Employment and income open up pathways out of poverty and real opportunities for the future.

Sustainable growth is essential for this to occur, driven by an innovative private sector and adding value to underdeveloped regions and engaging disadvantaged populations as active market participants. This credo is the foundation of Swisscontact’s project work, which focuses on four core areas:

- Skills development: enabling labour market access and building the foundation for employment and income generation
- SME promotion: supporting local entrepreneurship with the objective to strengthen competitiveness
- Financial services: facilitating access to local financial services such as credit, savings, leasing and insurance products
- Resource efficiency: promoting efficient resource use through energy and material-efficient production methods as well as measures to promote clean air and sustainable waste management

In this way Swisscontact creates the appropriate conditions for entrepreneurship. These are necessary for a competitive private sector devoted to principles of social justice and environmental sustainability, serving as the fundamental pillars of all development.

Swisscontact was established in 1959 as an independent organisation by prominent individuals from the worlds of commerce and science in Switzerland. It is exclusively involved in international cooperation and has carried out its own and mandated projects since 1961, maintaining close ties with the private sector since its foundation. The organisation is based in Zurich and in 2013, Swisscontact was active in 27 countries with a workforce of over 800 people.
2013 - Off to new frontiers

Dear Reader,

Swisscontact South Asia Region is maintaining a strong project portfolio in Bangladesh, Nepal and continuing with scoping possibilities in India.

In Bangladesh, a major success in 2013 was our win of the DFID Skills and Employment Programme (SEP-B) together with a consortium partner, a very important project in the Bangladeshi development landscape. Also during 2013, the project “Market for Chars” has engaged with private sector partners, opening new promising opportunities for char dwellers. Our flagship project “Kalatyp” concluded successfully its second phase. The interventions over that period created an additional income impact of USD 56 million. Furthermore, our “Supplier Qualification Project” in the textile industry has assessed 180 garment factories for fire safety and some of these factories received special safety rewards.

Meanwhile, we have conducted an evaluation of the “SkillFUL” project and consolidated important lessons learned, which we can translate into action for further impact. We started “HSWMP (Value for Waste Project)”, focusing on separation of recyclable waste at source in marketable occupations and Differently Abled Person enrolled in marketable occupations. We have put in us in delivering high quality, sustainable and Differently Abled Person enrolled in marketable occupations.

In Nepal, we have started the Youth Employment Project to create job opportunities for young unemployed people. In addition, Swisscontact is implementing a new Market Development Programme, focusing on livelihoods and an increase in agricultural production.

Swisscontact South East Asia Region has in 2013 further strengthened its activities in Indonesia and established a stronger presence in the Mekong Region.

In general, we could again confirm our commitment to the region through the renewal of our registrations through a MoU with the Government of Indonesia, setting the framework for continued fruitful development cooperation. Similar MoUs were signed in Laos with the Provincial Department for Tourism and in Myanmar with the Ministry of Social Welfare and Rehabilitation.

Cocoa has become a core value chain within Swisscontact’s portfolio in Indonesia. The “Sustainable Cocoa Production Programme” has become an internationally recognised best-practice-model in establishing private-public partnerships with major local and international cocoa producers, traders and processors. Secondly, tourism promotion has become another important focus area in our project portfolio with a larger project on destination management and capacity development of local Tourism Management Organisations (TMOs). The “WISATA” Project works on strengthening local stakeholders and communities in internal tourism management as well as promoting regional collaboration for external destination marketing.

Our focus on agricultural value chains and tourism has carried over into our activities in the Mekong Region. In Laos, the “Champasak Tourism Business Promotion Project” uses a destination management approach to increase visitor numbers and length of stay in Southern Laos to increase incomes for the poor.

In Myanmar, during piloting a Public Private Partnership model for the vegetable sector, we reached 1200 farming households with knowledge and techniques on Good Agricultural Practices (GAP). We are grateful to our donors for the confidence they have put in us in delivering high quality, sustainable impact at the needed scale. In addition, we thank our colleagues and partners for helping us to contribute to the development efforts of the region. We are looking forward to a successful collaboration in 2014.

Highlights 2013

South Asia

260,000 persons additionally benefited from the agricultural and fisheries commodity markets in Bangladesh

11,955 youth employed and 68% women and Differently Abled Person enrolled in marketable occupations

4 (Bangladesh) and 2 (Nepal) banks and microfinance institutions offering loans for skills development trainings

297 Community Paramedic students awarded scholarships

5,000 women’s economic role improved in maize, chilli and handicraft production on chars (islands formed through silt deposition and erosion)

120,000 garment factory workers enjoy better working conditions

Capacity strengthened on solid waste management of local residents’ association in Bandhara

403 youth trained in Nepal

South East Asia

12,821 Smallholder Cocoa Farmer Households trained in Good Agriculture Practices including 19% women

103,024 Total training days in GAP, Post-Harvest, and Certification facilitated and delivered

1,739 farmers trained on solar dryer technology and access to market

Tourism promoted through a Destination Management Organisation (DMO) and capacity development of local Tourism Management Organisations (TMOs)

