

## Section I: Identification and JP Status

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

#### Semester: 1-12

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	1-12
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
<b>Total</b>	<b>\$4,000,000.00</b>

### Total Amount of Transferred To Date

ITC	
UNIDO	
ILO	
FAO	
UNCTAD	
<b>Total</b>	<b>\$0.00</b>

### Total Budget Committed To Date

ITC	\$1,186,372.00
UNIDO	\$507,526.00

ILO	\$521,355.00
FAO	\$577,900.00
UNCTAD	\$413,676.00
<b>Total</b>	<b>\$3,206,829.00</b>

#### Total Budget Disbursed To Date

ITC	\$991,043.00
UNIDO	\$309,343.00
ILO	\$468,352.00
FAO	\$553,882.00
UNCTAD	\$371,208.00
<b>Total</b>	<b>\$2,693,828.00</b>

#### 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
Parallel	Cordaid	\$0.00	\$0.00	\$0.00	\$50,000.00
Parallel	FAO Telefood	\$0.00	\$0.00	\$0.00	\$9,000.00
Counterpart	Vietrade, Vietcraft	\$90,000.00	\$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
Craft producing cooperatives	0	9	Cooperatives	Establishment of formal and informal platforms for consultation as a tool for value chain upgrading
Household craft producers Men	255	483	Entrepreneurs/Men	Capacity building on business planning and production
Household craft producers Men	1,445	2,389	Entrepreneurs/Women	Capacity building on business planning and production
Raw Material growers men	1,080	1,432	Farmers/Men	Capacity building on business planning and production
Raw Material growers women	1,670	882	Farmers/Women	Capacity building on business planning and production
Craft companies in provinces and Hanoi	50	172	Smes	Supports stakeholders in acquiring and adapting PSD-relevant knowledge to their specific contexts and development needs
Provincial TPOs	0	89	Local Institutions	Promotion of the development of local authorities initiatives for local 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. FAO support on sericulture is yielding good results in Quy Chau and Dien Chau in Nghe An province, Thieu Hoa in Thanh Hoa province, and Cam Khe in Phu Tho province. Farming households report additional income of approximately VND 600,000 p/m.
2. Support to the promotion of 'LifeStyle Vietnam 2012', held in April 2012, contributed to the participation of more than 1,500 foreign buyers in 2012. 422 contracts were signed directly at the Fair with a value to US\$ 19 mln.
3. JP Companies exhibiting at Lifestyle Vietnam 2012 generated approx. 200,000 worth of new orders. Orders worth US\$ 80,000 were reported for JP-designed products.

#### **Progress in outcomes**

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

- Preparation of Baseline studies providing socio-economic data of grassroots crafts and small furniture producers.
- 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.
- 1,722 farmers improve knowledge on planting, cultivation and harvesting through Farmer Field Schools
- Availability of seedlings improved through creation of nursery gardens.
- Using nursery gardens, 487 farmers has been supported in the creation of about 40 hectares of demonstration areas (forest for bamboo, intensive cultivation, intercropping of rattan, mulberry, etc ); About 900,000 seedlings and over 40,000 kg of fertilizer have been provided to this end.
- Training and study tours for rattan and mulberry cultivation.
- Potential for Income generation of farmers by end of JP mixed, as some crops (e.g. rattan, lacquer) need more time to be harvest-ready. Impact for sericulture farmers immediate (Add. Income VND 600,000 p/m); Impact for some other raw material will materialize after programme ending.

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.
  - 440 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.

- 1430 craft producers are guided to improve their production toward cleaner and sustainable
- 260 craft producers improved their skills to develop more added value products.
- Income generation for craft producing households also mixed. Clear results already for some groups, e.g. women from Hoa Tien Silk cooperative raised monthly income from VND 600,000 to VND 1 mln.

#### Companies:

- 172 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.). Pilot models on (including equipments and technique) introduction of new cleaner production techniques in 8 companies. Delivery of natural dyeing equipment and training for Hoa Tien cooperative.
- Training on US and EU markets, fair trade, product and range development, trade fair participation allowed companies to understand markets better and respond accordingly.
- new (sustainable) product collections designed for companies in 2011 and 2012; companies exhibiting at Lifestyle Vietnam generated approx. 200,000 worth of new orders in 2012. Orders worth 80,000 were reported for JP-designed products.
- Support to the promotion of 'LifeStyle Vietnam', contributed to the participation of more than 1,500 foreign buyers in 2012. 422 contracts were signed directly at the Fair with a value to US\$ 19 mln.
- 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.
- A total of 89 provincial TPOs and 81 enterprises benefitted from training on e-commerce, trade fair participation, market research and data collection, and the National Trade Promotion Programme. TOT on trade promotion and e-commerce was provided to some 11 local trainers, which will receive continued support from Vietrade to enable continued delivery of quality training and coaching in provinces concerned.

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 were responsible for the labour law revision.

