

**MINUTES OF MEETING
OF
THE 4th JOINT COORDINATING COMMITTEE
ON
THE PROJECT FOR IMPROVEMENT OF RELIABILITY OF SAFE CROP PRODUCTION IN
THE NORTHERN REGION**

The Project for Improvement of Reliability of Safe Crop Production in the Northern Region (hereinafter referred to “the Project”) supported by Japan International Cooperation Agency (hereinafter referred to “JICA”) officially started in July, 2016 as five year’s Project period till July, 2021.

The 4th meeting of Joint Coordinating Committee (hereinafter referred to “JCC”) was held on 17th July 2020, to report the Progress of Project (from July 2016 to May 2020) (including activities in knowledge sharing provinces); the Project Implementation Plan for the final year (from June 2020 to July 2021) and dissemination works in Knowledge sharing provinces. The meeting also discussed about the related issues among all stakeholders for the improvement of Project implementation.

As a result of the meeting, the JCC agreed with the matters in the documents attached hereto

Hanoi, 17th July 2020



Mr. Shimizu Akira
Chief Representative
Vietnam Office
Japan International Cooperation Agency
Japan



Mr. Nguyen Anh Minh
Chairman for JCC.
Deputy Director General
International Cooperation Department
Ministry of Agriculture and Rural Development
The Socialist Republic of Vietnam



Mr. Nguyen Nhu Cuong
Vice Chairman for JCC
Director General
Department of Crop Production
Ministry of Agriculture and Rural Development
The Socialist Republic of Vietnam

ATTACHED DOCUMENTS

Main points of discussion at the 4th JCC meeting:

1. Contents that were approved and gotten consensus:

- The Project Team consisting of CPMU, JICA Experts, JICA Consultant team and PPMUs (herein after called the Project Team) presented the Project Outline and reported current achievement of Outputs and progress of Trial Activities and Communication Activities (Annex 3) from June 2016 to May 2020, and progress in Knowledge Sharing Provinces (Bac Ninh and Hai Phong) from August 2019 to May 2020 (Annex 3). JCC recognized and approved these reports.
- PPMU Hai Duong reported on Results of production and marketing of safe vegetables in Hai Duong province; PPMU Hanoi reported on Results of communication activities in 2019 and plan in 2020; PPMU Bac Ninh reported on Results of implementing JICA Project in Bac Ninh province (July 2019- March 2020). JCC recognized and approved these reports.
- The Project Team submitted the Project implementation Plan in Pilot and Semi-Pilot Provinces (June 2020- July 2021) to JCC. JCC recognized and approved this plan.
- The Project Team submitted Schedule for Preparation of action plan (semi- pilot and knowledge sharing provinces) to JCC. JCC recognized and approved this plan.
- Change of target group (TG) of Hung Yen province, from Chien Thang Cooperative to Binh Minh Cooperative (Diet Phap hamlet, Thien Phien commune, Tien Nu district, Hung Yen province) was approved by JCC with a condition of commitment of PPMU Hung Yen.
- JCC got consensus on revising of 02 manuals, namely “Operation Manual for Production Management System for GAP Promotion” and “Supply Chain Development Manual” following the approved comments (Annex 9) which had been collected and summarized from PPMU and CPMU in advance to JCC. In addition, JCC agreed with the below points:
 - These manuals must not be the Project report
 - Results and lesson learnt from this Project must be summarized, evaluated and upgraded to knowledge, being useful and suitable to all subjects, including those who never took part in the Project activities before. These manuals must be used even after the termination of the Project.
 - CPMU would continue to collect comments from PPMUs for these manuals and a meeting would be held with participation of experts and related organizations of the Project in order to get more valuable comments on contents and structure of manuals. This meeting would be organized after JCC meeting so that JICA Consultant Team could revise the manuals.
- JCC approved no revision of the current Project Design Matrix (PDM)- ver 2.
- The Project Team submitted Project Implementation Plan in Knowledge sharing provinces (August 2020- July 2021). JCC recognized and approved this plan.

2. Main Discussion Points and Remarks

a. Knowledge sharing activities:

- Mr. Satoshi Yamamoto - Chief Advisor of the Project explained the activities in knowledge sharing provinces. 02 province/city - Bac Ninh and Hai Phong - would continue the current production and marketing activities with the support from CPMU, PPMU and the Project experts



from August 2020 to July 2021. Besides, Action Plan for these two Knowledge Sharing Provinces (Bac Ninh and Hai Phong) would be developed by PPMU with support from JICA Project Team as well as PPMU of Pilot Province and Semi Pilot Province. CPMU would hold workshop/seminar for sharing experience with other 4 knowledge sharing provinces (Quang Ninh, Hoa Binh, Ninh Binh and Nam Dinh). In case these 4 provinces established models, focusing points of establishing a target group in 4 provinces were: (1) To find skillful farmer group on cultivation or (2) To frequently involve skillful agriculture extension staff. JCC recognized these points and the Project Team would provide continuous assistance if 4 knowledge sharing provinces took place establishing the models.

b. Request from PPMU of Pilot Province:

- In terms of dissemination of models within the province, PPMU Hai Duong proposed CPMU to have a clear direction. Specifically, which agency would be responsible for dissemination and which criteria to identify this model was good and suitable for dissemination in subsequent years. The direction and orientation of MARD in the long term for this matter were necessary. To be able to disseminate the project results, raising awareness (for producers and consumers) must be pushed through communication activities. Production development, connecting with marketing should have proper conditions of pre-processing, preserving and post-harvesting. TGs in Hai Duong were lack of skills and techniques for long term storage and freshness preservation. Hai Duong also hope to have projects on production of safe fruits for exportation, especially when Hai Duong province was successful in exporting litchi to Japan. JCC recognized opinion of PPMU Hai Duong and DCP-MARD and the Project Team would have further discussion on this after JCC.
- In terms of Communication Activities, PPMU Hanoi reported that 2 Secondary Schools voluntarily organized some parts of communication activities by using their own budget. This shown the usefulness of communication activities. PPMU Hanoi requested CPMU to propose MARD for issuing official letter to Hanoi PPC. With guidance and orientation from MARD and PPC, Hanoi DARD could propose plan and ask for allocation of budget to conduct dissemination works of communication activities in the future. JCC recognized opinion of PPMU Hanoi and DCP-MARD and the Project Team would have further discussion on this after JCC meeting.

c. Further comments on implementation and management of the Project:

- Mr. Nguyen Anh Minh- Deputy Director of International Cooperation Department (ICD)- Chairman of JCC evaluated the implementation of the Project for the past 4 years and Target criteria of Outputs had been achieved basically, including establishment of models, ensuring quality of products, increasing awareness on production and consumption of safe vegetables. In the context of natural disaster and epidemic, especially Covid-19, the production of safe products and raising awareness on production and consumption of safe products were very important. He emphasized that results of this project could bring the lessons learnt for implementing safe crop production following chain.
- Mr. Akira Shimizu - Chief Representative of JICA Vietnam Office expressed that the purposes of this Project was improving the safety and reliability of products by applying Basic GAP, and also highly evaluated good implementation of the Project activities in the Pilot and semi-pilot provinces. Such results must be maintained and developed more, at the same time, disseminated and shared

with Knowledge sharing provinces. He would like to request that PPMUs would continue to conduct the Project activities, even after the Project, so that results of the Project could be maintained and diffused. He also agreed with the idea that 2 manuals developed by the Project must be useful. In addition, it was necessary to consider the suitability of contents and each province should give further comments for these manuals.

- Mr. Naomichi Murooka - Senior Representative of JICA Vietnam Office evaluated the smooth implementation of the Project activities, following the plan and progress set forth. For the remaining time, it was necessary to consider whether the outputs of the Project could be achieved or not and how to disseminate the Project results. He requested MARD and DARD to maintain and diffuse results of the Project even after the Project, and to provide continuous support to provinces in developing and implementing their Action plans. He also evaluated the importance of 2 manuals to be authorized by MARD and/or DARD.
- Mr. Yamamoto Satoshi stated that Terminal Evaluation is being arranged by JICA Vietnam Office and it might be conducted in January, February or March 2021.

3. JCC conclusion:

- Mr. Nguyen Nhu Cuong- Director General of DCP - Director of CPMU concluded that the Project activities must be conducted and implemented as plan. Making Action plans in semi- pilot and knowledge sharing provinces must be considered and discussed with each province to finalize the plans and to propose solutions to achieve the plans. He also requested DARD of target provinces to give further comments for the revision of 2 manuals so that it could be usable materials. Regarding the dissemination, DCP would report to MARD for guidance and orientation so that the Project results could be disseminated widely, ensuring for sustainable development.

END

ANNEX

Annex 1: JCC agenda

Annex 2: List of participants

Annex 3: Progress Reports (Overall progress of project activities- July 2016 to May 2020 and Toward the Project Completion- July 2019 to May 2020)

Annex 4: Report from Pilot province- PPMU Hai Duong

Annex 5: Results and lesson learnt from communication activities- PPMU Hanoi

Annex 6: Report from Knowledge sharing province- PPMU Bac Ninh

Annex 7: Project Implementation Plan (Jun 2020- July 2021)

Annex 8: Basic concept on Trial Activities and Action Plan

Annex 9: Change of TG in Hung Yen province

Annex 10: Consensus on 2 manuals "Operation Manual for Production Management System for GAP Promotion" and "Supply Chain Development Manual"

Annex 11: PDM (ver-2)

Annex 12: Project Implementation Plan for Knowledge sharing provinces

Annex 13: Recordings of JCC

Agenda of 4th JCCDate: 8h30- 12h00, July 17th 2020

Venue: R101- B6 MARD Meeting Hall

Time	Contents	Presenter
08:00-08:30	Registration	Organizer
08:30-08:40	Introduction of Participants	Department of Crop Production
08:40-08:45	Opening Remarks	MARD
08:45-08:50	Welcome Address	Mr. Akira Shimizu, Representative Chief of JICA Vietnam Office
08:50-09:30	Project Progress - Overall progress of project activities - Progress of budget expenditure - Progress of achievement of PDM	CPMU
09:30-09:45	Report from pilot province - result and lessons of Project Activities	PPMU Hải Dương
09:45-10:00	Result and Lessons of communication activities	PPMU Hà Nội
10:00-10:15	Report from Knowledge Sharing Province – Result and lessons of Project Activity	PPMU Bắc Ninh
10:15-10:30	Tea Break	
10:30-10:45	Project Implementation Plan (Aug 2020 – July 2021)	Team Leader of Consultant Team
10:45- 11:30	Matters requiring resolution - Approval on Action Plan in pilot provinces & Semi Pilot Provinces (Ha Nam, Hung Yen, Hai Duong, Thai Binh, Vinh Phuc, Phu Tho) - Approval on Changing of TG (Hung Yen) - Approval on Way of Compilation of 2 Manuals (Production & Supply Chain) - Revision of PDM if necessary - Project Implementation Plan for Knowledge Sharing Provinces.	CPMU and Consultant
11:30-11:50	Discussion on project activities and others	All Participants
11:50-12:00	Closing Remarks	MARD
12:00 ~	Lunch	Organizer

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Annex: 2
List of participant

Odd	Ful name	Position	Organization
Vietnamese side			
MARD			
1	Mr. Nguyễn Anh Minh	Deputy Director General	International Cooperation Department (ICD)
2	Mr. Tran Dinh Dung	Head of Cooperative Division	DCRD, MARD
3	Mr. Nguyen Viet Khoa	Head of Division	National Agricultural Extension Center
4	Ms. Dao Thanh Huong	Staff	National Agricultural Extension Center
5	Ms. Nguyen Thi Kim Anh	Staff	National Agricultural Extension Center
Central Project Management Unit (CPMU)			
6	Mr. Nguyen Nhu Cuong	Director/ Project Director of CPMU	Department of Crop Production (DCP)
7	Mr. Dinh Cong Chinh	Vice head of Division/ Vice Director of CPMU	Food Crop Division, DCP
8	Mr. Cao Viet Hung	Official Staff/ Coordinator of CPMU	Agricultural Land Management and Environment Division, DCP
9	Mr. Nguyễn Văn Dân	Official staff/ Secretary of CPMU	Food Crop Division, DCP
10	Ms. Doan Minh Duyen	Official Staff/ Member of CPMU	Finance and Planning Division, DCP
Pilot and semi- pilot provinces (PPMUs)			
11	Mr. Nguyen Xuan Dai	Deputy Director/ Vice head of PPMU	Department of Agricultural and Rural Development (DARD), Hanoi
12	Mrs. Nguyễn Thị Thoa	Vice head of Division/ Coordinator of PPMU	Organization Division, DARD, Hanoi
13	Ms. Vu Thanh Quynh	Official staff	DARD, Hanoi
14	Mrs. Vũ Thị Hà	Deputy Director/ Vice head of PPMU	DARD, Hai Duong
15	Mr. Le Thai Nghiep	Head of Division/ Coordinator of PPMU	DARD, Hai Duong
16	Mr. Nguyen Xuan Nam	Staff of Crop Production Division/ Member of PPMU	DARD, Hai Duong
17	Mr. Trần Nguyễn Tháp	Director of Sub- Dept/ Coordinator of PPMU	Sub- NAFIQAD, DARD, Hung Yen
18	Ms. Trinh Kim Uyen	Deputy Director of Sub- Dept	Sub- NAFIQAD, DARD, Hung Yen
19	Mr. Le Van Diep	Head of Quality Management Division	Sub- NAFIQAD, DARD, Ha Nam
20	Mr. Nguyen Viet Xuan	Deputy Director of Sub- Dept/ Coordinator of PPMU	Sub- Dept of Crop Production and Plant Protection, DARD, Vinh Phuc

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21	Mr. Cao Duy Hoa	Head of General Administration Division/ member of PPMU	Sub- Dept of Crop Production and Plant Protection, DARD, Vinh Phuc
22	Mr. Nguyễn Mạnh Hùng	Director of Sub- Dept/ Vice head of PPMU	Sub- NAFIQAD, DARD, Phu Tho
23	Mrs. Nguyen Thi Thu Huong	Vice head of Division/ Member of PPMU	Inspection Division of Sub- NAFIQAD, DARD, Phu Tho
24	Mr. Tran Quoc Duong	Director of Sub- Department	Sub- Department of Crop Production and Plant Protection, DARD, Thai Binh
25	Ms. Ngo Thi Thanh Huong	Official staff of Sub- Dept	Sub- Department of Crop Production and Plant Protection, DARD, Thai Binh
26	Mr. Pham Van Chien	Director of Sub- Dept/ Head of PPMU	Sub- Department of Crop Production and Plant Protection, DARD, Bac Ninh
27	Mrs. Nguyen Thi Ngoc Ha	Vice head of Division/ member of PPMU	Sub- Department of Crop Production and Plant Protection, DARD, Bac Ninh
28	Mrs. Nguyen Quynh Trang	Official staff of Sub- Dept/ member of PPMU	Sub- Department of Crop Production and Plant Protection, DARD, Bac Ninh
29	Mr. Le Viet Cuong	Director of Sub- Dept/ Head of PPMU	Sub- Department of Crop Production and Plant Protection, DARD, Hai Phong
30	Mr. Vu Hoang Hiep	Official staff/ member of PPMU	Sub- Department of Crop Production and Plant Protection, DARD, Hai Phong
31	Mrs. Vu Thi Anh Dao	Deputy Director of Sub- Dept	Sub- Dept of Crop Production and Plant Protection DARD, Hoa Binh
32	Mr. Ngo Tat Thang	Deputy Director of DARD	DARD, Quang Ninh
33	Mr. Nguyen Trung Thanh	Director of Sub- Dept	Sub- Dept of Crop Production and Plant Protection DARD, Quang Ninh
Japanese side			
34	Mr. Hiroshi Matsuura	First Secretary	Embassy
35	Mr. Akira Shimizu	Representative Chief	JICA Vietnam Office
36	Mr. Naomichi Murooka	Senior Representative	JICA Vietnam Office
37	Mrs. Nguyễn Thị Thu Hằng	National staff	JICA Vietnam Office
38	Mr. Yoshihisa Kimura	Advisor for MARD	JICA Expert
39	Mr. Satoshi Yamamoto	Chief Advisor	JICA Project Office
40	Mrs. Nguyễn Thị Hằng	Project Advisor	JICA Project Office
41	Mrs. Hoàng thị Phương Linh	Staff	JICA Project Office
42	Mr. Mitsuru Nanakubo	Team leader	JICA Project Consultant Team
43	Mrs. Vương Thục Trân	Coordinator of Consultant Team	JICA Project Consultant Team
44	Ms. Luu Phuong Anh		Simultaneous Interpreter



Project for Improvement of Reliability of Safe Crop Production in the Northern Region

Overall progress of project activities (July 2016 - May 2020)

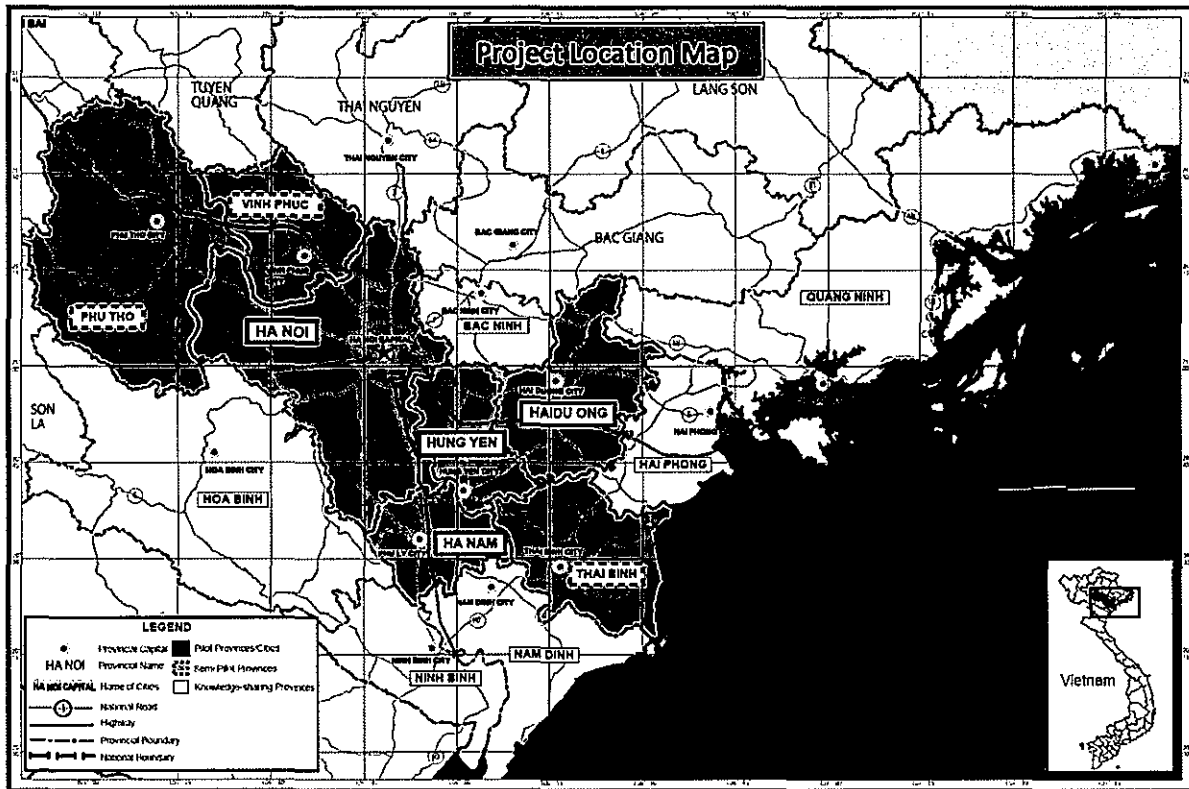
July 2020

- **Managing Organization:**
MINISTRY OF AGRICULTURE AND RURAL DEVELOPMENT (MARD)
- **Implementing Organization:**
DEPARTMENT OF CROP PRODUCTION (DCP)
- **Supported by:**
JAPAN INTERNATIONAL COOPERATION AGENCY (JICA)
- **Implementation Period:** From 7/2016 to 7/2021

1. Project Outline

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Project Objective and Outputs

(1) Overall Goal

"Agricultural products in the Northern Region (2 cities and 11 provinces) of Viet Nam are improved in term of safety and reliability".

(2) Project Purpose

"Safe crop productions (safety vegetable) in target sites in the Northern Region (2 cities and 11 provinces) of Viet Nam are promoted".

(3) Outputs

Output 1 : Production

"The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved."

Output 2 : Supply Chain

"The good patterns (as model) on safe crop production (safety vegetable) following GAP (Basic GAP) with supply chain (market linkage between production and consumption) is proposed."

Output 3: Communication

"Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised."

**Trial
Activity**

Project Scope

(1) Related organization and Project Site

Vietnamese Side:

- Organization with primary responsibility : MARD
- Organization for project implementation : MARD, Dept. of Crop Production
- Pilot Province(s)/city : Hanoi City (as consumption market), Hung Yen Province, Hai Duong Province, Ha Nam Province (as production area)
- Semi-Pilot Province(s)/city : Thai Binh Province, Phu Tho Province, Vinh Phuc Province (as production area)
- Knowledge-sharing province(s)/city : Quang Ninh Province, Hai Phong City, Hoa Binh Province, Bac Ninh Province, Nam Dinh Province and Ninh Binh Province

Japanese Side:

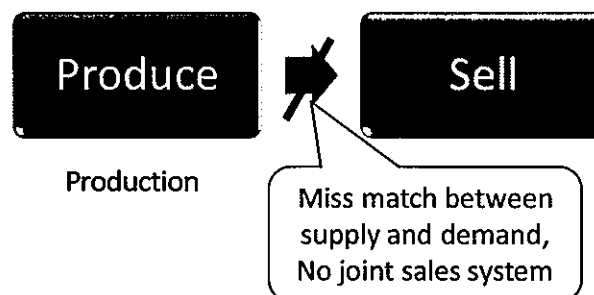
- Organization for project implementation : JICA Viet Nam Office, JICA experts

(2) Project Period

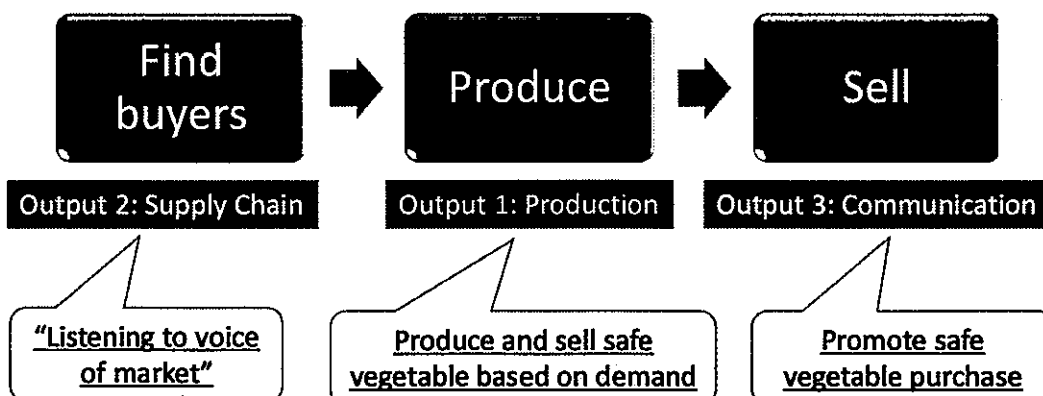
From July, 2016 to July, 2021

Basic Concept: Produce what the market wants

Before



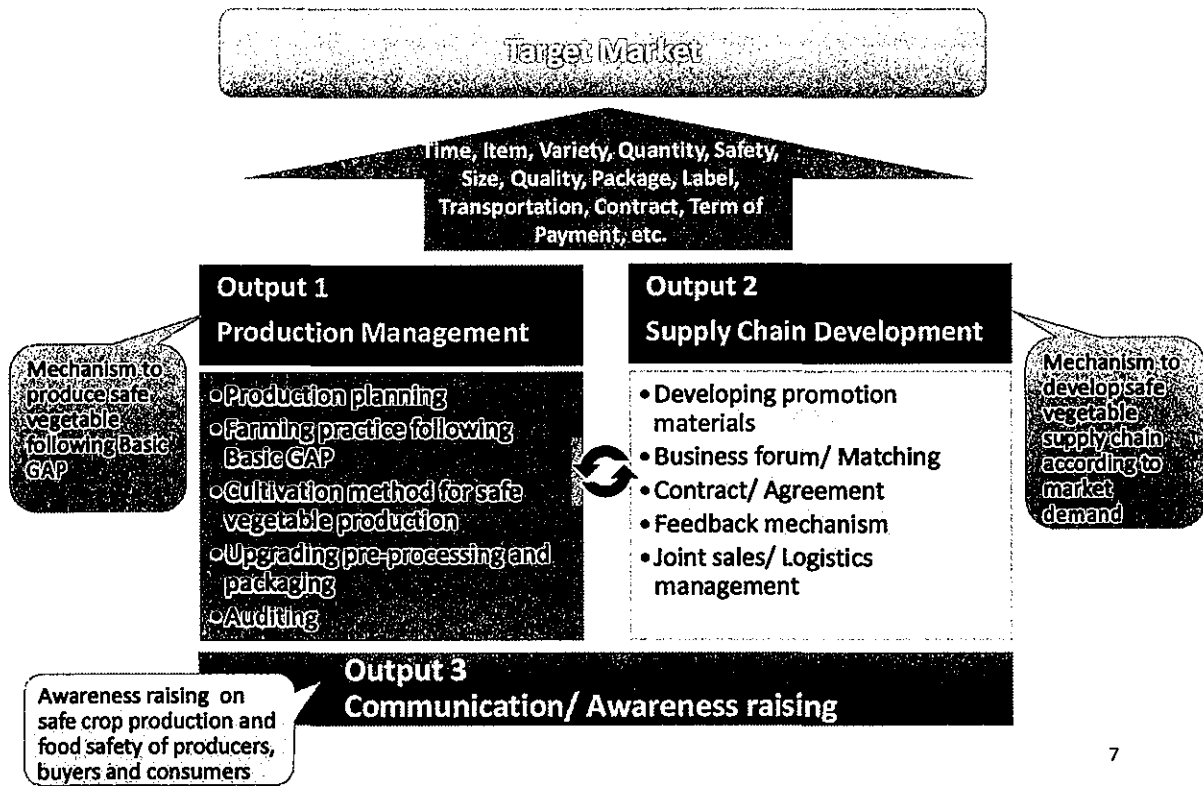
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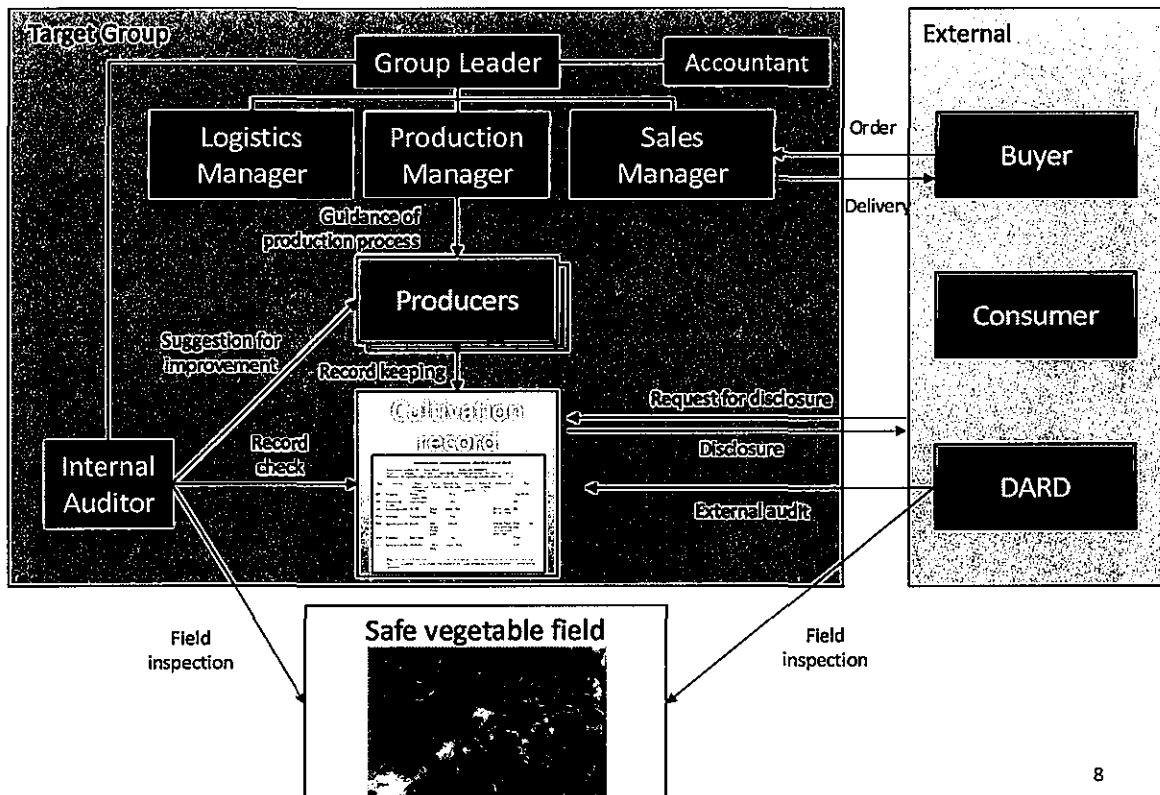
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Basic Concept: Produce what the market wants



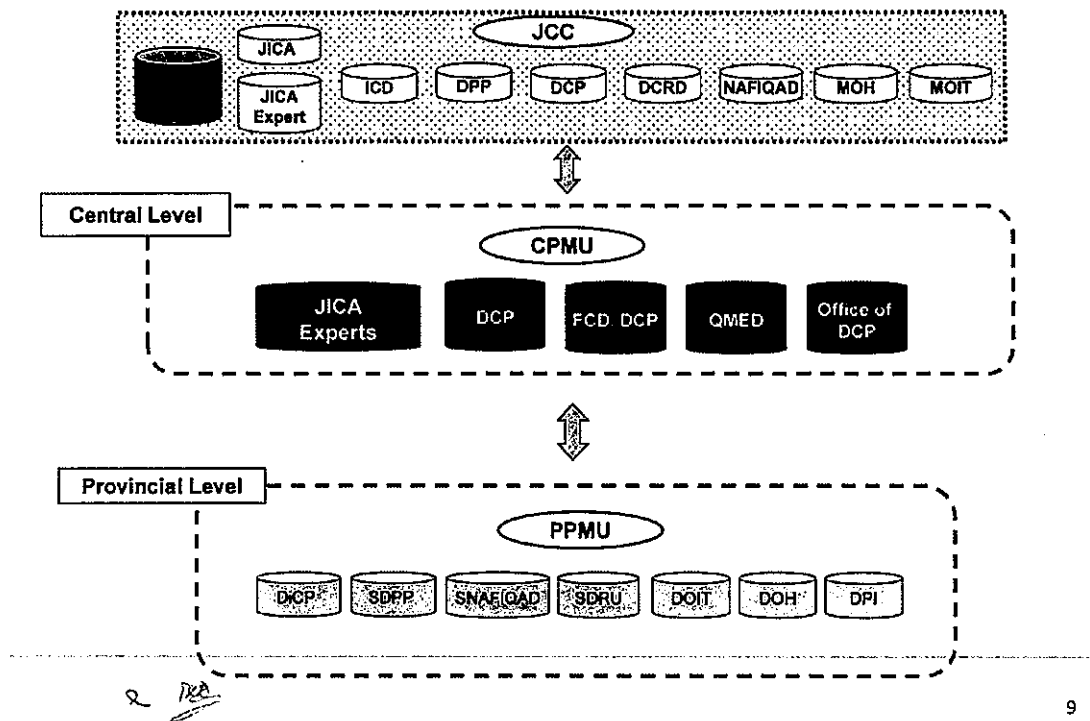
Basic Concept: Management Structure



Implementation Structure

Implementation Structure of the Project

Annex 3



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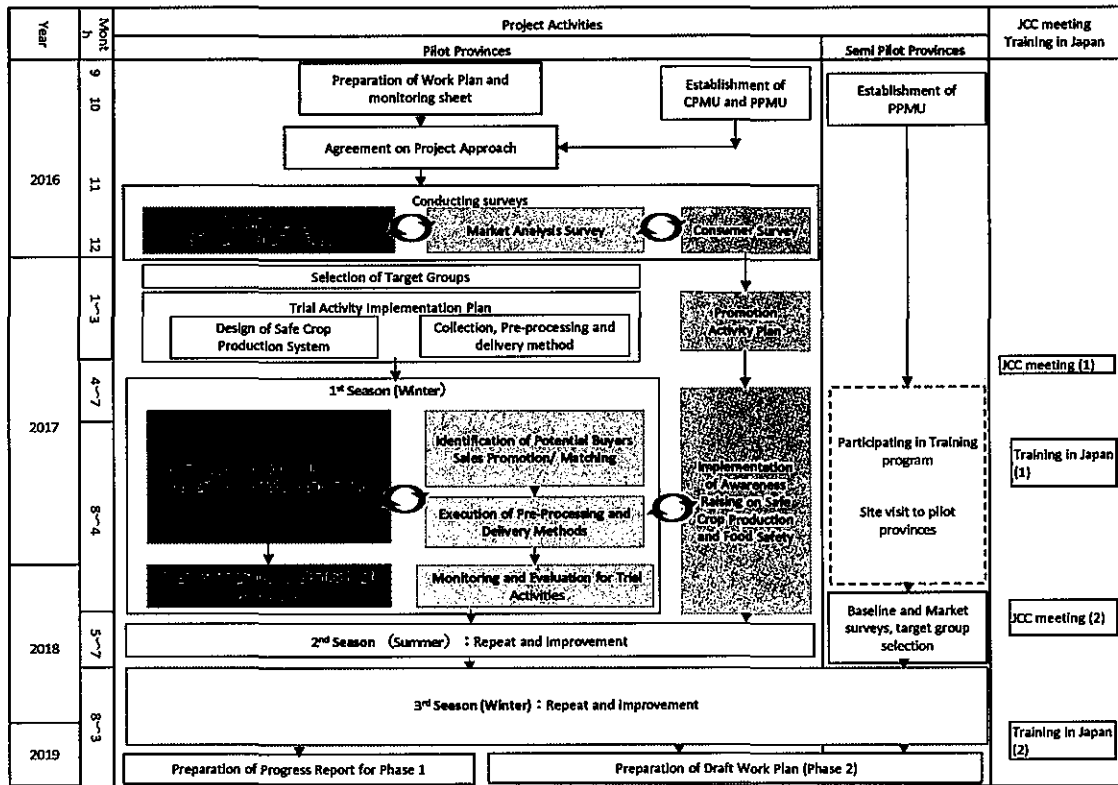
2. Progress of Project Implementation

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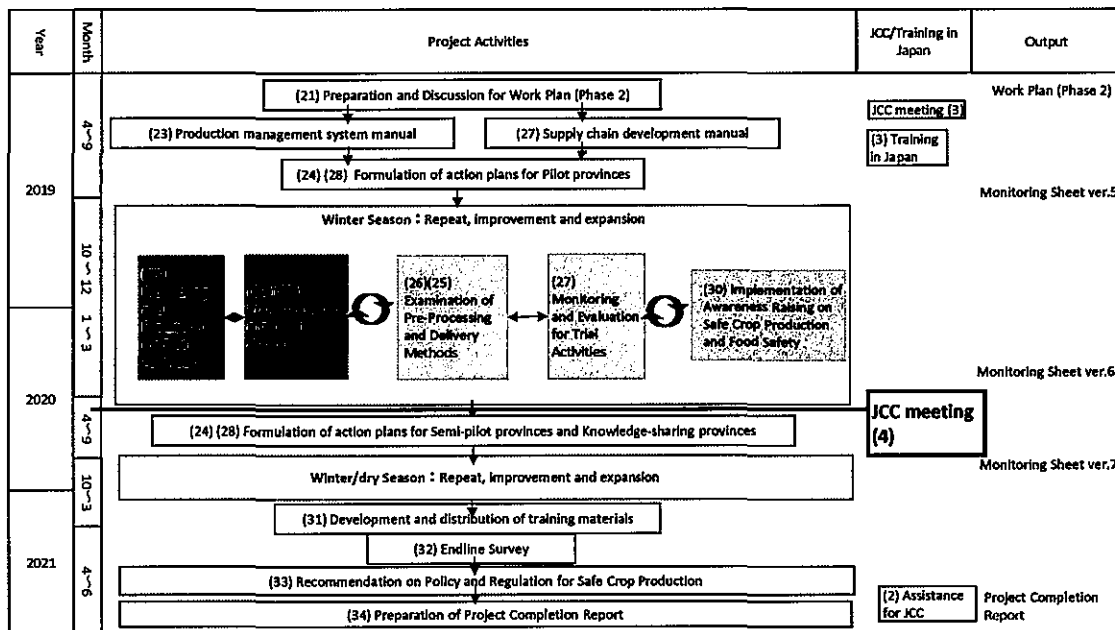
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Flow of Project Implementation (Phase1: Jul 2016 - Mar 2019)



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Flow of Project Implementation (Phase2: Apr 2019 – Jul 2021)



REGENO : : Output 1) The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district and commune) is improved.

: Winter/Dry Season

: Output 2) The good patterns (as model) on safe crop production (safety vegetable) following GAP (Basic GAP) with supply chain (market linkage between production and consumption) is proposed.

: Output 3) Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised.

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Achievement of Outputs (as of Apr., 2020)

Output 1 Production

1) "The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved."

Target Indicators	Target	Achievement	Ratio
For Producers			
1-1) The number of target groups applying and utilizing Basic GAP/ VietGAP is increased to at least 16.	16	20	125%
1-2) 320 number of producers in target sites attend Basic GAP trainings.	320	432	135%
1-3) 80% of producers in target sites record on field diary properly according to Basic GAP.	80%	88.2% (917/1040)	
1-4) 100% of target groups in target sites conduct internal audit to evaluate group members' activity.	100%	100% (16/16)	-
For Government staff			
1-5) 48 number of field officers are trained as trainer of Basic GAP.	48	186	388%
1-6) 35 samples of soil and water analysis are conducted.	35	44	126%
1-7) 60 samples of pesticide residue inspection are checked by authorized laboratory.	60	101	168%
1-8) 500 samples of pesticide residue are checked as quick test by PPMU.	500	405	81%
1-9) 70 times of internal audits are attended by field officers.	70	47	67%
1-10) Monitoring report is prepared by PPMU every 3 months. (*First monitoring report in Sep. 2017, continue until 2020)	12	8	67%
1-11) Action plan is prepared by PPMU. (Pilot PPMU 4, Semi-pilot PPMU 3)	7	3	43%

Output 2 Marketing

2) "The good patterns as model on safe crop production (safety vegetable) following GAP (Basic GAP/VietGAP/Global GAP) with supply chain is proposed."

Target Indicators	Target	Achievement	Ratio
2-1) 300 number of matching events are conducted (*including one-to-one matching)	300	324	108%
2-2) 110 number of linkages between producers and buyers are made in target sites.	110	107	97%
2-3) The stakeholder coordination meetings for each target group which include producers, buyers and members of DARD are held at least twice a year. (*Phase1: 2seasons*7groups, Phase2: 3seasons*20groups =74)	74	57	77%
2-4) Monitoring report is prepared by PPMU every 3 months.	12	10	83%
2-5) Action plans is prepared by PPMU.	7	3	43%

Output 3 Communication

3) "Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised."

