

JAPAN FUND FOR POVERTY REDUCTION GRANT SUMMARY AND REPORT

I. Basic Data

Name of Proposed Activity	Economic Empowerment of the Poor and Women in the East-West Economic Corridor		
Country	Myanmar		
Sector	Agriculture and Natural Resources		
Amount Requested	\$ 3.00 million		
Executing and Implementing Agency	EA: Ministry of Hotels and Tourism (MOHT) IA: Office of the Chief Minister of Mon State (OCM)		
Planned ADB Approval Date	Month	August	Year 2015
Duration	48	months	From 2016 To 2019
Regional Grant	<input type="radio"/> Yes	/	<input checked="" type="radio"/> No
Name of Project Officer	Uzma S. Hoque		
Name of Director	Winfried Wicklein		
Division/Resident Mission	Myanmar Resident Mission (MYRM), SERD		

II. Project Outcome and Key Performance Targets and Indicators

Project Outcome: Micro and small enterprises are enabled to increase business activities in project areas.
Key Performance Targets and Indicators
(i) At least 300 new enterprises are established, of which at least 60% are led by women, and employ women in the majority
(ii) 500 people (of which 60% are women) employed through project interventions
(iii) At least 1,700 people are trained, of which at least 60% are women
(iv) 90% of producer have access to affordable credit (60% women)
(v) Craft and local product market with at least 25 vendors is developed, operational, well maintained, and financially sustainable (60% of the vendors are women)

III. Grant Categories of Expenditure, Amounts, and Percentage of Expenditures

	Category	Amount of Grant Allocated in \$ million	Percentage of Expenditures
1	Civil Works	0.918	26.58
	- ADB (JFPR)	0.648	18.76
	- The Government	0.270	7.82
2	Equipment and Supplies	0.233	6.75
3	Consulting Services	1.280	37.09
4	Trainings, Workshops and Seminars	0.253	7.33
5	Grant Management	0.126	3.66
	- ADB (JFPR)	0.036	1.04
	- The Government	0.086	2.50
	-Communities	0.004	0.12
6	Other inputs	0.138	3.99
	- ADB (JFPR)	0.100	2.91
	- The Government	0.031	0.90
	-Communities	0.006	0.17
	Total Base Costs	2.948	85.40
	Contingencies	0.504	14.60
	a. Physical*	0.161	
	b. Price*	0.343	
	Total Project Cost	3.452	100.00

* Physical contingencies computed at 6% for civil works; and 6% for field research and development, training, surveys, and studies. Price contingencies computed at average about 1.2% on foreign exchange costs and 6% on local currency costs; includes provision for potential exchange rate fluctuation under the assumption of a purchasing power parity exchange rate.

IV. Description of Outputs

Output 1	Skills and management capacity of micro and small enterprises and their employees developed
Cost (\$)	0.389 million
Output Description	This output will undertake: (i) value chain and market studies to identify final selection of crafts and local food to be supported; (ii) design and implement training programs to improve existing and create new product lines based on the foundation studies; and (iii) train master trainers from existing training bodies (vocational training institutes, government agencies, NGOs) and provide training materials and equipment, as needed. The project will support 900 households to access livelihood and employment in 12 villages in Kyaikhto, Mawlamyine, Mudon and Chaungzon townships, in Mon state. The following criteria among others, guided the selection of project location and beneficiaries: (i) villages have poverty rates of at least 16%; (ii) communities have sufficient basic skills to produce crafts and food products; (iii) at least 75% of products selected will be produced mainly by women in women-led enterprises; (iv) there is proven market demand for the type of products that can be produced in target villages; and (v) participation in the project is endorsed by community leaders, women producers, and intended project recipients. ¹
Output 2	Access to business services, credit and commercial networks strengthened
Cost (\$)	0.269 million
Output Description	This output will map input suppliers, business development training service providers, micro-finance providers, and the feasibility of credit access and commercial networks to strengthen market linkages. It will develop training courses and deliver training on business development, management and accounting that culminate in individual business plans. Activities will strengthen producers and retailers access to affordable credit by introducing them to local microfinance institutions, while implementing training modules to train producer/retailer groups to create independent savings and credit groups. Commercial networks involving producers, suppliers, wholesalers, and retail outlets and markets in Mon and Yangon will be strengthened by supporting participation in trade fairs and business matching workshops. Support to develop a “Made in Mon, Myanmar” brand ² , product design competitions for innovative handicrafts, and related marketing

¹ The full list of criteria is provided in the PAM.

² Development of a “Made in Mon” brand image and strategy will be a highly consultative process and will ensure agreement from a significant number of stakeholders. A stakeholder committee will be established representing producers, retailers, state government agencies and tourism sector representatives.

	and promotion program will further raise market awareness of products produced in the project area.
Output 3	Infrastructure to support access to markets and processing facilities improved
Cost (\$)	1.084 million
Output Description	<p>This component will provide retailers and traders with a custom built public market facility in Mawlamyine and a multi-function processing center in Kyaikhto. Both facilities will be operated under public-private-community partnership models (PPCP) to promote local ownership while ensuring effective management and long-term financial sustainability. This output will: (i) develop a local product and craft market with amenities in Mawlamyine, including directional signage and vehicle parking; (ii) establish a market management committee comprising local community members, retailers, small-scale producers, and local government authorities. It is envisaged that a private sector or CSO-managed social enterprise with relevant experience will operate the market under a PPCP management agreement. A vendor association will be established to enhance bargaining power of women, poor producers, and retailers to leverage collective interests in market operations. Establishment of the multi-function processing center will provide producers with suitable space for hygienic processing, packaging, and distributing food and handicrafts to traders. A management committee will be established comprising producers and local government representatives who may partner with a private/social enterprise to manage the facility (PPCP agreement). Suitable processing equipment will be provided based on need. The land for the market and multi-function processing facility will be vacant, unused and unoccupied state-owned land free of encumbrances, to be identified and provided by the government. Initial operations and maintenance plans for the market and processing facility have been prepared to ensure sustainability and financing of incremental recurrent costs (Detailed O&M plan will be prepared during implementation). This output will provide direct employment for vendors, vendor employees, site managers and maintenance staff in markets. Indirect employment will be generated for suppliers and transportation providers.</p>
Output 4	Capacity of Government (EA, IA) and key stakeholders enhanced
Cost (\$)	1.205 million
Output Description	<p>This output will strengthen management capacity of the project management unit and project implementation unit. It will support institutional capacity building and interagency coordination for smooth project implementation, including bi-annual project review and planning meetings with participation</p>

	<p>of project staff, village focal point representatives, and other project stakeholders. Sex-disaggregated project performance and monitoring systems will be established to monitor key performance indicators, safeguards compliance, and the gender action plan. Project staff and consultants will receive training to build their capacity to address gender issues in enterprise development. Quarterly project progress reports will be prepared by the project team and submitted to the government and ADB based on agreed annual work plans. Output 4 will also support the preparation of baseline, midterm and final poverty and social impact assessments to measure project performance; and preparation of annual audited financial statements and a project exit and sustainability strategy. Open, freely accessible access to project documents and reports will be made available by establishing project-specific web pages on the existing Ministry of Hotels and Tourism website.</p>
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V. Background:

1. In Mon State, more than 39% of the population is underemployed and more than 16% of families are classified as poor; despite rapidly increasing trade and tourism in the area. Approximately 55% of the population in Mon state is self-employed,³ operating MSEs that sell agricultural products such as processed foods and snacks (e.g., fruit/vegetable juice, jams and dried goods) and handicrafts including bamboo and woven products in nearby markets. However, these MSEs are constrained by low productivity and make limited contributions to household poverty reduction. They face various challenges, including (i) insufficient product knowledge, access to appropriate processing technology and lack of skilled employees; (ii) lack of business management skills and access to business development services; (iii) limited access to finance and markets⁴ and; (iv) insufficient infrastructure and institutional support. The above constraints prevent residents of Mon state from developing productive enterprises that could supply value-added products to expanding local and regional markets.

