

SOLOMON ISLANDS - MARKETS FOR CHANGE PROGRESS REPORT – JANUARY- FEBRUARY 2017

A. Name of the program, duration and funding:

The Markets for Change (M4C) UNDP project is a six-year project covering the period of 2014-2019. The project is principally funded by Australia's Department of Foreign Affairs and Trade (DFAT) as part of the Pacific Women Shaping Pacific Development initiative.

The M4C UNDP project is Outcome 2 of the overall UNW M4C Project and funding via UNW for the UNDP component is US\$1,059,722 with US\$586,520 for Fiji, US\$206,361 for Solomon Islands, and US\$266,841 for Vanuatu. At the end of 2016 there was an extension of an additional two markets to the Fiji M4C, and a corresponding addition of US\$50,000 for the 2017 Workplan.

B. Description of the overall program rationale:

The M4C UNDP project, is aimed at improving the socio-economic security of women market vendors through 2 main interventions:

1. Financial literacy and business training through the Continuing Market Business Education (CMBE) program which addresses the following 2 outputs of the overall UNW M4C Project- Output 2.1 - Market vendors' lives are improved due to strengthened financial competencies and record keeping so that they can better leverage business and financial access opportunities, and Output 2.2 Increased access to financial and social services, including access to savings, credit, payment, micro-insurance and livelihood protection of market vendors.
2. Agricultural productivity training through the Improving Productivity and Income for Vendor Farmers (IPI-VF) program which addresses the following Output 2.4 of the overall UNW M4C Project - Interventions to increase productivity and incomes for farmers and market vendors.

C. Brief information about project activities implemented over the last two months:

Training Intervention Topics

The CMBE program had the following rounds of training in 2017:

- Round 1: Basic Financial Literacy – includes 1.1. Moni Tok and 1.2. Savim Moni
- Round 2A: Improve Your Market Business - 2.1. Produce presentation and customer relations, and 2.2. Keeping your records
- Round 2B: Improve Your Market Business 2.3 Pricing your produce and 2.4. Introduction to Basic Business

The IPI-VF program has the following topics of training in 2017:

- Topic 1: Agribusiness and Farm Management
- Topic 2: Soil Care and Nutrients
- Topic 3: Pest Disease and Weed Management
- Topic 4: Harvest/Post-Harvest Handling and Marketing

Follow-up/ Refresher training on a one-to-one basis, or slightly larger groups, will primarily address:

- Aspects of CMBE Round 1 and Round 2 (2.2 and 2.4) depending on the level of engagement and progress of the participant(s); and/or
- Aspects of IPI-VF Topics 1 to 4 depending on the level of engagement and progress of the participant(s).

Activities January to February 2017

Only coordination activities for set-up of 2017 activities per budget were held during the first 2 months of 2017.

D. Budgets Expensed and Results Achieved:

Budget Expensed

Output/Activities	2017 Budget	Expenditure till 28th February	Percentage of Budget Spent
Output 2.1	6,000	-5,759	-96%
Output2.2	23,000	2,631	11%
Output 2.4	30,802	4122	13%
Program Management & UNDP management Fees	9,785	96	1%
Total	69,587	1,089	2%

Results Achieved

Primary Indicators

Outputs	Indicators	Target	Results	Results as % of Target
Output 2.1 - Market vendors' lives are improved due to strengthened financial competencies and record keeping so that they can better leverage business and financial access opportunities				
	CMBE Training Participant Numbers	90	-	-
	CMBE Training Participant (Unique) Numbers	30	-	-

	Number of Participants verified as maintaining written records of their business transactions	15	-	-
Output 2.2 Increased access to financial and social services, including access to savings, credit, payment, micro-insurance and livelihood protection of market vendors.				
	CMBE Training Participant Numbers	140	-	-
	CMBE Training Participant (Unique) Numbers	50	-	-
	Number of Participants verified with new bank accounts after training / or use of other financial product after training where no prior use	15	-	-
	Number of Participants verified as using internet (via mobile or otherwise) to access financial services after training where no prior use	5	-	-
Output 2.4 Increased productivity and incomes for farmers and market vendors				
	IPI-VF Training Participant Numbers	60	-	-
	IPI-VF Training Participant (Unique) Numbers	0	-	-
	Number of Participants verified as maintaining written records of their business transactions	30	-	-
	Number of Participants verified as using Agriculture Extension Services after training and/or using improved agricultural methods	30	-	-

Qualitative Indicators

Please refer to **Annexure A** for Qualitative Indicators.