Target Indicators	Target	Achievement	Ratio
3-1) The awareness program for consumers, producers and buyers are conducted 15 times by CPMU and PPMU.	15	48	320%
3-2) 5 promotional materials for awareness activities are developed.	5	12	240%
3-3) The number of participants in the awareness activities exceeds 64,000.	64,000	127,166 (School education)	199%

Achievement of Project Purpose

“ Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted.”

Target Indicators	Target	Achievement	Ratio
1) At least three kinds of supply chain models for safe crops are developed in the target sites.	3	To be developed	-
2) Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.	50%	77%	-
3) The area for reliable safe crop production in the target sites is increased to 180ha.	180ha	162.58ha	90.3%

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3. Trial Activities

Output 1 Production Management

Output 2 Supply Chain Development

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Objective and Approaches of Trial Activities

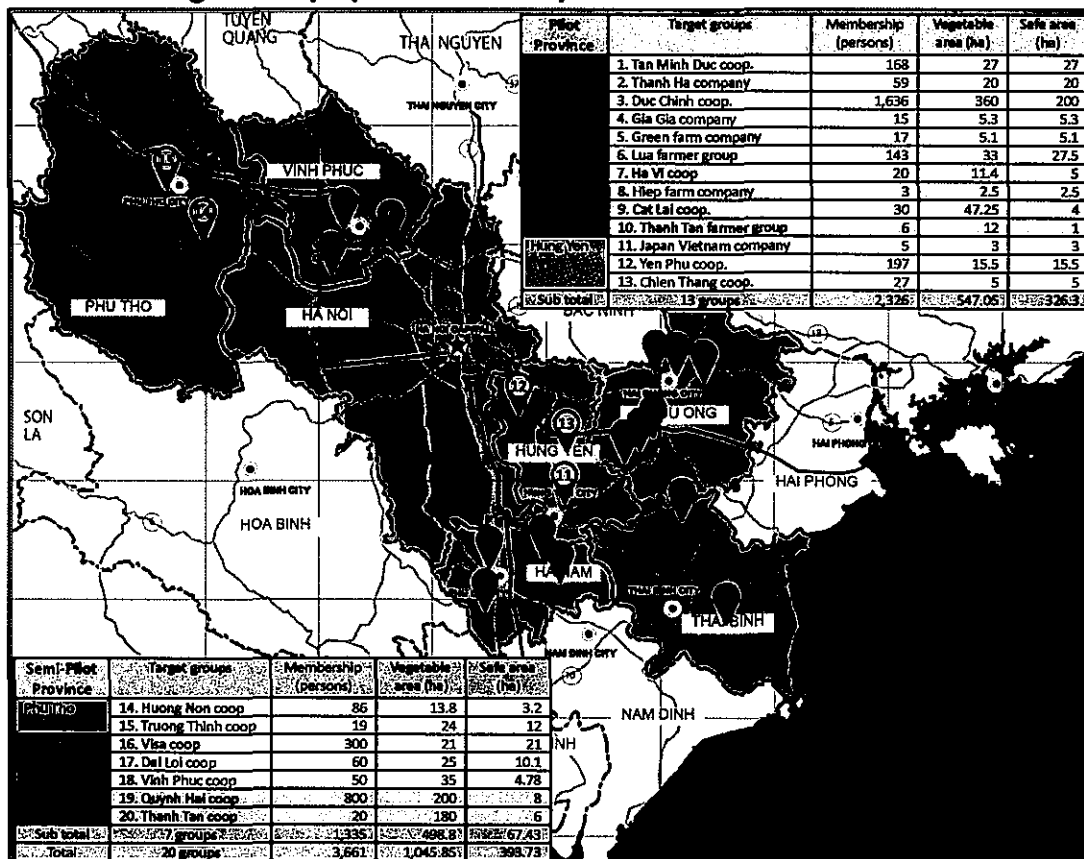
(1) Objective of trial activities

- To ensure the good responsiveness and application of Basic GAP, cultivation methods and supply chain development in the context of Northern Vietnam.

(2) Approaches

- Capacity building of relevant government staff and target groups to acquire knowledge and skills of Basic GAP application in consideration with marketing,
- Guide and monitor the safe vegetable production in accordance with Basic GAP criteria,
- Support improvement of cultivation methods for quality and safe vegetable production,
- Establish supply chains for safe vegetables through matching and examination of collection, pre-processing and delivery,
- Assure economic return to producers by practicing project approaches.

Selected Target Groups (as of Oct.2018)



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Detailed contents of trial activities

Production activities



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1. Confirmation of the safety of production condition

- PPMU with the project team conducted soil and water test for 11 target groups, and all target groups were confirmed as safe condition.
- As of end of May 2020, 8 groups expired the certification of safe production conditions and/or Viet GAP certification. PPMU should supports to renew their certifications.

Year	No. of groups satisfying with requirement of Circular 49/2013/TT-BNNPTNT and buyers	No. of groups required for soil and water test	No. of groups conducted soil and water test	No. of groups satisfying the requirement
2017	2/7	5*	5	7/7
2018	17/20	3	3	20/20
2019	17/20	3**	3	20/20
Total		11	11	

* 3 groups were required by buyers. ** 3 groups expanded the production area.



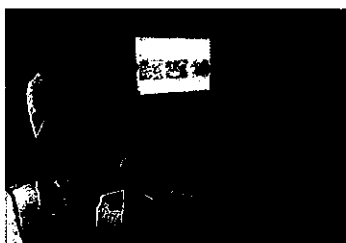
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2. Training for Basic GAP

- The project team conducted 7 TOT Basic GAP, 3 Post harvest training and 9 follow-up TOT Basic GAP by end of March 2020.
- 30 TOF Basic GAP were conducted by PPMU in pilot provinces and semi-pilot provinces.
- Net number of participants was 735: Government staff 186 and farmers 549.

Training	No. of trainings	No. of Gov. staff	No. of farmers	Total participants
TOT Basic GAP	7	177	63	190
TOF Basic GAP	30	49	875	924
Post harvest training	3*	24	32	56
Follow up TOT Basic GAP	9	131	170	301
Total	49	381 (net=186)	1140 (net=549)	1471 (net=735)

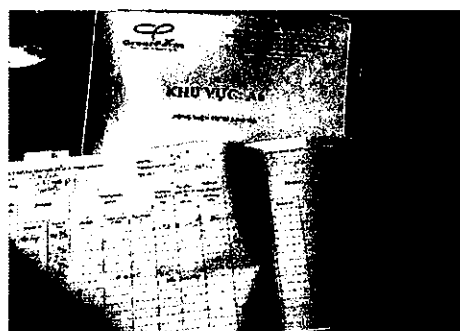
* Post harvest training was not organized as it was included as one of components on TOF Basic GAP and technical assessment for safety condition.



3. On field instruction for Basic GAP

1) Record keeping

Guidance and monitoring of record keeping and agrochemical application.



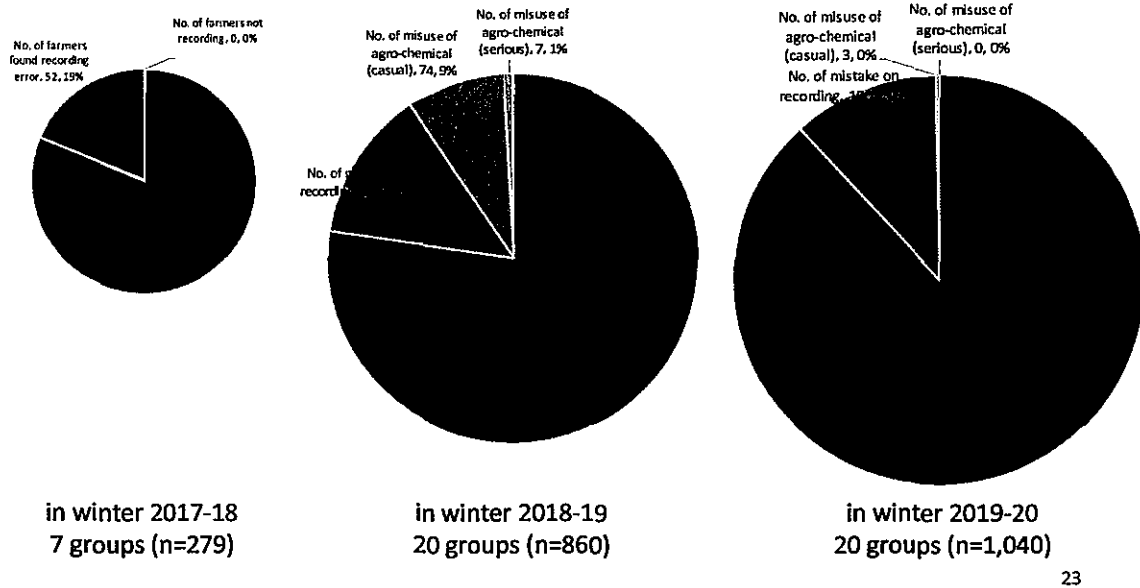
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3. On field instruction for Basic GAP

1) Record keeping

- In winter 2019-20, 1,040 farmers/plots maintained the record regularly.
- No. of farmers with no mistake increased up to 917 (88%) in 2019-20, though it was 665 (77%) in 2018-19.

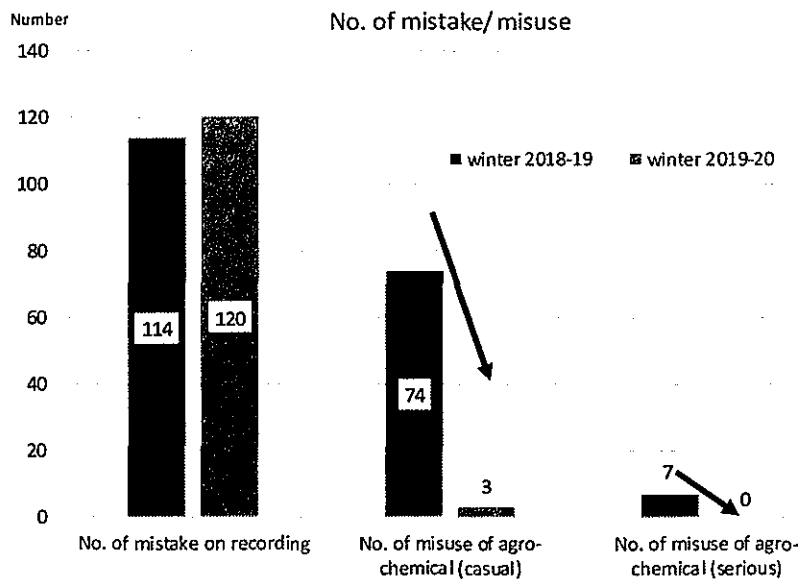


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3. On field instruction for Basic GAP

1) Record keeping

- Under the instruction of PPMU with the project team, the number of misuse of agrochemicals was drastically decreased in both casual case (from 74 to 3) and serious case (from 7 to 0), though the number of mistake on recording was slightly increased from 114 in winter 2018-19 to 120 in winter 2019-20 as increment of new farmers.

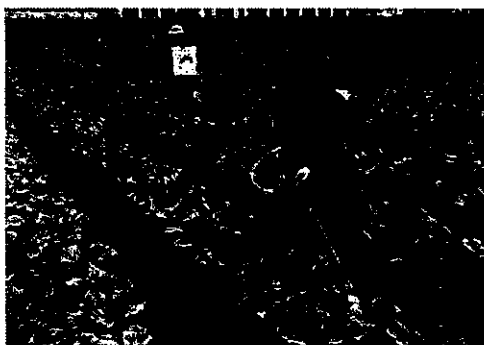


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3. On field instruction for Basic GAP

2) Chemical application and other safety measures

- PPMU staff together with the project team carried out a technical assessment and field instruction of chemical application, harvesting and pre-processing practices following the Basic GAP protocol.



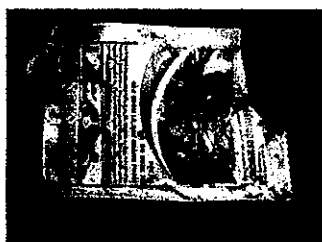
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3. On field instruction for Basic GAP

2) Internal Audit

- According to the results of internal audits conducted by 20 target groups, it was identified the most frequent failures as below:

No	Criteria	Level	No. failed (n=20)	Comment
14	Are chemicals and those packages destroyed strictly in compliance with the State's regulations?	A	6	Pesticide packages are not destroyed strictly in compliance with the State's regulations
17	Are processing, packaging, and storage areas isolated from storehouses and containing sites of pesticides, fertilizers and other hazardous chemicals?	A	6	Not applicable (Do not have processing, packaging, and storage house)
22	Have farmers worked on warning signs in the production site those just spraying pesticides?	B	5	Farmers do not have warning signs in the production site those just spraying pesticides
18	Is clean water used to wash products after harvesting?	A	2	Do not have processing, packaging, and storage house
19	Does the quality of clean water used to wash products meet the standard?	A	2	Do not have processing, packaging, and storage house
20	Is waste water, garbage collected and treated properly in accordance with regulations?	A	2	Wastewater and garbage are not collected and treated properly.



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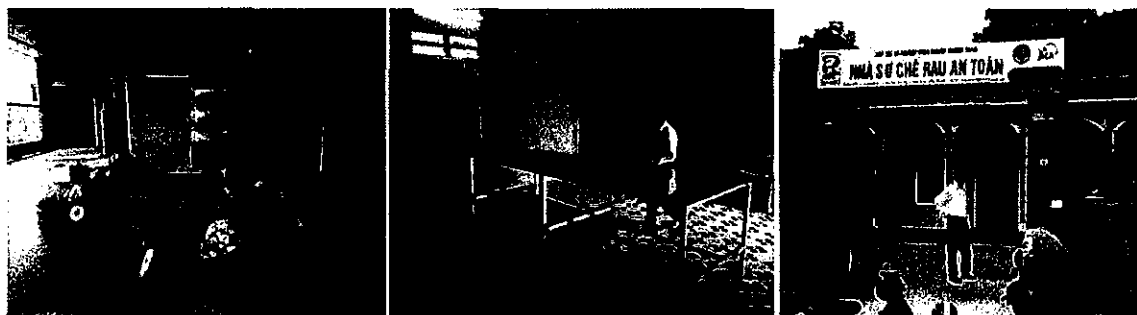
4. Upgrading conditions to ensure food hygiene and safety

- As of end of April 2020, target groups upgraded the conditions of harvesting and pre-processing with support of the project team by providing tools and equipment and/or upgrade/ construct pre-processing house, though 1 group (Duc Chinh) constructed a fertilizer and chemicals warehouse.
- 5 groups are expected to upgrade in 2020.

Upgraded Items	No. of groups upgraded	No. of groups to be upgraded	No. of groups not required*
Tools and equipment for harvesting and pre-processing	9	5	6
Upgrade/construct infrastructure of pre-processing house	10	5	5
Construct a fertilizer and chemicals warehouse	1**	-	-
Total	13	5	2

* A group has sufficient tools or facilities

** Duc Chinh cooperative

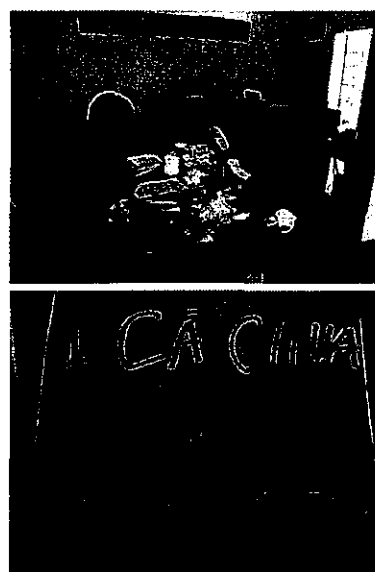


5. External Inspection and Auditing

1) Quick test for pesticide residue:

- In winter 2019-20, total 110 samples in 20 target groups were tested by quick test. Out of 110 samples, there was no sample detected as unsafe.

Quick test	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18	105	103	2
Summer 2018	31	31	0
Winter 2018-19	168	168	0
Winter 2019-20	110	110	0
Total	414	412	2



5. External Inspection and Auditing

2) Laboratory test:

- In winter 2017-18, laboratory test was conducted in 7 target groups. Total 25 samples were tested and all samples had no microbiological contamination. But there were residues over MRL found from 2 samples, the project team and PPMU investigated the causes of incidents.
- In winter 2018-19, laboratory test was conducted in 18 target groups except for 2 groups in Phu Tho province. PPMU staff collected samples in field and sent them to laboratory. Total 38 samples were tested and there was no sample detected as over MRL.
- In winter 2019-20, total 40 samples were tested in all 20 target groups and there was no sample detected as over MRL.

Laboratory test	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18	25	23	2
Winter 2018-19	38	38	0
Winter 2019-20	40	40	0
Total	103	101	2

*Detected samples were:

Morning glory: Lead (Pb) 0.444mg/kg (MRL 0.3mg/kg), and
Carrot: Pesticide (Difenoconazole) 0.243mg/kg (MRL 0.2mg/kg)

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6. Cultivation planning based on market demand

- Each target group established a safe vegetable production groups and prepared a cultivation plan based on the expected demand from buyers in consultation with project team.
- In winter 2019-20, total production area became 162.58ha, about 50% increased from previous season.

	Target groups	No. of workers	No. of farmers	Area (ha)
Winter 2017-18	7	18	382	50.85 ha
Winter 2018-19	20	96	696	106.60 ha
Winter 2019-20	20	97	911	162.58 ha

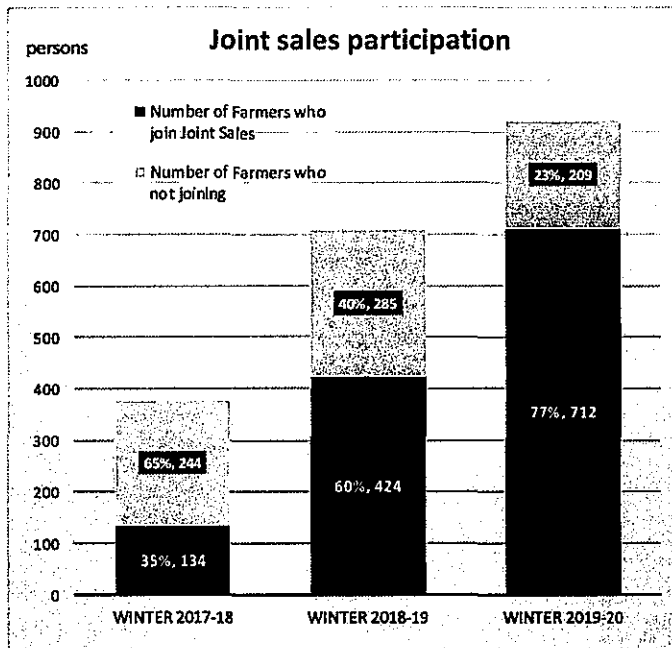
No.	Farmer's name	Area (m ²)	Vegetable	Transplant date	Estimated amounts (Kg)	Expected harvesting time (kg)				
						Nov-18	Dec-18	Jan-19	Feb-19	
Group 1										
1	Dương Thị Xuyên	540	Kohlrabi	21/10	1,200		1,200			
2	Phạm Văn Tấn	540	Kohlrabi	2/10	1,200	1,200				
3	Đào Văn Đức	504	Chili	10/7	400	400				
4	Đào Văn Đức	540	Kohlrabi	10/10	1,200	1,200				
4	Đào Thị Ngali	1,152	Kohlrabi	12/10	4,100	1,600	2,500			
5	Đào Văn Dương	684	Spring onion	26/9	950	950				
6	Phạm Thị Mai	504	Kohlrabi	16/10	1,100		1,100			
7	Phạm Văn Minh	828	Chili	15/8	300	300				
8	Lê Thị Sơn	288	Spring onion	21/10	400		400			
9	Vũ Văn Xanh	360	Kohlrabi	18/10	800		800			
10	Vũ Văn Xu	648	Kohlrabi	4/11	1,400		1,400			
11	Nguyễn Thị Xuyên	504	Spring onion	20/10	700			700		
12	Phạm Văn Nương	360	Kohlrabi	10/10	800	800				
12	Phạm Văn Nương	288	Chili	25/7	200	200				
13	Phạm Văn Thái	684	Chili	4/8	600	600				
14	Phạm Thị Đào	360	Chili	10/8	300	300				
14	Phạm Thị Đào	468	Bean	15/8	1,000	1,000				
15	Phạm Thị Mạnh	360	Chili	15/7	400	400				
15	Phạm Thị Mạnh	288	Bean	10/8	400	400				
16	Nguyễn Văn Toàn	792	Kohlrabi	15/10	1,700			1,700		
17	Phạm Văn Chiến	360	Spring onion	5/11	500			500		
17	Phạm Văn Chiến	792	Kohlrabi	18/10	1,700			1,700		



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7. Enhance joint sales management

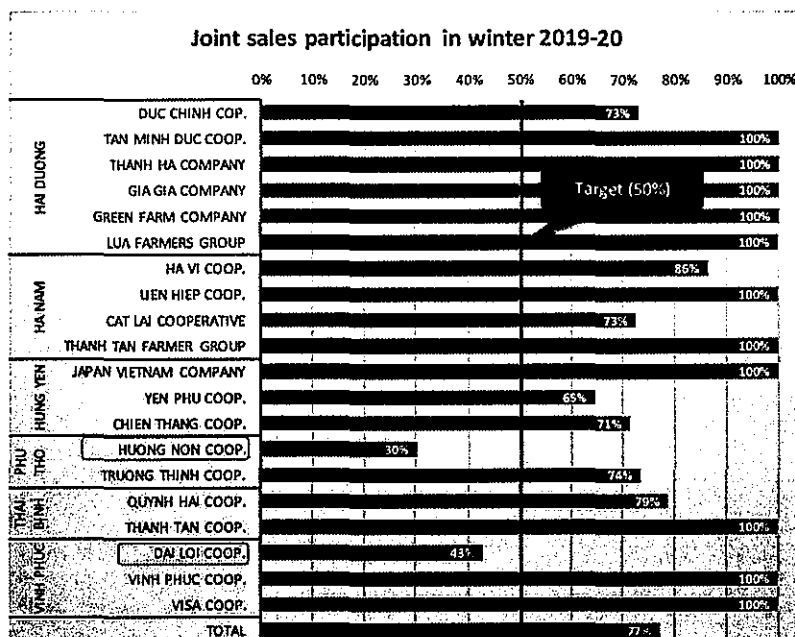
- Comparing with previous years, the total number of farmers involved in joint sales was increased 712 persons, that is 77% of the total number of farmers.



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7. Enhance joint sales management

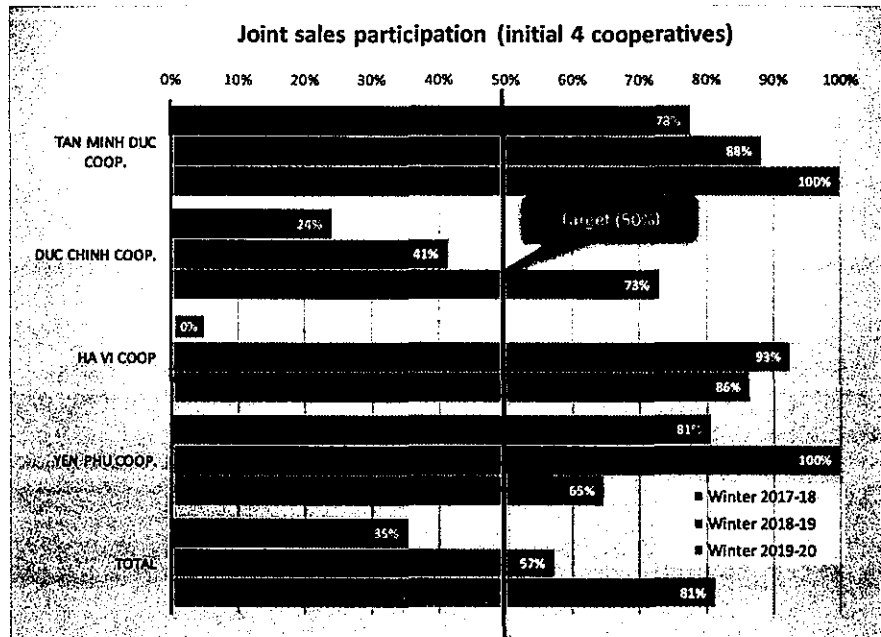
- In winter 2019-20, 77% of farmers joined the joint sales in total, which was higher than in winter 2018-19 (60%).
- 3 cooperatives: Duc Chinh (41% → 73%) in Hai Duong, Cat Lai (0% → 73%) in Ha Nam and Huong Non (17% → 30%) in Phu Tho improved the participation, though Dai Loi in Vinh Phuc became below 50%.



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7. Enhance joint sales management

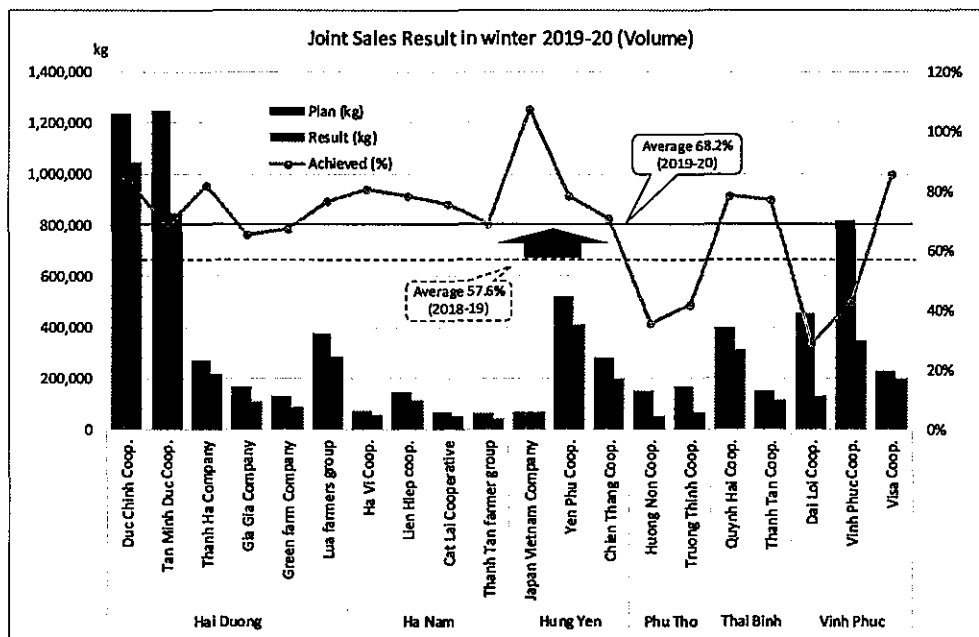
- Regarding the initial 4 cooperatives (Tan Minh Duc, Duc Chinh, Ha Vi, and Yen Phu): the percentage of joint sales participation became 81% in winter 2019-20, and all 4 groups exceeded more than 65%.
- Especially Duc Chinh cooperative improved from 24% in 2017-18 to 73% in 2019-20, 203 farmers out of 278 joined the joint sales.



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7. Enhance joint sales management

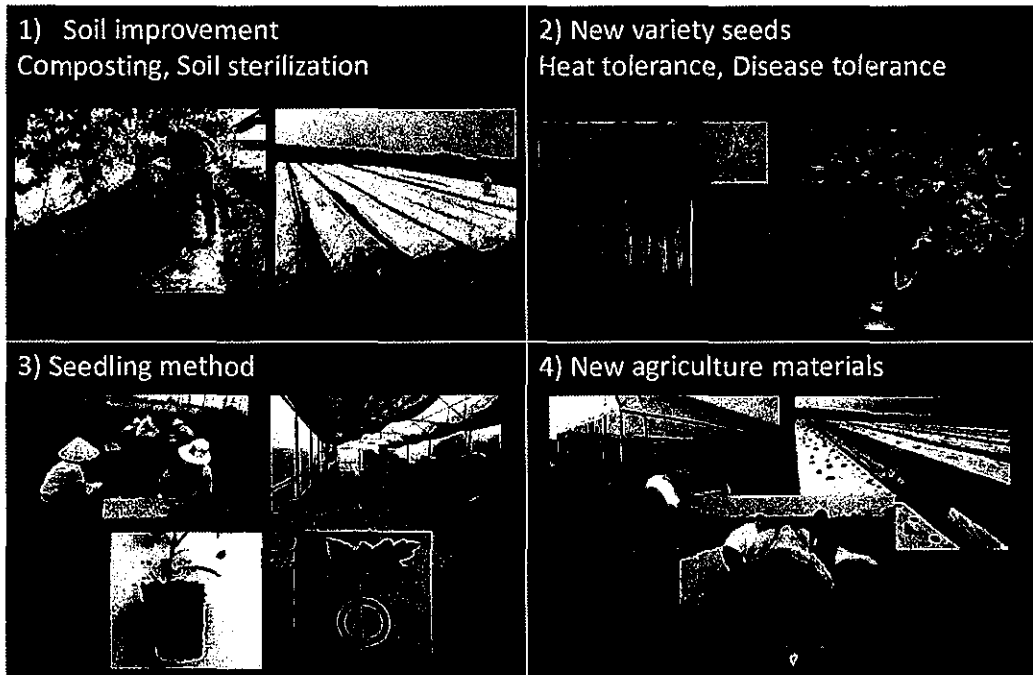
- Average percentage of achievement (Result/Plan) was 68%, which was higher than that in winter 2018-19 (58%). Only 4 cooperatives were below 50% in achievement. (Huong Non, Truong Thinh, Dai Loi, and Vinh Phuc).
- Out of 20 target groups, Duc Chinh and Tan Minh Duc are the biggest groups in sales volume.
- Total sales volume in winter 2019-20 was 4,790ton, double of the previous year (2,326ton).



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8. Cultivation methods to improve quality and safety

- The project team introduces 4 cultivation methods as the most important ones to improve quality and safety of vegetables.

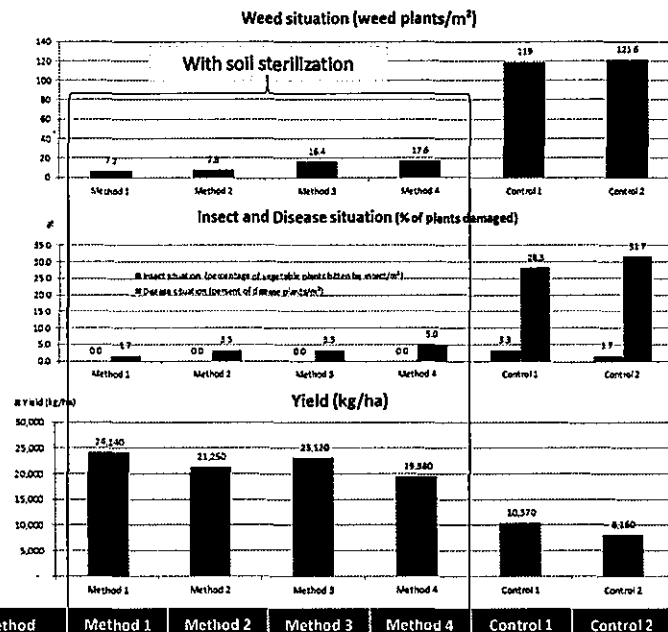


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8. Cultivation methods to improve quality and safety

1) Soil improvement by soil sterilization

- Test cultivation for soil sterilization was conducted at Gia Gia farm, Hai Duong from Jul to Sep 2019.
 - ✓ Method 1-4: with soil sterilization
 - ✓ Control 1-2: without soil sterilization
- Vegetable was Kohlrabi.
- There were significant differences between with and without soil sterilization in terms of weed, insect and disease and yield.
- After soil sterilization, weed plants were reduced 85-94%, disease were reduced 82%-94%, Yield was increased 220%-260%.
- Soil sterilization was quite effective even for 10 days.
- The project team is now disseminating the techniques in all pilot and semi-pilot provinces.



Method	Method 1	Method 2	Method 3	Method 4	Control 1	Control 2
Area (m ²)	270	270	270	270	270	270
Material	Type A	Type B	Type A	Type B	Type A	Type B
Duration (days)	22	22	10	10	-	-
Accumulated Temperature (°C)	1,163	1,165	991	994	835	841

Remark: Material Type A: Compost 270kg, NPK 22.5kg, Type B: Compost 0kg, NPK 22.5kg

8. Cultivation methods to improve quality and safety

1) Soil improvement by soil sterilization



Trial on soil sterilization in Gia Gia company (Hai Duong 09/July, 2019)



Thanh Ha company applies soil sterilization method (Hai Duong 07 /October, 2019)



Applying new fermented composting method in Gia Gia company (Hai Duong 11/July, 2019)

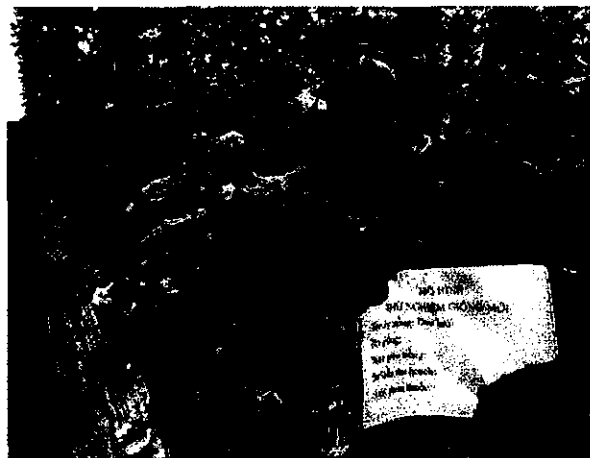


Soil sterilization training in Quynh Hai cooperative (Thai Binh, 10th March 2020) 37

8. Cultivation methods to improve quality and safety

2) New Variety Seeds

- In summer 2019, three new melon varieties were introduced by Yamato Noen company and trial growing was conducted in Tan Minh Duc Cooperative.



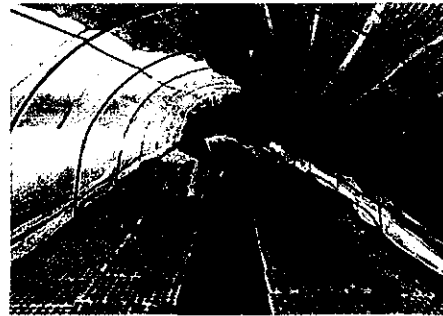
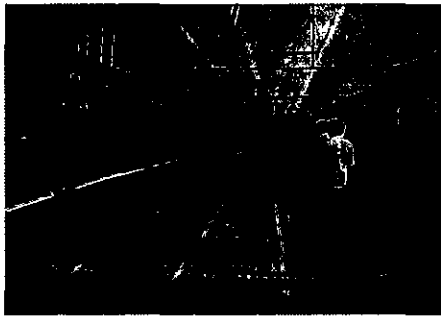
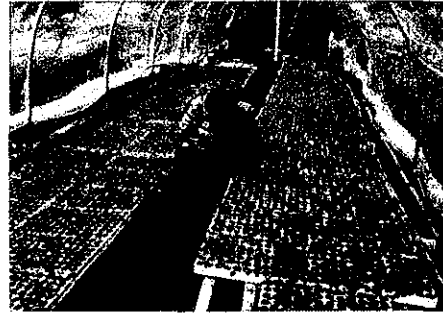
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8. Cultivation methods to improve quality and safety

3) New seedling method

- The project team introduced a new big tunnel to the target groups for good seedling production, which was supplied by Watanabe pipe company.
- Tan Minh Duc cooperative applies new seedling method to produce cabbage seedlings in a green house in large scale.

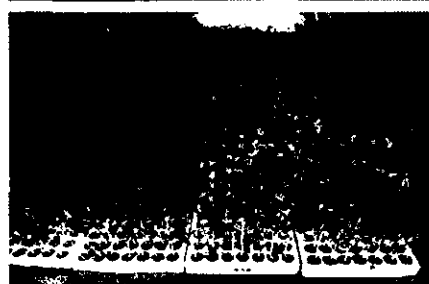


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8. Cultivation methods to improve quality and safety

3) New seedling method

- The project team instructs grafting techniques for tomato seedling in 5 target groups: Visa, Thanh Tan (Ha Nam), Tan Min Duc, Gia Gia and Lien Hiep.



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Detailed contents of trial activity

Marketing activities

Identification of potential buyers

1. Market survey and analysis

2. Training on Marketing

3. Developing marketing tools

- Producer profile
- Logo/ leaflet
- Package label

4. Matching with buyers

- One-to-one matching
- Matching event
- Assisting in making contract

5. Examination of collection and delivery method

Monitoring of collection and delivery

- Initial check and random check
- Feedback from buyers

Stakeholder meetings

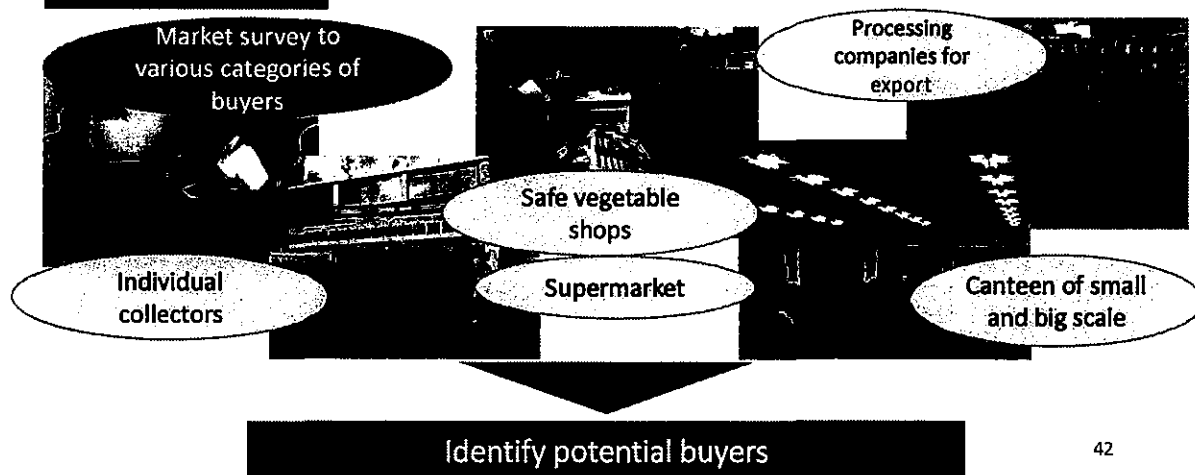
- Discussion on quality requirements (Mezorokai)
- Customer visit
- Review and planning of next season

Monitoring of trial activity

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1. Market survey and analysis

Category	Hanoi	Hung Yen	Hai Duong	Ha Nam	Vinh Phuc	Thai Binh	Phu Tho	Total
Collector	8	0	5	5	10	10	0	38
Agro processing company	5	2	6	2	1	0	0	16
Wholesaler	2	10	0	5	2	0	3	22
Restaurant/ hospital/ catering company	7	5	4	6	4	5	9	40
Retailer (supermarket, safe vegetable shop)	2	5	6	6	4	5	4	32
Total	24	22	21	24	21	20	16	148



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2. Training on Marketing

- The project team conducted 2 TOT Marketing in Hanoi city and invited PPMUs of pilot and semi pilot provinces.
- 23 TOF Marketing were organized by PPMU in pilot provinces and semi-pilot provinces.