2. About 15% of the 2.3 million Myanmar nationals migrating to Thailand in search of better paying jobs are from Mon state⁵. Currently, total remittances sent by Myanmar migrant workers in Thailand amounts to \$ 1.7 billion nationally, of which more than \$588 million is sent to Mon state, annually.⁶ However, these remittances are mostly used to support basic survival needs and the use of these funds for investment and other productive purposes would maximize their development impact and support poverty reduction of households affected by migration.

3. Tourism in Mon state has strong potential for growth. The proposed project site near Kyaikthiyo (the Golden Rock Pagoda) is one of the top tourist destinations in Myanmar, with

³ Ministry of National Planning and Economic Development, SIDA, UNICEF, UNDP. 2011. *Integrated Household Living Conditions Survey in Myanmar (2009-2010)*. Myanmar.

⁴ In Mawlamyine Township, there is no dedicated craft or souvenir market for tourists to buy local products. A number of CSO/ NGOs have small craft outlets dispersed on the outer edge of the city far from the main tourist site. A key reason for this is that these less ideal locations offer affordable rents. However, annual rental fees are often required in advance.

⁵ A large number of the migrants are males who leave behind females to head the households.

⁶ International Organization for Migration (IOM). Presentation on *Assessing Potential Changes in Migration Patterns of Myanmar Migrants and their Impacts on Thailand - Analysis of findings for stakeholders in Myanmar*, 24 February 2014.

more than one million visitors in 2013.⁷ Mawlamyine and Mudon, with the country's largest reclining Buddha, pagodas, old churches, caves, and huge rock formations are also increasingly popular tourist sites.⁸ The Mon State government plans to promote these areas for cultural and community based tourism development and has recently mobilized significant private investment for new hotels and tourist facilities. It is expected that these opportunities, together with improved connectivity resulting from upgrades to the East-West Economic Corridor will result in a sharp increase in international tourism and trade in the proposed project areas.⁹ The project will support local producers of agricultural products and handicrafts to access income generation and employment opportunities associated with this new consumer market, as well as facilitate their access to established local and tourist markets, in Mon, Yangon and at the Myawaddy-Mae Sot border. The project interventions are designed to boost pro-poor women-led micro-enterprise development and related job creation, through investments in technical training, capacity development in business development and management skills, and small infrastructure to support access to processing technology and markets. Support to strengthen local government and key stakeholder capacity and institutional arrangements will improve the business enabling environment.

4. **Related policies and strategies.** The project is aligned with the Government's priority to create jobs and generate income to reduce poverty, as highlighted in Myanmar's National Comprehensive Development Plan (NCDP) 2011–2031. It is consistent with ADB's Myanmar Interim Country Partnership Strategy 2015–2016 focus on inclusive economic growth and job creation, and support for rural livelihoods. The project is included in the Country Operations Business Plan (COBP).¹⁰ It will complement other ADB assistance¹¹ and coordinate closely with other development partner interventions.¹²

5. **Lessons.** ADB's completed JFPR projects in Cambodia and ADB technical assistance to prepare the Myanmar Tourism Master Plan have received recognition and are rated successful. Lessons highlight the need to: (i) adequately assess market demand for products and services; (ii) involve private sector partners early and frontload business support services; (iii) involve both men and women in decision making processes; and (iv) provide adequate project implementation support.¹³ Applying these lessons, the project has undertaken a rapid value chain analysis to guide selection of product types and project locations. Comprehensive value chain analysis and market studies are included in the initial project implementation phase. Capacity building of institutions responsible for MSE development with parallel support to

⁷ Kyaikhto Board of Trustees; Myanmar Tourism Federation, cited in Myanmar Tourism Master Plan 2013-2020. 2013. Myanmar.

⁸ Among the tourist attractions in Mawlamyine and Mudon are famous pagodas, such as Santawshin Pagoda, also named mountain top pagoda, and Kyaikkami Pagoda, perched on rocks by the sea; caves of Kawgoon and Payon, known for its numerous Buddha images, stalagmites and stalactites; Kyauktalon Taung, a flat rock formation 300 feet in height with a Buddhist shrine situated on top; and Win Sein Taw Ya, the largest reclining Buddha in the world which is 30 meters high and 180 meters in length. <http://www.myanmarroyallandtravel.com/southern.htm>, accessed on 27 January 2015.

⁹ GMS East West Economic Corridor Eindu to Kawkareik Road Improvement Project (Myanmar). The road improvements will ensure a good road network stretching from Myawaddy on the Thai border and linking it to Hpa-an (in Kayin), Kyaikhto and Mawlamyine (in Mon) and Yangon, by 2018.

¹⁰ ADB. 2014. *Myanmar Country Operations Business Plan 2015-2017*. Manila.

¹¹ ADB. 2013. *Concept Paper. Project Number 46422. Greater Mekong Subregion East-West Economic Corridor Eindu to Kawkareik Road Improvement*. Manila; *Preparing the Youth for the Workplace Sector Development Program; GMS Capacity Building for HIV/AIDS Prevention and Management; and Third GMS Corridor Town Development Project*.

¹² Coordination with other development partners is discussed in detail in Development Coordination, Appendix 7.

¹³ ADB. 2011. *Proposed Grant Assistance to Kingdom of Cambodia for the Women's Development Centers*. Manila. (JFPR 9081)

project beneficiaries' to engage in all stages of the value chain will enhance sustainability of project outputs. Training on gender equality and life skills is envisaged to promote gender fair division of resources and labor, and will create an enabling environment for women to better access livelihood opportunities. The project supports infrastructure improvements to connect lower income groups to markets and enabling lower educated residents to access training and salaried employment.

VI. Innovation and Knowledge Sharing:

6. The project will demonstrate how to assist local people access socioeconomic benefits associated with growing tourism in Mon State and road improvements in the East-West Economic Corridor, thus providing a model for replication in other parts of the country. It will promote entrepreneurship among migrant returnees and “left behind” families of migrants through the effective use of remittances. Strengthening community based enterprises and implementing life-skills training programs will provide young men and women with alternatives to unsafe migration.

