



# FINAL NARRATIVE REPORT

**Vietnam**

Thematic window  
Development and the Private Sector

**Programme Title:**

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

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August | **2013**

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# Prologue

The MDG Achievement Fund was established in 2007 through a landmark agreement signed between the Government of Spain and the UN system. With a total contribution of approximately USD 900 million, the MDG-Fund has financed 130 joint programmes in eight Thematic Windows, in 50 countries around the world.

The joint programme final narrative report is prepared by the joint programme team. It reflects the final programme review conducted by the Programme Management Committee and National Steering Committee to assess results against expected outcomes and outputs.

The report is divided into five (5) sections. Section I provides a brief introduction on the socio economic context and the development problems addressed by the joint programme, and lists the joint programme outcomes and associated outputs. Section II is an assessment of the joint programme results. Section III collects good practices and lessons learned. Section IV covers the financial status of the joint programme; and Section V is for other comments and/or additional information.

We thank our national partners and the United Nations Country Team, as well as the joint programme team for their efforts in undertaking this final narrative report.

MDG-F Secretariat

*The analysis and recommendations of this evaluation are those of the evaluator and do not necessarily reflect the views of the Joint Programme or MDG-F Secretariat.*

**FINAL MDG-F JOINT PROGRAMME  
NARRATIVE REPORT**

<p><b>Participating UN Organization(s)</b></p> <ul style="list-style-type: none"> <li>• International Trade Centre (ITC)</li> <li>• United Nations Industrial Development Organization (UNIDO)</li> <li>• International Labour Organization (ILO)</li> <li>• Food and Agriculture Organization (FAO)</li> <li>• United Nations Conference on Trade and Development (UNCTAD)</li> </ul>	<p><b>Sector(s)/Area(s)/Theme(s)</b></p> <p>Development and Private Sector Window</p>
<p><b>Joint Programme Title</b></p> <p>Green Production and Trade to Increase Income and Employment Opportunities for the Rural Poor</p>	<p><b>Joint Programme Number</b></p> <p>MDGF 2065 MDTF Atlas Project No: 00067261</p>
<p><b>Joint Programme Cost</b></p> <p><b>[Fund Contribution]:</b> USD 4,345,610</p> <p><b>Govt. Contribution:</b> USD 120,000</p> <p><b>Other:</b></p> <p><b>Total:</b> USD 4,465,610</p>	<p><b>Joint Programme [Location]</b></p> <p><b>Region (s):</b> Northern Vietnam</p> <p><b>Province(s):</b> Nghe An, Thanh Hoa, Hoa Binh, Phu Tho</p> <p><b>District(s)</b> Quynh Luu, Yen Thanh, Dien Chau, Nong Cong, Nhu Thanh, Nga Son, Thieu Hoa, Lac Son, Mai Chau, Luong Son. Cam Khe and Tam Nong</p>
<p><b>Final Joint Programme Evaluation</b></p> <p><b>Final Evaluation Done</b> Yes</p> <p><b>Evaluation Report Attached</b> Yes</p> <p><b>Date of delivery of final report:</b> 14 June 2013</p>	<p><b>Joint Programme Timeline</b></p> <p><b>Original start date :</b> 3 February 2010</p> <p><b>Final end date:</b> 30 June 2013</p>
<p><b>Participating Implementing Line Ministries and/or other organisations (CSO, etc)</b></p> <ul style="list-style-type: none"> <li>• Vietrade (Vietnam Trade Promotion Agency); Ministry of Industry and Trade</li> <li>• Vietcraft (Vietnam Handicraft Exporters Association)</li> <li>• Handicraft Research and Promotion Centre (HRPC)</li> <li>• RUDEC (Rural Development Center); Ministry of Agriculture and Rural Development</li> <li>• Vietnam Chamber of Commerce and Industry (VCCI)</li> <li>• Vietnam Rural Industries Research and Development Institute (VIRI)</li> <li>• Northern Mountainous Agriculture and Forestry Science Institute (NOMAFSI)</li> <li>• Vietnam Cooperatives Alliance (VCA)</li> <li>• Vietnam Cleaner Production Center (VNCPC)</li> <li>• Department of Industry and Trade (DOIT)</li> <li>• Department of Agriculture and Rural Development (DARD)</li> <li>• Department of Labour, Invalids and Social Affairs (DOLISA)</li> </ul>	

## **I. PURPOSE**

### **a. Provide a brief introduction on the socio economical context and the development problems addressed by the programme.**

Reducing poverty and improving livelihoods in rural areas and among ethnic minority communities has been a continual challenge in Viet Nam, despite its status as a Middle Income Country since 2010. The average poverty rate in Vietnam has been dramatically reduced from 58.1% in 1993 to 12% in 2011. However, poverty remains widespread and is particularly persistent for certain groups of society. There are significant differences between urban and rural areas as well as between the ethnicity of Vietnam's population. However, inequality is widening quickly between urban and rural areas as well as between Vietnam's ethnic minority groups. Poverty is concentrated predominantly in rural areas (91%) and ethnic minorities, which comprise 14% of the population, but make up 47% of Vietnam's poor in 2010 (compared to 29% in 1998).

In many rural areas of Vietnam, agriculture remains the most important economic sector. However, the income generated from farming is often not sufficient for smallholder farmers to reach an income level above the national poverty line of 500,000 VND per capita/month (about 0.80 \$ per day). The cultivation and processing of natural raw material and the production of handicrafts, mostly undertaken at times when farm work slows down, constitute some of the most important sources of additional income for farmers. In fact, the additional income generated from handicraft production or the cultivation of raw materials needed for craft production will often decide whether or not the smallholder farmer can lead a life below or above the national poverty line. In addition, evidence shows that an increase in market participation of poor rural households substantially contributes to sustainable poverty reduction and a more equitable distribution of the benefits of economic growth. There is definitely a huge potential for poor people to participate in markets as producers, workers, traders, as well as consumers.

Handicraft production in Vietnam is deeply rooted in the culture and traditions of its people. Promoting a rapidly growing handicraft industry in Vietnam is part of the Vietnamese government's plan to foster economic development across all regions of the country, reducing unemployment, especially in the rural areas, and raising exports. Vietnam is gradually revealing both its potential and the wide range of its products to the international handicraft markets. The handicraft sector has created millions of jobs for local workers, elevating their living standards while helping to preserve ancient traditions. In general, handicrafts are produced at household level, whereas product finishing, packaging and trading are mostly undertaken by SMEs. Several hundred crafts exporters with large producer networks throughout the country are providing employment for 1.35 million people in some 2,000 craft villages.

Against this background, the Government has issued Decree No.66 on the development of rural industries in Vietnam, considering it as one of the top priorities for rural development. Particularly, the Government developed a framework for External Assistance to the Development of Ethnic Minorities. This framework resulted in a strategy for the development of ethnic minority people within the Government's goal of stability, sustainable growth and reduction of poverty. Some key points of this framework are: (i) To fight against poverty; (ii) To encourage active participation of the populations of ethnic minorities in their own development; (iii) To reinforce the institutions involving ethnic minorities; and (iv) To develop natural and human resources in a sustainable manner.

With regard to socio-economic development of the rural poor, there is a very important role to be played by women. There is overwhelming evidence that enhanced opportunities for women

contributes to economic and social empowerment of women. Since women are mainly responsible for ensuring the well-being of their family, women's empowerment can have a direct impact on the overall well-being and quality of life of their family, and can contribute to poverty reduction and accelerated economic growth. However, opportunities for women are still limited in many developing countries. Women face obstacles to obtain the knowledge and skills necessary for starting and expanding successful micro-businesses due to their limited access to education and technical training. Vietnam is no exception. Although training programmes on starting or improving a business are available in Viet Nam, most programmes are made for those with a certain degree of formal education, and they are less suitable for low-income women who often have limited opportunities to benefit from training and education. Women tend to work significant longer hours than men, being responsible for a variety of tasks, including agricultural work, managing small businesses and being the primary caretaker of the family household. This leaves little time to attend training to improve their knowledge and skills, or to seek support from networks and institutions to improve their business. As a result, many low-income women face a continuous struggle to increase their income from their business in order to improve their livelihoods.

Recognizing the need to increase income and to promote employment opportunities for the rural poor in Vietnam, the Government of Vietnam and the United Nations launched a Joint Programme on Green Production and Trade to Increase Income and Employment Opportunities for the Rural Poor in 2010. The programme supports the handicrafts sector, recognizing its importance as an important source of income for smallholder farmers and landless poor. Some 4,000 raw material growers/collectors and craft producers from rural communes and ethnic minorities have been included in the list of beneficiaries.

The Joint Programme aims to increase income and employment of raw material growers and grassroots producers of handicrafts and small furniture in the four northern provinces Thanh Hoa, Nghe An, Hoa Binh and Phu Tho. These provinces were selected due to: (i) the high incidence of poverty, especially among ethnic minorities; (ii) the concentration of raw materials and local production of crafts; and (iii) the possibility to build synergies with past and ongoing development activities.

The four provinces of Thanh Hoa, Nghe An, Hoa Binh and Phu Tho are home to 11 out of the 61 poorest districts in Viet Nam. 20% of the households in the 13 districts targeted by the programme live below the national poverty line of 200,000 VND/per capita/month (about 0.35 US\$ per day). Depending on the province and value chain, between 65-80 percent of the farmers/craft producers are women and ethnic minorities residing in remote areas, who are disproportionately affected by poverty.

**b. List joint programme outcomes and associated outputs as per the final approved version of the joint programme Document or last agreed revision.**

Outcome 1: Improved understanding of the handicrafts and small furniture value chains in four provinces.

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.

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.

**c. Explain the overall contribution of the joint programme to National Plan and Priorities**

The programme is very much in line with Government policy. The programme is based on Vietnam's crafts sector export strategy, approved by the Government in 2007. The programme is furthermore in line the top Government priorities for rural industries development (Decree No. 61) and on Government's Resolution No. 30a for a speedy and sustainable poverty reduction program for the 62 poor districts in Vietnam. Finally, the JP is in line with the country's 10 year Socio-Economic Development Strategy and five year Socio-economic Development Plan (SEDP) 2005-2010 and 2011-2015.

The development of the handicraft sector as a source of additional rural incomes is a top priority of the GoV. This is inter alia reflected in several objectives of the Vietnamese National Target Programmes (NTPs), in particular: NTP 1 focusing on job creation and vocational training for rural labor, NTP 13 aiming to support the development of "new rural area" or "tam nong" and NTP 16 tackling pollution, particularly objective 1 on "resolving environmental pollution at handicraft villages".

The JP responds well to several recently enacted policies and strategies, such promoting the development of rural industries, and the Prime Minister's Decision on developing the bamboo sector.

**d. Describe and assess how the programme development partners have jointly contributed to achieve development results**

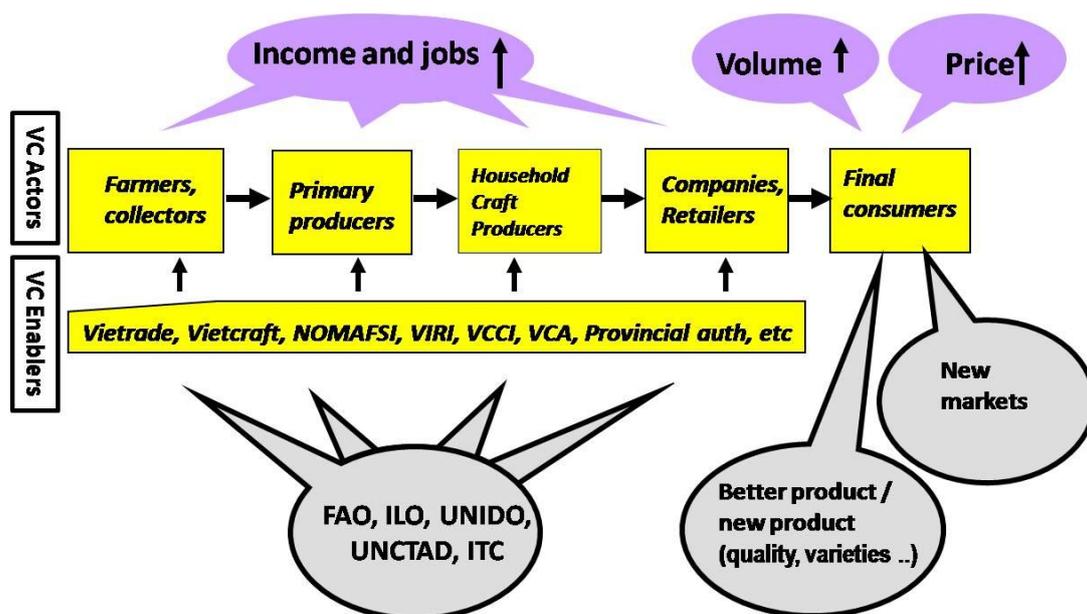
The Joint Programme aims to increase income and employment of raw material growers/collectors and grassroots producers of handicrafts and small furniture in the four northern provinces Thanh Hoa, Nghe An, Hoa Binh and Phu Tho. The national coordinating authority (Line Agency) is the Ministry of Industry and Trade (MOIT). The project owner (national implementing partner) on behalf of the MOIT is the Vietnam National Trade Promotion Organization VIETRADE. Under the coordination of VIETRADE, the Vietnam Handicraft Exporters Association VIETCRAFT is the lead partner in managing and coordinating inputs and delivering outputs.

The programme applied a value chain approach to develop better integrated, pro-poor and environmentally sustainable "green" value chains, enabling poor growers, collectors and producers to improve their skills and products, and to link these to more profitable markets. The approach combines the complementary and comparative expertise of five UN agencies, including the Food and Agriculture Organization (FAO), the international Labour Organization (ILO), the United Nations Industrial Development Organization (UNIDO), the United Nations Conference of Trade and Development (UNCTAD), and the International Trade Centre (ITC), each bringing in their core competence on market development, trade, SME promotion, cleaner production, empowering of grassroots producers and smallholder farmer development. The approach is explained in the below Figure.



The clear division of tasks between agencies prevented overlaps. The flipside was that it did not sufficiently stimulate synergies (e.g. joint-activities). Some positive exceptions are noted (e.g. UNIDO and ITC’s joint-input on product design, UNIDO, ILO and ITC on baseline and endline surveys). Although agencies worked largely in parallel, their input did converge at the beneficiary level.