Training	No. of trainings	No. of Gov. staff	No. of farmers	Total participants
TOT Marketing	2 (conducted in Hanoi)	41	45	86
TOF Marketing	23 (4 trainings was jointly with Basic GAP training)	79	458	537
Total	25	120 (net=59)	503 (net=291)	537 (net=350)

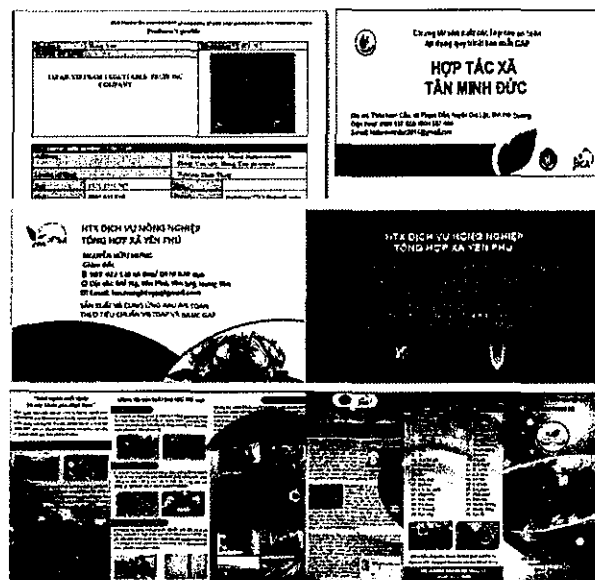


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3. Developing marketing tools

- In order to make the marketing activities of TGs more effective, the Project team assisted them in preparing the various marketing tools.
- Those tools are used to provide information of the group, its production and products to buyers and other stakeholders.

Tools	Purpose
Producer profile	Provide stakeholders detailed information of TG required for stating trading
Logo	Symbolize the identity of the group
Business card	Introduce the name and contact of the group
Sign board	Introduce the group at the office or production site or provide direction to the office/farm to visitors.
Leaflet	Introduce the overview of producer group visually with photos and story
Package/label	Provide information of producer, product and traceability



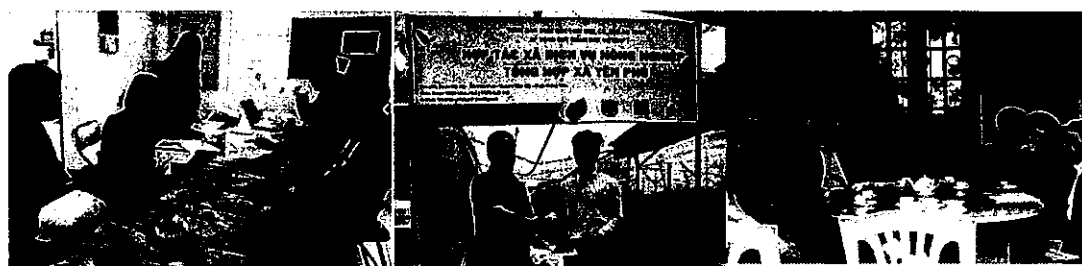
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4. Matching with Buyers

1) One to one matching

- 324 matchings were conducted by the end of April 2020 for 20 TGs.
- Project team has encouraged TGs to conduct matching with buyers whenever they have a chance. It is important for TGs to experience how to communicate and negotiate with buyers.
- Some TGs become famous since they appeared on TV or newspapers. Consequently, there were more cases where buyers approached to TGs directly.
- Success rate of matching varies among TGs depending on the variety and volume of vegetables available, the demand of buyers at the timing of matching and the capacity of TG leaders to communicate and negotiate with buyers.

Matching	No. of one to one matchings	Successful	Need more discussion	No conclusion	Failed
TGs in Pilot provinces	253	89	100	23	41
TGs in Semi-pilot provinces	71	38	12	21	0
Total	324	127	112	24	41



4. Matching with Buyers

2) Matching event

Forum	Concept	Outcomes
First forum 12 August 2017	Dialogue with buyers <Program> ➢ Seminar ➢ World Café ➢ Display and matching	<ul style="list-style-type: none"> • Around 200 participants consisting of government, buyers and producers. • Participants liked World Café. There was a lot of useful discussion. But its operation was not effective.
Second forum 25 December 2017	Role of buyers <Program> ➢ Seminar on 'role of buyers in safe vegetable business' ➢ Dialogue between producers and buyers ➢ Display and matching	<ul style="list-style-type: none"> • Around 100 participants but more producers than buyers. • TG did make linkages with buyers during dialogue session
Third forum 12 September 2018	Trading safe vegetable in Hanoi Co-hosted by HPA, Women Union, Labor Union, Urban Economic newspaper, and JICA project <Program> ➢ Seminar/Panel discussion ➢ Matching and Display	<ul style="list-style-type: none"> • Around 300 participants consisting of government, producers, buyers, agriculture material companies and consumers. • As many buyers (69) participated, the chance of matching was high.
Fourth forum 11 December 2018	Focused on matching <Program> ➢ Display and matching	There was enough time for producers and buyers to discuss and negotiate.
Fifth forum 13 September 2019	Expand products to cover other safe foods 14 big buyers such as Big C & Vineco set up own booths for matching with suppliers <Program> ➢ Seminar/Panel discussion ➢ Matching and Display	<ul style="list-style-type: none"> • Around 300 participants consisting of government, producers, buyers, agriculture material companies and consumers. • 139 matching sessions were conducted with 14 buyers, of which 27 matchings were successful and 106 will continue negotiation.

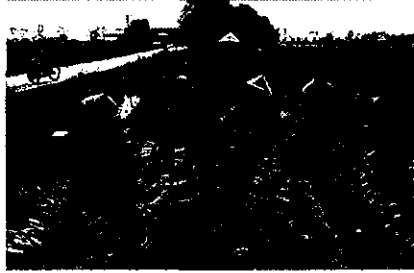
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5. Examination of collection and delivery method

1) Monitoring of collection and delivery

In physical monitoring, control points of each step after harvest were examined by using the check sheet. The check sheet contains instructions for producers or workers to follow when they handle harvest in order to avoid risk of contaminations as well as to maintain quality and traceability. Monitoring was regularly conducted by PPMUs and TGs after 2019.



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5. Examination of collection and delivery method

The Project team introduced various types of meetings with buyers in order to realize buyers' requirement:

- Discussion on quality requirements (Mezoroekai) is a meeting to agree on the criteria and conditions for collection and delivery activities with buyers at the beginning of trading.
- Review meeting at the end of season to review the current season and plan for next season.
- Customer visits is a visit to customers in order to see how products are sold (in case of retailers) and collect their feedback.

	2017-18	2018-19	2019-20*	Total
Discussion on quality requirements (Mezoroekai)	4	11	0	15
Review meeting	5	8	29	42
Total stakeholder meeting	9	19	29	57

* Review meetings include customer visits.



5. Examination of collection and delivery method

Summary of Feedback from buyers through customer visits.



4. Communication activities

Output 3 Communication

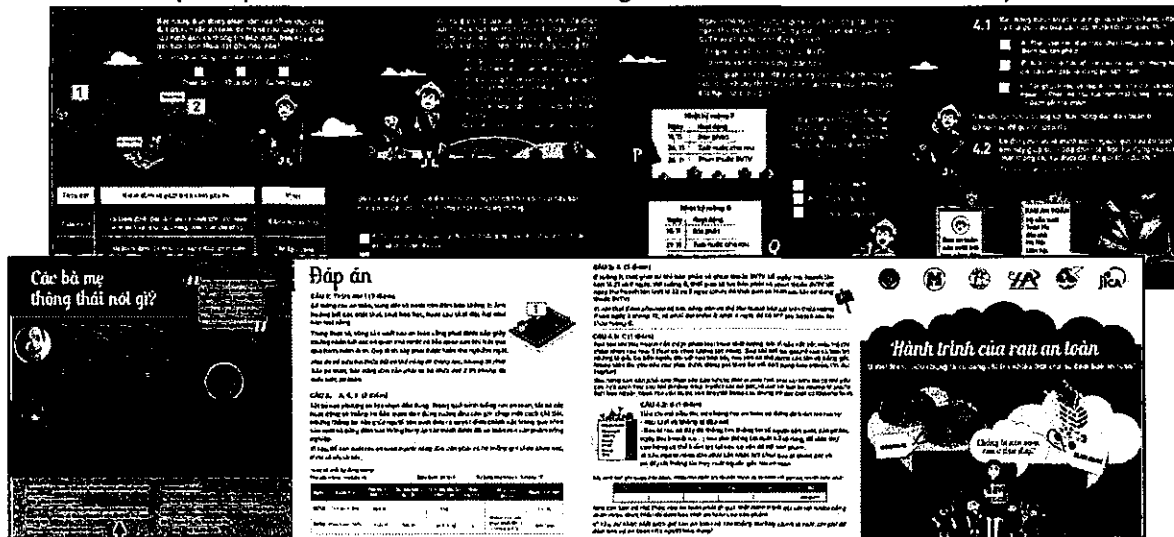
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School Education 2019 - Leaflet

Educational leaflets have been distributed to all Grade 7 students in 156 schools in 12 urban districts in Hanoi City: Reached 49,652 students.

“A Journey of Safe Vegetables” - Entertaining quizzes with explanations in answer
(A simplified version of 2018 leaflet in larger fonts to be suitable for Grade 7.)



Testimonials of Moms who buy safe vegetable: Influence mothers through children

School Education 2019 – In-Class Program

In-class program was conducted at 3 schools in 12 urban districts in Hanoi City. Total 1,085 Grade 7 students participated.



1. School teachers teach leaflet contents in class.
2. Students & Moms complete homework together.
 - i. Students teach Moms how to select safe vegetable.
 - ii. Students and Moms write Commitment Paper and sign together

To influence vegetable purchasers, homework was required as previous years.

Commitment Paper

Trường (School name): _____
 Tên gọi các em học sinh: _____

Tôi đã đọc các em và tôi thành gia viên của chương trình "Hành trình của rau an toàn".
 Tôi đồng ý thực hiện các nội dung sau:

Mục 1. Các em hãy hướng dẫn phụ huynh (Đặc biệt những người mới mua rau) về nội dung của chương trình.
 Mục 2. Tôi sẽ phụ huynh tôi tập 3 câu hỏi trong phiếu thông tin này.
 Mục 3. Tôi sẽ phụ huynh tôi tập 3 câu hỏi trong phiếu thông tin này.
 Ngày: _____ 2018.

Tôi xin cam kết:

Tôi sẽ hướng dẫn phụ huynh của mình về cách chọn rau an toàn đúng cách.
 Tôi sẽ hướng dẫn phụ huynh của mình về cách chọn rau an toàn đúng cách.
 Tôi sẽ hướng dẫn phụ huynh của mình về cách chọn rau an toàn đúng cách.

(1) What you learned

(2) How will you improve in safe vegetable consumption

(3) Comment about HPA Website

Tôi xin cam kết sẽ cố gắng mua và tiêu dùng rau an toàn đúng cách.
 Ngày: _____
 Chữ: _____
 Chữ: _____
 Signed by student & Mom

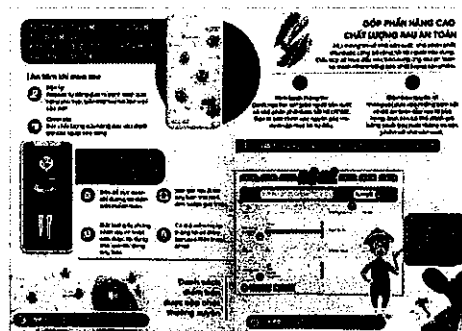
2019 - Moving Consumers Forward With Bridge

	Stage A	Stage B	Stage C	Stage D	Stage E	Stage F
Youth (Under 22)	Awareness & Education Target: Mass Activity: School Education + Contest (for exposure) Theme: <ul style="list-style-type: none"> Importance of food safety Understanding safe vegetable's journey How to select safe vegetable 		Trust Building Target: Producer & Trade Activity: F2F Dissemination Theme: <ul style="list-style-type: none"> Safe vegetable production process Safe vegetable and certificate How consumers want safe vegetable 		Trust + Access Info Target: Youth + Younger Activity: Online Platform Theme: <ul style="list-style-type: none"> Shop directory Certificate information Producer information 	
Younger (22 ~ 50)	Materials: <ul style="list-style-type: none"> Educational leaflet → Share with grass root activities → Feature online information source Visual material by students → Share with producers & traders 		Materials: <ul style="list-style-type: none"> Visual Leaflet → From school activities 		Retailers' Trust Target: Mass Activity: In-Store Promo Theme: <ul style="list-style-type: none"> Certificate Production process Safe vegetable's journey 	
Older (Over 50)	Target: Older Activity: Face-to-face Dissemination Theme: Same as above <i>Share above information to disseminate through leaflet & training</i> Materials: Leaflet		TO BRIDGE		Materials: <ul style="list-style-type: none"> In-store display 	

School Education 2019 – Promotion of Website Information

With sufficient information accumulated on HPA Website, school education program incorporated HPA Website dissemination.

HPA Website introduction leaflet was developed specifically with a consumer-friendly design with Project's concept/design advice.



ĐƠN ĐĂNG KÝ

Commitment Paper

Chúng tôi xin cam kết sẽ tham gia vào chương trình "Thức ăn sạch - Sức khỏe tốt" của HPA.

Thông tin cá nhân: Họ tên: _____ Số điện thoại: _____ Địa chỉ: _____

Thông tin liên hệ: Tên đơn vị: _____ Địa chỉ: _____ Số điện thoại: _____

(3) Comment about HPA Website

Họ và tên: _____ Ngày tháng năm: _____

1. HPA Website leaflet was distributed together with the education leaflet to all Grade 7 students in 156 schools in 12 urban districts in Hanoi City: Total 49,652 units.
2. A question, which prompts a trial access to HPA Website, was added to Commitment Paper.

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School Education 2019 – Commitment Paper Results (n=984)

984 Commitment Paper submissions have been collected at a very high 90.7% response rate. This is an important tool to engage mothers by prompting discussions about safe vegetable consumption with their children.

- 3 open-answer questions were prompted.

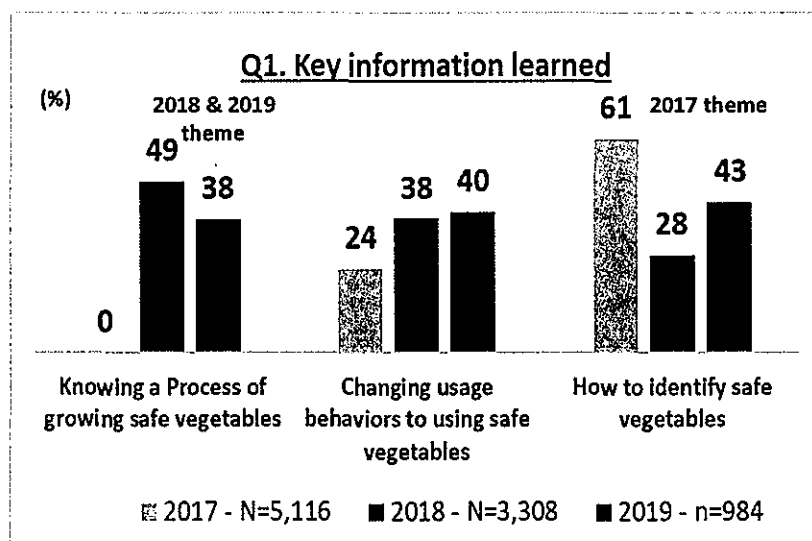
Q1 : What was one key thing you learned from today's lesson?

Q2 : What is one thing you will do from tomorrow, to ensure safe vegetable consumption?

Q3: (Optional) <https://nongsanantoanhanoi.gov.vn> provides useful information about safe vegetables. What information do you find useful on this website? What can be improved?

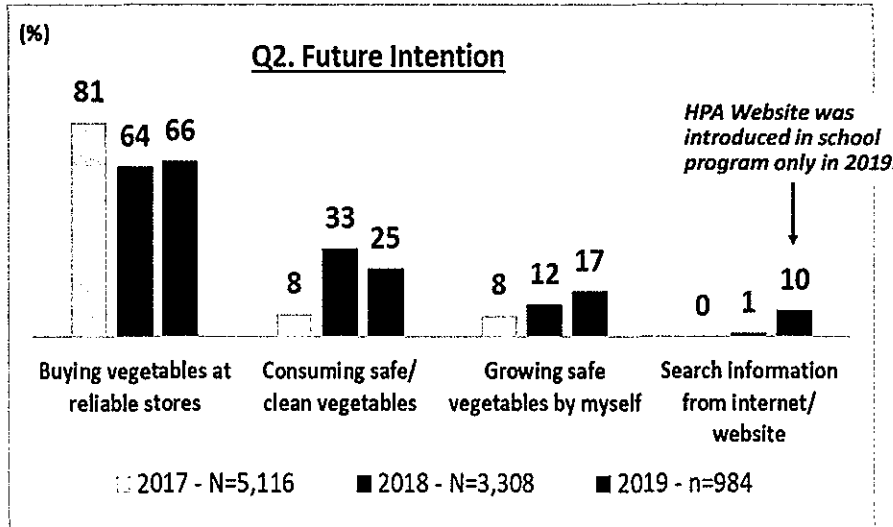
School Education 2019 – Commitment Paper Results (n=984)

The theme was better communicated in 2018 with Grade 10 students; however intention to change usage behavior and understanding about distinction of safe vegetables scored better.



School Education 2019 – Commitment Paper Results (n=984)

As strategically intended, it is confirmed through 3 years that the consumers' behavioral change after learning about safe vegetables is to move onto search for reliable stores: It is meaningful to introduce HPA Website together with the school program to support their first action.



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School Education 2019 – Commitment Paper Results (n=984)

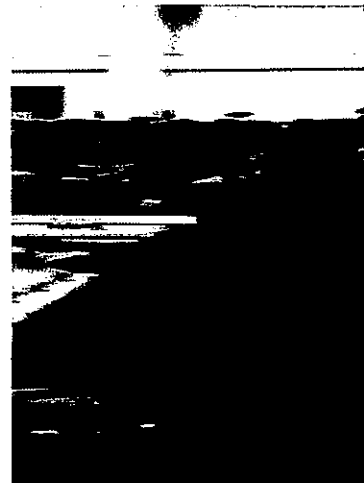
Although an optional activity, a majority (66%) of respondents tried HPA Website and provided positive comments. 5% suggested improvements which can be considered for future Website improvements.

Positive Comments about HPA Website (66% of respondents: n=650)	Contains useful information about retailers and suppliers of safe vegetables (30%*)
	Serves as a good source of information about safe vegetables and its suppliers (20%*)
	Provides information about the origin of vegetables and producers (12%*)
	Provides knowledge about safe vegetables in general (9%*)
Improvement Ideas for HPA Website (5% of respondents)	Add guidance on how to identify vegetables from China
	Provide information about shelf life of different types of vegetables
	Photos in the websites should be more lively / more eye-catching

* % out of 650 respondents who provided positive comments.

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Extracurricular – Safe Vegetable Poster Festival 2019

Under DOET, teachers initiated an entertaining ceremony event, which hosted approximately 1,200 participants; and Hanoi DARD helped with all display materials, equipment, and VIP coordination.

2019 - Impact Beyond Project

Following instructions and leaflet contents, 2 schools voluntarily conducted school program with Commitment Paper homework.

- ✓ *The leaflet is very comprehensive, so students could draw based on what they learned from the leaflet without much instructions from teachers.
[Ms. Huyen, Administrative Teacher, Giap Bat Secondary School, HOÀNG MAI District]*
- ✓ *Through Commitment Paper*, we recognized parents' active involvement.
[Ms. Thuy, Art Teacher, Trung Vuong Secondary School, HOÀN KIẾM District]*
- ✓ *Instructions were clear enough, so we implemented although we had not been selected by DOET. [Both schools]*
- ✓ *The program was easily integrated in the art class, and students were interested in drawing with a theme which is interesting to them. [Both schools]*

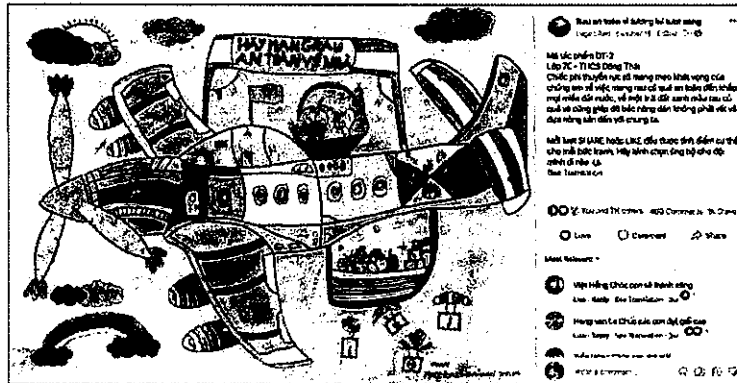


Most LIKEd Award 2019 – Online Dissemination

The poster with the highest number of “Like” gained from Facebook and from the exhibition live voting. The Most-Liked Campaign engaged a wide audience with **16,370 likes from Facebook channel.**

Facebook Online Voting

30 posters were scanned and shared on Facebook page



“Most LIKEd” Award

Promoted students to share the link to earn “LIKE”



Most LIKEd Award Ceremony



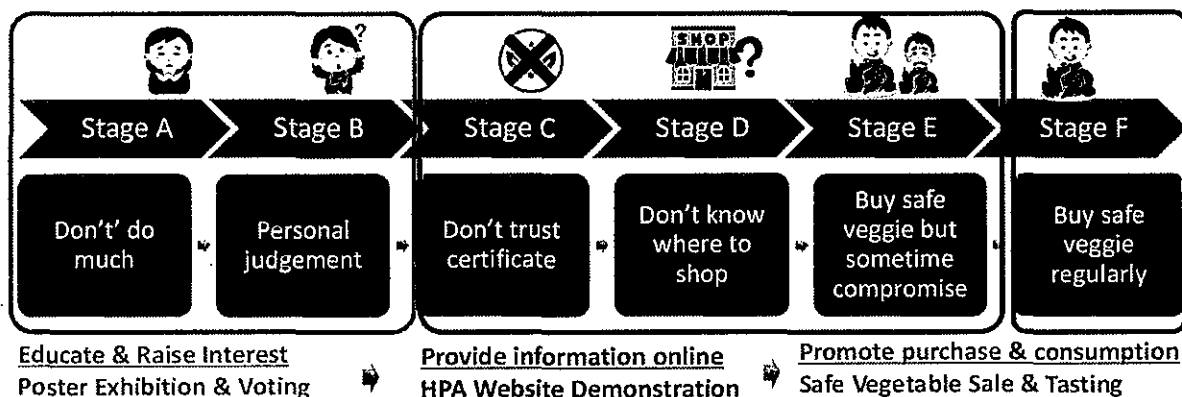
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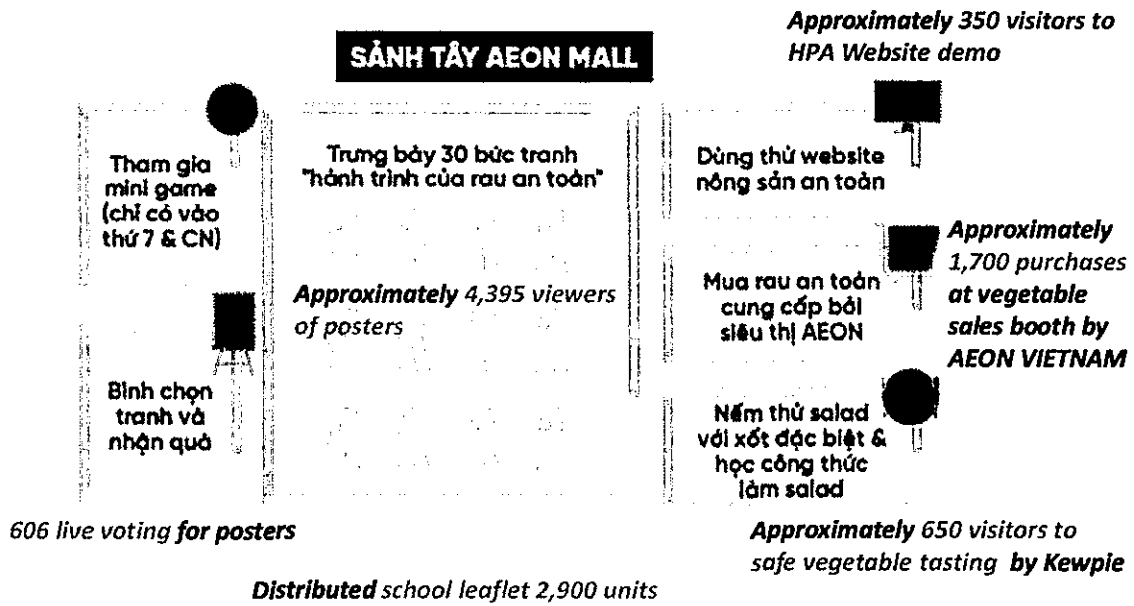
2019 - Creating Consumers' Journey @Exhibition

	1.			2.		4.
	Stage A	Stage B	Stage C	Stage D	Stage E	Stage F
Youth (Under 22)	Awareness & Education Target: Mass Activity: School Education + Contest (for exposure) Theme: <ul style="list-style-type: none"> Importance of food safety Understanding safe vegetable's journey How to select safe vegetable 		Trust Building Target: Producer & Trade Activity: F2F Dissemination Theme: <ul style="list-style-type: none"> Safe vegetable production process Safe vegetable and certificate How consumers want safe vegetable 	Trust + Access Info Target: Youth + Younger Activity: Online Platform Theme: <ul style="list-style-type: none"> Shop directory Certificate information (producer certificate, package info, retailer certificate) Producer information 		Retailers' Trust Target: Mass Activity: In-Store Promo Theme: <ul style="list-style-type: none"> Certificate Production process Safe vegetable's journey
Younger (22 ~ 50)	Materials: <ul style="list-style-type: none"> Educational leaflet → Share with grass root activities → Feature online information source Visual material by students → Share with producers & traders 		Materials: <ul style="list-style-type: none"> Visual Leaflet → From school activities 			Materials: <ul style="list-style-type: none"> In-store display
Older (Over 50)	Target: Older Activity: Leaflet Theme: Same as above Share above information to disseminate through leaflet & training					

2019 - Creating Consumers' Journey @Exhibition

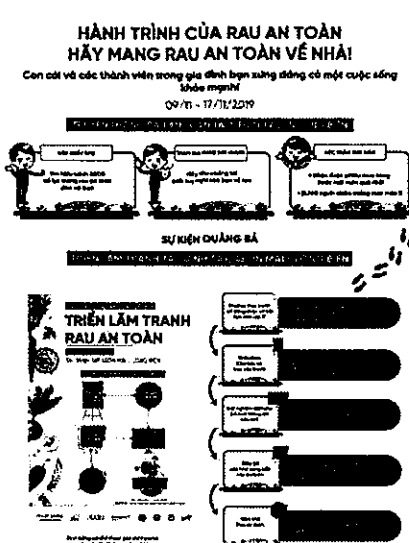


2019 Post-Festival – IMPACT

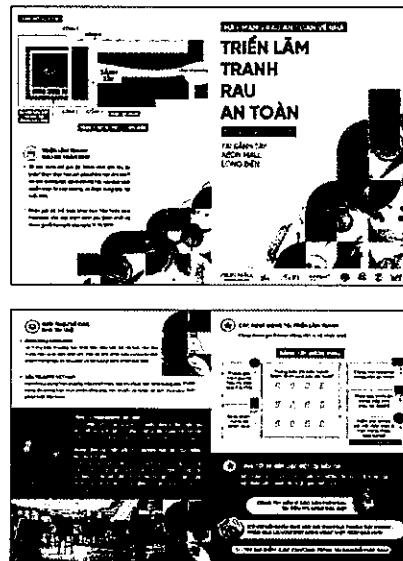


2019 - Maximizing Synergy of Visitor Traffic & Impact

To circulate customer traffic, in-store promotion to educate vegetable shoppers was implemented at AEON Vietnam supermarket during the exhibition period: Marketing collaterals were distributed actively.



Advertisement of AEON VIETNAM supermarket

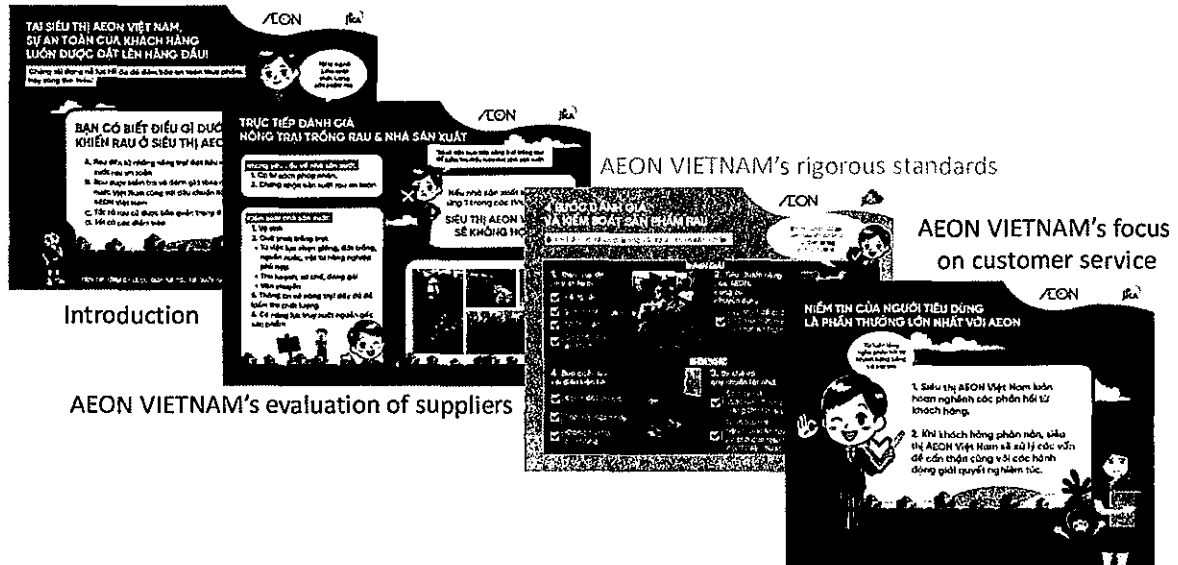


Event Leaflet

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2019 In-Store Display Promotion – Supermarkets’ Efforts

To maximize the synergy of visitor traffic and consumer education, in-store display exhibited supermarkets’ efforts with safe vegetables in AEON VIETNAM supermarket during the poster exhibition period.



2019 In-Store Display Promotion – Supermarkets’ Efforts

Con cái và các thành viên trong gia đình bạn xứng đáng có một cuộc sống khỏe mạnh!

09/11 - 17/11/2019

TRUYỀN THÔNG RAU AN TOÀN TẠI SIÊU THỊ AEON LONG BIÊN

ĐẾN QUẦY RAU

Tìm hiểu cách AEON nỗ lực mang rau an toàn đến với bạn

THAM GIA KHẢO SÁT NHANH

Hãy cho chúng tôi biết suy nghĩ của bạn về rau

BỐC THĂM MAY MẮN

- Nhận được phiếu mua hàng hoặc một món quà nhỏ
- (5.100 người chiến thắng may mắn)

Display to introduce AEON VIETNAM's efforts in securing safe vegetables

Quick survey about consumer behavior about safe vegetable consumption

Lucky draw to win a small gift

2019 In-Store Display Promotion – Learning Points

Comments from AEON & Consumer Survey

Display

- Hard to catch attention of shoppers
- Customers would not read
- Good to make sales floor interesting



Learning for Future Display Promotion

Prepare a large display with a catch as an attention getter, and distribute leaflets to communicate contents.

Contents

- Good to inform customers about AEON's efforts
- 97% already knew supermarkets provide safe vegetables



Supermarkets' efforts should be disseminated outside supermarkets. (Confirmed that correct understanding has been already rooted in consumers' mind)

69

5. Expenditures

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Paul

1. Expenditures (July 2016 - May 2020)

Upgrading of harvesting and pre-processing tools, equipment and facilities
Construction and material support for greenhouse/ net house

No	Item	No. of target groups	Expenditure by JICA
1	Tools and equipment for harvesting in the field	9	84,345,000
2	Tools and equipment in pre-processing area	9	400,965,000
3	Upgrade infrastructure of pre-processing house	11	1,436,448,529
4	Upgrade infrastructure of warehouse	1	143,216,000
5	Construction of greenhouse/ net house	4	291,266,000
			2,356,240,529



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2. Expenditures (June 2020 - July 2021)

Direct costs on trial and communication activities, excluding allowance and transportation costs to be borne by JICA consultant team.

PPMUs are expected to bear the costs for TOF training, provincial safe vegetable business forum, and field allowance and transportation cost for field officers in charge.

No	Item	Q'ty	Unit cost	Expenditure by JICA
Production				
1	Soil and water laboratory test	24	1,327,000	31,848,000
2	Exposure visit among target groups	6	10,000,000	60,000,000
3	Upgrading of pre processing facility and equipment	5	180,000,000	900,000,000
4	Pesticide residue check (quick test)	50	800,000	40,000,000
5	Pesticide residue check (laboratory test)	40	5,618,000	224,720,000
6	Cultivation method for safe vegetable	20	10,000,000	200,000,000
Marketing				
1	Sales promotion events	1	-	133,000,000
2	Sale promotion material	20	11,765,000	235,300,000
Communication				
1	School education program material	1	-	247,000,000
2	School education program event	1	-	125,000,000

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3. Expenditures for Action Plan to be prepared by PPMU Production

No	Item	Q'ty	Budget by PPMU
1	Confirmation of safety of production area		
	Soil and water sampling and test	2	Allowance for field officers and laboratory test fee (1,320,000/sample)
	Issue of certificate of safe production area by DARD		Certificate issuing fee
2	Trainings for basic GAP		
	TOF for basic GAP		Venue, transportation, allowance for the participants
	TOF Follow-up training	1	Venue, transportation, allowance for the participants
	Exposure visit among target groups	1	Venue, coffee break, lunch, allowance for the participants, lecturer fee, materials
3	On field instruction for Basic GAP		
	Field instruction of application of basic GAP (record keeping and chemical application)	Every week	Allowance for field officers
	Internal meeting	Every month	Allowance for field officers
	Internal audit		Allowance for field officers
4	Upgrading conditions to ensure food hygiene and safety		
	Technical assessment for upgrading conditions		Allowance for field officers
	Upgrading of facilities and equipment	1	Material cost for facilities and equipment (150,000,000/group)
5	External inspection and auditing		
	Technical assessment for safety conditions	1	Allowance for field officers
	Pesticide residue check (quick test)	1	Test kit materials (1,600,000/group, including a test tool set and test reagent for 10 samples/pack)
	Pesticide residue check (laboratory test)	2	Laboratory test (5,600,000/sample)
6	Cultivation planning based on market demand		
	Formulation of Safe Crop Production Group	1	Allowance for field officers
	Preparation of production planning	1	Allowance for field officers
7	Enhancing joint sales management		
	Establishment of joint sales system	1	Allowance for field officers
	Field instruction for joint sales	1	Allowance for field officers
8	Cultivation method for Safe Vegetable	1	Material cost for Demonstration farm

3. Expenditures for Action Plan to be prepared by PPMU Marketing

No	Item	Q'ty	Budget by PPMU
1	Training on marketing		
	TOF marketing	1	Venue, transportation, allowance for the participants
2	Developing marketing tools		
	Developing marketing tools	1	Designing and printing of leaflet, banner, business card, logo of target group
3	Matching with buyers		
	One-to-one matching for each TG	5	Allowance for field officers
	Provincial safe vegetable business forum in each province	1	Venue, banner, coffee break, allowance for the participants
	Trade fair in each province	1	Booth, table, banner, materials, allowance
5	Examination of collection and delivery method		
	Initial check of collection and delivery by PPMU and TG	1	Allowance of field officers
	Random check by PPMU	1	Allowance of field officers
	Review meeting for each TG	1	Allowance of field officers
	TOF on marketing action plan in each province	1	Venue, transportation, allowance for the participants

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Thank you for your kind attention



Project for Improvement of
Reliability of Safe Crop Production
in the Northern Region
Toward the Project Completion
(July 2019 - May 2020)

July 2020

- Managing Organization:
MINISTRY OF AGRICULTURE AND RURAL DEVELOPMENT (MARD)
- Implementing Organization:
DEPARTMENT OF CROP PRODUCTION (DCP)
- Supported by:
JAPAN INTERNATIONAL COOPERATION AGENCY (JICA)
- Implementation Period: From 7/2016 to 7/2021

1. Responsibility of the Project in Vietnamese Government

- ✓ The Project purpose must be archived.
- ✓ The Project Site, including Knowledge sharing provinces, must be covered by the Project Activities.

2. Inappropriate conditions of Project Owner (CPMU, MARD-DCP) as of July 2018

- ✓ Being assigned as Evaluator in the Project, not Implementor,
- ✓ Project Activities decided and carried out by JICA Consultant team, not Project Owner
- ✓ No practical experience on carrying out of the Project Activities
- ✓ No adequate preparation for the activities to Knowledge Sharing Provinces

AKS

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3. Project Evaluation

JICA funded technical cooperation project has evaluations 3 times in general.

Evaluation	Timing	Evaluation Points
1) Midterm Evaluation	Middle of the Project Period (Not Compulsory)	<ul style="list-style-type: none"> ✓ To check progress of Project Activities, ✓ To modify Items of the Project such as Activities, Input, Indicators, if necessary, in order to achieve the Project Purpose within the Project Period.
2) Terminal Evaluation	6 month before the end of Project Period (Not Compulsory)	<ul style="list-style-type: none"> ✓ At the end of the Project, the Project Purpose can be achievable or not.
3) Post Evaluation	3 years after the Project Completion (Compulsory)	<ul style="list-style-type: none"> ✓ <u>To check the Project results at the end of the Project has been forwarding to the Overall Goal.</u> ✓ <u>To maintain the Project Result is minimum requirement.</u>

3

4. Overall Goal

“Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability.”

Target Indicators	Expectation
1) Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.	1 Farmer Group such as TG in the Project should be established in Knowledge Sharing Provinces.
2) Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.	2 Number of Farmer Group such as TG in the Project should be increased in Pilot Provinces and Semi-Pilot Provinces.
3) Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.	*This Indicator should be achieved by Out Come of the Project because it is private-sector's matter.