7. **Sustainability.** The proposed outcome of the project will be sustained by strengthening project beneficiaries' capabilities to engage in all stages of the value chain, from identifying business opportunities to sourcing raw materials and the production and sale of finished products. Training on gender equality and life skills is envisaged to promote gender fair division of resources and labor and will create an enabling environment for women to access livelihood opportunities. The project will collaborate closely with existing government and other local institutions responsible for livelihood development, including local training entities and vocational training centers, credit institutions, and NGOs. The project will transfer knowledge and skills to government bodies and all key stakeholders to institutionalize capacity development and support coordination mechanisms that can help ensure sustainability and replication of project activities in the future.

VII. Coordination with the Local Japanese Embassy and JICA office

8. During project preparation, comprehensive consultations were held with national government ministries, state level departments, development partners, civil society organizations (CSOs), nongovernment organizations (NGOs), the Embassy of Japan in Myanmar, the Japan International Cooperation Agency (JICA) and potential project beneficiaries in Mawlamyine, Kyaiktho, Mudon and Chaungzon Island. At all levels, project stakeholders were invited to provide suggestions on the project design, scope, implementing arrangements, opportunities for partnerships, and lessons learned from other livelihoods/ entrepreneurship development projects in Myanmar. The views of stakeholders who were consulted, including women, men, youth, and the elderly have been incorporated into project design and implementation arrangements.

9. Three productive consultative meetings on the project design, scope, and implementation arrangements were held with the Embassy of Japan in Myanmar. Two meetings were held with Mr. Matsuo Hideaki, Head of Economic and ODA Section, at the Embassy of Japan in Myanmar in June and on 5 December 2014. At both meetings, the embassy was briefed on the project description as well as on findings from the reconnaissance and appraisal missions. The project design team was requested to: (i) ensure that criteria for project locations prioritize poor areas; (ii) design project so that local poor can capture the benefits of the project; and (iii) coordinate with various government departments and other development partners to ensure adequate coordination, create synergies and avoid overlap. All suggestions have been

integrated into project design. A third meeting was held with Ms Ayaka Ishihara, Coordinator for Economic Cooperation, Economic & ODA Section, on 8 April 2015, and an update of the fact-finding mission and a copy of the signed aide memoire was provided. In addition, the draft RRP was also shared with Mr. Matsuo and Ms. Ayaka in the Embassy of Japan, as well as with Ms. Noriko Seto from JICA.

10. Opportunities to collaborate with development partners that promote livelihoods/employment in Myanmar were also identified during project preparation.¹⁴ The project has also explored synergies with ADB interventions in Myanmar. The project interventions to promote pro-poor micro and small enterprises in Mon state are designed to enable entrepreneurs and women to maximize benefits of increased trade and tourism as a result of road improvements supported by the **Greater Mekong Subregion East-West Economic Corridor Eindu to Kawkaeik Road Improvement**.¹⁵ Lessons learnt from **Enhancing Rural Livelihoods and Incomes in Myanmar**¹⁶ project will be identified and applied during grant implementation.

In addition, The skills development components of the project will also complement and identify linkages with Swiss Contact's Myanmar **Vocational Skills Development Program (VSDP)**, which includes Mon state.

11. Local ownership and mutual responsibility for the success of various programs will be assured through community participation in project planning and review processes. Productive working relationships between implementing partners and beneficiaries will be continually reviewed and improved during participatory planning and evaluation over the life of the project. The executing agency-based project management unit team and field-based project implementation unit will actively encourage continuous dialogue between all stakeholders and facilitate adaptive management practices as required. Implementing the project through a multisector project implementation team aims to increase the capacity of key stakeholders involved in promoting pro-poor MSEs and related value chains.

VIII. Visibility

12. Agreements have been reached with Ritsumeiken Asia Pacific University & Institute of Community Design to collaborate on integrating the "Decentralized Hands-On Exhibition" practice within project activities. The details of modalities will be finalized during project inception phase. The Japan International Cooperation Agency (JICA) has several projects to support the government, including in relation to addressing the needs of ethnic minorities. Currently, the preparation of the JICA Master Plan for engagement in Kayin and Mon states is underway. Collaboration with JICA in support of the Master Plan recommendations has been tentatively identified in the areas of MSE development and details of the collaboration will be finalized in the coming months¹⁷. In 2012, JICA conducted a study to collect information and confirm development needs of ethnic minorities in Kayin State and Mon State under the **Integrated Regional Development for Ethnic Minorities in the South-East Myanmar**¹⁸

¹⁴ Detailed in Linked Document No. 5, Development Coordination, and also attached here as Appendix 2.

¹⁵ ADB. 2013. *Concept Paper. Project Number 46422. Greater Mekong Subregion East-West Economic Corridor Eindu to Kawkaeik Road Improvement*. Manila.

¹⁶ ADB. 2013. *Grant Assistance Report. Project Number 47311. Enhancing Rural Livelihoods and Incomes*. Manila.

¹⁷ The Master Plan is still in a very draft form. Discussions with Ms. Noriko Seto of JICA-Myanmar Office identified MSE development as an area of collaboration. Concrete activities will be identified during the finalization of the Master Plan.

¹⁸ Japan International Cooperation Agency (JICA) and Ministry of Border Affairs. 2013. *Preparatory Survey for the Integrated Regional Development for Ethnic Minorities in the South-East Myanmar – Final Report*. Myanmar.

project. Recommendations from these projects and studies will be integrated; synergies, alignment and expertise (as appropriate) will be sought with ongoing JICA project activities.

13. The project will establish a Stakeholder Communications Plan that will ensure stakeholders and participants at all levels are adequately informed of the project activities and ADB/ JFPR funding. The PMU will establish webpages on the MOHT website as the primary portal for dissemination of project related information and include information on and promote ADB/JFPR visibility. The website will include the JFPR Grant Summary Report, Project Administration Manual, Progress Reports, biannual work plans and procurement plans, among other project-related documents and links. Efforts will be made to publish documents in both the English and Myanmar languages. The PMU will facilitate information exchange at all levels and sharing of lessons among the multi-sector Project Steering Committee. Project beneficiaries, selected from communities participating in the project and broader community of stakeholders in Mawlamyine and Kyaikhto townships will be included in the project’s planning, monitoring and evaluation activities. Twice yearly project planning and review meetings will be conducted to review and agree on annual work plans among the various project stakeholders. In all such meetings, events, seminars, as well as in publications, advocacy materials, press releases, the Project will also promote ADB-JFPR visibility through the use of standardized logos. The JFPR logo will be prominently displayed during the ceremony to sign the JFPR Letter of Agreement. Advertisements for procurement of goods and consultant recruitment will carry the JFPR logo. Project visibility and stakeholder communications will be further enhanced through the branding and marketing strategies and activities; design competition for innovative handicrafts and the establishment of the market and processing facilities. Both the market and the processing facility will include large information boards explaining the project and ADB/ JFPR collaboration and funding. These activities are expected to generate substantial public interest and national media attention as result of ADB - JFPR project support.

IX. Rationale for JFPR Grant Funding versus ADB Lending

14. The proposed pilot project utilizes a substantially lower level of resources than the government has indicated it is willing to borrow. While Myanmar has maximized its resource envelope with ADB COBP 2014-2016, there remains a huge development need. In addition, the project is included in the Myanmar Tourism Master Plan, 2013 – 2020, however, it is not funded. By demonstrating a viable, replicable methodology that delivers poverty reduction benefits to the poorest segments of society, it is envisioned that the JFPR project’s approach will be incorporated into larger road improvement and rural development projects in the future.