784 farmers have received credit for productivity from 5 financial institutions

469 farmers trained on production techniques

Manish Pandey Regional Director South Asia

Peasant Rane Regional Director South East Asia
Swisscontact Working Areas in South Asia

Nepal
- Sunsari
- Syangja
- Jhapa
- Makwanpur
- Kalai
- Ilam
- Bardiya
- Mustang
- Banke
- Manang
- Kaski
- Myagdi
- Dhankuta
- Gorkha
- Morang
- Lamjung
- Kapilastu
- Rasuwa
- Rupandehi
- Sindhupalchok
- Chitwan
- Dolakha
- Nawalparasi
- Sunsari
- Piska
- Mahottari
- Tanahu
- Sarlahi

Bangladesh
- Dhaka
- Bogra
- Jessore
- Nilphamari
- Kurigram
- Sunamganj
- Patuakhali
- Nilphamari
- Sunamgonj
- Gazipur
- Savar
- Narayanganj
- Tangail
- Jamal, Padma,
- Teesta Chars

Resource Efficiency
SME Promotion
Skills Development

SME Promotion

CHINA

INDIA

BAY OF BENGAL

INDE

NEPAL

BANGLADESH

ASSAM

TRIPURA

MEGHALAYA

WEST BENGAL

CHINA

07

Asia Regional Report-2013

06

Asia Regional Report-2013
Skills for Unemployed and Underemployed Labour (SkillFUL)

The implementation of SkillFUL project activities started from 2011, in collaboration with Center for Mass Education and Sciences and funding from The European Union and Swiss Agency for Development and Cooperation. SkillFUL aims to offer quality skills training to around 20,000 youth including women and Differently Abled People of Dhaka, Bogra, Jessore, Nilphamari, Kurigram and Sunamganj.

23 partners are providing training through SkillFUL facilitation in 21 marketable trades. The project ensures that a relationship is established between trainees, training providers and financial institutions. The project has facilitated development of competency based training materials and number of thematic guidelines on Gender and DAP, effective training implementation, financial and procurement management and handbooks on various topics. An Industry Skills Council (ISC) for the furniture sector has been initiated to establish a private Skills Testing and Certification system with the help of local industries. The project assists its partners to strengthen job placement services and has initiated seven Placement Counselling and Marketing Units (PCMUs) to support career development services.

Outcomes

• 15,466 youth (male 4,963, female 10,503) have been trained till December 2013
• 236 instructors from partner TSPs have been trained on Basic Instructional Skills
• 11,955 youth are employed
• 40 Master Trainers and qualifications, testing and certification for trained graduates supported
• 68% women and DAP enrolled in marketable occupations
• 23 partner TSP with 236 skill instructors (103 female, 133 male) trained
• 4 financial and microfinance institutes offer loans for training
• 3 Skills Development Forums initiated
• 970 graduates and trainees benefitted through PCMU services in selected districts
• Koxis Fatema Mukta has been working as an Instructor in Upholstery Occupation since September 2011. She has received capacity building training programmes organized by SkillFUL, as a result of which her basic instructional skills have improved and she is able to conduct Competency Based Training (CBT) properly.

Koxis Fatema Mukta, Instructor Upholstery, Akhtar Furniture Academy.

Promoting equality and equity

Koxis Fatema Mukta has been working as an Instructor in Upholstery Occupation since September 2011. She has received capacity building training programmes organized by SkillFUL, as a result of which her basic instructional skills have improved and she is able to conduct Competency Based Training (CBT) properly.

Koxis Fatema Mukta, Instructor Upholstery, Akhtar Furniture Academy.
In collaboration with RTM International, the project has been providing technical assistance to ten Community Paramedic Training Institutes (CPTI) to facilitate the development of Community Paramedics (CP) in Patuakhali, Nilphamari and Sunamgonj districts. Community Paramedic (CP) is a two-year long course designed by the Ministry of Health and Family Welfare for creating additional national health workforce. TARSAN focuses on strengthening CPTIs and enabling them to produce skilled Community Paramedics, capacity building of Civil Society Organisation (CSO) for raising community awareness through different Advocacy, Communication and Social Mobilization activities.

Outcomes

• 297 CP students awarded scholarships
• 32 staff and faculty members trained on Information Technology (IT) in Health
• 68 graduates employed
• 250 CP students certified by Bangladesh Nursing Council; among them 58 are TARSAN scholarship awardees
• 30 CPs included in Social Marketing Company’s, social franchise Blue Star Network

“Community Paramedic training and scholarship of Swisscontact has helped change my life. Two years ago I was nobody. Now I am a skilled healthcare service provider. I wish that more young people and community people are benefited from the initiatives.”

Nur Mina (Community Paramedic), Jui Pharmacy, Kamarpukur Bazar, Sayedpur, Nilphamari

Towards sustAinable quality healthcaRe delivery at grasSroots level through Active participation of civil society organisatioNs (TARSAN)

The EU-funded programme TARSAN, started in 2011 aiming to contribute to a more qualified, sustainable and accessible quality health care service for the rural poor. It has been facilitating development of skilled Human Resource in Health and their retention at grassroots, to support the implementation of national health workforce policies and strategies.

