality for MDG Achievement” with the aim to identify and select promising practices of gender programming within the MDG-F that would be funded to document in case studies. Limited extra funding made available would allow the programme to document how the combined UN efforts are contributing towards women economic empowerment and decision-making within the sericulture value chain.

Local Economic Development (LED) Dialogue Forums are established in 4 provinces contributing to fostering local dialogue and ownership on VC upgrading activities under the joint programme. Government, civil society, households and private sector representatives participate actively in these Forums. LED Dialogue Forums are an opportunity to have a frank exchange on the relevance of programme activities at local level and have local stakeholders influences the prioritization of VC support activities. The strategy contributes directly to outcome 1 “increased awareness ...”, as well as outcome 4 “Improved policies and regulatory frameworks ...”.

What concrete gains are the advocacy and communication efforts outlined in the JP and/or national strategy contributing towards achieving?

Increased awareness on MDG related issues amongst citizens and governments
Increased dialogue among citizens, civil society, local national government in relation to development policy and practice
Key moments/events of social mobilization that highlight issues
Media outreach and advocacy

What is the number and type of partnerships that have been established amongst different sectors of society to promote the achievement of the MDGs and related goals?

Faith-based organizations
Social networks/coalitions
Local citizen groups 25
Private sector 50
Academic institutions 3
Media groups and journalist

Other

What outreach activities do the programme implement to ensure that local citizens have adequate access to information on the programme and opportunities to actively participate?

Focus groups discussions

Household surveys

Use of local communication mediums such radio, theatre groups, newspapers

Capacity building/trainings

At province level, provincial coordinating teams are established to help define priorities, assess the relevance of JP activities and coordinate field-level support. The provincial coordinators function as the interface between the PMU in Hanoi and provincial stakeholders and beneficiaries at commune level.

The baseline and VC studies are conducted through a combination of some 800 household surveys and focus group discussions. In addition, some 20 Participatory Rapid Appraisals (PRAs) have been conducted to discuss with – and collect the views of – some 600 farmers, allowing a more precise programming of farmer-level support activities. Capacity building activities will directly benefit farmers and household craft producers.

Local Economic Development (LED) Dialogue Forums are established in 4 provinces contributing to fostering local dialogue and ownership on VC upgrading activities under the joint programme. Representatives from household and commune level, as well as ethnic minority groups, participate actively in these Forums, which are organized at 3-4 month intervals.

Mass organizations, such as Women's or Youth Unions, are on the receiving end of Training of Trainers activities are involved in the roll out of training activities for farming and craft producing households. About 50 producer groups, including several cooperatives, are being supported by the programme and will be assisted to strengthen its management, organization and operations.

Section III: Millenium Development Goals

Millenium Development Goals

Target 1.A: Halve, between 1990 and 2015, the proportion of people whose income is less than one dollar a day

JP Outcome	Beneficiaries	JP Indicator	Value
Outcome 2: An environmentally and economically sustainable increase in craft raw material growers'/collectors' incomes in four provinces	1160	The number of households living below the national poverty line of 0.6 USD/day in communes targeted by the programme. It is estimated that 40 percent of JP households are under the national poverty line.	
Outcome 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces			

Target 3.A: Eliminate gender disparity in primary and secondary education, preferably by 2005, and in all levels of education no later than 2015

JP Outcome	Beneficiaries	JP Indicator	Value
Outcome 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces	692	Income increase of women craft producers.	

Target 7.A: Integrate the principles of sustainable development into country policies and programmes and reverse the loss of environmental resources

JP Outcome	Beneficiaries	JP Indicator	Value
Outcome 2: An environmentally and economically sustainable increase in craft raw material growers'/collectors' incomes in four provinces		Provincial crafts development action plans in four provinces, with a specific focus on sustainable production, harvesting, collecting and re-plantation of raw material such as bamboo and rattan.	

Target 7.B: Reduce biodiversity loss, achieving, by 2010, a significant reduction in the rate of loss

JP Outcome	Beneficiaries	JP Indicator	Value
Outcome 2: An environmentally and economically sustainable increase in craft raw material growers'/collectors' incomes in four provinces		increase in cultivation area of rattan and bamboo (ha planted); increase of mulberry tree plantations (ha planted); increase of lacquer ware plantations (ha planted);	

Additional Narrative Comments

Please provide any relevant information and contributions of the programme to de MDGs, whether at national or local level

MDG 1. The programme is gradually starting to have an impact on income generation, and thereby poverty alleviation, of poor households. This is being achieved through three ways. Firstly, companies, strengthened through entrepreneurial skills training, Cleaner Production, working conditions, sustainable design and market linkages, are able to find new customers, which, in turn, is increasing their demand for handicraft production at household level. More demand means more household income generated through handicraft production. Secondly, the programme builds capacities and supports the establishment of horizontal and vertical linkages among value chain actors. Thirdly, the programme has made training directly available to households on business group formation (780 households), business management (1,000 households) and Occupational safety and Health (320 households). In addition, training is provided to about 1,400 farming households, with some 480 farmers being provided with seedlings and fertilizer. More training is foreseen in terms of vocational skills training, productivity enhancement, business group formation, etc. All of this is expected to enhance the potential of poor rural households, including ethnic minority groups, to earn a better and more sustainable income from handicraft production.

MDG 3. A large number of women are among the household participants that benefit from the programme and approx. 1,000 have benefitted thus far.

MDG 7. Companies have received support to clean up its production, reduce waste material, and address polluting (e.g. waste water) and energy-inefficiency. Households receive support for the plantation and cultivation of raw material, thereby reducing the negative impact of raw material depletion. About 40 hectares of demonstration areas were created (forest for bamboo, intensive cultivation, intercropping of rattan, mulberry)

Please provide other comments you would like to communicate to the MDG-F Secretariat

Section IV: General Thematic Indicators

1 Promote and support national and local policies and programmes in favor of enterprise development

1.1 Number of laws, policies or plans supported by the Joint Programme related to the advancement of enterprises (including agro industry)

Policies

National
Local 4

Laws

National 1
Local

Strategies

National
Local

1.2 Please briefly provide some contextual information on the law, policy or plan and the country/municipality where it is going to be implemented

In year 3 the programme will support the development of provincial crafts development action plans in four provinces available; and Government will be provided with policy recommendations at the national level. In addition, commune officials have been trained on LED.

A national workshop was jointly organized with Labour Relation project, Legal Department of MOLISA in which findings from the study on the situation analysis on labour law coverage of home workers by value chains was presented which attracted much attention and consideration of participants, especially members of group who will be responsible and working on the labour law revision that will be drafted by May 2012.