#### 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 1,722 farming households including through Farmer Field Schools; Provision of approx. 900,000 seedlings and over 40,000 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 more than 300 buyers from Japan and some 250 buyers from Europe to the 2012 fair; 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; 7 companies participated in NYIGF; Training delivered on trade fair participation, US and EU markets, fair trade, product and range development.

Output 3.3: training delivered to 172 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. Conducted pilot models on (including equipments and technique) introduction of new cleaner production techniques in 8 companies.

Outputs 3.5: More than 1,000 households trained on business management skills; 1,340 households trained on working conditions and OSH; 780 households trained on business group formation.

Outputs 3.6: Conduct 48 courses for grass-root training on CP in 2012 (1,430 producers); and 9 courses (260 producers) on vocational training at both basic and advanced level; Provide tools, equipments and techniques for households of 5 selected communes of 5 value chains to improve productivity and decrease resource use. Delivery of silk dyeing equipment to Hoa Tien commune and technical assistance.

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. Further work on the creation of linkages will be conducted in 2012 and 2013 as part of the BGF follow up.
- 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.
- Visits to the 4 beneficiary provinces and were conducted in the second half of June 2012 to discuss the sustainability plan. During these meetings, the provincial stakeholders agreed to establish a provincial advisory board, consisting of relevant provincial stakeholders (PPC, DARD, DOIT, DOLISA, DOIT ...), which would play a key role in identifying and mobilizing sources of provincial funding in support of JP achievements, focusing particularly on good models for up-scaling and replication. The provinces also agreed to the need to develop a so-called "commitment-document" in which the mutual commitments of the joint programme until the end of the JP and the provincial authorities would be formalized.
- Several UN agencies are discussing follow-up work within the framework of the next One Plan. Also, complementary funding was identified from Cordaid for micro-finance, focusing on business groups, and from the FAO Telefood programme on the creation of sericulture demonstration model in Dien Kim, Nghe An "Develop sericulture towards improved cash generation for farming households in Dien Kim commune, Dien Chau district, Nghe An province".

**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.

Programme design has been very ambitious, with 4 provinces and 25 communes, close to 5,000 beneficiaries and a total programme area the size of Haiti. In addition, the programme intervenes in 5 value chains, but in reality there are 7 value chains involved. This makes the implementation of activities very scattered and difficult to manage.

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. To address this, visits to the 4 beneficiary provinces were conducted in December 2011. Following these visits, the four provincial coordinating teams came to Hanoi to discuss and agree individually with five UN agencies on the 2012 workplan. Furthermore, visits were conducted in June 2012 to discuss the sustainability plan. During these meetings, the provincial stakeholders agreed to establish a provincial advisory board, consisting of relevant provincial stakeholders (PPC, DARD, DOIT, DOLISA, DOIT ...), which would play a key role in identifying and mobilizing sources of provincial funding in support of JP achievements.

There is a lot of training and technical assistance made available to household beneficiaries. However, a recent assessment by Vietrade/Vietcraft revealed that it is not always clear whether knowledge/skills are effectively appropriated by households and result in a sustainable change in the workplace behaviour of households concerned. It should never be taken for granted that capacity building activities are in fact leading to the sought-after impact at the household level (including productivity enhancement and income/employment generation). PMU will strengthen impact-oriented monitoring in the field to feedback monitoring data back to UN agencies and urge these to take measures to provide proper follow-up.

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 and repeated attention must be called for it. 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.

In order to encourage better prospects for appropriation of knowledge and skills by household beneficiaries, PMU will strengthen impact-oriented monitoring in the field to feedback monitoring data back to UN agencies and urge these to take measures to provide proper follow-up.

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).

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	USD 30,000	Electronic versions	UNIDO-ILO baseline survey
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. Several additional missions that counted with 1 or 2 UN agencies and the PMU took place in 2011 and 2012*

### **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?**

Policy/decision making  
Management: service provision

#### **Who leads and/or chair the PMC?**

Vietrade, 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](http://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.

A documentary movie, in two languages (English and Vietnamese) of approximate 15 minutes has been completed which illustrates all activities in the programme and highlight role of UN agencies such as FAO, UNIDO, ILO, ITC, UNCTAD in improving benefit and income of local people. In addition, two short documentary movies (approximate 5-10 minutes each) were produced about selected value chains of bamboo/rattan and sericulture highlighting effectiveness of intervention activity in improvement of the value chains. These media products will be disseminated through different channels for JP visibility promotion as well as dissemination of the achievements and lessons learnt of the JP.