SDP supports the Government’s poverty reduction strategy by enhancing capacity of the TVET system to provide demand-driven and quality technical education and training to the poor and marginalised. It established Industry Skills Councils comprised of industry representatives. It has developed 75 competency based training standards for 25 occupations and initiated a demand driven training program utilizing the Market Responsive Training Fund. SDP supports the Ready-made Garments (RMG) and light engineering sectors in partnership with Bangladesh Garment Manufacturers and Exporters Association, Bureau of Manpower Employment and Training, Bangladesh Engineering Industry Owners Association and Bangladesh Industrial Technical Assistance Centre.

Outcomes

• 12 new course accreditation documents developed and approved by Bangladesh Technical Education Board
• 40 master trainers trained
• 60 Technical & Vocational Education Training practitioners received overseas training
• Market responsive training provided to over 3,000 unemployed and under-employed
• 300 women trained in the RMG sector
• 16 trained for light engineering sector
Youth Employment Project (YEP) - NEPAL

The project started in 2013 with funding from SDC and aims to contribute to the employment and empowerment of youths in Nepal.

YEP - Nepal is working in Morang, Sunsari, Mahottari and Sarlahi Districts of Eastern and Central Region of Nepal.

The project promotes the integration of youth into the job market through improved and market oriented offers, by IPs through employment support services and placed the youth groups in gainful wage or self-employment to earn a living and is engaged in youth policy dialogue. The overall objective of the project is that targeted Nepali youth are placed in gainful wage or self-employment to earn a living and engaged in youth policy dialogue.

The project envisages three major outcomes:

- Access of the targeted youths to quality, relevant and market driven training services is enhanced.
- Employment services to support the trained youth and industries are developed and strengthened.
- Policy dialogue at district and national levels is strengthened with the improved capacity of youth organizations.
KATALYST

Katalyst Phase 2 started in October 2008 and is implemented by Swisscontact and GIZ International Services under the Ministry of Commerce, Bangladesh. It contributes to the income of poor men and women in rural areas by facilitating changes in services, inputs and product markets. Phase 2 was cofunded by the Swiss Agency for Development and Cooperation, UK Department for International Development, Canadian International Development Agency and the Embassy of the Kingdom of the Netherlands.

In phase 2, Katalyst worked in core sectors - vegetable, potato, jute, prawn, fish, furniture, crafts and cross sectors which supported markets of the core sectors. The cross sectors were seed, fertilizer, irrigation, media, information and communication technology, distribution, packaging and local agricultural network. Since April 2013 the project was in a preparation phase for Phase 3. To contribute to poverty alleviation by making Micro, Small and Medium Enterprises and farmers in key sectors more competitive through sustainable changes in market systems.

During Phase 2, Katalyst facilitated sustainable change through partnering with a wide range of domestic and international, private and public sector intermediaries in the vegetable sector, Katalyst worked with non-profit business organizations, to train farmers, retailers and pesticide sprayers across Bangladesh for safe and judicious use of pesticide. This initiative improved the ability of farmers to select the right type of pesticide, to use it appropriately and with the correct dosage. Around 135,000 farmers are now benefiting by using pesticide safely and judiciously.

In the fish sector, Katalyst facilitated trainings and campaigns to promote nationwide cultivation of high value fish species which helped to strengthen links between farmers, hatcheries and input companies to improve access to quality inputs.

In the seed sector, Katalyst worked with private seed companies to introduce quality seed in small packets, specifically for poor farmers. Introducing these packets has enabled the seed companies to penetrate the market segment of small and homestead farmers. The farmers themselves can access quality seed and also benefit in terms of increased production and income.

Outcomes

As a result of Phase 2 interventions, Katalyst created an income impact of USD 56 million in 2013. An additional 260,000 persons were benefitted through the service promoted by the project.

Making Markets Work for the Jamuna, Padma and TeestaChars (M4C)

M4C is a five year project funded by the Swiss Agency for Development and Cooperation and implemented in collaboration with Practical Action. The project is executed under the Ministry of Local Government, Rural Development and Cooperatives and supervised by Rural Development Academy, Bogra.

M4C aims to reduce poverty and vulnerability of char households in ten districts of Northern Bangladesh by facilitating market systems. Current portfolio of the project includes agriculture-farming sectors; maize, chilli, onion, groundnut, non-farm sectors; handicrafts and cross-cutting sector; char transport system. Implementation phase field activities started from October 2012 in partnership with a range of national market actors.

In 2013, about 23,000 maize, chilli and jute producing households have received improved products and services. M4C facilitated formation of around 200 producer groups, ensuring a platform for farmers to build business relationships with private sector players. Around 5,000 char women gained improved knowledge on production practices and market linkages, thus improving their economic roles in maize, chilli and handicraft production.