1.3 Number of entrepreneurs and/or entities that the law, policy or strategy directly affects

Farmers

Total
Urban
Rural

Entrepreneurs

Total
Urban
Rural

Micro enterprises

Total
Urban
Rural

Small enterprises

Total
Urban
Rural

Medium enterprises

Total
Urban
Rural

Large enterprises

Total
Urban
Rural

Finanacial providers

Total
Urban
Rural

Business development providers

Total

Urban
Rural

Other, Specify

Total
Urban
Rural

1.4 Please indicate the sector of focus of the law, policy or plan

Other, please specify

Preparation of provincial master-plans for raw material and craft production in provinces concerned. In this regard, it is proposed to assist the Ministry of Agriculture and Rural Development in the preparation of a circular to operationalize the bamboo and rattan strategy adopted by Governmental decree in 2011 under Decision 11. Provinces will be supported in the development of implementation guidelines as required to access funding from the central government under Decision 11 related to the bamboo/rattan strategy. As more than fifty percent of the programme's beneficiaries belong to this value chain it is important to enhance prospects for continued support and sustainability for households in this value chain.

In addition, the programme presented a situation analysis on homeworkers in the craft sector to the team responsible for drafting of the revised labour code. The aim is to widen the definition of 'employment relation' in the labour code, paving the way for homeworkers to fall under the protection of the law.

1.5 Government's budget allocated to support enterprise development before the implementation of the Joint Programme

National Budget

Total Local Budget(s)

1.6 Variation (%) in the government's budget allocated to programmes or policies on enterprise development from the beginning of the joint programme to present time

National Budget

% Overall

% Triggered by the Joint Programme

Local Budget

% Overall

% Triggered by the Joint Programme

2 Promote and support national and local policies and programmes in favor of enterprise development

2.1 Type and number of programmes or interventions supported by the joint programme aiming to improve enterprises' capacities, competitiveness, and / or access to market:

Technical Assistance

Total

Microenterprises 2

SME 15

Farms 4

Cooperatives 1

Other

Business Development Services

Total

Microenterprises 2

SME 15

Farms

Cooperatives

Other

Access to finance

Total

Microenterprises

SME

Farms

Cooperatives
Other

Certification

Total
Microenterprises
SME
Farms
Cooperatives
Other

Other, Specify

Total
Microenterprises
SME
Farms
Cooperatives
Other

2.2 Total number of individuals directly assisted through those interventions

Technical Assistance

Farmers	1955
Entrepreneurs	1121
Employees	
Other	
Women	1723
Men	1353

Business Development Services

Farmers	
Entrepreneurs	1026
Employees	
Other	
Women	829
Men	197

Access to finance

Farmers
Entrepreneurs
Employees
Other
Women
Men

Certification

Farmers
Entrepreneurs
Employees
Other
Women
Men

Other, Specify

Farmers
Entrepreneurs
Employees
Other
Women
Men

2.3 What impacts have these interventions had?

Livelihoods improvement
Increased level of production
Increased level of commercialization
Higher quality of products and services
Access to new markets: national
Access to new markets: International
Aggregation and integration of small producers
Increase profits
Adoption of new technologies

Microfinance is a key component of the follow-up support to be provided to Business Groups and Cooperatives in 2012.

3 Creating or strengthening organizations and partnerships to contribute to enterprise development and competitiveness

3.1 Type and number of organizations created or strengthened

Clusters

Total

Participating Business 149

Total participating individuals

Participating men

Participating women

Cooperatives

Total

Participating business 5

Total participating individuals

participating men

participating women

Farmers Associations

Total

Participating business

Total participating individuals

participating men

participating women

Business groups

Total

participating business 25

Total participating individuals

participating men

participating women

Other, Specify

Total
Participating business
Total participating individuals
participating men
participating women

3.2 Number of target enterprises who realize a financial benefit as a result of the joint programme's contribution

Clusters

Total
Participating Business
Total participating individuals
participating men
participating women

Cooperatives

Total
participating business 5
Total participating individuals
participating men
participating women

Farmers Associations

Total
participating business
Total participating individuals
participating men
participating women

Business groups

Total
participating business
Total participating individuals
participating men
participating women

Other, Specify



Total
participating business
Total participating individuals
participating men
#participating women

b. Joint Programme M&E framework

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
Outcome 1: Improved understanding of the handicrafts and small furniture value chains in four provinces								
Output 1.1: Baseline and monitoring studies in four provinces, good practice cases on raw materials producers/collectors and their suppliers.	Availability of baseline data survey on farmer/collector level and good practice cases for raw material production/collection.	Existing poverty and economic data on provincial, district and commune level; good practice cases of other projects.	Socio-economic data of target population available on commune level in 2010; report on PRA results available in 2010; report on raw material collection, production and trading systems available in 2010; report on income and raw material production in programme communes by the end of year 3.	The baseline survey for the raw material suppliers / farmers has been completed. PRA report completed with recommendations for specific value chains support in terms of crop production.	Electronic versions.	Inception survey 2010; end-of-project survey 2012.	FAO	National capacity in survey design, enumeration and analysis is available and of good quality.
Output 1.2: Baseline and monitoring studies in four provinces, good practice cases on grassroots crafts and furniture producers, collectors, traders, buyers	Availability of baseline data survey on grassroots crafts producer and SME level; good practice cases for crafts and small furniture production and trade	Existing poverty and economic data available on provincial, district and commune level.	Analytical framework and survey design available in 2010; socio-economic data of grassroots crafts and small furniture producers available on commune level in 2010; report on good workplace practices, occupational safety,	The baseline survey for grassroots crafts and furniture producers has been completed. Assessment on occupational safety, health (OSH) has been completed in four provinces which focused on grassroots producers and SMEs of five value chains. The findings form inputs into training manuals for VCs concerned. Completed assessment of labour conditions in selected value chains, and relevant labour / trade	Electronic versions.	Inception survey 2010; end-of-project survey 2012.	UNIDO , ILO	National capacity in survey design, enumeration and analysis is available and of good quality.

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
and exporters.	production/collection.		health and labor standards available in 2010; report on income and crafts production in programme communes by the end of year 3.	standards.				
Output 1.3: Integrated value chain baseline and monitoring studies & dissemination.	No. of VC studies published; integrated JP monitoring data framework available; No. of dissemination workshops held; No. of participants in dissemination workshops.	Baseline data collected and assessed by FAO, UNIDO, ILO; existing value chain assessments in the 4 provinces.	20 project partners trained on VC development in 2010; 4 inception meetings held in first quarter of 2010; Integrated JP monitoring data framework available in 2010; 5 integrated VC studies prepared in 2010; 5 dissemination workshops held in 2010;	All the outputs have been met. A 5-day VC workshop was held in 2010 including some 30 participants from project partners and provinces. Four provincial inception workshops were conducted in June 2010. Five value chain studies have been completed, validated and disseminated.	Electronic version; lists of participants of dissemination workshops.	JP quarterly reports 2010.	ITC	Capability of consultants to develop comprehensive VC studies; sufficient information on VC market trends and structures can be obtained.
OUTCOME 2: An environmentally and economically sustainable increase in craft raw material growers'/collectors' incomes in four provinces								
Output 2.1: Improved production capacity of farmers (quantity and quality).	New plantation areas; improved existing plantation areas; improved quality of seedlings and raw material; % increase in production.	To be provided by the baseline survey (see output 1.1).	Extension material compiled by the end of 2010; 120 trainers for 4 provinces trained in 2011; 22 farmer field schools established in 2011; 1,500 farmers participated in farmer	<ul style="list-style-type: none"> • Training materials completed for (i) mulberry cultivation and silkworm raising; (ii) sea grass cultivation and pest/disease control; (iii) bamboo/rattan production; (iv) cultivation and harvest of lacquer; and (v) "Duong/Do" tree cultivation for paper production. • TOTs have been conducted for value chains concerned. 	Mid-term survey 2011; end-of-project survey 2012; specim	Annual farmer interviews 2011/2012; participants' lists collected at workshops.	FAO	Stable raw material demand; farmers are willing and able to invest in new or improved plantations.