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 50

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.*

## 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		The number of households living below the national poverty line in communes targeted by the programme;	1722.0
Outcome 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces			

Target 1.B: Achieve full and productive employment and decent work for all, including women and young people

JP Outcome	Beneficiaries	JP Indicator	Value
Outcome 2: An environmentally and economically sustainable increase in craft raw material growers'/collectors' incomes in four provinces		The number of households living below the national poverty line in communes targeted by the programme;	1500.0
Outcome 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces		Income increase of raw material growers / collectors and household producers (absolute, relative) in programme communes with information on ethnic minorities, gender, youth, and people with disabilities	

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		Income increase of women craft producers.	
Eliminate gender disparity in primary and secondary education, preferably by			

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 Outcome 3: A sustainable increase of crafts related rural households' and enterprises' 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 Outcome 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces		Increase in cultivation area (hectares) of rattan and bamboo (ha planted); increase of mulberry tree plantations (ha planted); increase of lacquer ware plantations (ha planted);	40.0

## 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 1,722 farming households, with some 487 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 more than 1,200 women 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

##### Laws

National        1  
Local

##### Strategies

National        4  
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

**Financial 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**

*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.*

**1.5 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	2872
SME	172
Farms	2314
Cooperatives	9
Other	

#### Business Development Services

Total	
Microenterprises	
SME	172
Farms	
Cooperatives	
Other	89 provincial TPOs

#### Access to finance

Total	
Microenterprises	
SME	
Farms	
Cooperatives	
Other	25 producer groups

#### 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	2314
Entrepreneurs	2872
Employees	779
Other	
Women	3271
Men	1915

**Business Development Services**

Farmers  
Entrepreneurs  
Employees  
Other  
Women  
Men

**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 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

**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  
Total participating individuals  
Participating men  
Participating women

**Cooperatives**

Total 9  
# Participating business  
Total participating individuals  
# participating men  
# participating women

**Farmers Associations**

Total  
# Participating business  
Total participating individuals  
# participating men  
# participating women

**Business groups**

Total 52  
# participating business  
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

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

## 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
<b>Outcome 1: Improved understanding of the handicrafts and small furniture value chains in four provinces</b>								
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/colle ction.	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.	Electro nic version s.	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 production/colle	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, health and labor	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 standards.	Electro nic version s.	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.	ction.		standards available in 2010; report on income and crafts production in programme communes by the end of year 3.					
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.
<b>OUTCOME 2: An environmentally and economically sustainable increase in craft raw material growers'/collectors' incomes in four provinces</b>								
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"> <li>• 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.</li> <li>• TOTs have been conducted for value chains concerned.</li> </ul>	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><b>Specific support by value chain:</b></p> <p><b>DUONG/DO (hand-made paper):</b></p> <ul style="list-style-type: none"> <li>• 10 farmer households are trained on building nurseries and root cuttings exploitation methods and 20 households are trained on the planting and management technique of Duong tree</li> <li>• Support for nursery gardens for "Duong/Do" seedlings to preserve the plant variety with total of 20,000 seedlings;</li> <li>• 20,000 seedlings provided to 20 households to cultivate on 1.4ha of hilly land and in the gardens, including technical guidance and planting materials and fertilizer</li> </ul> <p><b>LACQUER:</b></p> <ul style="list-style-type: none"> <li>• 100 farmers in Phu Tho province have been provided training in lacquer propagation, seedling production, plant management, pest control, harvest and post harvest</li> <li>• Two nursery models of 500m2 were conducted to demonstrate lacquer propagation and seedling production technique</li> <li>• Demonstration of plant management model of lacquer supported for 19 households with total of 5 ha including support for planting materials, fertilizer and on-farm technical guidance</li> </ul> <p><b>LUNG bamboo</b></p> <ul style="list-style-type: none"> <li>• 150 farmer household and local staff are provided technical training on lung bamboo</li> </ul>	<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"> <li>• 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.</li> </ul> <p><b>RATTAN:</b></p> <ul style="list-style-type: none"> <li>• K83 variety used in 4 provinces</li> <li>• 721 farmers and local extension staff benefited from training on propagation, cultivation and harvest of rattan</li> <li>• Participatory demonstration intensive rattan cultivation approach with support to 38 households in 4.5ha in Nghe An;</li> <li>• Participatory demonstration on intercropping rattan with other existing perennial plants (Acacia) adopted with support for 67 households on more than 10ha in Nghe An;</li> <li>• Thanh Hoa: 106 households receive 23,700 young rattan plant for planting AND a nursery garden for rattan by the end of September.</li> <li>• Hoa Binh: 124 households receive 27,700 young rattan plants.</li> <li>• 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</li> </ul>				