Outcomes

• 60% and 24% income increased for maize and chilli char farmers respectively
• Reduced risks of crop loss due to climatic disasters through application of appropriate inputs and cultivation practices

“...In 2012, I enrolled myself in a two-month training of Hathay Banano Proshikkhan Society (HBPS). After training completion, I received my first work order and soon became a trainer. It was a great opportunity as I could both work at home and perform household chores. Thank you HBPS and M4C for creating such flexible work opportunities for us char women...

Shikha Rani
Char Natipara, Sirajganj district, Bangladesh
Samarth - Nepal Market Development Project (NMDP)

As part of the portfolio of SME development projects in Nepal, Swisscontact in partnership with Adam Smith International and The Springfield Centre is implementing a five year programme titled Samarth-NMDP. The DFID funded programme started in 2012 in partnership with the Government of Nepal. The programme aims to reduce poverty in Nepal by increasing incomes of 300,000 smallholder farmers and small-scale entrepreneurs.

Samarth-NMDP is working with a wide range of public and private stakeholders and qualified local and international NGOs or public agencies which complement its implementation capacity. The programme is working in five core agricultural sectors - dairy, ginger, fish, pig and vegetables; two cross-cutting sectors - media and mechanisation; and in tourism, covering 25 districts of Nepal.

According to Samarth-NMDP’s updates - which is based on a particular intervention of a sub-sector, during 2013, the ginger sub-sector, in collaboration with private companies and public agencies, unlocked potentials for two national Trichoderma importers, on improving supply of disease management products to smallholder farmers. In the dairy sub-sector the programme has assisted in development of a new business model for private seed companies to diversify into forage seed production and sales.

Samarth-NMDP is also beginning to see some impact in the field. In the vegetable sub-sector, the farmers of Dumsichaur in Tanahun district, have started to reap good profit from off-season vegetable farming. In the ginger sub-sector, the farmers of Khatiwada village now have access to disease management products and are trained to use them by the local private companies, which have also started stocking those products after receiving training from Samarth-NMDP.

Supplier Qualification Project (SQP)

SQP started in 2008 and now is in its fifth phase, starting from June 2012 to May 2014 with a budget of USD 612,000. Swisscontact is implementing the project for GIZ-IS. The project aims to address the lack of improvement in working conditions in garment manufacturing factories in Bangladesh.

The project has social compliance experts and fire safety experts who have vast experience in social standards compliance, fire safety, local law and training. An innovative dialogue approach is used to train the factories with tested contents and working tools. Each factory forms a Change Management Team (CMT) comprising of members from management, compliance, production and workers responsible for implementing improvements. The capacity of the CMT is built through various workshop trainings so that they can pass their knowledge on within the factories by internal trainings. The project through factory visits supports task list implementation for improvements and provides hotline support by telephone and e-mail to clarify queries of factories.

SQP supports factories in Gaipur, Savar, Narayanganj and Tangail districts. Since its inception in July 2008 to mid-December 2013, the project conducted trainings at 88 factories, resulting in improved working conditions for 120,000 workers. SQP interventions have helped reduce injuries, migration and absenteeism.

Outcomes

- Training workshops on various topics conducted at 88 factories
- 660 factory visits were carried out by the experts
- 572 hotline supports delivered
- 2500 workers trained in factories
- 803 attendees of CMT trained in factories
- 180 factories assessed for fire safety

“I could not believe when I first heard from the management that we will receive maternity leave! I was lucky to be the first worker to receive the full 16 weeks. That solves my problem and keeps my dream alive of working to contribute to our family income. I was even more surprised when I received an advance salary payment for my leave period.”

Tanzila Begum, Worker

Improving working conditions of female RMG workers

Vegetable farmers of Tanahun district, Nepal
Value for Waste (VfW) started in January 2013 and is funded by Swiss Agency for Development and Cooperation (SDC). It focuses on keeping the value of recyclables intact by encouraging source segregation in households. Thus the fraction of waste recycled is increased, leading to sector growth and job creation along the recycling value chain. VfW will cooperate with relevant municipal and governmental entities to ensure a sustainable impact and seeks opportunities to promote green businesses.

In 2013 the project focused on three areas of Dhaka: one high-income area, Baridhara and two slum areas, Bhashantek and Bouniabandh. In Baridhara the local residents’ association showed strong willingness and capacity to improve the existing solid waste management system becoming a model for other neighborhoods. An approach for source segregation, collection and treatment of the waste was designed in partnership with the residents’ association and implementation started at the end of 2013 with an information fair marking the launch of awareness raising and capacity building campaign. In Bhashantek, the project is working in partnership with Water & Life, an international organisation which provides access to drinking water and safe sanitation to slum dwellers with a market-based approach. After an initial assessment and activity design phase, project will start awareness campaigns and building capacity of the residents for improved solid waste management. In Bouniabandh, the project in partnership with Muslim Aid Bangladesh is conducting activities in the field of water, sanitation and hygiene with a solid waste management component. The project will contribute to environmental protection and more particularly climate change adaptation, improving the livelihoods and strengthening the resilience of inhabitants in the flood-prone urban areas of Dhaka.

