

Coalition to Diversify Income from Underused Crops



Inception Workshop Report

13-16 August 2008, Hanoi, Vietnam



Disclaimer

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Front cover photos (credits: ICUC)

- Top left - Project team at induction workshop, Hanoi
- Top right - Branded pomelo, Thua Thien Hue
- Middle right - Farmer presenting his views during the open day
- Bottom left - Project team visiting sticky rice producers, Hai Duong
- Bottom middle - Branded Hoa Vang sticky rice
- Bottom right - Project team and rice farmers, Hai Duong

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Acronyms

AKF	Annual knowledge fair
AoI	Area of influence
BAIF	BAIF Development Research Foundation (India)
CASRAD	Centre for Agrarian Systems Research and Development (Vietnam)
CGO	Community germplasm orchard
CoDI	Coalition to Diversify Income from Underused Crops
DFID	Department for International Development (UK)
FAVRI	Fruit and Vegetable Research Institute (Vietnam)
FGD	Focus group discussion
FPP	Food processing park
HH	Household
ICARD	Information Center for Agriculture and Rural Development
ICUC	International Centre for Underutilised Crops
KII	Key informant interview
MARD	Ministry of Agriculture and Rural Development
MIL	Monitoring impact and learning
NTFP	Non-timber forest products
PHANO	Vietnam Rural Development Association
RIU	Research into Use Programme
RRD	Red River delta
SHG	Self-help group
VCF	Village crop fair
WII	Winrock International India

Participants quoted

Listed alphabetically by initials used in the report.

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Executive summary

Twenty-one members of the CoDI partners: BAIF Development Research Foundation, Center for Agrarian Systems Research and Development, Fruit and Vegetable Research Institute, Winrock International India and the International Centre for Underutilised Crops met 13-15 August 2008 for a project inception workshop. The workshop was an opportunity to brief participants on activities since the actual project start on 1 July, to plan for the year ahead, to get to know members who were unable to participate in the proposal preparation workshop in January, and to obtain clarification on any pending issues. The workshop was split into three sessions: the internal management team meeting 13-14 August (section 1 and 2), the open day inception ceremony on 15 August (section 3), and the field visit on 16 August (section 3).



The first day was spent mainly on discussing the 2008-9 workplans. Presentations were given on the roles and plans of all partners. This yielded an updated project workplan (Appendix 4.4). Participants felt that the sessions were very valuable in terms of cross-learning between the sites and countries. Participants noted the various approaches that are suitable for the different sites. Most of the BAIF sites have already some experience with resource centres and will build upon this and broaden their scope by providing further diversity in

the production system. Some of the Vietnam sites are planning to work with semi-commercialised products, for which proper post-harvest handling is the major constraint to better market access, and in others, traditional but neglected crops will be the focus, especially targeting ethnic minority groups.

The second day was devoted to becoming acquainted with RIU's MIL requirements, especially the data management and communications strategies. As this was fairly new for most of the participants, practical exercises helped illustrate some of the requirements. Some data forms were completed during the workshop, and this exercise was to be finalised by the WII team with CASRAD and FAVRI during the following week. The "one-minute message" exercise proved to be a key method that illustrated the need to be constantly aware of communication opportunities.

The open day was attended by 55 participants, including a number of officials from various Hanoi-based government and non-governmental organisations as well as farmer representatives from the four Vietnam project sites. After introductory presentations by each of the project partners, the floor was opened for discussions and interesting contributions were made. The open day was also attended by several journalists, and newspaper/web articles featuring CoDI were published.

The field visit to the sticky rice producing area in Hai Duong was an eye-opener for most of the participants who enjoyed the hospitality of the commune of An Phu.

1. INCEPTION WORKSHOP (1) – ACTIVITIES AND WORKPLANS

1.1. Welcome – Dao The Anh (CASRAD)

Dao The Anh offered a welcome to all participants, especially to the delegation of eight from India; for 5 of them this was the first time abroad. Hannah Jaenicke then gave a warm welcome to everyone from near and far, extremely pleased that this exciting project was now underway, after 14 months of preparation, and also that after three more years, there would surely be benefits to poor people in both India and Vietnam. All of the 21 coalition participants then introduced themselves (see Appendix 4.2).

1.2. RIU and CoDI – Hannah Jaenicke (ICUC)

The origins of RIU were explained, being a means to put ten years of DFID-funded natural resource research funding from 1995 to 2005 of approximately GBP220 million to best use to alleviate poverty. Thus it is not a traditional research programme; it does however include research, to assess how best to measure and test impact by monitoring impact and learning (MIL). The coalition's proposal to the Innovation Challenge Fund – Asia was successful in part because it built upon earlier research on underutilized crops, also post-harvest projects, etc. Thirteen were selected for funding from over 100 proposals submitted. Three expected outputs are to see significant use and uptake of initiatives, RIU evidence (MIL), and policy processes influenced.

Q&As

What is the role of RIU in all this, more than just donors I understand? (JD)

- Yes, they are mentors, not to interfere in the project but to aid in communication. They intend to visit each project site though maybe not every year, but will inform in advance. RIU management are not traditional donors, but are rather part of the project team.

1.3. Workshop objectives – Nick Pasiecznik (ICUC)

The overarching objective of this inception workshop was explained to ensure that all project partners have a common understanding of (a) the role of each partner, (b) the approach used, and (c) the expected results what to do with them. Though after 14 months of proposal revision, meetings and discussions, this may feel clear, by going through all aspects of the



project once more, the team would leave this workshop with an even clearer understanding. Other opportunities would arise later, but such an induction workshop provided the best platform to (i) request that any point or issue is clarified, of one's own work or that of others – NP mentioned that participants should not be shy to ask, as not everyone can be expected to understand everything, and now was the best time to find out, and (ii) raise concerns about the feasibility of project activities or objectives, in time or resources, and (iii) suggest any further

'risks and assumptions' to any activities in the workplan/logframe. He stressed that certain outcomes from this workshop relating to imminent activities were essential, especially: activities for year 1 agreed, timelines for year 1 agreed, the sampling protocol agreed, and the data management protocol agreed. The day's agenda was outlined.

Comment

- *Next week sees meetings between WII, CASRAD and FAVRI, so final protocols cannot be decided finally until these are completed. (ST). Agreed.*

1.4. What happened in Bangkok? – Hannah Jaenicke (ICUC)

This presentation was intended to brief other project partners of the outcomes of the MIL meeting organized by RIU in Bangkok 17-23 June. The meeting was attended by HJ, MB and DTA. It included sessions on MIL and the opportunity to discuss data management with the support of two senior data management experts/statisticians from Reading Statistical Services Centre.

The benefits of knowledge sharing between the 13 ICF-Asia projects was emphasized, and the role of the RIUs Grapevine website, an innovative way to share knowledge, for which MB will be the CoDI link-person. The ‘Watershed of Learning’ concept was introduced, with 13 rivers running from the ‘knowledge pool’ of DFID-RNRRS, merging through a single impact evaluation and emptying into a ‘Reservoir of Learning’. The analogy of evaporation was added to show feedback in this system.

The RIU Impact Evaluation Objectives (to 2011) were introduced, and the need to involve beneficiaries from the start, depending on a very strong communications strategy. The three ‘must answer’ questions were highlighted; 1. what worked, where, for whom and why (or how)?, 2. Will it work here? (scale up); 3. What is the impact of the RIU 2006 – 2011?

HJ mentioned that the RIU will offer support to the ACF teams and showed a table with key elements of support and names of RIU staff. Partners can contact RIU staff directly, but should copy in Hannah and Lucy Nickoll of RIU.