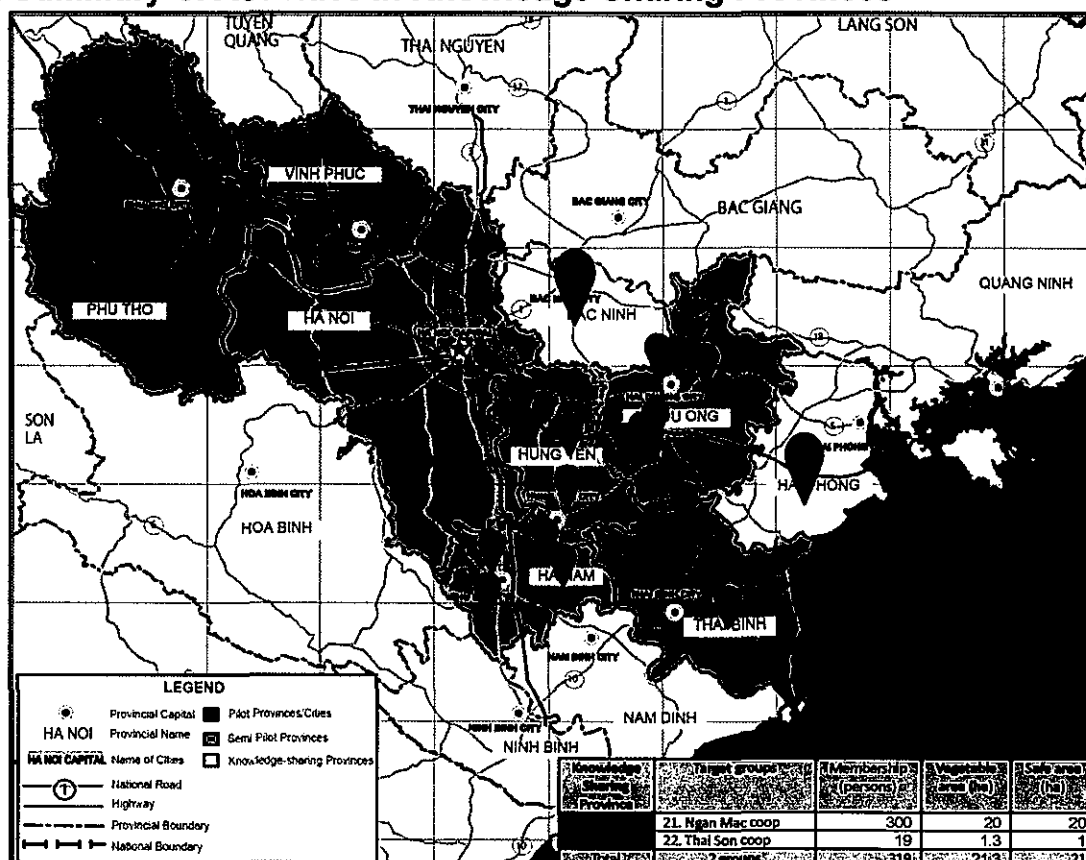
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5. Purpose of Activities in Knowledge Sharing Provinces by CPMU

- ✓ CPMU should be Project Implementor, not Evaluator,
- ✓ CPMU should grasp practical experience on dissemination works of the Project activities and results to Provinces,
- ✓ To involve Knowledge Sharing Provinces into Project as much as possible (Fulfill the responsibility of the Project in Vietnamese Government),
- ✓ To prepare JICA post evaluation, not only terminal evaluation,
- ✓ To assess the approaches, which has been introduced by JICA consultant team, if it is feasible and able to disseminate by only Vietnamese side.

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6. Summary of Activities in Knowledge Sharing Provinces



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6. Summary of Activities in Knowledge Sharing Provinces

Type of Trainings	Times of Trainings		CPMU Self Conduction/ Participation		Evaluation/ Result	
	Production (times)	Marketing (times)	Production (times)	Marketing (times)	Production (times)	Marketing (times)
TOT Training	4		4		◎ 100%	
TOF Training	6	1	3	1	○ 50%	◎ 100%
TG Training	30	7	1	4	✕ 3%	○ 60%

From July2019 to Feb2020

Good Results for CPMU

- ✓ CPMU has already grasped dissemination capacity to Provincial DARD on TOT,
- ✓ CPMU has been grasping supporting capacity for Provincial DARA on TOF,

Good Results for PPMU in Bac Ninh and Hai Phong

- ✓ PPMU has also already grasped dissemination capacity to Farmers on TOF.

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6. Summary of Activities in Knowledge Sharing Provinces

Type of Trainings	Times of Trainings		CPMU Self Conduction/ Participation		Evaluation/ Result	
	Production (times)	Marketing (times)	Production (times)	Marketing (times)	Production (times)	Marketing (times)
TOT Training	4		4		◎ 100%	
TOF Training	6	1	3	1	○ 50%	◎ 100%
TG Training	30	7	1	4	✕ 3%	○ 60%

From July2019 to Feb2020

Matters of CPMU

- ✓ CPMU does not have any capacity and potential to support PPMU in case of establishment of Target Group. It is lack of man power, not knowledge.

Matters of PPMU in Bac Ninh and Hai Phong

- ✓ PPMU does not have enough capacity and knowledge on cultivation techniques such as IPS, as well as man power.

Matters of Target Groups in Bac Ninh and Hai Phong

- ✓ Farmers also does not have enough capacity and knowledge on cultivation techniques.

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6. Summary of Activities in Knowledge Sharing Provinces

Result of Production and Sales in Bac Nin (Oct 2019 – Mar 2020)

No	Vegetable	Planting Area (m2)		Achievement	Yield (kg)		Achievement	Actual Unit Yield (t/ha)	Reference of Unit Yield* (t/ha)
		Plan	Actual results		Plan	Actual results			
1	Cabbage	30,500	28,000	92%	87,200	83,000	95%	30	24 – 40
2	Kohlrabi	1,840	2,200	119.5%	9,000	3,000	100.3%	14	10 – 18
3	Tomato	2,440	2,100	86%	8,700	8,000	92%	38	55 – 65
4	Mustard green (all kinds)	630	1,500	181.3%	2,000	3,500	175%	23	12 – 14
5	Cucumber	1,400	2,500	179%	4,000	8,000	200%	32	30
6	Cauliflower	920	920	100%	2,000	1,700	85%	18	10 – 16
7	Other leafy vegetables	1,850	2,550	138%	3,500	2,650	76%	10	11 – 15
8	Beetroot	720	450	63%	3,000	1,350	45%	30	8 – 18
9	Okras	720	360	50%	800	350	44%	10	15
10	Potato	3,520	3,520	100%	8,000	7,000	88%	20	16
11	Luffa	720	1,500	208%	1,200	1,800	150%	12	25
12	Garlic	360	0	0%	600	0	0%	0	16
13	Chilli	1,800	1,500	94%	3,000	1,500	50%	10	20 – 25
	Total	47,520	47,100	99%	129,000	121,850	96%	-	-

- Farmer Participation Ratio of Joint Sales: 86.11%
- Buyers (Underline means new buyer from 2019): Dabaco Supermarket, Minh Anh Supermarket, Ngam Mac Shop at Gia Binh Dist., Clean Food Store (via Ms. Huong), Clean Food Store (via Ms. Thi), Nam Phong Cooperative, Mr. Hai (Trader), Mr. Suu (Trader)
- Joint sales amount: 43.50t **Joint Sales Ratio: 36%** (Dabaco Supermarket: about 20%, Minh Anh Supermarket, Safe Vege Shop: about 50%, trader: about 30%)

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6. Summary of Activities in Knowledge Sharing Provinces

Result of Production and Sales in Hai Phong (Oct 2019 – Mar 2020)

No	Vegetable	Planting Area (m2)		Achievement	Yield (kg)				Achievement	Actual Unit Yield (t/ha)	Reference of Unit Yield* (t/ha)
1	Cabbage	1,000	1,000	100%	6,000	3,000	1,500	4,500	50%	30	24 – 40
2	Kohlrabi	1,000	360	36%	7,000	200	600	800	3%	6	16 – 18
3	Tomato	700	700	100%	6,000	1,750	0	1,750	29%	25	55 – 65
4	Carrot	360	360	100%	720	800	0	800	111%	22	30-40
5	Cucumber	1,000	720	72%	3,000	2,000	0	2,000	67%	28	30
6	Broccoli	720	360	50%	4,300	57	0	57	1%	2	20-22
7	French Bean	360	720	200%	700	700	0	700	100%	10	17-20
8	Green squash	360	0	0%	1,500	0	0	0	0%	0	28-33
9	Pumpkin	360	0	0%	1,000	0	0	0	0%	0	20-22
10	Radish	180	140	78%	900	164	500	664	18%	12	8 – 18
11	Leafy vegetable	3,000	3,000	100%	12,000	8,000	0	8,000	67%	27	11 – 15
	Total	9,040	7,360	81%	43,120	16,671	2,600	19,271	44.7%	-	-

- Farmer Participation Ratio of Joint Sales: 100%
- Buyers (Underline means new buyer from 2019): Tu Son Kindergarten, 16 primary school canteens, Rau Tim Shops (5 shops), Tiny Farm., Wholesale market Ziepfood Store (Dong Nam A)
- Joint sales amount: 16.67t (Joint Sales Ratio: 86% (Safe Vege Shop, Kindergarten, School: about 54.1% **Local Wet Market: about 45.9%**)

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6. Summary of Activities in Knowledge Sharing Provinces

Expenditure for Bac Ninh and Hai Phong (Oct 2019 – Mar 2020)

- ✓ Available born by General Budget, Program Budget and Subsidies of Provincial DARD or bone by farmer group

Items	Expenditure in Bac Ninh (VND)	Expenditure in Hai Phong (VND)
Agriculture Material	35,100,000	10,800,000
Quick Test	5,300,000	5,300,000
Laboratory Test	13,700,000	13,700,000
Pre Processing House Improvement	88,500,000	90,200,000
Total	142,600,000	120,000,000
TOTAL	262,600,000	

Considerable Cost for supporting TG in Bac Ninh and Hai Phong (Oct 2019 – Mar 2020)

- ✓ Unavailable born by DCP-MARD and Provincial DARD

No	Item	Site	Period/ Frequency	Cost (VND)
1	Salary for field staff to support TG	Bac Ninh	8 Months (Aug 2019 - Mar 2020)	78,734,556
2	Salary for field staff to support TG	Hai Phong	6 Months (Oct 2019年 - Mar 2020)	78,169,045
3	Site instruction to TG by JICA Experts	Bac Ninh, Hai Phong	40 times (July 2019 - Mar 2020)	
4	Instruction to TG by both JICA Experts and Project Staff	Bac Ninh, Hai Phong	Almost everyday	-
5	Training in Japan	Japan	1 time (Feb 2020)	432,000,000
	Total			588,800,000

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7. Conclusion of Activities in Knowledge Sharing Provinces

In terms of project approach,

- ✓ It is resulted that both CPMU and PPMU has got dissemination capacity.
- ✓ However TG can not be established as Safe Crop Producer following GAPs only by room trainings.
- ✓ TG as well as PPMU needs technical support on cultivation by experts very often
- ⇒ After completion of the Project, Project Results can be disseminated to other farmer groups in Pilot, Semi Pilot and 2 Knowledge Sharing Provinces by experienced PPMU, with condition of budget allocation
- ⇒ After completion of the Project, Project Result cannot be disseminated to other provinces only by TOT and TOF conducted by CPMU and PPMU

In order to disseminate the Project Result to other provinces,

- ✓ To find skill full farmer group on cultivation or
- ✓ To frequently involve skillful agriculture extension staff

In terms of Project Evaluation,

- ✓ CPMU has got capacity for dissemination, this is contribute to Terminal Evaluation,
- ✓ TG in 2 knowledge Sharing Provinces has been established, this is contribute to Post Evaluation.

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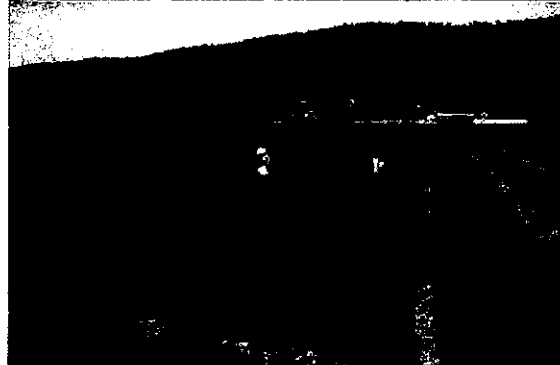
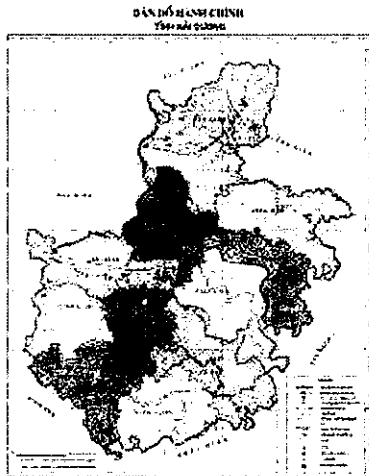


REPORT ON RESULTS AND LESSONS LEARNED FROM PRODUCTION AND MARKETING ACTIVITIES OF SAFE VEGETABLES IN HAI DUONG

“Project for improvement of reliability of safe crop production in the Northern region”

July 2020

1. Introduction about Hai Duong province



Hai Duong has natural conditions and human being favorable for
development of agriculture production

2. Overview of project



➤ Project record of discussion was signed by Hai Duong PPC on 29 February 2016.

➤ Prime Minister approved investment orientation at Decision 2138/QĐ-TTg on 30 December 2017.

➤ MARD approved project document at Decision 2355/QĐ-BNN-HTQT on 19 June 2018.



3. Implementation of project activities

3.1. Organization and receipt of project

➤ DCP leader - MARD and Japanese experts had the first working with Hai Duong DARD in May 2016.

➤ PPMU (7 members) was established in October 2016 and DARD Director is PPMU Director.

➤ In November 2016, PPMU collaborated with Japanese experts to survey the field, survey agriculture production, safe crops, consumption market and information relevant to pilot models (6) where activities are expected to be implemented.

➤ In March 2017, staff is assigned to be in charge of implementing project activities (each staff is in charge of 01 pilot model).

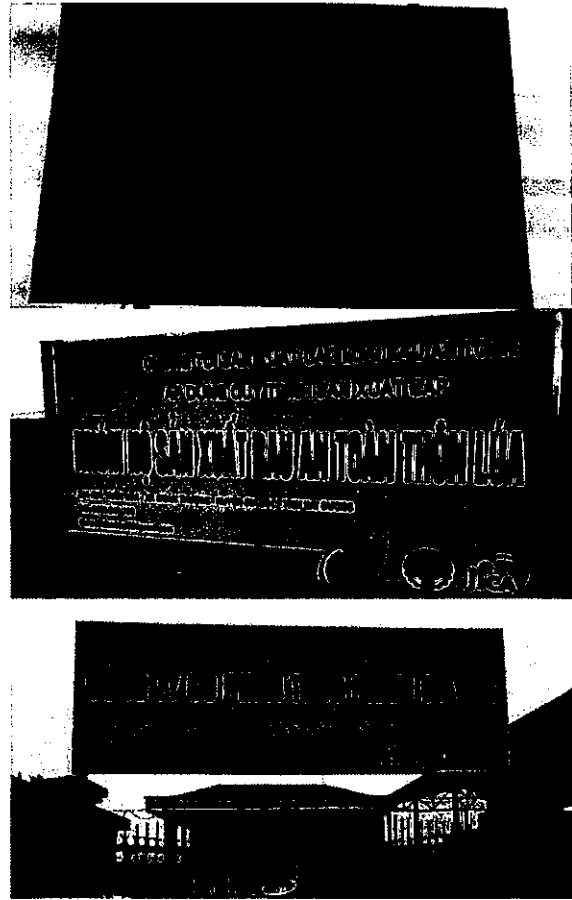
3.2. Selection of target groups:

JICA experts officially selected 3 pilot models (from 6 surveyed models) to implement activities of phase 1 in Hai Duong province in March 2017 including:

- **Duc Chinh Cooperative - Cam Giang.**
- **Tan Minh Duc Cooperative - Gia Loc.**
- **Thanh Ha Safe vegetable, fruit Company**

Based on results achieved from phase 1, in June 2018, project continued to survey and select 3 additional new models to implement activities of phase 2.

- **Lua farmer group, Gia Loc district.**
- **CP-Green farm, Hai Duong city.**
- **Gia Gia Food joint stock company, Thanh Mien.**



3.3. Disseminated model

From results achieved in 6 pilot models and committed plan of project. Hai Duong develops plan to disseminate models (2020-2021) so that non-project farmers located in the province can access to advantages of the results above.

- Period to support activities: 2 years: 2020 and 2021
- In 2020, Nam Vu clean agriculture service Coop is selected.
- Address: Liên Mạc commune, Thanh Hà district.
- Scale: 05 ha, 20 households
- Products: Leafy and fruit vegetables (50 tons/ year).



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ACTIVITIES IMPLEMENTED IN THE MODELS

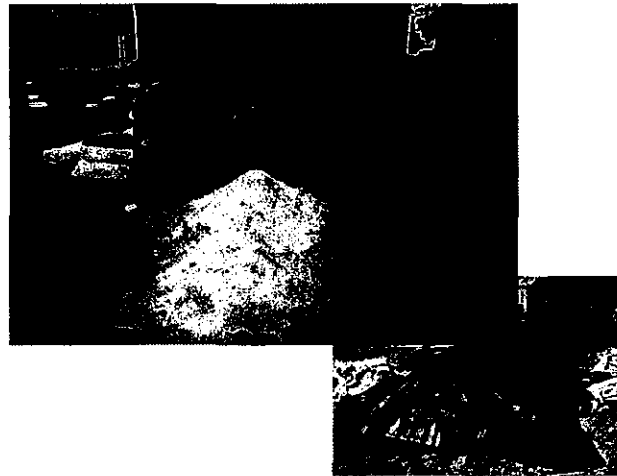
I. Production activities

- In May 2017, PPMU collaborated with consultant team to survey conditions in 3 pilot models, evaluated quality of water source, soil, analyzed soil and water samples, confirmed the safety level of production area.



Apply new techniques (techniques from Japan)

- In March 2018, farmers are provided with on-field instruction on composting method and how to use compost effectively.



- In August 2018, farmers in 6 models are provided with instruction on how to use non woven fabric to obtain high economic efficiency, reduce the use of pesticides.



Apply Japanese non woven fabric to reduce the attack of insect/disease.

Analyze product samples by lab test and quick test

- After 4 years of implementation, 30 product samples are taken and sent for analysis. Residues of 29 samples is under MRL, residue of 1 sample is above MRL.
- 50 leafy and fruit vegetable samples are taken from 6 models and tested by quick test. Residues of all 50 samples are under MRL.



II. Training activities

Activities in 2017 and 2018

Collaborate with consultant team and marketing team to organize:

- 05 TOF training on GAP for nearly 400 turns of project farmers.

➤ **Study tour to Lam Dong:** In July 2017, 9 technical staff and marketing staff and representative from pilot models joined study tour to Lam Dong to learn about production technique (4 days) organized by Project.



Training for farmers about Basic GAP production procedure



Study tour in Lam Dong

9

Activities in 2019

➤ **Exposure visit in Hanam:** 20 people including leaders of production groups and typical farmers are organized to study experience in Hanam province. Through the exposure visit, learners can access to many new seedlings which result in high yield and irrigation technology which saves water and have low investment, from that, they can apply into their own model.

➤ **TOT training:** 30 PPMU staff, group leaders, typical farmers are provided with TOT training on Basic GAP and good post harvest handling practices: Help share and learn experience among groups. Introduce and provide instruction on some new techniques in pre-processing, packaging vegetables.



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III. Marketing activities

Activities in 2017 and 2018

- Attend workshop to match agro-product supply and demand, safe vegetable business forum in Hanoi (2 times/year). The workshop is a place where production groups and potential buyers meet and trade with each other.



11

- **Supply knowledge on market:** Project implements joint sale activities and market matching

- **Organize Mezoekai before the harvesting time** among buyer and production groups after they obtain matching agreement.



Matching between Oshitsu and Đức Chính Coop



**Mezoroekai
Between BigC – Tân Minh Đức Coop**

12



- ❖ Display and introduce products from 3 pilot models in Thanh Ha litchi Festival in 2018 for 3,000 turns of visitors.

➤ April 2018: More than 50 representatives from Hanoi consumer club are welcomed to Tan Minh Duc Cooperative, aiming at promoting brand-name, creating trust consumers given to production unit.



➤ PPMU organized safe agro-products trade fair (9 - 16 December 2018) with 22 stands, in which there are 6 stands from 6 project pilot models. Through the trade fair, 6 pilot models can promote, introduce products to consumers. After 8 days, around 1,000 - 2,00 turns of people visited and purchased products in the stands organized by PPMU.



This is among big success for PPMU during the implementation process of activities in general and marketing activities in particular.

► Activities in 2019:

Receive 60 women leaders from Departments in the province to visit, experience and understand about safe vegetable production in Duc Chinh Coop and Thanh Ha Company to introduce about project and safe vegetable products. They are key communication persons about the necessity of production and consumption of safe vegetables as well as promoting safe agro-products in the province.



►20 participants of farmers and management staff from 6 pilot models attended 5th safe vegetable business forum in Hanoi.

►Attend trade fair to promote agro-products to AEON supermarket in October 2019. Hai Duong had 4 target groups. After 4 days, 1.5 tons of vegetable and fruit were sold. Through the trade fair, safe vegetable and fruit products are introduced by many people in Hanoi. ¹⁵

IV. Monitoring post harvesting handling practices

►To ensure that products are delivered to warehouse of buyer without any potential risk after harvesting.



V. Support provided by Project

1. Support infrastructure and tools/equipment

2. Improve capacity of managing safe crop production

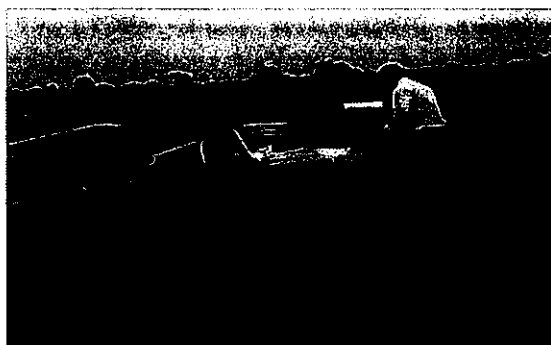
- Technical staff, agriculture extension officers and PPMU members are provided knowledge, experience on management, production of safe crops (experience from Japan) through trainings.
- Opportunities to learn about new methods, new techniques and opportunities to learn experience from other provinces.

VI. Achievement by target groups through project activities

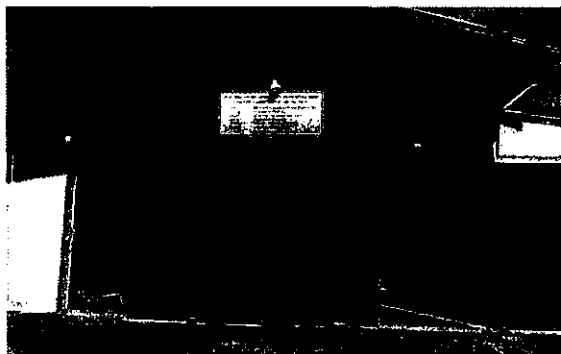
1. For target groups



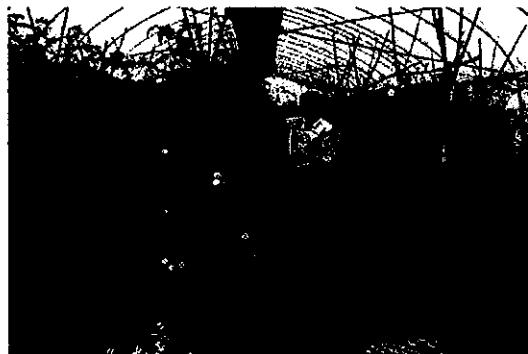
Preprocessing, packaging activities in Thanh Ha Co.



Soil sterilization in Tan Min Duc coop.



Support renovation of pre-processing house for Tan Minh Duc coop.



Support a greenhouse for Thanh Hà 17

2. For farmers

Establish habit of:

- Using input materials (pesticide, fertilizer) with clear origin, for correct target crops.
- Comply with vegetable production procedure following Basic GAP;
- Fully record the field dairy and harvesting diary.



AK

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VII. Lessons learned for project target groups

1. CHANGE PRODUCTION METHOD

- **Make production plan:** Based on production capacity, market requirement, information of previous season to make decision on vegetable types to be produced, quantity of vegetable, how to improve quality by applying GAP into production, etc.
- **Production management:** Production in group: Save the input, easy to manage, easy to adjust, many opportunities for product consumption, from that effectiveness of production is improved accordingly.
- **Keeping record of field dairy:** Make producers have habit of recording production activities and keeping record as proof and lessons learned for next season
- **Take responsibility of product quality:** Provide transparent information, self publicize and take responsibility for product quality
- **Understand clearly the purpose of internal audit:** It is necessary to check quality of input, production condition, production practices, production process, etc together to improve better.
- **Behavior change:** Share information, take responsibility together and get mutual benefit
- **Joint sale:** Share information on customers about quantity, type of products for best consumption.

**Production of safe crops is not difficult and there is no need to have big investment.
The important point is to change awareness and change behaviors. 19**

2. CHANGE MINDSET ON MARKETING:

Target groups have changed their mindset about marketing such as:

- **Make production plan based on market demand:** Project helps change production habit: from production and sale to finding buyers, organize production and then sale.
- **Develop promotion materials for business matching:** Producer profile (information on production, some illustration document); promotion materials (logo, business card, leaflet, signboard, catalog, standee, etc).
- **Improve skills for joint sale:** Project organizes TOF training on marketing. Target groups have initially succeeded in joint sale and finding potential buyers, had tight link between seller and buyer, together listened to feedback and made long term and strong commitment.
- Attend business forum, trade fair, organize Mezoroekai meeting to match with market.

VIII. POSITIVE IMPACTS AND CONSTRAINTS DURING THE IMPLEMENTATION OF PILOT MODELS

1. Positive impacts

- ❖ Receive instruction and attention paid leaders of PPC, localities and the enthusiastic support provided by farmers in the project sites. PPC provides counterpart fund for activities (training, support label, stamp, study tour) for 4 years with total budget of 1,380,000,000 dong. The budget is not very big, but it results in very big impact on advertisement, promotion to improve farmer's awareness on safe vegetable production.
- ❖ Land area for agriculture production in pilot models is focused and convenient for vegetable production.

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1. Positive impacts

- ❖ Farmers have much experience on producing vegetables, always find new techniques to apply into production.
- ❖ People have been concerned more and more; and has more and more demand on safe and clean food.
- ❖ Vegetable and fruit products produced by pilot models ensure to follow VietGAP standard, Basic GAP and are supplied to supermarket systems, companies, collective kitchens and also a part for exporting.

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2. Constraints

➤ Production

- Farmers record field dairy, harvesting dairy not regularly.
- Some groups haven't completed pre-processing house; faces difficulties in pre-processing products in order to meet requirement of high level supermarkets.
- Impacted by Covid-19, in the first months of 2020, some project target groups almost do not sow the seed of short-period vegetables because they are worried that vegetables can't be sold out, which affect their income and production plan.

➤ Trading and distribution

- Too high transportation cost because of far distance.
- Some buyers are located far from the Cooperative, but buy small quantity.
- Selling price is still low, depending too much on market.
- Lack of vehicle for delivery because of far customers; mainly sell product on site or send through the bus.

23

2. Constraints

- There is more and more competitiveness among safe vegetable suppliers with each other, which leads to price pressure given to the sellers.
- Impacted by Covid-19, some vegetable and fruit products (banana, leafy veg, celery, garlic) at harvesting period face difficulty for being sold. Some small parts are sold, but the selling price is 15-20% reduced in comparison with before Covid-19. However, consumption of carrot is smooth, selling price is 5-7% higher than that of same period last year.

➤ Market strategy

- Market information is not timely updated.
- There is no professional marketing staff. Need continuous support to improve marketing capacity.
- Producers mainly rely on traders rather than finding ways to supply products into supermarket systems, restaurants, etc.

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IX. CONCLUSION

- Project activities implemented in Hai Duong have been in line with plan and progress set fourth.
- There is tight collaboration among CPMU, PPMU, JICA consultant team and 6 pilot models during the implementation to ensure it flexible, prompt and effective.
- Local authority, farmers enthusiastically welcome project activities and create favorable conditions for project to obtain effective implementation.
- After 4 years of implementation, project has created strong pervasion: Improve management capacity, reporting skills, production instruction for staff at provincial and district level; change behaviors, improve farmer's awareness on safe vegetable production; products produced by project TGs are supplied to supermarket system, companies, enterprises and consumption market for veg is expanded; management capacity for production and marketing in pilot models is increased, market of safe veg in pilot models is expanded, etc.
- Successful results obtained from project will be become typical model for organizations, production units, farmer households located in the province to study and apply in big scale, contribute to improve yield, quality of veg, fruits, improve added value for farmers in Hai Duong.

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X. Proposal submitted to MARD

1. Continue next phases of the project for target crops named litchi, custard apple, guava in which litchi is the focus. In 2020, Hai Duong province is successful in exporting lichi to Japan. Propose project continue supporting to organize production and promote Hai Duong litchi to Japan in next years.
2. Transfer preservation technique and deep pre-processing technique for Vietnam's litchi and guava from Japan.

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Aski

Aski





Project for Improvement of Reliability of Safe Crop Production
in the Northern Region

REPORT

Results of communication activities in 2019 and communication plan in 2020

Overview communication activities for 4 years (2017-2020)

1. Objective: Raising awareness about safe products, especially safe vegetables for the community and educating the younger generation about the importance of using safe products, in order to create a change in the way of choosing and consuming safe products.

2. Target: The project focuses on *students at all levels* in Hanoi

3. Method: Coordinate with Department of Education and Training, Ha Noi Promotion Agency to implement activities

(1) School education: Education through leaflets, participatory inclusion of parents through commitment paper.

(2) Field visit to learn about production facilities and product selling in supermarkets

(3) Poster drawing, sideshow presentation with the theme “ Journey of Safe Vegetable”

(4) Poster exhibition at AEON Mall Long Biên

4. Topic: How to select safe vegetable (2017) → Journey of safe vegetable (2018-2019-2020)

5. Slogan (2017-2020): LET'S BRING SAFE VEGETABLE HOME

Communication results - Target



2017: Primary school students in grade



2018: High school students in grade 10

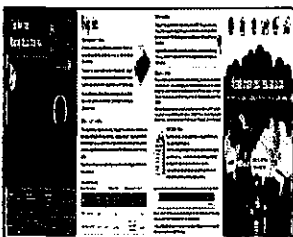
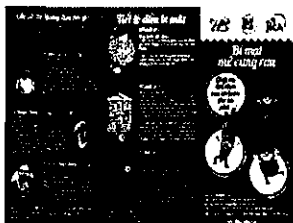


2019: Lower secondary students in grade 7



2020: Lower secondary students

School education programs 2017 - 2019



2017: 52,514 leaflets were distributed to 194 primary schools

2018: 24,986 leaflets were distributed to 39 high schools

2019: 49,652 leaflets were distributed to 156 lower secondary schools

Expected 2020: 50,000 leaflets to be distributed to lower secondary schools in Ha Noi



Commitment paper submission

2017: 5,156 sheets

2018: 3,308 sheets

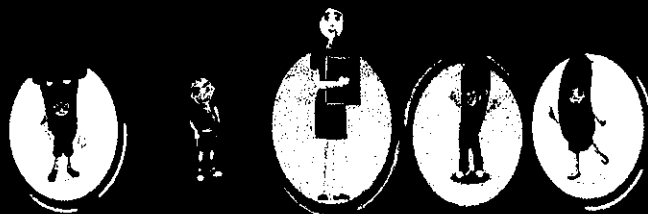
2019: 984 sheets

Expected 2020: 1,000 sheets

Communication Results in 2019



ĐỰ ẢN TĂNG CƯỜNG ĐỘ TIN CẬY TRONG LĨNH VỰC SẢN XUẤT
CÂY TRỒNG AN TOÀN TẠI KHU VỰC MIỀN BẮC
PROJECT FOR IMPROVEMENT OF RELIABILITY OF SAFE CROP PRODUCTION
IN THE NORTHERN REGION
LỄ TRAO GIẢI
HỘI THI VẼ TRANH VỀ RAU AN TOÀN
GRAND CEREMONY OF
SAFE VEGETABLE DRAWING FESTIVAL
HÀ NỘI, NGÀY 01/11/2019



In 2019, the Project focuses on implementing propaganda activities and matching consumption channels, advertizing and promoting safe vegetable consumption markets in order to raise awareness about safe products for the community in particular focus on **secondary school students** in Hanoi, including 3 contents:

- School education program
- Poster drawing Festival Program
- Poster exhibition program at AEON Long Bien

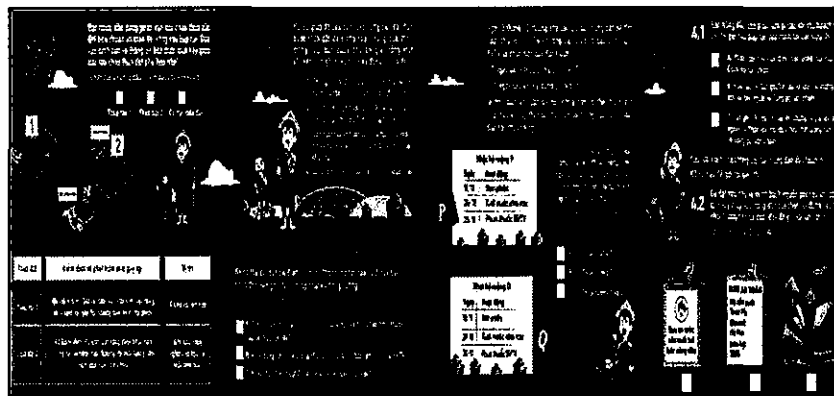
School Education program – Leaflet

Education program in lower secondary schools in Ha Noi.
Implementation time: August, 2019

- Propagating by leaflets on the importance of food safety in vegetable production.
- Target: All 7th grade students of 156 schools in 12 urban districts of Hanoi City :

Total: **49,652 leaflet**

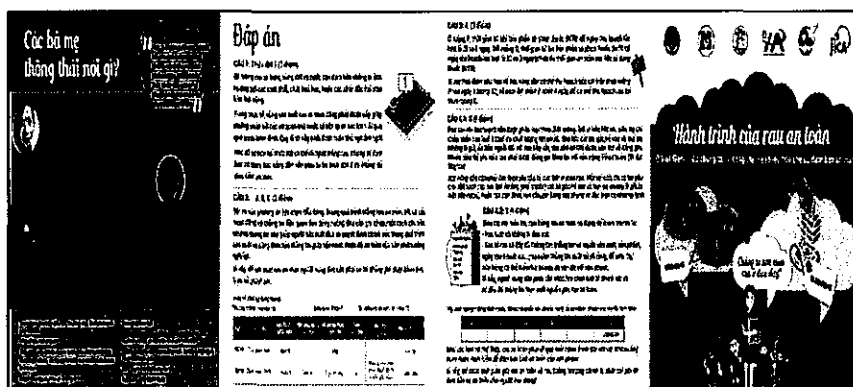
- In 2019, school education program incorporated HPA Website dissemination. Total 49,652 HPA Website leaflet was distributed together with the education leaflet.



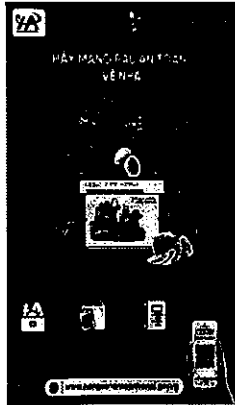
Education leaflet “Journey of safe vegetable”

Entertaining quizzes with explanations in answer

(leaflet content is a simplified version of 2018 leaflet to be suitable for Grade 7)



HPA Website introduction leaflet was developed specifically with a consumer-friendly design with Project's concept/design advice.



A question, which prompts a trial access to HPA Website, was added to Commitment Paper.

School Education – In-Class Program

In-class program was conducted at 3 schools in 12 urban districts in Hanoi City. Total 1,085 Grade 7 students participated



1. School teachers teach leaflet contents in class.
2. Students & Moms complete homework together.
 - i. Students teach Moms how to select safe vegetable.
 - ii. Students and Moms write Commitment Paper and sign together

To influence vegetable purchasers, homework was required to record the perceptions from the program towards changing consumer behavior.