It is expected that the project activities will allow 200,000 to 300,000 people living in the project intervention areas and close to dumping sites to benefit from a better environment. Along the recycling value chain, 250 to 500 workers will benefit from improved working conditions due to increased quantity and quality of recyclables.

Outcomes
- Project entered partnership with relevant stakeholders working in the field of water, sanitation and hygiene
- Strengthened capacity of local residents’ association in Baridhara on solid waste management
- Feasibility study for building a production centre for household items made of used polythene bags conducted

Household Solid Waste Management Project (HSWMP)
Women are benefitting through capacity building to improve productivity and quality of their cocoa production.

Myanmar
Taunggyi (Shan state)
Pindaya (Shan state)
Aungpan (Shan state)
Pyinmana (Nay Pyi Taw)
Lewe (Nay Pyi Taw)
Naungshwe (Shan state)
Swisscontact Working Areas in South East Asia

Indonesia
Singkawang
Bengkayang
Sambas
Pati
Kudus
Demak
Jepara
Rembang
Blora
Ende
Ruteng
Sikka
Labuan Bajo
Bajawa
Mabar
Manggarai Timur
Kebon Jeruk - Jakarta Barat
Medan
Aceh Barat Daya

Aceh Tamiang
Aceh Tenggara
Bireuen
Pidie Jaya
Kota Padang
Padang
Paraman
Tanah Datar
Makassar
Bone
Soppeng
Luwu
Luwu Timur
Luwu Utara
Mamuju
Majene
Parigi Moutong
Poso
Kolaka Timur

Laos
Pakse
Khong (4,000 Islands)
Champasak
Pathoumphone
Paksong
Bachieng
Sustainable Cocoa Production Program

The project started in 2012 and is funded by the Swiss State Secretariat for Economic Affairs (SECO), Sustainable Trade Initiative (IDH), Embassy of the Kingdom of the Netherlands and cocoa sector companies. With a budget of USD 15 million SCPP is being implemented in partnership with ADM, Armajaro, Cargill, Mars and Nestlé for the development of the cocoa value chain.

60,000 cocoa farmers, including 20% women, will benefit through capacity building in order to improve the productivity and quality of their cocoa production. Based on international standards, the certification of cocoa smallholder farms is one of the central tools SCPP uses to improve the long-term prospects of the cocoa sector. SCPP targets an increase in the average annual yield from around 500 to 1,000 kilos per hectare by the end of the program – through improved farm inputs, farm management and post-harvest handling, which leads to higher incomes and boosts job creation in the cocoa sector.

SCPP helps to provide a foundation for the long-term sustainability of cocoa production in Indonesia. This approach incorporates: farming good practice and technology transfer systems, nutrition and gender sensitivity integration, farmer organisation, market access and certification, integrated agri-business financing and stakeholder management and networking platforms.

Outcomes

- 12,091 Smallholder Cocoa Farmer Households trained in Good Agriculture Practices, bringing the total farmer trained in SCPP since program start to 16,845 – including 19% women
- 3,776 Smallholder Cocoa Farmer Household members trained two days Good Nutrition Practices - 85% women
- 5,383 Producers certified with voluntary certification standards UTZ or Rainforest Alliance
- 920 Cocoa Producer Groups supported and linked to sustainable markets
- 434 Agriculture and Nutrition extension officers from private/public institutions trained and active in the program
- 4 Regional Cocoa Forum established, supported and linked to the National Sustainable Platform
- Two functioning tourism information centres (TIC) and 8 tourism management organisations - DMO, Flores has local Tourism Management Organisations in all eight districts. (TMO). Externally, the DMO promotes the destination in the national and international tourism market and supports the local government to create an improved enabling environment for tourism. The project assists tourism businesses through trainings and application of toolkits and supports strengthening local horticulture supply chains as well as traditional handicraft production. The town of Labuan Bajo was assisted in implementing a solid waste management system and developing a governance plan for raising awareness about environmental impacts among local communities.
- 8,276 Cocoa Producer Groups supported and linked to sustainable markets
- 434 Agriculture and Nutrition extension officers from private/public institutions trained and active in the program
- 4 Regional Cocoa Forum established, supported and linked to the National Sustainable Platform

"I am happy to say that I already can see a positive impact in my own farm after applying all the lessons learned from the Field School facilitated by Swisscontact and Swissaid. My cocoa trees are growing properly and the pods look healthy. I can now even supply duties (sub-grafting stems) for other farmers in the area. I believe my cocoa production will increase again and I can get back to producing 1,000 kilos/cocoa/year, if the condition in my farm continues like this. I am optimistic that I can count on cocoa to improve my economic situation and the lives of my family members." — Sape Nusa, alumnus of Cocoa Farmer Field School

WISATA Regional Tourism Development Beyond Bali

WISATA has been running since 2009 with funding of the Swiss State Secretariat for Economic Affairs (SECO). It aims to contribute to economic development on the island of Flores through increasing local communities’ access to and improving the management of tourism.