HJ then moved on to talk about the RIU goal of influencing the policy agenda to which ACF teams will contribute. The policy agenda can be influenced at all levels: village level up to the global level, including other donors. RIU insist that 30% of project funds is for MIL, and maybe this will influence other donors to do likewise.

Additions from MB and DTA

- *Lessons learnt from the ‘one minute message’ and the ‘ten minute marketplace’ exercises during the workshop were valuable, emphasising that we must communicate what is happening on the ground. We are a large team, and must ensure that information from all groups is made available for, e.g. informing policy, though we have an advantage that our roles are well separated and well defined. (MB)*
- *The project has been well appraised by RIU and we should build on our strengths on underutilised crops and poverty reduction, stressing the value-chain approach and the flexible adaptations of FPPs. Local policy makers should be included as stakeholders from the outset, and not just invited for a meeting near the project end. A large data collection ‘machine’ has been described, but this is the first time I see outside experts are at hand to assist in adapting statistics for understanding by local stakeholders. (DTA)*

1.5. CoDI and the ICUC – Hannah Jaenicke (ICUC)

HJ explained how CoDI built upon earlier ICUC activities, in particular the RNRRS R7187 and R8399 projects. The 2002 meeting of R7187 recommended the development of a

processing project (R8399), which was implemented in Vietnam, Bangladesh, India, Nepal and Sri Lanka.

Issues voiced by trainee feedback in Vietnam and Sri Lanka in 2006 included:

- One-off demonstrations were not enough, and were held at too-distant sites.
- Not enough training courses were given, and access to information was inadequate.
- Post-harvest handling and processing techniques in manuals and posters were too complicated.
- No additional financial support was provided, e.g. for further training.

Lessons learnt:

- Integrate research centres into existing local and accessible structures.
- Run a series of training courses, repetitions and one-to-ones.
- Make processing methods and ingredients very simple, especially with marginalised groups, e.g. use ‘spoons’ not ‘grams’, and no stabilisers that may only be available in cities.
- Business-support services are required.
- Species need to be already present in the marketplace, even if at a low level.
- Groups require additional training in processing mainstream crops; if products are less well-known, even more training will be required.
- Above all, decide on selection of species, product, processing and marketing, etc. together with the beneficiaries.

The CoDI project was designed building upon this feedback, and was described, including the three key components, the FPPs, CGOs and the VCFs, and responsibilities of the partners. The expected direct and indirect beneficiaries were displayed, with a note that these would be discussed and possibly refined during the course of the workshop.

1.6. The role of WII – Sunandan Tiwari (WII)

Winrock International India sites and the outreach programme was described, also the NRM programme and areas of expertise. This included developing business plans for SMEs in forest fringe villages, and developing rural-urban linkages regarding the use of Lake Bhopal with awareness-raising of rural ‘services’ using children’s painting competitions, street plays, etc. WII’s role in CoDI is cross-cutting on internal MIL and maintaining data quality. Responsibilities include:

- MIL: data management, socio-economic baseline study, environmental impact assessment, literature review, market study, developing M&E indicators, impact assessments. We will be in regular touch with all partners!
- Communication strategy: develop this, produce 4 pamphlets on project activities, 8 media briefs, 8 newspaper articles and 1 policy brief per country.

Q&As

What does the literature review entail, covering what topics exactly? (NP)

- It is to identify similar projects and assess their experiences.

Regarding pamphlets – won’t there be an overlap with what BAIF intend to produce? (JD)

- Each implementing partner produces their own site-specific pamphlets, whereas WII will produce project-wide ones. There is only one communication strategy in this project, and BAIF can take advantage of WII’s experience. Share drafts, ask advice and avoid overlap. Also, one of us may see a good opportunity and contact the other, suggesting that they produce something for a particular up-coming event. NP shows the CoDI flyer in the

delegate pack, emphasising that this is only a draft, and will participants please mark suggested changes and give back to WII, as an example of open discussion on drafts.

What do you intend to do for the market studies? (DTA)

- We need to sit down with each of you and decide the exact strategy at each site.

What about the role of farmer groups and producer groups? (BTT)

- Self-help groups will be contacted during the baseline study at first, and we may then discuss and decide together what role they may play in each case.

Apart from gender, I don't understand the parameters to separate beneficiaries and how to measure them? (BB)

- We must divide our direct beneficiaries by gender, but also by social status on socio-economic lines. We will sit together later to assess impact and disaggregate groups.

1.7. Indigenous vegetables, Bac Kan – Bui Van Minh (CASRAD)

The context of the target Cho Don region in Bac Kan Province was described, being 80%



ethnic minorities and a mean income of USD300/yr. Sales of leafy vegetables and other underutilised species currently account for only 4% of their income. CASRAD have worked for several years in the region. The selected vegetable here is 'bo khai', an indigenous annual used by ethnic minorities and a local speciality in towns, does not compete with other crops and is mainly harvest by women. The first year activities of the CoDI were presented in detail, including expected beneficiaries and local

partners at the village/communal, district and provincial level.

Q&As

Is it cultivated or wild? (MB)

- It is cultivated from seeds collected from the wild.

Are you considering value-addition, and if so, what? (MB)

- Only semi-processing, mainly cleaning and packaging.

Is it seasonal, and if so, can the growing season be made longer to fully use the FPP? (JD)

- We will use the FPP for other crops to allow use throughout the year.

Are you considering organic certification? (MS)

- No, as the market for organic produce is not at all developed, but we do suggest to farmers to use safe production techniques. Rather, we are working on developing the Denomination of Origin, from the northern mountains to add value and as a marketing opportunity, and the MALICA project is working on this aspect.

As there are not many farmers current growing this crop, what role for communication? (ST)

- The aim is to increase the number of farmers growing it, and increase the production region. Also, CASRAD wants to cross-link the CoDI project with an IFAD project on seedless persimmon in the same district, where farmers have developed HH-level nurseries and packaging, with valuable experiences for the CoDI VCFs' and the centralised FPP. It was clear that it is best to start just with packaging and labelling, with processing later, which helps to slowly build the capacity of farmers associations.

1.8. Sticky rice, Hai Duong – Bui Thi Thai (CASRAD)

The ‘sticky rice’ variety Hoa Vang is traditional and high quality, but it has lower yield, more susceptibility to pests, and requires a longer growing period as compared to modern rice varieties. It is very popular for traditional dishes and is eaten on special occasions. As the selling price did not reflect the quality, farmers gradually abandoned growing it, and it degenerated. Project objectives include the conservation of traditional rice varieties in the Red River Delta, and their reselection and improvement by farmer organisations, as well as increasing production, market access and overall sales of sticky rice. The market-chain approach was applied with producers and traders, including supermarkets in Hanoi. Activities began in 2005, with selection from 25 samples provided by farmers, and in 2006, 6 t was produced from 2 ha by 36 farmers, but a year later, 20 t was produced from 6 ha by 120 farmers,



and by July 2008, 8 ha had been planted by 131 farmers and not yet harvested. Rice was cleaned, packaged and stored in a small local building following capacity building in technical protocols, training, and introducing internal and external quality control measures. A stakeholder workshop indicated that supermarkets require year-round availability, and 10-30 t per purchase, with adequate invoicing. Conclusions are that this is a good model, but this needs to be upscaled to neighbouring areas. Activities of the CoDI project in year one were given in detail.

Q&As

From the FPP, what will be the processed products and how will they be marketed? (MS)

- There are now two producer groups who want to increase trade, and by processing, this means cleaning, hulling and packaging only.

