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Dar a la población rural
pobre la oportunidad
de salir de la pobreza

Informe del Presidente

Propuesta de préstamo y donación a la República Socialista de Viet Nam para el

Proyecto de Apoyo a la Agricultura, los Agricultores y las Zonas Rurales en las Provincias de Gia Lai, Ninh Thuan y Tuyen Quang

Nota para los representantes en la Junta Ejecutiva

Funcionarios de contacto:

Preguntas técnicas:

Atsuko Toda

Gerente del Programa en el País

Tel: (+39) 06 5459 2638

Correo electrónico: a.toda@ifad.org

Envío de documentación:

Liam F. Chicca

Oficial encargado de los Órganos

Rectores

Tel.: (+39) 06 5459 2462

Correo electrónico: l.chicca@ifad.org

Junta Ejecutiva — 101º período de sesiones

Roma, 14 a 16 de diciembre de 2010

Para: **aprobación**

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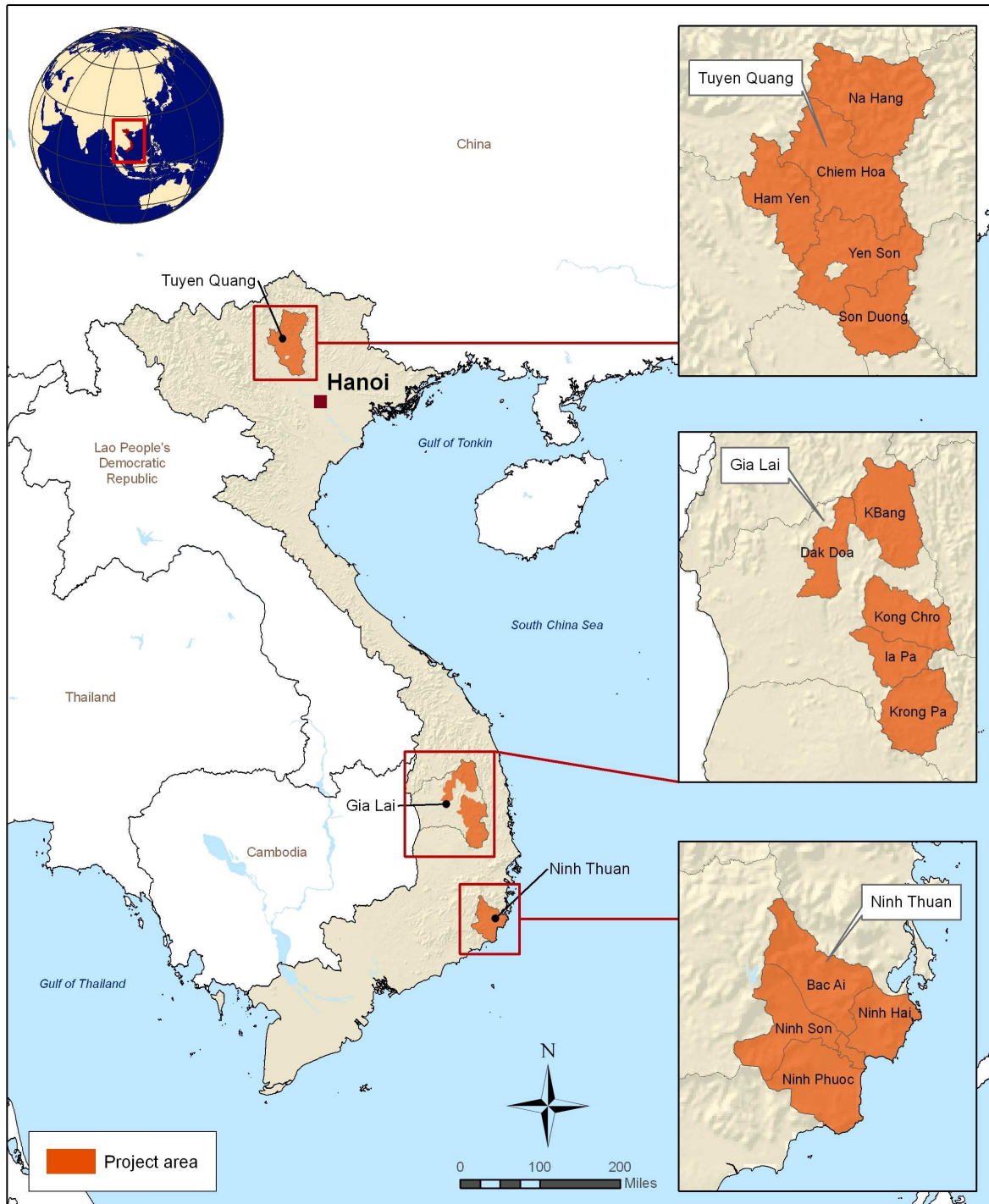
Abreviaturas y siglas

CDF	Fondo de desarrollo comunal
PBAS	sistema de asignación de recursos basado en los resultados
POA	plan operativo anual

Mapa de la zona del proyecto

República Socialista de Viet Nam
 Tam Nong Support Project

President's report



22-9-2010



The designations employed and the presentation of the material in this map do not imply the expression of any opinion whatsoever on the part of IFAD concerning the delimitation of the frontiers or boundaries, or the authorities thereof.

IFAD Map compiled by IFAD

Fuente: FIDA

Las denominaciones empleadas y la forma en que aparecen presentados los datos en este mapa no suponen juicio alguno del FIDA respecto de la demarcación de las fronteras o límites que figuran en él ni acerca de las autoridades competentes.

República Socialista de Viet Nam

Proyecto de Apoyo a la Agricultura, los Agricultores y las Zonas Rurales en las Provincias de Gia Lai, Ninh Thuan y Tuyen Quang

Resumen de la financiación

Institución iniciadora:	FIDA
Prestatario:	República Socialista de Viet Nam
Organismo de ejecución:	Comité Popular Provincial de Tuyen Quang Comité Popular Provincial de Ninh Thuan Comité Popular Provincial de Gia Lai
Costo total del proyecto:	USD 65,36 millones
Cuantía del préstamo del FIDA:	DEG 31,5 millones (equivalente a USD 48,04 millones, aproximadamente)
Cuantía de la donación del FIDA:	DEG 0,2 millones (equivalente a USD 0,31 millones, aproximadamente)
Condiciones del préstamo del FIDA:	Plazo de 40 años, incluido un período de gracia de 10, con un cargo por servicios de tres cuartos del uno por ciento (0,75%) anual
Contribución del prestatario:	USD 10,86 millones
Contribución de los beneficiarios:	USD 6,14 millones
Institución evaluadora:	FIDA
Institución cooperante:	Supervisado directamente por el FIDA

Recomendación de aprobación

Se invita a la Junta Ejecutiva a que apruebe la recomendación sobre la propuesta de financiación a la República Socialista de Viet Nam para el Proyecto de Apoyo a la Agricultura, los Agricultores y las Zonas Rurales en las Provincias de Gia Lai, Ninh Thuan y Tuyen Quang, que figura en el párrafo 36.