The overall objective is enabling local stakeholders to address key challenges in developing sustainable tourism by improving service quality, tackling environmental problems, strengthening marketing efforts and increasing spill-over of tourism revenues to local communities. This is a pilot initiative for good practices to be replicated in other destinations. WISATA is involved in the development of tourism governance structure in all eight districts of Flores. In addition to setting-up of the regional Destination Management Organisation - DMO, Flores has local Tourism Management Organisations in all eight districts (TMO). Externally, the DMO promotes the destination in the national and international tourism market and supports the local government to create an improved enabling environment for tourism. The project assists tourism businesses through trainings and application of toolkits and supports strengthening local horticulture supply chains as well as traditional handicraft production. The town of Labuan Bajo was assisted in implementing a solid waste management system and developing a governance plan for raising awareness about environmental impacts among local communities.

Outcomes

- 4 Regional Cocoa Forum established, supported and linked to the National Sustainable Platform
- 6,383 Producers certified with voluntary certification standards UTZ or Rainforest Alliance
- 922 Cocoa Producer Groups supported and linked to sustainable markets
- 434 Agriculture and Nutrition extension officers from private/public institutions trained and active in the program
- 4 Regional Cocoa Forum established, supported and linked to the National Sustainable Platform

"After attending a study tour of Swisscontact to an agro tourism site in Bali in May 2013, I started organic strawberry farming in my village and increased the number of strawberry seeds from 40, which I brought with me Balinese, to 1,000 in the last 3 months of 2013. I have seen positive responses from local businesses, buying my crops and through this my income grew significantly. I trained 12 staff from vocational schools and 6 additional farmers from other districts to apply the methods I learned." — Sabinia Leta Oja, Farmer from Waturaka, Flores

"The project assisted tourism businesses through trainings and application of toolkits and supports strengthening local horticulture supply chains as well as traditional handicraft production. The town of Labuan Bajo was assisted in implementing a solid waste management system and developing a governance plan for raising awareness about environmental impacts among local communities." — Aditya Lona, Tourism Development Beyond Bali, Flores
The programme assists partners to plan and implement sustainable local RED Approaches in West Kalimantan (WK) and Central Java (CJ). In consortium with Mesopartner and GFA and funding from GIZ, Swisscontact started the Technical Assistance in 2011 with EUR 2.3 million.

Overall objective of RED Programme is strengthening framework conditions on a national level and piloting projects in three geographic regions. Business Climate Surveys (BCS) were conducted in both provinces with support from local universities, in collaboration with partners Bank Kalbar, Bappeda (regional planning and development agency), Bank Indonesia and The Budi Santoso Foundation.

In WK, Pepper Value Chain Development interventions included strengthening of farmer groups, training in Good Agricultural Practices (GAP) and facilitation of market linkages. Trainings in sustainable production practices targeting sustainable certification, was conducted in cooperation with a spice supplier and BioCert. The programme is implementing an Entrepreneurship instrument with Bank Kalbar and Credit Unions which aims at strengthening capacity of micro and small entrepreneurs in WK, institutionalising bank-based services and facilitating accessibility of micro and small enterprises to bank services. In CJ a MoU was signed to facilitate tourism development in Pakudjembara region. In WK and CJ a resource efficiency program for the tourism industry was launched to raise awareness among the stakeholders and increase industry competitiveness.

Outcomes
- 6 LRED instruments in each region, based on an elaborate master plan is being funded, implemented and monitored by a cross-sectoral and multi-stakeholder working group
- Competitiveness improved exceeding target - increase of employment by 5%, sales volume by 10% and income by 10%
- The BCS is used as a ‘policy advice’ tool by the government at the district and provincial level, improving policies and programs and is used as an input for the joint regional planning coordination
- Regulatory Impact Assessment Working Group comprising of service providers and local governments formed
- Pilot pepper farmer’s groups adopted GAP - 72% increase in productivity
- Cost and amount of pesticides and herbicides were reduced by 60%

Active since 2011, CPHP aims improving competitiveness of cocoa farmers in Ende - Flores. The project partnered with Cocoa Cooperative, Cocoa Forum, local government, local and national traders, media and finance institutions. Around 1,500 households are being benefited through direct access to cocoa buying stations and access to finance.

In 2013, CPHP focused on post-harvest management financing in 17 villages at Ende district. It increased capacity through technical assistance to field facilitators mostly farmers and cooperatives as service providers. Supported by local government and in collaboration with Rainforest Alliance, the project facilitated ICS training and introduced Rainforest Alliance standard CPHP also facilitated several meetings between BT. Cocoa and farmer groups to enter new markets. The meetings were also attended by farmer groups from Sikka and Flores Timur District, Banks and Local Government representatives. Training of Trainers (ToT) was organised on financial literacy for farmer cooperatives and groups. Dissemination sessions were conducted along with partners to share lessons learnt in cocoa through Stakeholder Partnership Meetings of Cocoa National Forum, exhibition and publications, to increase the impact of the project activities.