It was noted that before, numbers of farmers producing sticky rice was in decline, why? (MB)

- Because the prices and yields were lower, but now this changing.

What is the target area, 3 villages or the whole district? (MB)

- Before it was a small project to link small-scale farmers in a limited area, and now we want to upscale to more villages, and if successful, then to the whole district.

Will it be accepted to an increasing number of consumers? (AR)

- Yes, and some even want to begin exporting it to Vietnamese expatriate communities abroad.

1.9. The role of BAIF, India – Joshua Daniel (BAIF)

JD thanked the organisers on behalf of the BAIF team, and ICUC, acknowledging that now “it is in our hands to ensure that we produce the results expected of us” and to be “a part of this very important project”. BAIF was introduced, as a national level organisation with associated organisations in different states (required by law), though in reality they are BAIF with different names. The BAIF mission fits very well with CoDI objectives, especially the ‘Wadi’ (orchards) programme which covers 46,700 ha and 122,700 families, and already involves orchard establishment and development, food processing, germplasm conservation, employment generation and empowerment of women.

1.10. Gujarat – Megraj Sapate (BAIF-DHRUVA)

Working with 22,000 tribal families in 300 villages in southern Gujarat, already having 12 village processing centres, 3 central processing centres, 6 retail outlets and 3 ‘tribal indigenous restaurants’. The selected area has 1600 families in 16 villages, 98% tribal, with the main constraints to development being degraded land, malnutrition, illiteracy and ‘ignorance and blind beliefs’. Most farmers are cheated by traders, so value-addition gives better returns. Selected crops include local blackberry, cashew, local mango, finger millet and the oilseed *mahua* and niger (see Appendix 4.3 for species names). Existing facilities are there, but smaller equipment is still needed, e.g. a juicer, gloves, bottles, etc., and an oil filtration unit (already having an oil crusher), to produce pickles, chutneys, syrups, refined oils and dried fruits. Although mango is not an underutilised crop per se, it is not commercialised in the area, and it would allow the FPP to be used year-round. Proposed crops for the CGOs were suggested and existing experience stated. Locations for the VCFs and AKFs and the invitees have already been decided, the schedule for the first six months was detailed, including the communication strategy and numbers of beneficiaries.

Q&As

What marketing organisations are there? (DTA)

- There is a company already established that buys mangoes and cashews from the producers and markets it.

What nursery propagation techniques are used; which of the 1000 mango vars are used? (QD)

- Stone grafting with budsticks is the common method for improved varieties of mango; seedlings of local varieties establish on their own.

The number of beneficiaries doesn’t add up? (MB)

- Yes, it depends on whether we are at area or district level. Need to clarify overlap also.

1.11. Madhya Pradesh – Archana Relan (BAIF-SPESD)

In the on-going Wadi programme, sites in two districts were selected, with 133 and 126 families respectively. The main cultivated underused crops selected are *aonla*, *karonda*, *chironji* and *mahua* (see Appendix 4.3 for species names), though others are also important, with other forest products collected from the wild by tribals, currently sold to middlemen at less than their real value. Processing centres called ‘surabhi’ (sweet scent) have produced pickles and jams since 2005 with existing infrastructure, but a canning line, seed decorter and oil extractor are needed to increase production. The focus will be on product standardisation, packaging and proper marketing. A detailed six month workplan was presented.

Q&As

CoDI is a project to upscale on-going (research) activities - are the intended beneficiaries ‘new’ or have they already benefited from previous work? (HJ)

- We have 85 families now directly benefiting, 259 families in the two selected sites, and 1800 families in the blocks so much scope for upscaling.

Will CoDI benefit only members of existing groups already involved? (MB)

- Yes, to start with, but we will then expand to other groups and broader income generation.

1.12. Maharashtra – Bharat Bhosale (BAIF-MITTRA)

A block in Thane district has been selected, with 6,000 families, 90% tribal, with eight existing processing units managed by women’s self-help groups, one of which also manages the MITTRA canteen. Lots of existing facilities, with equipment needed being only a juicer,

grinder and oil extractor. CGO site decided, and VCFs and AKFs to be linked to local festivals. The 6 month activity schedule was detailed and the communication strategy, showing successes with local newspaper articles already published, but also via local CBOs, video, etc.

Q&As

How will you ensure that new beneficiaries are identified separately, and what else is included in the FPPs besides processing, such as business development advice and information? (HJ)

- We need to look into those issues, thank you for raising this.

1.13. Karnataka – Deepak Ksheerasagar (BAIF-BIRD-K)

CoDI will integrate in BIRD-K programmes including foxtail millet, little millet, sesame, *ragi*, cowpea and gram (black, green and red), various tree crops, and ‘Green festivals’ (mass tree plantings). Dharwad District has been selected, with 4,950 families directly benefitting, 18,750 families indirectly. There is a training centre, a nursery, crop grain bank and a sales outlet, with only small-scale equipment required for tamarind chutney, minor millets, jackfruit chips and organic rice (for which there is awareness and demand in the cities). Families bring produce to a central site where buyers purchase, but prices need to be fixed. Sites for the CGOs, VCFs and AKFs were identified. The first 6 months schedule was detailed, also the communication strategy, including setting up an apex body for group meetings.

Q&As

Who carries out the organic certification? (DTA)

- We have linked up to a single company that bears the cost of group certification and has agreed to assure a higher price, paying 100% to the farmers on the same day, and also covers transport and processing.

1.14. Round-up of activities in India – Joshua Daniel (BAIF)

The following are general answers to some of the points raised during the implementing presentations. A map of India with specific location was presented. A key is to obtain and multiply improved germplasm for sale to the community and commercial nurseries and standardised propagation procedures are needed. New CGOs could try different rootstock, and could be decentralised if demand is greater in later years. The overall workplan was confirmed. CoDI FPPs will differ from existing processing centres in that they will not just be processing facilities but ‘networking centres’, with small facilities for primary processing but with a wider outreach and wider number of roles, and FPPs will provide new activities for existing SHGs. Indirect beneficiaries will be reached by new activities in the communications strategy. BAIF has had a long association with DFID and ICUC, and many lessons have been learnt from some past failures in sustaining processing and marketing, some of which were detailed such as the need for start-up finance which needs to be paid back only when they are to produce more.

Q&As

As much of the equipment required is the same across sites will it be purchased centrally? (NP)

- No, each site will buy their own, though BAIF headquarters will advise as necessary.

You note the problem with cashflow, how is this to be addressed in the CoDI project? (HJ)

- This is a 3 year project and not 1 year as before, and groups are going to run the facilities themselves, and others must pay to use them, generating a fund which guarantees sustainability.

The concept of the FPPs also includes training, but will a separate entity undertake this? (MB)

- No, three sites already have training facilities which must be used and built on. HJ added that RIU will not fund the construction of new buildings, but may pay for repair of existing structures. ST also added that regarding upscaling, it is important that each partner state the reasons why a particular site was chosen to assess the criteria used at the end of the project.

1.15. Longan, Ha Noi; and pomelo, Thua Thien Hue – Bui Quang Dang (FAVRI)

The underutilised crops are selected varieties of longan ('late Ha Tay') and pomelo ('Thanh Tra Hue'), being indigenous species of excellent quality with a very promising market, and a lack of knowledge on husbandry. Characteristics of the selected sites were given, along with detailed activities for year 1 and the timetable.

Q&As

You aim to establish 30 ha of CGOs, but what is the project support for this? (JD)

- The project will not fully support these, with farmers expected to provide an input, and FAVRI will supply technical input and materials.