Propuesta de préstamo y donación a la República Socialista de Viet Nam para el Proyecto de Apoyo en Tam Nong

I. El proyecto

A. Principal oportunidad de desarrollo abordada por el proyecto

1. Mediante el Proyecto de Apoyo a la Agricultura, los Agricultores y las Zonas Rurales en las Provincias de Gia Lai, Ninh Thuan y Tuyen Quang se asistirá al establecimiento del marco normativo y los arreglos institucionales así como al desarrollo de las capacidades y los enfoques necesarios para la ejecución de la nueva política de desarrollo rural del Gobierno de Viet Nam, denominada *Tam Nong* o Resolución 24 sobre la agricultura, los agricultores y las zonas rurales.¹ Con el proyecto se apoyará a las provincias comprendidas por lo que respecta a la realización de reformas institucionales favorables a los pobres muy necesarias, por ejemplo, la aplicación de los enfoques del desarrollo agrícola, que sean más descentralizados, con una base más comunitaria, de abajo-arriba, y participativos, y en una mayor participación del sector privado.

B. Financiación propuesta

Términos y condiciones

2. Se propone que el FIDA conceda a la República Socialista de Viet Nam un préstamo de DEG 31,5 millones (equivalente a USD 48,04 millones, aproximadamente), en condiciones muy favorables, y una donación de DEG 0,2 millones (equivalente a USD 0,31 millones), para contribuir a financiar el Proyecto de Apoyo a la Agricultura, los Agricultores y las Zonas Rurales en las Provincias de Gia Lai, Ninh Thuan y Tuyen Quang. El préstamo tendrá un plazo de 40 años, incluido un período de gracia de 10, con un cargo por servicios de tres cuartos del uno por ciento (0,75%) anual.

Relación con el sistema de asignación de recursos basado en los resultados (PBAS) del FIDA

3. El proyecto se ajusta a la asignación que corresponde a la República Socialista de Viet Nam con arreglo al PBAS de USD 68,75 millones durante el ciclo de asignación de 2010–2012.

Relación con los criterios relativos al marco nacional de gastos a medio plazo

4. El proyecto está en consonancia con el marco provincial de gastos a medio plazo, conforme a lo establecido en los planes de desarrollo socioeconómico.

¹ Resolución N°24-NQ/TW, fechada el 28 de octubre de 2008, del Séptimo Congreso sobre la agricultura, los agricultores y las zonas rurales, adoptada durante el décimo período de sesiones del Comité Ejecutivo Central.

Carga de la deuda del país y capacidad de absorción del Estado

5. En 2009, el producto interno bruto (PIB) ascendió al equivalente de USD 92 600 millones. En 2009, el crecimiento real ascendía a 5,4%. La deuda externa del país representa un 32,8% estimado del PIB de 2009.

Flujo de fondos

6. El prestatario/receptor abrirá cuatro cuentas designadas en dólares de los Estados Unidos, una para cada provincia y una para la donación, en uno o varios bancos aceptables para el FIDA, a fin de recibir los fondos del préstamo y la donación. Además, cada provincia abrirá una cuenta del proyecto en la tesorería provincial, que se mantendrá en moneda local.

Disposiciones de supervisión

7. El programa estará supervisado directamente por el FIDA.

Excepciones a las Condiciones Generales para la Financiación del Desarrollo Agrícola y las políticas operacionales del FIDA

8. No se prevén excepciones.

Gobernanza

9. La gobernanza en las provincias beneficiarias del proyecto se reforzará mediante la institucionalización de procesos orientados a los mercados y los resultados, y la planificación y ejecución participativas a nivel de aldea, y mediante el aumento de la capacidad en relación con la transparencia y la responsabilización para el uso eficaz de los recursos públicos a escala comunal, de distrito y provincial.

C. Grupo-objetivo y participación

Grupo-objetivo

10. El grupo-objetivo en las tres provincias está compuesto por hogares pobres y hogares de minorías étnicas (entre ellos, los pobres y los prácticamente pobres).

Criterios de focalización

11. El proyecto se atiene a la política de focalización del FIDA. A través de la ejecución de las reformas institucionales propuestas, en el proyecto se integrarán conceptos relacionados con el desarrollo en favor de los pobres. La inclusión de los pobres, los grupos de minorías étnicas y en particular de mujeres en las cadenas de valor focalizadas constituirá un objetivo concreto del proyecto. Los grupos de intereses comunes y los grupos asociativos estarán compuestos por un conjunto de miembros desde pobres a más acomodados a fin de aumentar las oportunidades y el acceso a la enseñanza para los hogares más pobres. El apoyo financiero facilitado a través de los fondos de desarrollo comunal se brindará en función de los intereses concretos de los pobres, las minorías étnicas y las mujeres.

Participación

12. La participación en el proyecto aumentará a través de las actividades siguientes: i) **participación informada:** las actividades de sensibilización se llevarán a cabo en los idiomas locales, y se utilizará para ello material adecuado para minorías étnicas y hogares pobres con distintos niveles de alfabetización; ii) **evaluación rural participativa:** en las aldeas, los procesos de evaluación rural participativa comprenderán ejercicios de autoevaluación y clasificación de la pobreza, a fin de que los subgrupos determinados de pobres, minorías étnicas y mujeres puedan ser consultados en foros separados, de modo que pueda establecerse un orden de prioridades de sus necesidades y opciones antes de que se diseñen los planes de desarrollo de las aldeas; iii) **juntas de desarrollo de las aldeas:** las juntas de desarrollo se establecerán en las aldeas para garantizar que las actividades seleccionadas (de inversión,

capacitación y extensión productivas) queden reflejadas en el plan de desarrollo socioeconómico, y iv) **seguimiento participativo y auditoría social:** el sistema de seguimiento y evaluación incorporará encuestas anuales a hogares y auditorías sociales, conforme a las cuales se consultará a los representantes de los pobres, las minorías étnicas y las mujeres para proporcionar apreciaciones sobre el desempeño del proyecto.

D. Objetivos de desarrollo

Objetivos principales del programa

13. El objetivo general del proyecto es aumentar la calidad de vida de la población rural pobre, especialmente la que vive en las zonas más desfavorecidas (como se describe en la Política sobre la agricultura, los agricultores y las zonas rurales). El objetivo es aumentar la participación sostenible en actividades económicas de 73 800 hogares de las minorías étnicas y las personas pobres que viven en las provincias de Gia Lai, Ninh Thuan y Tuyen Quang.