Outcomes
- 30 farmers trained by field facilitators
- 1,739 farmers trained on solar dryer technology and access to market
- 388 units of solar dryers developed in 23 villages
- 227 farmers delivered 18,372 kg dry cocoa beans to a cooperative with average price USD 2.125
- 120 Households trained by 3 Cooperative officers on Financial Household Management
- A model on cocoa sector has been developed as per initial assessment by Ford Foundation

Pulu, a cocoa farmer

The cocoa cooperative

Technical Assistance to GIZ Regional Economic Development (RED) Programme

LED-NTT Cocoa Post-Harvest Handling Practice (CPHP) Component
The project is funded through Swisscontact’s development program and has overall duration of four years until December 2016. CTBP intervenes on different aspects of destination development and management.

The tourism sector in Laos is one of the most important sectors of the economy as it has huge potential for additional labour force and income growth, in particular for disadvantaged segments of the population. The project aims to improve livelihoods of at least 2,000 households/SMEs active in tourism and related sectors.

A study tour was arranged in November 2013 to the Swisscontact implemented WISATA project in Indonesia, for a delegation of high level provincial public and private representatives. This created an increased awareness about the importance of public-private collaboration for destination development, marketing and management and brought back committed tour participants which started to engage in similar issues in Champasak Province. First hospitality trainings were delivered in collaboration with the Lao National Institute for Training in Hospitality (LANITH) and the Provincial Hotel and Restaurant Association focusing on smaller and medium sized hotels and restaurants. Approval of the Memorandum of Understanding between Swisscontact and the Provincial Government of Champasak for CTBP was obtained in December 2013.

**Outcomes**
- Increased willingness to pay for training amongst tourism businesses
- Enhanced acceptance of private sector involvement by public sector actors
- Hotel and restaurant association strengthened

In the vegetable sector of Myanmar, majority of smallholders have little or no access to information, weak functioning value chains are major barriers to the adoption of high quality seed and better techniques. Agriculture extension is seen as a precondition for opening and sustaining markets. Although assumed to be the responsibility of the public sector or NGOs, provision of extension services can be a long-term business opportunity, which through upgrading on-farm practices can lay down the foundations for future seed sales. ESPP is working with East-West Seed International (EWSI) to test a public private extension service model. During the initial stages of 2013, extension staff imparted knowledge to over 400 farmers and supported 130 agriculture students with practical information. Market assessment trainings was conducted for EWSI field staff, which enabled them to understand the need to focus on understanding the market enabling them to provide better technical advice. Through EWSI, ESPP has carried out Government of Myanmar lobbies for their partnership in the provision of extension services and has received positive response.

**Outcomes**
- EWSI has trained 469 farmers
- 52 demo plots have been established with 52 farmers
- 12 planting guides have been drafted

Many farmers now approach EWSI field staff for advice on production, which shows that levels of trust have improved sufficiently to enable the efficient transfer of knowledge. Probably one of the best indicators of trust is observing the relationship between staff and farmers. To see staff invited for tea and lunch with the farmers is a sure sign that they are being accepted as a valuable ‘friend’ of the farmers.

Stuart Morris, Project Manager, EWSI

Local female weaver at work

Photo Courtesy – Swisscontact, Bart Verweij

Field day for students on demonstration plots, Yezin University campus
## South Asia Project Overview

<table>
<thead>
<tr>
<th>Project name</th>
<th>Country</th>
<th>Donors/Partners</th>
<th>Duration</th>
<th>Results to date</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Skill Development</strong></td>
<td></td>
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<tr>
<td>SkillFUL</td>
<td>Bangladesh</td>
<td>The European Union &amp; Swiss Agency for Development and Cooperation</td>
<td>2011 - 2014</td>
<td>11,955 youth employed, 69% women and DAP enrolled in marketable occupations; 29 partner TSPs with 396 skill instructors trained; 970 graduates and trainees benefitted from PCMU; 3 Skills Development Forums initiated; 8 TSPs practicing sustainable training business model</td>
</tr>
<tr>
<td>TARSAN</td>
<td>Bangladesh</td>
<td>The European Union Research, Training and Management International</td>
<td>2011 - 2015</td>
<td>297 Community Paramedic students awarded scholarship certificates; 68 graduates employed; 260 students of CP course certified by the Bangladesh Nursing Council Social Marketing Company included 30 Community Paramedic Students in their Social Franchise Blue Star Network</td>
</tr>
<tr>
<td>SDP</td>
<td>Bangladesh</td>
<td>Asian Development Bank &amp; Swiss Agency for Development and Cooperation Government of Bangladesh</td>
<td>2008 - 2014</td>
<td>12 new competency standards and accreditations developed and approved by Bangladesh Technical Education Board; 40 master trainers and 512 Technical &amp; Vocational Education Training teachers trained; Over 3,000 unemployed and under-employed trained on market-driven skills; 300 women for RMG sector trained; 16 trained on CNC for light engineering sector</td>
</tr>
<tr>
<td><strong>SME Promotion</strong></td>
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<tr>
<td>YEP</td>
<td>Nepal</td>
<td>Swiss Agency for Development and Cooperation</td>
<td>2013 - 2016</td>
<td>403 youth trained; National Skill Testing Board (NSTB) recognition achieved; MoUs with two microfinance institutions signed</td>
</tr>
<tr>
<td><strong>Resource Efficiency</strong></td>
<td></td>
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<tr>
<td>VfW</td>
<td>Bangladesh</td>
<td>Swiss Agency for Development and Cooperation</td>
<td>2013 - 2016</td>
<td>Entered partnership with relevant stakeholders working in the field of water, sanitation and hygiene; Strengthened capacity of local residents’ association in Baridhara on solid waste management; Feasibility study for building a production centre for household items made of used polythene bags completed</td>
</tr>
</tbody>
</table>
## South East Asia Project Overview