Have sites for the FPPs, CGOs, VCFs and AKFs been selected yet? (NP)

- We have a shortlist for each in all areas, and we will pick the final choice next month in discussion with local stakeholders.

This could be seen as a traditional technology transfer project, but it must involve community participation, even allowing farmers to choose different varieties rather than just the two you have selected, add their own and build on community needs – adhering to the objective that this project is to help the rural poor and not the peri-urban rich. How do you see this? (HJ)

- We have undertaken surveys, identified these varieties, sites and farmer needs, now to be implemented with CoDI support.

1.16. Discussion and breakout group report - All

Based on the presentations given, members of the three implementing partners (BAIF, CASRAD and FAVRI) discussed their thoughts in the light of new information received, and considered in particular: overlooked issues and revision of activities, especially for year 1. Breakout discussion took one hour, with several taking the opportunity to use the project workplan on the wall as large-sized posters, and make changes directly to this.

BAIF (DK)



'Learnings' were presented as a slide, including:

- The need to decentralise nurseries.
- Further refine what are the underutilised crops to concentrate on.
- Where a species is not underutilised, particular varieties may be and should be marked.
- Germplasm collections contain many species, but for the project, specific varieties will be selected.

- Karnataka has no existing processing facilities but could at least work on preliminary processing such as cleaning, grading and packaging.

FAVRI (BQD)

Changed activities were presented on the workplan posters:

- A survey was added as a new activity
- Some activities in the first months put back a month
- ‘Establishing credit facilities’ removed, as now perceived unnecessary for the selected crops.
- ‘Production-promotion’ to replace ‘brand name development for the products’ as this is seen as required only for some years later
- Various other activities advanced or postponed.

CASRAD (DTA)

Changed activities were presented on the workplan posters:



- Advances made to a number of activities, and some future activities had already been started.
- Some change on sticky rice activities, as it was now realised that work could be done even though the first planting season had been missed.

See the revised workplan (Appendix 4.4).

HJ then summed-up the day’s work, thanking everyone for their expert input, really appreciating hearing all the sites’ presentations and the

experience that all present have and will build upon – but each with a different ‘touch’.

2. INCEPTION WORKSHOP (2) – DATA MANAGEMENT AND COMMUNICATION

2.1. Round-up of day 1 –Nick Pasiecznik (ICUC)

NP thanked the presenters from the previous day who had fulfilled their remit and provided exactly the information required. However, they also showed gaps, particularly in communication strategies, to be dealt with later. It was evident that different locations, crops and stakeholders require a different ‘touch’. The objective of analysing and agreeing the workplan and timelines had been achieved. A common understanding of the roles of partners and the common approach was also achieved, with the common understanding of the results needed and what to do with them to be covered in the next session. The day’s agenda was outlined.

2.2. Monitoring impact and learning – Mamta Borgoyary (WII)

The MIL component of the project requires that three questions are answered: (1) what worked where and for who?, (2) what are the preconditions for scaling-up?, and (3) what are the impacts of RIU? A detailed presentation followed, first outlining MIL; (a) the components (logframe, baseline data, innovation and impact journals), (b) the requirements (a robust data collection and management system, and an informative, interactive and effective communications strategy), and (c) the data management system protocol (the sampling protocol and data management protocol). The latter was discussed in detail, in relation to the need to identify and disaggregate direct and indirect beneficiaries, how to identify them and measure change/impact.



The sampling protocol elements are geographic cover, target population and sampling units (separated by, e.g. crops, processes, traders, markets), and the essential need to disaggregate was emphasised, i.e. by caste, social groups, poverty level, occupation, etc. This is needed to assess vulnerability, and to assess whether such parameters are relevant in each area or whether others need to be added. Defining the ‘area of influence’ of the each project site is critical, in order to plan the sampling protocol, e.g. how far from a FPP should villages be sampled? It

could also be assessed, for example, by using the value chain, i.e. deciding whether the sampling unit is dependent on those who grow/collect/process/etc. the crop.

The definition of direct beneficiaries and how to distinguish them from indirect beneficiaries was debated at length. One argument suggested that all people involved in collecting/processing a target crop were direct beneficiaries, though it was noted that the revised proposal states that all those the project can keep a record of are direct beneficiaries. It was clear that trainees and growers are direct beneficiaries, but it was then not clear how to classify farmers who buy seedlings from the nursery, or those that receive leaflets. The agreement was that if they can be measured and monitored, they would be direct beneficiaries. Whoever is in direct contact with the project and who a record can be kept on, and kept track of, is a direct beneficiary, whether visitors, buyers, trainees, interviewees, etc.

Indirect beneficiaries such as readers of a newspaper article can be estimated by its circulation, figures on listeners of a particular radio station, etc.

The definition of beneficiaries was finally agreed.

- Direct beneficiaries: “Those people who have accessed project services and for whom we can keep a record”
- Indirect beneficiaries: “Those people who have had contact with (or been contacted by) project services, but for whom we cannot keep records”.

Elements of a sampling protocol were presented: level (village, commune, district, state), size (number), approach (random, stratified, purposive), and frequency (snapshot, seasonal, event-based). MB suggested that the sampling protocol should be disaggregated by points on the value chain (stakeholders, activities), keeping in mind possible overlapping issues (e.g. if the same person collects, processes, or processes and markets), noting the location of the FPPs/CGOs (area of influence and their direct and indirect beneficiaries). The already developed sampling protocol for Maharashtra was used as a case study and refined. The area of influence of the FPP there was estimated at 50 km. It could be 100 km, but keeping in mind that there will always be a skewed distribution and there will always be ‘outliers’, it is a case of where to make a reasonable cut-off. An FPP may have a smaller area of influence than a nursery for example. MB stressed again the need to disaggregate information: the survey should include both existing and new households, but these records need to be kept separate, also by the project service accessed, e.g. FPP, CGO, VCF, AKF. Also, there was an observed need to be more general as the crops as this may vary, though still concentrating on the poorest HHs, recording their socio-economic profile, e.g. level of poverty, landholding size, existing infrastructure and details of farmers’ organisations.

2.3. Sampling and data management protocols – Sunandan Tiwari (WII)

The need to disaggregate was emphasised, and definitions for sampling units were debated and agreed; e.g. by crop (species, cultivated/wild), location (state, country), beneficiary type



(direct/indirect, small/large farmer, landless, daily wage labourer, intermediary, etc.), social disaggregation (gender, social group, caste/ethnic minority, income category, etc.) and institutional approach. There was a difference of opinion as whether to divide by crop, though finally it was considered that the specific crop was less important, but whether it was cultivated or uncultivated remained an important criterion, as only the poor collect wild crops. An example from Maharashtra was provided where wild

collection involves 80% women and only 20% men. Also, large farmers are likely to use hired labour, so will in principle be much less interested in FPP services. Though they may come for market information and could be measured as ‘indirect beneficiaries’.

Components of a **data management protocol** include: methodology (what mix of quantitative and qualitative data), instruments (questionnaires, FGDs, KIIs, registers, index cards, secondary data, etc.), and frequency (snapshot, crucial, periodic, seasonal, event based, etc.). Methods should use both qualitative and quantitative data as it is impossible to capture all required information quantitatively. Secondary sources are also important, such as

government records and previous projects, coupled with primary sources. Primary sources could be (1) focus groups discussion that create dialogue between and within stakeholder groups to highlight issues and provide a consensus and triangulate data, and (2) key informant interviews that provide specific information from key people to obtain a broad overview registers and index cards can also provide valuable data.