Signed by parent and student

984 commitment papers have been collected

School Education – Poster drawing festival

- Launching the poster drawing festival on "Safe vegetable Journey" for 25 grade 7 classes in 03 urban districts (Ha Dong, Bac Tu Liem and Tay Ho).
- Pre-selection at the schools: The schools have conducted the program for 7th grade students, 100% of 7th grade students participated in the spirit of willingness and excitement. **Total number of students: 894 students with 298 paintings (3 students / group)**
 - + Dong Thai school : 70 groups
 - + Minh Khai school : 58 groups
 - + Le Quy Don school: 170 groups
- The schools took initiative in pre-evaluation at the school and each school selected 10 paintings with high scores to be submitted to the city-level organizer. Total number of paintings submitted at the city level: **30 paintings**

11

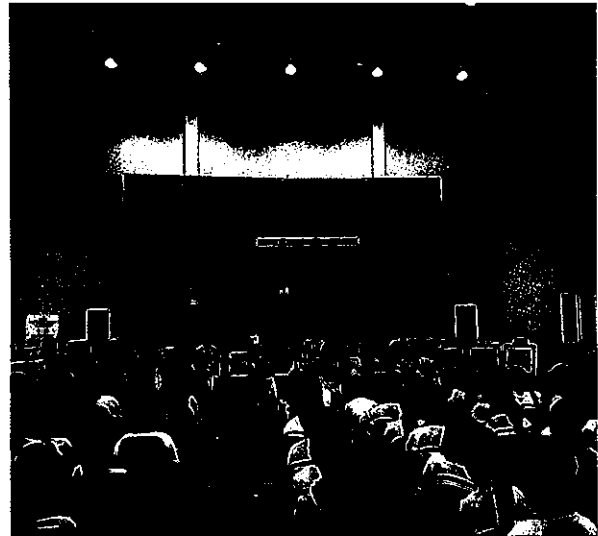
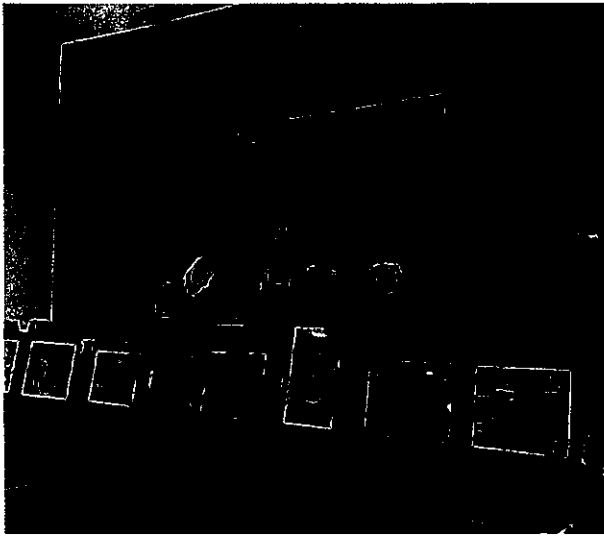
City-level evaluation committee

- 30 paintings in the city-level round
- Major prizes (9 prizes)
 - Gold (1 painting)
 - Silver (2 paintings)
 - Bronze (3 paintings)
 - Community (3 paintings)
 - Encouragement (21 paintings)



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Award Ceremony of Poster drawing on safe vegetable

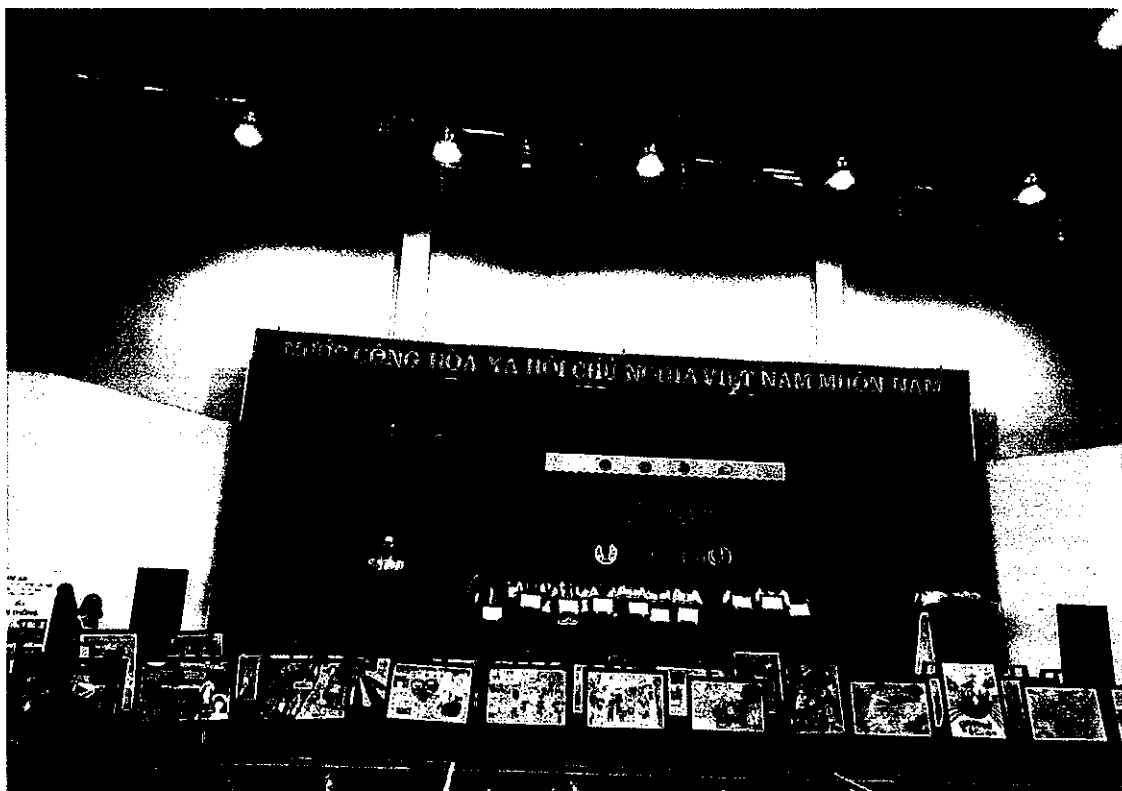


Venue: Le Quy Don secondary school – Ha Dong – Ha Noi

Total: about 1,200 attendants

Prizes: 30 prizes (Gold, silver, bronze, community and encouragement)

13



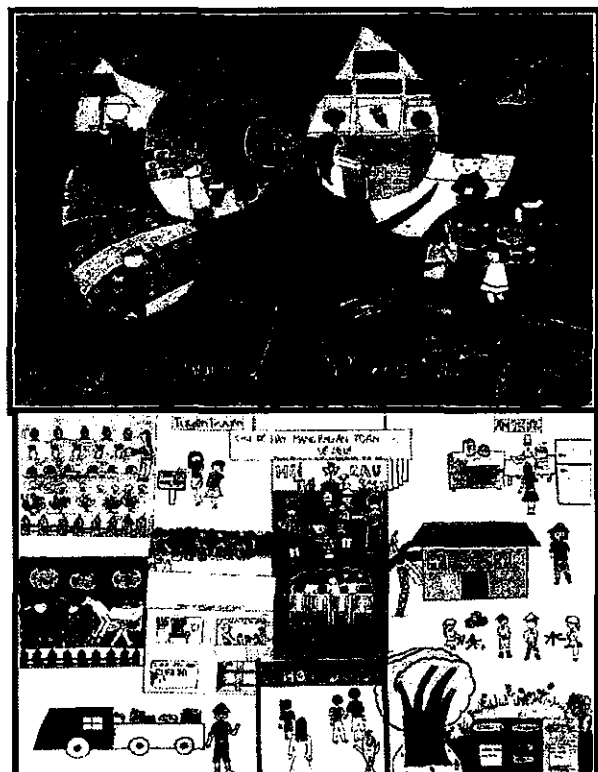
NK

Paul

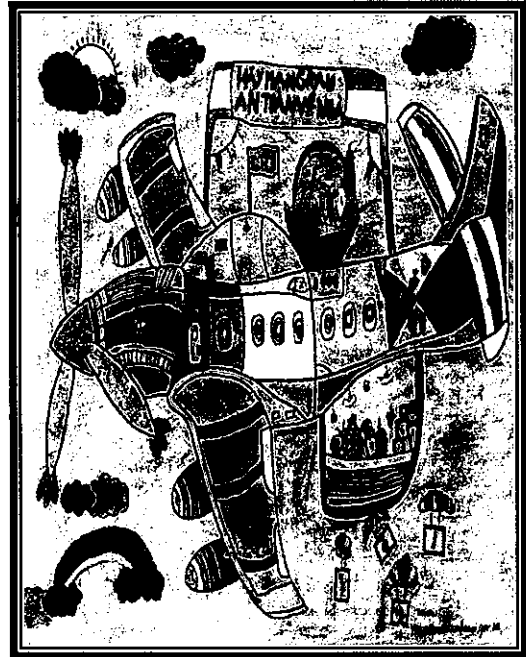


NIPPON KOEI

Posters won Bronze Prize

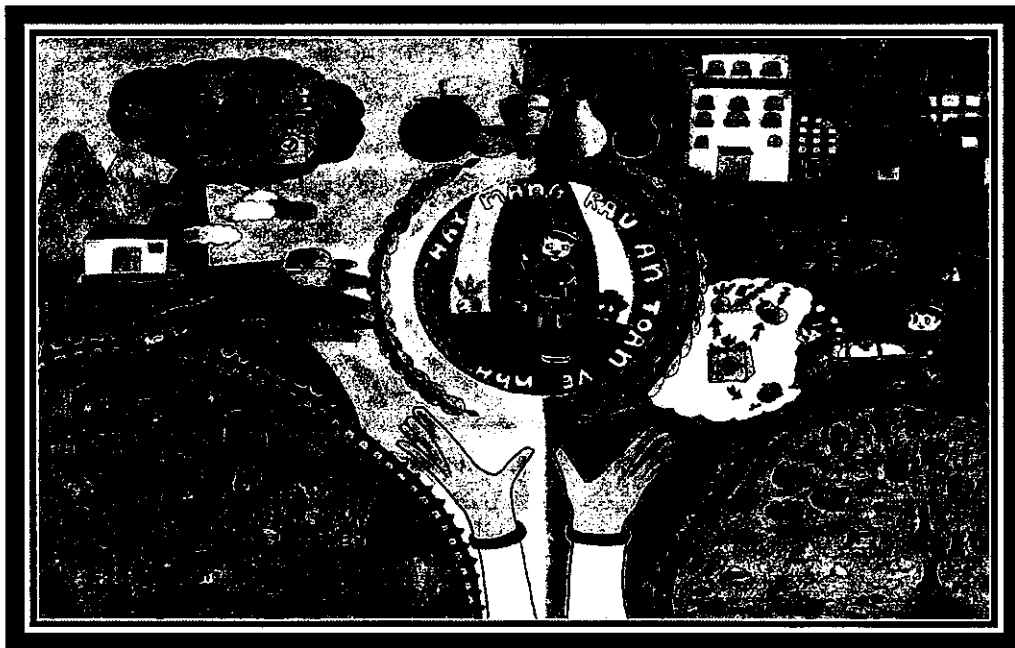


Posters won Silver Prize



17

Poster won Gold Prize



Minh Khai Lower secondary school – Bac Tu Liem district

18

Ali

Red

2019 - Impact Beyond Project

Following instructions and leaflet contents, 2 schools Giap Bat and Trung Vuong voluntarily conducted school program with Commitment Paper homework



Exhibition of posters drawing on safe vegetables at AEON-Long Bien

- **Time:** 9 - 17 November, 2019.
 - Opening ceremony (18:00 – 18:30) - 9 November, 2019 (Saturday)
 - Closing ceremony (8:00 – 18:30) - 17 November, 2019 – (Sunday)
- **Exhibition event**
 - Exhibiting 30 finalist posters, organized to collect votes of visitors to choose the favorite poster to win the "Most Liked" award
 - Visitors interested in finding safe vegetable outlets, more information on safe vegetable producers, and types of certifications can experience website demonstrated at the event to learn safe vegetable information.
 - Visitors can buy safe vegetables supplied by AEON VIETNAM supermarket in the exhibition area.
 - Visitors interested in safe vegetables have opportunity to taste safe vegetables: Tasting service is provided by Kewpie Vietnam, along with the introduction of a delicious cooking menu.
- **Implementing Agencies:** Ha Noi Promotion Agency + Department of Agriculture and Rural Development + Department of Education & Training + AEON Long Bien

HÀNH TRÌNH CỦA RAU AN TOÀN HÃY MANG RAU AN TOÀN VỀ NHÀ!

Con cái và các thành viên trong gia đình bạn xứng đáng có một cuộc sống khỏe mạnh!

09/11 - 17/11/2019

TRUYỀN THÔNG RAU AN TOÀN TẠI SIÊU THỊ AEON LONG BIÊN

<p>ĐẾN QUẦY RAU</p> <p>Tìm hiểu cách AEON nỗ lực mang rau an toàn đến với bạn</p>	<p>THAM GIA KHẢO BÁT NHANH</p> <p>Hãy cho chúng tôi biết suy nghĩ của bạn về rau</p>	<p>BỐC THẲN MAY MẮN</p> <p>Nhận được phiếu mua hàng hoặc một món quà nhỏ! + (5.100 người chiến thắng may mắn!)</p>
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SỰ KIỆN QUẢNG BÁ

TRIỂN LÃM TRANH TẠI SÂN TÂY, AEON MALL LONG BIÊN

HÀNH TRÌNH RAU AN TOÀN VỀ NHÀ
TRIỂN LÃM TRANH RAU AN TOÀN
TẠI SÂN TÂY AEON MALL LONG BIÊN

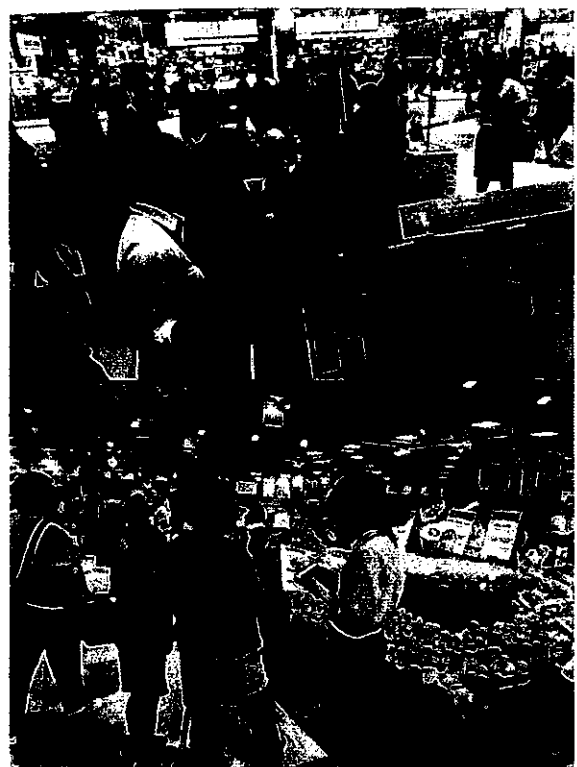
CHÚNG THAM GIA CÁC NHẬT ĐÓNG

AEON MALL AEON LITTLE AEON SUPERMART V&V

Bạn cũng có thể tham gia mini game vào các thứ bảy và chủ nhật!

<p>Thưởng thức tranh vẽ động đậy và lời học sinh lớp 7!</p>	<p>Thưởng thức tranh vẽ động đậy và lời học sinh lớp 7 tại sân tây AEON Mall Long Biên từ ngày 11/11/2019.</p>
<p>Bình chọn Che logo và logo yêu thích!</p>	<p>Bình chọn Che logo và logo yêu thích tại sân tây AEON Mall Long Biên từ ngày 11/11/2019.</p>
<p>Trải nghiệm WebSite để biết thông tin như thế nào!</p>	<p>Trải nghiệm WebSite để biết thông tin như thế nào tại sân tây AEON Mall Long Biên từ ngày 11/11/2019.</p>
<p>Góp gó sức nhỏ cùng góp rau an toàn!</p>	<p>Góp gó sức nhỏ cùng góp rau an toàn tại sân tây AEON Mall Long Biên từ ngày 11/11/2019.</p>
<p>Nếm thử Rau an Toàn</p>	<p>Nếm thử Rau an Toàn tại sân tây AEON Mall Long Biên từ ngày 11/11/2019.</p>

Activities at the Exhibition

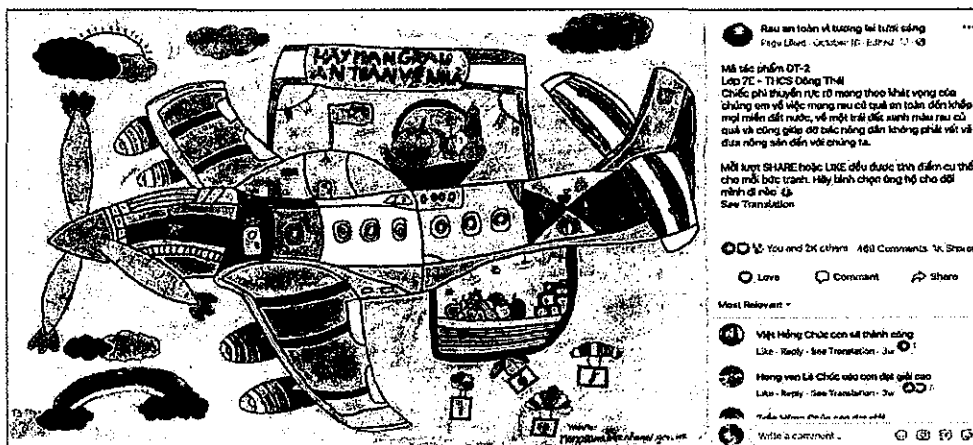


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Most LIKEd Award 2019 – Online Dissemination

The poster with the highest number of “Like” gained from Facebook and from the exhibition live voting. The Most-Liked Campaign engaged a wide audience with **16,370 likes from Facebook channel** is the poster of **Class 7E- Dong Thai lower secondary school**



The colorful spacecraft brought about our aspiration - the desire to bring safe vegetables and fruits to all parts of Vietnam, the desire for a green earth of clean green vegetables. The spacecraft is to help farmers not have to work so hard to bring clean food to our hands, while contributing to improving the toughness and health of our bodies, so that we can enjoy safe vegetables everyday, we become healthier day by day.

Most LIKEd Award Ceremony



Awards for the "Most Liked" award by the sponsors:

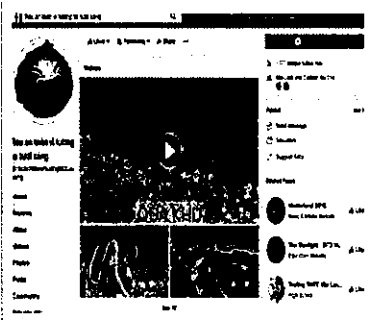
- * AEON VIET NAM (supermarket) - Voucher VND 500,000 / student
- * Kewpie Viet Nam - Special gift box
- * Special gifts from sponsors in AEON MALL
 - CENTRAL KITCHEN
 - Jollibee
 - BEE KIDS
 - The Pizza Company

Posters & Documentary Exposure 2017 - 2019

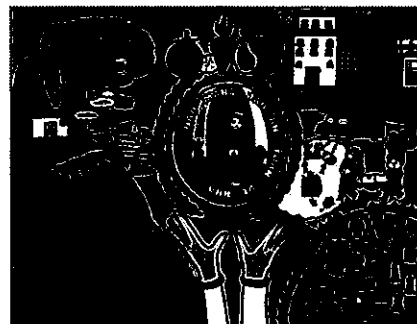
The posters have been distributed widely for promotional purpose:
Remind stakeholders about safe vegetable depicted by children.



Gold poster in 2017 was digitized and printed 1000 copies for distribution



Finalist slideshows in 2018 was shared and disseminated via project facebook rauantoanvituonglaituoisang and social networks



Gold poster in 2019 was digitized and printed 1200 copies for distribution

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Communication activity plan 2020

- **Objective:** Awareness and education on the importance of food safety
- **Expected theme:** Let's bring safe vegetable home
- **Contents:** School Education + Award Ceremony & Exhibition at the Trade Fair at AEON Mall
 1. School Education : Schools are selected in urban districts
 - All schools in 12 urban districts will receive leaflets
 - Teachers instruct how to do homework (Commitment paper)
 - Teachers explain about the content of leaflets in class*
 2. Extracurricular Activities: Launching poster drawing festival on Safe Vegetable Journey in large groups.
 - Select 2 schools from 12 urban districts: Participate in poster drawing festival. Each school selects the 10 best posters.
 - Organize city-level evaluation committee
 - Organize awards ceremony in combination with poster exhibition to propagate at the exhibition area in AEON MALL.
 3. Poster exhibition at AEON MALL combines display and introduction of safe vegetable products. At the same time, holding the award ceremony along with the poster exhibition to further disseminate and propagate at the HPA Exhibition Area in AEON MALL

26

Als

Cluel

2020 PLANS – Initiative by Hanoi DARD & HPA

School Program (Hanoi DARD)

Kick-off Meeting
Material Distribution
In-Class activity & Commitment Paper
Poster drawing activity
Evaluation Committee
Mass media

- September ~ October 2020
- 2 schools (Giap Bat & Trung Vuong)
- Grade 7
- 2019 School Leaflet

Poster Festival (HPA)

Event management
Award ceremony
Sponsor management
Exhibition
Website introduction

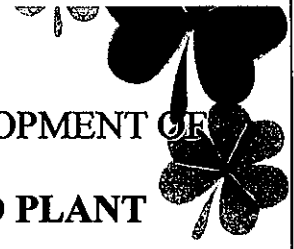
- October 2020
- AEON MALL
- HPA Exhibition event
- Website leaflet @ Exhibition

CPMU – Support educational video production (= Invite key farmers to schools instead of field trip) & poster frames

Project – Support printing materials and teachers' allowance

***THANK YOU FOR
ATTENTION!***

DEPARTMENT OF AGRICULTURE AND RURAL DEVELOPMENT OF
BAC NINH
SUB- DEPARTMENT OF CROP PRODUCTION AND PLANT
PROTECTION



**RESULTS OF IMPLEMENTING JICA PROJECT IN
BAC NINH PROVINCE
(7/2019- 3/2020)**



Part 1

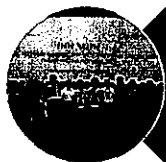
Achieved results



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GENERAL INFORMATION



Bac Ninh was chosen as one of six knowledge sharing provinces in the Project "Improvement of reliability of safe crop production in the Northern region" (2016-2021)- the technical cooperation project which is sponsored by ODA fund by the Government of Japan



Project's activities has been implementing in Bac Ninh since 7/2019.



Project selected 01 model site to carry out activities at the Ngam Mac Agricultural Cooperative - Lang Ngam Commune - Gia Binh District, with an area of 43,020 m² with 36 farmers, while total production area of AC is 70ha

1. Results of Project's activities implemented in Bac Ninh

1.1. Establishment of PPMU

- Department of Agriculture and Rural Development issued a Decision No 199/QD-SNN, dated on August 16th 2019 to establish Project Management Unit (PPMU).
- Based on that Decision, Bac Ninh PPMU has assigned tasks to official staffs to carry out project activities in the province.



1.2. Training activities

Organizing TOT: Training of trainers

- TOT on production following GAP: 13 staffs of the Sub-Department of Crop Production and Plant Protection, Agricultural Extension Center and key staffs of TG
- TOT on marketing: was organized in July 2019, providing knowledge on marketing to staffs in charge of marketing in PPMU and TG.
- Training on using Quick Test Toolkit to check the residue of pesticide in products.

Training in Japan: 02 members of PPMU participated in training in Japan in Feb 2020

1.2. Training activities

Organizing TOF: Training of farmers

PPMU, with support from CPMU and Project Office organized TOF to farmers in TG (Ngam Mac AC, Gia Binh, Bac Ninh) with the participation of 36 target households.

- TOF on application of Basic GAP: providing knowledge of Good Agricultural Practices, logging into production diary and keeping record
- TOF on post- harvesting: good practices on harvesting, pre-processing, packaging, and delivering to ensure food safety.
- TOF on marketing: providing basic information on marketing, SWOT analysis, joint sales and making production plan basing on market needs.

1.3. Propagandizing and knowledge sharing

- Organized 01 conference to evaluate the implementation situation, advantages, disadvantages and lessons learned when participating in the project of the target group in December 2019.
- Participated in mid-term and first half of 2019 evaluation meeting of JICA project in Phuc Yen - Vinh Phuc.
- Organized 01 delegation, including farmers in model and BOD of AC (9 people) to Hai Duong to visit and learn experiences in Tan Minh Duc AC and Tan Minh Duc Company- TGs of Hai Duong.



1.4. Marketing activities

- Guided to develop production plan according to market demand for people who are representatives of Cooperative Management Board and production groups
- Participated in the business forum in Hanoi in 2019, which were held by the JICA Project in collaboration with the Hanoi Trade Promotion Center
- Propagating on television, Facebook to promote and introduce safe vegetable products.
- Supporting AC to develop and expand existing markets such as DABACO supermarket system, Minh Anh supermarket ...
- PPMU, in collaboration with the Project, organized matching between AC and potential buyers (Lien Anh Co., Ltd., Foseca Company ...).
- Supported in designing leaflets to introduce cooperative products produced from groups.



1.5. Production results in TG

Production scale: 4,302 ha with 36 households.



1.5.1. Supporting facilities and equipment

Supporting from JICA Project:

S/T	Hoạt động	Thời gian	Chi phí do JICA chi trả
1	Nâng cấp điều kiện vệ sinh ATTP cho bán hàng tập trung	10/2019-nay	91.234.000
2	Xây dựng và sản xuất tài liệu xúc tiến thương mại và bán hàng tập trung cho HITX	11/2019-nay	15.000.000
3	Phương pháp canh tác		
3.1	Trình diễn làm phân ủ		
	(Trình diễn làm phân ủ)	02 đợt (5/9 và 5/10/2019)	5 tấn phân bón, cám gạo và men tươi
3.2	Thử nghiệm giống mới	18/10/2019	800 cây cà chua gốc ghép cà tím
3.3	Thử nghiệm phương pháp làm giống mới	01/11/2019	Giống cà bắp, khay xốp
3.4	Giới thiệu vật liệu nông nghiệp mới (màng phủ không dệt)	20/12/2019	Trồng bắp cải che màng phủ không dệt
	Xây dựng nhà màng tưới cây giống	09/2019	02 nhà
	Các vật liệu khác	13/01/2020	Màng phủ vải không dệt 3 cuộn
4	Kiểm tra nhanh/quick test	17/12/2019	Hỗ trợ 01 bộ dụng cụ và hóa chất
5	Kiểm tra mẫu phòng thí nghiệm	17/02/2020	Phân tích 03 mẫu rau
	Tổng cộng		

1.5.1. Supporting facilities and equipment

- Supporting from Province by using counterpart budget:

+ Support varieties, materials to build demonstration model. Total support funding: 109,132,500 VND.

+ 100% of funding for technical training courses, experience-sharing conferences with a support fund of VND 6,000,000.



1.5.2. Application of cultivation methods

1.5.2.1. Application of Basic GAP

Awareness of TG on basic GAP has been increased and they have been applying basic GAP in production

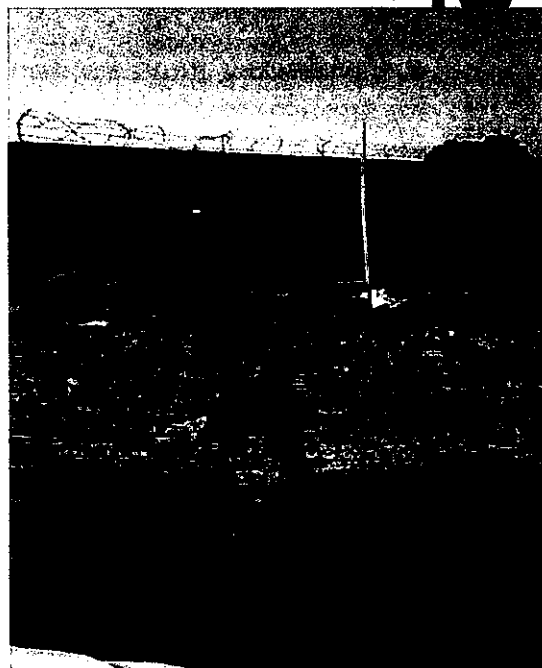
- Producing areas have been consolidating for joint- production; soil, as well as water for irrigation and washing products meets requirement of safety.
- Input materials for production which have been supplied by AC are reliable in quality and origin. All materials sold in store of AC are in the List of seeds, fertilizers and pesticides which are allowed to be used in Vietnam.
- The utilization of fertilizers and pesticides has been applied in a proper way; ensuring PHI when harvesting; harvested products are pre- processed by clean water; using labels for traceability; and safe delivering.
- BOD and target farmers logged into production diary, production management diary and kept records as regulations.
- Group in charge of checking and monitoring of AC, together with farmers have checked the information in diaries and corrected mistakes when logging into diary. Results of such internal audit activities have been recorded.

1.5.2. Application of cultivation methods

1.5.2.2. Application of new cultivation techniques

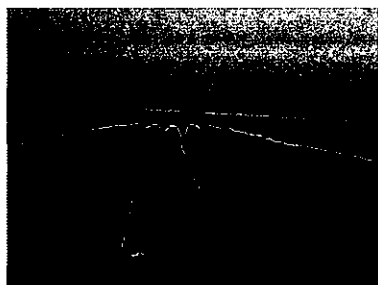
a. Composting:

- Making compost (from cow dung) by probiotics (yeast + rice bran). After a period of 1.5 to 2 months, the mixture was decomposed, be porous and free of stench.
- After using compost for cabbage, zucchini and tomato, the following results were recognized: the plants took root, recovered their green fast and grew well; good growth with high ability of disease resistance; and good quality. Tomato got good yield, nice shape and good taste. Cabbage and zucchini grew well with appearance and taste.



1.5.2.2. Application of new cultivation techniques

b. Techniques in using non-woven textile



Cabbage in non-woven textile grew faster with less insects and non-pesticide application. Leaves of cabbages rolled earlier. When harvesting, cabbages in non-woven textile were bigger, fresher, get higher yield and reducing growth time 20-30 days. Sale price is higher than those produced in open field.

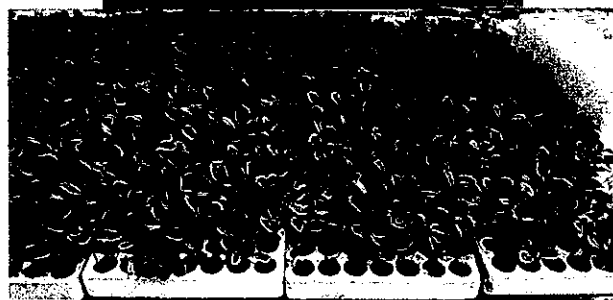
STT	Nội dung	ĐVT	Cải bắp sử dụng màng phủ không dệt	Cải bắp trồng truyền thống (không sử dụng màng phủ)
			250m ²	250m ²
1	Năng suất	Kg	750	625
2	Giá thu mua	Đồng	10.000	6.000
3	Tổng thu nhập	Đồng	7.500.000	3.750.000
4	Chi phí chi trả	Đồng	6.308.000	2.937.500
-	Giống	Đồng	1.200.000	1.200.000
-	Màng phủ không dệt	Đồng	3.500.000	
-	Vôi	Đồng	40.000	40.000
-	Phân hữu cơ	Đồng	450.000	450.000
-	Phân vô cơ	Đồng	228.000	232.500
-	Đạm ure	Đồng	18.000	22.500
-	NPK 5:10:3	Đồng	100.000	100.000
-	NPK 19:4:14	Đồng	110.000	110.000
-	Chế phẩm Trichoderma	Đồng	80.000	80.000
-	Thuốc BVTV	Đồng		275.000
-	Công lao động	Đồng	750.000	600.000
-	Chi phí khác	Đồng	60.000	60.000
5	Hiệu quả kinh tế	Đồng	1.192.000	812.500
6	Số ngày	Đồng	379.500	

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1.5.2.2. Application of new cultivation techniques

c. Producing good seedlings on spongy trays

- The target group planted TAKII cabbage seedlings.
- The germination rate was high, reaching over 90%, plants grew well and steadily.
- After transplanting, cabbage took root and recovered green quickly with high survival rate.



1.5.2.2. Application of new cultivation techniques

d. Technique of growing grafted tomato on eggplant



Grafted tomato brought higher yields than normal tomato. With strong root, it has characters of heat tolerance and disease resistance. It is suitable for off-season planting.

TT	Nội dung	ĐVT	Cà chua ghép trên gốc cà tím	Cà chua gieo từ hạt
			01 sào (360m ²)	01 sào (360m ²)
1	Năng suất	Kg	1.500	1.200
2	Giá thu mua	Đồng	8.000	8.000
3	Tổng thu nhập	Đồng	12.000.000	9.600.000
4	Tổng chi phí	Đồng	3.656.000	1.972.500
	- Giống	Đồng	2.000.000	500.000
	- Phân hữu cơ	Đồng	450.000	
	- Phân (đạm, kali, NPK)	Đồng	273.000	342.500
	- Đạm ure	Đồng	24.000	40.000
	- Lân Supe	Đồng	35.000	52.500
	- Kali	Đồng	34.000	90.000
	- NPK 5:10:3	Đồng	75.000	75.000
	- NPK 7:7:14	Đồng	85.000	85.000
	- Chế phẩm Trichoderma	Đồng	80.000	80.000
	- Thuốc BVTV	Đồng	133.000	200.000
	- Công lao động	Đồng	720.000	850.000
5	Hiệu quả kinh tế	Đồng	8.344.000	7.627.500
6	So sánh	Đồng	716.500	

1.5.3. Results of production in Winter- Spring 2019-2020

Results of production and marketing of vegetables in Winter- Spring 2019-2020 in Project area (from 9/2019 to 3/2020)

STT	Các loại rau	DT gieo trồng (m ²)		Sản lượng (kg)		Tiêu thụ qua HTX (kg)
		Kế hoạch	Thực tế	Kế hoạch	Thực tế	
1	Bắp cải	30.500	28.000	87.200	83.000	24.000
2	Sulhào	1.940	2.200	3.000	3.000	1.800
3	Cà chua	2.440	2.100	8.700	8.000	3.900
4	Cải các loại	830	1.500	2.000	3.500	1.300
5	Dưa chuột	1.400	2.500	4.000	8.000	6.800
6	Loại trắng	920	920	2.000	1.700	700
7	Rau ăn lá khác	1.850	2.550	3.500	2.650	1.500
8	Củ dền	720	450	3.000	1.350	1.000
9	Đậu bắp	720	360	800	350	200
10	Khoai tây	3.520	3.520	8.000	7.000	1.000
11	Mướp	720	1.500	1.200	1.800	800
12	Đồi	360	0	600	0	0
13	Ớt	1.600	1.500	3.000	1.500	500
	Tổng	47.520	47.100	127.000	121.850	43.500

1.5.4. Results of marketing activities

- **Results of joint sales of all AC (from Sept 2019- March 2020)**

- Total joint sale volume: 78,836kg of all kinds of vegetables, of which cabbage, kohlrabi, mustard greens, cucumber, tomato... are main products.

- Buyers: 02 supermarkets, 3 safe vegetable shops, 2 traders, 01 agricultural cooperative and retail selling to consumers.

- **Results of joint sales among target farmers:**

- Joint- sale volume from target farmers (36 households): 43,500 kg

- Number of farmer- household participated in joint sale: 31/36 households

1.5.4. Results of marketing activities

Results of joint sales of all AC in Winter crop 2019-20
(from Sept 2019- March 2020)

Số TT	Người mua Loại rau	Siêu thị Dabaco	Nguyễn Thị Niêm	Siêu thị Minh Anh	Nguyễn Văn Hải	Nguyễn Văn Sửu	Nguyễn Thị Hương	Nguyễn Thị Thi	Nguyễn Thị Châm	Tổng
1	Cải bắp, su hào, cải các loại	8.045	8.331	2.989	10.160	9.566	1.153	3.031	1.395	44.670
2	Cà chua	1.777	1.960	1.258	3.532			1.084	480	10.091
3	Dưa chuột	3.833	3.612	2.016			1.772	1.462	550	13.195
4	Bầu, bí, mướp, đậu bắp, súp lơ	1.224	1.697				1.553		274	4.748
5	Rau ăn lá khác	475	1.285							1.760
6	Củ dền	455	718	385			391	519	981	3.449
7	Rau khác	188	735							923
	Tổng	15.997	18.338	6.648	13.629	9.566	4.819	6.096	3.680	78.836

1.5.5. Results of awareness raising and capacity building of producers in model

- 100% of target farmers understood the importance of good agricultural practices in production and have changes in doing actions.
- 100% of target farmers logged into production diary and kept records, 80% of them do recording properly.
- Regarding quality and safety of products: in the Winter 2019- 20, 3 samples of products were tested in the laboratory of NAFIQAD 4 (in Ho Chi Minh City) and 6 samples were checked by quick test toolkit. All samples met requirement on food safety.

1.6. Difficulties and shortcomings

- The area in the model is still small, scattered, mixed with many non-producing households. AC is lack of experience in making production plan basing on market demands.
- Facilities and equipment of AC are not proper enough. Although of having pre-processing house, AC has still faced with many difficulties in controlling quality of products.
- New techniques and advances on producing seedlings, making compost, applying non-woven textile.. have just been implemented at the model site with small area, just for demonstration. Solutions for the widely dissemination of these techniques must be considered.
- Some farmers record field diary incompletely, making it difficult for quality management

Ratio of joint- sale through AC is still low. Capacity of AC in meeting demands of the buyers are not proper, especially of potential buyers.

There is no difference in price between safe and unsafe vegetables.

2. Sharing experiences and lesson learnt

In order to find good, stable and high value market for safe vegetable, it is necessary to improve service quality to meet the needs of buyers, especially those who live far away, specifically:

- AC should arrange the joint- producing vegetable production areas to facilitate the direction and monitoring of production. Cooperative management board should be active in finding buyers and make production plans on crop types, seasons... basing on marketing contracts, helping households feel secure in production.
- Production households need to raise their awareness of complying with regulations on the safe vegetable production, such as keeping on logging in field diary, increasing the use of micro-organic or composting fertilizers according to the Project's guidance.

It is necessary to have linkages between production groups to ensure and diversified supply of products for buyers, especially when there is a scarcity according to market demand.

Part 2 Plan for next period of PPMU



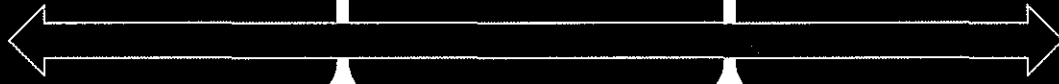
- Continue to implement project tasks as the Plan and requirements of the CPMU.



- Continue to check and take samples of products to monitor food safety criteria



- Cooperate with JICA project team to guide, check and monitor safe vegetable production of TG.



Part 3: Proposal and recommendation to CPMU and Project

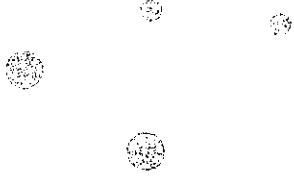
CPMU and JICA Project continue to monitor and support to the TG in increasing capacity in production to meet market demand.



Supporting AC in finding and introducing new and stable buyers, as well as developing and improving marketing tools

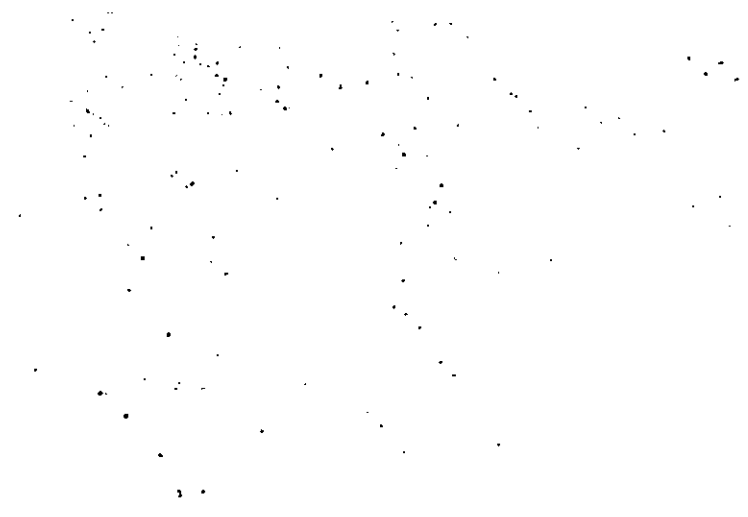


Thank you very much!