Objetivos institucionales y de políticas

14. El proyecto tiene por objeto: i) mejorar el marco normativo e institucional de descentralización; ii) aumentar y fortalecer la participación del sector privado en las zonas rurales y la agricultura, y iii) ampliar la inclusión de la población rural, en particular de minorías étnicas, en los procesos de planificación local, toma de decisiones y desarrollo.

Alineación con la política y la estrategia del FIDA

15. En consonancia con el programa sobre oportunidades estratégicas nacionales para el período 2008-2012, el proyecto estará dirigido a la población pobre, en particular las minorías étnicas de las tierras altas rurales. El proyecto se ajusta a las prioridades institucionales del FIDA por lo que respecta al fomento de vínculos con los mercados equitativos, tecnologías agrícolas mejoradas y servicios de producción eficaces.

E. Armonización y alineación

Alineación con las prioridades nacionales

16. Mediante el proyecto se brindará apoyo a las provincias de Tuyen Quang, Gia Lai y Ninh Thuan en relación con su ejecución de la política *Tam Nong* y, más concretamente, a las metas sectoriales de la política recientemente elaboradas, que requieren numerosas reformas institucionales, estrategias nuevas y marcos normativos.

Armonización con los asociados en desarrollo

17. El comité directivo del proyecto es la mejor plataforma para la coordinación del intercambio de enseñanzas a nivel provincial. Los procesos relacionados con el plan de desarrollo socioeconómico a nivel provincial proporcionarán un mecanismo importante para la armonización de prácticas y el intercambio de conocimientos.

F. Componentes y categorías de gastos

Componentes principales

18. El proyecto consta de los tres componentes siguientes: i) fortalecimiento institucional para la puesta en marcha de iniciativas a favor de los pobres en el marco de la política *Tam Nong*; ii) fomento de cadenas de valor favorables a los pobres, y iii) planificación y ejecución comunal de desarrollo socioeconómico orientado a los mercados.

Categorías de gastos

19. Se prevén siete categorías de gastos: i) vehículos, equipo y materiales (9%); ii) obras públicas (0,4%); iii) capacitación, cursos, talleres, asistencia técnica y estudios (19%); iv) fondo de desarrollo comunal (61%); v) fondo de desarrollo en favor de los pobres (7%); vi) servicios financieros (0,6%), y vii) funcionamiento y mantenimiento (3%).

G. Gestión, responsabilidades de ejecución y asociaciones

Principales asociados en la ejecución

20. El organismo de ejecución del primer componente es el Departamento de Planificación e Inversiones de cada provincia; para el segundo componente, el Departamento de Agricultura y Desarrollo Rural de cada provincia y, para el tercero, el Comité Popular de Distrito de cada distrito.

Responsabilidades de ejecución

21. Las responsabilidades para cada organismo de ejecución son las siguientes: i) la elaboración de un plan operativo anual (POA) para el componente; ii) la coordinación de organismos de coejecución para la realización del POA, y iii) la preparación de informes trimestrales de situación para la ejecución del componente, que deberán presentarse a la unidad de coordinación del proyecto.

Función de la asistencia técnica

22. Se requerirá asistencia técnica en las esferas siguientes: i) capacitación en materia de planificación de las actividades empresariales orientadas a los mercados; ii) análisis de la cadena de valor, desarrollo del plan de acción y de la información sobre los mercados durante los primeros años del proyecto; iii) elaboración de paquetes de capacitación y materiales de extensión adecuados; iv) preparación y examen de las propuestas presentadas por el Fondo de agronegocios en favor de los pobres, y v) capacitación de instructores para los oficiales de créditos del Banco Vietnamita de Políticas Sociales y Agribank.

Estado de los principales acuerdos de ejecución

23. En la actualidad, no se dispone de acuerdos de ejecución.

Principales asociados financieros y cantidades comprometidas

24. Los costos totales del programa ascienden a USD 65,36 millones durante un período de cinco años. Las fuentes de financiación son el FIDA (74,0%), Viet Nam (16,6%), y los beneficiarios (9,4%).

H. Beneficios y justificación económica y financiera

Principales categorías de beneficios generados

25. Alrededor de 73 800 hogares se beneficiarán directamente del proyecto y 58 800 hogares se beneficiarán de forma indirecta en 117 comunas seleccionadas de las provincias de Tuyen Quang, Gia Lai y Ninh Thuan. De la totalidad de hogares beneficiarios, el 90% son minorías étnicas y el 46% son hogares pobres.

Viabilidad económica y financiera

26. Se calcula en un 20% la tasa interna de rendimiento económico que genera el proyecto.

I. Gestión de conocimientos, innovación y ampliación de escala

Disposiciones relativas a la gestión de conocimientos

27. Entre los productos relacionados con los conocimientos se encuentran la documentación sobre buenas prácticas, estudios anuales sobre el impacto y análisis de datos, y productos relacionados con los medios de comunicación. Entre los principales actores se encuentran el Departamento de Cooperativas y Desarrollo Rural y el Departamento de Cooperación Internacional del Ministerio de Agricultura y Desarrollo Rural, el Instituto de Políticas y Estrategias para la Agricultura y el Desarrollo Rural, los oficiales encargados de la gestión de conocimientos del proyecto, y los oficiales de seguimiento y evaluación, el Ministerio de Planificación e Inversiones y la oficina del FIDA en Hanoi.

Innovaciones en el desarrollo que el proyecto promoverá

28. Las innovaciones promovidas por el proyecto comprenden la participación de actores del sector privado en calidad de partes interesadas en el proceso de desarrollo rural, la adopción por parte del Gobierno de un enfoque basado en la cadena de valor en favor de los pobres, y las estrategias diferenciadas para comunas que "no están preparadas para entrar en el mercado" y para las que están "preparadas para entrar en el mercado".

Ampliación de escala

29. En el momento de la evaluación a mitad de período, se llevará a cabo un primer análisis para determinar los costos y beneficios, la eficiencia comparativa, la eficacia, las posibilidades de conseguir economías de escala y los requisitos institucionales para la aplicación del modelo del proyecto. Sobre la base de los resultados de esta evaluación, podrá ajustarse la estrategia del proyecto durante el resto de la duración del mismo. Si el modelo del proyecto se juzga eficaz y eficiente, se debatirán los planes para la ampliación de escala.