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>acacia provided for intercropping rattan planting models</p> <p><b>SERICULTURE:</b></p> <ul style="list-style-type: none"> <li>• 160 farmers are provided training on mulberry plantation technique and silkworm rearing</li> <li>• 241 farmer households have been trained on mulberry and sericulture cultivation technique</li> <li>• 134 households are supported to cultivate the mulberry variety VH13 on total area of 13.25ha using the seedlings from nurseries established.</li> <li>• 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</li> <li>• 15 households received seeds and planting material for expansion of mulberry planting area on 7.5 ha</li> <li>• Support 5 household on experimental production of silkworm eggs for self sufficiency of the variety at local area.</li> <li>• 8 local extension workers and staff are trained along with the development of demonstration, FFS and training sessions for farmers.</li> </ul> <p><b>MEDIA BASED JP PRODUCTS PROMOTION:</b></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
				<ul style="list-style-type: none"> <li>A documentary movie approximate 15 minutes which illustrates all activities in the programme and highlight role of UN agencies such as FAO, UNIDO, ILO, ITC, UNCTAD in improving benefit and income of local people and two short documentary movies (approximate 5-10 minutes each) about selected value chains of bamboo/rattan and sericulture highlighting effectiveness of intervention activity in improvement of the value chains. These media products will be disseminated through different channels (Internet, seminars) for JP visibility promotion as well as dissemination of the achievements and lessons learnt of the JP.</li> </ul>				
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	
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. The remaining funds has been integrated into the results under the Output 2.1 in 2012 workplan.	Study tour reports; survey of partnerships established.	Interviews study tour participants 2011/2012.	FAO	Countries to be visited are open to provide information.
<b>OUTCOME 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces</b>								
Output 3.1:	No. and quality	Limited	2 staff of VIETCRAFT	<b>Study Tours</b>	Exporte	Annual exporter	ITC,	Availability of

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
Improved offer of market intelligence, market linkages and design services to rural crafts buyers and crafts producing communities /SMEs.	of improved services offered; availability of feasibility study for design center; organization of trade fair participations and buyer delegations; training workshops.	market information, design and trade fair services provided by VIETCRAFT and VIETRADE.	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 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	<p>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. In 2012 Vietcraft travelled to Russia to promote Lifestyle Vietnam during the Moscow Gift Fair.</p> <p>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><b>Building provincial trade promotion capacities</b> Following a Training Needs Assessment, a series of training workshops were delivered for officials from Promotion Organizations and enterprises in the four target provinces Phu Tho, Hoa Binh, Thanh Hoa and Nghe An. Training focused on e-commerce, trade fair participation, market research and data collection, and negotiation skills. In addition, capacity was built to enable companies to prepare and submit proposals to the National Trade Promotion Programme. A total of 89 provincial TPOs and 81 enterprises benefitted from training delivered in provinces concerned. TOT on trade promotion and e-commerce was provided to some 11 local trainers, which will receive continued support from Vietrade to enable continued delivery of quality training and coaching in provinces concerned.</p>	r survey; specimen feasibility study; workshop and study tour reports; trade fair report.	interviews 2011/2012; quarterly and annual JP reports.	ILO	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
			producer groups conducted by 2011.	<p><b>Design Support</b>  Besides an initial 8 in 2010, 18 companies in 2011 and another 4 companies in 2012 were identified to benefit from design support aimed towards developing new product collection. 30 new craft collections were developed for 12 companies in 2011, each consisting of 2-10 products and together forming a range of products for various applications in home environment. In 2012, new collections were designed for brooms, textiles, lacquerware, seagrass and bamboo. 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. In 2012, following trade fair participations in Asia, approximately USD 80,000 worth of sales was reported on JP designed collections.</p> <p><b>Lifestyle Vietnam promotion</b>  Support was also provided to Vietcraft to promote 'LifeStyle Vietnam' in both 2010, 2011 and 2012 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, USA and Japan through targeted communications and customized follow-up in order to mobilize a maximum of buyers to attend the fair. Together with the marketing effort from Vietcraft, more than 300</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>buyers from Japan and some 250 buyers from Europe visited the 2011 fair. In 2012 the number of buyers from Japan was around 250, whilst buyers from the US totalled 160. The number of buyers went down because of the economic crisis. However, number of buyers from new markets, (e.g. Mexico, Russia) went up due to promotional visits by Vietcraft.</p> <p><b>Building local capacities</b>            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><b>Capacity building</b>            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 trade fairs, 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><b>Trade Fair Participation</b></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

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>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. Some 7 companies participated in the New York International Gift Fair. Selected products were exhibited in the booth of Aid to Artisans, a well known artisans support organization in the US. Orders for samples worth approx. US\$ 7,000 were reported at the fair, and a number of prospective buyers were identified for companies concerned.</p> <p>8 SMEs were supported to participate in 'Lifestyle Vietnam 2010', 9 LifeStyle Vietnam 2011 and some 10 companies in 2012. These companies benefitted from different support activities (though not all in an equal manner), including design support, booth rental, coaching and business matchmaking. The latter also benefitted some other Vietnamese suppliers. 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. In 2012, JP companies that participated in the fair reported approx. 200,000 USD worth of orders by July, with many orders still pending (samples/quotations sent to buyers).</p> <p><b>Design Support</b> A three day workshop aimed to encourage</p>				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>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>In 2012 a team of international and national designers assisted some 6 companies in 2012 develop new product collections representing brooms, textiles, lacquerware, seagrass and bamboo.. These collections were displayed at LifeStyle Vietnam and China fairs and generated thus far approximately USD 80,000 worth of sales revenues.</p> <p><b>Fair Trade</b> 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 (approx. US\$ 2,000) 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 Trade by Fair Trade original from the</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>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><b>Export Marketing Guidelines</b> 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 still under development. The idea is to bring the guidelines on-line in an interactive manner, and disseminate the guidelines to companies through training.</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	SMEs have rudimentary business skills; occasional export experience only; limited compliance to labor standards, turnover, supply	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;	<ul style="list-style-type: none"> <li>• Adaptation and revisions of Empretec methodology to local context completed and translation to Vietnamese of all training material completed.</li> <li>• Assessment of entrepreneurial capabilities of handicraft producers in provinces completed.</li> <li>• 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</li> </ul>	Lists of participants attending workshops; introduction sheets and strategic plans	Business plan survey and impact assessment study in 2011; turnover, supply network and employment development survey on SME and producer group level in	UNCTAD, ILO	Local organizational capacity available; interest of local consultants in additional training; willingness of SMEs and producer groups to