The respective UN agencies deliver its services in cooperation with a number of partner institutions at national and provincial level, thus increasing the likelihood that local capacities are built and institutionalized. All project outputs are directed towards changing the systemic competitiveness of the value chain and shall together lead to higher income of beneficiaries. Improved productivity in raw material collection, processing, production, environmental sustainability, compliance with market requirements, trade promotion will lead to increased sales volume and/or higher prices and thus higher income for stakeholders along the value chain, as represented visually in the diagram below:



## II. ASSESSMENT OF JOINT PROGRAMME RESULTS

### a. Report on the key outcomes achieved and explain any variance in achieved versus planned results. The narrative should be results oriented to present results and illustrate impacts of the pilot at policy level)

The Joint Program has achieved significant results for all the four provinces and led to an important foundation for future development of the value chains under assistance as well as for replication of the implemented model to a broader scale in each locality. With value chain approach, the JP spreads its intervention to all functions of the chains and creates impact not only on the rural poor, who take care of inputs/materials, primary processing and production, but also on enterprises and cooperatives, which remain a driver for sustaining jobs and incomes for the poor. The key outcomes relate to the following: (i) income development at poor rural household level; (ii) Improvement in Working Conditions; (iii) Sales and Employment Creation at Company level; (iv) Environmental Protection; (v) policy support.

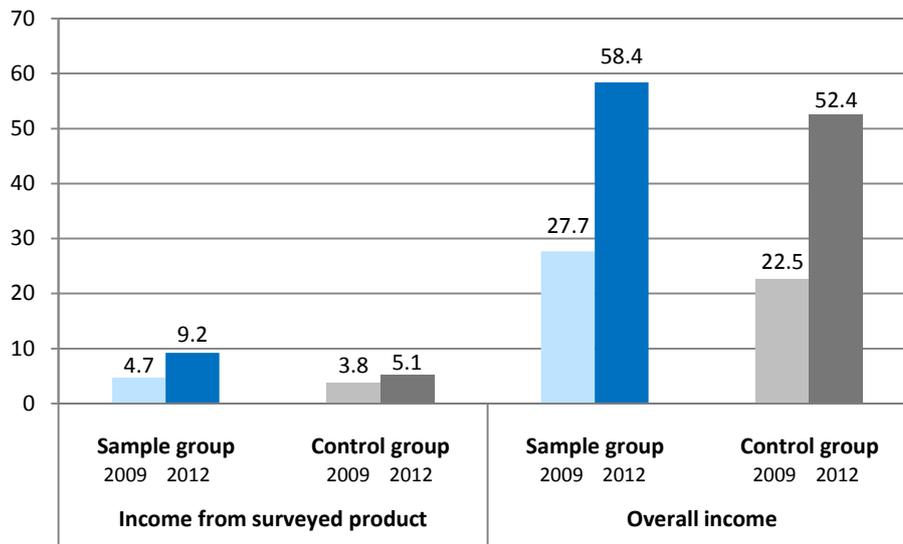
#### **Income Development at household level**

The impact assessment shows that the average annual income of households in the group of project beneficiaries increased from 27.7 million VND in 2009 to 58.4 million VND in 2012 (nominal increase of 110.8%) which is equivalent to an inflation-adjusted real overall income increase of 52.4%. The average annual income from surveyed products – i.e. the products of the respective value chains such as bamboo & rattan, sericulture/silk, sea grass, lacquer/lacquer ware and handmade paper -increased from 4.7 million VND in 2009 to 9.2 million VND in 2012 (increase of 97.5%) which is equivalent to a real income increase from surveyed products of 41.5%.

The comparison between sample group and control group at aggregated level (craft producers and raw material growers combined) shows that the overall income developed similarly. The project sample group still has a higher total income and the income difference between sample group and control group remained stable (5.5 million VND in 2009 compared to 6 million VND in 2012). In between baseline and endline survey, the income increase achieved by the control group is even higher than that of the project sample group due to higher income from other sources outside the agriculture and handicraft sector. The dominating factor for household income increase in both sample group and control group are other income sources.

While the overall income increase does not show a big difference between sample group and control group, the income development from the surveyed products (bamboo & rattan, sericulture/silk, sea grass, lacquer/lacquer ware and handmade paper) does. The income increase from the surveyed products is nearly three times higher in the sample group than in the control group. This is particularly the case in the sericulture/silk value chain, where the income from surveyed products contributed 26.5% to the overall household income in 2012 (compared to 16.7% in 2009), while the control group's income from sericulture/silk only contributed only 8.2% to the overall household income in 2012.

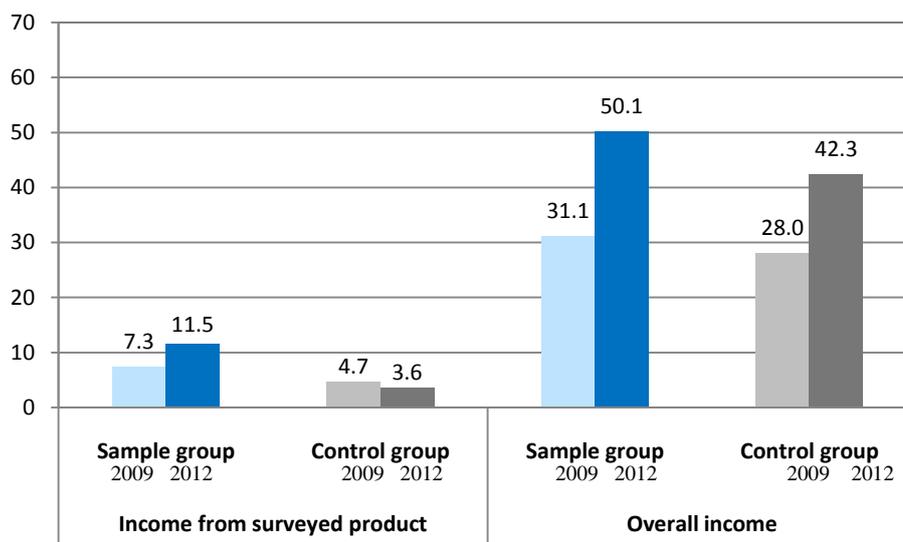
Figure 1: Average household income and income from surveyed products (in million VND/household)



**Income increase surveyed product sample group: 95.7%**  
**Income increase surveyed product control group: 34.2%**

The craft producing households supported by the programme increased their overall income from 31.1 million VND/household to 50.1 million VND per household. This means an inflation adjusted real income increase of 16.5% compared to 9.2% for the control group. The income from surveyed crafts contributed 23% to the overall household income of the sample group in 2012, while this is only 8.5% in the control group. While there was no significant statistical difference between sample group and control group in the income from surveyed products in the baseline survey, there is a significant statistical difference in the endline survey. This implies that the programme has contributed significantly to the income increase from surveyed products at craft producer level.

Figure 2: Average income/income from surveyed products of craft producers (in million VND/household)



The raw material suppliers supported by the programme reached an average household income of 64.8 million VND in 2012 (real income increase of 86.7%). The overall income in the control group remained with 59.0 million at lower level, but showed a steep real income increase of 224.5% which is largely due to the fact that a few households had opened transport companies, shops or received outstanding incomes from family members working in factories or abroad.

The average annual income of supported raw material suppliers from surveyed products increased from 2.7 million VND in 2009 to 7.5 million VND in 2012 (real income increase of 100.8%) despite the fact that first effects from the plantation of bamboo & rattan and lacquer trees can only be expected in 2014. The increase in income achieved from surveyed products in the control group remained with 6.1 million VND at lower level (real income increase of 37.8%), but there is no significant statistical difference visible yet between the overall household income or the income from surveyed products between sample group and control group in both baseline and endline survey.

### **Improvement in Working Conditions**

With regard to Occupational Safety and Health, the number of craft producing households reporting work accidents decreased significantly during the project period. Moreover, the frequency of accidents was also reduced. While 90% of the households in the sample group reported more than 5 accidents per year in 2009, all households in the sample group did not have more than 5 accidents in 2012. SMEs report a strong decrease of work accidents as well and the percentage of companies with emergency equipment increased. However, in all cases, the sample group and the control group are showing similar results.

The cooperation between farmers and craft producers was strengthened in so far as 23.3% of the programme beneficiaries do now belong to cooperatives, while this was only the case for 5% in 2009 and while this increase was reported much less in the control group.

Beneficiaries have reported an increased productivity due to the innovative equipment and tools supplied by the programme which seems to have been an important factor for income increase at processing level. This applies to different value chains and equipment such as weaving looms which allowed weavers to diversify their product range or bamboo splitting machines which allowed them to undertake a first raw material processing.

### **Sales and Employment at Company level**

The 21 surveyed SMEs which participated in the programme developed much better than the 10 SMEs surveyed in the control group. The average annual turnover of the surveyed SMEs supported by the project more or less doubled from 18.0 billion VND in 2009 to 36.9 billion VND in 2012. This is equivalent to a real turnover increase of 47.9% which compares to a real turnover decrease in the control group of 46.3% in the same period. The turnover increase achieved by the SMEs supported by the project suggests that the capacity building activities undertaken by the programme were successful and that the support indeed made a difference to the SMEs.

The successful development of the SMEs supported by the programme led to a significant employment increase. In the SMEs in the sample group, the number of jobs on average more than doubled from 41.2 fulltime jobs/SME in 2009 to 87.2 fulltime jobs/SME in 2012. This means that 966 new fulltime jobs have been created in the surveyed 21 SMEs supported by the project. Two-third of the newly created fulltime jobs benefit female employees (665 new fulltime jobs for women). Part-time employment also went up sharply, from 91.9 part-time employees per company in 2009 to 370.8 part-time employees in 2012. The total number of part-time jobs created in the 21 surveyed SMEs supported by the project is 5,857. While the part-time employment of men went down, a total of 6,185 part-time jobs were created for women. The findings related to both fulltime and part-time employment underline the relevance of the handicraft sector for women employment and suggest that the programme has had an impact on employment creation.

The employment figures obtained from households also show that the programme has had a positive employment effect on household level. While the impact has not been as significant as it has been at SME level, nevertheless, a large number of part-time jobs have been created within the families. Particularly part-time jobs in households in the four provinces provide income opportunities for the resource-poor and less-skilled population in rural areas. An important poverty alleviation impact of the project can be assumed at this level as well.

### **Environmental Protection**

With regard to an increase in the average cultivation area per household, an impact can only be observed in the sericulture/silk value chain, where the average area per household doubled from 0.55 ha/household to 1.13 ha/household in the beneficiaries group, while the control group remained more or less at the same level as before. While there is no important change in the area under cultivation/harvesting per household (except in sericulture), the number of trees planted has been significantly increased with support from the programme. Bamboo & rattan households planted on average 1,414 bamboo & rattan seedlings per household, which is nearly two times more than in the control group. For the 104 bamboo & rattan households surveyed in the sample group, this makes a total of 147,056 new plants. In sericulture, sea grass and handmade paper, the sample group planted a large number of high-quality and new hybrid variety seedlings as well (average of 2,156 mulberry trees per farmer, 1005 sea grass seedlings per farmer, 1,579 trees for handmade paper production per farmer), while no new planting activities were observed in the control group. The planting activities undertaken by the farmers are long-term investments and can be a stable source of income from which the households and communes can benefit in future.

The programme has also made a contribution towards environmental protection as large areas of bamboo & rattan are now under protection in the supported communes. Some communes report that up to 700 ha of natural bamboo forest have been preserved in the commune. Based on sustainable exploitation, commune examples suggest that this generates an income of about 6 million VND/household and year for a large number of households.

The number of households applying environmental regulations in the beneficiaries group rose from 2 households in 2009 to 118 households in 2012. This is equivalent to 52.0% of all households in the beneficiaries group, while the percentage of households applying environmental regulations in the control group was 39.7% in 2012. Based on the Cleaner Production Training, households report minimized use of toxic chemicals, use of natural dyes, more efficient use of by-products, careful treatment of wastewater etc. 20% of surveyed households in the beneficiaries group do now collect waste or recycle waste, while this percentage was only 2% in 2009 and only 5.5% in the control group in 2012. The percentage of companies applying environmental regulations nearly doubled from 38.1% to 71.4%, though this picture is similar in the control group. There is no statistical effect visible in terms of improvement of water drainage system or wastewater treatment system.

### **Policy Support**

The option to establish provincial advisory boards were discussed in all programme provinces; however, with the higher number of beneficiaries, in particular in the bamboo and rattan value chain the advisory bodies were established in Nghe An and Thanh Hoa provinces. The mandate of the Provincial Advisory Boards, which will continue to exist beyond the duration of the programme, is to foster interdepartmental collaboration to support the creation of income and employment opportunities for poor rural households engaged in craft-related value chains, such as bamboo, rattan and mulberry. In addition, the boards are responsible for the creation of favorable conditions for the successful implementation of relevant projects and for the provision of policy recommendations and guidance for local economic development.

Lessons learned from the programme encouraged provincial advisory boards already to mobilize sources of provincial funding for up-scaling and replication of programme activities. Following the decision to establish the board in Nghe An province, the provincial authorities developed a decision from the Provincial People's Committee to develop the bamboo/rattan and sericulture value chains. Objectives include the creation of 5,000 permanent and 8,000 part-time jobs by 2015 and 8,000 permanent and 30,000 part-time jobs by 2020. The decision furthermore aims to generate income of 3.5 million VND/month for regular employees and 2.5 million VND/month for casual labor in 2020.

Also, the programme assisted the Ministry of Agriculture and Rural Development (MARD) to develop a circular which provides implementation guidance for Decision No. 11/2011/QD-TTg on incentive policies for rattan and bamboo industry development.

**b. In what way do you feel that the capacities developed during the implementation of the joint programme have contributed to the achievement of the outcomes?**

The programme conducted Training of Trainers (TOT) workshops as an approach to strengthen the capacity of local institutions to provide support to local women and men and transferring key technical knowledge and skills to strengthen the local enterprises and promoting gender equality. Staff of provincial institutions, including the Department of Agriculture and Rural Development, the Cooperative Alliance, the Department of Labour, Invalids and Social Affairs, and the Women's Union, were empowered to become trainers on key topics. This contributed to the availability of good quality service provision.