X. Incremental ADB Costs

Component	Incremental Bank Cost
Amount requested	\$0.090 million
Justification	This allocation from the JFPR is for the project officer ¹⁹ to monitor the project. The project officer will work closely with the Government staff and/or consultants during project implementation, review missions, midterm review and in preparing the project completion report
Type of work to be rendered by ADB	The incremental ADB cost of \$90,000 will be funded by the Government of Japan from the regular management cost allocated in ADB to administer the project. The incremental cost is excluded from the detailed project cost estimates.

¹⁹ With the support of individual consultants, if required.

XI. Detailed Cost Table

SUMMARY COST TABLE (\$)										
Items	1. Skills and management capacity of MSEs and their employees developed	%	2. Access to business services, credit and commercial networks strengthened	%	3. Infrastructure to support access to markets and processing facilities improved	%	4. Capacity of Government (EA, IA) and key stakeholders enhanced	%	Total	%
1 Civil Works	-	-	-	-	0.918	100	0.000	0	0.918	27
- ADB (JFPR)	-	-	-	-	0.648	100	0.000	0	0.648	19
- The Government	-	-	-	-	0.270	0	0.000	0	0.270	8
2 Equipment and Supplies	0.018	8	0.025	11	0.098	3	0.093	5	0.233	7
3 Consulting Services	0.226	18	0.112	9	0.058	2	0.884	51	1.280	37
4 Trainings, Workshops and Seminar:	0.124	49	0.092	36	0.000	0	0.037	2	0.253	7
5 Grant Management	-	-	-	-	0.000	0	0.126	100	0.126	4
- ADB (JFPR)	-	-	-	-	0.000	0	0.036	100	0.036	1
- The Government	-	-	-	-	0.000	0	0.086	100	0.086	2
-Communities	-	-	-	-	0.000	0	0.004	100	0.004	0
6 Other inputs	0.021	16	0.040	29	0.011	0	0.065	47	0.138	4
- ADB (JFPR)	0.015	15	0.040	40	0.011	0	0.034	34	0.100	3
- The Government	-	-	-	-	0.000	0	0.031	100	0.031	1
-Communities	0.006	100	-	-	0.000	0	0.000	0	0.006	0
Total Base Costs	0.389	13	0.269	9	1.084	37	1.205	41	2.948	85
Contingencies	0.07	13	0.05	9	0.185	37	0.206	41	0.504	15
a. Physical	0.02		0.01		0.059		0.066		0.161	
b. Price	0.05		0.03		0.126		0.140		0.343	
Total Project Cost	0.456	26	0.315	18	1.270	37	1.412	82	3.452	100

^a In April 2015 prices

^b Base costs include taxes and duties of \$0.302 million to be financed by the JFPR Grant and the Government for their specific expenditures. The taxes and duties (i) are within the reasonable threshold identified during interim country partnership strategy preparation, (ii) do not represent an excessive share of the project cost, (iii) apply only to ADB-financed expenditures, and (iv) are relevant to the success of the project.

Source: ADB and the Government Staff Estimate

DETAILED COST ESTIMATES (\$)

Supplies and Services Rendered	Costs				Contributions				
	Unit	Quantity Units	Cost Per Unit	Total \$	JFPR		Government	Other Donors	Communities
					Amount	Proposed Method of Procurement			
Output 1. Skills and Management Capacity of MSEs and their Employees Developed				365,730	359,730	0	0	0	6,000
1.1 Equipment and Supplies			Subtotal	17,500	17,500				
Training equipment, materials, manuals and support for training modules/venues	lump-sums	70	250	17,500	17,500	Shopping			
1.2 Trainings, Workshops and Seminars			Subtotal	124,250	124,250				
1.2.1 Establish producer and retailer groups	Activity	70	150	10,500	10,500				
1.2.2 Seminars on gender equality, safe migration and life skills	Courses	35	150	5,250	5,250				
1.2.3 Seminars to disseminate consumer preferences on market demand for selected products	Course	35	150	5,250	5,250				
1.2.4 Seminars with producers and suppliers on availability and sustainability of raw materials	Course	35	150	5,250	5,250				
1.2.6 Technical training: multiple food product lines including quality standards and food safety	Courses	105	300	31,500	31,500				
1.2.7 Technical training: multiple product lines for handicrafts including quality	Courses	105	300	31,500	31,500				
1.2.8 Training of master trainers from project producer groups	MTs	50	100	5,000	5,000				
1.2.9 Resource person(s) from Japanese institute(s)	lumpsum	2	15,000	30,000	30,000				
1.3 Consulting Services			Subtotal	202,500	202,500				
1.3.1 National Handicrafts Training Consultant	p-m	22.0	4,125	90,750	90,750	Firm			
1.3.2 National Food Processing Training Consultant	p-m	22.0	4,125	90,750	90,750	Firm			
1.3.3 Value Chain, Market Studies & Training Needs Assessments - package (national)	Lumpsum	1	21,000	21,000	21,000				
1.4 Other Inputs			Subtotal	21,480	15,480				6,000
1.4.2 Election of Village Focal Point Representatives (VFPRs) 12 villages	person days	1,200	5.0	6,000	0	In-kind			6,000
1.4.3 Village Focal Point Representatives (project support)	person days	6,192	2.5	15,480	15,480				
Output 2. Access to business services, credit and commercial networks strengthened				268,750	268,750	0	0	0	0
2.1 Equipment and Supplies			Subtotal	25,000	25,000				
2.1.1 Packaging, labeling & branding materials for producer/retailer products	lump-sums	50	100	5,000	5,000	Shopping			
2.1.2 Promotional brochures, posters and other printed and visual media	lump-sums	1	20,000	20,000	20,000	Shopping			
2.2 Training, Workshops, and Seminars			Subtotal	91,750	91,750				
2.2.2 Training materials and courses delivered on business start-up, management and basic accounting	PGs-RGs	35	250	8,750	8,750				
2.2.3 Workshops by MFIs to explain procedures on accessing affordable credit	Workshops	35	250	8,750	8,750				
2.2.4 Workshops to create independent savings & credit groups	Workshops	70	150	10,500	10,500				
2.2.5 Workshops to finalize business plans and submitted to the MFIs for processing	Workshops	35	250	8,750	8,750				
2.2.6 Exposure visits to facilitate linkages with markets in Yangon & other major cities	Trips	4	5,000	20,000	20,000				
2.2.7 Promotion of "Made in Mon State" branding through participation in national and regional trade fairs	Trade show	4	5,000	20,000	20,000				
2.2.8 Product Design competition for innovative handicraft for the souvenir market	Competitions	4	2,500	10,000	10,000				
2.2.9 Workshops to promote the brand strategy, marketing and promotion plan in Mon State - producers	lump-sum	10	500	5,000	5,000				

DETAILED COST ESTIMATES (Continued)