Data entry and analysis include data formats, their development and testing; quality checks, cleaning and error management; and analysis and presentation. This needs doing little by little, at every stage as sometimes it is not easy to go backward and retrieve missing data.

Information products include impact and innovation journal data, newsletter and the database, and the RIU Grapevine as a medium to learn and share, e.g. from case studies, workshop reports, images, etc., being a web-based intranet platform.

Data chain analysis includes identifying steps along the chain (and instruments for data collection, analysis and archiving); allocating responsibilities (name people and prepare terms of reference), and recognising weaknesses along the data chain.

The separation of roles among team members is of vital importance, listing names and their respective responsibilities. The ‘register’ was introduced and filled, essential for assessing potential change during the lifetime of the project. The data chain table then was introduced, clarified following several questions and answers. This was not intended to supersede partners’ existing systems, but was rather a means to pull them together for cross-comparison, both between site and between social groups, to ensure cross-analysis of results is possible.

2.4. Communications strategy – Hannah Jaenicke (ICUC)

The message. The issue of to whom a message is to be directed was stressed; what to say, how to say it (means and media) and who is going to do this throughout the lifetime of the project. As an exercise, the ‘one-minute message’ was introduced: “*You meet someone unexpectedly, either a policy maker or government official, a donor, a trader/buyer or a family member. State the person (or person’s name), the project objectives, beneficiaries and expected impacts.*” Language of presentation was not insisted upon, though 13 of the 18 presenters used English as the medium, and 14/18 completed their message within 60 seconds. The exercise was valued by all participants during the feedback session which followed, even the 4 that had done it before. NP gave a round-up, noting that self-introduction was important but often overlooked, as was emphasising the benefits of the project outcomes specifically to the listener, some mention of the problem would be useful, offering an invitation to some invitation was good, also a specific request for support (‘what exactly do you want from this person?’), a need to exchange cards and inform him/her that you will be in touch tomorrow....



The CoDI website. What role would it play internally and externally? Partners wanted it to have

- links to all partner websites and those of related projects and organisations,

- a web counter to assess such indirect beneficiaries,
- space for advertising training courses,
- space to present news about what activities are taking place,
- market information

Domain names were suggested: e.g. codi-riu, codi-india-vietnam.

The *draft flyer* was also discussed, and it was accepted that its content should be used as the home page when it was finally agreed. The flyer should be translated into local languages as required. Suggestions for revisions were then passed to MB.

Publication preparation. The importance of timing and revision was then detailed by NP, based on experience from several previous DFID projects. Preparation of publications must be started in good time, allowing for adequate periods for identifying target groups, outlining the story and matching the script to the audience, writing, internal reviewing, multiple revisions, printing, and dissemination if and as required. The timelines were explained, and it was estimated that about three months were needed from commencement of a publication to the date when it would be required. Numerous examples were provided to emphasise “don’t wait for the last minute”. Even local language publications should be circulated to the project team, who may have comments on format, style and layout, and the need to follow such a procedure in order to avoid duplication.

Change agents. The identification and targeting of key ‘change agents’ was highlighted by HJ, noting that everybody should suggest some for their areas. This was emphasised by MB, who stressed that they are required to take the message across, to facilitate an influence in upscaling, affecting policy, and affecting enterprise development such as rural employment, e.g. agricultural departments have programmes which CoDI can link to. Team members made valuable suggestions, such as IUCN (MB) and others involved in agrobiodiversity (ST), regional contacts (DTA), societies and board members (JD), from policy makers to community leaders. On a watershed level, ‘champions’ could be found to take forward such a concept and one person in one site could still help take forward the entire process in a much broader area (ST). Links to existing activities such as different research and development programmes (for example, the RIU approach) will interest them. IFAD projects, for example, include learning on the ground and country managers could be key change agents, also IUCN and UNDP and others with agrobiodiversity aims that like the idea of using the market to promote conservation (DTA). Identifying such key change agent may take time, however (ST).

The contact database. HJ mentioned that it is very important that each site should already begin to compile a contact database, and regularly send updates to ICUC where a central address database will be kept. of who has been contacted, and possibly when and for what reason, to avoid duplication and mixed messages which could serious hamper attempts to convince key change agents . Using a common format such as Windows Outlook and regular updating was especially important where email addresses are changed frequently.



Media meetings. These should be organised for all key events - the press like such occasions, e.g. the press will be present at the open day already. They should be invited to any training course, FPP opening, VCF, AKF, etc., and a press 'news briefing' should be prepared in advance. Two media meetings are scheduled for the first year in both India and Vietnam, which partners confirmed would be arranged. Indian partners noted that they knew who to contact and have experience of doing this to good effect. MB noted that WII have significant experience in this field also and can assist as appropriate with their media outreach teams and technical input.

Project newsletter. The first CoDI newsletter is due in January 2009, but it was suggested that it be put back to coincide with the first annual report, and the workplan was revised accordingly. Ideas were requested to add to the circulation list. It should be used primarily to inform external stakeholders. An email newsletter may be more appropriate after every quarterly report, noting important impacts to date as a means of sharing information internally and externally. All partners should be included in their finalisation so are expected to play a part.

Other issues. It was accepted that project partners were able to manage other aspects of the communication strategy, some aspects of which have already been covered. Others, such as the production of films will be highlighted during the first annual team meeting when the first impacts become apparent. A session on lessons learnt and exchanges of experiences between partners on the successes and failures of methods employed so far would then be scheduled.

2.5. Reporting guidelines – Nick Pasiecznik (ICUC)

Significant time was spent ensure that all partners were made fully aware of what was expected of them in terms of what to record, how, in what forms, and when and how to transmit these to ICUC and thus on to RIU. What sort of data was valuable and the best means to record this was detailed, as innovation and impact journals, e.g. use of audio recording and video clips to record success stories and case studies. It was stressed that the best information was recorded as near as possible to the event, and partners should establish a regular time for updating their own 'databases' and impact and innovation journals, which should be used in preparation of quarterly reports and also submitted to ICUC every quarter to ensure a central store is maintained. The Performance and Accountability Matrix was used as a guide to inform partners of the format and expected contents of quarterly and annual reports, and the need for accurate forecasting, invoicing and to account for any discrepancies. Participants recognized that the RIU reporting deadlines and the cascading down meant that implementing teams could not report on the last month's activity within each quarter. HJ was requested to contact Lucy Nickoll for clarification.

2.6. Summing up – Hannah Jaenicke (ICUC)

In summing up the events from the previous days, HJ mentioned that the baseline study was now the main priority. MB and ST would remain in Vietnam for a further week to ensure that all the necessary preparations are made, to mirror what was completed in India last month. Next would be the local project inception workshops at each project site. The resulting reports and associated outputs should be circulated to all project partners soon after completion of these activities, along with the finalisation of sites and species choice for subsequent project activities. She highlighted that the logframe and workplan are living documents and are not set in stone, but that any suggested changes must be suitably justified and included in the following quarterly report.