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
			<p>field schools in 2011/2012; 12 demonstration sites for 4 provinces established in 2011; 1,500 farmers have improved access to seedlings in 2012.</p>	<p>Specific support by value chain:</p> <p>DUONG/DO (hand-made paper):</p> <ul style="list-style-type: none"> • 10 farmer households are trained on building nurseries and root cuttings exploitation methods and 129 households are trained on the planting and management technique of Duong tree • Support for nursery gardens for "Duong/Do" seedlings to preserve the plant variety with total of 20,000 seedlings; • 20,000 seedlings provided to 15 households to cultivate on 1.4ha of hilly land and in the gardens, including technical guidance and planting materials and fertilizer <p>LACQUER:</p> <ul style="list-style-type: none"> • 100 farmers in Phu Tho province have been provided training in lacquer propagation, seedling production, plant management, pest control, harvest and post harvest • Nursery models of 500m2 were conducted to demonstrate lacquer propagation and seedling production technique • Demonstration of plant management model of lacquer supported for 5 households with total of 0.5 ha including support for planting materials, fertilizer and on-farm technical guidance <p>LUNG bamboo</p> <ul style="list-style-type: none"> • 150 farmer household and local staff are provided technical training on lung bamboo 	<p>en training material; participants lists of training activities; training reports.</p>			

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
				<p>cultivation and harvest and in sustainable exploitation of wildy growing lung bamboo</p> <ul style="list-style-type: none"> • Demonstrations on lung bamboo cultivation and management on 3.0 ha of lung forest. Materials and technical supports were provided to households to manage selected lung area according to the technical guidance, including planting of seedlings in the places with low plant density. <p>RATTAN:</p> <ul style="list-style-type: none"> • K83 variety used in 4 provinces • 671 farmers and local extension staff benefited from training on propagation, cultivation and harvest of rattan • Participatory demonstration intensive rattan cultivation approach with support to 38 households in 4.5ha in Nghe An; • Participatory demonstration on intercropping rattan with other existing perennial plants (Acacia) adopted with support for 67 households on more than 10ha in Nghe An; • FFS for dissemination of eco-friendly crop production of rattan in 4 provinces with total 83,500 seedlings were provided to 207 households for intensive cultivation demonstration and 33,050 seedlings and 1,200 acacia provided for intercropping rattan planting models <p>SERICULTURE:</p> <ul style="list-style-type: none"> • 160 farmers are provided training on mulberry 				

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
				<p>plantation technique and silkworm rearing</p> <ul style="list-style-type: none"> • 241 farmer households have been trained on mulberry and sericulture cultivation technique • 134 households are supported to cultivate the mulberry variety VH13 on total area of 13.25ha using the seedlings from nurseries established. • FFS organized for 110 farmers including training on the field, exchange experience and technical knowledge sharing on appropriate planting density on each type of land, practices on how to cut mulberry in each stage of plant growth, location to collect mulberry leaves in accordance with each growth stage of the silkworm; how to limit time and avoid the impact of spraying fertilizer from the field crops surrounding mulberry growing areas • 15 households received seeds and planting material for expansion of mulberry planting area on 7.5 ha • Support 5 household on experimental production of silkworm eggs for self sufficiency of the variety at local area. • 8 local extension workers and staff are trained along with the development of demonstration, FFS and training sessions for farmers 				
Output 2.2: Improved farmer sales capacity.	Price information system accessible for farmers.	No price information for crafts raw material in place.	Raw material price information system established by 2012.	Information on raw material prices has been included under Output 1.1.	Farmer survey 2012.	Interviews 2012.	FAO	

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
Output 2.3: International and national links established (e.g. through INBAR).	No. of new partnerships.	No. of partnerships at the beginning.	4 reports on partnerships established and knowledge gained during study tours are available until the end of 2012.	Three study tours both domestic and international conducted with 44 participants from 4 provinces, including government staff, private sector and farmers; Three reports on the results of the study tours completed.	Study tour reports; survey of partnerships established.	Interviews study tour participants 2011/2012.	FAO	Countries to be visited are open to provide information.
OUTCOME 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces								
Output 3.1: Improved offer of market intelligence, market linkages and design services to rural crafts buyers and crafts producing communities /SMEs.	No. and quality of improved services offered; availability of feasibility study for design center; organization of trade fair participations and buyer delegations; training workshops.	Limited market information, design and trade fair services provided by VIETCRAFT and VIETRADE.	2 staff of VIETCRAFT trained on craft enterprises market readiness by 2010; online exporter information system established by the end of 2011; 3 study tours organized by 2012 to develop international partner network; 4 provincial trade promotion organizations offer improved services by 2012; 10 SMEs benefit from VIETCRAFT design advice by 2011; feasibility study for a design center is available by 2010; 4 provincial trade fair	<p>Study Tours In 2010 Vietcraft has been supported to undertake missions to Australia and Korea, which helped developed partnerships with key associations which, in turn, help promote LifeStyle Vietnam among their respective members. Training was delivered for companies on the US and EU markets. On 28 September 2011 ATA delivered a one-day practical training session highlighting key issues regarding US market entry, including current US market trends and consumer preferences.</p> <p>Building provincial trade promotion capacities An MOU was signed with Vietrade to further develop and enhance human resources capacities from Trade Promotion Organizations and enterprises in the four target provinces .</p> <p>Design Support Besides an initial 8, an additional 18 companies were identified to benefit from design support aimed towards developing new product collection.</p>	Exporter survey; specimen feasibility study; workshop and study tour reports; trade fair report.	Annual exporter interviews 2011/2012; quarterly and annual JP reports.	ITC, ILO	Availability of project partners; new national trade fair will be launched successfully and is accepted by traders.