Supplies and Services Rendered		Costs				Contributions				
		Unit	Quantity Units	Cost Per Unit	Total \$	JFPR		Government	Other Donors	Communities
						Amount	Proposed Method of Procurement			
2.3	Consulting Services			Subtotal	112,000	112,000				
2.3.1	International Business Development & Micro-credit Specialist	p-m	7	16,000	112,000	112,000	QCS			
2.4	Other Inputs			Subtotal	40,000	40,000				
2.4.1	Graphic Design Agency Brand Image, Guidelines & Usage	lump-sums	1	20,000	20,000	20,000	shopping			
2.4.2	Funds to implement the marketing and brand strategy and promotion plan in Mon State	lump-sums	1	20,000	20,000	20,000				
Output 3. Infrastructure to support access to market and processing facilities improved					1,108,000	838,000	0	270,000	0	0
3.1	Civil Works			Subtotal	917,500	647,500		270,000		
3.1.1	Construct a local product and craft market with amenities in Mawlamyine.	m ²	875	500	437,500	437,500	NCB			
3.1.2	Land for market	m ²	1,200	150	180,000	0	GC	180,000		
3.1.3	Construct of 1 multi-product processing centre to services multiple villages	m ²	600	350	210,000	210,000	NCB			
3.1.4	Land for processing centre	m ²	900	100	90,000	0	GC	90,000		
3.2	Equipment and Supplies			Subtotal	98,000	98,000				
3.2.1	Equipment and fit out for market at Mawlamyine.	lump-sums	1	25,000	25,000	25,000	Shopping			
3.2.2	Equipment and fit out for 1 multi-product processing center	lump-sums	1	45,000	45,000	45,000	Shopping			
3.2.3	Processing and production equipment for home based producers & retailers	lump-sums	70	400	28,000	28,000	Shopping			
3.3	Consulting Services			Subtotal	81,500	81,500				
3.3.1	Civil Engineer Consultant (design and construction supervision)	p-m	12	4,125	49,500	49,500	CQS			
3.3.3	Environmental Consultant - Initial Environmental Examination (IEE) for market at Mawlamyine.	p-m	2	16,000	32,000	32,000	QCS			
3.4	Other Inputs			Subtotal	11,000	11,000				
3.4.1	Supporting funds to establish Market management committee & operation	lump-sums	1	5,500	5,500	5,500				
3.4.2	Supporting funds to establish processing facility management committees & operation	lump-sums	1	5,500	5,500	5,500				
Output 4. Capacity of Government (EA, IA) and key stakeholders enhanced					1,205,370	1,083,810	0	117,480	0	4,080
4.1	Equipment and Supplies			Subtotal	92,550	92,550	0	0	0	0
4.1.1	Establish and maintain PMU and PIU Offices	Office	48	100	4,800	4,800				
4.1.2	PMU/PIT/PIU office furniture, computer printers and other electronic equipment	lump-sum	1	15,000	15,000	15,000				
4.1.3	Vehicle ^a	unit	1	35,000	35,000	35,000				
4.1.3	Motorcycles	unit	2	2,000	4,000	4,000	Shopping			
4.1.4	Fuel, vehicle maintenance and insurance	month	45	750	33,750	33,750				

^a To reach the project sites located between 360 and 525 kilometers from the project office, to conduct adequate supervision and monitoring, the project team requires safe, affordable, and reliable transportation. In Mon state, options to rent such vehicles are limited and puts timely implementation of the project at risk. Further, vehicle rental in Myanmar is very expensive, estimated to be about twice the cost of purchasing a project vehicle, which will be handed over to the government upon completion to assist counterparts monitor project outputs. Motor cycles are needed to ensure frequent/ weekly field visits to monitor beneficiaries and project activities in the 4 townships.

DETAILED COST ESTIMATES (Continued)

Supplies and Services Rendered		Costs				Contributions				
		Unit	Quantity Units	Cost Per Unit	Total \$	JFPR		Government	Other Donors	Communities
						Amount	Proposed Method of Procurement			
4.2	Training, Workshops, and Seminars			Subtotal	37,200	37,200	0	0	0	0
4.2.1	National Steering Committee Meetings	Meetings	5	1,000	5,000	5,000		0		
4.2.2	Project management training & capacity building for PMU & PIU staff	Trainings	12	100	1,200	1,200				
4.2.3	Inception workshop at two project sites (1event*1day x 2 sites)	workshops	2	2,000	4,000	4,000				
4.2.4	Gender training for PMU and PIU, Consultants & implementation partners	workshops	3	1,000	3,000	3,000	QCS			
4.2.5	Bi-annual work planning and review meetings facilitated by PIT-PIUs (8 events*1day x 2)	meetings	8	3,000	24,000	24,000				
4.3	Consulting Services			Subtotal	884,250	884,250	0	0	0	0
4.3.1	Start-up Specialist (Individual - international consultant)	p-m	3.0	15,000	45,000	45,000	ADB -ICS			
4.3.2	Team Leader (TL - international)	p-m	20.0	16,000	320,000	320,000	QCS			
4.3.3	Deputy Team Leader (DTL - national)	p-m	42	4,125	173,250	173,250	QCS			
4.3.4	PMU Accountant (contractual staff)	p-m	42	3,000	126,000	126,000	individual			
4.3.5	PIU - Accountant (contractual staff)	p-m	40	2,000	80,000	80,000	individual			
4.3.6	International Social Development Specialist	p-m	5	16,000	80,000	80,000	QCS			
4.3.7	External Auditor (Office of Auditor General)	unit	4	10,000	40,000	40,000	QCS			
4.3.8	Baseline, MTR, Final Impact Assessment Package (national research assistant -contractual staff, intermittent)	lumpsum	1	20,000	20,000	20,000				
4.4	Grant Management			Subtotal	126,181	35,821	0	86,280	0	4,080
4.4.1	PMU National Project Director	p-m	48	230	11,040		GOM Appointed	11,040		
4.4.2	PMU Deputy Project Director	p-m	48	210	10,080		GOM Appointed	10,080		
4.4.3	PMU Project Accountant	p-m	48	190	9,120		GOM Appointed	9,120		
4.4.4	PMU Project Assistant	p-m	48	170	8,160		GOM Appointed	8,160		
4.4.5	PIU Project Manager	p-m	48	230	11,040		GOM Appointed	11,040		
4.4.6	PIU Deputy Project Manager	p-m	48	210	10,080		GOM Appointed	10,080		
4.4.7	PIU Accountant	p-m	48	190	9,120		GOM Appointed	9,120		
4.4.8	PIU Member - General Administration Department (PIUs)	p-m	12	210	2,520		GOM Appointed	2,520		
4.4.9	PIU Member - Dept. of Trade Promotion	p-m	12	210	2,520		GOM Appointed	2,520		
4.4.10	PIU Member Dept. of Cooperatives	p-m	12	210	2,520		GOM Appointed	2,520		
4.4.11	PIU Member - Dept. of Social Welfare,	p-m	12	210	2,520		GOM Appointed	2,520		
4.4.12	PIU Member Dept. of Agriculture,	p-m	12	210	2,520		GOM Appointed	2,520		
4.4.13	PIU Manger (Kyaiktho)	p-m	24	210	5,040		GOM Appointed	5,040		
4.4.15	VFPRs and community participation ((Mawlamyine, Mudon)	p-m	12	170	2,040		Elected			2,040
4.4.16	VFPRs and community participation (Kyaiktho; Chaungzon)	p-m	12	170	2,040		Elected			2,040
4.4.17	PMU travel and per diem	Trip	16	500	8,000	8,000				
4.4.18	PIU travel and per diem (Project areas)	month	48	500	24,000	24,000				
4.4.19	PIU Driver	month	48	80	3,821	3,821				