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
	provinces supplying the SMEs; No. of additional jobs created on SME and producer group level; improved labor conditions.	network and employment figures of SMEs and producer groups to be established (field study).	2 TOTs and 2 SME workshops on compliance with labor standards conducted by 2012; strengthened capacity of service providers and SMEs on labor standards compliance.	<p>trainers in provinces by international master trainers. 1 trainer currently certified and 2 under certification.</p> <ul style="list-style-type: none"> <li>• 4 Empretec Training Workshops, 2 Business Planning workshops and 2 Financial Strategy workshops held in Hanoi.</li> <li>• 4 Empretec training workshops and 4 Business and Financial Planning workshops held in provinces (Nghe An, Hoa Binh, Thanh Hoa and Phu Tho).</li> <li>• Totally 172 entrepreneurs are trained and certified as Empretec, among whom 40 percent are women. One of them from provinces was selected among the 10 finalists of the Empretec Women in Business Award and attended the final ceremony in Qatar.</li> <li>• 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).</li> <li>• 21 empretec attended the Total Quality Management and lean production training in handicraft production organized in collaboration with the VPC (Vietnam Productivity Center), All of them belong to 5 value chain of JP.</li> </ul>	of SMEs, SME company data; specimen of EMPRETEC training material in Vietnamese; certificates and consultants reports.	2010 and 2012; quarterly and annual JP reports.		invest in business planning and 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>Completed three studies on</p> <ol style="list-style-type: none"> <li>(1) Studying and documenting methods for productivity improved work among value chain actors;</li> <li>(2) Establishing quantitative benchmarks for productivity among value chain;</li> <li>(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 use and reference of JP beneficiaries.</li> </ol> <ul style="list-style-type: none"> <li>• 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 by May 2012.</li> <li>• The WISH plus manual has completed the first draft with labour standard part for comments from related agencies/partners. This manual is expected to be completed in the third quarter</li> </ul>				

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
				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 shop-floor remedies delivered; 50 trainers of SMEs and vocational schools trained in sustainable design principles and 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><b>Cleaner production for SMEs</b></p> <ul style="list-style-type: none"> <li>Assessment on CP and D4S needs of handicraft's producers and traders was conducted for 5 value chains in 4 provinces. Report was completed with recommendations and inputs for developing training materials on Cleaner Production and D4S.</li> <li>Rapid integrated CP and D4S appraisals for 48 companies have been completed. Report was completed providing practical suggestions for improvements to each of the beneficiary enterprises.</li> <li>Conducted pilot models on (including supporting equipments and technical guidance) introduction of new cleaner production techniques in 8 companies/cooperatives of 5 value chains in 4 provinces, specifically: <ul style="list-style-type: none"> <li>+ Can Lieu cooperative (Phu Tho province): a bleaching tank coated composite, a laminated splitting machine, 1 Mobile sawing machine, a Drying room,</li> <li>+ HTX Vong Ngan (HOA BINH PROVINCE ): 40 double-frame loom)</li> <li>+ LV company (Phu Tho province): 1 Bamboo splitting machine), 1 Rough crushing machine), 1 Grinding powder machine)</li> <li>+ Quoc Dai Company (Thanh Hoa province): 4 Lung bamboo splitting machine)</li> </ul> </li> </ul>	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 techniques



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>+ Hoang Long company (Thanh Hoa): 1 Hot air drying room)            + Duc Thanh company ( Thanh Hoa ): 8 Reeling machine)            + Ngoc Canh company (Nghe An) : 1 Rattan splitting machine, 1 Sizing machine, 1 Rounded sizing machine            + Hoa Tien Cooperative (Nghe An province): a dyeing unit</p> <ul style="list-style-type: none"> <li>• 5 sets of Integrated training materials on CP &amp; D4S were developed for SMEs and producers.</li> <li>• 2 TOTs on CP and D4S for 40 trainers from SMEs and vocational schools, DARD, DOIT were organized. Third TOT on CP and D4S was delivered in June 2012 for 25 trainers in HCMC.</li> </ul> <p><b>Sustainable Design for SMEs</b></p> <ul style="list-style-type: none"> <li>• Conducted sustainable design support for 4 bamboo/rattan companies in 2011 resulting in some 25 products which were presented at Lifestyle 2011. In 2012, an additional 17 companies were supported to develop sustainable products and new collections for hand made paper, seagrass, coiled bamboo and rattan were displayed at Lifestyle 2012.</li> <li>• Joint development of “Craft and Design” book with ITC version 2011 and 2012</li> <li>• Report on sustainable design support were completed and circulated.</li> </ul>				