Ali

Paul





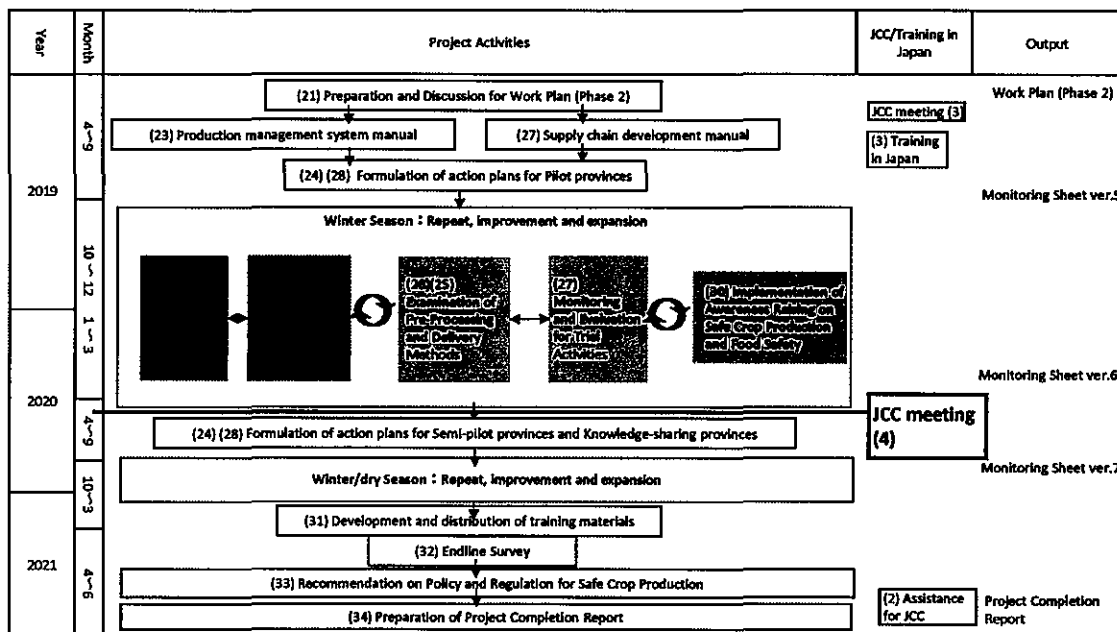
Project for Improvement of Reliability of Safe Crop Production in the Northern Region

Project Implementation Plan (Jun 2020 – July 2021)

July 2020

- Managing Organization:
MINISTRY OF AGRICULTURE AND RURAL DEVELOPMENT (MARD)
- Implementing Organization:
DEPARTMENT OF CROP PRODUCTION (DCP)
- Supported by:
JAPAN INTERNATIONAL COOPERATION AGENCY (JICA)
- Implementation Period: From 7/2016 to 7/2021

Flow of Project Implementation (Phase2: Apr 2019 – Jul 2021)



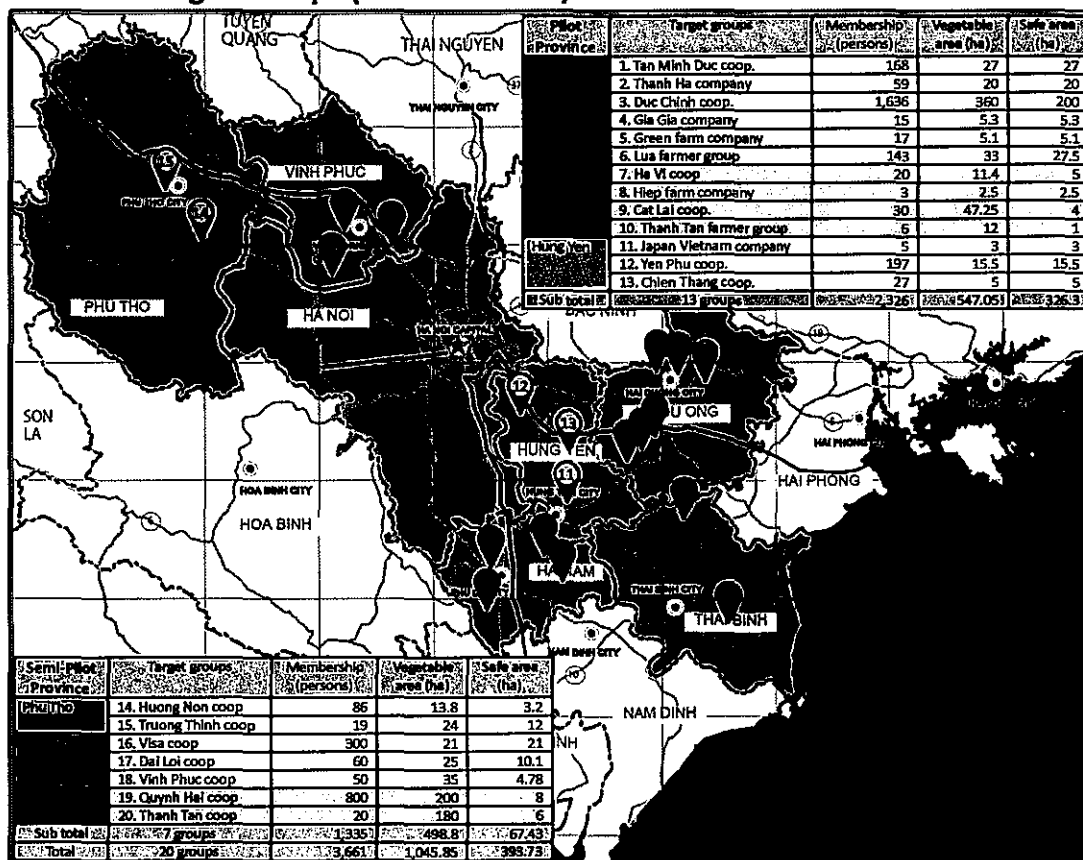
REGEND :

- : Output 1) The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district and commune) is improved.
- : Output 2) The good patterns (as model) on safe crop production (safety vegetable) following GAP (Basic GAP) with supply chain (market linkage between production and consumption) is proposed.
- : Output 3) Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised.
- : Winter/Dry Season

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Selected Target Groups (as of Oct.2018)



Safe vegetable production area (updated in Apr. 2020)

Province	Target groups	2017-18	2018-19	2019-20	2020-21*	Applied GAP
Hai Duong	Duc Chinh coop.	30	30.07	30.07	30	Viet GAP (expired)
	Tan Minh Duc coop.	7.5	9.65	33.20	40	Viet GAP (expired)
	Thanh Ha company	5	7.62	7.62	>7.6	Viet GAP
	Gia Gia company		4.98	5.12	5.1	Viet GAP (expired)
	Green farm company		2.48	2.48	2.5	Viet GAP
	Lua farmer group		4.42	10.77	>10.7	Viet GAP (expired)
Ha Nam	Ha Vi coop.	1.0	2.13	3.46	3.5	Viet GAP (expired)
	Lien Hiep coop.	2.5	2.05	3.65	3.6	Global GAP
	Cat Lai coop.		2.35	3.21	6	Viet GAP
	Thanh Tan coop.		1.01	1.11	5	Basic GAP
Hung Yen	Japan Vietnam company	1.7	1.76	1.90	3	Viet GAP (expired)
	Yen Phu coop.	3.15	4.54	6.00	10	Viet GAP
	Chien Thang coop.		4.85	11.90	>8	Viet GAP (expired)
Phu Tho	Huong Non coop.		3.51	3.51	3.5	Viet GAP (expired)
	Truong Thinh coop.		2.12	3.81	5	Viet GAP (expired)
Thai Binh	Quynh Hai coop.		2.38	8.00	8	Basic GAP
	Thanh Tan coop.		2.36	3.42	8	Basic GAP
Vinh Phuc	Dai Loi coop.		10.03	10.03	10	Viet GAP (expired)
	Vinh Phuc coop.		5.32	8.32	8.3	Viet GAP (expired)
Vinh Phuc	Visa coop.		2.96	5.00	5	Viet GAP (expired)
	Total	20 groups (target=180ha)	50.85	106.6	162.58	>183
		28%	59%	90%	101%	Viet GAP (expired) 12
						Viet GAP 4
						Global GAP 1

*2020-21: Interview data from TGs in Feb 2020.

Trial Activities

Output 1 Production Management

Output 2 Supply Chain Development

5

Detailed contents of trial activities

Production activities

Good Agriculture Practice (GAP)

1. Confirmation of the safety of production area

2. Trainings for Basic GAP

3. On-field instruction for Basic GAP

- Record keeping
- Chemical application
- Internal audit
- Joint purchase

4. Upgrading conditions to ensure food hygiene and safety

5. External inspection and auditing

- Pesticide residue check
- Technical assessment

Production Enhancement Joint Sales

6. Cultivation planning based on market demand

7. Enhance joint sales management

3. Cultivation Method Improvement and Safety

- Soil improvement
- New variety seeds
- Seedling method
- New agriculture materials

Monitoring of Trial Activities

6

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Production activities

1. Confirmation of the safety of production area

- Soil and water sampling and testing (for required TGs)

Item	Achievement As of April 2020	Target As of April 2021	Target on PDM
No. of groups conducted soil and water test	11	14	
No. of samples of soil and water analysis	44	50	35

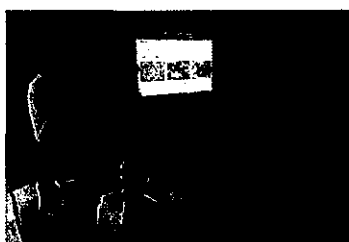
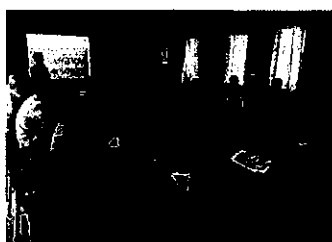


Production activities

2. Trainings for Basic GAP

- Follow-up TOF for Basic GAP

Item	Achievement As of April 2020	Target As of April 2021	Target on PDM
No. of producers attend Basic GAP trainings	432	432	320
No. of officers trained as trainer of Basic GAP	186	186	48

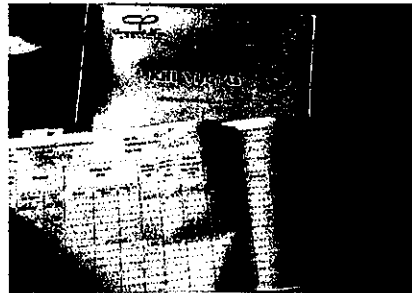


Production activities

3. On-field instructions for Basic GAP:

- Record keeping
- Chemical application
- Internal audit

Item	Achievement As of April 2020	Target As of April 2021	Target on PDM
No. of farmers who record on field diary properly according to Basic GAP	88.2%	> 80%	> 80%
No. of target groups which conduct internal audit	100%	100%	100%
No. of internal audit attended by field officers	47	70	70



Production activities

4. Upgrading conditions to ensure food hygiene and safety:

- Construction/ rehabilitation of pre-processing and packaging house, installation of tools and equipment

Item	Achievement As of April 2020	Target As of April 2021	Target on PDM
Tools and equipment for harvesting in the field, tools and equipment in pre-processing area, and Upgrade infrastructure of pre-processing house	12	17	17

* The project team with PPMU conducted technical assessment for target groups, 2 groups (Thanh Ha and Dai Loi) had already satisfied the condition of harvesting and pre-processing area with criteria of Basic GAP. In addition, Duc Chinh had no pre-processing facility but contracted with a private company for pre-processing.



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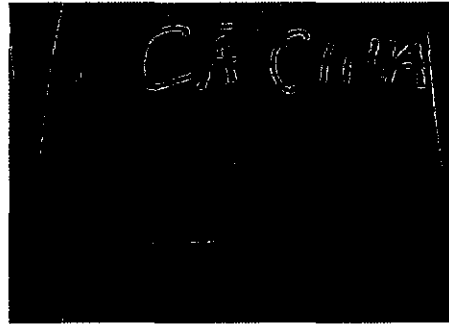
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Production activities

5. External inspection and auditing:

- Pesticide residue test (by quick test kit)
- Pesticide residue test (by laboratory test)

Item	Achievement As of April 2020	Target As of April 2021	Target on PDM
Pesticide residue test (by quick test kit)	414	514	>500
Pesticide residue test (by laboratory test)	103	143	>60



Production activities

6. Cultivation planning based on market demand

7. Enhance joint sales management

Item	Achievement As of April 2020	Target As of April 2021	Target on PDM
Reliable safe crop production area in target sites	162.58ha	> 183 ha	180ha

Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.

77% > 70% > 50%



Production activities

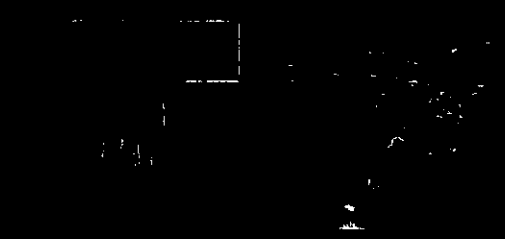
8. Cultivation method to improve quality and safety:

- First step: Demonstration (100% support)
- Second step: Trial (50% support)
- **Third step: Dissemination (0% support)**

1) Soil improvement Composting method



2) New variety seeds Heat tolerance, Disease tolerance



3) Seedling method



4) New agriculture materials



13

Detailed contents of trial activity

Marketing activities

Identification of potential buyers

1. Market survey and analysis

2. Training on Marketing

3. Developing marketing tools

- Producer profile
- Logo/ leaflet
- Package label

4. Matching with buyers

- One-to-one matching
- Matching event
- Assisting in making contract

5. Examination of collection and delivery method

Monitoring of collection and delivery

- Initial check and random check
- Feedback from buyers

Face to face meeting of stakeholders

Review and planning of next season

Monitoring of trial activity

14

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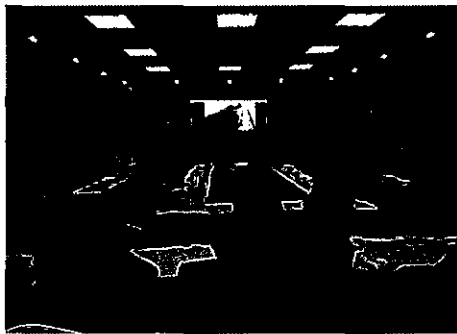
Marketing activities

1. Market survey and analysis

2. Training on marketing

- TOF on marketing

3. Developing marketing tools



15

Marketing activities

4. Matching with buyers

One to one matching to make a linkage

5. Examination of collection and delivery methods:

Coordination meeting with buyers

Item	Achievement As of April 2020	Target As of April 2021	Target on PDM
No. of one to one matching	324	>350	300
No. of linkage made	107	>110	110
No. of coordination meeting with buyers	57	>74	74

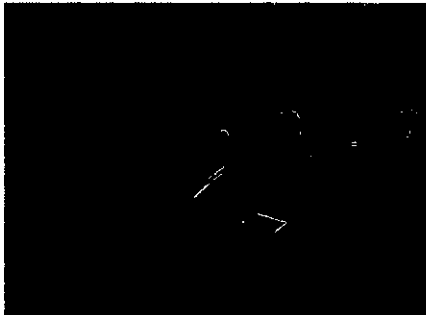


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Marketing activities

5. Examination of collection and delivery methods:

Monitoring of collection and delivery, review and planning of next season



17

Communication activities

Output 3 Communication

18

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Real

Communication activities
Activity Plan Overview

	1.	Stage B	5.	2.	Stage E	4.
	Stage A	Stage B	Stage C	Stage D	Stage E	Stage F
Youth (Under 22)	Awareness & Education Target: Mass Activity: School Education + Contest (for exposure) Theme: • Importance of food safety • Understanding safe vegetable's journey • How to select safe vegetable		Trust Building Target: Producer & Trade Activity: F2F Dissemination Theme: • Safe vegetable production process • Safe vegetable and certificate • How consumers want safe vegetable		Trust + Access Info Target: Youth + Younger Activity: Online Platform Theme: • Shop directory • Certificate information (producer certificate, package info, retailer certificate) • Producer information	
Younger (22 ~ 50)	Materials: • Educational leaflet → Share with grass root activities → Feature online information source • Visual material by students → Share with producers & traders		Materials: • Visual • Leaflet → From school activities		Target: Mass Activity: In-Store Promo Theme: • Certificate • Production process • Safe vegetable's journey	
Older (Over 50)	Target: Older Activity: Leaflet Theme: Same as above Share above information to disseminate through leaflet & training				Materials: • In-store display	

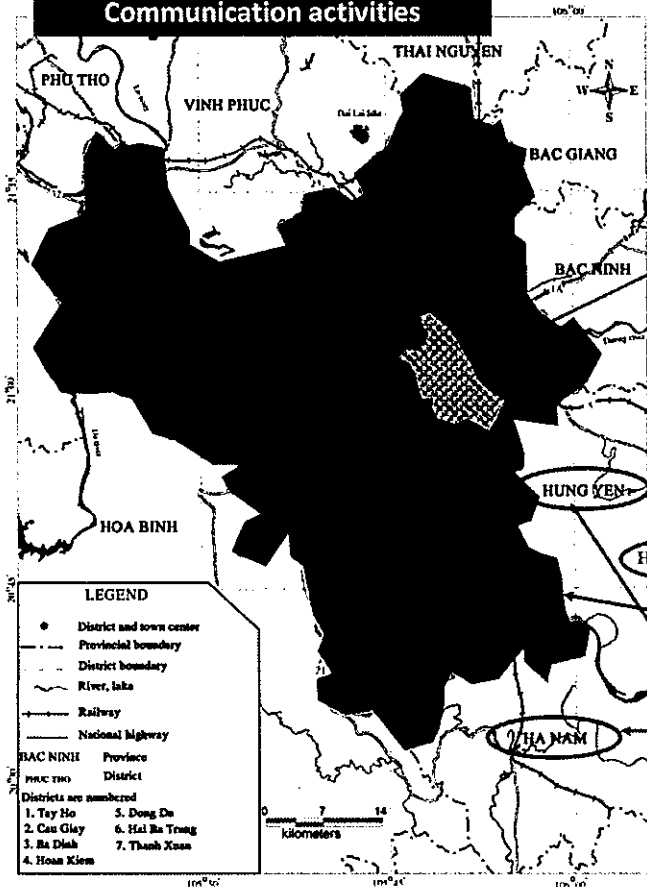
Communication activities

Activity Plan 1 - 2020 School Education + Poster Festival

Program Description		Considerations	
Objective	Enhance awareness & education of food safety	✓ Communication must be clear and simple	
Target	Mass (Stage A & B – Doing nothing / Don't know what to do)		
Suggested themes	It is effective to select a theme every year to advance consumer behavior: Awareness (2017) → Education (2018) → Promotion of safe vegetable purchase (2019) 2019: Safe vegetable's journey (start looking for safe vegetable) + Action to purchase (start looking for certified vegetable at certified shops) School Education + Award Ceremony & Exhibition @ AEON Mall Trade Fair by HPA	2018: High school (DARD + JICA) 2019 & 2020: Secondary school Grade 7 (2020 initiative: DARD + HPA)	
Execution	Education	1. All schools receive leaflet 2. Teachers explain homework (Commitment Paper) 3. Teachers hold a in-class lesson to explain content of leaflet* 4. Homework: 1) Students to be "a teacher" to their mothers/guardians to explain leaflet, 2) students and mother prepare Commitment Paper, and 3) students and mother try HPA website and answer questions online. 5. Commitment Paper: student & mother write what to do to improve safe vegetable consumption, and 2) they both sign. 6. School to collect the Commitment Paper and return to Project Team.	✓ Count results ✓ Analyze how they would commit to change behavior towards safe vegetable consumption
	Festival	2020: Group large poster drawing 2 selected school within 12 urban districts: Participate in poster festival 1. Each school selects 10 best posters 2. Hold an Evaluation Committee 3. Hold a ceremony to broadcast at HPA Exhibition at AEON MALL	✓ Engage sponsors for awards (something related to safe vegetables)
	Exhibition	Hold an award ceremony together with poster exhibition to further disseminate at HPA Exhibition at AEON MALL	✓ Distribute posters to all schools & other provinces

Extension Center will be involved in organizing 2020 activities for sustainability for future activities.

Communication activities



1-a. School Education Activities:
 Selected 2 secondary schools within 12 urban districts
Giap Bat – Hong Mai district
Trung Vuong – Hoan Kiem district
 (To be confirmed by DOET)

1-b. Leaflet distribution: All 12 urban districts
Ba Dinh / Hoàn Kiếm / Đống Đa
Thanh Xuân / Cầu Giấy / Hoàng Mai
Hai Bà Trưng / Tây Hồ / Long Biên
Ha Dong/ Nam Tu Liem/ Bac Tu Liem

1-c. Poster production
 Same as 1-a.

3. Elderly Dissemination by Women's Union
 districts OUTSIDE 9 urban districts
 + Pilot & Semi-Pilot regions

5. Producers / Trade Motivation Sessions
 ToT & ToF

Communication activities

Activity Plan 1 + 2, 4, & 5 - 2020 Award Ceremony + Poster Exhibition + HPA Trade Fair at AEON MALL

	1.	5.	2.	4.		
	Stage A	Stage B	Stage C	Stage D	Stage E	Stage F
Youth (Under 22)	Awareness & Education Target: Mass Activity: School Education + Contest (for exposure) Theme: • Understanding safe vegetable's journey		Trust Building Target: Producer & Trade Activity: F2F Dissemination Theme: • Safe vegetable production process • Safe vegetable and certificate • How consumers want		Trust + Access Info Target: Youth + Younger Activity: Online Platform Theme: • Shop directory • Certificate information (producer certificate, package info, retailer certificate) • Producer information	
Younger (22 ~ 50)	Materials: • Educational leaflet → Share with grass root activities → Feature online information source • Visual material by students → Share with producers & traders					
Older (Over 50)	Families visit award ceremony & Exhibition		Producers participate in Trade Fair → Leaflet from school activities		HPA introduces Website at Exhibition AEON Vietnam's presence as a retailer	

Having award ceremony & poster exhibition at HPA trade fair at AEON MALL will bring consumers, producers, and retailer together.

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Communication activities

2020 PLANS – Initiative by Hanoi DARD & HPA

School Program (Hanoi DARD)

Kick-off Meeting
Material Distribution
In-Class activity & Commitment Paper
Poster drawing activity
Evaluation Committee
Media coverage

- September ~ October 2020
- 2 schools (Giap Bat & Trung Vuong)
- Grade 7
- 2019 School Leaflet

Poster Festival (HPA)

Event management
Award ceremony
Sponsor management
Exhibition
Website introduction

- October 2020
- AEON MALL
- HPA Exhibition event
- Website leaflet @ Exhibition

CPMU – Support educational video production (= Bring farmers to schools instead of field trip) & poster frames
Project – Support printing materials and teachers' allowance

All the above are still to be confirmed once COVID-19 situation cleared and preparations resume.

Expenditures

Expenditures (June 2020 - July 2021)

Direct costs on trial and communication activities, excluding allowance and transportation costs to be borne by JICA consultant team.

PPMUs are expected to bear the costs for TOF training, provincial safe vegetable business forum, action plan workshop, and field allowance and transportation cost for field officers in charge.

No	Item	Q'ty	Unit cost	Expenditure by JICA
Production				
1	Soil and water laboratory test	24	1,327,000	31,848,000
2	Exposure visit among target groups	6	10,000,000	60,000,000
3	Upgrading of pre processing facility and equipment	5	180,000,000	900,000,000
4	Pesticide residue check (quick test)	50	800,000	40,000,000
5	Pesticide residue check (laboratory test)	40	5,618,000	224,720,000
6	Cultivation method for safe vegetable	20	10,000,000	200,000,000
Marketing				
1	Sales promotion events	1	-	133,000,000
2	Sale promotion material	20	11,765,000	235,300,000
Communication				
1	School education program material	1	-	247,000,000
2	School education program event	1	-	125,000,000

Expenditures for Action Plan to be mobilized by PPMU

Production

No	Item	Q'ty	Budget by PPMU
1	Confirmation of safety of production area		
	Soil and water sampling and test	2	Allowance for field officers and laboratory test fee (1,320,000/sample)
	Issue of certificate of safe production area by DARD	1	Certificate issuing fee
2	Trainings for basic GAP		
	TOF for basic GAP	1	Venue, transportation, allowance for the participants
	TOF Follow-up training	1	Venue, transportation, allowance for the participants
	Exposure visit among target groups	1	Venue, coffee break, lunch, allowance for the participants, lecturer fee, materials
3	On field instruction for Basic GAP		
	Field instruction of application of basic GAP (record keeping and chemical application)	Every week	Allowance for field officers
	Internal meeting	Every month	Allowance for field officers
	Internal audit	2	Allowance for field officers
4	Upgrading conditions to ensure food hygiene and safety		
	Technical assessment for upgrading conditions		Allowance for field officers
	Upgrading of facilities and equipment	1	Material cost for facilities and equipment (150,000,000/group)
5	External inspection and auditing		
	Technical assessment for safety conditions	1	Allowance for field officers
	Pesticide residue check (quick test)	1	Test kit materials (1,600,000/group, including a test tool set and test reagent for 10 samples/pack)
	Pesticide residue check (laboratory test)	2	Laboratory test (5,600,000/sample)
6	Cultivation planning based on market demand		
	Formulation of Safe Crop Production Group	1	Allowance for field officers
	Preparation of production planning	1	Allowance for field officers
7	Enhancing joint sales management		
	Establishment of joint sales system	1	Allowance for field officers
	Field instruction for joint sales	1	Allowance for field officers
8	Cultivation method for Safe Vegetable	1	Material cost for Demonstration farm

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Expenditures for Action Plan to be mobilized by PPMU

Marketing

No	Item	Q'ty	Budget by PPMU
1	Training on marketing TOF marketing	1	Venue, transportation, allowance for the participants
2	Developing marketing tools Developing marketing tools	1	Designing and printing of leaflet, banner, business card, logo of target group
3	Matching with buyers One-to-one matching for each TG	5	Allowance for field officers
	Provincial safe vegetable business forum in each province	1	Venue, banner, coffee break, allowance for the participants
	Trade fair in each province	1	Booth, table, banner, materials, allowance
5	Examination of collection and delivery method Initial check of collection and delivery by PPMU and TG	1	Allowance of field officers
	Random check by PPMU	1	Allowance of field officers
	Review meeting for each TG	1	Allowance of field officers
	TOF on marketing action plan in each province	1	Venue, transportation, allowance for the participants

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Thank you for your kind attention

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Project for Improvement of Reliability of Safe Crop Production in the Northern Region

Basic Concept of Trial Activity and Action Plan

July 2020

- Managing Organization:
MINISTRY OF AGRICULTURE AND RURAL DEVELOPMENT (MARD)
- Implementing Organization:
DEPARTMENT OF CROP PRODUCTION (DCP)
- Supported by:
JAPAN INTERNATIONAL COOPERATION AGENCY (JICA)
- Implementation Period: From 7/2016 to 7/2021

What is "Action Plan"?

Each PPMU/DARD is expected to prepare the "Action Plan" based on the trial activities carried out in the project.

Action plan consists of objective, methodologies of activities, implementation structure, methodology, schedule and budget.

Each PPMU/DARD is expected to secure necessary staffing and budget according to the action plan.

	Trial Activity	Action Plan
Planned by	JICA Team/GPMU	PPMU/DARD
Implemented by	JICA Team and PPMU	PPMU/DARD
Funded by	JICA Team (90%) and PPMU (10%)	PPMU/DARD (100%)

Nks

Deed

✓ Project Purpose

Safe crop production in target site in the Northern Region of Vietnam are promoted.

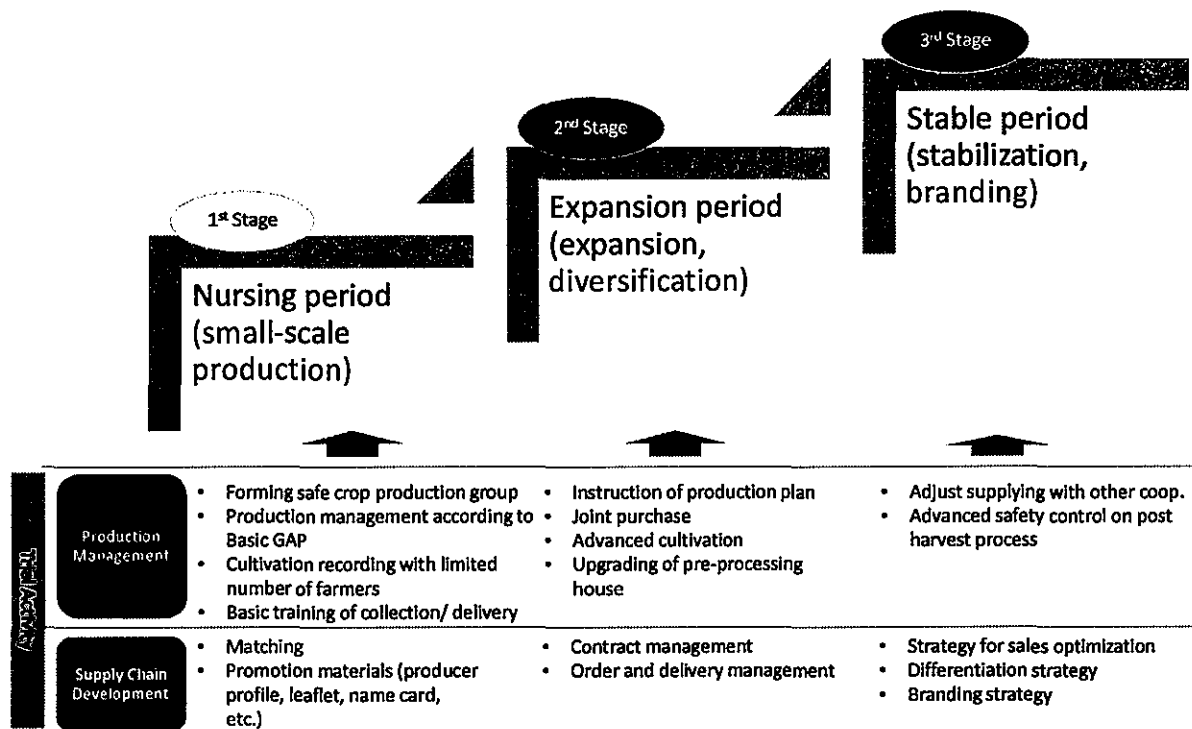
Based on Market Demand (Quality and Quantity),
Producer will cultivate and deliver the products to Buyer

✓ Trial Activities

Production Activity	Marketing Activity
<p>To Establish Safe Crop Production Area</p> <ul style="list-style-type: none"> ✓ Need Farmer Group/Cooperative/Company not targeting on only Individual Farmer ✓ Apply Basic GAP or Higher GAP Standard ✓ Making Production Plan on Market Demand ✓ Apply Cultivation Method (Organic Compost, Pest Controlling, Produce Good Seedling and Grafting) ✓ Harvesting, Collection, Pre-Processing and Packing ✓ Apply Test of Residual Pesticides 	<p>To Develop Supply Chain to Market</p> <ul style="list-style-type: none"> ✓ Dialogue with Market (Participation to Business Fare, Holding Business Matching and One to One Matching) ✓ Making Marketing Tools (Logo, Business Card, Leaflet, Label, Signboard and Catalogue) ✓ Holding MEZOROEKAI (Adjustment of condition of contract) ✓ Making contract btw Producer & Buyer ✓ Delivery of products

3

Stage-wise Approach on Trial Activities



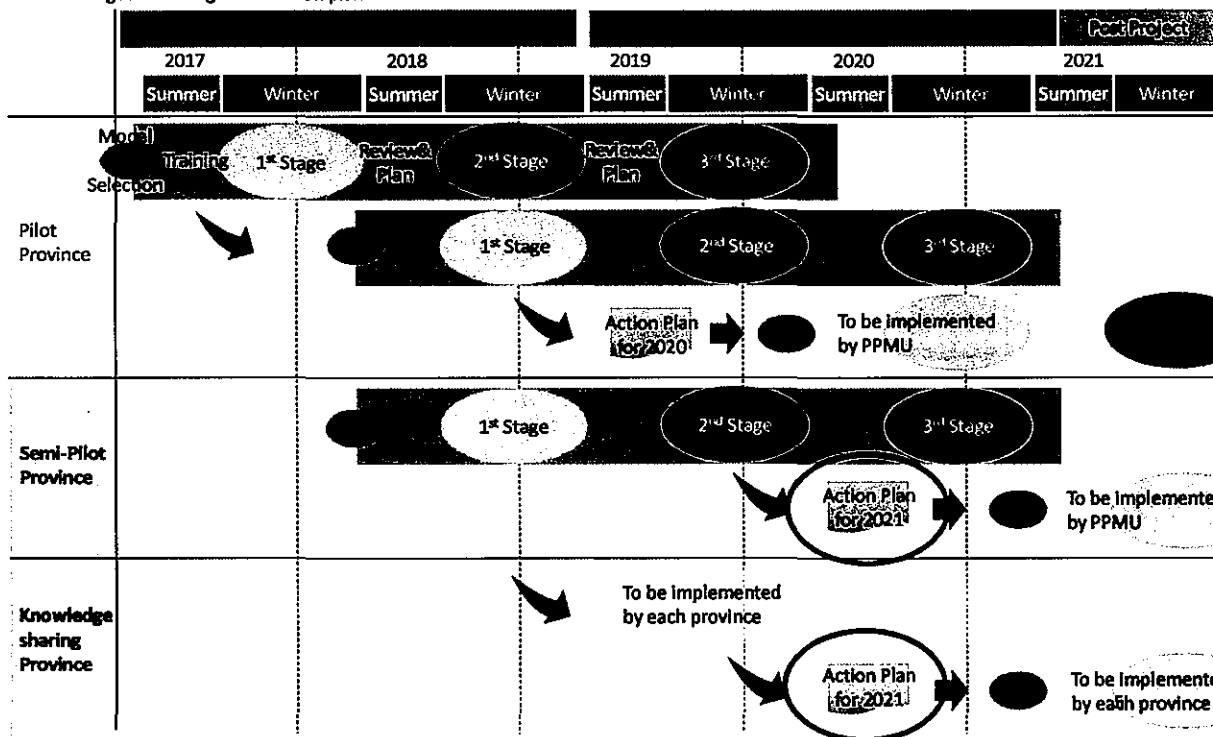
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Trial Activities and Action Plan

Trial activities in each target group are executed for three years.

Each province are expected to prepare an action plan based on the trial activities carried out in the project.

Action plan consists of contents, implementation structure, schedule and budget. Each province secures necessary personnel and budget according to the action plan.



Trial activities and Action Plan

	Title	Contents	Technical Procedures
<p>Trial activity implementation plan</p> <p>↓</p> <p>Manual (Draft)</p> <p>Prepared by JICA</p> <p>↓</p> <p>Action Plan</p> <p>Prepared by PPMU/DARD</p>	<p>1. Production Management System Development Manual</p>	<ol style="list-style-type: none"> 1. Selection of target group 2. Confirmation of the safety of production area 3. Training for Basic GAP 4. Cultivation Planning based on Market Demand 5. Cultivation Method for Safe Vegetables 6. On-field Instructions applying Basic GAP 7. Upgrading Conditions to Ensure Food Hygiene and Safety 8. Post-harvest and distribution 9. External Inspection and Auditing 	<p>Mechanism to produce safe vegetable following Basic GAP</p>
	<p>2. Supply Chain Development Manual</p>	<ul style="list-style-type: none"> • Developing promotion materials • Business forum/ Matching • Contract/ Agreement • Review meeting • Feedback mechanism • Joint sales/ Logistics management 	<p>Mechanism to develop safe vegetable supply chain according to market demand</p>
	<p>Action plan for safe crop production and supply chain development</p>	<ul style="list-style-type: none"> • Objective • Contents of activities • Verifiable Indicators and means of verifications • Implementation structure • Cost estimate • Budget request to PPC 	<ul style="list-style-type: none"> ✓ Contents of activities shall be designed based on trail activity plan and manuals prepared by JICA team. ✓ Budget: each PPC mobilizes s budget ✓ Material: referring to Manuals

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Schedule for Preparation of Action Plan (Semi-pilot provinces and Knowledge sharing provinces)

Period	CPMU/ JICA Project Team	Semi-Pilot provinces Knowledge sharing provinces
15 July 2020	JCC meeting (today)	
July – Aug 2020	Revision of Draft Manuals	
Sep 2020	PPMU/DARD meeting (Explanation of manuals and request for drafting of action plan)	
Sep – Oct 2020	Support PPMUs for drafting of Action Plan	Drafting of Action Plan
Nov – Dec 2020	Attend workshop	Action Plan workshop
Jan 2021 –	Monitoring of PPMU activities	Execution of activities according to Action Plan

7

Outlines of the Action Plan Workshop

In order to attract interest of Provincial People's Committee (PPC) and other relevant stakeholders and make consensus about direction of project activities after project completion with them, PPMU/DARD is expected to organize a workshop. Outlines is shown below.

Item	Contents
Timing	November – December 2020
Venue	Conference room in each province
Organizer	PPMU/DARD
Fund	PPMU/DARD
Participants	Around 30 participants (CPMU, PPC representatives, PPMU/DARD, Representatives of other relevant departments and JICA Project team)
Program	<ul style="list-style-type: none"> -Opening remarks -Project overview -Introduction of production management system and supply chain proposed by JICA Project team -Introduction of draft action plan prepared by PPMU -Discussion and Q&A

SỞ NÔNG NGHIỆP VÀ PTNT
BAN QUẢN LÝ DỰ ÁN JICA
TỈNH HUNG YÊN

Số: 01 /QLCL-QLCL

V/v đề nghị thay đổi nhóm mục tiêu
Chiến Thắng sang Bình Minh thuộc
Dự án JICA tại Hưng Yên

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập - Tự do - Hạnh phúc

Hưng Yên, ngày 20 tháng 02 năm 2020

Kính gửi: - Ban Quản lý dự án JICA Trung ương (CPMU);
- Nhóm tư vấn dự án JICA.

Do đặc điểm, tình hình sản xuất – kinh doanh đặc thù của nhóm mục tiêu Chiến Thắng có sự thay đổi cũng như có việc phân công lại nhân sự của nhóm. Để các hoạt động hỗ trợ của dự án được tiếp tục triển khai thuận lợi và phát huy hiệu quả, Ban quản lý dự án JICA tỉnh Hưng Yên đề nghị như sau:

Thay đổi nhóm mục tiêu Chiến Thắng sang Bình Minh, thông tin cơ bản về Hợp tác xã Rau an toàn Bình Minh:

Địa điểm: Thôn Diệt Pháp, xã Thiện Phiến, huyện Tiên Lữ, tỉnh Hưng Yên

Diện tích: 10 ha, số lượng thành viên: 10 hộ sản xuất. Ban quản trị bao gồm Ông Phạm Quốc Vượng – Giám đốc kiêm chủ tịch Hội đồng quản trị Hợp tác xã.

Ông: Đào Văn Tú - Phụ trách sản xuất.

Bà: Trần Thị Hương Thảo - Phụ trách thị trường.

Ông: Đào Xuân Kỳ - Phụ trách giám sát.

Ông Đào Văn Tuấn - Phụ trách hậu cần.

Bà: Ngô Mai Anh - kế toán.

Tài sản: diện tích nhà lưới 9.000m², nhà sơ chế được dự án JICA hỗ trợ thuộc Hợp tác xã Bình Minh.

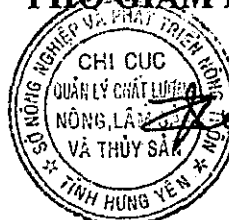
Chứng nhận VietGAP: Hợp tác xã đã đề nghị hỗ trợ của Chi cục Quản lý chất lượng Nông lâm sản & Thủy sản để triển khai đầu năm 2020.

Kính đề nghị, Ban Quản lý Dự án Trung ương (CPMU), Tổ tư vấn dự án xem xét, tạo điều kiện hỗ trợ nhóm mục tiêu./. *Phạm*

Nơi nhận:

- Như Kính gửi;
- BQLDA JICA Hưng Yên;
- Lưu: VT, QLCL.

**KT. GIÁM ĐỐC BQLDA
PHÓ GIÁM ĐỐC BQLDA**



Trần Nguyên Tháp

Chi

Tháp

**BỘ NÔNG NGHIỆP
VÀ PHÁT TRIỂN NÔNG THÔN
CỤC TRỒNG TRỌT**

**CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM
Độc lập - Tự do - Hạnh phúc**

Số: 561 /TT-JICA
V/v đề nghị thay đổi nhóm mục tiêu
Chiến Thắng sang Bình Minh thuộc
Dự án JICA tại Hưng Yên

Hà Nội, ngày 2 tháng 5 năm 2020

Kính gửi: Ban Quản lý dự án JICA tỉnh Hưng Yên

Phúc đáp công văn số 01/QLCL-QLCL của Ban Quản lý dự án JICA tỉnh Hưng Yên về việc đề nghị thay đổi nhóm mục tiêu Chiến Thắng sang Bình Minh thuộc Dự án JICA tại Hưng Yên, Ban Quản lý dự án Trung ương có ý kiến như sau:

Ban Quản lý dự án Trung ương nhất trí với đề nghị của Ban Quản lý Dự án JICA tỉnh Hưng Yên về đề nghị thay đổi nhóm mục tiêu từ Hợp tác xã Chiến Thắng sang Hợp tác xã Bình Minh.