Household craft producers, especially group leaders, gained renewed confidence in working and communicating with potential customers as a result of their participation in various training and trade fairs. Household producers benefited from a wide range of capacity building support activities to strengthen their group and business management skills, which included Business group Formation, Gender and Entrepreneurship Together for Women in Enterprise (GET Ahead), Entrepreneurial Behavior through EMPRETEC, and effective Trade Fair participation. The programme has helped to form some 50 business groups. Through business groups, small scale producers and entrepreneurs are able to overcome problems that they cannot solve individually. They are able to access markets they otherwise cannot service given their small volume of production. They also help achieve economies of scale when it comes to purchasing raw materials and joint marketing of products, all of which lead to lower cost and greater savings. Furthermore, through a group, producers have more bargaining position and are in a better position to negotiate with clients and business partners. The training programmes applied participatory methodologies to allow women with limited education to learn by using their real life experience, and the training strengthened the commitment of the women weavers towards the Cooperative. During the Gender and Entrepreneurship Together for Women in Enterprise (GET Ahead), the members of the Cooperative discussed gender roles and identified specific challenges they faced as women such as heavy workload combined with household responsibilities and income-earning responsibilities, and discussed how they could overcome these challenges to succeed in their business. They learned the basics on starting and managing business and managing business groups including proper book-keeping, working together as a group, and become a good leader of the group. Furthermore, the women received training on how to prepare for trade fairs including how to set up the booth, display sales products in an attractive way and approach customers professionally.

**c. Report on how outputs have contributed to the achievement of the outcomes based on performance indicators and explain any variance in actual versus planned contributions of these outputs. Highlight any institutional and/ or behavioural changes, including capacity development, amongst beneficiaries/right holders.**

**Outcome 1: Improved understanding of the handicrafts and small furniture value chains in four provinces.** Indicators to be monitored: Baseline data surveys available on farmer/collector, grassroots crafts producer and SME level; VC studies elaborated; problem areas at micro, meso and macro level identified.

***Outputs achieved***

- Preparation of baseline studies providing socio-economic data of grassroots crafts and small furniture producers; endline survey underway.
- Preparation, validation and dissemination of value chain studies for bamboo & rattan, sea grass, sericulture/silk, lacquer and handmade paper.
- Participatory Rural Appraisals conducted for identifying specific interventions for farmers in the five value chains.
- Local Economic Development (LED) forums organized in the four provinces allowing local stakeholders to review and update VC maps and prioritize VC upgrading activities.
- Preparation of a case study on “Taking a Value Chain Approach towards Local Economic Development and Women’s Economic Empowerment”, funded under the MDG-F Gender Window Community of Practice (CoP) Knowledge Transfer Initiative led by UN Women.
- Programme website; media outreach; dissemination of news and documents via One UN and MDGF websites; documentary videos completed.

**Outcome 2: An environmentally and economically sustainable increase in craft raw material growers'/collectors' incomes in four provinces.** Reduction of the number of households living below the national poverty line in communes targeted by the programme by 50%; 30% income increase of raw material growers/collectors (absolute, relative) in programme communes with information on ethnic minorities, gender, youth, and people with disabilities; increase in cultivation area of rattan and bamboo (number of hectares planted); increase of mulberry tree plantations (number of hectares planted); increase of lacquer ware plantations (number of hectares planted); increase in sales volumes of raw materials (quantity, price); changes applied to sustainable bamboo collection.

***Outputs achieved***

- Training materials developed on planting, cultivating and harvesting of raw materials in five value chains and Training of Trainers conducted.
- 1,781 farmers improved knowledge on planting, cultivating and harvesting through Farmer Field Schools.
- Availability of seedlings improved through the creation of nursery gardens. Using these nursery gardens, more than 700 farmers have been supported in the creation of about 59 ha of demonstration areas (forest for bamboo, intensive cultivation, intercropping of rattan, mulberry, etc.); about 700,000 seedlings and over 40,000 kg of fertilizer have been provided.
- Training and study tours on rattan and mulberry cultivation organized.
- Farmer groups established with developed action plans; commitment by provinces and communes to continue support and upscale areas and number of households.

**Outcome 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces.** Reduction of the number of households living below the national poverty line in communes targeted by the programme by 50%; 30% income increase of craft

producers (absolute, relative) in programme communes with info on ethnic minorities, gender, youth, and people with disabilities.

### ***Outputs achieved at Household level***

- 900 craft producers improved their understanding on business group formation; 52 business groups in four provinces have been established.
- 340 households improved understanding on Occupational Safety and Health, contributing to productivity enhancement.
- 1,140 craft producers improved their understanding and skills on business management through ILO training on Get Ahead and Start and Improve Your Business (SYB).
- 1,430 craft producers were guided to make their production cleaner and more sustainable; 261 of these received advanced vocational skills training to improve their skills to develop more value-added products.
- 261 craft producers were trained on advanced skills to produce more added value products;
- 106 craft producers enhanced their understanding on micro-credit.
- Producers of 10 communes were provided with tools, equipments and techniques to improve productivity and to decrease resource use.
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- Cooperatives are in a better position to access finance.
- Producers' groups and companies received support to establish legal contracts specifying mutual rights.

### ***Outputs achieved at Company level:***

- 198 companies strengthened their entrepreneurial skills and behavior through EMPRETEC training, of which 40% are women entrepreneurs. 103 so called "Empretecocos" have benefited from the Business and Financial Planning trainings.
- 48 companies enabled to identify critical environmental bottlenecks in need of improvement (e.g. treatment waste water, energy efficiency, etc.); pilot models on the introduction of new cleaner production techniques in 8 companies (including equipment supply).
- Training on US and EU markets, fair trade, product and range development; trade fair participation allowed companies to understand markets better and respond accordingly.
- Vietcraft developed new international partnerships and was assisted to develop an on-line information system.
- New product collections designed for companies in 2011 and 2012. Companies exhibiting at Lifestyle Vietnam generated orders worth US\$200,000 in 2012. Orders worth over US\$100,000 were reported for newly designed products.
- Support to the promotion of 'LifeStyle Vietnam' contributed to the participation of more than 1,400 foreign visitors in 2013. 1,059 contracts and MOUs were signed at the fair with a value of more than US\$5 million.
- 14 companies/cooperatives were supported with equipments and technical guidance to apply new cleaner production techniques.
- Under the support and collaboration with universities in Japan and China, 2 lacquer refining equipments were assembled. A Chinese business delegation visited Vietnam to investigate trading cooperation with Vietnamese partners on lacquer sap and lacquer ware.

- Advice on environmentally sound technology for bamboo treatment against mould and insects piloted at two companies.
- Advice on silk dying improvement with advanced equipments provided for 3 companies/cooperatives.
- Ethnic minority groups received design assistance and participated in domestic trade fairs. A study tour to Laos for the silk value chain resulted in sales of 1.2 tons of yarn worth approximately US\$26,500.
- A total of 89 provincial TPOs and 81 enterprises benefitted from training on e-commerce, trade fair participation, market research and data collection. TOT on trade promotion and e-commerce was provided to some 11 local trainers, which will receive continued support from Vietrade.
- A manual on branding handicraft toward sustainability including checklist of sustainable criteria, scoring software system, labeling scheme were developed.

**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.** Indicators: Provincial crafts development action plans in four provinces available; Vietrade (MOIT) provided with policy recommendations for the national level.

#### *Outputs achieved*

- Establishment of LED dialogue forums in 4 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 the 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 were presented.
- 25 local facilitators were trained in a ToT on participatory M&E through the COMPASS of local competitiveness. One day events enabled 130 stakeholders in the four provinces to monitor and assess, in a participatory manner, programme results, prioritize actions and assign local actors responsible.
- Provincial Advisory Boards were established in Nghe An and Thanh Hoa provinces to foster interdepartmental collaboration and to promote income and employment opportunities.
- Support provided to the Ministry of Agriculture and Rural Development to prepare a circular that operationalizes the Prime-Minister’s Decision No. 11/2011/QD-TTg on incentive policies for rattan and bamboo industry development.

**d. Who are and how have the primary beneficiaries/right holders been engaged in the joint programme implementation? Please disaggregate by relevant category as appropriate for your specific joint programme (e.g. gender, age, etc)**

The actual number of direct household beneficiaries reached is 4,197. In addition, about 200 SMEs (87 SMEs at provincial and 110 SMEs at national level) have benefitted from the programme.

	<b>Nghe An</b>	<b>Thanh Hoa</b>	<b>Hoa Binh</b>	<b>Phu Tho</b>	<b>Total</b>
bamboo / rattan	1,017	486	659	298	<b>2,460</b>
silk	343	235	354	138	<b>1,070</b>

lacquer				309	<b>309</b>
seagrass		285			<b>285</b>
paper			73		<b>73</b>
<b>Total</b>	<b>1,360</b>	<b>1,006</b>	<b>1,086</b>	<b>745</b>	<b>4,197</b>

More than 1,300 beneficiaries from disadvantaged ethnic minorities have benefitted from programme support, representing Thai, Muong and H'mong. In addition, the programme disproportionately benefited women as these are traditionally more engaged with craft production at the household and company level. The programme has thus made an important contribution towards income generation for both women and ethnic minorities.

Province	gender				ethnic minorities			
	male	female	total	% women	male ethnic	female ethnic	total	% ethnic
Hoa Binh	235	852	1,087	78%	120	566	686	63%
Phu Tho	320	424	744	57%	-	-		0%
Thanh Hoa	570	436	1,006	43%	166	100	266	26%
Nghe An	516	844	1,360	62%	119	249	368	27%
<b>Total</b>	<b>1,641</b>	<b>2,556</b>	<b>4,197</b>	<b>61%</b>	<b>405</b>	<b>915</b>	<b>1,320</b>	<b>31%</b>

**e. Describe and assess how the joint programme and its development partners have addressed issues of social, cultural, political and economic inequalities during the implementation phase of the programme:**

- a. To what extent and in which capacities have socially excluded populations been involved throughout this programme?
- b. Has the programme contributed to increasing the decision making power of excluded groups vis-a-vis policies that affect their lives? Has there been an increase in dialogue and participation of these groups with local and national governments in relation to these policies?
- c. Has the programme and its development partners strengthened the organization of citizen and civil society groups so that they are better placed to advocate for their rights? If so how? Please give concrete examples.
- d. To what extent has the programme (whether through local or national level interventions) contributed to improving the lives of socially excluded groups?

The four provinces Thanh Hoa, Nghe An, Hoa Binh and Phu Tho were selected since they were home to 11 out of the 61 poorest districts in Viet Nam. In 2009, 20% of the households in the 12 districts targeted by the programme lived below the national poverty line, which was 400,000 VND/month at that time, about 0.6 \$ per day (before adjustment of the national poverty line in 2012).

A total of 41 percent of the selected direct beneficiaries were considered as poor, in accordance with the official national poverty line. As this percentage is significantly higher than the national average of 11 percent, and the provincial average of 20% indicated above, one can conclude that the programme is indeed pro-poor. In addition, more than 1,300 beneficiaries from disadvantaged ethnic minorities have been included in the list of beneficiaries, representing Thai, Muong and H'mong. In addition, the programme disproportionately benefited women as these are traditionally more engaged with craft production at the household and company level.

The programme's impact assessment revealed that the poverty rate decreased from 16.8% to 12.4%. As particularly ethnic minorities (which development lags behind the national average) and poor households and communes had been selected for the programme, it is a good result that the poverty rate decreased similar to the national average. It is important to note that the decrease in the group of programme beneficiaries is stronger than in the control group.

Linked to income development, food safety improved as well. The percentage of households with enough food every day increased from 82.2% to 86.4% in the sample group, while it decreased from 86.0% to 76.9% in the control group.

“Community building” integrating gender issues: A particular benefit was to include activities aiming at what could be described as “community and organization building”, in particular through some of the training modules of the ILO. While this might not lead to immediate changes, changing mindsets is important to create a fertile ground for long-term development of rural communities. An example is the Hoa Tien Textile Cooperative, which belongs to the Thai ethnic minority. The Cooperative leaders are more active and are playing increasingly important roles in their community. With increased confidence, two members of the cooperative ran for the commune people's council election in 2011 for the first time and have been elected.

The Provincial Cooperative Alliance as well as the Department of Agriculture and Rural Development actively participated in the programme activities. They became aware of the important role of the handicraft sector in promoting local economic development and women's empowerment through their involvement. With the linkage established through the programme, the Cooperative Alliance regularly supports respective producers' groups and cooperatives by sharing information on trade fairs and subsidizing the fee for trade fair participation. By formally establishing cooperatives, the groups also have a better access to low-interest loans from the provincial cooperative alliance and received support from the local government as the group is formally recognized.

e. Describe the extent of the contribution of the joint programme to the following categories of results:

**a. Paris Declaration Principles**

- Leadership of national and local governmental institutions
- Involvement of CSO and citizens
- Alignment and harmonization
- Innovative elements in mutual accountability (justify why these elements are innovative)

The programme responded to the “harmonization” and “alignment” objectives of the Paris Declaration on Aid Effectiveness; however, the agency execution modality applied requiring centralized decision making at every UN agency's headquarters limited the realization of this intention and was not fully in line with the spirit of the Paris Declaration. In a joint programme involving diverse technically complex fields and requiring highly specialized expertise like this Joint Programme, careful consideration has to be taken when deciding the modality of execution - a fully fledged national execution or a combine of both UN and national execution. In a fully-fledged national execution, it would be challenging for the Government to reach and commission the right experts.

It is a highlight of the Joint Programme that the UN Lead Coordinating Agency was a non-resident agency. It was challenging for ITC being not resident in the country and had to coordinate the implementation of the Joint Programme. However, the PMU provided significant support to ITC and also played a crucial role in coordinating agency inputs and moving implementation forward. This helped mitigate the difficulties of non-resident agencies to

implement project activities. Furthermore, the PMU was effective as a bridge between the JP, participating UN agencies, suppliers and the provinces. However, while being physically based at Vietrade, the PMU operated largely as a parallel structure and was not fully integrated into Vietrade. The Deputy Director General of Vietrade acting as the National Programme Director (NPD) was responsible to lead the PMU and chaired the periodic Project Management Committee (PCM) Meetings, which were indeed a forum for UN agencies and Government to discuss technical issues of the Joint Programme. In a bottom line, the Joint Programme would have been more beneficial from the leadership by the Government if the NPD had engaged more in the daily operations of joint programme activities and PMU had been integrated into Vietrade.