The date of the first annual project team meeting, planned for June/July 2009 in India was discussed, with the option put forward to move it to March 2009, to allow for the preparation

of the annual report. No decision was taken, as BAIF are to assess the feasibility of holding the meeting at one of its field sites

Each participant was then asked to suggest a ‘take home message’ from this inception workshop. These included many that confirmed a belief the project would achieve the objectives set, that a common approach could be applied to many varied situations with great effect, that there was an eagerness to see the project activities starting on the ground, that the job will be done though the reporting schedule was heavier than expected for some partners. HJ added that although the reporting and data collection may seem daunting, the project was committed to succeed and with the excellent support provided by RIU this would be feasible. DTA thanked all those involved in organising, and participating in, this most productive workshop

2.7. Next steps

- **WII** to finalise the data management system in Vietnam, and with information from India, prepare comprehensive sampling protocols and data management protocols for all project sites in time for first quarterly reporting period.
- **WII** to circulate a draft data collection spreadsheet shortly. Implementers were requested to state if completing it will be tedious, but if so, suggest alternative means to gather such data.
- **WII** to incorporate suggested changes to the CoDI flyer and circulate.
- **BAIF** to confirm in good time whether the first annual project meeting can take place in India in the first half of February 2009, as discussed.
- **CASRAD/FAVRI and BAIF** to translate flyer into Vietnamese and Hindi.
- **ICUC** to submit agreed activities and workplan for year 1 with the first quarterly report.
- **All project partners** to adhere to timelines and take active steps to ensure that activities follow the revised workplan, and report to ICUC immediately if slippage occurs.
- **All project partners** to submit their first quarterly reports by 1 September.

3. OPEN DAY AND FIELD TRIP

3.1. Open day

On the open day morning, the project was introduced to a number of Vietnamese officials, including representatives the Ministry of Agriculture, IUCN, the director of FAVRI, several NGOs and members of the press. Farmers from the four project provinces were also present. Presentations were made by DTA, HJ, JD, MB, BTT, BVM and BQH. Vietnamese translations of these are available on request. A lively debate ensued, covering issues such as fair trade, biofuels and the need to keep the needs of the poor in mind when promoting greater commercialisation of produce. The benefits from lesson-learning between Vietnam and India were repeated, as was the need to influence policy as national level.

- “We have coffee, rubber, rice, etc., but I am very happy to see that these underutilised crops also having export potential” (Vietnamese researcher).



- “Environmental aspects and benefits need to be highlighted, and the role of ‘conservation by use’ in preserving biodiversity, while still concentrating on marginalised people. However, this project involves such a range of social groups from tribal peoples and ethnic minorities to semi-developed peri-urban communities; the cross-learning will be very interesting” (HJ).
- “There is clearly a conflict between government desires for export

earning and small farmers’ desires for diversification of production and income - can this project help to resolve this? Also supermarkets are not the answer, but small-scale retail outlets that help conserve biodiversity by selling the rich range of products made from traditional food plants. And congratulations to DFID for highlighting the importance of biodiversity, as it is only with this that we will sustainably improve rural livelihoods” (Head of a national agricultural NGO).

- “I produce the longans you see outside, the tasty late variety, but I do not sell as much as I produce and at prices only up to USD2-3/kg. Farmers like I would like help to access to international markets, to help with packaging and labelling and to develop the markets for such underutilised fruit” (Longan farmer from Hanoi).
- “Not long ago did we see the potential for selling indigenous vegetables well suited to our mountainous areas, but we are poor farmers and have no money to invest as capital. Can the project assist us in terms of accessing markets to sell these products, both within our province and in other provinces”



(Mrs. Zhing, indigenous vegetable farmer from Bac Kan).

- “We introduce to this variety of rice grown for hundreds of years though in steady decline until 2005. With access to markets in Hanoi we see demand is high so we need to upscale. Farmers want to increase their income but the facilities we have are poor so this is limited, investment in research and development is also low and our group is still small, only 130 members. We need a better ‘bridge’ to improve the link between us and the buyers. Also we suffer from pests and diseases and some farmers spend much on pesticides, so improved control methods are needed to increase yields also” (Sticky rice farmer, Hai Duong).



- “Farmers want better access to markets and help with processing, and although there are differences between sites and countries, common constraints are seen in all. During project implementation, we will have localised induction workshops at each site, and you the farmers know that this is for your benefit, so it is your job to get involved. We will provide the services and support to help you improve your incomes, by improving access to markets, and

giving you a platform to talk to government officials and local dealers up to the national level. Thank you for all for participating” (DTA).

3.2. Visit to Hai Duong and FAVRI

A field trip was organised which took the group to Hai Duong Province to meet sticky rice farmers, visit the CASRAD field station there and then visit FAVRI HQ and its expansive



fruit and vegetable nurseries. The visitors were warmly welcomed by 30 producers of An Phu commune who expressed keen interest in the project. One farmer, Mrs Mu, invited the team into her house for further discussion.

“More than 90% of the work is women’s work, men involved only in land preparation, packaging and marketing, women doing everything else. Participation was motivated the desire to sell and the offer of technical training. Also, good seed was needed so a seed group was first established

and trained in this” (Mrs. Quai, sticky rice farmer).

“Villages and HHs are largely dominated by women, since many men have gone to the cities for employment in the last ten years” (BTT).

The plan for upscaling through CoDI involves the creation of other village groups, who first need good seed and seed multiplication skills acquired by training, then technical inputs and



more training. One problem however is in grouping the very small parcels, as sticky rice requires a different irrigation schedule, so it would be more practical if several could be combined into one continuous block. Although the entire lowlands appear to be a continuous rice monoculture, there are 5-6 commonly grown varieties of 'common' rice, and these are rotated. Two rotations of 120-130 days are possible, January to May and June to October, with cash crop vegetables such as onions, garlic or seed potatoes grown as a break crop during winter

months of November and December. Sticky rice takes 150 days.

3.3. Meeting with MARD-ICARD

Simultaneously with the field trip, on 16 August HJ had a meeting with staff of the Ministry of Agriculture and Rural Development, Information Centre for Agriculture and Rural Development (ICARD). Present were Mme Do Thi Dung (Head) and Ms Nguyen Thi Thuy (Deputy chief of website management division) who both participated in the open day, and Ms Nguyen Thi Thanh Huong (Head of website management division)

ICARD offers information services for 12 main crops/categories: rice, rubber, tea, coffee, meat, fisheries, forestry, etc., including market information systems, price information, sector standards and an e-newsletter. Scout in key provinces (>200 information points) send market information to MARD-ICARD for processing, and publication via their website and mobile phone SMS service. The SMS software is cheap and in some cases also provided for free to farmers. Computers are usually available at commune head houses so most of the country's farmers have access to web-based information. They were interested to add a 13th category on underutilized crops to their services through a link with the CoDI project. They were also keen to provide market information via PC/SMS on our key crops: bo khai, sticky rice, pumelo and longan if the CoDI project teams in the four provinces could provide that information.

They would be interested to organize training courses on information skills for CoDI project staff in charge of communication, and to link through the information scouting and market information system via SMS. Since the four CoDI provinces are not yet covered by the ICARD efforts, a possibility for collaboration could be that CoDI provides key information to ICARD on CoDI priority species but also on other products (rice, tea, meat, etc.). Since the CoDI budget does not allow for such extra activities, a satellite project needs to be developed, with ADB and JICA possible donors. Mme Dung to follow up with Dr The Anh and Dr Hung.