J. Riesgos más importantes

Riesgos más importantes y medidas de atenuación

30. El proyecto se enfrenta a los tres riesgos principales siguientes: i) escasa comprensión de los enfoques orientados a los mercados con respecto a la planificación de la inversión pública; ii) capacidad limitada para desarrollar y fortalecer cadenas de valor en favor de los pobres, y iii) capacidad limitada a nivel comunal para llevar a cabo las adquisiciones y contrataciones, la gestión financiera, el control de la calidad y la supervisión, y el funcionamiento y mantenimiento de los planes del fondo de desarrollo comunal. Las medidas de atenuación previstas son: i) la inversión en la creación de capacidad durante el primer año, a fin de sentar bases sólidas para una planificación y gestión de recursos eficaces; ii) la participación en un proceso de "aprendizaje práctico" para apoyar la prestación de actividades de desarrollo de la cadena de valor, y iii) la redacción de manuales o directrices antes de desembolsar cualquier fondo de desarrollo comunal y una orientación clara para las juntas de desarrollo comunal durante la etapa inicial de la ejecución del fondo.

Clasificación ambiental

31. De conformidad con los procedimientos del FIDA para la evaluación ambiental, se ha asignado al proyecto la Categoría B, puesto que es poco probable que tenga algún impacto ambiental negativo importante.

K. Sostenibilidad

32. Los organismos competentes existentes deberán efectuar la ejecución del proyecto, dotado de fortalecimiento institucional, capacitación y creación de capacidad cuando sea necesario. Se procurará obtener un amplio desarrollo del

sector privado para asegurar que se realicen las actividades que han sido concebidas para generar ingresos y activos destinados a los hogares rurales de los pobres.

II. Instrumentos y facultades jurídicos

33. Un convenio de financiación entre la República Socialista de Viet Nam y el FIDA constituye el instrumento jurídico para la concesión de la financiación propuesta al prestatario/receptor. Se adjunta como anexo una copia del convenio de financiación negociado.
34. La República Socialista de Viet Nam está facultada por su legislación para recibir financiación del FIDA.
35. Me consta que la financiación propuesta se ajusta a lo dispuesto en el Convenio Constitutivo del FIDA y las Políticas y Criterios en materia de Préstamos.

III. Recomendación

36. Recomiendo a la Junta Ejecutiva que apruebe la financiación propuesta de acuerdo con los términos de la resolución siguiente:

RESUELVE: que el Fondo conceda un préstamo en condiciones muy favorables a la República Socialista de Viet Nam, por una cuantía equivalente a treinta y un millones quinientos mil derechos especiales de giro (DEG 31 500 000), conforme a unos términos y condiciones que se ajusten sustancialmente a los presentados en este informe.

RESUELVE ADEMÁS: que el Fondo conceda una donación a la República Socialista de Viet Nam, por una cuantía equivalente a doscientos mil derechos especiales de giro (DEG 200 000), conforme a unos términos y condiciones que se ajusten sustancialmente a los presentados en este informe.

Kanayo F. Nwanze
Presidente

Negotiated financing agreement: "Tam Nong Support Project"

(Negotiations concluded on 9 December 2010)

FINANCING AGREEMENT

Loan Number: _____

Grant Number: _____

Project Title: Agriculture, Farmers, and Rural Areas Support Project in the Gia Lai, Ninh Thuan, and Tuyen Quang Provinces (TNSP) (the "Project")

The Socialist Republic of Viet Nam (the "Borrower/Recipient")

and

The International Fund for Agricultural Development (the "Fund" or "IFAD")

(each a "Party" and collectively, the "Parties")

hereby agree as follows:

Section A

1. The following documents collectively form this Agreement: this document, the Project Description and Implementation Arrangements (Schedule 1), the Allocation Table (Schedule 2) and the Special Covenants (Schedule 3).
2. The Fund's General Conditions for Agricultural Development Financing dated 29 April 2009, as may be amended from time to time (the "General Conditions") are annexed to this Agreement, and all provisions thereof shall apply to this Agreement. For the purposes of this Agreement the terms defined in the General Conditions shall have the meanings set forth therein.
3. The Fund shall provide a Loan and a Grant to the Borrower/Recipient (the "Financing"), which the Borrower/Recipient shall use to implement the Project in accordance with the terms and conditions of this Agreement.

Section B

1. The amount of the Loan is SDR 31 500 000, allocated as follows: Gia Lai SDR 7 250 000, Ninh Thuan SDR 8 380 000, and Tuyen Quang SDR 15 870 000.
2. The amount of the Grant is SDR 200 000, allocated to the Ministry of Agriculture and Rural Development (MARD).
3. The Loan is granted on highly concessional terms, as defined in the General Conditions.
4. The Loan Service Payment Currency shall be the US Dollar (USD).
5. The applicable Fiscal Year begins 1 January and ends 31 December.

6. Payments of principal and service charge shall be payable on each 15 June and 15 December.

7. The Borrower/Recipient shall open four Designated Accounts in USD, one for each province and one for the grant, in a bank acceptable to IFAD in order to receive advance Loan and Grant. Additionally, each province shall open a Project Account at the provincial treasury, to be maintained in local currency.

8. The Borrower/Recipient shall ensure that the Lead Project Agencies shall, on behalf of their respective provinces, provide counterpart financing for the Project in the total amount of USD 10 860 000 (of which USD 2 270 000 shall be allocated to payment of duties and taxes).

Section C

1. The Lead Project Agencies shall be the Gia Lai Provincial People's Committee (PPC), the Ninh Thuan PPC, and the Tuyen Quang PPC for the Loan component of the Financing, and MARD for the Grant component of the Financing.

2. The following are designated as Project Parties:

- (a) the Departments of Planning and Investment (DPI) of Gia Lai province, Ninh Thuan province, and Tuyen Quang province, or any successor(s) thereto;
- (b) the Departments of Agriculture and Rural Development (DARD) of Gia Lai province, Ninh Thuan province, Tuyen Quang province or any successor(s) thereto;
- (c) the District People's Committees (DPC) in the Project Area, or any successor(s) thereto; and
- (d) the Commune People's Committees (CPC) in the Project Area, or any successor(s) thereto.

3. The Project Completion Date shall be the fifth anniversary of the date of entry into force of this Agreement.

Section D

The Financing shall be administered and the Project supervised by IFAD.

Section E

1. The following are designated as general conditions precedent to withdrawal, in addition to those contained in Section 4.02 b) of the General Conditions:

- (a) The Designated and Project accounts shall have been opened.
- (b) No withdrawal from the Loan Accounts shall be made until the three Project Implementation Manuals (PIMs) referred to in Para 12.1 Section II of Schedule 1 hereto shall have been submitted to and approved by the Fund and the respective PPCs.
- (c) No withdrawal from the Grant Account shall be made until the Project Director for the Grant component of the Financing is appointed.