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
			<p>participations are organized by 2011, international advertising is intensified and three buyers delegations for visiting the trade fair are organized by the end of 2011; 3 TOTs for service providers and 3 workshops for craft SMEs, and producer groups conducted by 2011.</p>	<p>As a result, almost 30 new craft collections were developed for 12 companies, each consisting of 2-10 products and together forming a range of products for various applications in home environment. Collections were exhibited in a common JP booth fair at LifeStyle Vietnam. The booth was well-visited and many buyers expressed an interested in the new product collections.</p> <p>Lifestyle Vietnam 17 SMEs were supported to participate in 'Lifestyle Vietnam 2010' (8) and LifeStyle Vietnam 2011 (9 companies). All exhibitors expressed a high level of satisfaction about their participation in the fair, with all companies finding new prospective business leads and most companies concluding orders at - and following - the fair.</p> <p>Support was also provided to Vietcraft to promote 'LifeStyle Vietnam' in both 2010 and 2011 by providing (graphic) design support that helped develop first-class promotional materials, including brochures, posters, invitations,, as well as revamping the LifeStyle Vietnam website. In addition, experts recruited under the programme promoted the fair in Europe and Japan through targeted communications and customized follow-up in order to mobilize a maximum of buyers to attend the fair. This assisted in bringing more than 300 buyers from Japan and some 250 buyers from Europe to the 2011 fair. Ongoing support to promote Lifestyle Vietnam 2012.</p>				

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
				<p>Building local capacities</p> <p>In 2010 and 2011, 2 TOTs on OSH has been delivered in Thanh Hoa and Phu Tho provinces for 47 local trainers who are representatives of enterprises/companies/ government agencies such as DARD, DOIT, DOLISA, PCA, WU, FA 1 TOT on Business group formation conducted which trained for local facilitators come from local BDS providers in four provinces.</p>				
Output 3.2: Improved market knowledge and market links of key crafts enterprises for the four provinces.	Increased export turnover; increased no. of household suppliers and factory workers of SMEs.	Limited (occasional) export experience only; turnover and employment figures to be provided by the baseline survey.	20 SMEs in the provinces receive marketing and product development support and increased their sales at least by 30% by 2012; 4 partnerships with Fair Trade Organizations developed by 2012; 200 copies of updated export marketing guidelines available by 2010.	<p>A market prospecting mission to Canton trade fair was conducted October 2010 including some 8 exporters, building their awareness on current market trends.</p> <p>To prepare for successful participation in Lifestyle Vietnam 2011, companies benefitted from a one-day training on effective trade fair participation, including the technique of display products at the fair, how to deal with customers, and how to ensure proper follow-up to turn promising leads into actual business.</p> <p>US market</p> <p>Export readiness assessments were conducted for 14 companies. The export-readiness assessment also served to help determine which Vietnamese craft producers are best situated for exhibiting at the New York International Gift Fair, which took place in January/February 2012. 8 companies were selected for participating in the New York International Gift Fair. Selected products were dispatched in December 2011 for photographing</p>	SME company data; consultants reports.	Annual SME surveys 2011 and 2012; quarterly and annual JP reports.	ITC	The worldwide handicraft market offers reasonable framework conditions for export growth; export-oriented SMEs are able and willing to invest in market development.

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
				<p>and preparation of promotional materials.</p> <p>Design Support A three day workshop aimed to encourage companies to become more proactive and forward looking in their product and range development. The workshop, organized in partnership with CBI from the Netherlands, strengthened the knowledge and capacity of companies to think more strategically about product and range development, and equip company managers with a number of practical tools. The training drew from CBI's Guide on Product and Range Development.</p> <p>Contracts have been issued in December to 3 international and national designers, which are to assist beneficiary 7 companies develop new product collections. These collections will first be displayed at LifeStyle Vietnam 2012.</p> <p>Fair Trade An exhibition of crafts of five ethnic minority groups was organized at the Hanoi Gift Show in November. A large number of buyers and Hanoi-based shops were specifically invited to the exhibition with the aim to establish mutually beneficial business relations. Many buyers provided positive feedback on the new product collections and a number of prospective orders and direct sales were reported. Contacts were established between ethnic minority groups and fair-trade exporters based in Hanoi. On 9-10 November 2011 a training was organized on Fair</p>				

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
				<p>Trade by Fair Trade original from the Netherlands. The training strengthened the awareness of craft-exporting companies and producer groups on the importance of Fair Trade, the opportunities and requirements of 'Fair Trade', and spark the interest of these companies to become more 'Fair Trade'.</p> <p>Export Marketing Guidelines A team consisting of an international and national consultant have been recruited to develop export marketing guidelines. These guidelines will include an identification of market opportunities for the five value chains, taking into account the findings from detailed interviews of the national consultant with companies and buying agents. A first draft was received in December 2011, whilst a more final draft is expected in February 2012.</p>				
Output 3.3: Improved business management and business plan implementation capacity of SME crafts & small furniture producers	No. of SMEs and producer groups trained; No. of business plans developed and implemented; turnover development of trained SMEs and producer groups; No. of household producers in the provinces supplying the SMEs; No. of	SMEs have rudimentary business skills; occasional export experience only; limited compliance to labor standards, turnover, supply network and employment figures of	Full training modules available in Vietnamese by 2010; 4 certified trainers by 2011; 50 entrepreneurs and 20 producer groups from the crafts sector trained by 2011; 50 SMEs and 20 producer groups increased their sales at least by 30% by 2012; 2 TOTs and 2 SME workshops on compliance with labor	<ul style="list-style-type: none"> • Translation to Vietnamese and revisions of Empretec training material completed. • Assessment of entrepreneurial capabilities of handicraft producers in provinces completed. • Counterpart organization (Vietrade) to host the Empretec programme confirmed. • Five candidate trainers selected and four recruited. One training coordinator and one lead trainer appointed. All trainers trained through 3 TOTs in Hanoi and on-going monitoring of trainee trainers in provinces by international master trainers. • 3 Empretec Training Workshops, 2 Business Planning workshops and 2 Financial Strategy workshop held in Hanoi. 	Lists of participants attending workshops; introduction sheets and strategic plans of SMEs, SME	Business plan survey and impact assessment study in 2011; turnover, supply network and employment development survey on SME and producer group level in 2010 and 2012; quarterly and annual JP	UNCTAD, ILO	Local organizational capacity available; interest of local consultants in additional training; willingness of SMEs and producer groups to invest in business planning and

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
	additional jobs created on SME and producer group level; improved labor conditions.	SMEs and producer groups to be established (field study).	standards conducted by 2012; strengthened capacity of service providers and SMEs on labor standards compliance.	<ul style="list-style-type: none"> • 4 Empretec training workshops and 4 Business and Financial Planning workshop held in provinces (Nghe An, Hoa Binh, Thanh Hoa and Phu Tho). • Totally 149 entrepreneurs are trained and certified as Empretec, among whom 82 men and 67 women. • 103 empretec have benefited from the Business and Financial Planning trainings. • For monitoring business plan implementation, one BP prize competition was organized with one final selection round event and one award ceremony for 3 finalist BP prizes consisting of Duc Phong company (the first prize); Kana company (the second prize) and Vinaem company (the third prize). <p>Completed three studies on</p> <ol style="list-style-type: none"> (1) Studying and documenting methods for productivity improved work among value chain actors; (2) Establishing quantitative benchmarks for productivity among value chain; (3) Situation analysis of labour law coverage of workers in the value chains. The final reports completed with findings that would help to introduce interventions for improving working conditions and promoting labour standards in a sustainable manner among the value chain actors. Those findings will also be the inputs for the development of a consolidated document on good practice that will be published for the 	company data; specimen of EMPRETEC training material in Vietnamese; certificates and consultants reports.	reports.		training; reasonable world market conditions for handicrafts.