E. Brief information about project activities to be implemented over the next 10 months:

Activities March to December 2017

CMBE Events Scheduled

Date	Market (District/Province)	Training Topics/Event	Activity
2-May	Honiara	R1	Grp 1 Training
28-Jun	Auki	R1 - R2.2	Grp 1 Training
30-Jun	Auki		CMBE Certificate Awards
18-Jul	Honiara	R1 - R2.2	Grp 2 Training
19-Jul	Honiara	R2.2	Grp 1 Refresher Training
8-Aug	Honiara	R2.2	Grp 2 Refresher Training
11-Aug	Honiara	R3	R3 & Health Advocacy Financial Fair

15-Aug	Auki	R2.3-2.4	Grp 1 Training
16-Aug	Auki	R2.2	Grp 1 Refresher Training
18-Aug	Auki	R3	R3 & Health Advocacy Financial Fair
19-Sept	Honiara	R1 - R2.2	Grp 3 Training
26-Sept	Honiara	R2.3-2.4	Grp 1 Training (incl some Grp 3)
27-Sept	Honiara	R2.3-2.4	Grp 2 Training (incl some Grp 3)
15-Oct	National	IDRW	RMMVs – Need consultation with MVA
25-Nov	National	AGBV	16 Days of Activism AGBV Orange the Market/ Office Campaign

IPI-VF Training Scheduled

Date	Market (Cluster)	Activity / Topic
20-Jul	Honiara	Distribution of Agricultural Inputs
24-28- Jul	Auki	Distribution of Agricultural Inputs & Farm Visits
29-31- Aug	New Tenabuti	Distribution of Agricultural Inputs & Farm Visits
19-20-Sept	Honiara	Follow-up Training and Farm Monitoring Visit
9-13-Oct	Auki	Follow-up Training and Farm Monitoring Visit
24-26-Oct	New Tenabuti	Follow-up Training and Farm Monitoring Visit
14 & 15-Nov	Honiara	Follow-up Training and Farm Monitoring Visit

F. Lessons Learnt in 2016

CMBE

- Participants available for first round of training are often not available on subsequent rounds (also per the Fiji experience) so for each participant group, where possible, data collected on individuals must be maximized, bank account opening facilitated, certificates of participation awarded, and participants assessed for interest in further training grasp of concepts taught;
- Market vendor association executive member mobilizers, are very effective at mobilizing participants in some market groupings and far less so in others, and this affects scheduling and logistics of training as well as attendance by targeted market vendors.
- The lack of results (especially the taking up of the record keeping practice, and opening of bank accounts and depositing savings) means there must be visits to the two markets, or some other contact (in the case of Auki), to encourage participants to implement what they learnt since there is a tendency to forget training content without follow-ups to those communities.

IPI-VF

- Transportation costs are a deterrent to training session attendance by participants.
- Only a fraction of those profiled attended the training. Although telephone numbers were part of the profile compiled on each prospective participant, the numbers were often not in a location with good reception, or were off due to problematic access to electricity.

- The participants had never been exposed to the ideas behind Organic farming and have been using fertilizers and chemicals, especially watermelon farmers in Kakara Village, so it will take a while for skills taught in training to be translated into practice.
- On Auki the majority of the farmers stay far away from Auki town so trainings don't commence on time. This affects time the farmers arrive at training, and have to leave the training venue.
- Limited training time means that training sessions are too short to effectively cover all the training material, and there is a demand to increase time spent at each location with each group of participants.

G. Changes Being Implemented Due to Lessons Learnt

CMBE

- Certificates of Participation in each CMBE Round for 2017 to be awarded at the end of second training session while participants are at the venue;
- Regular and in-person contact with the Market Master and relevant Market Vendor Association personnel prior to an event to ensure that mobilization activities are on schedule.
- More visits to the two markets, or some other contact (in the case of Auki), to encourage participants to implement what they learnt since there is a tendency to forget training content without follow-ups and encouragement to those communities. Monitoring visit for results collection to come after these follow-up visits.

IPI-VF

- Many of the market vendors are from a very low socio-economic background and so travel to a central location for training is an expensive exercise. Bus fares need to be built into the training budget in order to allow these farmer-vendors to attend.
 - Training to be closer to participant living areas to reduce travel costs, and simplify monitoring of results of clusters of participants.
 - Some agricultural methods taught may take more than 6 months before there is a possibility of seeing results on the ground. This means there must be visits to those locations, or some other contact through farmers network, to encourage participants to implement what they learnt since there is a tendency to forget training content without follow-ups to those communities.
 - On Auki the majority of the farmers stay far away from Auki town so trainings don't commence on time so training start times to account for this in 2017.
 - Limited training time means that, budget permitting, training sessions are to be spread over an additional day at each location to make the sessions more effective and increase the chances of seeing results on the ground.
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