4. APPENDICES

4.1. CoDI inception workshop agenda

Wed 13th	Inception workshop 1
8.30–9.30	Introduction <ul style="list-style-type: none"> • Welcome (DTA/HJ) • Participant introductions (All) • Overview of CoDI and RIU (HJ) • Workshop objectives (NP)
9.30-10.00	<i>Break + workshop photograph</i>
10.00-12.00	General update <ul style="list-style-type: none"> • The Bangkok workshop (HJ/MB/DTA) • Workplan – timelines, yr 1 activities and deadlines agreed (HJ/all) • Role of ICUC (HJ) • Role of WII (ST)
12.00 -1.00	<i>Lunch</i>
1.00-6.00	Presentations by implementing partners To cover: - (a) overview (how CoDI fits into ongoing activities); (b) planned activities (updates, area specific plans of action, detailed timelines esp. yr 1, location/ design of FPPs, VCFs, CGOs, AKFs, existing infrastructure, equipment needed, etc.); (c) beneficiaries (numbers, direct and indirect); (d) communication strategies (publications, materials, etc.). Time allocation: max. 30 minutes per State/Province. <ul style="list-style-type: none"> • Round-up of day 1, and outstanding issues (NP) <i>Break as convenient at ca. 3.00</i>
Thu 14th	Inception workshop 2
8.30-12.30	Data management and sampling strategies <ul style="list-style-type: none"> • Report on BAIF-WII meeting, and plans for CASRAD/FAVRI meeting (MB) • Baseline sampling protocol/ sampling strategy report (MB/ST) • Data management development/policy protocols (MB/ST) <i>Break as convenient at ca. 10.30</i>
12.30-1.30	<i>Lunch</i>
1.30-5.00	Communications strategies <ul style="list-style-type: none"> • 1-minute message • identification of change agents • publications Conclusions <ul style="list-style-type: none"> • Reporting and invoicing guidelines (NP) • Round-up of day 2, outstanding issues; next steps, and summing up (HJ) <i>Break as convenient at ca. 3.30</i>
<i>Evening</i>	<i>Workshop dinner at Lotus (Sen) restaurant</i>

Fri 15th	Open day
8.30-12.30	<ul style="list-style-type: none"> • Introduction and main principles of RIU (DTA) • CoDI objectives and the role of ICUC (HJ) • BAIF overview and activities, and questions (JD) • WII overview and activities, and questions (MB) • CASRAD, and questions (DTA) • FAVRI, and questions (NQH) • Panel discussion, and summing up (DTA) <p>Time allocation: max. 20 min per presentation and 5 min questions, to leave 60 min for discussion/summary <i>Break as convenient at ca. 10.00</i></p>
12.30-1.30	<i>Lunch</i>
1.30-4.00	<p>Induction workshop final summary meeting, AOB (All)</p> <ul style="list-style-type: none"> • Data chain responsibilities – breakout groups • Data collection – plenary • Monitoring tools - plenary
Sat 16th	Field visits
8.00-4.00	<p>Hai Duong province (lunch at Nam sach station) FAVRI</p>

4.2.Participants – induction workshop

Name	Position	Institute	Email
Hannah Jaenicke	Director	ICUC	h.jaenicke@cgiar.org
Nick Pasiecznik	Project coordinator	ICUC	n.pasiecznik@cgiar.org
Jan Wreesmann	Intern	ICUC	jan@wreesmann.de
Mamta Borgoyary	Sr prog officer NRM	WII	mamta@winrockindia.org
Sunandan Tiwari	Sr prog officer NRM	WII	sunandan@winrockindia.org
Joshua Daniel	Programme director	BAIF	jndaniel@baif.org.in
Deepak Ksheerasagar	Jt prog coordinator	BIRD-K	sskdeepak@gmail.com
Meghraj Sapate	Jt prog director	DHRUVA	dhruva_org@rediffmail.com
Bharat Bhosale	Dy prog coordinator	MITTRA	bbbhosale12@rediffmail.com
Archana Relan	Programme officer	SPESD	archanarelan@gmail.com
Munindra Chauhan	Ass prog coordinator	SPESD	wadibetal@yahoo.in
Dao The Anh	Director	CASRAD	daotheanh@gmail.com
Bui Van Minh	Agronomist	CASRAD	e.buiminh@gmail.com
Bui Thi Thai	Researcher	CASRAD	buithithai@hn.vnn.vn
Vu Nguyen	Researcher	CASRAD	vunguyen@yahoo.com
Pham Cong Ngiep	Researcher	CASRAD	pc_ngiep@yahoo.com
Ung Thi Hong Nhang	Researcher	CASRAD	ungthihong@yahoo.com
Nguyen Mai Hanh	Administrator	CASRAD	hanhnm83@gmail.com
Nguyen Quoc Hung	Researcher	FAVRI	hungnqrifav@hn.vnn.vn
Bui Quang Dang	Researcher	FAVRI	dangvrq@yahoo.com
Tran To Tam	Researcher	FAVRI	trantotam2004@vnn.vn

Additional participants for the open day

Name	Occupation	Affiliation
Phùng Văn Hào	Representative	MARD
Phùng Quốc Quảng	Vice director	National Extension Center, MARD
Đỗ Thị Dung	Department head	ICARD
Nguyễn Thị Thuý	Journalist	ICARD
Nguyễn Thị Yên	Program officer	IUCN, Vietnam
Tran Le	Journalist	Vietnam Economic Times
Đào Thế Tuấn	President	PHANO
Nguyễn Thị Quỳnh Chi	Representative	VINASTAS (Women's consumer association)
Đoàn Nhân Ái	Farmer	Center for Fruit, Huế
Hoàng Trọng Dị	Farmer	Thủy Biều, Huế
Tôn Thất Đào	Farmer	Thủy Biều, Huế
Nguyễn Văn Chí	Farmer	Extension centre, Hà Tây (now Hanoi)
Dương Tôn Kiên	Farmer	Agricultural department, Quốc Oai, Hà Nội
Nguyễn Anh Nhi	Farmer	Đại Thành, Quốc Oai, Hà Nội
Triệu Tiến ích	Farmer	An Thượng, Hoài Đức, Hà Nội
Hoàng Thị Duyên	Farmer	Chợ Đồn, Bắc Kạn
Nông Văn Trung	Farmer	Chợ Đồn, Bắc Kạn
Triệu Thị Loan	Farmer	Chợ Đồn, Bắc Kạn
Ngô Quang Sáng	Farmer	Kinh Môn, Hải Dương
Đào Văn Trường	Farmer	Kinh Môn, Hải Dương
Lương Thị Hoa	Farmer	Kinh Môn, Hải Dương
Trịnh Khắc Quang	Director	FAVRI
Nguyễn Văn Nghiêm	Researcher	FAVRI
Nguyễn Thị Hồng	Researcher	FAVRI
Nguyễn Thị Hiền	Researcher	FAVRI
Ngô Hồng Bình	Researcher	FAVRI
Trịnh Văn Tuấn	Researcher	CASRAD
Tran Dong Anh	Researcher	CASRAD
Le Truong Giang	Researcher	CASRAD
Lê Thị Châu Dung	Researcher	CASRAD
Bùi Văn Thanh	Researcher	CASRAD
Vũ Linh Chi	Researcher	Center for Plant Genetic Resources