2. The following are designated as specific conditions precedent to withdrawal that are in addition to those contained in Section 4.02 b) of the General Conditions:

- (a) No withdrawal shall be made from the Loan Accounts in respect of expenditures under Category IV (Community Development Fund) until a Community Development manual shall have been submitted to and approved by the Fund and the respective PPCs.
- (b) No withdrawal shall be made from the Loan Accounts in respect of expenditures under Category V (Pro-poor Agribusiness Promotion Fund) until a Pro-poor Agribusiness Promotion Fund manual shall have been submitted to and approved by the Fund and the respective PPCs for use in all the Project provinces.
- (c) No withdrawal shall be made from the Loan Accounts in respect of expenditures under Category VI (Financial Services) until two manuals for the Women Economic Development Fund, one for Ninh Thuan province and one for Gia Lai province, shall have been submitted to and approved by the Fund and the respective PPCs.

The following are the designated representatives and addresses to be used for any communication related to this Agreement:

For the Fund:

The President
 International Fund for Agricultural Development
 Via Paolo di Dono 44
 00142 Rome, Italy

Street

Hanoi

Nam

For the Recipient:

Minister of Finance
 Ministry of Finance of the
 Socialist Republic
 of Viet Nam
 28, Tran Hung Dao

Hoan Kiem District,
 Socialist Republic of Viet

This agreement, dated _____, has been prepared in the (English) language in six (6) original copies, three (3) for the Fund and three (3) for the Borrower/Recipient.

For the Fund
 Borrower/Recipient

For the

Schedule 1

Project Description and Implementation Arrangements

I. Project Description

1. *Target Population.* The Project shall target poor households and ethnic minority households (including both the poor and the near-poor) in 16 selected Project districts of the provinces of Gia Lai, Ninh Thuan, and Tuyen Quang ("Project Area").
2. *Goal.* The Project shall assist in implementing the Borrower/Recipient's recently adopted policy on Agriculture, Farmers, and Rural Areas (Resolution 24/2008/NQ/CP dated 28 Oct 2008). The goal of the Project is to improve the quality of life for rural people, with a particular focus on those living in the most disadvantaged areas (as described in the policy on Agriculture, Farmers, and Rural Areas).
3. *Objectives.* The objective of the Project is to increase the participation in economic activities of ethnic minority and rural poor households living in poor communes in the Project Area.
4. *Components.* The Project shall consist of the following Components:

4.1 Component 1: Institutional Strengthening for Implementation of Pro-Poor Initiatives under the policy on Agriculture, Farmers, and Rural Areas. This Component focuses on strengthening the policy and institutional environment for carrying out effective and sustainable pro-poor market-oriented innovations with a focus on ethnic minorities, and for engaging the private sector in the implementation of the policy on Agriculture, Farmers, and Rural Areas.

4.1.1. *Market-oriented economic management capacity building* (Sub-component 1.1). This Sub-component shall develop and use training programs build capacities for market-oriented economic management for senior staff members of government agencies involved in the implementation of the policy on Agriculture, Farmers, and Rural Areas.

4.1.2. *Institutionalization of market-oriented, results-based, participatory socio-economic development planning and implementation process* (Sub-component 1.2). This Sub-component aims to institutionalize market-oriented, results-based, participatory socio-economic development planning and implementation processes at the village, commune, and province levels. This institutionalization effort shall incorporate gender and climate change issues. A Market-Oriented Participatory Socio-Economic Development Plan Thematic Working Group (MOP-SEDP TWG) shall be established to develop and validate MOP-SEDP methodologies for application at the village and commune levels throughout the Project Area.

4.1.3. *Private sector development and partnership in agriculture and rural development* (Sub-component 1.3). This Sub-component aims to strengthen the business-enabling environment and facilitate private sector development as well as public-private partnership building in agriculture and rural development. This Sub-component shall establish a Business Environment Reform Thematic Working Group (BER-TWG) to conduct research on current policy and regulatory frameworks and

provide advice to reform such frameworks in order to facilitate partnerships with private sector actors.

4.1.4. *Project coordination and knowledge sharing* (Sub-component 1.4). This Sub-component aims to assist the Project Area provinces in the implementation of a key element of the policy on Agriculture, Farmers, and Rural Areas, namely, strengthening effective cooperation among four groups of stakeholders: government agencies, scientists and researchers, private businessmen, and farmers.

4.1.5. *Knowledge Collaboration with MARD* (Sub-component 1.5). Grant activities shall include (1) collecting the experiences gathered through the M&E process, Project progress reports, systematic consultation, and feedback from all IFAD supported projects in Viet Nam; (2) distribution of policy-related documentation to the central Government's policy makers, particularly related to the National targeted Programme for New Rural Development (NTP-NRD); and (3) providing relevant training for provincial and district staff.

4.2 Component 2: Promotion of Pro-Poor Value Chains. This Component focuses on making demand-driven and value chain-focused services (public and private) available in order to better connect poor ethnic minority households with market opportunities.

4.2.1. *Identification and prioritization of pro-poor value chains* (Sub-component 2.1). This Sub-component aims to identify, prioritize, and develop major pro-poor value chains in the Project Area. A value chain action plan shall be developed for each value chain, and interventions shall be concentrated at the district level. An Agri-Business Promotion Working Group (APWG) shall be established to participate in the value chain analysis prioritization and in the development of the value chain action plans.

4.2.2. *Value chain technical research and extension services* (Sub-component 2.2). This Sub-component is intended to ensure the production of value chain research and extension services (public and private sector providers) in order to improve the livelihoods of the rural poor.

4.2.3. *Promotion of pro-poor agribusiness initiatives* (Sub-component 2.3). This Sub-component is intended to increase private sector participation in the Project Area through the establishment of a district level Pro-Poor Agribusiness Promotion Fund. A manual shall be prepared for review and approval by the Fund to support this establishment.

4.2.4. *Improving access to financial services* (Sub-component 2.4). This Sub-component aims to increase the volume of lending and availability of credit to the Project's Target Population through the adoption of strategies for enhancing credit access and encouraging local savings, as well as through the provision of technical assistance. The Project shall support the Women Development Support Fund (WDSF) in Ninh Thuan in order to extend their operations throughout the Project Area. A Women Economic Development Fund (WEDF) for lending to women's savings and credit groups shall be set up in Gia Lai with the ultimate goal of setting up a microfinance institution to lend to women's groups. Separate manuals shall be prepared for each of these two fund initiatives, and submitted to the Fund for approval.

4.3 Component 3: Commune Market-Oriented Socio-Economic Development Planning and Implementation. This Component supports market-oriented planning and implementation by communes and villages. The objective is to enable targeted communes to effectively implement annual market-oriented plans for demand-driven, pro-poor rural development public investment that are integrated into the master government planning process.

4.3.1. *Planning Capacities for MOP SEDP (Sub-component 3.1).* This Sub-component aims to build local capacity at the commune and village levels to use MOP-SEDP approaches for identifying priority investments for socio-economic development with a focus on poor and ethnic communities.

