

## VANUATU-MARKETS FOR CHANGE PROGRESS REPORT – JANUARY- MARCH 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.

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### 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.

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

#### Training Intervention Topics

The CMBE program has the following rounds of training in 2017. The training provider is National Bank of Vanuatu (NBV):

- Round 1: Basic Financial Literacy – includes 1.1. Financials First Steps
- Round 2A: Improve Your Market Business - 2.1. Produce presentation and customer relations, 2.2 Pricing your produce, and 2.3. Keeping your records
- Round 2B: Improve Your Market Business 2.4. Savings and loans, and 2.5. Business Start-Ups

The IPI-VF program has the following topics of training in 2017. The training provider is Department of Agriculture and Rural Development (DARD):

- 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 (2.3, 2.4 and 2.5) 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 March 2017**

Only coordination activities for set-up of 2017 activities per budget were held during the first 3 months of 2017.

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### **D. Budgets Expensed and Results Achieved:**

#### **Budget Expensed**

<b>Output/Activities</b>	<b>2017 Budget</b>	<b>Expenditure till 31 March</b>	<b>Percentage of Budget Spent</b>
Output 2.1	12,580	7,579	60%
Output 2.2	32,640	3,526	11%
Output 2.4	62,375	6,797	11%
Program Management & UNDP management Fees	12,245	1,432	12%
<b>Total</b>	<b>119,840</b>	<b>19,334</b>	<b>16%</b>

#### **Primary Indicators**

<b>Outputs</b>	<b>Indicators</b>	<b>Target</b>	<b>Results</b>	<b>Results as % of Target</b>
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	205	-	-
	CMBE Training Participant (Unique) Numbers	105	-	-
	Number of Participants verified as maintaining written records of their business transactions	40	-	-

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	310	-	-
	CMBE Training Participant (Unique) Numbers	135	-	-
	Number of Participants verified with new bank accounts after training / or use of other financial product after training where no prior use	40	-	-
	Number of Participants verified as using internet (via mobile or otherwise) to access financial services after training where no prior use	10	-	-
Output 2.4 Increased productivity and incomes for farmers and market vendors				
	IPI-VF Training Participant Numbers	220	-	-
	IPI-VF Training Participant (Unique) Numbers	75		
	Number of Participants verified as maintaining written records of their business transactions	70	-	-
	Number of Participants verified as using Agriculture Extension Services after training, and/or using improved agricultural methods.	70	-	-

### Qualitative Indicators

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

## E. Brief information about project activities to be implemented over the next 9 months:

### Activities April to December 2017

#### CMBE Events Scheduled

Date	Market (District/Province)	Training Topics	Activity
5-Apr	Melemaat	R1 & R2 Refresher	Bislama speaking training
6-Apr	Mangaliliu	R1 & R2 Refresher	Bislama speaking training
11-Apr	Emua & Paunagisu	R1 & R2 Refresher	Bislama speaking training
12-Apr	Epau	R1 & R2 Refresher	Bislama speaking training
13-Apr	Marobe	R1 & R2 Refresher	Bislama speaking training
17 & 18-May	Luganville (Canal Fanafo)	R1 & R2	Bislama speaking training
21 & 22-June	Shefa (Mosso Island)	R1 & R2	Bislama speaking training
4 & 5-July	Port Vila (Eton)	R1 & R2	Bislama speaking training

16-Jun	Shefa	R3	Bislama speaking training
Aug	Port Vila	R3	Bislama speaking training
Sept	Luganville	R3	Bislama speaking training
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### IPI-VF Training Scheduled

Date	Market (Cluster)	Activity / Topic
1-May	Epau	Topic 1-4 Refresher
2-May	Paunangisu	Topic 1-4 Refresher
3-May	Mangaliliu	Topic 1-4 Refresher
8-May	Marobe	Topic 1-4 Refresher
9-May	Teouma	Topic 1-4 Refresher
22 &23-August	Pt. Vila (Eton)	Topic 1 & 2
19 &20-Sept	Luganville (Canal Fanafo)	Topic 1 & 2
21 &22-Sept	Luganville (Luganville)	Topic 1 & 2
2 &3-Oct	Shefa (Mosso Island)	Topic 1 & 2
24,25 &26-April	Pt. Vila (Eton)	Topic 3 & 4
22,23 &24-May	Luganville (Canal Fanafo)	Topic 3 & 4
25 &26-May	Luganville (Luganville)	Topic 3 & 4
26,27 &28-June	Shefa (Mosso Island)	Topic 3 & 4

## F. Lessons Learnt in 2016

### CMBE

- Participants available for first round of training are often not available on subsequent rounds (per the Fiji and Solomon Islands 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;
- Training taken to the communities has a good attendance rate however participants are sometimes more casual about the timing of their attendance since they live close to the training venue.
- Provincial Government area secretaries, as well as the 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.

- Participant literacy levels, and their level of facility with Bislama, greatly affect the speed at which the training can be delivered and clearly understood. This then affects the time taken to complete the training, and limits time allocated to data collection on participants.
- Some of the training materials were a little intimidating to the participants and so contributed to its lack of use after the training.
- 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 eight markets, or some other contact (in the case of Luganville – NBV or other provider), 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**

- The same stakeholders, Silae Vanua Market Vendors Association, who assist local government in mobilizing participants mobilize both for the CMBE and the IPI-VF training programmes
- Farmers are not fully aware of the services and workings of the Ministry of Agriculture and Rural Development (DARD). DARD is also stretched for personnel and this affects the availability of staff for finalizing material for training (although material from Fiji and the Solomon Islands are made readily available, the customization for the local context is delayed).
- DARD training material has had delays in being handed over to M4C personnel so consolidation of the material, even for Topics 1 and 2 has been difficult and last minute.
- Early agreement with DARD for which officers to be allocated to the Markets for Change Project makes a significant difference in the quality of delivery of the training, the collaboration with M4C staff for which materials to be printed for training delivery, the reliability of the DARD officer in commitment to the training dates agreed, and the likelihood of the same DARD officer doing follow-up visits to the communities trained.
- The lack of results (especially the taking up of the record keeping practice) means there must be visits to the eight markets, or some other contact (with the assistance of DARD Officer), to encourage participants to implement what they learnt since there is a tendency to forget training content without follow-ups to those communities.

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### **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 Provincial Government, and relevant Market Vendor Association personnel prior to an event to ensure that mobilization activities are on schedule.
- Emphasis during monitoring and follow-up visits to participant communities that if the printed training materials were a little daunting to use then exercise books, as distributed for IPI-VF, were still an excellent tool for record-keeping for their business.
- More visits to the eight markets, or some other contact (in the case of Luganville), 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**

- Materials for training to be simplified as much as possible given the additional low literacy challenges in Vanuatu.
  - DARD was requested to facilitate the M4C training both in terms of materials and available and committed personnel and changes have been made as requested which has resulted in a much smoother training implementation.
  - Discussions have been held with DARD re preferred officers for 2017 however the final allocation will depend on DARD and their overall training program and various project commitments.
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