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 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 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><b>Training of Trainers</b></p> <ul style="list-style-type: none"> <li>• 1 TOT on SYB conducted which trained for 28 participants in four provinces</li> <li>• 1 TOT on Get AHEAD conducted to build knowledge on business skills and teaching skills for BDS of four provinces</li> <li>• 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...</li> <li>• 1 TOT on Mini WISH in Hoa Binh in December which benefited 20 participants who were selected from those had attended the OSH TOT trainings early 2011.</li> <li>• 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.</li> <li>• 12 new trainers/facilitators were improved their teaching skill on SYB through 4 coaching courses in four provinces on SYB.</li> </ul> <p><b>Training of Households</b></p> <p><b>Occupational safety and Health</b></p> <ul style="list-style-type: none"> <li>• 17 training courses of the Mini WISH programme were conducted to the potential home worker's volunteers in four target provinces and well accepted by the participants and highly appreciated by the</li> </ul>	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>companies/enterprises. Eight facilitators (two or three persons per province) joined these training courses as the resource persons.</p> <ul style="list-style-type: none"> <li>• 340 participants consisting of the potential five value chains home-based workers, representatives of the local women union and farmer association attended these training courses. During the workshop, the WISH approach and the practical training tools of the Mini WISH programme were transferred to all participants. The second part of the training workshop consisted of the practice session of the Mini WISH programme in the community;</li> <li>• The training materials were developed for the Mini WISH programme include (i) WISH photos book, (ii) WISH follow-up poster, (iii) WISH checklist sheet and (iv) the record/monitoring booklet.</li> <li>• Action plans for sustaining and disseminating the mini WISH programme was organized on the end of the training course. Each volunteer will take responsible to conduct at least 4 mini WISH workshops to 5 home workers and develop several follow-up activities to motivate the improvement actions of the home workers.</li> <li>• A follow up field visit in October was conducted by OSH specialist to evaluate and recognise the improvements after the TOE training courses.</li> <li>• An achievement workshop will be organized which is considered as the best ways to sustain and spread the improvement actions of the home workers participated to the WISH</li> </ul>				

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>programme. Provincial department would be the suitable level for organizing this workshop with full participation of the home worker's volunteers and managers of the enterprises. The provincial focal point members will take charge to organize these achievement workshops in collaboration with the enterprises. Typical volunteers will be selected as speakers to share good practices and improvement actions in their responsible clusters.</p> <p><b>Business Group Formation</b></p> <ul style="list-style-type: none"> <li>• 26 TOEs on Business Group Formation were delivered which included 04 coaching courses in four provinces. This activity was cooperated with Provincial Cooperative Alliance to provide training service under the supervision and monitoring of ILO and DARD/DOIT and local trainers.</li> <li>• 780 beneficiaries who are craft producers in four provinces were benefited from this activity. The first stage of following up activity have completed with the establishment of 52 business groups in four provinces.</li> <li>• Depending on the needs of each business groups of five value chains, an action plan was prepared for each province where 5 to 7 business groups were selected for further support. Different activities were implemented such as the (i) organization of a forum for bamboo handicraft production groups to meet and discuss with bamboo export companies. (ii)</li> </ul>				

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>A study visit was conducted for bamboo handicraft production groups in Nghe An to visit Lam Thien Loc company in Dien Van. The purpose of this visit was to look for a new market and make use of the by-products to produce incense for this company.</p> <ul style="list-style-type: none"> <li>Two business groups in Phu Tho province were advised to become cooperatives and with the strong support of Provincial Cooperative Alliance (PCA), these two cooperatives understand well the long-term benefits of this management type, including access to a preferable interest loan of maximum VND 500,000.</li> <li>Business groups were trained on business planning and management. With the consultation of PCA, each group has developed their own business plan for further implementation and supports. The local micro-finance institutions were also invited to consult business groups on the acceptability of their business plan to the MFI to access with available loans.</li> </ul> <p><b>Business Management</b></p> <ul style="list-style-type: none"> <li>26 TOE training courses organized in four provinces on Get Ahead have improved business skills for 900 beneficiaries who are mainly craft producers.</li> <li>120 trainees were benefited from SYB courses which were facilitated by 16 local trainers in four provinces</li> </ul>				