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<tr>
<td>Sustainable Cocoa Production Program</td>
<td>Indonesia</td>
<td>Swiss State Secretariat for Economic Affairs (SECO) Sustainable Trade Initiative (IDH) Embassy of the Kingdom of the Netherlands (DK) Private Sector</td>
<td>2012 - 2015</td>
<td>12,821 Smallholder Cocoa Farmer Households trained in Good Agriculture Practices (GAP), including 19% women 9,436 Smallholder Cocoa Farmer Household members trained in Good Nutrition Practices (GNP) including 77% women The project is a milestone in establishing private-public partnerships with the major cocoa traders and processors Livelihoods for the poor further strengthened with the addition of the component on improved nutrition</td>
</tr>
<tr>
<td><strong>WSATA</strong></td>
<td>Indonesia</td>
<td>Swiss State Secretariat for Economic Affairs (SECO)</td>
<td>2009 - 2014</td>
<td>Project enlarged in terms of destination management and capacity development of two local Tourism Management Organisations Strengthened international tourism management capacity of local stakeholders and communities Five of eight Tourism Management Organisations are developing Business Plans for 2013 – 2015</td>
</tr>
<tr>
<td>Technical Assistance to Regional Economic Development</td>
<td>Indonesia</td>
<td>Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ)</td>
<td>2011 - 2015</td>
<td>Program gained traction with regional strategies for local economic development Pepper farming - 72% increase in productivity from in 2013 - The amount of pesticides and herbicides reduced by 60%</td>
</tr>
<tr>
<td>LED-NIT Cocoa Post-Harvest Handling Practice (CPHP) Component</td>
<td>Indonesia</td>
<td>Ford Foundation MARS</td>
<td>2011- 2013</td>
<td>Project focused on post-harvest financing in 17 villages in Ende District Increased capacity of 28 field facilitators mostly farmers and three cooperatives as service providers 1,789 farmers trained on solar dryer technology and access to market 388 units solar dryer developed in 23 villages 227 farmers delivered 18,972 kg dry cocoa bean to a cooperative with average price USD 2,125, indicating an increased income of USD 0.46</td>
</tr>
<tr>
<td>Champasak Tourism Business Promotion</td>
<td>Laos</td>
<td>Swiss Agency for Development and Cooperation Swisscontact Development Program Enterprise Development Consultants (EDC)</td>
<td>2013 - 2017</td>
<td>MoU signed between Swisscontact and the Provincial Department for Tourism, Laos initiating the framework for development cooperation A destination management approach is being used to increase visitor numbers and length of stay in Southern Laos to increase incomes for the poor</td>
</tr>
<tr>
<td>Extension Services Promotion Project</td>
<td>Myanmar</td>
<td>Swiss Agency for Development and Cooperation Donations</td>
<td>2013 - 2016</td>
<td>MoU signed between Swisscontact and the Ministry of Social Welfare and Rehabilitation, Myanmar setting the framework for development cooperation A Public-Private Partnership model is being piloted for agriculture extension in the vegetable sector project to reach 1,200 farming households with knowledge and techniques on Good Agricultural Practices (GAP) in a quick and economical way 469 farmers trained and 52 demo plots established with 52 farmers 2 planting guides drafted</td>
</tr>
</tbody>
</table>
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Cover: Inclusive market development through Maize on the chars
Photos: Swisscontact staff and Bert Verweij
Layout: Spellbound Communications, Bangladesh

Swiss NPO-Code: The structure and management of Swisscontact conforms to the Corporate Governance Regulations for Non-Profit Organisations in Switzerland (Swiss NPO-Code) issued by the presidents of large relief organisations. An audit conducted on behalf of this organisation showed that the principles of the Swiss NPO-Code are adhered to.

ZEWO-Seal of approval: Swisscontact was awarded the Seal of Approval from ZEWO. It is awarded to non-profit organisations for the conscientious handling of money entrusted to them, proves appropriate, economical and effective allocation of donations and stands for transparent and trustworthy organisations with functioning control structures that uphold ethics in the procurement of funds and communication. Swisscontact is regularly audited on the adherence to these criteria. (Source: ZEWO)

Société Générale de Surveillance (SGS): Swisscontact has been awarded the Certificate of the International Inspection Agency Société Générale de Surveillance (SGS) within the NGO Benchmarking Programme.

April 2014