4.3.2. *Engaging the poor in value chains (Sub-component 3.2).* This Sub-component is intended to ensure that the Project's Target Population is engaged in value chains and benefiting from profitable market opportunities through the provision of assistance and support to various kinds of farmers' groups.

4.3.3. *Community Development Fund (Sub-component 3.3).* To complement Sub-components 3.1 and 3.2, this Sub-component shall provide the resources for putting the training received into action through the establishment of a Community Development Fund that shall make resources available for public infrastructure, human capacity building, and productive infrastructure, equipment and input investments to be managed by farmers' groups. A manual shall be prepared for review and approval by the Fund to support this establishment. For those villages applying for public infrastructure funding, it must be demonstrated that the economic benefits from such funding are reaching at least 50% of the households in the village. Evidence of such distribution shall be made available through annual reports.

II. Implementation Arrangements

5. Project Steering Committees (PSC) – Provincial Level

5.1. *Establishment and Composition.* At the provincial level, the Provincial People's Committees (PPCs) shall provide policy guidance to the Project. The PPCs shall also approve the appointments of key staff in the Project Coordination Unit (PCU). In each Project province the PPCs shall issue a decision to establish Project Steering Committees (PSCs).

5.2. The PSCs shall be chaired by the chairperson or vice-chairperson of the respective PPC and shall meet on a quarterly basis. Members shall include those of the PSC for National Targeted Programme for New Rural Development (NTP-NRD), as well as the Chairman of the Enterprises Association, the Director of an agriculture research institute, chairpersons of the Project District People's Committees (DPCs), which are responsible for Project coordination activities at the district level or such other membership as may be agreed from time to time with the Fund. Two or more directors of private companies working with farmers in the Project Area shall be invited to attend the meetings of the PSCs to express their views as observers.

5.3. *Responsibilities.* The PSCs in each province shall be responsible for reviewing and approving their province's Annual Work Plans and Budget (AWBPs) and Annual Project Financial Statements, and for submitting these items to their respective PPC for approval. The PSCs shall also be responsible for ensuring compliance of Project activities with the terms and conditions of this Agreement.

6. Project Coordination Unit (PCU) – Provincial Level

6.1. *Establishment and Composition.* In each province, the respective PPCs shall issue a decision to establish a PCU. Each PCU shall be headed by a full-time Project Director and include the following full time staff: PCU Deputy-Director, Commune SEDP Officer, Senior M&E Officer, M&E Officer cum Knowledge Management Officer, Institution and Capacity Building Officer, Value Chains Development Officer, Market-oriented Economy Advisor, Chief Financial Officer/Chief Accountant, Accountant, Procurement and Civil Work Specialist, support staff, as needed, and such other staffers as may be agreed from time to time with the Fund.

6.2. *Responsibilities.* The PCUs shall assist the PSC in coordinating the provincial agencies and the PPC in managing governmental and IFAD resources. The PCUs shall report directly to the PSC and act as an advisory body for the PPC. The mandate of the PCU shall be to ensure: (i) the implementation of the Project; (ii) coherence of the project approaches and strategies, and integration among project activities; (iii) coordination and synergy of the Component Lead Agencies (CLAs), other co-implementing agencies (CIAs), and technical service providers, and the district and commune level agencies, and grassroots communities; (iv) mobilization of resources from the private sector, mass organizations, professional associations, research institutes, technical centres, and non-government organizations; (v) accountable management of IFAD and governmental resources through the preparation of a Project Implementation Manual, an AWPB, and a procurement plan, and through the selection of technical assistance and audit service providers, as well as through the establishment and operation of the M&E system; and (vi) knowledge sharing and policy development interventions.

6.3. **Component Lead Agencies (CLA).** For each Component, the PPC shall issue a decision designating a CLA. Whilst the CLAs will not establish separate implementation offices for the Project within their departments, they will appoint a director or deputy director and an accountant to work with the Project. In addition, there shall be one focal point per province. The functions of the CLAs include: (i) preparation of a Component AWPB in cooperation with the PCU for approval by the PSC; (ii) coordination of the implementation of the Component; and (iii) preparation of quarterly progress reports on component implementation for submission to PCU.

7. Project Coordination – District Level

7.1. District People's Committees (DPCs) shall be responsible for coordination of the project activities and for the integration of those activities into the organizational structures and mandates of the district-level line agencies and mass organizations. The DPC Chairman (or Vice-Chairman) shall be responsible for coordination of project activities. To assist the DPC in coordinating project activities, a District Agribusiness Support Unit (DASU) shall be established, pursuant to a issued decision by the PPC, directly under each DPC. The DASUs shall be directed by the respective DPC Chairmans and

made up of a District Project Coordination Assistant to the DPC, an M&E Officer, a Commune SEDP/Community Development Fund (CDF) Planning Officer, a "Markets and Value Chain Development officer", an administrative assistant, and such other staffers as shall be decided from time to time with the Fund.

8. Project Coordination – Commune Level

8.1. The DPCs shall issue decisions establishing Commune Development Boards (CDBs) in each commune. The CDB shall be chaired by the Chairman of the CPC and composed of the Head of the Farmers' Union, the Head of the Women's Union, the Head of the Youth Union, the Commune Agricultural Officer, the Commune Extension Worker, Commune Animal Health Worker, the Infrastructure Officer, the Village Head for each of the participating villages, Commune Accountant, and such other members as shall be decided from time to time with the Fund. The role of the CDB will be to coordinate all of the Project activities at the commune and village levels.

8.2. In all of the villages in the Project Area, Village Development Boards (VDB) will be established by the CPCs. The VDBs shall be made up of the Village Head, the Head of the Women's Union, the Head of the Farmers' Union, the Head of the Youth Union, and two representatives from better-off and poor households respectively.

9. Key Project Staff

9.1. *Recruitment of Key PCU Staff.* The full-time Project Directors, Deputy Project Directors, and Chief Financial Officers/Chief Accountants in each province shall be appointed by the PPC. The Grant activities will require the appointment of a Project Director and a Project Coordinator within the relevant departments, as decided by MARD.

10. Implementation Arrangements under Project Components

10.1. *Market-Oriented Economic Management Capacity Building (Sub-component 1.1):* The DPIs shall be directly responsible for coordinating the activities under this Sub-component.

10.2. *Institutionalization of market-oriented, results-based, participatory socio-economic development planning and implementation process (Sub-component 1.2):* The PPCs shall be ultimately responsible for issuing the guidance for the implementation of the MOP-SEDP. The DPIs shall work with the DPCs and CPCs of IFAD-supported communes to pilot, implement, and manage consolidation of the MOP-SEDP guidelines.

10.3. *Private sector development and partnership in agriculture and rural development (Sub-component 1.3):* The BER-TWG shall lead the activities of this Sub-component and advise the respective PPC concerning the approval or revision of new policies and guidelines for enabling private sector development.