**b. Delivering as One**

- Role of Resident Coordinator Office and synergies with other MDG-F joint programmes
- Innovative elements in harmonization of procedures and managerial practices (justify why these elements are innovative)
- Joint United Nations formulation, planning and management

The Joint Programme started when 14 UN agencies were implementing the One Plan 2 (2006-2010 and 2011 as an extension year) and when the development process of One Plan 2012-2016 was about to start. The development process of the One Plan 2012-2016 was a consultative one in a tripartite manner among Government, development partners and UN agencies. The One Plan 2012-2016 with 17 participating resident and non-resident UN agencies 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 was ensured to be included under outcome 1.2.

The Joint Programme on Green Production and Trade provided a good example on how UN agencies worked together in the spirit of Delivering as One (DaO) from the extensive formulation stage before 2010 to the implementation and management stage until June 2013. By bringing five UN agencies together including the Food and Agriculture Organization (FAO), the international Labour Organization (ILO), the United Nations Industrial Development Organization (UNIDO), the non-resident UN agencies United Nations Conference of Trade and Development (UNCTAD), and the International Trade Centre (ITC), the Joint Programme benefited from the complementary and comparative expertise of the five UN agencies on different core competencies such as market development, trade, SME promotion, cleaner production, empowering of grassroots producers and smallholder farmer development, which in return, jointly helped strengthen the five value chains of the joint programme. The deliberate choice of a single approach was pivotal to align the different participating UN Agencies around a common objective.

However, it was still a challenge in coordinating and ensuring a synergy in the annual planning, implementation, and management work among all the five. Given participation of the five UN agencies in different areas of intervention, coordination efforts were much needed. At early stage of the Joint Programme, there was a lack of synergy among UN agencies, enough information sharing and joint discussion were not ensured, but these were improved as the Joint Programme went. One of the most important factors that made the coordination efforts among UN agencies easier is having ITC as the Lead Coordinating UN agency for the programme and the Joint Programme Coordinator as a technical person as well as an interlocutor for the programme. This also helped strengthen the one voice and collective actions of UN agencies.

The Office of UN Resident Coordinator, an office supporting the leadership and convening role of the UNRC and also assisting with the execution of functions of NSC, ensured a inter-agency perspective in all efforts related to the implementation of the Joint programme; strengthened

linkages and exchange between ongoing Joint Programmes and other UN supported initiatives; facilitated coordination between MDG-F funded joint programmes.

The National Steering Committee provided a forum for implementation process review and experience and lesson learnt exchange among all relevant stakeholders; however since it was a joint one for all three Joint-Programmes within the country and was only biannually held, not enough time was ensured for specific in-depth discussions of each joint programme to allow for effective strategic steering of individual programmes. This then required a stronger strategic coordination role at the programme level, such as PMC.

### **III. GOOD PRACTICES AND LESSONS LEARNED**

#### **a. Report key lessons learned and good practices that would facilitate future joint programme design and implementation**

Supporting traditional handicraft sector that has high cultural values is a good practice that can bring many benefits. The important cultural heritage and tradition, that may be endangered, can be revitalized, maintained, and strengthened. With strengthened handicraft tradition, producers, often mostly women, can have increased income. In addition, more jobs can be generated with increased sales of the traditional handicraft products. The handicraft sector and women's rural micro-enterprises are often overlooked by policy makers as they tend to give priority to the development of heavy industries and pay less attention to rural small-scale enterprises. However, supporting rural women's enterprises at different stages of the value chain is particularly meaningful and effective in empowering women and promoting local economic development, and it contributes to creating jobs in Viet Nam in rural areas that are lagging behind in terms of social and economic development.

A value chain approach to local economic empowerment can be an effective strategy to empower poor household producers and women and to promote local economic development. Strengthening a value chain requires various technical expertise specific to the type of businesses as well as to different steps of the value chain. Interventions touch upon a wide range of areas including agriculture, work safety, gender equality and entrepreneurship development, cooperative management, product design, market linkages, and fair trade. Different United Nations agencies, including FAO, ILO, ITC, UNIDO and UNCTAD joined together, and with their national implementing partners, provided technical support according to each agency's strengths and expertise. Since it is impossible for one agency to provide technical support in all these areas, it is imperative to mobilize support by collaborating and coordinating with different institutions.

By organizing household producers to form a group and strengthening this group, the producers managed to improve their business by lowering their production cost by collectively purchasing raw materials and reducing transportation cost by organizing collectively a trip to sell products at trade fairs and markets.

Transfer of new knowledge and skills to women in rural areas by women from within their community is particularly useful in ethnic minority villages as they speak the same language and can communicate smoothly. This is particularly important as access to training opportunities and capacity building interventions is limited in remote rural and ethnic minority areas.

The establishment of local platforms to foster ownership and enhanced coordination is pivotal for future sustainability. Provincial Advisory Board established with the support of the

programme bring together relevant provincial stakeholders (PPC, DARD, DOIT, DOLISA, DOIT ...), which play a key role in identifying and mobilizing sources of provincial funding to sustain and replicate JP achievements.

It is furthermore advised to create a network of local experts/trainers by involving local trainers and service providers (BDS) in capacity building activities such as Training of Trainers (TOT) and then they are prioritized for the delivery of training to companies and households. This network will keep providing supports to local women and men and transferring key technical knowledge and skills to strengthen the local enterprises and promoting gender equality. From JP experience, the staffs from provincial institutions, including VCCI, DARD, PCA, DOLISA, and Women's Union, were empowered to become trainers on key topics. This contributed to the availability of good quality service provision.

**b. Report on any innovative development approaches as a result of joint programme implementation**

The *ValueLinks* approach works towards reconfiguring value chains for particular products in a way that more value is generated, through reducing production cost, reducing time and transaction cost of intermediaries and logistical actors and increasing sales prices and volumes. The concept for assistance combined strengthening both supply and demand for handicrafts. On the supply side, enhancing productivity and product quality aimed at increasing margins at each stage of the value chain. Fostering demand included mainly supporting marketing-related activities and linking producers to buyers. Furthermore, the JP also worked towards improving external framework conditions, such as for instance enabling policies and access to credit.

While the value link approach has been widely used before, some distinctive features of the programme concept were innovative and incorporated lessons learned of similar programmes:

- Support covered the entire value chain from raw material supply to exports rather than only parts of it, such as for instance only raw material supply or processing.
- The combination of strengthening both the demand for and the supply of products
- Bundling a holistic set of services under one assistance framework, as opposed to assuming support of other donor interventions that subsequently often does not materialize as planned.
- Addressing constraints relating to some external framework conditions (policies, access to credit)
- Targeting support to specific value chains (products, geographical locations) rather than strengthening bamboo value chains in the country in general.

Beyond the overall intervention strategy, adopting some concepts that were originally developed for industrial production to the rural producers were innovative as well. Examples include the use of the CP Methodology (UNIDO), entrepreneurship training and improvement of working conditions (ILO).

In addition, some innovative clean technical solutions were developed, with the assistance from universities in Austria, Japan and China, which were introduced and transferred to companies in the five value chains. These relate to the processing of natural lacquer, natural dyeing of textiles and treatment of bamboo with linseed oil.

By partnering with CBI in some programme activities and also embedding programme activities into other two external projects, the Joint Programme created a good way to ensure that programme activities be continued after the closure of the programme.

**c. Indicate key constraints including delays (if any) during programme implementation**

- a. Internal to the joint programme
- b. External to the joint programme
- c. Main mitigation actions implemented to overcome these constraints

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 and 27 communes. This makes the implementation of activities very scattered and difficult to manage. Considering the scope and scale of the JP, its planned duration, which was limited by the lifespan of the MDG Fund, was not adequate and did not allow for sufficient follow-up on technical capacity building.

The limited duration of the JP implies it could only create a good start for beneficiaries, local authorities and meso-level organizations to change their awareness, attitude and methodology on how to link every functions of a chain to create better values for all stakeholders involved. It is necessary to keep sustaining the momentum by involving all above stakeholders.

Programme design was considered not specific enough to enable a smooth implementation of the work programme right from the start, as it did not indicate clearly enough what needs to be done by the respective agencies in order to address the various constraints for the 5 selected value chains. The first project year therefore contained, as planned, many studies, surveys, assessments by UN agencies concerned.

Upon completion of the inception workshops in the four provinces in May and June 2010, a considerable effort was devoted to compile a list of the household beneficiaries which was only available at the end of August 2010. Only upon consolidation of this list, the baseline surveys could be initiated, whilst the interim results of the baseline surveys had to be awaited to fine-tune and finalize the detailed project interventions.

Ownership of the programme at provincial level was considered insufficient due to 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. In order to make the JP planning process more participatory, putting the provincial stakeholders 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. 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. Provincial Advisory Boards are established in Nghe An and Thanh Hoa provinces to sustain results/achievements of Joint Program upon the completion of the programme by the end of June 2013. In addition, a training on the COMPASS of local competitiveness enabled provincial stakeholders to monitor and assess the programme results to date and prioritize actions. The results have been very positive.

There is a lot of training and technical assistance made available to household beneficiaries. However, an internal 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). In order to monitor and encourage better prospects for appropriation of knowledge and skills by household beneficiaries, PMU strengthened impact-oriented monitoring, through qualitative interviews with household beneficiaries in the field, to feedback monitoring data back to UN agencies and urge these to take measures to provide proper follow-up.

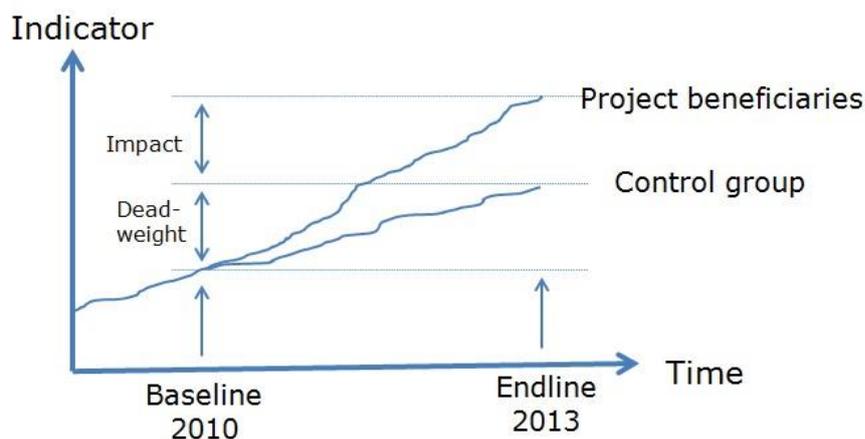
The joint programme has adopted a multidisciplinary value chain approach in which different UN agencies contribute in accordance with their specific expertise and mandates. At the province level one provincial department, often DARD, has been nominated by the PPC to lead the implementation in the province concerned. However, when we started to think carefully and strategically about sustainability and follow-up support, we realized that there is a need to involve formally all relevant departments, including DOST, DOLISA, DOIT, Women's Union, etc. We therefore decided to establish Provincial Advisory Boards in selected provinces in which all relevant provincial departments and stakeholders take part. This allows for a more coordinated approach and the deployment of resources in support of sustainability of joint programme achievements in beneficiary communes in a targeted, multi-disciplinary and coordinated approach.

**d. Describe and assess how the monitoring and evaluation function has contributed to the:**

- a. Improvement in programme management and the attainment of development results
- b. Improvement in transparency and mutual accountability
- c. Increasing national capacities and procedures in M&E and data
- d. To what extent was the mid-term evaluation process useful to the joint programme?

In order to measure whether the programme will achieve its desired impact, i.e. enhanced income and employment for poor rural households, a comprehensive baseline survey was conducted in the second half of 2010 among household craft producers and raw material growers. Derived from the overall goal of sustainable income and employment enhancement and the specific envisaged interventions, an elaborate set of 'Indicators of Change' was devised to enable the programme to eventually measure the success of the programme. These indicators including income, family assets, existing sources of income, the use of good agricultural practices, the health and safety conditions, waste treatment, the percentage of family income originating from raw material or craft production, etc. The respective indicators were consequently reflected in a comprehensive questionnaire (raw material growers, household craft producers and companies) which formed the basis for the baseline survey. The baseline survey was consequently conducted among 275 joint programme beneficiary household craft producers and 335 beneficiary raw material growers, which were selected from the list of 4,822 household beneficiaries compiled at the start of the programmed. In order attribute a progression in the Indicators of Change for surveyed households to programme support, a control group was surveyed consisting of 54 household craft producers and 100 raw material growers. The control group, consisting of household that do not benefit from the programme, is used to filter out the impact of the programme and 'prove' attribution of impact to programme support interventions. Comparison between the control group and JP beneficiary group removes the effect of broader macro-economic development of the country, which affects all households more or less in a similar manner. The logic is explained in the below diagram:

- Household income
- Employment
- Poverty alleviation
- SME turnover
- Household assets
- Natural resources
- Health and safety conditions
- Respect of environmental regulations
- Waste disposal, wastewater treatment
- Access to support networks.



Furthermore, in order to monitor and encourage better prospects for appropriation of knowledge and skills by household beneficiaries, PMU strengthened impact-oriented monitoring, through qualitative interviews with household beneficiaries in the field, to feedback monitoring data back to UN agencies and urge these to take measures to provide proper follow-up.

In addition, participatory monitoring and evaluation events were conducted by provincial stakeholders. Facilitated by a local trainer, who first completed a TOT, provincial stakeholders identified critical success factors (CSFs) that needed to be addressed. Based on that, stakeholders jointly identified additional activities to strengthen the achievements of CSFs and foster prospects for enhanced local economic development. Given that the joint programme is in its final year of implementation, the participants were encouraged to identify activities for which the responsibility could effectively reside with the provincial stakeholders. Examples included the establishment of a legal production framework between companies and producers' groups, which was subsequently taken up. The significance of the workshop should be seen in the fact that local stakeholders jointly discussed and came up with activities involving the collaboration of several stakeholders.