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
				<p>use and reference of JP beneficiaries.</p> <ul style="list-style-type: none"> A national workshop was jointly organized with Labour Relation project, Legal Department of MOLISA in which findings from the study on the situation analysis on labor law coverage of home workers by value chains was presented which attracted much attention and consideration of participants, especially members of group who will be responsible and working on the labour law revision that will be drafted by May 2012. The WISH plus manual has completed the first draft with labour standard part for comments from related agencies/partners. This manual is expected to complete in the first quarter of 2012 for the use of local trainers in disseminating labour standard knowledge to beneficiaries at grassroots level. 				
Output 3.4: Improved production and clean design capacity of SME crafts & furniture producers and SME raw material processors	Volume of crafts sold; average turnover by product group & by province; solid waste generated; hazardous chemicals used.	No information available; to be established in the baseline survey under output 1.2.	50 quick assessments in cleaner production conducted to define production and process gaps; on the job advice on shopfloor remedies delivered; 50 trainers of SMEs and vocational schools trained in sustainable design principles and	<ul style="list-style-type: none"> Assessment on CP and D4S needs of handicraft's producers and traders was conducted for 5 value chains in 4 provinces. Report was completed. Rapid integrated CP and D4S appraisals for 48 companies have been completed. Report was completed. 9 companies were selected to benefit from in-depth CP support, including technology/equipment improvement. 2 TOTs on CP and D4S for 40 trainers from SMEs and vocational schools, DARD, DOIT were 	Survey reports; participants lists; specimen case studies.	Baseline survey of SMEs 2010; mid-term interviews in 2011; end-of-project survey of SMEs 2012; quarterly and annual JP reports.	UNIDO	Global economic crisis subsides by 2010/2011; SME craft producers adopt productivity improving, sustainable production and design

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
			implementation; on the job training in sustainable design and packaging delivered in up to 5 product groups; 10 case studies on good practices in cleaner production and sustainable design and packaging published.	<p>organized.</p> <ul style="list-style-type: none"> • Integrated training materials on CP & D4S were developed for SMEs and producers. • 48 courses have been identified for grass-root training on CP in 2012; 9 courses on vocational training at both basic and advance level have been programmed for 2012. • 4 companies were supported to produce 25 products of innovative sustainable design and 5 re-design products. These products were presented at Lifestyle 2011. • "Craft and Design" book jointly developed with ITC. • Report on sustainable design support were completed and circulated. • 11 companies were selected and supported by International expert and National expert to develop sustainable design products ahead of Lifestyle 2012 				techniques
Output 3.5: Improved business management skills and business representation of grassroots crafts & furniture producers.	No. of poor grassroots producers trained; application of improved business skills.	Poor grassroots producers have limited business and empowering/ life skills.	4 ToT training courses and follow-up activities realized by 2011; 6 capacity building activities undertaken for business groups/ associations by 2012; 1,500 poor grassroots producers got improved business and empowering skills by 2012; improved	<p>Training of Trainers</p> <ul style="list-style-type: none"> • 1 TOT on SYB conducted which trained for 28 participants in four provinces • 1 TOT on Get AHEAD conducted to build knowledge on business skills and teaching skills for BDS of four provinces • 2 TOT on OSH in Thanh Hoa and Phu Tho which directly benefited 47 local trainers who come from enterprises/companies, representatives from DOLISA, DARD, DOIT, WU... • 1 TOT on Mini WISH in Hoa Binh in December which benefited 20 participants who were selected from those had attended the OSH TOT 	Participants lists; progress reports; grassroots producer surveys.	Mid-term grassroots producer interviews in 2011; end-of-project survey 2012; quarterly and annual JP reports.	ILO	Availability of project partners; grassroots crafts and furniture producers are able and willing to invest in development.

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
			<p>micro-finance links established at grassroots producer level by 2012; good practice documents on the promotion of business and empowering skills published by 2012.</p>	<p>trainings early 2011.</p> <ul style="list-style-type: none"> • 4 coaching courses were delivered in four provinces to improve teaching skills of local trainers, they could learn how to organize, deliver TOE training course professionally. • 12 new trainers/facilitators were improved their teaching skill on SYB through 4 coaching courses in four provinces on SYB. <p>Training of Households</p> <ul style="list-style-type: none"> • 16 TOEs on OSH were delivered to benefit 320 beneficiaries. Follow up activities within a period of 3 months after TOEs were prepared and followed up by local partners and local trainers. The participation of local partners in the whole process to ensure the sustainability of this activity. • A follow up field visit in October was conducted by OSH specialist to evaluate and recognise the improvements after the TOE training courses. • The photo book on Mini WISH was designed and printed for the use of local trainers to disseminate OSH knowledge among target groups at grassroots level. This is an easy guide book which can also serve those facilitators who do not have teaching experiences/skills show/discuss and share with others on the practical improvements of five value chains for their possible changes of working conditions. • 780 craft producing households benefited from 26 TOEs on Business Group Formation. This activity was cooperated with Provincial 				

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
				<p>Cooperative Alliance to provide training service under the supervision and monitoring of ILO and DARD/DOIT and local trainers. The first stage of following up activity have completed with the establishment of business groups in four provinces.</p> <ul style="list-style-type: none"> 900 craft producing households have improved business skills through 26 TOE training courses in four provinces on Get Ahead. 120 households improved business skills through SYB courses. <p>Microfinance Microfinance is planned to support business groups that have established after the business group formation in communes of four provinces. The microfinance mapping research will be the first activity aim to identify needs and demands of both sides, the craft producers and local microfinance institutions.</p>				
Output 3.6: Improved green production capacities of grassroots crafts & furniture producers.	Volume of crafts sold; average income per household by product group & by province; solid waste generated; hazardous chemicals used.	No information available; to be established in the baseline survey under output 1.2.	1,500 grassroots crafts producers in 5 value chains received on the job training in technical craft skills by 2012; tools, equipment and technologies to improve productivity and decrease resource use introduced in 5 value chains at	<p>Productivity enhancement at producer level</p> <ul style="list-style-type: none"> Equipment needs has been defined for 5 selected communes to improve productivity at producer level. <p>Silk dyeing</p> <ul style="list-style-type: none"> Assessment of technology on silk dying was completed by Austria expert and national expert from Hanoi University of Science and Technology. Report was completed with recommended proposals for improvement. A technical seminar on silk dying was organized 	Participants lists; surveys; study tours and consultants reports; specimen good	Baseline survey of SMEs 2010; mid-term interviews in 2011; end-of-project survey of SMEs 2012; quarterly and annual JP reports.	UNIDO	Global economic crisis subsides by 2010/2011; grassroots craft producers adopt productivity improving, sustainable production