4.3. Main underutilised crops for CoDI (or underutilised in target area)

Listed alphabetically by the common names used in this report

Common name	Scientific name	Main product	State/district*	Country
Aonla/amla	<i>Emblica officinalis</i>	Fruit	MP., Mah.	India
Bael/beli	<i>Aegle marmelos</i>	Fruit	MP.	India
Bo khai	<i>Erythralium scandens</i>	Leaves	Bac Kan	Vietnam
Cashew	<i>Anacardium occidentale</i>	Fruit only	Guj., MP, Mah.	India
Chironji	<i>Buchanania lanzan</i>	Fruit	MP.	India
Custard apple	<i>Annona reticulata</i>	Fruit	Guj.	India
Finger millet	<i>Eleusine coracana</i>	Grain	Guj., Kar., Mah	India
Jackfruit	<i>Artocarpus heterophyllus</i>	Fruit	Kar., MP.	India
Jamun	<i>Syzygium cumini</i>	Fruit	Guj., MP, Mah.	India
Horse gram	<i>Macrotyloma uniflorum</i>	Grain	Mah.	India
Karondi/ blackberry	<i>Carissa carandas</i>	Fruit	Guj., MP, Mah.	India
Kartul/katula	<i>Momordica dioica</i>	Fruit	Guj., Mah.	India
Kokum	<i>Garcinia indica</i>	Fruit	Guj., Mah.	India
Little millet	<i>Panicum sumatrense</i>	Grain	Kar.	India
Longan	<i>Dimocarpus longan</i>	Fruit	Hanoi (Ha tay)	Vietnam
Mango (local)	<i>Mangifera indica</i>	Fruit	Guj., MP, Mah.	India
Niger	<i>Guizotia abyssinica</i>	Oilseed	Guj., Mah.	India
Mahua/mahuva	<i>Madhuca longifolia</i>	Oilseed	Guj., MP, Mah.	India
Pomelo/pummelo	<i>Citrus grandis</i>	Fruit	ThuaThien Hue	Vietnam
Proso millet	<i>Panicum millaceum</i>	Grain	Mah.	India
Sticky rice	<i>Oryza sativa glutinosa</i>	Grain	Hai Duong	Vietnam
Tamarind	<i>Tamarindus indica</i>	Fruit	Kar., MP.	India

***Indian states**

Guj. - Gujarat

MP. - Madhya Pradesh

Mah. - Maharashtra

Kar. - Karnataka

4.4. Revised project workplan

Output/Indicator	Activity	Key Responsibility	Financial Year 1												Financial Yr 2				Financial Yr 3					
			Jul '08	Aug	Sep	Oct	Nov	Dec	Jan '09	Feb	Mar	Apr	May	Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun	Jul-Sep	Oct-Dec	Jan-Mar	Apr-Jun		
1	Project coordination																							
1.1	Workshop report Project workshop: inception planning, execution, write-up Annual M&E update meeting coinciding with one of the AKF revising workshop reports	ICUC ICUC/WII (for the M&E component)	x	x																		x		
1.2	Workshop report End of project workshop: planning, execution, write-up	ICUC																						
1.3	Project operating smoothly, internal M&E	ICUC, with input from BAIF, CASRAD, FAVRI, WII	x	x	x	x	x	x																
1.4	Consistency of data collected/stored	WII with input from CASRAD, FAVRI, ICUC	x	x	x	x	x	x																
1.5																								
2	Monitoring and Evaluation																							
2.1	Data management formats developed for documentation and analysis of baseline studies and for M&E Socio economic and institutional baseline report Socio economic; Existing structures (CROs, WADI project, SHGs, credit systems etc); Capacity need assessment (for FPP)	Will support of ICUC, BAIF, CASRAD, FAVRI. Will support of ICUC, BAIF, CASRAD, FAVRI.			x																			
2.2	Environmental impact assessment report	Will support of ICUC, BAIF, CASRAD, FAVRI.	x	x	x	x	x	x																
2.3																								

3.6	Per country: at least 4 pamphlets (local language and in English)/1 Poster Design, print, disseminate materials (local English) project and market info. roles of different stakeholders, importance/ benefits of UC; posters promoting concept of UC and FPP; update annually	BAIF, CASRAD, FAVRI production and local/national dissemination; also WIJ, ICUC for wider dissemination of English language material								x	x	x	x					
3.7	3 project newsletters Design print and disseminate project newsletter annually	ICUC with input by CASRAD, FAVRI, WIJ				x				x								
3.8	8 media briefings/ at least 8 articles published in daily newspapers 1 film per country Organise meetings, prepare press releases to coincide with start of operations at FPP (India) or AKF (Vietnam)	WIJ with input by all others		x 2, Ind						x 2, Vn								
3.9	1 per project site Organise exposure visits for farmer groups, students, school children etc. to project site, part of environmental education	BAIF, CASRAD, FAVRI									x							
3.10	1 per country Prepare and disseminate targeted policy briefs	WIJ with input from BAIF, CASRAD, FAVRI																
3.11	Identify other initiatives for outscaling	BAIF, CASRAD, FAVRI								x								
3.12	1 per site, upscaling project learning	BAIF, CASRAD, FAVRI																
3.13																		
4	Food Processing Parks India																	
4.1	Staff orientation and capacity building	BAIF (always denotes BAIF and its Societies)	all															
4.2	Stakeholder workshops; to announce project and mobilize part's; to finalise raw material, products and schedule of events	BAIF																

4.3	Establishment of FPPs, purchase of equipments, arrangement for inputs	BAIF	MP M									✓ (2)	✓						
4.4	Wider publicity about FPPs to increase participation	BAIF	MP M									✓							
4.5	Training of FPP users on processing and marketing	BAIF	MP M	MP M								✓	✓	✓					
4.6	Initiation of trial processing and marketing; production scheduling for FPP users	BAIF	MP M	MP M								✓	✓						
4.7	Development of market linkages and product distribution system	BAIF		MP M									✓	✓					
4.8	Commencement of production for market	BAIF		MP M									✓						
4.9	Continuous processing and marketing	BAIF		MP M							MP M	MP M	✓	✓	✓				✓
4.10	Brand development, certification, publicity, information support service	BAIF									MP M	MP M	✓	✓	✓				✓
4.11	Training on enterprise development	BAIF									MP M	MP M		✓					✓
5	Food processing parks Vietnam (Hai Duong and Bac Kan)																		
5.1	Base line survey for knowledge on cultivation, post-harvest handling, processing and market demand	CASRAD, WII	✓	✓															
5.2	Project inception workshop with a wide range of stakeholders	CASRAD and VWU or Vietnam Farmer Union	HD		BK														
5.3	Local policy dialogue initiated on the promotion of FPPs	CASRAD and VWU or Vietnam Farmer Union		✓								✓							
5.4	Identifying interest farmer and establishing farmer association (group, coop, asso.) for FPP conducting	CASRAD and VWU or Vietnam Farmer Union	HD	HD BK	HD BK								✓	✓				✓	
5.5	Training modules and documenting on technical and management, marketing	CASRAD, FAVRI	✓	✓									✓	✓	✓				✓

7.2	BAIF	Identification of locations, participants and special invitees															✓			
7.3	BAIF	Preparation of handouts															✓			
7.4	BAIF	Making arrangements and sending invitations																✓		
7.5	BAIF	Development of schedule of events																✓		
7.6	BAIF	Holding of fair as planned																✓	(2)*	✓ (3)*
8		Village Crop Fairs - Hai Duong/Bac Kan																		
8.1		Village seed/head-line plan fairs	CASRAD and VWU Vietnam Farmer Union																✓	HD
8.2		Village product quality competition (fairs)	CASRAD and VWU Vietnam Farmer Union																✓	✓
9		Village Crop Fair - Hatay/Thua Thien Hue																		
9.1		Prepare documents, publishing documents	FAVRI, CASRAD																	x
9.2		Organize the crop fair in the village for longan	FAVRI, CASRAD																	x
9.3		Organize the crop fair in the village for pomelo	FAVRI, CASRAD																	x
10		Community Germplasm Orchards - India																		
10.1		Finalisation of locations, formation of Orchard Management Groups	BAIF																	
10.2		Training on nursery management practices, germplasm collection	BAIF																	✓
10.3		Sourcing of elite germplasm	BAIF																	✓
10.4		Orchard establishment and aftercare	BAIF																	✓ (4)
10.5		Multiplication and sale of planting material	BAIF																	✓