**e. Describe and assess how the communication and advocacy functions have contributed to the:**

- Improve the sustainability of the joint programme
- Improve the opportunities for scaling up or replication of the joint programme or any of its components
- Providing information to beneficiaries/right holders

In order to foster greater involvement and awareness of both local governments and beneficiaries on the implementation of programme interventions, it is important to involve media agencies (such as local television and newspapers) in the implementation process. Showing benefits and achievements by media is a source influence that leads to easier decision making process for local authorities.

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. A case study entitled “Taking a value chains approach towards local economic development and women’s economic empowerment” was prepared in both languages and disseminated widely.

Three documentary movies, in two languages (English and Vietnamese) have 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. 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.

**f. Please report on scalability of the joint programme and/or any of its components**

- a. To what extent has the joint programme assessed and systematized development results with the intention to use as evidence for replication or scaling up the joint programme or any of its components?
- b. Describe example, if any, of replication or scaling up that are being undertaken

There is emerging evidence that key elements of the JP were taken up by the government and mainstreamed into national and provincial policies. Examples are sector strategies (central level) and local development plans. The allocation of sufficient resources to implement those policies and strategies would be pivotal for a continuation of benefits generated by the JP. One village is in the process to establish a dedicated “handicraft production zone”, which will receive support through the provincial budget (e.g. for waste water treatment). Furthermore, VIETRADE’s ongoing trade promotion support to enterprises should be mentioned as well.

Provincial Advisory Boards are established in Nghe An and Thanh Hoa provinces to sustain results/achievements of Joint Program upon the completion of the programme by the end of June 2013. Following the decision to establish the board in Nghe An province, the provincial authorities developed a decision from the Provincial People’s Committee to develop the bamboo/rattan and sericulture value chains. Objectives include the creation of 5,000 permanent and 8,000 part-time jobs by 2015 and 8,000 permanent and 30,000 part-time jobs by 2020. The decision furthermore aims to generate income of VND 3,500,000 / month for regular employees and 2.5 million VND / month for casual labor in 2020.

Examples of replication/scalability:

- In Quynh Trang commune (Quynh Luu district, Nghe An province): farmers and authority were determined to develop rattan production and thus with the support from the district authority and department of agriculture and rural development already started to develop linkage with Phuong Anh and other companies for rattan consumption. The commune already extended the area of rattan growing to another 5 ha. Consequently in this commune the total rattan area amounted to 7 ha.
- Tinh Cuong: The commune will extend the VH13 growing area to another 5 ha in 2013 and to continue capacity building activities for the seed silk worm raising group so that they can function effectively and to help other households to raise silk worm. The commune will also develop linkage with companies for access to the project’ inputs and outputs.

- Dien Kim: The commune has a plan to extend the growing area of new mulberry area to another 50 ha. Not only VH13 but other new varieties will be tested and those appropriate will be used for large scale production. Farmers and commune authority propose that the district and provincial government to provide them with supports for capacity building and for providing farmers with seedlings/seeds of new mulberry varieties.
- Chau Tien: To extend the mulberry growing area to 15 ha and to help other farmers to develop household silk worm raising (the target was 50 households in 2013). Farmers proposed and the commune authority already agreed that they will include in the commune's plan for new rural development the activities aiming at sericulture development. They propose that Quy Chau district government to spend inputs for sericulture development in Chau Tien and other communes in the district particularly in capacity building and accessing to the production inputs and outputs.
- Chau Hanh: To extend the mulberry growing area to 8 ha and in 2013 to increase the number of household participating sericulture to 40. The commune will cooperate with Chau Tien commune for the cocoon consumption as in Chau Tien farmers also practice cocoon processing and handicraft production.

Furthermore, with the start-up support to LifeStyle Vietnam, the programme contributed substantially to establishing an important international platform for business matchmaking which impacts the whole handicraft sector in Vietnam. 300 exhibitors at LifeStyle Vietnam 2013 saw 1,400 international business visitors and mostly reported good business from the fair. The impact reached with the start-up support to LifeStyle Vietnam is an important contribution to the overall development of the handicraft sector in Vietnam.

**c. Describe the joint programme exit strategy and assess how it has improved the sustainability of the joint program**

In order to ensure that the JP's key achievements are sustained and good practices and lessons learned are utilized to the maximum extent beyond the JP's project completion date of June 2013, it has been agreed to develop a Sustainability Plan. The Plan constitutes a reference document to facilitate smooth planning of future work on value chain upgrading for all partners involved in the JP, and it tries to answer the following key questions:

- What are the key achievements and results of the JP?
- How will the key achievements and results be sustained or further utilized after June 2013?
- Who will take lead in ensuring sustainability and necessary follow-up after June 2013?
- What are JP's good practices and lessons learned that can be useful for future joint programmes or joint programming on gender?

The development of the sustainability plan took approximately one year during which several consultations with the four beneficiary provinces were held. In June 2012 meetings were conducted with the four provinces which revealed a willingness to sustain achievements of the programme and allocate resources, e.g. from the New Rural Development Programme, to replicate and scale up good practices and models. Building on this, and as part of the additional funding received from the MDGF, the programme assisted provinces to establish Provincial Advisory Boards in selected provinces (Nghe An and Thanh Hoa provinces) to guide the preparation and implementation of the provincial Master Plans on bamboo and rattan strategy in selected provinces, and to sustain project achievements in value chains. The Board is expected to spearhead further development of Joint Programme value chains concerned beyond the life of the programme and provide better prospects for continuity and sustainability of Joint Programme results.

Field research was conducted to further investigate, through in-depth interviews with the four provinces, the possibilities, interest and commitment of provinces concerned to take the necessary measures to sustain programme achievements. Based on these consultations, a draft sustainability plan was developed. The draft sustainability plan was consequently circulated to relevant provincial stakeholders for feedback and a validation workshop was organized by the PMU on 10 June 2013 in Thanh Hoa province with participants from all the four provinces. Representatives from each province expressed general agreement, whilst added some more information regarding local context for sustaining the results of the JP. All of these inputs were then reflected in the final sustainability plan per province as indicated below.

The JP was intended to deliver its services in cooperation with a number of partner institutions, thus increasing the likelihood that local capacities are built and institutionalized. There are some indications that training packages delivered by the JP have been taken up by local institutions, which plan to replicate them either with donor or government support. The Vietnam Chamber of Commerce and Industry (VCCI) have already integrated the ILO training packages (“Start Your Business”, Occupational Safety and Health” that focus on improvement of working condition to increase productivity and GET AHEAD) into their own training programmes. The same applies for VNCCPC, which continues to provide support to companies under different donor- and government funded programmes. Furthermore, access to entrepreneurship trainings has been improved, as trainers have been qualified and a new entrepreneurship training approach has been introduced in Vietnam.

Based on the introduction of “EMPRETEC” programme, VIETRADE recently agreed with UNCTAD to set up an EMPRETEC training centre in Vietnam which shall be used under VIETRADE for future entrepreneurship training. To this purpose, the EMPRETEC Viet Nam webpage has been integrated into the official website of Vietrade, and entrepreneurs are actively interacting through Facebook and a quarterly Newsletter.

Another source of sustainability is the possibility to embed activities from other external intervention projects. Three out of four provinces (except for Phu Tho) have chance to approach two projects to support bamboo/rattan and sericulture, sponsored by Swiss Development Cooperation. Vietcraft, one of JP partner, will implement these two projects so the needs of each province is clearly defined and understood. Also, one of achievement of the JP was to connect and get supports from Centre for the Promotion of Imports (CBI under Ministry of Foreign Affairs of the Netherlands) to assist companies under JP to build export capability. In addition to that, Thanh Hoa and Nghe An are the two provinces to run Agriculture Competitiveness Project, sponsored by International Development Association (member of WB), and this is a good chance for JP beneficiaries. What need to be done now is the involvement of PAB to work with above projects and their local counterparts (mostly DARD) to identify activities that can be embedded.

The programme builds capacities and supports the establishment of horizontal and vertical linkages among value chain actors. These linkages include group formation among farmers and 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. The final measure for sustainability is the pro-activeness and commitment of JP beneficiaries themselves. A number of capabilities, from materials/inputs cultivation, eco-friendly processing and production, to trading/exporting, have been transferred to farmers/households and enterprises/cooperatives. They need to maximize the gained capacity to create and increase value for each function of the chains.

#### IV. FINANCIAL STATUS OF THE JOINT PROGRAMME

a. Provide a final financial status of the joint programme in the following categories:

1. Total Approved Budget 2.Total Budget Transferred 3. Total Budget Committed 4.Total Budget Disbursed

	<b>Total Budget Approved</b>	<b>Total Budget Transferred</b>	<b>Total committed disbursement</b>	<b>Total actual disbursement</b>
ITC	1,722,398	1,722,398	1,696,522	1,272,024
UNIDO	774,680	774,680	748,468	522,179
ILO	758,630	758,630	751,943	717,262
FAO	672,067	672,067	647,818	629,838
UNCTAD	417,835	417,835	417,830	410,430
<b>Total</b>	<b>4,345,610</b>	<b>4,345,610</b>	<b>4,262,581</b>	<b>3,551,733</b>

b. Explain any outstanding balance or variances with the original budget

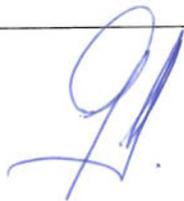
The disbursement of the Joint Programme as reported above should not be considered as final since they was reported at the time of operational closure on 30 June 2013. The financial closure of the Joint Programme will be done between Headquarters of UN agencies and MPTF Office at a later stage and final disbursement will be confirmed then.

For final financial disbursement of the Joint Programme, please refer to MPTF Gateway at <http://mptf.undp.org>.

#### V. OTHER COMMENTS AND/OR ADDITIONAL INFORMATION

## VI. CERTIFICATION ON OPERATIONAL CLOSURE OF THE PROJECT

By signing, Participating United Nations Organizations (PUNO) certify that the project has been operationally completed.

PUNO	NAME	TITLE	SIGNATURE	DATE
FAO	Jongha Bae	FAO Representative		3/9/2013
ITC	Jiang Xuejun	Chief Office of Asia and the Pacific		
ILO	Gyorgy Sziraczki	ILO Country Director		10/9/2013
UNIDO	Patrick Gilabert	UNIDO Representative		6/9/2013
UNCTAD	Manuela Tortora	Chief, Technical Cooperation Service		

## **VII. ANNEXES**

### **1. List of all document/studies produced by the joint programme**

#### **Programme as a whole**

1. Project Document “Technical assistance to Green Production and Trade to Increase the Income and Employment Opportunities for the Rural Poor”
2. Baseline Value Chain Survey for Handicraft Producers and SMEs, prepared by Vietnam Rural Industries and Development Institute (VIRI) and Vietnam Handicraft Research and Promotion Centre (HRPC), 2010
3. Impact Assessment Report, conducted in 2013
4. Improvement Plan of the Joint Programme ‘Green Production and Trade – Viet Nam’, 2011 - 2013
5. Proposal for Extension and Additional Funding of the Joint Programme ‘Green Production and Trade’, 2013
6. Taking a value Chain Approach Towards Local Economic Development and Women’s Economic Empowerment, a case study from Hoa Tien Village, Vietnam, prepared by Aya Matsuura and edited by Koen Oosterom, October 2012
7. JP Improvement Plan following mid-term evaluation
8. Monitoring Reports

#### **FAO**

9. Final Report on the promotion of lung bamboo and lacquer production in Phu Tho and Nghe An provinces, 30 December 2011
10. Final Report on the promotion of lung bamboo and lacquer production in Phu Tho and Nghe An provinces, 30 December 2012
11. Final Report on the promotion of Rattan production in Phu Tho and Nghe An provinces, 30 December 2011
12. Final Report on the promotion of Rattan production in Phu Tho and Nghe An provinces, 30 December 2012
13. Final Report on the promotion of Sericulture in Phu Tho and Nghe An provinces, 30 December 2011
14. Final Report on the promotion of Sericulture in Phu Tho and Nghe An provinces, 30 December 2012
15. Support Proposal for Material Growers, March 2011 (Vietnamese version)
16. Support Proposal for Material Growers, March 2011
17. Report “Results of baseline survey on raw material growers and collectors in project provinces of Hoa Binh, Phu Tho, Thanh Hoa and Nghe An”, implemented by: Hoang Vu Quang, Tran Nhat Lenh, Bui Van Quang and Pham Van Dung, December 2010
18. Report “Results of baseline survey on raw material growers and collectors in project provinces of Hoa Binh, Phu Tho, Thanh Hoa and Nghe An”, implemented by: Hoang Vu Quang, Tran Nhat Lenh, Bui Van Quang and Pham Van Dung, December 2010 (Vietnamese Version)
19. Report on the visit to Laos, prepared by VIRI and HRPC (Vietnam Handicraft Research and Promotion Centre), 25 December 2010 (Vietnamese Version)
20. Baseline Value Chain Survey for Handicraft Producers and SMEs, prepared by VIRI and HRPC (Vietnam Handicraft Research and Promotion Centre), 2010
21. Result Report on development promotion on Mulberry and Silkworm in Thanh Hoa province 2011, December 2011 (Vietnamese Version)

22. Result Report on development promotion on Mulberry and Silkworm in Thanh Hoa province 2012, December 2012
23. Result Report on development promotion on Mulberry and Silkworm in Thanh Hoa province 2012, December 2012 (Vietnamese Version)
24. Result Report on development promotion on material for handmade paper in Hop Hoa commune, Luong Son District, Hoa Binh province 2011, November 2011 (Vietnamese Version)
25. Result Report on development promotion on Rattan raw material in Thanh Hoa and Hoa Binh province 2011, December 2011 (Vietnamese Version)
26. Result Report on development promotion on Rattan raw material in Thanh Hoa and Hoa Binh province 2012, January 2013 (Vietnamese Version)
27. Result Report on development promotion on Rattan material in 2012, January 2013
28. Result Report on development promotion on Rattan material in Thanh Hoa and Hoa Binh province 2011, prepared by VRN (Vietnam Rattan Network), December 2011 (Vietnamese Version)