DETAILED COST ESTIMATES (Continued)

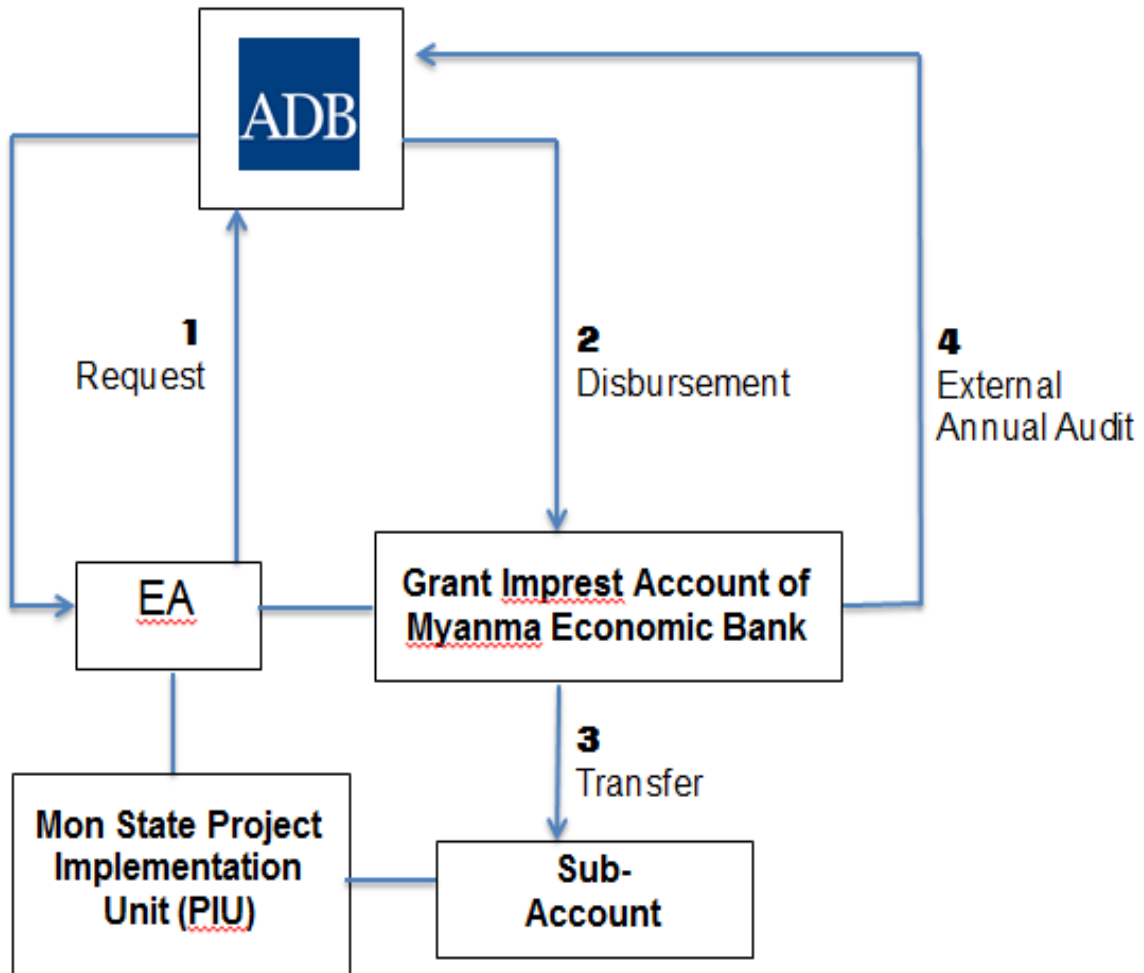
Supplies and Services Rendered		Costs				Contributions				
		Unit	Quantity Units	Cost Per Unit	Total \$	JFPR		Government	Other Donors	Communities
						Amount	Proposed Method of Procurement			
4.5	Other Inputs			Subtotal	65,189	33,989	0	31,200	0	0
4.5.1	PMU office and utilities at MOHT - NPT	month	48	350	16,800	0	GC	16,800		
4.5.2	PIU office and utilities in Mon State	month	48	300	14,400	0	GC	14,400		
4.5.4	Website development and maintenance	Lumpsum	1	9,900	9,900	9,900	Shopping			
4.5.5	PMU Language translation services	Lumpsum	1	9,000	9,000	9,000				
4.5.6	PIU Language translation services	Lumpsum	1	15,089	15,089	15,089				
Components A to D = Subtotal					2,947,850	2,550,290	0	387,480	0	10,080
Contingency					504,136	449,710		52,049		2,377
- Physical					161,153	143,755		16,638		760
- Price					342,983	305,955		35,411		1,617
TOTAL JFPR Grant Costs										
Total Project Cost					3,451,986	3,000,000	0	439,529	0	12,457

ICS = Individual Consultant Selection; CSO- Civil Society Organization, IEE = Initial Environmental Examination; JFPR = Japan Fund for Poverty Reduction; NCB = National Competitive Bidding; O&M= operations and maintenance; PMU = Project Management Unit Team; PIT = Project Implementation Team; PIU = Project Implementation Team, S = Shopping; SW=Shopping Works. SOE = Statement of Expenditures

Source: Asian Development Bank Estimates

Vehicles will be used to support the day-to-day field activities of the PIT in Mon State and will be handed over to the government upon completion of the project

PROJECT FUND FLOW ARRANGEMENTS



DESIGN AND MONITORING FRAMEWORK

Impacts the Project is aligned with:			
The proposed project is aligned with the Government's priority to create jobs and generate income to reduce poverty, as highlighted in the Framework for Economic and Social Reforms 2012–2015 and the National Comprehensive Development Plan (NCDP) 2011–2031.			
Design Summary	Performance Indicators with Targets and Baselines	Data Sources or Reporting Mechanisms	Risks
Outcome Micro and small enterprises enabled to increase business activities and employment in project areas	By 2020 At least 300 new enterprises are established, of which at least 60% are led by women, and employ women in the majority (Baseline: 1500 total SMEs) 500 people (of which 60% are women) employed through project interventions (Baseline: 0) Real income levels increased by 25% in project supported areas against 2015 (Baseline: 0%)	Project monitoring reports Household surveys	Adverse economic conditions, political unrest or natural disasters occur
Outputs 1. Skills and management capacity of micro and small enterprises and their employees developed	By 2019: At least 1,700 people are trained, of which at least 60% are women (Baseline: 0) Value chain analysis conducted for 12 products with potential for commercialization (Baseline: 0) 100 master trainers trained from government, CSOs and producer groups (60% women) (Baseline: 0)	Interviews with producers/ entrepreneurs, trainers, and consumers Quarterly project progress reports	Inadequate coordination with key government stakeholders/ ministries for the delivery of project activities and outputs
2. Access to business services, credit, and commercial networks strengthened	At least 900 producers have increased knowledge of good business development and management practice (60% women) (Baseline: 0) 90% of producers have access to affordable credit (60% women) (Baseline: 0)	Interviews with women producers/ intended project recipients Quarterly and Annual project progress reports	Potential coordination issues with local CSOs, women's groups, BDS service providers and other stakeholders