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
			<p>commune level by 2011/2012; improved lacquer processing and silk dyeing techniques introduced in 4 communes; 2 study tour reports; 2 brand development initiatives conducted with emphasis on sustainability; 15 good practice cases developed and published; 4 inter-provincial good practice workshops conducted.</p>	<p>in Jan 2011</p> <ul style="list-style-type: none"> 2 groups were selected to conduct improvement on natural silk dyeing. <p>Processing on natural lacquer</p> <ul style="list-style-type: none"> Assessment of technology on lacquer dyeing was completed by Japanese expert from Meiji University and national expert from HUST. Report was completed with recommended proposals for improvement. A technical seminar on lacquer processing was organized in March. 2011 Lacquer sap have been collected monthly and sent to Meiji university for analysis and lab-scale refining research. <p>Branding</p> <ul style="list-style-type: none"> Concept note for branding development was developed. 	practice cases.			and design techniques.
OUTCOME 4: Improved policies and regulatory frameworks at the provincial and national level that meet the needs of rural small enterprises, in particular raw materials and crafts producers, processors and traders								
Output 4.1: Provincial action plans for crafts and small furniture sectors in each province developed and backed by the public and private sector.	No. of commune officials trained; No. of PPD-workshops organized; No. of provincial action plans developed.	Existing provincial master plans.	Selected commune officials capacity on LED and CB-TREE built by 2010; 4 provincial PPD workshops held by 2012; 4 provincial action plans for crafts and small furniture sector developed by 2012.	<p>Local Economic Development</p> <ul style="list-style-type: none"> Four LED training workshops were organized in cooperation with local partners of Nghe An, Thanh Hoa, Phu Tho and Hoa Binh. About 90 selected local official/private sectors were introduced and improved knowledge on LED and linkage between LED and value chains; 4 LED forums were organized in 4 project provinces. The 5 value chains in 4 provinces were reviewed and updated. 4 action plan were developed with prioritized activities. Business Environment Assessments in 5 value chains 	Lists of training course participants; specimen provincial action plans.	Quarterly and annual JP reports 2010/2012.	ITC, ILO	Availability and motivation of project partners.

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
				<p>were analyzed. The LED fora were conducted in cooperation with local partners of four provinces with the participation of 30 pax in each province who came from different local government agencies and actors of the value chains.</p> <ul style="list-style-type: none"> • Summary forum report completed with action plans of four provinces for further supports. 				
Output 4.2: Policy recommendations for the national and international level for the sustainable development of income generation for the poor.	Availability of policy recommendations for sustainable crafts production.	None	Report on impact of national & provincial policies on sustainable crafts production available; end-of-project workshop on sustainable crafts production conducted.		Consultants reports; specimen good practice cases.	Quarterly and annual JP reports 2012.	ITC, UNIDO	Continued interest of provincial leaders in promoting crafts production.

b. Joint Programme Results Framework with financial information

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
1.1 Baseline and monitoring studies in four provinces, good practice cases on raw materials producers/collectors and their suppliers.										
Socio-economic data of target population on commune level available by mid 2010.	1.1.1 Collect socio-economic, incl. gender and income data, covering growers and collectors' and their suppliers.	x			FAO	RUDEC	24,700	24,700	24,700	100%
Report on PRA results available by mid 2010.	1.1.2 Conduct Participatory Rural Appraisal (PRA) of methods, needs, advantages, constraints and potential of raw material producers and collectors.	x			FAO	RUDEC	33,300	33,300	33,300	100%
Report on raw material collection, production and trading systems available by mid 2010.	1.1.3 Assess and map raw material availability for the crafts sector in four selected provinces, market links of raw material producers, collectors and co-operatives, provincial and local policies and service providers to individuals and enterprises in the sector.	x			FAO	RUDEC	28,000	28,000	28,000	100%
Report on income and raw material production in programme communes by the end of year 3.	1.1.4 Monitor and report on established indicators and good practices.			x	FAO	RUDEC	22,000	0	0	
	1.1 Sub-Total						108,000			

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
1.2 Baseline and monitoring studies in four provinces; good practice cases on grassroots crafts and small furniture producers, collectors, traders, buyers and exporters.										
Analytical framework and survey design available in 2010.	1.2.1 Design analytical framework & survey tools for collection of baseline data (at inception) and endline data (in Year 3) from grassroots crafts & furniture producers and SMEs.	x			UNIDO	VIETCRAFT	27,000	13,164	6,066	49%
Socio-economic data of grassroots crafts and small furniture producers available on commune level by mid 2010.	1.2.2 Conduct baseline survey (inception period) of grassroots crafts and small furniture producers and SMEs, covering socio-economic characteristics, income/turn-over data, production practices and technologies, resource use, waste generated, hazardous chemicals used, markets, etc.	x			UNIDO	VIETCRAFT	25,000	30,052	29,986	120%
Report on good workplace practices, occupational safety, health and labor standards available by mid 2010.	1.2.3 Conduct baseline and monitoring studies of poor grassroots crafts & small furniture producers on good workplace practices, occupational safety and health, compliance with labor standards.	x			ILO	VIETCRAFT	14,000	14,000	14,000	100%
Report on income and crafts production in programme communes by the end of year 3.	1.2.4 Conduct endline survey (year 3) of grassroots crafts and small furniture producers and SMEs – same survey design as in 1.2.1.			x	UNIDO	VIETCRAFT	25,000	0	0	
	1.2 Sub-Total						91,000			
1.3 Integrated value chain baseline and monitoring studies & dissemination.										

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
20 project partners trained on VC development in 2010; 4 inception meetings held in first quarter of 2010.	1.3.1 Conduct inception meetings at provincial level and value chain promotion training workshop.	x			ITC	VIETRADE	15,600	16,229	14,498	104%
Integrated JP monitoring data framework available in 2010; 5 integrated VC studies prepared in 2010.	1.3.2 Prepare value chain studies building on baseline data and assessment of market opportunities.	x			ITC	VIETRADE	50,440	50,719	50,719	101%
5 training and dissemination workshops held in 2010; 5 VC studies published in 2010.	1.3.3 Conduct dissemination workshops on value chain studies results on provincial and national level.	x			ITC	VIETRADE	9,880	10,418	5,000	105%
Consolidated final assessment report available in 2012.	1.3.4 Prepare consolidated final impact assessment report on selected indicators for growers, collectors, grassroots crafts and small furniture producers and SMEs.			x	ITC	VIETRADE	5,200	0	0	0%
	1.3 Subtotal						81,120			
2.1 Improved production capacity of farmers (quantity and quality).										