10.4. *Project Coordination and Knowledge Sharing: (Sub-component 1.4)* The PPCs and PCUs are responsible for implementing this Sub-component.

10.5. *Knowledge Collaboration with MARD (sub component 1.5)*: The Grant activities relating to knowledge sharing will be implemented by MARD through the relevant departments, as decided by MARD.

10.6. *Identification and Prioritization of Pro-Poor Value Chains (Sub-component 2.1)*: The DARDs shall be responsible for coordinating the activities under this Sub-component, with technical assistance from the Department of Trade and Industry (DOTI).

10.7. *Value Chain Technical Research and Extension Services (Sub-component 2.2)*: The DARDs and their related agencies, i.e. Provincial Extension Center, Plant Protection Sub-Bureau and Veterinary Sub-Bureau shall be responsible for implementing this Sub-component.

10.8. *Promotion of Pro-Poor Agribusiness Initiatives (Sub-component 2.3)*: District Agribusiness Support Units (DASUs) shall be responsible for the implementation of this Sub-component.

10.9. *Improving Access to Rural Financial Services (Sub-component 2.4)*: The Viet Nam Bank for Social Policy (VBSP), AgriBank, and the Women's Union in Gia Lai and WSDF in Ninh Thuan shall be responsible for activities under this Sub-component.

10.10. *Planning Capacities for MOP-SEDP (Sub-component 3.1)*: The DPCs/DASUs shall have primary responsibility for organizing and implementing the orientation and training activities planned under this Sub-component.

10.11. *Engaging the Poor in Value Chains (Sub-Component 3.2)*: Mass organizations shall have the primary responsibility for identifying Common Interest Groups (CIGs) and Collaborative Groups (CGs) and shall provide assistance in conducting basic organizational assessments. The CPC/CDBs shall be responsible for assembling and managing the data base of existing CIGs/CGs. The DPCs/DASUs, as well as the mass organisations, shall provide assistance in identifying trainers to be contracted to address CIG/CG training needs as requested by the commune.

10.12. *Community Development Fund (CDF) (Sub-Component 3.3)*: The CPCs shall be responsible for ensuring efficient and effective use of CDF resources, including management and oversight of commune level investments.

11. Project Reviews

11.1. *Mid-Term Review*. The Borrower/Recipient, the PPC in each province and the Fund shall conduct a comprehensive mid-term review to assess implementation progress, to assess the extent to which the business environment is constraining the operation of value chains, and to determine appropriate revisions to the Project implementation arrangements and resource allocations to be complied with by the relevant Project Parties in order to ensure successful Project completion.

12. Project Implementation Manual (PIM)

12.1. *Preparation and Approval*. The Borrower/Recipient shall cause the PPC in each province to prepare and approve a Project Implementation Manual (PIM) as soon as practicable, but in no event later than 90 days after the entry into force of this Agreement. The PIM shall detail, among other things, the Project

implementation responsibilities for planning, budgeting, financing, Loan and Grant disbursement, reporting, procurement, preparation of accounts and auditing, and the implementation of the Financial Services Sub-component micro-grants. In addition, the PIM shall incorporate a strong governance framework to empower the Target Population to play a bigger role in Project implementation. The PPC in each province shall approve the PIM only with prior agreement of the Fund, and provide a copy thereof to the Fund.

Schedule 2*Allocation Table*

1. *Allocation of Loan and Grant Proceeds.* (a) The Table below sets forth the Categories of Eligible Expenditures to be financed by the Loan and the Grant and the allocation of the amounts of the Loan and the Grant to each Category and the percentages of expenditures for items to be financed in each Category:

Category	Loan Amount Allocated (SDR)	Grant Amount Allocated (SDR)	Percentage of Eligible Expenditures
I. Vehicles, Equipment, and Material			100% net of taxes or 90% of total expenditures
a. TQ	1 230 000		
b. NT	625 000		
c. GL	675 000		
d. MARD		20 000	
II. Civil Works			100% net of taxes or 90% of total expenditures
a. TQ	80 000		
b. GL	35 000		
III. Training, Courses, Workshops, Technical assistance and Studies			100% of total expenditures
a. TQ	2 270 000		
b. NT	1 480 000		
c. GL	1 530 000		
d. MARD		180 000	
IV. Community Development Fund			100% net of taxes and beneficiaries' contribution
a. TQ	9 390 000		
b. NT	4 530 000		
c. GL	3 400 000		
V. Pro-Poor AgriBusiness Promotion Fund			100% net of beneficiaries' contribution
a. TQ	985 000		
b. NT	440 000		
c. GL	440 000		
VI. Financial Services			100% of total expenditures
a. NT	200 000		
b. GL	200 000		
VII. Operations and Maintenance			60% of total expenditures
a. TQ	335 000		
b. NT	265 000		
c. GL	245 000		
Unallocated – TQ	1 580 000		
Unallocated – NT	840 000		
Unallocated – GL	725 000		
TOTAL	31 500 000	200 000	

(b) The terms used in the Table above are defined as follows:

- I. Vehicles, Equipment, and Material related to sub-category I(d) means office equipment and publications.
- II. Civil Works relates to the construction and rehabilitation of the PCU buildings.
- III. Technical Assistance includes consultancy services for the Project.
- IV. The Community Development Fund (CDF) makes resources available for: (i) public infrastructure, (ii) human capacity development, and (iii) productive infrastructure, equipment and input investments managed by Common Interest Groups (CIGs) and Collaborative Groups (CGs).
- V. The Pro-Poor Agribusiness Promotion Fund (PAPF) makes resources available for proposals received jointly from businesses and CIGs from Project Area communes. To be considered, all proposals must contemplate matching PAPF contributions with an investment by the business submitting the application that is equivalent to at least 50% of the PAPF.
- VI. Financial Services makes resources available for the Women Development Support Fund (WDSF) in Ninh Thuan province and for setting up a Women Economic Development Fund (WEDF) in Gia Lai province.

2. *Start-up Costs.* Withdrawals in respect of expenditures for start-up costs for Category III incurred before the satisfaction of the general conditions precedent to withdrawal shall not exceed an aggregate amount of SDR 120 000.