## **ILO**

29. Strategy for Implementing LED Processes in 2011 Vietnam, February 2011 by Christian Schoen, revised version in March 2011
30. Report on Basic Compass Exercise: “Hoa Binh Province, October 5, 2012 local economic development monitoring & evaluation using the compass of local competitiveness”, prepared by Thanh Nguyen, iLumtics, edited by Christian Schoen, mesopartner, 2012
31. Report on Basic Compass Exercise: “Local economic development monitoring & evaluation using the compass of local competitiveness, Nghe An Province, September 19, 2012”, prepared by Thanh Nguyen, iLumtics, edited by Christian Schoen, mesopartner, 2012
32. Report on Basic Compass Exercise: “Local economic development monitoring & evaluation using the compass of local competitiveness, Phu Tho Province, October 4, 2012”, prepared by Thanh Nguyen, iLumtics, edited by Christian Schoen, mesopartner, 2012
33. Report on Basic Compass Exercise: “Local economic development monitoring & evaluation using the compass of local competitiveness, Thanh Hoa Province, September 21, 2012”, prepared by Thanh Nguyen, iLumtics, edited by Christian Schoen, mesopartner, 2012
34. Mid-term review report on “Consultancy for Capacity Strengthening for the Producer groups in the Bamboo and Brocade Value Chains in Nghe An Province”, prepared by Trang Hieu Tuong and Nguyen Huu Phuc, iLumtics, September 2012
35. Report on LED Dialogue Forum in Hoa Binh Province, prepared by Trang Tuong Hieu, reviewed by Christian Schoen, May 2011
36. Report on LED Dialogue Forum in Nghe An Province, prepared by Trang Tuong Hieu, reviewed by Christian Schoen, May 2011
37. Report on LED Dialogue Forum in Phu Tho Province, prepared by Thanh Nguyen, reviewed by Christian Schoen, May 2011
38. Report on LED Dialogue Forum in Thanh Hoa Province, prepared by Thanh Nguyen, reviewed by Christian Schoen, May 2011
39. Document “Labour Standards in 5 handicraft value chains in Northern provinces of Vietnam”, by David Tajgman
40. Mission Report “Capacity building on improving occupational safety and health among workers and producers in the sea grass, lacquer, sericulture, handmade paper and rattan/bamboo value chains”, by Ton That Khai, OSH Specialist, January 2011
41. Mission Report “Capacity building on improving occupational safety and health among workers and producers in the sea grass, lacquer, sericulture, handmade paper and rattan/bamboo value chains”, by Ton That Khai, OSH Specialist, January 2011 (Vietnamese Version)

42. Final Report “Brief Summary Report on LED Dialogue Forums Vietnam, May 2011”, by Christian Schoen, June 2011

## **ITC**

43. Activity Report on Nam Dinh Craft and Agriculture Fair 25-30 September 2012, ITC, 2012
44. Activity Report on Sericulture Value Chain Study Tour in Laos, 17-21 December 2012, ITC, 2012
45. Document “Assessment and Strategy for the Development of Brocade Production in Hoa Tien Cooperative, Nghe An Province”, prepared by Vietnam Handicraft Research and Promotion Center
46. Document “Assessment and Strategies for Handmade Paper Group, Hoa Binh Province”, prepared by Vietnam Handicraft Research and Promotion Center
47. Document “Assessment and Strategy for the Development of Brocade Production in Na Phon Cooperative, Hoa Binh Province”, prepared by Vietnam Handicraft Research and Promotion Center
48. Document “Assessment and Strategy for the Development of Brocade Production at Pa Co Cooperative”, prepared by Vietnam Handicraft Research and Promotion Center
49. Document “Assessment and Strategy for the Development of Brocade Production at Vong Ngan Cooperative, Hoa Binh Province”, prepared by Vietnam Handicraft Research and Promotion Center
50. Vietnam Handicraft Research And Promotion Centre (Hrpc ) Catalogue 2011
51. Handmade Paper Catalogue, Hop Hoa Commune, Luong Son District, Hoa Binh Province 2011, implemented by Vietnam Handicraft Research and Promotion Center with ITC support
52. Catalogue “Thai Weaving Patterns, Hoa Tien Brocade Cooperative, Nghe An Province, September 2011”, implemented by Vietnam Handicraft Research and Promotion Center with ITC support
53. Catalogue “Thai Weaving Patterns, Brocade Production Group, Na Phon Commune, Mai Chau District, Hoa Binh Province, September 2011”, implemented by Vietnam Handicraft Research and Promotion Center with ITC support
54. Catalogue “H’Mong Weaving Patterns, Paco Cooperative, Mai Chau District, Hoa Binh Province, September 2011”, implemented by Vietnam Handicraft Research and Promotion Center with ITC support
55. Catalogue “Muong Weaving Patterns, Vong Ngan Brocade Cooperative, Man Duc Commune, Tan Lac District, Hoa Binh Province, September 2011”, implemented by Vietnam Handicraft Research and Promotion Center with ITC support
56. Report “Craft and Design in Vietnam 2011”
57. Report “Craft and Design in Vietnam 2012”
58. Document “Export Marketing Guidelines: A Practical Guide for Companies in The Home Decoration Sector”, prepared by Reinhard Werner, March 2013
59. Final report on the Implementation of MOU between ITC and Vietcraft, prepared by Vietnam Handicraft Exporters Association, November 2011
60. Report “Value Chain Study for Handmade Paper in Hoa Binh Province of Vietnam”, prepared by Thanh Nguyen and Alfons Eiligmann, November 2010
61. Report “Value Chain Study for Lacquer Ware in Tam Nong District, Phu Tho Province of Vietnam”, prepared by Nguyen Anh Phong and Alfons Eiligmann, November 2010
62. Report “Value Chain Study for Bamboo and Rattan in Phu Tho, Hoa Binh, Thanh Hoa and Nghe An Provinces of Vietnam”, prepared by Tuong Trang Hieu and Alfons Eiligmann, November 2010

63. Report “Value Chain Study for Sea Grass in Nga Son District, Thanh Hoa Province of Vietnam”, prepared by Nguyen Anh Phong and Alfons Eiligmann, November 2010
64. Report “Value Chain Study for Sericulture in Phu Tho, Hoa Binh, Thanh Hoa and Nghe An Provinces of Vietnam”, prepared by Thanh Nguyen and Alfons Eiligmann, November 2010
65. Vietcraft Report on exporting companies to US market, September 2011

#### **UNCTAD**

66. Post training Assessment Report July-August 2010, by Nguyen Thi Minh Thuy, January 2011
67. Post training Assessment Report November-December 2010, by Nguyen Thi Minh Thuy, March 2011
68. Post training Assessment Report September-October 2010, by Nguyen Thi Minh Thuy, March 2011

#### **UNIDO**

69. Presentation on the JP: Cleaner Production Component- UNIDO, Support businesses and households toward sustainable development
70. Unsustainable factors in exploiting and processing Lung Bamboo (Vietnamese version)
71. Unsustainable factors in exploiting and processing Lacquer ware (Vietnamese version)
72. Sharing experiences about the techniques and tools to exploit Rattan (Vietnamese version)
73. Report on evaluation of cleaner production and design of sustainable products for value chain of Bamboo and Rattan, Vietnam Cleaner Production Centre, March 2011 (Vietnamese version)
74. Report on evaluation of cleaner production and design of sustainable products for value chain of Handmade Paper, Vietnam Cleaner Production Centre, March 2011 (Vietnamese version)
75. Report on evaluation of cleaner production and design of sustainable products for value chain of Lacquer ware Phu Tho, Vietnam Cleaner Production Centre, March 2011 (Vietnamese version)
76. Report on evaluation of cleaner production and design of sustainable products for value chain of Sea grass, Vietnam Cleaner Production Centre, March 2011 (Vietnamese version)
77. Report on evaluation of cleaner production and design of sustainable products for value chain of sericulture, Vietnam Cleaner Production Centre, March 2011 (Vietnamese version)
78. Methodology to evaluate cleaner production, Training Course for experts, April 2011 (Vietnamese version)
79. Techniques for Creativeness, presented by Nguyen Hong Long, Vietnam Cleaner Production Centre (Vietnamese version)
80. Method D4S, presented by Nguyen Hong Long, Vietnam Cleaner Production Centre (Vietnamese version)
81. Progress Update as of 12 March 2013, by Pham Huyen Kieu in consultation with Rebecca Reubens, March 2013
82. Report Assessment of Cleaner Production and Design for Sustainability, Vietnam Cleaner Production Centre, August 2011
83. Report Cleaner Production and Design for Sustainability Assessment in Lacquer ware Value Chain, Vietnam Cleaner Production Centre, June 2011
84. Report Cleaner Production and Design for Sustainability Assessment in Rattan Value Chain, Vietnam Cleaner Production Centre, June 2011
85. Report Cleaner Production and Design for Sustainability Assessment in Handmade Paper Value Chain, Vietnam Cleaner Production Centre, June 2011
86. Final Report on Bamboo and Rattan Sector with CP (Cleaner Production) and D4S (Design for Sustainability) by Rebecca Reubens, April 2011

87. Report on Cleaner Production Assessment and Sustainable Design of Sea Grass Value Chain, Vietnam Cleaner Production Centre, June 2011
88. Report on Cleaner Production Assessment and Sustainable Design of Sericulture Value Chain, Vietnam Cleaner Production Centre, June 2011
89. UNIDO list of SMEs to be supported
90. UNIDO Report on Status of Silk and Hemp Handicraft Sector in North Vietnam, by Hale Bahar Öztürk and Thomas Bechtold, March 2011
91. Report “Skill training Program for Handicraft Producers in Vietnam”, by Vietnam Handicraft Research and Promotion Centre (HRPC), September 2012
92. Final Report on Cleaner Production and Design for Sustainability Assessment for Five-Value Chains in Project Area, by Vietnam Cleaner Production Centre, June 2011
93. Equipment list as per 31 March 2013 (partially not complete)
94. Presentation “Mid-year UNIDO Project Meeting”, 21 September 2011
95. Report Assessment of Cleaner Production and Design for Sustainability (in Companies), by Vietnam Cleaner Production Centre, August 2011
96. Report on Cleaner Production and Design for Sustainability Assessment in Lacquer Ware Value Chain, by Vietnam Cleaner Production Centre, June 2011
97. Report on Cleaner Production and Design for Sustainability Assessment in Rattan Value Chain, by Vietnam Cleaner Production Centre, June 2011
98. Report on Cleaner Production and Design for Sustainability Assessment in Handmade Paper Value Chain, by Vietnam Cleaner Production Centre, June 2011
99. Report on Cleaner Production and Design for Sustainability Assessment in Sea Grass Value Chain, by Vietnam Cleaner Production Centre, June 2011
100. Report on Cleaner Production and Design for Sustainability Assessment in Sericulture Value Chain, by Vietnam Cleaner Production Centre, June 2011
101. Final report on Rattan and Bamboo Product Development, UNIDO, 21 April 2011

## **2. List all communication products created by the joint programme**

1. Taking a value Chain Approach Towards Local Economic Development and Women’s Economic Empowerment, a case study from Hoa Tien Village, Vietnam, prepared by Aya Matsuura and edited by Koen Oosterom, October 2012
2. Greening Value Chains for Sustainable Handicrafts Production in Viet Nam 2013, UNIDO (2013)
3. Documentary Video: Programme Achievements, FAO (2012)
4. Documentary Video: Programme Achievements in the Sericulture Value Chain, FAO (2012)
5. Documentary Video: Programme Achievements in the Bamboo and Rattan Value Chain, FAO (2012)
6. Video: Empretec Women and Trade Award, UNCTAD (2012)
7. Joint Programme Brochure
8. Joint Programme Newsletter
9. Joint Programme website: [www.greentrade.org.vn](http://www.greentrade.org.vn)

## **3. Minutes of the final review meeting of the Programme Management Committee and National Steering Committee**

Included separately

#### **4. Final Evaluation Report**

Included separately

## 5. M&E framework with update final values of indicators

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>								
<b>Output 1.1: Baseline and monitoring studies in four provinces, good practice cases on raw materials producers/collectors and their suppliers.</b>	Availability of baseline data survey on farmer/collector level and good practice cases for raw material production/collection.	Existing poverty and economic data on provincial, district and commune level; good practice cases of other projects.	Socio-economic data of target population available on commune level in 2010; report on PRA results available in 2010; report on raw material collection, production and trading systems available in 2010; report on income and raw material production in programme communes by the end of year 3.	The baseline survey for the raw material suppliers / farmers has been completed.  PRA report completed with recommendations for specific value chains support in terms of crop production.	Electronic versions.	Inception survey 2010; end-of-project survey 2012.	FAO	National capacity in survey design, enumeration and analysis is available and of good quality.
Output 1.2: Baseline and monitoring studies in four provinces, good practice cases on grassroots crafts and furniture producers, collectors, traders, buyers and exporters.	Availability of baseline data survey on grassroots crafts producer and SME level; good practice cases for crafts and small furniture production and trade production/collection.	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 standards available in 2010; report on income and crafts	- The baseline survey for grassroots crafts and furniture producers. A report on socio-economic data, productivity, and environment and labour aspects on the baseline situation was made. The survey was conducted in collaboration with ILO.  - End-line survey of crafts' production and trade, including data collection, logging and analysis and providing inputs for impact assessment report and project evaluation, focusing on productivity, environment and labour aspects of crafts production and trade in the designated target communes in the four provinces.  Assessment on occupational safety, health (OSH)	Electronic versions.	Inception survey 2010; end-of-project survey 2012.	UNIDO, ILO	National capacity in survey design, enumeration and analysis is available and of good quality.

Expected Results (Outcomes & outputs)	Indicators (with baselines & indicative timeframe)	Baseline	Overall JP Expected target	Achievement of Target to date	Means of verification	Collection methods (with indicative time frame & frequency)	Responsibilities	Risks & assumptions
			production in programme communes by the end of year 3.	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.				
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.  Comprehensive impact assessment report prepared based on endline surveys conducted by FAO and UNIDO/ILO	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 field schools in 2011/2012; 12	<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> <p><b>Specific support by value chain:</b></p>	Mid-term survey 2011; end-of-project survey 2012; specimen training	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
			demonstration sites for 4 provinces established in 2011; 1,500 farmers have improved access to seedlings in 2012.	<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>• 10 Nursery models of 1 ha were conducted to demonstrate lacquer propagation and seedling production technique for farmers and local people</li> <li>• Demonstration of plant management model of lacquer supported for 8 households with total of 5 ha including support for planting materials, fertilizer and on-farm technical guidance</li> <li>• 29 households supported to establish 5 ha of new pure red lacquer plantations with 16,400 seedlings provided by project nursery gardens</li> <li>• 2 groups of farmer household (10 members each) established to share experience on lacquer production</li> </ul>	material; participants lists of trainings activities; training reports.			