	At least 7 products will be marketed and sold through retail outlets in Yangon and other major cities(Baseline: 0)		
3. Infrastructure to support access to markets and processing facilities improved	<p>Craft and local product market with at least 25 vendors is developed, operational, well maintained, and financially sustainable (60% of the vendors are women) (Baseline: 0)</p> <p>A market management committee and one vendor association established (60% of members are women) (Baseline: 0)</p> <p>One multi-product processing center is established for production of handicrafts and processed foods(Baseline: 0)</p> <p>Two management, operation and maintenance plans are developed and implemented for the market and processing facilities. (Baseline: 0)</p>	<p>Interviews with site managers, entrepreneurs and consumers</p> <p>Quarterly/annual project progress reports</p>	Sustainability and O&M of infrastructure assets is not implemented effectively.
4. Capacity of EA, IA and key stakeholders enhanced	<p>Project management, implementation and consulting teams fully staffed and recruited (35% women) (Baseline: 0)</p> <p>Sex disaggregated data project performance and management systems established (Baseline: 0)</p> <p>All counterpart staff, consultants and implementing partners trained in gender issues in enterprise development</p>	<p>Annual project reports</p> <p>Performance monitoring and evaluation reports</p> <p>Project completion report</p>	Lack of appointment of the required counterpart staff

<p>Activities with Milestones</p> <p>Output 1</p> <p>1.1 Baseline socio-economic study by Q2 2016</p> <p>1.2 Training needs assessment and value chain analysis by Q2 2016</p> <p>1.3 Selection of target villages determined by baseline studies and multi-stakeholder inception workshops by Q2 2016</p> <p>1.4 Election and mobilization of village focal point representatives in 12 villages by Q2 2016</p> <p>1.5 Establish producer and retailer groups by Q3 2016</p> <p>1.6 Detailed design of multiple product lines for handicraft upgrading program by Q3 2016</p> <p>1.7 Implementation of training courses/modules for handicraft upgrading program by Q4 2016</p> <p>1.8 Detailed design of multiple product lines for processed foods upgrading</p>	<p>Inputs</p> <p>Grant</p> <p>ADB: \$3.0 million</p> <p>Government: \$ 0.44 million</p> <p>Community contributions: \$0.01 million</p>
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<p>program by Q3 2016</p> <p>1.9 Implementation of training courses/modules for processed foods upgrading program by Q4 2016</p> <p>1.10 Training of master trainers by Q4 2016</p> <p>1.11 Seminars on gender equality, safer migration and life skills by Q3 2016</p> <p>1.12 Seminars with producers and suppliers on availability and sustainability of raw materials by Q1 2017</p> <p>1.13 Seminars to disseminate consumer preferences on market demand for selected products by Q1 2017</p> <p>Output 2</p> <p>2.1 Mapping of local services providers for BDS and micro-credit and banking services by Q2 2016</p> <p>2.2 Implementation of business start-up, management and financial literacy and credit training in courses by Q3 2016</p> <p>2.3 Intermediate and advanced business planning, marketing and application of savings and credit by Q1 2017</p> <p>2.4 Marketing and branding strategy developed by Q2 2017</p> <p>2.5 Implementation of marketing and branding strategy by Q4 2017</p> <p>2.6 Workshop to create independent savings and credit groups and mentoring support by Q2 2017</p> <p>2.7 Exposure visits to facilitate linkages with markets in Yangon and other major cities by Q4 2017</p> <p>2.8 Promotion of "Made in Mon State" brand in national regional trained fairs by Q3 2017</p> <p>2.9 Product design competition for innovative handicraft for the souvenir market by Q1 2017</p> <p>2.10 Manuals and promotional materials disseminated by Q2 2018</p> <p>Output 3</p> <p>3.1 Identification of market, site survey (with no land acquisition and resettlement) and initial concept drawings completed & agreed by Q4 2016</p> <p>3.2 Completion of Initial Environment Examination (IEE) reports as may be required; applicable GOM environmental clearances/permits/approvals obtained by Q4 2016</p> <p>3.3 Bidding, award and construction of market in Mawlamyine by Q1 2017</p> <p>3.4 Procure equipment and fit out for market at Mawlamyine by Q4 2018</p> <p>3.5 Market Management Committee established by Q4 2018</p> <p>3.6 Prepare management contracts with private/social enterprise by Q4 2018</p> <p>3.7 Identification of land for processing center, site survey and initial concept drawings completed and agreed by Q4 2016</p> <p>3.8 Bidding, award and construction of market in KTO by Q1 2018</p> <p>3.9 Procure equipment and fit out for multi-purpose processing center in KTO by Q4 2018</p> <p>3.10 Facility management committee established and commencement of operations by Q1 2019</p> <p>Output 4</p> <p>4.1 Recruit and train PMU and PIU staff by Q1 2016</p> <p>4.2 Establish project performance management system by Q1 2016</p> <p>4.3 Recruit consulting services and specialists with expertise in MSE development, marketing, civil engineering, value chain analysis, training, and project management by Q1 2016</p> <p>4.4 Gender trainings for PMU, PIU, Consultants and Implementation Team by Q2 2016</p> <p>4.5 Bi-annual planning and review steering committee meetings by Q2 2016</p> <p>4.6 Develop and implement exit strategy by Q3 2019</p> <p>4.7 Midterm evaluation, and completion report by Q3 2017</p>	
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DEVELOPMENT COORDINATION

A. Major Development Partners: Strategic Foci and Key Activities

1. Since reengagement with Myanmar in 2012, ADB has placed emphasis on developing strong partnerships with development partners, civil society and the private sector.²⁰ In its Interim Country Partnership Strategy 2012-2014 (extended to 2015-2016), ADB stressed the importance of collaborating closely with development partners and establishing and maintaining effective two-way communication channels with civil society organizations, in recognition of the diversity of civil society actors within and outside the country.

2. In line with this, the project conducted series of consultation workshops with development partners, civil society organizations (CSOs) and non-government organizations (NGOs) working in Mon State, specifically in Mawlamyine, Kyaiktho, Mudon and Chaungzon Island, to explore opportunities for collaboration. Consultation workshops were designed to gather information on: challenges and lessons learned from implementing similar projects; inputs on site and beneficiary selection; and possible collaboration with the CSOs. Table 1 at the end of this report provides a summary of key activities undertaken by development partners consulted.

B. Institutional Arrangements and Processes for Development Coordination

3. Findings during consultations revealed that CSOs, DPs and NGOs required better mechanisms for collaboration. Existing mechanisms were described as ad-hoc. Participants suggested that the proposed project would be a good opportunity to form an advisory committee of stakeholders working in the same geographical areas, with similar beneficiaries and developing similar products. This working group would provide an excellent mechanism for collaboration and cooperation between CSOs, DPs and NGOs in Mon State. CSO participants indicated that it was important to have government representative on this type of working committee to build their capacity and in turn, acquire their support and resources for the various projects.