Schedule 3

Special Covenants

In accordance with Section 12.01(a)(xxiii) of the General Conditions, the Fund may suspend, in whole or in part, the right of the Borrower/Recipient to request withdrawals from the Loan Account if the Borrower/Recipient has defaulted in the performance of any covenant set forth below, and the Fund has determined that such default has had, or is likely to have, a material adverse effect on the Project:

- i) The PPCs in each province shall issue Guidelines on the preparation and implementation of commune market-oriented participatory socio-economic development planning and implementation in the Project Area before the end of the 1ST year of the Project. The PPCs shall issue similar Guidelines for their entire province by the end of the 3rd year of the Project.
- ii) The PCUs in each province shall ensure that gender is mainstreamed in all Project activities by using a guidance manual to be developed by the Project before the end of the first year of the Project.
- iii) The PPCs in each province shall issue a Decision concerning the establishment of the following thematic working groups: Market-Oriented Participatory Socio-Economic Development Plan Thematic Working Group (MOP-SEDP TWG), Business Environment Reform Thematic Working Group (BER-TWG), and Agribusiness Promotion Working Group (APWG) before the end of the first year of the Project.
- iv) The PCUs in each province shall develop appropriate Terms of References for each staff position to be funded by the Project. The PCU shall organise a fair and transparent process for identifying and selecting candidates who are skilled and capable of meeting all of the requirements contained in the terms of reference. It shall further obtain IFAD's prior agreement for key staff positions, such as Project Director, Deputy Project Director, and Chief Financial Officer/Chief Accountant. Key staff members shall serve throughout the entire Project Implementation Period and may only be removed by the PPC in each province after prior consultation with the Fund.
- v) The PPCs in each province shall ensure that Project activities comply with the Law on Environmental Protection, and the Circular on guideline for the strategic environmental assessment, environmental impact assessment, and environmental protection commitments in accordance with Decision No. 05/2008/TT-BTNMT, 8 Dec. 2008.
- vi) Should there be any negative impact on the lives of the Project beneficiaries as a result of the siting of power plants in Ninh Thuan province, the PCU shall inform the PSC and PPC in the province and informed consent shall be sought to ensure that the needs of affected communities are identified and that such communities are fairly compensated (financial and non-financial), should the need arise. A failure to adequately protect the interests of Project beneficiaries could lead to partial loan cancellation of affected activities.

Key reference documents

Country reference documents

Poverty reduction strategy paper

IFAD reference documents

Project design document (PDD) and key files
Country Strategic Opportunities Programme 2008–2012
Administrative Procedures on Environmental Assessment

Logical framework

Narrative Summary	Indicators (all data disaggregated by sex, income class and ethnicity)	Means of Verification	Assumptions on Risks
GOAL Increase the quality of life for rural people, especially those who live in the most disadvantaged areas (from Tam Nong) (QUALITY OF LIFE)	10% reduction in child (< 5 years) malnutrition (RIMS Indicators) by EOP: - Chronic malnutrition (height for age) - Acute malnutrition (weight for height) - Underweight (weight for age)	Impact surveys at baseline, mid-term and completion (RIMS) General Statistics Office	
DEVELOPMENT OBJECTIVE Sustained and profitable economic participation of 73,800 ethnic minority and rural poor households living in 117 poor communes in 16 districts of the three provinces of Tuyen Quang (five districts), Gia Lai (five districts) and Ninh Thuan (six districts). (INCOME)	25% increase in the household assets index (value of relevant productive assets) of poor and ethnic minority households in the project communes 20% reduction in the rate of income poverty for households in the project communes ² Average growth rate of agricultural GDP at the province level is at least 4% by year three ³	Impact surveys at baseline, mid-term and completion (RIMS), Project M&E system; DPI planning system reports; DARD production monitoring systems.	Value chain bottlenecks or obstacles outside of the province will not constrain value chain development. Economic growth will remain steady in Viet Nam.
Component 1: Institutional Strengthening for the Implementation of Pro-Poor Initiatives under Tam Nong			
OUTCOMES: Policy and institutional environment strengthened to carry out effective and sustainable pro-poor market-oriented innovations with a focus on ethnic minorities, and to engage the private sector in the implementation of Tam Nong ⁴ (GOVERNMENT PLANNING)	25% increase in the number of agribusiness related private sector investment in project areas ⁵ MOP-SEDP approach mainstreamed into DPI's annual planning and budgeting process and integrating government resources at district and commune levels by EOP	PCI Website, provincial budgets, annual commune budgets, approved grants for CDF and APF, coordination meeting minutes	Improved governance, additional private sector investment, decentralization of rural investment budgets and improved multi-sectoral coordination will lead to specific opportunities for expanded economic engagement of targeted impact groups.
Component 2: Promotion of Pro-Poor Value Chains			
OUTCOMES: Demand driven, value chain focused services (public and private) available for connecting poor, ethnic minority households to market opportunities (VALUE CHAINS)	20% increase in value of targeted value chain commodities marketed annually per district; ⁶ 50% percent of targeted households have at least a 25% increase in income from targeted value chain sources.	DARD production monitoring statistics, annual household surveys, CDF grant documentation	Market prices remain reasonably stable for targeted commodities Costs of capital will not significantly reduce the profitability of investments made. The quality of technical services will encourage demand. Increased participation in value chains results in increased income.
Component 3: Commune Market-oriented Socio-economic Development Planning and Implementation			

² COSOP Outcome Indicator – Strategic Objective 2: Poor and vulnerable households take advantage of profitable business opportunities

³ COSOP Milestone Indicator for Strategic Objective 2: Poor and vulnerable households take advantage of profitable business opportunities

⁴ COSOP Institutional/Policy Objectives (in partnership mode): Strategic Objective 1 Rural poor households in uplands access markets through increased private sector partnerships

⁵ COSOP Milestone Indicator for Strategic Objective 1: Rural poor households in uplands access markets through increased private sector partnerships

⁶ COSOP Outcome Indicator for Strategic Objective 1: Rural poor households in uplands access markets through increased private sector partnerships

Narrative Summary	Indicators (all data disaggregated by sex, income class and ethnicity)	Means of Verification	Assumptions on Risks
<p>OUTCOMES: Poor and ethnic minority households in project communes and villages benefiting from profitable and sustainable market opportunities⁷ (COMMUNITY PLANNING)</p>	<p>Percent of HH below the DOLISA Poverty Line in project communes Impact Group Beneficiaries: - Direct: 73,800 HHs (TQP: 40,000hh; GLP: 14,500 hh & NTP: 19,300 hh)</p> <p>100% of the project communes meet at least 50% of the NTP-NRD criteria</p> <p>100% of the communes fall into the market ready category (better access to services, market information, market orientation of the commune officials, poor households participating in profitable market opportunities and local decision making)</p> <p>75% of communes are satisfactorily meeting performance indicators in social audit⁸</p>	<p>Review of DPI planning system, mid-term social audit, CDF monitoring reports</p>	<p>Commune capacities for developing market-oriented plans can be sufficiently built in the time available to produce good investment ideas that benefit the poor and ethnic minorities.</p>

⁷ COSOP RMF Strategic Objective 2: Poor and vulnerable households take advantage of profitable business opportunities

⁸ COSOP Outcome Indicator equivalent to 75% satisfaction rate of the quality of public service provision in responding to priority constraints