Để các hoạt động hỗ trợ của dự án triển khai đảm bảo qui mô, nội dung và tiến độ và phát huy hiệu quả, Ban Quản lý dự án Trung ương đề nghị Ban Quản lý Dự án JICA tỉnh Hưng Yên hướng dẫn 2 Hợp tác xã trên thực hiện đúng cam kết về các nội dung đã được Dự án JICA hỗ trợ. Trong nội dung bản cam kết thể hiện rõ tính độc lập giữa 2 hợp tác xã và không có sự chanh chấp về tài sản được dự án hỗ trợ, đồng thời gửi bản cam kết về Ban Quản lý dự án Trung ương để có căn cứ đề nghị JCC điều chỉnh trong nhóm mục tiêu thời gian tới.

Trên đây là ý kiến của Ban quản lý dự án Trung ương gửi Ban Quản lý dự án JICA Hưng Yên để triển khai thực hiện./.

Nơi nhận:

- Như trên;
- Văn phòng Dự án JICA;
- Lưu: VT, JICA.

CỤC TRƯỞNG

Nguyễn Như Cường
Nguyễn Như Cường

Đhi

Đhi



Consensus on Manuals

17th July 2020

“Improvement of reliability of safe crop production in the Northern region”, which are supported by the Government of Japan from ODA budget, has been implementing since July 2016. JICA has supported to conduct this Project in DCP- MARD

Project’s activities have been showing better progress and completed several activities as plan. The concept of the Project is to establish Agriculture Value Chain, from production to consumers. To disseminate and expand the results of the project from now on and after the termination of project, CPMU and JICA Project Office have started developing 2 Manuals, namely “Operation Manual for Production Management System for GAP Promotion” and “Supply Chain Development Manual”.

CPMU has also asked PPMU of 3 Pilot Provinces and 3 Semi-Pilot Provinces to show their opinion and request on the 2 Manuals by Official Letter, 639/TT-JICA dated 3rd June 2020. And CPMU has received the reply from all 6 PPMUs by 18th June 2020. Based on the PPMU’s opinion and request and conclusion of CPMU’s meeting on 30th June 2020, CPMU would like to propose the following items and make consensus on the Manuals in 4th JCC Meeting.

1. Principle for both Manuals
 - A) Manuals must be able to be used by any staff of DARD in Provincial Government (including related Sub-Departments and Extension Center) even after the Project completion,
 - B) Manuals must be able to be easily understandable and feasible by any staff of DARD in Provincial Government even who has never participated in the Project.
 - C) Current roles and responsibilities of stakeholders seem to be not so different from that in the Trial Activities Implementation Plan that was formulated by the Project and conducted within the framework of the Project. Both Manuals require proactive roles of the local governments without Project (without CPMU and PPMU under the current Project framework) from formulating provincial dissemination plan, securing budget, official establishment of management unit of the plan and official assignment of person in charge of production and marketing to the implementation and evaluation even after the completion of the Project. Therefore, the roles and responsibility of stakeholders, especially the role of DCP/MARD and DARD need to be revised to ensure viability and sustainability of the local initiatives and its validity need to be examined based on the monitoring results of implementation of the Action Plan by 3 provinces (Hai Duong, Ha Nam and Hung Yen).

2. Specific Requirement for “Operation Manual for Production Management System for GAP Promotion”
 - A) Terminology and Definitions must be clear.
 - B) Newly introduced cultivation methods including implementation of the demonstration farm in the Project must be separately compile from other contents,
 - C) It must be clear the capacity of applicable Existing Farmer Group/ Agriculture Cooperative/

Agriculture Production Company for the applied approaches on the agriculture production in the Project,

- D) Selection criterion of Farmer Group/ Agriculture Cooperative/ Agriculture Production Company must be more detailed based on the above C) and must be at least 2 cases such as no necessary of instruction of newly introduced cultivation methods and necessary of the instruction,
- E) Timing of any trainings and site visiting must not be limited in particular year such as 2018 or 2020,
- F) Preparation of Production Plan must at least include both cases that "target group has buyers but does not have enough capacity of production to meet the requirement of buyers" and "target group does not have buyers but have enough capacity of production",
- G) The technical name of "Soil sterilization by using sun light" must be replaced with "Soil sterilization by solar energy",
- H) The name of "Trial Activity" in the Manual must be reconsidered especially after the Project completion. It must be "Dissemination Activity".

3. Specific Requirement for "Supply Chain Development Manual"

- A) Terminology and Definitions must be clear. "Joint Sales" must be defined in the Manual as well as "Operation Manual for Production Management System for GAP Promotion",
- B) Objective (target) of the manual is described as "to provide useful information and guidance to the officials of Department of Agriculture and Rural Development (DARD) in the provinces which intend to implement safe vegetable promotion projects to support target producer groups (TG) for producing and distributing safe vegetable in accordance with Good Agricultural Practices (GAPs: basic GAP/ VietGAP)", however safe vegetable promotion plan by supply chain shall be appropriate instead of safe vegetable promotion project to enable DARD to secure the budget within their authority by utilizing their usual budget of dissemination or incorporating with particular city/provincial program to promote safe vegetable. Contents of the manual should be relevant and easily understandable for the officials of DARD/TGs which have less or no experiences in the Project activities.
- C) It must be required to examine which activities were feasible to conduct and which activities were difficult to implement by the initiative of DARD based on the monitoring results of implementation of the Action Plan by 3 provinces (Hai Duong, Ha Nam and Hung Yen) and review the relevance of manual again to make contents and scale of each activity feasible in terms of budget availability and capacity of the DARD.
- D) According to PDM, at least 3 kinds of supply chain model must be developed, thus it must be shown in the Manual,
- E) Table 3.4 and 3.5 in the current draft Manual cannot be Table of Models. It just shows categorization, not model,
- F) It must be instructed How to access to new buyers and How to find potential buyers, because through the Project activities, it is now well known by farmers that participation to any trade fairs cannot be economically effective approach to increasing the buyers, because of small outputs in spite of much inputs of preparation time, cost and manpower,
- G) It must show that how to sell uncertain safety vegetable with safe vegetable. Target Group, especially Agriculture Cooperative, must have jointly sold vegetable produced by non-

- participated farmer to the Project,
- H) More specific solutions to regulate farmer's breaking the contract and to apply flexible pricing of safe vegetables must be instructed. According to joint sales method in the Project, the selling price has been usually fixed in a contract with buyers. However, when the Local Wet Market Price becomes higher than the contract price with buyer, farmers doesn't sell their products to the contracted buyer and sell to the Local Wet Market,
 - I) "Mezoroeikai" must be deleted in the Manual,
 - J) Necessity of marketing for the sustainable promotion of safe vegetable need to be explained in the objective of manual. It would be necessary to explain importance of marketing activities for the sustainable promotion of safe vegetable in the objective (P.2, 1.1. Objective, CHAPTER 1 INTRODUCTION), before moving on to the next section, introduction of two components of safe vegetable promotion project, production management and supply chain development, which might give a little abrupt impression especially for the readers who have less experiences in the marketing activities (P2, (1) Two components of project, 1.2. Structure of safe vegetable promotion project, CHAPTER 1 INTRODUCTION),
 - K) Feasible and relevant implementation body and target for TOT/TOF need to be determined. Concerning the training provided by the DARD to the target groups, it should be reconsidered whether TOT is relevant as a training to provide to the target group (CHAPTER 3 DIALOGUE WITH MARKET, P.9). It is also required to determine feasible implementation body of TOT provided to the DARD marketing staffs from the perspective of both budget availability and capacity (P.10, 3.1. Training of trainers (TOT) and Training of farmers (TOF) on marketing, CHAPTER 3 DIALOGUE WITH MARKET, P.10),
 - L) Feasibility of outlines of TOF on marketing and marketing action plan need to be re-examined. It is expected to prepare SWOT analysis by the target groups before TOF, however it might be difficult to conduct SWOT analysis without guidance especially for the new target groups (P17, 3.1.2 TOF on marketing, CHAPTER 3 DIALOGUE WITH MARKET). Outlines should be relevant to the new target groups with less or no experiences in the marketing activities as well,
 - M) Consistency between Segmentation of vegetable market and Categorization of buyers for safe vegetables need to be re-examined. It would be required to ensure consistency between Figure 3-5 Segmentation of vegetable market and Table 3-4 Categorization of buyers for safe vegetables to facilitate understanding of readers without confusion (P.12 and P. 13, (3) Segmentation, 3.1.1. TOT on marketing, CHAPTER 3). There might be the case that supermarkets require higher safety and pay higher price than safe vegetable shops,
 - N) Sustainability of matching events need to be re-considered. It needs to be confirmed with HPA whether safe crop business forum in Hanoi will be organized once in August or September every year even after the termination of the Project (P.27~P29, 3.3.2 Matching events, PCHAPTER 3),
 - O) Experience in the Project described in the boxes need to be updated. Some information and data shown in the Experience in the Project described in the boxes need to be updated to reflect the current situation.

END



Project for Improvement of Reliability of Safe Crop Production in the Northern Region

PDM

ver.2 on June 21, 2019

- Managing Organization:
MINISTRY OF AGRICULTURE AND RURAL DEVELOPMENT (MARD)
- Implementing Organization:
DEPARTMENT OF CROP PRODUCTION (DCP)
- Supported by:
JAPAN INTERNATIONAL COOPERATION AGENCY (JICA)
- Implementation Period: From 7/2016 to 7/2021

Project Design Matrix (PDM)

Title of the Project: Project for Improvement of Reliability of Safe Crop Production in the Northern Region ("IR5aC" Project)

Term of Cooperation: 5 years from dispatch of first long term expert

Project Site: The Northern Region of Vietnam: "2 Cities and 11 Provinces" (Hanoi City, Hai Phong City, Hung Yen Province, Hai Duong Province, Ha Nam Province, Thai Binh Province, Phu Tho Province, Vinh Phuc Province, Quang Ninh Province, Hoa Binh Province, Bac Ninh Province, Nam Dinh Province and Ninh Binh Province).

Implementing Organization: DCP/MARD, DARDs (in the Project site)

June 21, 2019/ PDM-ver.2

Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>Overall Goal</p> <p>Agricultural products in the Northern Region of Viet Nam are Improved in term of safety and reliability."</p> <p>*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.</p>	<p>1) Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.</p> <p>2) Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.</p> <p>3) Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.</p>	<p>* MARD/DARD reports (focus on Basic GAP/ VietGAP/ GlobalGAP)</p>	<p>1. The current agricultural legal policy on safe crop production and food safety does not change.</p>
<p>Project Purpose</p> <p>Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted."</p> <p>*Promotion of safe crop production, then, channel of the value chain is promoted.</p>	<p>1) At least three kinds of supply chain models for safe crops are developed in the target sites.</p> <p>2) Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.</p> <p>3) The area for reliable safe crop production in the target sites is increased to 180ha.</p>	<p>1) Safe crop supply chain development manual</p> <p>2) Baseline/Endline survey</p> <p>3) Baseline/Endline survey</p>	<p>1. Necessary budget for safe crop production activities is ensured at central/provincial level.</p>
<p>Outputs</p> <p>1) "The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved."</p>	<p>For Producers</p> <p>1-1) The number of target groups applying and utilizing Basic GAP/ VietGAP is increased to at least 16.</p> <p>1-2) 320 number of producers in target sites attend Basic GAP trainings.</p> <p>1-3) 80% of producers in target sites record on field diary properly according to Basic GAP.</p> <p>1-4) 100% of target groups in target sites conduct internal audit to evaluate group members' activity.</p>	<p>1-1) PPMU monitoring report</p> <p>1-2) PPMU monitoring reports</p> <p>1-3) Baseline/Endline survey</p> <p>1-4) PPMU monitoring reports</p>	<p>1. No severe natural disasters or economic crisis occur that have serious impact on food production and prices.</p> <p>2. The price and condition of agricultural product are not drastically fluctuated.</p> <p>3. The violation of contract and bankruptcy of buyers is not frequently.</p>

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Narrative Summary	Objectively Verifiable Indicators	Means of verifications	Important Assumptions
<p>2) "The good patterns as model on safe crop production (safety vegetable) following GAP (Basic GAP/VietGAP/Global GAP) with supply chain is proposed."</p> <p>3) "Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised."</p>	<p>For Government staff</p> <p>1-5) 48 number of field officers are trained as trainer of Basic GAP.</p> <p>1-6) 35 samples of soil and water analysis are conducted.</p> <p>1-7) 60 samples of pesticide residue are checked by authorized laboratory.</p> <p>1-8) 500 samples of pesticide residue are checked as quick test by PPMU.</p> <p>1-9) 70 times of internal audits are attended by field officers.</p> <p>1-10) Monitoring report is prepared by PPMU every 3 months.</p> <p>1-11) Action plan is prepared by PPMU</p> <p>2-1) 300 number of matching events are conducted</p> <p>2-2) 110 number of linkages between producers and buyers are made in target sites.</p> <p>2-3) The coordination meetings for each target group with buyers are held at least once a year to receive feedback or discuss future trading.</p> <p>2-4) Monitoring report is prepared by PPMU every 3 months.</p> <p>2-5) Action plans is prepared by PPMU</p> <p>3-1) The awareness program for consumers, producers and buyers are conducted 15 times by CPMU and PPMU.</p> <p>3-2) 5 promotional materials for awareness activities are developed.</p> <p>3-3) The number of participants of general school students in Hanoi exceed 64,000.</p>	<p>1-5) PPMU monitoring reports</p> <p>1-6) PPMU monitoring reports</p> <p>1-7) PPMU monitoring reports</p> <p>1-8) PPMU monitoring reports</p> <p>1-9) PPMU monitoring reports</p> <p>1-10) PPMU monitoring reports</p> <p>1-11) Action plans</p> <p>2-1) PPMU monitoring reports</p> <p>2-2) PPMU monitoring reports</p> <p>2-3) PPMU monitoring reports</p> <p>2-4) PPMU monitoring reports</p> <p>2-5) Action plans</p> <p>3-1) CPMU and PPMU monitoring report</p> <p>3-2) CPMU and PPMU monitoring report</p> <p>3-3) CPMU and PPMU monitoring report</p>	

Activities	Inputs	
<p>1.1 To create unit of CPMU (Central Project Management Unit) within DCP/MARD in order to manage and implement of the Project effectively in central level</p> <p>1.2 To create PPMU (Provincial Project Management Unit) within the respective province selected as "Pilot province(s)/city" and "Semi Pilot province(s)" in order to manage and implement of the Project effectively in local level</p> <p>* The PPMU is consisted with relevant sub-department(s) in DARD as well as collaboration with other departments/centers which is necessary to implement the Project effectively.</p> <p>1.3 To review/analyze and identify bottlenecks in the existing situation and problems for safe crop production in the Pilot province(s) and Semi Pilot province(s)</p> <p>1.4 To select the target groups (=Agriculture production entities; Agriculture Cooperative, Agriculture Production company/enterprises, and Farmer Groups) in the Pilot province(s) and Semi Pilot province(s)</p> <p>1.5 To collect relevant documents, materials and data on safe crop production including GAP, training materials, brochures</p> <p>1.6 To design crop production systems in order to ensure quality and safety</p> <p>* "Crop production system" includes the activities, such as format of record keeping, method of record confirmation, scientific pesticide residue testing, PGS (participatory Guarantee System, and introduction of ICT (Information and Communication Technology), etc.</p> <p>1.7 Based on the systems designed in the Activity 1.6 above, to introduce the system as trial activities in the pilot province(s) by joint collaboration between CPMU and PPMU</p> <p>1.8 Based on the trial activities 1.7 above, to modify and improve the systems in order to make the system workable</p> <p>1.9 Against PPMU in the respective "Semi Pilot province(s)", to conduct workshop/seminars regarding to the system constructed in the Activity 1.8 above by CPMU</p> <p>1.10 To introduce the system above even in the "Semi Pilot province(s)" under the guidance and instruction by CPMU</p> <p>1.11 In the Pilot province(s) and Semi Pilot province(s), to summarize the results of trial activities carried out, and then to formulate action plans (including activities and budget) which enable MARD/DARD to continue the Project activities even after the termination of the Project</p> <p>* For the above-mentioned Activity 1, the "Knowledge-sharing province(s)/city" are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.</p>	<p>Vietnamese Side</p> <p><Project Staff></p> <p>- Counterpart and administrative staffs</p> <p><Facilities/Buildings></p> <p>- Suitable office space with necessary equipment/facilities for Japanese experts</p> <p><Expenses for operation and management></p> <p>- Counterpart Fund necessary for the implementation of the Project</p> <p>Japanese Side</p> <p><Dispatch of Japanese Experts></p> <p>Long-term Experts:</p> <p>- Project Chief Advisor</p> <p>- Project Coordinator/ Training/ Public Relations</p> <p>Short-term experts: As required</p> <p><Equipment/Machinery/Vehicle></p> <p>- As necessary equipment</p> <p>- Other items are to be discussed</p> <p><Training in Japan/ Third countries></p> <p>- Training of Vietnamese staffs in Japan/third countries as required</p>	<p>1. The majority of the Project counterparts in charge of safe crop production in central and pilot province(s) do not change.</p> <p>2. The cooperation from government organization and people committee in relevant province(s) and city and the counterpart budget is secured.</p> <p>Pre-conditions</p> <p>1. The cooperation from buyers (collector, trader, wholesaler, retailer, etc.) of safe crop production is secured.</p>

- 2.1 To conduct survey on "Market (value chain) analysis" (such as "Market Trends & Competitiveness", "Value Chain Mapping/Diagram", "Constraints & Opportunities", "Stakeholders' / Actors' relationship" and "Governance Structures & Public-private relations")
- 2.2 In conjunction with the Activity 1.4, and also based on the results of Market analysis survey above, to identify the potential buyers of the agricultural products produced by target groups (product processing entity, distribution entity and sales entity) in the Pilot province(s) and Semi Pilot province(s) or large consumption areas (Hanoi, etc.)
- 2.3 Together to provide the results of the Market analysis survey to the producers in the respective province, to conduct sales promotion activities on safe crops (in particular, vegetables follow GAP), making contract and planning collection and delivery activities based on the requests by processing and sales entity
 - * "Promotion activities on safe crop production" is called as Matching activities like market/price information sharing and supports of business opportunities between producers and buyers
- 2.4 To examine the trial activities of collection, pre processing and delivery in Pilot provinces.
- 2.5 To introduce the trial activities of collection, pre processing and delivery above even in the "Semi Pilot province(s)" under the guidance and instruction by CPMU
- 2.6 In the Pilot province(s) and Semi Pilot province(s), to summarize the results of trial activities carried out, and then to formulate action plans (including activities and budget) which enable MARD/DARD to continue the Project activities even after the termination of the Project
 - * For the above-mentioned Activity 2, the "Knowledge-sharing province(s)/city" are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.

- 3.1 To review and analyze past experiences of promotion activities on safe crop production and food safety, and draw good practices and lessons learned.
- 3.2 To implement raising awareness activities on safe crop production and food safety, focusing on human health, environment and agricultural promotion toward customers (buyers/consumers) through mass media in nationwide
 - * Awareness activities = such as awareness raising campaign event, utilization of social media
- 3.3 To implement specific raising awareness activities on safe crop production and food safety toward the target groups and organization related to the Activity 1 and Activity 2
- 3.4 To grasp the consumers' voice/opinion and support activities on communication and information given by Vietnamese government

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Project for Improvement of Reliability of Safe Crop Production in the Northern Region

Project Implementation Plan In Knowledge Sharing Provinces

July, 2020

JICA Project Team

Activities (Aug 2020 – July 2021)

- ✓ Activities and schedule for 2 target groups in knowledge sharing provinces are shown in hand out material of A3 paper with yellow color.
- ✓ Focusing point of activities in each target groups are follows;
 - ◆ TG in Hai Phong
To improve cultivation capacity to meet market demands
 - ◆ TG in Bac Ninh
To find new buyer/market to increase joint sales amount
- ✓ Action Plan for 2 Knowledge Sharing Provinces (Bac Ninh and Hai Phong) will be developed by PPMU with support of JICA Project Team as well as PPMU of Pilot Province and Semi Pilot Province
- ✓ CPMU will hold workshop/seminar for sharing experience with other 4 knowledge sharing provinces.
- ✓ Focusing points of establishing a target group in 4 provinces are follows;
 - ◆ To find skill full farmer group on cultivation or
 - ◆ To frequently involve skillful agriculture extension staff

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No.	Activity	Implementation by	Support by	2018												2019												2020												2021											
				Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Jan	Feb	Mar	Apr	May	Jun	Jul										
8 Upgrading conditions to ensure food hygiene and safety																																																			
8-1	Technical assessment for upgrading conditions	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
8-2	Draft a list of necessary equipment and materials	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
8-3	Upgrading of facilities and equipment	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
9 Joint sales management																																																			
9-1	Establishment of joint sales system	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
9-2	Field Instruction for joint sales	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
10 External inspection and auditing																																																			
10-1	Guidance of sampling testing plan and external auditing	CPMU, JICA Project team	PPMU of Pilot Province																																																
10-2	Pesticide residue check (quick test)	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
10-3	Pesticide residue check (laboratory test)	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
10-4	External audit (by Gov. officer and JICA Project team)	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
11 Monitoring and Evaluation																																																			
11-1	Review of pilot activities	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
11-2	Monitoring	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
11-3	Evaluation	CPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
12 Review of "Safe Crop Production Management System"																																																			
12-1	To extract lessons from pilot project activities	CPMU	JICA Project team																																																
12-2	To review "Safe Crop Production Management System"	CPMU	JICA Project team																																																

1 Dialogue with Market																																																			
1-1	TOT and TOF on marketing																																																		
	TOT marketing	CPMU, JICA Project team	PPMU of Pilot Province																																																
	TOF on marketing in province	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
1-2	Developing marketing tools	CPMU, JICA Project team	PPMU of Pilot Province																																																
1-3	Matching with buyers																																																		
	One-to-one matching for TG	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
	Safe vegetable business forum in Hanoi	HPA	CPMU, JICA Project team, PPMU of Pilot Province																																																
	Provincial safe vegetable business forum in province	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
	Trade fair in province	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
1-4	Assisting in making contract for TG	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
2 Post Harvest and Distribution																																																			
2-1	Mezorokel for TG	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
2-2	Monitoring of collection and delivery for each TG																																																		
	Initial check by PPMU and TG	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
	Random check by PPMU	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
2-3	Review and planning next season for TG																																																		
	Review meeting for TG	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
	TOF on marketing action plan in province	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
3 Monitoring and Evaluation																																																			
3-1	Monitoring	PPMU	CPMU, JICA Project team, PPMU of Pilot Province																																																
3-2	Evaluation	CPMU	JICA Project team																																																
4 Review of "Supply Chain Development System"																																																			

Project Activities Implementation Schedule in Knowledge Sharing Province (Aug, 2018 -)

No.	Activity	Implementation by	Support by	2018												2019												2020												2021											
				Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
4-1	To extract lessons from pilot project activities	CPMU	JICA Project team	[Activity Schedule Grid]																																															
4-2	To review "Supply Chain Development System"	CPMU	JICA Project team	[Activity Schedule Grid]																																															

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Recordings of JCC meeting

I. GENERAL INFORMATION

- **Time:** 8:30 - 12:00, July 17th 2020 (Friday)
- **Venue:** Meeting hall - R.101 - B6 Building - Ministry of Agriculture and Rural Development
- **Chairman:** Mr. Nguyen Anh Minh - Deputy Director General - International Cooperation Department (ICD), Ministry of Agriculture and Rural Development (MARD)

II. SUMMARIZE

1. Mr. Dinh Cong Chinh - Vice Head of Food Crop Division, Department of Crop Production (DCP) - Deputy Director of Central Project Management Unit (CPMU) introduced the participants and JCC agenda.
2. Mr. Nguyen Anh Minh on behalf of MARD gave the opening remarks. He expressed his appreciation to the JICA representatives, JICA Project Experts, and participants from the relevant departments and provinces. He evaluated the implementation of Project for the past 4 years and Target criteria of Outputs had been achieved basically, including establishment of models, ensuring quality of products, increasing awareness on production and consumption of safe vegetables. In the context of natural disaster and epidemic, especially Covid-19, the production of safe products and raising awareness on production and consumption of safe products were very important. He emphasized that results of this project could bring lessons learnt for implementing safe crop production following chain.
3. Mr. Akira Shimizu - Chief Representative of JICA Vietnam Office delivered welcome speech. He mentioned that this Project had been implemented since 2016, after Basic GAP was approved by MARD in July 2014. Application of Basic GAP was for the purpose of improving the safety and reliability of products. He highly evaluated good implementation of Project's activities in the Pilot and Semi-pilot provinces. Such results must be maintained and developed more, at the same time, disseminated and shared with Knowledge sharing provinces. He would like to request PPMUs to continue to conduct Project's activities, even after the Project, so that results of Project could be maintained and diffused. He emphasized that economy of Vietnam was on the right track of strong development. Attention and concern of people for safe products increased and the exportation of agricultural products had huge potential due to the signing of international trading conventions. Through the Project, quality of agricultural products of Vietnam would be improved and Vietnam could export its products to international market. As the person who comprehensively supported both Phase 1 and Phase 2 of the Project since 2010, when being in the position of Senior Representative of JICA Vietnam Office, he felt very happy to observe good impacts and results of Project during the past 10 years. He strongly believed that the Project would get further good results.
4. Mr. Nguyen Nhu Cuong - Director General of DCP - Director of CPMU thanked for Mr. Shimizu's attendance and giving the welcome speech at JCC meeting and he expressed that Mr. Shimizu's hopes were also desire of the Vietnamese Government and people.
5. Mr. Cao Viet Hung, Coordinator of CPMU gave a presentation on the Project Progress (from July 2016 to May 2020) in pilot and semi-pilot provinces; Progress in Knowledge Sharing Provinces (Bac Ninh and Hai

Phong) from August 2019 to May 2020, toward the Project Completion.

6. Mr. Le Thai Nghiep, Head of Crop Production Division of Department of Agriculture and Rural Development (DARD), Coordinator of Provincial Project Management Unit (PPMU), Hai Duong Province reported the Result and Lessons of pilot activities.
7. Ms. Nguyen Thi Thoa, Vice head of Organization Division, Coordinator of PPMU, made a presentation on the Result of communication activities in 2019 and plan in 2020.
8. Ms. Nguyen Quynh Trang, member of PPMU Bac Ninh reported on Results of implementing JICA Project in Bac Ninh province (July 2019- March 2020)
9. Mr. Mitsuru Nanakubo, Team Leader of Consultant Team gave a presentation on the Project Implementation Plan (from June 2020 to July 2021)
10. Mr. Nguyễn Như Cường, Director of CPMU chaired discussions session and asked for comments from JCC
11. Mr. Nguyễn Như Cường delivered JCC conclusion and closing remarks.

III. MAIN CONTENTS

1. Project Progress (from July 2016 to May 2020)

Mr. Cao Viet Hung introduced the following reports:

- Project Outline and reported current achievement of Outputs and progress of Trial Activities and Communication Activities. (Annex 3)
 - Progress of Project: Achievement of Outputs: basically, most of target indicators had been achieved.
 - Results of trial activities: production, marketing and communication
- Progress in Knowledge Sharing Provinces (Bac Ninh and Hai Phong) from August 2019 to May 2020, toward the Project Completion (Annex 3)
 - Inappropriate conditions of Project Owner (CPMU, MARD-DCP) as of July 2018
 - Project Evaluations and evaluation points
 - Purpose of Activities in Knowledge Sharing Provinces by CPMU
 - Summary of Activities in Knowledge Sharing Provinces
 - Conclusion of Activities in Knowledge Sharing Provinces: (1) *In terms of project approach* and *In terms of Project Evaluation*

2. Report from Pilot province- Result and Lessons from implementation of trial activities.

Mr. Le Thai Nghiep reported result and lessons of pilot activities in Hai Duong province. (Annex 4)

Main points:

- In addition to the implementation of Project's activities in 6 current target groups (TG), in 2020, Hai Duong disseminated the Project's activities in 1 new group- Nam Vu Clean Agriculture Cooperative (Thanh Ha district) with a scale of 5ha and participation of 20 households. Supporting of PPMU Hai Duong for every newly disseminated TG would be conducted for 2 years (in this case, it would be from 2020 to 2021).
- The current implemented activities supported the farmers to change their awareness on production and marketing; increase their production skills and capacity; as well as to improve marketing capacity for leaders of TGs.

- Hai Duong committed the progress of Project's activities conducted in the province.

3. Results and lesson learnt from communication activities.

Mrs. Nguyen Thi Thoa- on behalf of PPMU Hanoi reported on Results of communication activities in 2019 and plan in 2020 (Annex 5)

Main points:

- Communication activities, matching consumption channels, advertising and promoting safe vegetable consumption markets in order to raise awareness about safe products for the community, in particular focus on secondary school students in Hanoi, were continued to implement with the collaboration among DARD, Hanoi Promotion Agency (HPA) and Department of Education and Training (DOET). Activities included 3 main contents: (1) School education program; (2) Poster drawing Festival Program and (3) Poster exhibition program at AEON Mall Long Bien.
- In addition to selected schools, Giap Bat Secondary School and Truong Vuong Secondary School voluntarily organized some parts of communication activities by using their own budget. This shown the usefulness of communication activities.
- PPMU Hanoi would continue to conduct communication activities in 2020, but with 2 new points: (1) Hanoi Agriculture Extension Centre would be assigned for the implementation of activities and (2) Deeper and further participation and involvement of HPA, from the preparation stage, in cooperation with DARD and DOET.
- PPMU Hanoi also evaluated the current approach of communication activities- approaching parents through their children- as an effective method. Thus, if it was just model, as current situation, it was impossible to ensure the sustainable change on awareness. Hanoi DARD also wanted to widen communication activities to schools of 32 urban districts. To do so, PPMU Hanoi requested CPMU to propose MARD for issuing official letter to Hanoi People's Committee (Hanoi PC). With guidance and orientation from MARD and PPC, Hanoi DARD could propose plan and ask for allocation of budget to conduct dissemination works of communication activities in the future.

4. Report from Knowledge sharing province- Results and lesson learnt

Ms. Nguyen Quynh Trang - member of PPMU Bac Ninh reported on Results of implementing JICA Project in Bac Ninh province (July 2019- March 2020)

Main points:

- Bac Ninh was chosen as one of six knowledge sharing provinces in the Project and started Project's activities from 7/2019 at 01 TG, namely Ngam Mac Agricultural Cooperative - Lang Ngam Commune - Gia Binh District, with an area of 43,020 m² and 36 target farmer households.
- PPMU Bac Ninh, with support and cooperation from CPMU and JICA Experts, conducted Project's activities on production and marketing, such as holding TOT, TOF, guiding for the application of Basic GAP, application of new cultivation techniques/methods, finding market and conducting joint sale in TG.
- Initial evaluation: awareness and production capacity of target farmers were increased, via applying Basic GAP in production, logging into production diary and managing quality of products as well as conducting joint sales.

- The plan for next period of PPMU: Continue to implement project tasks as the Plan and requirements of the CPMU; Continue to check and take samples of products to monitor food safety criteria; and Cooperate with JICA project team to guide, check and monitor safe vegetable production of TG.
- PPMU Bac Ninh also asked CPMU and JICA Project to continue to monitor and support the TG in increasing production capacity to meet market demand and support AC in finding and introducing new and stable buyers, as well as developing and improving marketing tools.

5. Project implementation Plan (June 2020- July 2021)

Mr. Mitsuru Nanakubo - Consultant Team Leader presented Project Implementation Plan for period from June 2020 to July 2021.

Main points:

- Continue to implement trial activities on production and marketing in TGs of Pilot and Semi- pilot provinces; and communication activities in Hanoi.
- Direct costs for trial and communication activities; Expenditures for Action Plan to be mobilized by PPMU

IV. DISCUSSION

Mr. Nguyễn Như Cường - Director of CPMU chaired discussions session and asked for comments from JCC

1. Contents for discussion and getting consensus

- Action plan in Semi- pilot and Knowledge sharing provinces developed by PPMU.
- Changing of TG (Hung Yen)
- Way of Compilation of 2 Manuals (Production & Supply Chain)
- Revision of PDM if necessary
- Project Implementation Plan for Knowledge Sharing Provinces

2. Results of discussion:

a) Action plan in Semi- pilot and Knowledge sharing provinces developed by PPMU

- Mr. Mitsuru Nanakubo - Consultant Team leader presented on basic concept of Trial activity and Action plan (Annex 7), including contents, schedule for Preparation of Action Plan (Semi-pilot provinces and Knowledge sharing provinces) and Outlines of the Action Plan Workshop

→ JCC agreed with the above- mentioned proposals. In addition, Mr. Nguyen Nhu Cuong - Director of CPMU requested to have concrete discussion with each province in order to finalize the plans as well as find feasible solutions to ensure the completion of these plans.

b) Changing of TG (Hung Yen)

- Mr. Nguyen Nhu Cuong - Director of CPMU explained the proposal of PPMU Hung Yen regarding the change of TG, from Chien Thang Cooperative to Binh Minh Cooperative as in the official letter No. 01/QLCL- QLCL, on Feb 20th 2020 of PPMU Hung Yen (Annex 8).

→ JCC agreed with this change with a condition of commitment of PPMU Hung Yen on no effect on Project' activities as well as completion of targets by this change, as the proposal from Director of CPMU.

c) Way of Compilation of 2 Manuals “Operation Manual for Production Management System for GAP Promotion” and “Supply Chain Development Manual”.

- Mr. Nguyen Nhu Cuong - Director of CPMU mentioned that requests on way of compilation of 2 manuals

were made based on comments from PPMU and CPMU and printed as handout to deliver to all participants in this JCC meeting (Annex 9). We all agreed that these manuals must not be Project report. Results and lessons learnt from this Project must be summarized, evaluated and upgraded to knowledge, being useful and suitable to all subjects, including those who never took part in Project's activities before. These manuals must to be used even after the termination of Project. He also stressed that before JCC, CPMU already sent official letters to 7 PPMUs to request for comments from them. However, feedback from 7 PPMUs were lack of valuable ideas and comments. Mr. Cuong didn't satisfy and felt sad. On the other hand, he didn't totally agree with ways of composing these manuals and CPMU would still collect comments and feedback from provinces for the compilation.

- Mr. Akira Shimizu - Chief Representative of JICA Vietnam Office agreed with Mr. Cuong's ideas for revision of 2 manuals. He also agreed with the idea that 2 manuals developed by Project must be useful. In addition, it was necessary to consider the suitability of contents and each province should give further comments for these manuals.
- Mr. Nguyen Nhu Cuong proposed that CPMU would continue to collect comments from PPMUs for these manuals and a meeting would be held by CPMU with participation of experts and related organizations of Project in order to get more valuable comments on contents and structure of manuals. It was not expected to be "perfect" manuals but must be "useful" ones.
- Mr. Satoshi Yamamoto - Chief Advisor of Project agreed with idea of holding a meeting/seminar on these 2 manuals of Project. Before that, it was necessary to get consensus on compilation of these manuals as in the Annex 9 collected comments from CPMU and PPMU, as well as Mr. Cuong's ideas in this JCC meeting. Time for holding such meeting/seminar would be decided and informed to all stakeholders later. Consultant Team was responsible for revision of manuals. And Mr. Cuong agreed with Mr. Yamamoto's idea.

→ JCC got consensus on compilation of 2 manuals as in the document (Annex 9) and agreed to hold meeting/seminar on these 2 manuals with PPMU after JCC meeting.

d) PDM (ver- 2) (Annex 10)

- Mr. Yamamoto Satoshi mentioned that current version of PDM (Ver-2) was suitable and no need for revising.

→ JCC approved this agenda.

e) Project implementation plan for Knowledge sharing provinces

- Mr. Yamamoto Satoshi explained the plan for implementation of Project's activities in Knowledge sharing provinces (Annex 11). 02 province/city - Bac Ninh and Hai Phong - would continue the current production and marketing activities with the support from CPMU, PPMU and Project experts. Besides, Action Plan for these two Knowledge Sharing Provinces (Bac Ninh and Hai Phong) would be developed by PPMU with support from JICA Project Team as well as PPMU of Pilot Province and Semi Pilot Province. CPMU would hold workshop/seminar for sharing experience with other 4 knowledge sharing provinces (Quang Ninh, Hoa Binh, Ninh Binh and Nam Dinh). In case these 4 provinces established models, focusing points of establishing a target group in 4 provinces were: (1) To find skilful farmer group on cultivation or (2) To frequently involve skilful agriculture extension staff.

- Mr. Yamamoto also proposed schedule for implementation of Project's activities in Knowledge sharing provinces.

→ JCC agreed with above- mentioned ideas.

3. *Other comments and questions:*

- Mr. Naomichi Murooka- Senior Representative of JICA Vietnam Office evaluated the smooth implementation of Project's activities, following the plan and progress set forth. For the remaining time, it was necessary to consider whether the outputs of Project could be achieved or not and how to disseminate Project's results. He requested MARD and DARD to maintain and diffuse results of Project even after the Project, and to provide continuous support to provinces in developing and implementing their Action plans. He also evaluated the importance of 2 manuals to be authorized by MARD and/or DARD.
- Mrs. Nguyen Thi Ha - Deputy Director of DARD of Hai Duong - Deputy Director of PPM Hai Duong delivered the following ideas
 - PPMU Hai Duong gave high evaluation on results of Project's activities in Hai Duong during the past 4 years. Hai Duong already developed Action plan and conducted dissemination works. PPMU Hai Duong spent much time and effort to conduct Project's activities in the province.
 - After 4 years, Hai Duong learnt many precious lessons. Concretely, Project's activities supported to change way of production (production models, in form of Cooperative, agricultural company... must be established in order to conduct safe vegetables production following chain); TGs in Hai Duong knew how to make production plan and log into production diary → showing self-responsibility of each TG; Changing awareness on market: production must be connected with selling products, making marketing action plan, developing marketing tools and promoting for safe products. Project also transferred new cultivation methods/techniques to TGs.
 - Regarding dissemination works within province: Mrs. Ha said that this was not the only project which supported the safe vegetable production, trade promotion and market development in Hai Duong. In order to disseminate the Project's model, it was necessary to answer 2 questions (1) which agency would be responsible for dissemination and (2) which criteria to identify this model was good and suitable for dissemination in subsequent years. The direction and orientation of MARD in the long term for this matter were necessary.
To be able to disseminate the project results, raising awareness (for producers and consumers) must be pushed through communication activities; good selling price for safe vegetables must be ensured and it was necessary to organize production well as well as establish production groups.
 - Regarding production in Hai Duong: TGs in Hai Duong were lack of skills and techniques for long term storage and freshness preservation. In addition, mechanisation in agricultural production was necessary.
Hai Duong also hope to have projects on production of safe fruits for exportation, especially when Hai Duong province was successful in exporting litchi to Japan.
- Mr. Yamamoto Satoshi stated that Terminal Evaluation is being arranged by JICA Vietnam Office and it might be conducted in January, February or March 2021.