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>LUNG bamboo</b></p> <ul style="list-style-type: none"> <li>• 150 farmer household and local staff are provided technical training on lung bamboo cultivation and harvest and in sustainable exploitation of wildy growing lung bamboo</li> <li>• Demonstrations on lung bamboo cultivation and management on 24 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> <li>• 10 households supported demonstration on lung bamboo cultivation, management and exploitation</li> </ul> <p><b>RATTAN:</b></p> <ul style="list-style-type: none"> <li>• 11 local staff provided on-the-job training to provide extension service for farmer in rattan production</li> <li>• K83 variety used in 4 provinces</li> <li>• 980 farmers and local extension staff benefited from training on propagation, cultivation and harvest of rattan</li> <li>• Participatory demonstration of intensive rattan cultivation approach with support to 33 households in 4.4 ha in Nghe An;</li> <li>• Participatory demonstration on intercropping rattan with other existing perennial plants (Acacia) adopted with support for 67 households on total more than 10ha in Nghe An;</li> <li>• FFS for dissemination of eco-friendly crop production of rattan in 4 provinces with</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>seedlings provided to 304 households for intensive cultivation demonstration</p> <ul style="list-style-type: none"> <li>• 4 farmer groups has been supported to link with the market through market link facilitation between farmers and local collectors and companies</li> <li>• 59 participants to final seminars for sharing results and experience of the activity and recommendations for future</li> <li>• 112 households received planting materials- fertilizer for demonstration models caring</li> </ul> <p><b>SERICULTURE:</b></p> <ul style="list-style-type: none"> <li>• 23 local extension officers have been received on-the-job training on extension service for sericulture production</li> <li>• 531 farmer households have been trained on mulberry and sericulture cultivation technique</li> <li>• 247 households were provided VH 13 mulberry variety for plantation and participation in dissemination seminar</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>• Support 5 household on experimental production of silkworm eggs for self sufficiency of the variety at local area.</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
				<ul style="list-style-type: none"> <li>93 households supported on demonstration models for silk worm raising</li> </ul> <p><b>MEDIA BASED JP PRODUCTS PROMOTION:</b></p> <ul style="list-style-type: none"> <li>Documentary movies series which illustrates the achievement of the Joint Programme through 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 are disseminated through different channels 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 have 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.

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<b>OUTCOME 3: A sustainable increase of crafts related rural households' and enterprises' incomes in four provinces</b>								
Output 3.1: Improved offer of market intelligence, market linkages and design services to rural crafts buyers and crafts producing communities /SMEs.	No. and quality of improved services offered; availability of feasibility study for design center; organization of trade fair participations and buyer delegations; training workshops.	Limited market information, design and trade fair services provided by VIETCRAFT and VIETRADE.	2 staff of VIETCRAFT trained on craft enterprises market readiness by 2010; online exporter information system established by the end of 2011; 3 study tours organized by 2012 to develop international partner network; 4 provincial trade promotion organizations offer improved services by 2012; 10 SMEs benefit from VIETCRAFT design advice by 2011; feasibility study for a design center is available by 2010; 4 provincial trade fair 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	<p><b>Study Tours</b> 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 Moscow to promote the fair. More travels to promote Lifestyle and develop the partner network are foreseen for 2013. Vietcraft assisted to develop an on-line exporter, including self-assessment tools for key voluntary market standards (e.g. BSCI, Fair Trade) and improved showroom.</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</p>	Exporter survey; specimen feasibility study; workshop and study tour reports; trade fair report.	Annual exporter interviews 2011/2012; quarterly and annual JP reports.	ITC, ILO	Availability of project partners; new national trade fair will be launched successfully and is accepted by traders.

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			<p>craft SMEs, and producer groups conducted by 2011.</p>	<p>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> <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, more than USD 100,000 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</p>				

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				<p>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, in 2013 the number of buyers from Japan was around 390, whilst buyers from the US totalled 190. Support to the promotion of 'LifeStyle Vietnam' contributed to the participation of more than 1,400 foreign visitors in 2013. 1,059 contracts and MOUs were signed at the fair with a value of more than 5 million \$.</p> <p>VIETCRAFT developed new international partnerships and was assisted to develop an on-line information system.</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	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;	<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>In December 2012 a study tour to Laos was held to study the Lao market for silk, the weaving practice and tools used in Laos and to establish market linkages between Vietnamese silk yarn producers</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-

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		survey.	200 copies of updated export marketing guidelines available by 2010.	<p>from Thanh Hoa and Nghe An provinces and Lao yarn importers. As a result, the silk yarn trader from Thanh Hoa sold 1,2 tons of yarn worth approximately USD 26,500 to Laos. In addition, silk yarn producing area Diem Kim has potential orders in 2013 of a similar order. Detailed activity report is available</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> 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</p>				oriented SMEs are able and willing to invest in market development.

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				<p>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>A number of ethnic minority producer groups and cooperatives were assisted to participate in domestic trade fairs, including the Nam Dinh Craft and Agriculture Fair and the Hanoi Gift Show (2011 and 2012). This resulted in some USD 6,000 worth of sales directly at the fairs and about USD 25,000 of orders. Detailed activity reports are available.</p> <p><b>Design Support</b> A three day workshop aimed to encourage companies to become more proactive and forward looking in their product and range development. The workshop, organized in partnership with CBI from the Netherlands, strengthened the knowledge and capacity of companies to think more strategically about product and range development, and equip company managers with a number of practical tools. The training drew from CBI's Guide on Product and Range Development.</p>				

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				<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 100,000 worth of sales revenues.</p> <p><b>Fair Trade</b>  Contacts were established between ethnic minority groups and fair-trade exporters based in Hanoi. A training was organized on Fair Trade by Fair Trade Original from the Netherlands. The training strengthened the awareness of craft-exporting companies and producer groups on the importance of Fair Trade, the opportunities and requirements of 'Fair Trade', and sparked the interest of these companies to become more 'Fair Trade'. Two hand-made paper producer groups from Hoa Binh (Pa Co and Hop Hoa) organized a demonstration of hand-made paper production during the Hanoi Gift Show 2012, creating the single largest hand-made paper sheet produced in the world of 100 square meters. The event attracted a lot of attention and was covered widely by local national media. The event contributed to enhanced awareness on the local traditional craft production, which, in turn, will contribute to domestic market development and preservation of the local craft traditions by ethnic minority groups concerned.</p> <p><b>Export Marketing Guidelines</b>  A team consisting of an international and national</p>				

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				consultant has 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.				
Output 3.3: Improved business management and business plan implementation capacity of SME crafts & small furniture producers	No. of SMEs and producer groups trained; No. of business plans developed and implemented; turnover development of trained SMEs and producer groups; No. of household producers in the provinces supplying the SMEs; No. of additional jobs created on SME and producer group level; improved labor conditions.	SMEs have rudimentary business skills; occasional export experience only; limited compliance to labor standards, turnover, supply network and employment figures of SMEs and producer groups to be established (field study).	Full training modules available in Vietnamese by 2010; 4 certified trainers by 2011; 50 entrepreneurs and 20 producer groups from the crafts sector trained by 2011; 50 SMEs and 20 producer groups increased their sales at least by 30% by 2012; 2 TOTs and 2 SME workshops on compliance with labor standards conducted by 2012; strengthened capacity of service providers and SMEs on labor standards compliance.	<ul style="list-style-type: none"> <li>• Translation to Vietnamese and revisions of Empretec training material completed.</li> <li>• Assessment of entrepreneurial capabilities of handicraft producers in provinces completed.</li> <li>• Adaptation of Empretec methodology to provinces completed.</li> <li>• Counterpart organization (Vietrade) to host the Empretec programme confirmed.</li> <li>• Five candidate trainers selected and four recruited. One training coordinator and one lead trainer appointed. All trainers trained through 3 ToTs in Hanoi and on-going monitoring of trainee trainers in provinces and Hanoi by International Master Trainers. 3 national trainers currently certified and 1 under certification.</li> <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> </ul>	Lists of participants attending workshops; introduction sheets and strategic plans of SMEs, SME company data; specimen of EMPRETEC training	Business plan survey and impact assessment study in 2011; turnover, supply network and employment development survey on SME and producer group level in 2010 and 2012; quarterly and annual JP reports.	UNCTAD, ILO	Local organizational capacity available; interest of local consultants in additional training; willingness of SMEs and producer groups to invest in business planning and training; reasonable world market conditions for handicrafts.

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				<ul style="list-style-type: none"> <li>• Totally, 198 entrepreneurs were trained and certified as Empretec, of which 40 percent are women. One of them from provinces (Sanda Hoa Binh company) was selected among the 10 finalists of the Empretec Women in Business Award and attended the final ceremony in Qatar, in April 2012.</li> <li>• 103 empretecs 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 finalists, namely Duc Phong company (first prize); Kana company (second prize) and Vinaem company (third prize).</li> <li>• Support to attend the LifeStyle Fair in HCM City was provided to these three companies as rewards for the BP competition in April 2012.</li> <li>• 21 empretecs 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> <li>• In December 2012, the certification ceremony for the national Empretec trainers was organized in Hanoi, back to back to a networking event for all empretecs on the importance of design from an Italian perspective. It was held by the Director of the Milan-based Design School NABA.</li> </ul> <p>Completed three studies on (1) Studying and documenting methods for</p>	material in Vietnam; certificates and consultants reports.			

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				<p>productivity improved work among value chain actors;</p> <p>(2) Establishing quantitative benchmarks for productivity among value chain;</p> <p>(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.</p> <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 labour standard - occupational safety and health manual (WISH plus) has been completed and this is a comprehensive combination manual for the use of local trainers to disseminate labour standard knowledge to beneficiaries at grassroots level. The contents of the manual include five chapters on OSH which drawn from existing WISH manual with more</li> </ul>				

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				<p>adaptation to five selected value chains and a newly produced chapter on labour standard.</p> <ul style="list-style-type: none"> <li>Two refresher TOT courses on GET AHEAD and SYB were organized in 2012 for those BDS who have participated in TOT courses 2010 to strengthen capacity and facilitation skills of them after a period delivering trainings in their communities. The programs were highly appreciated by local facilitators as the practical ideas and sustainability of the tools as they can have a longer-term participation to the SYB/Get AHEAD networks of VCCI. Some of these facilitators were already asked by VCCI to cooperate in delivering training courses in their own provinces.</li> </ul>				
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	<p><b>Improved 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.</li> <li>- 48 Quick-scan assessment on cleaner production conducted for 48 companies to define production and process gaps. Report was completed.</li> <li>- 14 companies/cooperatives were supported with equipments and technical guidance to apply new cleaner production techniques, including 8 Rattan/bamboo companies, 3 sericulture companies, 1 sea-grass company and 2 lacquerware companies. The total of 69 units of equipment were supported to SMEs to improve their production in terms of increased productivity,</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

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			<p>studies on good practices in cleaner production and sustainable design and packaging published.</p>	<p>reduced waste, energy efficiency and increased product quality:</p> <p><b>Training on Cleaner production &amp; Sustainable Design</b></p> <p>- Integrated training materials on Cleaner Production and Sustainable Design were developed for 5 value chains.</p> <p>- 65 trainers of SMEs and vocational schools participated in 3 TOTs on Cleaner Production and Sustainable Design. About 25 of them became qualified Trainers for ToEs</p> <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 and good practices were completed and circulated.</li> </ul> <p><b>Case studies</b></p>				

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				5 comprehensive value chain reports, including all good practices on Cleaner Production and Design for sustainable from pilot models at SMEs and grass-root producers prepared.				
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. 16 local trainers/facilitators (BDS providers) were improved their teaching skill on SYB through 4 coaching courses in four provinces on SYB which were conducted with the instructions of master trainers at VCCI.</li> <li>• 1 TOT on Get AHEAD conducted to build knowledge on business skills and teaching skills for BDS of four provinces.</li> <li>• 1 TOT on Mini WISH in Hoa Binh in December which benefited 20 participants who were selected from those that attended the OSH TOT training early 2011.</li> </ul> <p><b>Improved business and empowering skills for poor grassroots producers:</b></p> <ul style="list-style-type: none"> <li>• 340 participants consisting of the potential five value chains home-based workers were trained from 17 training courses on the Mini WISH programme. These trainings were conducted to the potential home worker's volunteers in four target provinces and well accepted by the participants and highly appreciated by the companies/enterprises. The WISH approach and the practical training tools of the Mini WISH programme were transferred to all participants.</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.