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><b>Microfinance</b></p> <ul style="list-style-type: none"> <li>• 59 representatives from business groups improved knowledge on microfinance management. For example, basic understanding about how to make monthly household budget: income and expenses. Attention was given to the application of the budgeting: how to raise income and control expenses.</li> <li>• On savings practices, participants learned how to make a savings plan for individuals and families. The importance of savings in life and in business development.</li> <li>• Action plans were prepared by themselves for applying the shared knowledge. Those action plans will be implemented by business groups with close follow up and supervision of the PCA. Microfinance support is planned for business groups that have been established in four provinces.</li> <li>• A microfinance mapping research will be conducted to identify the needs and demands of both sides, the craft producers and local microfinance institutions.</li> </ul>				
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;	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	<p><b>Productivity enhancement at producer level</b></p> <ul style="list-style-type: none"> <li>• 48 courses have been identified for grass-root training on Cleaner Production in 2012, targeting some 1,430 household craft producers; 15 courses were organized by end of first half year and the remaining are completed in August 2012.</li> <li>• 3 advanced vocational training courses have</li> </ul>	Participants lists; surveys; study tours and consult	Baseline survey of SMEs 2010; mid-term interviews in 2011; end-of-project survey of SMEs 2012; quarterly and	UNIDO	Global economic crisis subsides by 2010/2011; grassroots craft producers adopt

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
	hazardous chemicals used.		improve productivity and decrease resource use introduced in 5 value chains at 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>been conducted in the first half of 2012, with an additional six more planned during the second half (benefitting some 260 household craft producers). Total of 9 vocational training courses for sericulture, bamboo/rattan, handmade paper and sea- grass focus on fostering skills development for trainees to be able to produce handicraft items with consistent high quality that meet market requirements.</p> <ul style="list-style-type: none"> <li>Provide tools, equipments and techniques for households of 5 selected communes of 5 value chains to improve productivity and decrease resource use. Specifically: <ul style="list-style-type: none"> <li>+ Dien Van- Dien Chau commune (Nghe An) : 9 sets of bamboo splitting machines</li> <li>+ Nga Tan commune (Thanh Hoa) : 30 sets of seagrass twisting, splitting and cutting machines</li> <li>+ Thieu Do commune (Thanh Hoa): 4 sericulture reeling machines, 3 composite tanks</li> <li>+ Suoi Co commune (Hoa Binh): 2 boiling tank, 2 paper making tank coated composite, 4 paper making frame, 1 stainless steel pressing machine</li> <li>+ Tho Van – Di Nau (Phu Tho) : 6 kits of lacquer measurers</li> </ul> </li> </ul> <p><b>Silk dyeing</b></p> <ul style="list-style-type: none"> <li>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</li> </ul>	ants reports; specimen good practice cases.	annual JP reports.		productivity improving, sustainable production and design techniques.

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>recommended proposals for improvement.</p> <ul style="list-style-type: none"> <li>• A technical seminar on silk dying was organized in Jan 2011 sharing national and international experiences</li> <li>• Delivery of trial improvement in Hoa Tien commune. One set of silk dying equipment was provided for common use of the Hoa Tien cooperative to improve the dying process thereof in aspects of increased scale and improved dying quality. The cooperative were also provided training on operating the equipment and production.</li> </ul> <p><b>Processing on natural lacquer</b></p> <ul style="list-style-type: none"> <li>• A technical seminar on lacquer processing was organized in March 2011 by Japanese expert from Meiji University and national expert from HUST sharing Japanese experiences.</li> <li>• International expert on lacquer from Chinese Academy of Forestry conducted field assessment and delivered a technical workshop in Jan 2012 in Phu Tho sharing Chinese experiences on lacquer harvesting, collection and processing.</li> <li>• A study tour for Vietnamese lacquerware producers, local Government staff, experts and researchers to study the lacquer-ware industry in China and market linkage promotion in May 2012.</li> <li>• A National expert from HUST was sent to Meiji University to cooperate with Prof. Miyakoshi in June 2012 to determine lacquer characteristics</li> </ul>				



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 processing parameters.</p> <ul style="list-style-type: none"> <li>Lacquer sap have been collected monthly and sent to Meiji university for analysis and lab-scale refining research. Assessment of technology on lacquer processing was completed by Japanese expert from Meiji University and national expert from HUST. Report was completed with recommended proposals for improvement.</li> </ul> <p><b>Branding</b></p> <ul style="list-style-type: none"> <li>Concept note for branding development and sustainable criteria was developed for handicraft.</li> <li>The first consultation workshop was held on 5th March for refining assessment criteria.</li> <li>An officer of Vietrade attended a Training workshop on Value Chain in India from 1-4 March 2011.</li> </ul>				
<b>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</b>								
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><b>Local Economic Development</b></p> <ul style="list-style-type: none"> <li>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 to LED and linkage between LED and value chains;</li> <li>4 LED forums were organized in 4 project provinces. The 5 value chains in 4 provinces were reviewed and updated. 4 action plans were developed with prioritized activities. Business Environment Assessments in 5 value</li> </ul>	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>chains 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"> <li>• Summary forum report completed with action plans of four provinces for further supports.</li> <li>• In the consultation by the PMU and as supported and agreed with provincial counterparts in four provinces, the idea of establishment of provincial advisory groups was highly appreciated to ensure the continuity of JP activities.</li> </ul>				
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.