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
Good practice extension material for rattan plantation, bamboo collection, mulberry tree plantation and silk worm raising, sea grass cultivation, lacquer tree plantation and raw material collection for handmade paper compiled by the end of 2010.	2.1.1 Develop good raw material production practices and produce and disseminate extension materials.	X	X		FAO	NOMAFSI	58,900	58,900	58,900	100%
120 trainers for 4 provinces trained in 2011.	2.1.2 Train trainers in variety/provenance selection, nursery management, production, harvesting and marketing.	X	X		FAO	NOMAFSI	36,300	36,300	36,300	100%
22 farmer field schools established in 2011; 1,500 farmers participated in farmer field schools in 2011/2012.	2.1.3 Establish farmer field schools for dissemination and training, linked to communes and production cooperatives.	x	x	x	FAO	DARD	73,900	55,700	55,700	75%
1,500 farmers have improved access to seedlings in 2012.	2.1.4 Support plant/tree nurseries in the four provinces and increase availability of seedlings.	x	x	x	FAO	NOMAFSI	144,000	84,000	64,000	58%

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
12 demonstration sites for 4 provinces established in 2011.	2.1.5 Establish demonstration sites at each location associated with nurseries.		x		FAO	DARD	46,000	46,000	46,000	100%
2 media-based extension campaigns run by 2012.	2.1.6 Support extension services and conduct a media based extension campaign.		x	x	FAO	DARD	26,000	2,446	0	9%
	2.1 Sub-Total						385,100			
2.2 Improved farmer sales capacity										
Raw material price information system established by 2012.	2.2.1 Develop demand/supply and price information for crafts raw materials producers.		x	x	FAO	ICARD	35,000			
	2.2 Sub-Total						35,000			
2.3 International and national links established (e.g. through INBAR).										
4 reports on partnerships established and knowledge gained during study tours are available until the end of 2012.	2.3.1 Conduct four study tours to leading regional or international growing areas of selected materials.	x	x	x	FAO	HRPC	40,000	28,350	28,350	71%
	2.3 Sub-Total						40,000			
3.1 Improved offer of market intelligence, market linkages and design services to rural crafts buyers and crafts producing communities /SMEs.										

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
Enhanced capacity of VIETCRAFT on craft enterprises market readiness by 2010. Online exporter information system established by the end of 2011. 3 study tours organized by 2012 to develop international partner network.	3.1.1 Develop the capacity of VIETCRAFT to provide export market intelligence and market linkage services.	x	x	x	ITC	VIETCRAFT	96,200	9,291	8,261	10%
4 provincial trade promotion organizations offer improved services by 2012.	3.1.2 Support for trade promotion networking at provincial level.		x		ITC	VIETRADE	39,000	22,000	0	56%
3 TOTs for service providers and 3 workshops for craft SMEs, and producer groups conducted by 2011.	3.1.3 Develop capacity of local service providers to train, consult/coach and conduct training to craft SMEs and poor craft producing communities with the aim to increase productivity & competitiveness.	x	x		ILO	VCCI	81,000	56,105	55,503	69%
10 SMEs benefit from VIETCRAFT design advice by 2011. Feasibility study for a design center is available by 2010.	3.1.4 Support VIETCRAFT's efforts to provide local design inputs to national handicraft exporters.	x	x		ITC	VIETCRAFT	66,560	62,366	56,417	94%

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
4 provincial trade fair participations are organized by 2011; international advertising is intensified and 3 buyers delegations for visiting the trade fair are organized by the end of 2011.	3.1.5 Assist VIETCRAFT to organize an international home furnishing/gifts fair (in 2010/2011), exhibiting green and socially responsible products from the target provinces, demonstrating good practices and disseminating policy recommendations.	x			ITC	VIETCRAFT	67,600	90,183	63,797	133%
	3.1 Sub-Total						350,360			
3.2. Improved market knowledge and market links of key crafts enterprises for the four provinces.										
20 SMEs in the provinces and Hanoi receive marketing and product development support and increased their sales at least by 30% by 2012.	3.2.1 Support key companies in the 4 provinces and Hanoi to become 'driving forces' in the sub-sector's development. Support in e.g. target market selection and marketing, product line development in view of target markets, green procurement and grassroots supplier development.	x	x	x	ITC	VIETCRAFT	187,040	69,095	47,550	37%
4 partnerships with Fair Trade Organizations developed by 2012.	3.2.2 Link ethnic minority enterprises with fair-trade importers (handmade paper, silk) and enhance domestic market access, including support through fair trade retail outlets.		x		ITC	VIETCRAFT	21,320	38,243	26,113	179%
200 copies of updated export marketing guidelines available by 2010.	3.2.3 Produce and disseminate export marketing guidelines.	x			ITC	VIETRADE	11,960	21,215	1,155	177%

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
	3.2 Sub-Total						220,320			
3.3 Improved business management and business plan implementation capacity of SME crafts & small furniture producers.										
Training material based on core EMPRETEC methodology developed by 2010 for training SMEs to produce and implement business strategies to meet the requirements of foreign markets in the crafts sector in the 4 provinces.	3.3.1. Identify business skills needed for SME crafts & small furniture producers and design training curricula aimed at implementing business strategies. Translate and adapt material to local context.	x			UNCTAD	VIETRADE	52,500	53,340	53,340	102%
4 local trainers trained and certified to deliver core competency courses of entrepreneurship and business plan preparation for SMEs in the craft and furniture sector (by 2011).	3.3.2 Select, train and certify four national trainers on the EMPRETEC entrepreneurship development methodology.	x	x	x	UNCTAD	VIETRADE	77,000	82,687	80,945	107%

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
30 SMEs and 20 exporters in the craft and furniture sector participated in training workshops and improved their business management capacity by 2011.	3.3.3 Organize outreach campaigns, training and follow up workshops on the EMPRETEC methodology for SME exporters of handicrafts and small furniture in the four provinces and Hanoi. Monitor business plan implementation.	x	x	x	UNCTAD	VIETRADE	208,500	180,000	173,091	86%
20 producer groups in the four provinces improved their management capacity by 2012.	3.3.4 Upgrade producer groups in the four provinces to meet the requirements of international corporations sourcing handicraft products from Viet Nam.		x	x	UNCTAD	VIETRADE	52,500	10,247	5,247	20%
2 TOTs and 2 SME workshops incl. follow-up support conducted By 2012. Strengthened capacity of service providers and SMEs on labor standards compliance.	3.3.5 Provide training and advisory follow-up on compliance with national and international labor standards to enhance competitiveness.		x	x	ILO	VCCI	59,000	35,000	35,000	59%
	3.3 Sub-Total						449,500			
3.4 Improved production and clean design capacity of SME crafts & furniture producers and SME raw material processors.										

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
50 quick assessments in cleaner production conducted to define production and process gaps; On the job advice on shopfloor remedies delivered.	3.4.1 Assist crafts SMEs to remedy own production and process deficiencies according to cleaner production principles and practices.	x	x		UNIDO	VNCPC	45,000	28,309	14,099	63%
50 trainers of SMEs and vocational schools trained in sustainable design principles and implementation.	3.4.2 Train trainers from vocational training schools and SMEs on sustainable clean design principles and implementation.	x	x		UNIDO	VNCPC	57,000	21,727	11,066	38%
On the job training in sustainable design and packaging delivered in up to 5 product groups.	3.4.3 Conduct pilot sustainable (clean) design and packaging initiatives for selected crafts SMEs.		x		UNIDO	VNCPC	27,500	34,156	24,966	124%
10 case studies on good practices in cleaner production and sustainable design and packaging published.	3.4.4 Document good practices and publish.			x	UNIDO	VNCPC	14,500	3,795	2,774	26%
	3.4 Sub-Total						144,000			
3.5 Improved business management skills and business representation of grassroots crafts & furniture producers.										