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				<p>The second part of the training workshop consisted of the practice session of the Mini WISH programme in the community;</p> <ul style="list-style-type: none"> <li>• The training materials were developed and used for the Mini WISH programme which composed of (i) WISH photos book, (ii) WISH follow-up poster, (iii) WISH checklist sheet and (iv) the record/monitoring booklet were printed and distributed to the home worker's volunteers and their members.</li> <li>• Action plans for sustaining and disseminating the mini WISH programme was prepared by the end of the training course. So, 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>• An assessment field visit in October 2012 was conducted by OSH specialist to evaluate and recognize the main improvements after the TOE training courses: <ul style="list-style-type: none"> <li>- The Mini-WISH programme was transferred smoothly to the home workers' volunteers.</li> <li>- 17 training courses were conducted to 340 home workers' volunteers in four target provinces from March 2012 to May 2012 and well accepted by the participants.</li> <li>- The local resource persons/trainers (*) in four target provinces were able to conduct WISH training programme and assist home worker's volunteers (*) organizing the Mini-WISH workshops to the home workers' members (*).</li> <li>- The materials necessary for conducting the</li> </ul> </li> </ul>				

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				<p>Mini-WISH workshop in the community which composed of (1) WISH photos book, (2) WISH follow-up poster, (3) WISH checklist sheet and (4) Record/monitoring booklet were distributed to the home worker's volunteers and their members during the delivery of the training.</p> <ul style="list-style-type: none"> <li>- The WISH manual – an action manual for handicraft homebase worker with the promotion of socially responsible businesses was developed and printed for the use of target provinces. The material was developed particularly for five value chains of the project, so that it could be used and replicated in other similar programs/project. The provinces already concerned of this material for the integration to other programs in the province. It could serve as an additional module in vocational training programs.</li> <li>- Many improvement actions were noted at the workplaces of the home workers which mainly focused on the work station design, physical environment and welfare facilities. Majorities of the improvement were developed at low-cost and voluntary without any support from outsiders.</li> <li>- The follow-up visits to encourage the improvement actions of WISH's home workers were developed effectively at the commune levels under the supports of the local WISH team leaders. WISH follow-up posters were hung in the working places of the active home workers' members showing the progress of their improvement actions.</li> </ul>				

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				<p>A dissemination workshop on productivity, skill and standard was organized to disseminate the ILO's approach to value chain development with focus on those topics. The workshop organized in Thanh Hoa province with the participation of more than 70 people who are enterprise operators, JP Government actors and other relevant stakeholders/grassroot beneficiaries from four target provinces. Main achievements of working condition, skill, development and labour conditions have reported in the workshop.</p> <ul style="list-style-type: none"> <li>• Total of 1,020 handicraft producers who were selected among Joint program beneficiaries in four provinces benefited from 34 short training courses on Get AHEAD. These training programs were organized from 2010 with the aims to raise awareness and improved business skills/knowledges of craft producers, farmers, household businesses and micro entrepreneurs in starting or running an enterprise.</li> <li>• Among those who participated in the above Get HEAD training and are interested in working in the group with others member in the communities, 900 of them benefited from the business group formation trainings included 04 coaching courses in four provinces. 52 business groups in four provinces have established. Depend on the needs of each, a follow up plan was developed for each province where 5 to 7 business groups per province were selected for further supports including: establishment of business linkages, business plan development, training on financial</li> </ul>				

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				<p>management, formation of cooperative or pre-cooperative, access to micro-finance.</p> <ul style="list-style-type: none"> <li>120 selected handicraft producers were trained on Start Your Business. These courses were delivered by local facilitators who were trained under Joint Program in a TOT training courses. The main objective of this training is to improve business skills and generate business ideas for those who want to do business. Business plans were advised to develop</li> </ul> <p><b>Microfinance management:</b></p> <ul style="list-style-type: none"> <li>106 representatives from business groups improved knowledge on microfinance management through four 2-day training courses in four provinces, e.g. 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. More than 100 different ideas to diversify incomes sources were shared at the training in these provinces. On savings practices, participants were learnt how to make a savings plan for individuals/families and in a group. in order to mobilize fund and in their own community.</li> <li>Majority of the participants find the training very good and useful. They all learnt a lot about microfinance management and, its importance, and recognition of its role in poverty reduction. They were able to identify microfinance providers in their locality and to analyze advantages and disadvantages, barriers to</li> </ul>				

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				<p>access them. They also learnt how to manage their budget and practice savings. They all find the training useful and applicable to their household economy and business groups. Action plans were prepared themselves for applying the shared knowledge and PCA will provide further support to implement these plans.</p> <ul style="list-style-type: none"> <li>• From Aug. to Dec. 2012, a microfinance mapping on accessibility to the current microfinance service providers of handicraft producer groups were conducted in four provinces to identify the needs of beneficiary groups/value chains and requirements from the supplier side in order to help the accessibility of its business groups to these available loans. The mapping report prepared by microfinance consultant showed details information of current situations of both side, demand of producers in each specific value chains and comprehensive recommendations on improvements for better accessibility.</li> <li>• In cooperation with PCA/DARD in four provinces, 04 separated consultation workshops were organized to validate the results of the survey. These workshops provided an opportunity for both producer groups and credit providers to exchange their needs/requirements, difficulties/challenges, even solutions for each specific cases were also given. The workshop created a linkage/connection between poor grassroots producers with credit providers and relevant</li> </ul>				

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				<p>organization/agencies so they can connect with each other when needs. Two newly cooperatives have accessed with the preferable loans from provincial cooperative alliance after the forums organized.</p> <ul style="list-style-type: none"> <li>An online-shop for poor handicraft producers of ethnic groups in Pa Co and Na Phon in Hoa Binh province are set up to strengthen the link between handicraft producers and market/end users, helping to broaden the consumer network to access handicraft products of these target groups <a href="http://www.greencraft.vn">www.greencraft.vn</a></li> <li>With the purpose of increasing value through skill development, the national skill standard for bamboo/rattan was assessed for further testing in selected provinces. This activity aims to benefit homeworkers and other actors of the value chain from this skill standardization. A technical roundtable meeting and validation workshop will be organized to collect inputs/comments from specialists/experts, various stakeholders, artisan...before submitting for issuance of the standard.</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; hazardous chemicals used.	No information available; to be established in the baseline survey under output 1.2.	1,500 grassroots crafts producers in 5 value chains received on the job training in technical craft skills by 2012; tools, equipment and technologies to improve productivity and decrease resource	<p><b>Skills training for producers</b></p> <p>1430 grass-root producers trained on Cleaner Production;</p> <p>261 producers received advance vocational advanced training to improve production skills. Based on the Cleaner Production Training, producers minimize the use of toxic chemicals, use more natural dyes, use by-products more efficiently, are more careful regarding wastewater use etc.</p>	Participants lists; surveys; study tours and consultants reports;	Baseline survey of SMEs 2010; mid-term interviews in 2011; end-of-project survey of SMEs 2012; quarterly and annual JP reports.	UNIDO	Global economic crisis subsides by 2010/2011; grassroots craft producers adopt productivity improving,

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			<p>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>	<p><b>Improved production trial at grass-root producers</b></p> <ul style="list-style-type: none"> <li>• Provided tools, equipments and techniques for households of 10 selected communes to improve productivity and decrease resource use, including 13 sets of bamboo/rattan splitting machines, 30 sets of seagrass twisting, splitting and cutting machines, 3 sericulture reeling machines, composite tanks 2 boiling tank, 2 paper making tank coated composite, 4 paper making frame, 1 stainless steel pressing machine, 6 kits of lacquer measurers, 20 sewing machines,</li> </ul> <p><b>New green technologies</b></p> <p><b>Natural silk dyeing technology</b></p> <ul style="list-style-type: none"> <li>• Assessment of technology on silk dyeing was completed by Austria expert and national expert from Hanoi University of Science and Technology. Report was completed with recommended proposals for improvement.</li> <li>• A technical seminar on silk dyeing was organized in Jan 2011 sharing national and international experiences</li> <li>• Delivery of trial improvements, including equipment supply and technique assistance for Hoa Tien cooperative (Nghe An province), Lam Giang company (Nghe An province) and Pa Co group (Hoa Binh province) completed.</li> </ul> <p><b>Lacquer processing technology</b></p> <ul style="list-style-type: none"> <li>• A report on assessment of technology on lacquer processing was prepared by Japanese expert from Meiji University and national expert</li> </ul>	specimen good practice cases.			sustainable production and design techniques.

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				<p>from HUST. A technical seminar on lacquer processing sharing Japanese experiences were organized in March. 2011.</p> <ul style="list-style-type: none"> <li>• Lacquer sap was collected monthly for a year during 2011 and 2012 and sent to Meiji university for analysis and lab-scale refining research.</li> <li>• International expert on lacquer from Chinese Academy of Forestry conducted field assessment and delivered a technical workshop on 12th Jan. in Phu Tho sharing Chinese experiences on lacquer harvesting, collection and processing.</li> <li>• A study tour for Vietnamese lacquer producers, local Government staff, experts and researchers to study the lacquer-ware industry in China and market linkage promotion.</li> <li>• A national expert from HUST was sent to Meiji University to cooperate with Prof. Miyakoshi to June 2012 to determine lacquer characteristics and processing parameters.</li> <li>• Assessment of technology on lacquer dying was completed by Japanese expert from Meiji University and national expert from HUST, with recommended proposal for Vietnam lacquer sap.</li> <li>• Built 2 lacquer refining equipments applying Japanese Krume technique and provided for L&amp;V lacquer company and Phu Tho lacquer ware cooperative</li> <li>• Facilitated Chinese Business Delegation to Vietnam in Dec. 2012 and vice-verse in March 2013 to investigate trading cooperation with Vietnamese partners on lacquer sap and lacquer</li> </ul>				

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				<p>ware, as well as research cooperation. As a result, Chinese company has selected L&amp;V Company to be its partner. Both sides have agreed to invest in one joint-venture factory in Vietnam. A cooperation agreement finalized between two sides.</p> <p><b>New environmental bamboo treatment technology</b></p> <ul style="list-style-type: none"> <li>• A report on identifying and evaluate cleaner production opportunities for improved bamboo treatment and reuse of bamboo waste, including techno-economic and environmental assessment was completed.</li> <li>• Application of new ENVIRONMENTAL SOUND TECHNOLOGY FOR BAMBOO TREATMENT emphasis is to be given to treatment for mould and wood eater in 2 companies: Duc Phong company and Quoc Dai company</li> </ul> <p><b>Branding</b></p> <ul style="list-style-type: none"> <li>• Concept note, checklist, Heading criteria / system for green branding handicraft were developed</li> <li>• 2 consultation workshops were held on 5th March and Nov. 2012 for refining assessment criteria, and presenting tool, strategy.</li> <li>• A manual including checklist of sustainable criteria, scoring software system, background on labeling scheme, visual scoring for companies, visual country code, logo for Vietnam handicraft sector finalized.</li> </ul>				

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<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.	<ul style="list-style-type: none"> <li>Local Economic Development</li> <li>04 LED training workshops were organized in cooperation with local partners of Nghe An, Thanh Hoa, Phu Tho and Hoa Binh. At least 80 selected local official/private sectors were introduced and improved knowledge on LED and linkage between LED and value chains. As the main objectives of the workshops are to raise the awareness of local stakeholders on the engines of LED and the role of stakeholders in the process and one output of this activities was an LED strategy which was developed by an international consultant aims to establish a coherent strategic perspective on the implementation of LED processes in the JP and on the related LED activities in 2011 and 2012.</li> <li>04 LED forums were organized in 4 target provinces. The 5 value chains in 4 provinces were reviewed and updated. 04 action plans were developed with prioritized activities. Business Environment Assessments in 5 value chains were analyzed. The LED fora 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 from provincial to commune level. 6 May in Hoa Binh, 10 May in Phu Tho, 17 May in Thanh Hoa and 19 May in Nghe An). A summary forum report was prepared, together with action plans of four provinces.</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.

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				<ul style="list-style-type: none"> <li>• In order to strengthen capacity of relevant local stakeholders in management/monitoring and evaluation of the Joint programme in particularly and other project/program in general in the province, a one two-day moderation training workshop on COMPASS of local competitiveness was organized in Nghe An to train for 25 selected moderators in four target provinces. The training was highly appreciated by participants that they would also make use of this tool to monitor/evaluate even other programs in the provinces later on.</li> <li>• 04 COMPASS workshops were conducted in each of four provinces to assess the contributions of the Joint program to the local economic development in each province. The workshop involved the participation of around 130 participants who are direct beneficiaries of Joint program and relevant stakeholders from both public and private sectors which involved in the implementation process.</li> <li>• Provincial counterparts in selected provinces agreed on the establishment of provincial advisory groups to sustain results/achievements of Joint Program upon the completion of this project by the end of June 2013. As this needs to go through an approval process from Provincial People Committee and also to assign appropriate departments/agencies based on the suggested list, it takes time to form the group. However, the first meeting is planned for January 2013.</li> <li>• Provincial advisory groups have officially established in Thanh Hoa and Nghe An with</li> </ul>				

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				<p>the purpose to sustain results/achievements of Joint Program upon the completion of this project by the end of June 2013. Members of the group come from relevant departments/agencies at provincial level such as DOIT, DARD, PCA, DOLISA, VCCI, FU, WU...so that they can provide suitable policy advices on on-going program/project and especially advise on the development of bamboo/rattan sector. By now, the following activities have been conducted by PAG group: (i) these advisory groups come to meet monthly to share and discuss of the action plan for group. (ii) Domestic field trips organized for these members to visit target districts/communes and meet with beneficiaries both handicraft producers and enterprises. (iii) A study tour to Lao is planned for PAG member in Nghe An to share/exchange experiences on bamboo/rattan/broadcade development. (iv) A decision of Nghe An province on the action plan to develop bamboo/rattan sector for period 2012-2015, with the vision to 2020.</p> <ul style="list-style-type: none"> <li>• A sustainability plan was developed to investigate the possibilities and commitment of the provinces to take the necessary measures to sustain programme achievements.</li> </ul>				
Output 4.2: Policy recommendations for the national and international	Availability of policy recommendations for sustainable crafts	None	Report on impact of national & provincial policies on sustainable crafts production available; end-of-project workshop on	<ul style="list-style-type: none"> <li>• A write-up on “Greening Value Chains For Sustainable Handicrafts Production in Viet Nam” with good practices and recommendations for sustainable development of handicraft in Vietnam prepared</li> </ul>	Consultants reports; specimen good practice	Quarterly and annual JP reports 2012.	ITC, UNIDO	Continued interest of provincial leaders in promoting crafts

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level for the sustainable development of income generation for the poor.	production.		sustainable crafts production conducted.	<ul style="list-style-type: none"> <li>• A Dissemination workshop on Production and Sustainable Development sharing good practices on CP and D4S was organized in Jan. 2013 and recommendations for national and international level for the sustainable development of income geration for the poor</li> <li>• Impact assessment report with policy recommendations for sustainable crafts production developed.</li> <li>• The Ministry of Agriculture and Rural Development received support to prepare a circular for bamboo and rattan development.</li> <li>• Closing seminar was conducted on 20 June with the participation of the Vice Minister, Ministry of Industry and Trade, UN Resident Coordinator, representatives from bilateral donors and programme stakeholders from the provinces and Hanoi. The workshop disseminated the approach, results and impact achieved.</li> </ul>	cases.			production.