C. Achievements and Issues

4. The project will build on experiences of CSOs and development partners. The key findings for challenges and lessons from both CSO workshops were similar. Challenges for both development agencies and producers were identified and included; (i) lack of practical support from authorities; (ii) lack of linkages with broader market and commercial networks; (iii) the need for market assessments specific to each product line before commencing value chain enhancements; (iv) greater transparency in selection of sites and beneficiaries; (v) the need for linkages with social enterprises that can bridge the gap between mainstream businesses and development projects; (vi) small project budgets and lack of expertise in rolling out assistance programs for producers; and (viii) lack of appropriate technologies for improving efficiency and quality of production. Lessons learned included; (i) thorough market assessments are required before starting these types of projects working with producers; (ii) broad stakeholder support

²⁰ ADB. 2012. Myanmar Interim Country Partnership Strategy 2012-2014. Manila.

and consultation from the State level to individual households should be a requirement during project appraisal and implementation - this is vital for success; (iii) individual projects need to improve their advocacy, M&E and communication skills to disseminate lessons learned and decrease recurrent failures; (iv) strong stakeholder networks need to be established in the beginning of a project to auger greater participation and coordination of stakeholders working in the same area.

5. The project has also explored synergies with ADB and other development partner interventions in Myanmar. The project interventions to promote pro-poor micro and small enterprises in Mon state are designed to enable entrepreneurs and women to maximize benefits of increased trade and tourism as a result of road improvements supported by the **Greater Mekong Subregion East-West Economic Corridor Eindu to Kawkareik Road Improvement**.²¹ Lessons learnt from **Enhancing Rural Livelihoods and Incomes in Myanmar**²² project will be identified and applied during grant implementation. The Japan International Cooperation Agency (JICA) has several projects to support the government, including in relation to addressing the needs of ethnic minorities. In 2012, JICA conducted a study to collect information and confirm development needs of ethnic minorities in Kayin State and Mon State under the **Integrated Regional Development for Ethnic Minorities in the South-East Myanmar**²³ project. The skills development components of the project will also complement and identify linkages with Swiss Contact's Myanmar **Vocational Skills Development Program (VSDP)**, which includes Mon state.

D. Summary and Recommendations

6. Findings from the consultations were used to support the design of stakeholder consultations integrated within project implementation. The project includes the following mechanisms for ongoing development partner consultation and coordination: (i) DPs, CSOs, relevant representatives from industries, the academia or related fields will be invited to participate at the high level National Steering Committee meetings, based on need; and (ii) project bi-annual review and planning meetings will be attended by relevant CSOs, DPs and other stakeholders directly collaborating and implementing the project activities to ensure smooth implementation and greater coordination and synergy of efforts.

Table 1. Consultations with Development Partners

Organization Representative & Contact Number	Key Issues Discussed/ Key Interest in the Project, Opportunities for Linkages, and Issues/Challenges
CARE International	<u>Programme types:</u> Livelihoods, value chain development, land tenure, gendered technical approach, capacity building, women's economic empowerment projects. Experience in Mon State - women's economic empowerment and value chain development at the MSE level. <u>Opportunities:</u> Potential partner for implementation phase, trainings and value chain development.
International Organization for	<u>Programmes:</u> Vocational training programs in Mawlamyine (e.g. sewing, hairdressing, mechanics), targeting migrants.

²¹ ADB. 2013. *Concept Paper. Project Number 46422. Greater Mekong Subregion East-West Economic Corridor Eindu to Kawkareik Road Improvement*. Manila.

²² ADB. 2013. *Grant Assistance Report. Project Number 47311. Enhancing Rural Livelihoods and Incomes*. Manila.

²³ Japan International Cooperation Agency (JICA) and Ministry of Border Affairs. 2013. *Preparatory Survey for the Integrated Regional Development for Ethnic Minorities in the South-East Myanmar – Final Report*. Myanmar.

Migration (IOM)	<p><u>Challenges raised:</u> Vocational training alone is not enough to help people set up their own businesses. Access to credit and basic business management skills are also necessary. IOM provides trainings but does not help migrants to set up businesses.</p> <p><u>Opportunities:</u> IOM can provide data on mobile population and migrant clusters. IOM has experience providing vocational trainings in Mon State, hence future collaboration is possible.</p>
Norwegian Refugee Council (NRC)	<p><u>Areas of interest:</u> livelihoods, social development, mobile training on livelihoods. Specific experience in fruit processing/preservative training.</p> <p><u>Highlighted needs:</u> Community involvement and participation essential; capacity building in packaging and promotion for MSEs; support for beneficiaries longer term, i.e. 3 to 6 months post training programmes.</p> <p><u>Challenges:</u> Communication infrastructure, building trust and confidence of local community and local government, requirement of travel authorities for specific areas. Operating in areas with Government and NSAs.</p>
PACT WORLD	<p><u>Types of programmes:</u> PACT does not have programmes in Mon State but in general, provides integrated community development, WASH, civil society strengthening, capacity building and education. Provides training to women's groups and communities on 'Group saving' schemes, SME business skills and financial management.</p> <p><u>Challenges:</u> Communication infrastructure, Long lead in time to gain MOU approval.</p> <p><u>Opportunities:</u> SME/ Credit training linkages.</p>
Pyoe Pin Programme	<p><u>Programmes:</u> Pyoe Pin supports grass roots level community projects, education and livelihoods in Mon State through capacity building, CSO support and trainings. Works with local CSO organisations. Supports Mon Centanar.</p> <p><u>Challenges:</u> Limited linkages to Yangon and tourist markets. Working in relevant languages</p> <p><u>Highlighted needs:</u> Access to markets, understanding of credit and loans, training required on packaging and promotion, hygiene training for food production. Education on credit.</p> <p><u>Opportunities:</u> Dried fruit production and Betel nuts. Development of products around the beaches in Mawlamyine. Product to fit Thai market. Local resources for handicraft and food raw materials to be repackaged for tourist market.</p>
Trocaire	<p><u>Types of Programmes:</u> Education, empowerment of women in leadership and politics; Social development in Mon State; Supports Mon Women's Networks and Mon Education programmes.</p> <p><u>Highlighted need</u> for business and promotional skills to be run in conjunction with gender and leadership skills.</p> <p><u>Challenges:</u> Communication infrastructure and operating in areas with Government and NSAs. Long lead times for MOU approval</p> <p><u>Opportunity:</u> Linkages with trainings and women's programmes</p>
World Vision	<p><u>Programmes:</u> Micro Finance across Myanmar and in Mon state. 57,000 clients with a loan portfolio of \$8.1 million. 85% of clients are women, with an average loan size of \$150. Operates in Mon State. Office in Mawlamyine.</p>

	Opportunities: Microfinance and social impact linkages. Beneficiary SME financing and educational opportunities.
SDC	Hospitality industry; vocational training

Table 2: List of CSOs Consulted

Women’s Organization Network (WON)
Mon Women’s Organization
Mon Women Network
Mon CSOs Network
Mon-Region Social Development Network
Mon Women Development Association
Myanmar Women Entrepreneurs Association