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
4 ToT training courses and follow-up activities realized by 2011.	3.5.1 Develop capacity of local service providers to train, consult/coach on business development skills for different levels of target groups, life empowering skills, work improvement for neighborhood development.	x	x		ILO	VCA	71,000	39,348	38,682	55%
6 Capacity building activities undertaken for business groups/ associations by 2012.	3.5.2 Undertake capacity building for business groups/associations among poor grassroots crafts producers.	x	x	x	ILO	VCA	31,000	27,755	27,233	90%
1,500 poor grassroots producers got improved business and empowering skills by 2012.	3.5.3 Assist business development service providers to implement training courses for poor grassroots craft producers on business skills for existing household business & cooperatives level and on basic business skills for individual craft producers, life skills and fundamental rights, work improvement for neighbourhood development.	x	x	x	ILO	VCA	267,000	137,480	137,480	51%
Improved micro-finance links established at grassroots producer level by 2012.	3.5.4 Support to link poor grassroots crafts producers to micro-finance and micro insurance institutions and for training micro-finance and micro insurance institutions to diversify their service to grassroots crafts producers.		x	x	ILO	VCA	41,000	0	0	0%
Good practice documents on the promotion of business and empowering skills published by 2012.	3.5.5 deliver for publication Good practice documents on the promotion of business and empowering skills.			x	ILO	VCCI	14,000	0	0	0%

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
3.5 Sub-Total							424,000			
3.6 Improved green production capacities of grassroots crafts & furniture producers.										
1,500 grassroots crafts producers in 5 value chains received on the job training in technical craft skills by 2012.	3.6.1 Train grassroots producers in technical craft production skills, using trained local trainers, to implement good housekeeping, cleaner production processes/ techniques, skills for implementing clean/sustainable designs & packaging, including with demonstrations and shop floor activities and disseminate resource kits on CP, clean design and technologies for 5 selected product groups.	x	x	x	UNIDO	VNCPC	211,500	137,692	23,650	65%
Tools, equipment and technologies to improve productivity and decrease resource use introduced in 5 value chains at commune level by 2011/2012.	3.6.2 Identify equipment needs, particularly those that can be used jointly and would save resources (materials, energy and water—e.g. fumigation, drying/heating, drying kiln, etc.) and set up joint utility shops/arrange-ments for selected product groups.	x	x		UNIDO	VNCPC	107,500	54,664	13,563	51%
Improved lacquer processing and silk dyeing techniques introduced in 4 communes; 2 study tour reports.	3.6.3 Collaborate with relevant universities or research institutes in other countries to improve lacquer processing and silk dyeing techniques, including through study tours to countries such as Japan and China.	x	x	x	UNIDO	VNCPC	95,000	17,355	17,236	18%

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
2 brand development initiatives conducted with emphasis on sustainability.	3.6.4 Assist production groups, in collaboration with VIETRADE/local TPOs, to develop brands.	x	x	x	UNIDO	VIETRADE	18,000	0	0	0%
15 good practice cases developed and published; 4 inter-provincial good practice workshops conducted.	3.6.5 Share experiences and validate recommendations for design for sustainability and cleaner production practices in handicrafts and furniture sectors through interprovincial workshops.	x	x	x	UNIDO	VNCPC	36,000	0	0	0%
	3.6 Sub-Total						468,000			
4.1 Provincial action plans for crafts and small furniture sectors in each province developed and backed by the public and private sector										
Selected commune officials capacity on LED and CB-TREE built by 2010	4.1.1 Train communes officials and relevant local development players' on Local Economic Development (LED)/ Community – based Training for Economic Empowerment (CB-TREE) through Public – Private Dialogue.	x			ILO	DOLISA	61,000	48,364	47,542	79%
4 provincial PPD workshops held by 2012. 4 provincial action plans for crafts and small furniture sector developed by 2012.	4.1.2 Facilitate a participatory impact analysis of national and provincial policies, programmes, implementation practices and capacities through structured public-private dialogue in the four provinces and through a national symposium, and facilitate consensus building on provincial and district level action plans and policy recommendations for the national level.			x	ITC	VIETRADE	38,480	0	0	0%
	4.1 Sub-Total						99,480			

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
4.2 Policy recommendations for the national and international level for the sustainable development of income generation for the poor.										
Report on impact of national & provincial policies on sustainable crafts production available; End-of-project workshop on sustainable crafts production conducted	4.2.1 Organize an end-of-project workshop for policymakers and regulators to share lessons learnt and ensure sustainable business environment for craft production.			x	UNIDO	VIETRADE	15,000	0	0	0%
Report on the impact of WTO accession, tariff and non-tariff barriers for Vietnamese crafts in major export markets available by 2012.	4.2.2 Analyze the impact of WTO accession, tariff and non-tariff barriers (e.g. technical, environmental and labor standards) for Vietnamese crafts in major export markets and provide VIETRADE with the results and recommendations for action.			x	ITC	VIETRADE	20,280	0	0	0%
	4.2 Sub-Total						35,280			
5.1 Effective coordination and monitoring of the delivery of all programme components at the provincial level.										
Continuous monitoring and coordination of activities at the provincial level; rolling one-year work plans to be updated every	Senior Technical Advisor	x	x	x	ITC	VIETCRAFT	413,525	279,080	269,899	67%
	National staff	x	x	x	ITC	VIETCRAFT	168,480	123,869	45,488	74%
	Programme office running costs	x	x	x	ITC	VIETCRAFT	112,008	69,993	33,810	62%
	ITC HQ travel costs	x	x	x	ITC	VIETCRAFT	15,600	17,628	17,628	113%
	Provincial coordinators DARD/DOIT	x	x	x	ITC	VIETCRAFT	52,000	28,482	24,286	55%

Programme Outputs	Activity	YEAR			UN AGENCY	RESPONSIBLE PARTY	Estimated Implementation Progress (all amounts <i>excluding</i> support costs)			
		Y1	Y2	Y3		NATIONAL/LOCAL	Total amount Planned for the JP	Estimated Total amount Committed	Estimated Total Amount Disbursed	Estimated % Delivery rate of budget
six months; high-quality communication products on JP; annual and final narrative JP progress reports; yearly reporting to National Steering Committee	Mid-term evaluation		x		ITC	VIETCRAFT	25,545	0	0	0.00%
5 Sub-Total							787,158			
6 Formulation advance					UNIDO		20,000	18,530	18,530	93%
FAO	Programme Cost						568,100	397,696	375,250	70%
	Indirect Support Cost						39,767	27,839	26,268	70%
ITC	Programme Cost						1,416,718	908,811	664,620	64%
	Indirect Support Cost						99,170	63,617	46,523	64%
ILO	Programme Cost						639,000	358,052	355,440	56%
	Indirect Support Cost						44,730	25,064	24,881	56%
UNIDO	Programme Cost						724,000	359,444	161,936	50%
	Indirect Support Cost						50,680	25,161	11,336	50%
UNCTAD	Programme Cost						390,500	326,274	312,623	84%
	Indirect Support Cost						27,335	22,839	21,884	84%
Total	Programme Cost						3,738,318	2,350,277	1,869,869	63%
	Indirect Support Cost						261,682	164,519	130,891	63%

	Total						4,000,000	2,514,796	2,000,760	63%

Note: the cumulative commitment rate vis-à-vis the total funds (combined 1st and 2nd payments) received is 83 percent.