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
<b>1.1 Baseline and monitoring studies in four provinces, good practice cases on raw materials producers/collectors and their suppliers.</b>										
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	
	<b>1.1 Sub-Total</b>						<b>108,000</b>			
<b>1.2 Baseline and monitoring studies in four provinces; good practice cases on grassroots crafts and small furniture producers, collectors, traders, buyers and exporters.</b>										

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
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	
	<b>1.2 Sub-Total</b>						<b>91,000</b>			
<b>1.3 Integrated value chain baseline and monitoring studies &amp; dissemination.</b>										

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%
	<b>1.3 Subtotal</b>						<b>81,120</b>			
<b>2.1 Improved production capacity of farmers (quantity and quality).</b>										

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	101,788	101,788	138%
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	148,382	128,382	103%

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	22,246	19,800	86%
	<b>2.1 Sub-Total</b>						<b>385,100</b>			
<b>2.2 Improved farmer sales capacity</b>										
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			
	<b>2.2 Sub-Total</b>						<b>35,000</b>			
<b>2.3 International and national links established (e.g. through INBAR).</b>										
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	40,477	40,477	101%
	<b>2.3 Sub-Total</b>						<b>40,000</b>			
<b>3.1 Improved offer of market intelligence, market linkages and design services to rural crafts buyers and crafts producing communities /SMEs.</b>										

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	7,586	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	117,675	92,955	174%
<b>3.1 Sub-Total</b>							<b>350,360</b>			
<b>3.2. Improved market knowledge and market links of key crafts enterprises for the four provinces.</b>										
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	119,766	115,562	64%
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	38,358	26,228	180%
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%
<b>3.2 Sub-Total</b>							<b>220,320</b>			
<b>3.3 Improved business management and business plan implementation capacity of SME crafts &amp; small furniture producers.</b>										

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
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	87,487	85,445	114%
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	206,539	184,891	99%

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 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	39,247	23,247	75%
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%
<b>3.3 Sub-Total</b>							<b>449,500</b>			
<b>3.4 Improved production and clean design capacity of SME crafts &amp; furniture producers and SME raw material processors.</b>										
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	21,301	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	16,468	38%

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
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	36,619	25,403	133%
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	0	0	0%
	<b>3.4 Sub-Total</b>						<b>144,000</b>			
<b>3.5 Improved business management skills and business representation of grassroots crafts &amp; furniture producers.</b>										
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	55,927	40,964	180%

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
1,500 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	223,704	195,252	84%
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	14,800	10,769	36%
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%
	<b>3.5 Sub-Total</b>						<b>424,000</b>			
<b>3.6 Improved green production capacities of grassroots crafts &amp; furniture producers.</b>										

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
1,500 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	142,619	92,102	67%
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	122,539	42,730	114%
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	56,969	30,140	60%
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	3,795	2,777	21%

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
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			
<b>4.1 Provincial action plans for crafts and small furniture sectors in each province developed and backed by the public and private sector</b>										
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			
<b>4.2 Policy recommendations for the national and international level for the sustainable development of income generation for the poor.</b>										

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
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%
	<b>4.2 Sub-Total</b>						<b>35,280</b>			
<b>5.1 Effective coordination and monitoring of the delivery of all programme components at the provincial level.</b>										
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	392,871	384,044	95%
	National staff	x	x	x	ITC	VIETCRAFT	168,480	123,929	51,548	74%
	Programme office running costs	x	x	x	ITC	VIETCRAFT	112,008	65,311	43,422	58%
	ITC HQ travel costs	x	x	x	ITC	VIETCRAFT	15,600	22,253	22,253	143%
	Provincial coordinators DARD/DOIT	x	x	x	ITC	VIETCRAFT	52,000	36,357	46,561	70%



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%
<b>5 Sub-Total</b>							<b>787,158</b>			
<b>6 Formulation advance</b>					UNIDO		<b>20,000</b>	<b>18,530</b>	<b>18,530</b>	<b>93%</b>
FAO	Programme Cost						568,100	540,093	517,647	95%
	Indirect Support Cost						39,767	37,807	36,235	95%
ITC	Programme Cost						1,416,718	1,108,757	926,208	78%
	Indirect Support Cost						99,170	77,613	64,835	78%
ILO	Programme Cost						639,000	487,248	437,712	76%
	Indirect Support Cost						44,730	34,107	30,640	76%
UNIDO	Programme Cost						724,000	474,323	289,106	66%
	Indirect Support Cost						50,680	33,203	20,237	66%
UNCTAD	Programme Cost						390,500	386,613	346,923	99%
	Indirect Support Cost						27,335	27,063	24,285	99%
<b>Total</b>	<b>Programme Cost</b>						<b>3,738,318</b>	<b>2,997,034</b>	<b>2,517,596</b>	<b>80%</b>
	<b>Indirect Support Cost</b>						<b>261,682</b>	<b>209,792</b>	<b>176,232</b>	<b>80%</b>
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	<b>Total</b>						<b>4,000,000</b>	<b>3,206,826</b>	<b>2,693,828</b>	<b>80%</b>