V. CONCLUSION

Mr. Nguyễn Như Cường - Director General of DCP - Director of CPMU concluded that Project's activities must be conducted and implemented as plan. Making Action plans in semi- pilot and knowledge sharing provinces must be considered and discussed with each province to finalize the plans and to propose solutions to achieve the plans. He also requested DARD of target provinces to give further comments for the revision of 2 manuals so that it could be usable materials. Regarding the dissemination, DCP would report to MARD for guidance and orientation so that Project's results could be disseminated widely, ensuring for sustainable development.

JCC meeting ended at 12:00

[End]



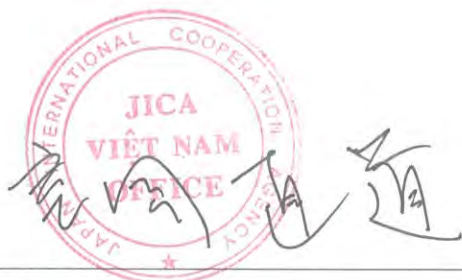
**MINUTES OF MEETING
OF
THE 5th JOINT COORDINATING COMMITTEE
ON
THE PROJECT FOR IMPROVEMENT OF RELIABILITY OF SAFE CROP
PRODUCTION IN THE NORTHERN REGION**

The Project for Improvement of Reliability of Safe Crop Production in the Northern Region (hereinafter referred to “the Project”) supported by Japan International Cooperation Agency (hereinafter referred to “JICA”) officially started in July, 2016.

The 5th meeting of Joint Coordinating Committee (hereinafter referred to “JCC”) was held on February 3rd, 2021 for the purpose of reporting the results of Terminal Evaluation conducted by the Joint Terminal Evaluation Team (hereinafter referred to as “the Team”) and discussed major issues recommended in the Terminal Evaluation Report (hereinafter referred to as “the Report”).

As a result of the meeting, the Vietnamese side and Japanese side shared common understanding upon the matters in the documents attached hereto.

Hanoi, February 3, 2021



Mr. Murooka Naomichi
Senior Representative
Vietnam Office
Japan International Cooperation Agency
Japan



Mr. Nguyen Anh Minh
Deputy Director General
International Cooperation Department
Ministry of Agriculture and Rural Development
The Socialist Republic of Vietnam



Mr. Nguyen Nhu Cuong
Chairman for the 5th JCC meeting
Director General
Department of Crop Production
Ministry of Agriculture and Rural Development
The Socialist Republic of Vietnam

I. GENERAL INFORMATION

- **Time:** from 8:30 to 10:30, Wednesday, February 3rd, 2021.
- **Venue:** Online Teams/Meeting room in the Informatics and Statistics Center of Ministry of Agriculture and Rural Development (MARD)
- **Chairperson:** Mr. Nguyen Nhu Cuong, Director General of Department of Crop Production (DCP), MARD
- **Meeting Agenda:** Annex I
- **List of Participants:** Annex II

II. OPENING

Mr. Nguyen Minh Anh, Deputy Director General of International Cooperation Department (ICD), MARD, delivered opening remarks. He regretted that the Team could not conduct the field survey in Hai Duong province due to the Covid-19 as planned, however, the Team could manage to be able to collect information in all project target provinces for evaluating the project results based on the 5 evaluation criteria. Mr. Minh also appreciated both sides' effort to organize online 5th JCC meeting instead of face-to-face meeting as originally planned.

He expressed MARD highly appreciated the value of the Project and the Project had a good cooperation with DCP and all other stakeholders in implementing project activities in accordance with Project Design Matrix (PDM). He emphasized that this JCC meeting could be an opportunity for the Project to review the Report and outstanding issues which shall be addressed by DCP accordingly. He also hoped that the Project model would be maintained and expanded to promote the safe crop production, produce good quality products and maintain markets. At the end, he expected that JICA and MARD would have further cooperation in the coming projects to support agricultural sector development in Vietnam.

Mr. Murooka Naomichi, Senior Representative of JICA Vietnam Office, delivered speech on behalf of JICA. He briefly explained the Project objective and mentioned awareness of food safety has been growing in the midst of economic development in Vietnam. He emphasized four remarkable approaches of the Project. First, the Project directly supported farmers in production, marketing and communication. So far 20 target groups (cooperatives and corporations) have been involved in the project activities, cultivation methods such as soil improvement, new varieties, new seedling methods, new agricultural materials have been introduced by Project Team. Second, the Project facilitated interaction between producers and buyers and changed farmers' mindset to be market oriented which led to attracting both Vietnamese and Japanese retailers and potential investors. Third, the project approached to consumers to raise awareness of food safety through school education program and poster contests, thereby contributing to the expansion of the market. Fourth, these activities were jointly conducted by Vietnamese counterparts and Project Team to ensure the capacity of relating counterparts and sustainability of the Project outcomes. He stressed the importance of this 5th JCC meeting for both Vietnamese and Japanese sides to confirm the progress and achievement of the Project based on PDM and to discuss necessary actions to be taken in the remaining period, and also to share the lessons learnt for future activities. At the end he appreciated all stakeholders to hold this 5th JCC and expected fruitful discussion.

III. DISCUSSIONS

- Mr. Nguyen Nhu Cuong, Director General of DCP, emphasized that this 5th JCC meeting would be a good opportunity to review the progress of the Project and outstanding issues and recommendations



needed to be addressed and he suggested to focus on these matters during the discussion. He also stated that the lessons learnt in the Project shall be reflected in the formulation of the next project.

1. ICT application

- Mr. Yamaguchi, Economic Development Department, JICA Headquarters, stated that ICT application needed to be discussed in order to incorporate it into the next project and appropriate indicators should be set based on the lessons of the Project.
- Mr. Nguyen Viet Khoa, Head of Training Division, National Agricultural Extension Center (NAEC) expressed his concern about application of ICT to the safe crop production in the midst of Covid-19 influence. Mr. Khoa also introduced mobile application so-called Green Agriculture Extension platform with many useful information corners newly-developed by NAEC. Mr. Khoa will share the detailed app with JICA later and suggested to explore the utilization of this platform in the next project.
- Mr. Kayano, Project Formulation Advisor, JICA Vietnam Office informed that the Project was now going to apply new ICT technology for safe crop production and was expected to introduce the results of demonstration test on the utilization of ICT in March 2021, and suggested discussion would be made further based on that results.

2. Raising awareness and strengthening the Food Value Chain

- Mr. Inaba, Advisor of Food Value Chain, Nghe An province, emphasized the importance of keeping the motivation of producers and stressed that raising awareness of consumers on food safety was essential to encourage them to purchase vegetables with premium price for the safety. He also stated necessity of cooperation among concerned ministries, such as MARD, Ministry of Planning and Investment (MPI), Ministry of Industry and Trade (MOIT), Ministry of Education and Training (MOET) and Ministry of Culture, Sports & Tourism (MOCST), and cooperation between central and provincial level authorities to strengthen the Food Value Chain. He expressed his expectation to collaborate with the Project and make linkage with Nghe An province which established Agriculture Market Platform.
- Mr. Nanakubo, Team leader of Consultant Team, emphasized significant change of consumers' awareness and attitude as observed in the rapid increase of shops selling safe vegetables in Hanoi. He also stated that line ministries, such as MARD and Ministry of Health (MOH) controlled and regularized food safety, and stressed the importance of mechanism for the producers to communicate well with buyers.
- Mr. Khoa appreciated the approach of the Project to raise awareness of the consumers and emphasized necessity to strengthen value chain, through the public and private partnership such as partnership between producers, cooperatives and enterprises in the next project
- Mr. Minh made two recommendations. First, it would be necessary to strengthen the monitoring and inspection and impose punishment against unsafe product production. It could be referred to the case of wholesale market in Korea, where if the 2% of the produced product did not satisfy safety requirements, then producer could not supply that product. Second, it was essential to keep raising awareness of entire population from producers, traders to consumers in not using unsafe products, which would contribute to the sustainability of the Project.

3. Other comments

- Mr. Khoa suggested that sharing knowledge and experience among target provinces should be integrated into the extension service so that the project results could be disseminated nationwide because the agricultural extension system covers from the central, provincial to the commune levels.

After discussion, Vietnamese side and Japanese side achieved consensus on coping with recommendations made by the Team and reflecting the lessons learnt to the next project.

IV. CONCLUSION AND CLOSING REMARKS

Mr. Nguyen Nhu Cuong delivered closing remarks:

- On behalf of DCP, Mr. Cuong highly evaluate the Report and Central Project Management Unit (CPMU) will closely cooperate with JICA Experts and Provincial Project Management Unit (PPMU) to fulfil the recommendations.
- CPMU will request PPMU to submit monitoring report accordingly to achieve remaining indicators of Outputs in the remaining Project period.
- Regarding the area for reliable safe crop production, indicator 3 of the Project Purpose, the Project still has enough time to achieve, however it would be necessary to take into the consideration the influence of Covid-19
- The Project should continue the assistance for the remaining 4 knowledge-sharing provinces including Quang Ninh, Nam Dinh, Ninh Binh and Hoa Binh provinces.
- It should be necessary to increase the number of target producers' groups in the stabilization stage in the three supply chain models.
- Concerning the recommendations to MARD, after the termination of the Project, DCP will issue official letter to PPCs to request to allocate necessary budget to DARD in order to expand and replicate the Project model and assign necessary personnel for that.
- Regarding the indicators of Overall Goal, because the Project only focus on the target provinces, Vietnamese side agree with the proposed revision to make those indicators more appropriate.
- Concerning new project, DCP, MARD will consider all lessons learnt for the formulation of the next project. DCP has accumulated experiences in the previous and this Project and can contribute to the formulation of the next project. It should strengthen the communication activities to raise awareness and application of ICT.
- At the end, Mr Cuong hoped the further development of cooperation between JICA, MARD and Vietnam.

Mr. Naomichi Murooka made a closing speech.

- The recommendations are very fruitful to take action in the remaining period and three following matters shall be emphasized.
- Action plan of the Project needs to be updated reflecting the results of today JCC meeting's discussion to achieve the Project Purpose, especially indicator 3, the area for reliable safe crop production in the target sites needs to be increased to 180ha from the current status of 168.5ha.
- For the good outcome of the Project, the effort such as application of cultivation technologies and collaboration with enterprises should be maintained to the end of the Project to promote food value chain, secure safety of agricultural products, contributing to improving the farmer's income and livelihoods..
- Capacity building of CPMU and PPMU is essential for the sustainability and MARD is requested to support Project activities continuously.

The meeting ended at 10:30.

[End]

ANNEXES

Annex I: Meeting Agenda

Annex II: List of participants

Annex III: Overall Project Progress

Annex IV: PDM (Version 2)

Annex V: Terminal Evaluation Presentation

Annex VI: Terminal Evaluation Report

Agenda for the 5th Joint Coordinating Committee (JCC) Meeting of The Project for Improvement of Reliability of Safe Crop Production in the Northern Region

[Date and time] 3rd February, 2021
[Location] Meeting room in JICA Vietnam/Online Teams
[Participants]

Vietnamese side:

- ◇ Representatives from DCP, MARD (Mr. Nguyen Nhu Cuong, Director General)
- ◇ Representatives from ICD, MARD (Mr. Nguyen Anh Minh, Deputy Director General)
- ◇ Representatives of CPMU
- ◇ Representatives from National Agricultural Extension Center

Japanese side:

- ◇ JICA Vietnam Office (Mr. Naomichi Murooka, Senior Representative)
- ◇ Representative of JICA Headquarters
- ◇ JICA experts
- ◇ Representative of Consultant team
- ◇ Consultant for terminal evaluation

#	Time(JP Time)	Contents	Person in charge
	08h00 -08h30	<ul style="list-style-type: none"> ● Receiving participants 	
1	08h30 – 08h45 (10h30 – 10h45)	Opening and introduction of participants <ul style="list-style-type: none"> ● Introduction of participants ● Opening speech of Vietnamese side ● Opening speech of Japanese side 	<ul style="list-style-type: none"> ● MC ● Mr. Minh, ICD ● Mr. Murooka, JICA
2	08h45 – 09h15 (10h45 – 11h15)	Report of Project Progress <ul style="list-style-type: none"> ● Overall project progress 	<ul style="list-style-type: none"> ● CPMU
3	09h15 – 10h00 (11h15 – 12h00)	Report and Recommendation from the Joint Terminal Evaluation Mission	<ul style="list-style-type: none"> ● Terminal evaluation mission
4	10h00 – 10h30 (12h00 – 12h30)	Open Discussion	<ul style="list-style-type: none"> ● Mr. Cuong chairs and invites all participants
5	10h30 – 10h45 (12h30 – 12h45)	Signing of the Joint Terminal Evaluation Report	<ul style="list-style-type: none"> ● Mr. Minh, ICD) ● Mr. Murooka, JICA
6	10h45 – 11h00 (12h45 – 13h00)	Closing speech <ul style="list-style-type: none"> ● Closing speech of Japanese side ● Closing speech of Vietnamese side 	<ul style="list-style-type: none"> ● Mr. Murooka, JICA ● Mr. Cuong, DCP

Annex II: List of Participants

No.	Name	Title	Organization
Vietnamese Terminal Evaluation Team			
1	Mr. Nguyen Anh Minh	Deputy Director General (Team Leader)	International Cooperation Department (ICD), Ministry of Agriculture and Rural Development (MARD)
MARD			
2	Mr. Dang Quy Nhan	Officer	ICD, MARD
3	Mr. Nguyen Viet Khoa	Head of Training Division	National Agricultural Extension Center, MARD
Central Project Management Unit			
4	Mr. Nguyen Nhu Cuong	Director General	Department of Crop Production (DCP), MARD
5	Mr. Nguyen Van Dan	Officer	Food Crop Division, DCP, MARD
Japanese Terminal Evaluation Team			
6	Mr. Murooka Naomichi	Senior Representative (Team Leader)	JICA Vietnam Office
7	Mr. Kayano Naoki	Project Formulation Advisor (Cooperation Planning)	JICA Vietnam Office
8	Mr. Higashino Hideaki	Senior consultant (Evaluation Analysis)	RECS International
JICA			
9	Mr. Yamaguchi Atsumu		Economic Development Department, JICA Headquarter
10	Ms. Nguyen Thi Thu Hang	Program Officer	JICA Vietnam Office
11	Mr. Inaba Makoto	JICA Expert	Advisor for Food value chain development in Nghe An
JICA Project Team			
12	Ms. Nishiyama Wakana	Project Coordinator	JICA Project Office
13	Ms. Nguyen Thi Hang	Project Advisor	JICA Project Office
14	Ms. Hoang Thi Phuong Linh	Project Staff	JICA Project Office
15	Mr. Nanakubo Mitsuru	Team Leader	JICA Project Consultant Team
16	Ms. Mamiya Chiyo	Co-Team Leader	JICA Project Consultant Team
17	Mr. Inoue Hironori	Vegetable production (2)	JICA Project Consultant Team
18	Ms. Vuong Thuc Tran	Coordinator	JICA Project Consultant Team
19	Ms. Le Thi Tuyet Lan		Simultaneous Interpreter



Kayano



Project for Improvement of Reliability of Safe Crop Production in the Northern Region

Overall progress of project activities (July 2016 - Dec 2020)

February 2021

- Managing Organization:
MINISTRY OF AGRICULTURE AND RURAL DEVELOPMENT (MARD)
- Implementing Organization:
DEPARTMENT OF CROP PRODUCTION (DCP)
- Supported by:
JAPAN INTERNATIONAL COOPERATION AGENCY (JICA)
- Implementation Period: From 7/2016 to 7/2021

1. Project Outline

Project Objective and Outputs

(1) Overall Goal

"Agricultural products in the Northern Region (2 cities and 11 provinces) of Viet Nam are improved in term of safety and reliability".

(2) Project Purpose

"Safe crop productions (safety vegetable) in target sites in the Northern Region (2 cities and 11 provinces) of Viet Nam are promoted".

(3) Outputs

Output 1 : Production

"The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved."

Output 2 : Supply Chain

"The good patterns (as model) on safe crop production (safety vegetable) following GAP (Basic GAP) with supply chain (market linkage between production and consumption) is proposed."

Output 3: Communication

"Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised."

**Trial
Activity**

Project Scope

(1) Related organization and Project Site

Vietnamese Side:

- Organization with primary responsibility : MARD
- Organization for project implementation : MARD, Dept. of Crop Production
- Pilot Province(s)/city : Hanoi City (as consumption market), Hung Yen Province, Hai Duong Province, Ha Nam Province (as production area)
- Semi-Pilot Province(s)/city : Thai Binh Province, Phu Tho Province, Vinh Phuc Province (as production area)
- Knowledge-sharing province(s)/city : Quang Ninh Province, Hai Phong City, Hoa Binh Province, Bac Ninh Province, Nam Dinh Province and Ninh Binh Province

Japanese Side:

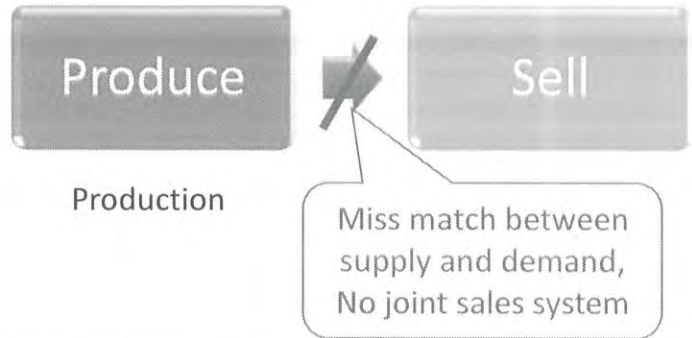
- Organization for project implementation : JICA Viet Nam Office, JICA experts

(2) Project Period

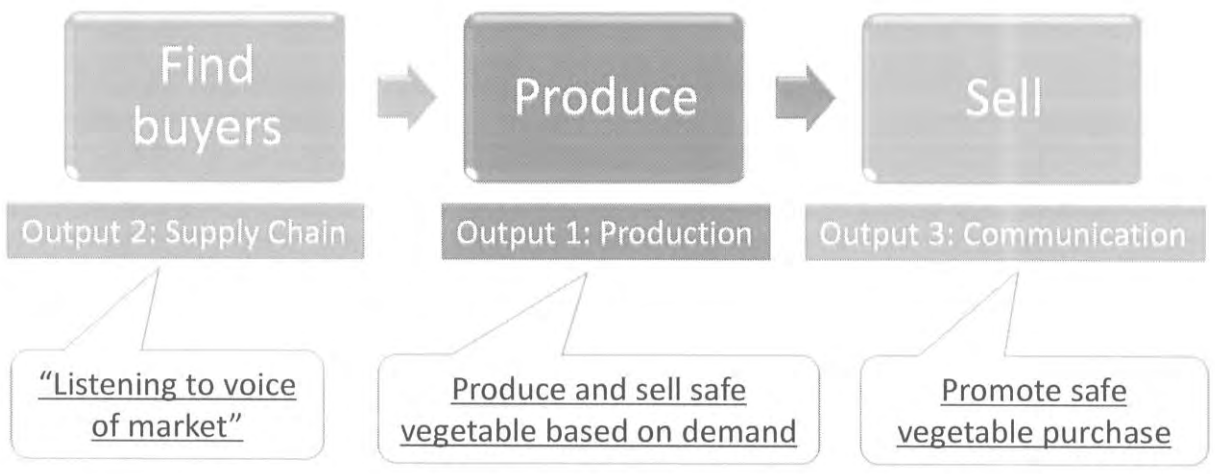
From July, 2016 to July, 2021

Basic Concept: Produce what the market wants

Before



Project



2. Progress of Project Implementation

Achievement of Outputs (as of Dec. 2020)

Output 1 Production

1) "The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved."

Target Indicators	Target	Achievement	Ratio
For Producers			
1-1) The number of target groups applying and utilizing Basic GAP/ VietGAP is increased to at least 16.	16	20	125%
1-2) 320 number of producers in target sites attend Basic GAP trainings.	320	432	135%
1-3) 80% of producers in target sites record on field diary properly according to Basic GAP.	80%	88.2% (917/1,040)	-
1-4) 100% of target groups in target sites conduct internal audit to evaluate group members' activity.	100%	100% (20/20)	-
For Government staff			
1-5) 48 number of field officers are trained as trainer of Basic GAP.	48	186	388%
1-6) 35 samples of soil and water analysis are conducted.	35	59	167%
1-7) 60 samples of pesticide residue inspection are checked by authorized laboratory.	60	103	172%
1-8) 500 samples of pesticide residue are checked as quick test by PPMU.	500	530	106%
1-9) 70 times of internal audits are attended by field officers.	70	67	96%
1-10) Monitoring report is prepared by PPMU every 3 months. (*First monitoring report in Sep. 2017, continue until 2020)	14	13	93%
1-11) Action plan is prepared by PPMU and CPMU. (Pilot PPMU 3, Semi-pilot PPMU 3)	6	6	100%

Output 2 Marketing

2) "The good patterns as model on safe crop production (safety vegetable) following GAP (Basic GAP/VietGAP/Global GAP) with supply chain is proposed."

Target Indicators	Target	Achievement	Ratio
2-1) 300 number of matching events are conducted (*including one-to-one matching)	300	367	122%
2-2) 110 number of linkages between producers and buyers are made in target sites.	110	132	120%
2-3) The stakeholder coordination meetings for each target group which include producers, buyers and members of DARD are held at least twice a year. (*Phase1: 2seasons*7groups, Phase2: 3seasons*20groups =74)	74	74	100%
2-4) Monitoring report is prepared by PPMU every 3 months.	14	13	93%
2-5) Action plans is prepared by PPMU and CPMU.	6	6	100%

Output 3 Communication

3) "Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised."

Target Indicators	Target	Achievement	Ratio
3-1) The awareness program for consumers, producers and buyers are conducted 15 times by CPMU and PPMU.	15	54	360%
3-2) 5 promotional materials for awareness activities are developed.	5	16	320%
3-3) The number of participants in the awareness activities exceeds 64,000.	64,000	177,152 (School education)	277%

Achievement of Project Purpose

“ Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted.”

Target Indicators	Target	Achievement	Ratio
1) At least three kinds of supply chain models for safe crops are developed in the target sites.	3	3	100%
2) Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.	50%	77%	-
3) The area for reliable safe crop production in the target sites is increased to 180ha.	180ha	168.5ha*	89%

* Indicator 3 has been almost satisfied. According to the cultivation plan of the target producers, the area for reliable safe crop production in the target sites is supposed to increase to 190ha for the winter cropping season 2020-2021. Meanwhile, the field workers who were sent to the target producer leaders for interview could confirm field log book for 168.5 ha only collected in field as of January 2021. Hence, the Evaluation Team could not conclude whether Indicator 3 has been fully satisfied or not.

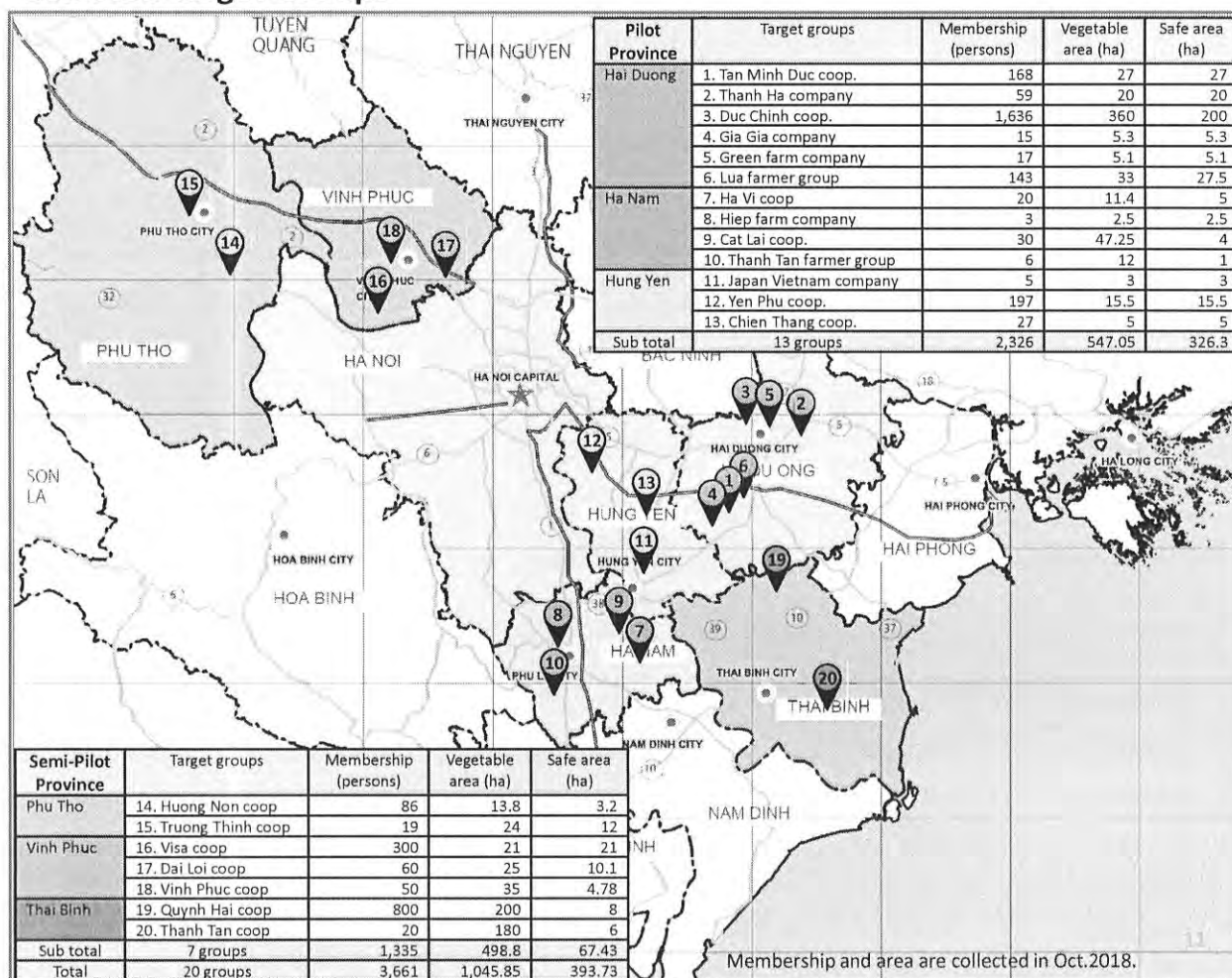
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3. Trial Activities

Output 1 Production Management

Output 2 Supply Chain Development

Selected Target Groups



Detailed contents of trial activities

Production activities

Good Agriculture Practice (GAP)

1. Confirmation of the safety of production area
2. Trainings for Basic GAP
3. On-field instruction for Basic GAP
 - Record keeping,
 - Chemical application
 - Internal audit
 - Joint purchase
4. Upgrading conditions to ensure food hygiene and safety
5. External inspection and auditing
 - Pesticide residue check
 - Technical assessment

Production Planning and Joint Sales

6. Cultivation planning based on market demand
7. Enhance joint sales management

8. Cultivation Method to improve quality and safety

- Soil improvement
- New variety seeds
- Seedling method
- New agriculture materials

Monitoring of trial activities

1. Confirmation of the safety of production condition

- PPMU with the project team conducted soil and water test for 11 target groups, and all target groups were confirmed as safe condition.
- As of end of Dec 2020, 3 groups in Hai Duong expired the certification of safe production conditions and/or Viet GAP certification. PPMU is requested to supports renewing their certifications.

Year	No. of groups satisfying with requirement of Circular 49/2013/TT-BNNPTNT and buyers	No. of groups required for soil and water test	No. of groups conducted soil and water test	No. of groups satisfying the requirement
2017	2/7	5*	5	7/7
2018	17/20	3	3	20/20
2019	17/20	3**	3	20/20
2020	16/20	4	4	20/20
Total		15	15	

* 3 groups were required by buyers. ** 3 groups expanded the production area.



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2. Training for Basic GAP

- The project team conducted 7 TOT Basic GAP, 3 Post harvest training and 9 follow-up TOT Basic GAP by end of March 2020.
- 26 TOF Basic GAP and 17 TOF Follow-up were conducted by PPMU in pilot provinces and semi-pilot provinces.
- Net number of participants was 618: Government staff 186 and farmers 432.

Training	No. of trainings	No. of Gov. staff	No. of farmers	Total participants
TOT Basic GAP	7	127	63	190
TOF Basic GAP	26	47	706	753
Post harvest training	3*	24	32	56
TOT Follow up	9	131	170	301
TOF Follow up	17	19	463	493
Total	62	348 (net=186)	1,434 (net=432)	1,793 (net=618)

* Post harvest training was not organized as it was included as one of components on TOF Basic GAP and technical assessment for safety condition.

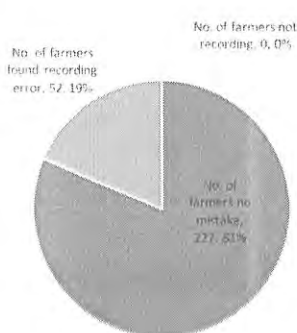


14

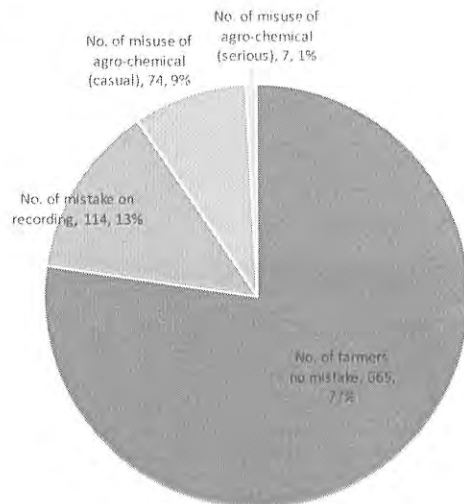
3. On field instruction for Basic GAP

1) Record keeping

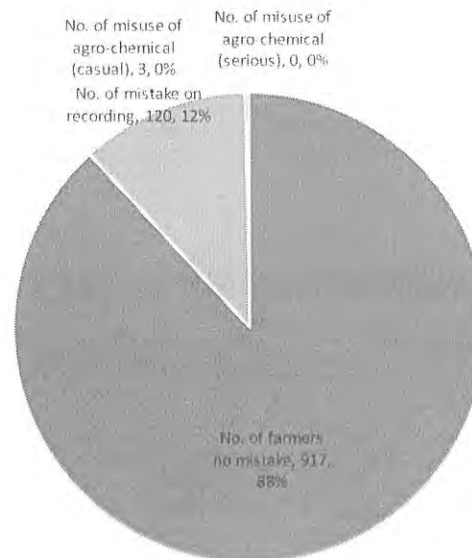
- In winter 2019-20, 1,040 farmers/plots maintained the record regularly.
- No. of farmers with no mistake increased up to 917 (88%) in 2019-20, though it was 665 (77%) in 2018-19.



in winter 2017-18
7 groups (n=279)



in winter 2018-19
20 groups (n=860)



in winter 2019-20
20 groups (n=1,040)

3. On field instruction for Basic GAP

2) Chemical application and other safety measures

- PPMU staff together with the project team carried out a technical assessment and field instruction of chemical application, harvesting and pre-processing practices following the Basic GAP protocol.



4. Upgrading conditions to ensure food hygiene and safety

- As of end of Dec 2020, target groups upgraded the conditions of harvesting and pre-processing with support of the project team by providing tools and equipment and/or upgrade/ construct pre-processing house, though 1 group (Duc Chinh) constructed a fertilizer and chemicals warehouse.
- 2 groups (Thanh Ha and Green Farm) are in progress as of end of Dec 2020.

Upgraded Items	No. of groups upgraded	No. of groups to be upgraded	No. of groups not upgraded
Upgrade/construct tools and infrastructure of pre-processing house	17	2	0
Construct a fertilizer and chemicals warehouse	1*	-	-
Total	18	2	0

* Duc Chinh cooperative



5. External Inspection and Auditing

1) Quick test for pesticide residue:

- In summer 2020, total 116 samples in 20 target groups were tested by quick test. There was no sample detected as unsafe.

Quick test	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18	105	103	2
Summer 2018	31	31	0
Winter 2018-19	168	168	0
Winter 2019-20	110	110	0
Summer 2020	116	116	0
Total	530	528	2



5. External Inspection and Auditing

2) Laboratory test:

- In winter 2017-18, laboratory test was conducted in 7 target groups. Total 25 samples were tested and all samples had no microbiological contamination. But there were residues over MRL found from 2 samples, the project team and PPMU investigated the causes of incidents.
- In winter 2018-19, laboratory test was conducted in 18 target groups except for 2 groups in Phu Tho province. PPMU staff collected samples in field and sent them to laboratory. Total 38 samples were tested and there was no sample detected as over MRL.
- In winter 2019-20, total 40 samples were tested in all 20 target groups and there was no sample detected as over MRL.

Laboratory test	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18	25	23	2*
Winter 2018-19	38	38	0
Winter 2019-20	40	40	0
Total	103	101	2

*Detected samples were:

Morning glory: Lead (Pb) 0.444mg/kg (MRL 0.3mg/kg), and

Carrot: Pesticide (*Difenoconazole*) 0.243mg/kg (MRL 0.2mg/kg)

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6. Cultivation planning based on market demand

- Each target group established a safe vegetable production groups and prepared a cultivation plan based on the expected demand from buyers in consultation with project team.
- In winter 2020-21, total production area became 190.01ha, exceeded the project target (180ha).

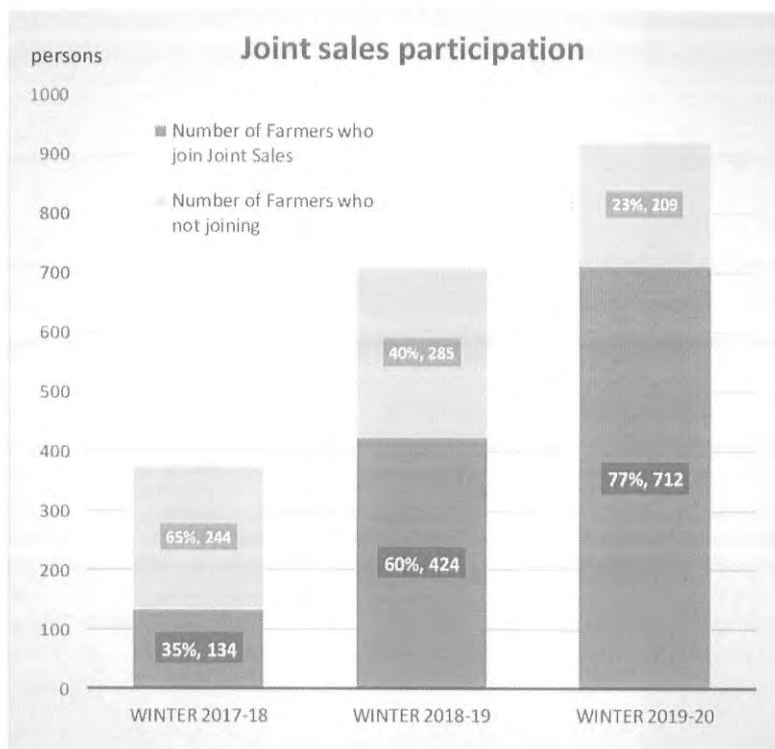
	Target groups	No. of workers	No. of farmers	Area (ha)
Winter 2017-18	7	18	400	50.85 ha
Winter 2018-19	20	96	696	106.61 ha
Winter 2019-20	20	97	911	162.58 ha
Winter 2020-21	20	140	1,027	190.01 ha

No.	Farmer's name	Area (m2)	Vegetable	Transplant date	Estimated amounts (Kg)	Expected harvesting time (kg)			
						Nov-18	Dec-18	Jan-19	Feb-19
Group 1									
1	Dương Thị Xuyên	540	Kohlrabi	21/10	1,200		1,200		
2	Phạm Văn Tân	540	Kohlrabi	2/10	1,200	1,200			
3	Đào Văn Đứơc	504	Chilli	10/7	400	400			
	Đào Văn Đứơc	540	Kohlrabi	10/10	1,200	1,200			
4	Đào Thị Ngải	1,152	Kohlrabi	12/10	4,100	1,600	2,500		
5	Đào Văn Dương	684	Spring onion	26/9	950	950			
6	Phạm Thị Mai	504	Kohlrabi	16/10	1,100		1,100		
7	Phạm Văn Mạnh	828	Chilli	15/8	300	300			
8	Lê Thị Sơn	288	Spring onion	21/10	400		400		
9	Vũ Văn Xanh	360	Kohlrabi	18/10	800		800		
10	Vũ Văn Xu	648	Kohlrabi	4/11	1,400		1,400		
11	Nguyễn Thị Xuyên	504	Spring onion	20/10	700			700	
12	Phạm Văn Nhương	360	Kohlrabi	10/10	800	800			
	Phạm Văn Nhương	288	Chilli	25/7	200	200			
13	Phạm Văn Thiệu	684	Chilli	4/8	600	600			
14	Phạm Thị Bảo	360	Chilli	10/8	300	300			
	Phạm Thị Bảo	468	Bean	15/8	1,000	1,000			
15	Phạm Thị Mướm	360	Chilli	15/7	400	400			
	Phạm Thị Mướm	288	Bean	10/8	400	400			
16	Nguyễn Văn Toàn	792	Kohlrabi	15/10	1,700		1,700		
17	Phạm Văn Chiến	360	Spring onion	5/11	500		500		
	Phạm Văn Chiến	792	Kohlrabi	18/10	1,700		1,700		



7. Enhance joint sales management

- Comparing with previous years, the total number of farmers involved in joint sales was increased 712 persons, that is 77% of the total number of farmers.



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8. Cultivation methods to improve quality and safety

1) Soil improvement by soil sterilization



Applying new fermented composting method in Gia Gia company in summer 2019

2) New Variety Seeds



In summer 2019, three new melon varieties were introduced in Tan Minh Duc Cooperative.

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8. Cultivation methods to improve quality and safety

3) New seedling method



4) New agriculture materials



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Detailed contents of trial activity

Marketing activities

Identification of potential buyers

1. Market survey and analysis
2. Training on Marketing
3. Developing marketing tools
 - Producer profile
 - Logo/ leaflet
 - Package label
4. Matching with buyers
 - One-to-one matching
 - Matching event
 - Assisting in making contract

5. Examination of collection and delivery method

- Monitoring of collection and delivery
- Initial check and random check
 - Feedback from buyers
- Stakeholder meetings
- Discussion on quality requirements (Mezoroekai)
 - Customer visit
 - Review and planning of next season

Monitoring of trial activity

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1. Market survey and analysis

Category	Hanoi	Hung Yen	Hai Duong	Ha Nam	Vinh Phuc	Thai Binh	Phu Tho	Total
Collector	8	0	5	5	10	10	0	38
Agro processing company	5	2	6	2	1	0	0	16
Wholesaler	2	10	0	5	2	0	3	22
Restaurant/ hospital/ catering company	7	5	4	6	4	5	9	40
Retailer (supermarket, safe vegetable shop)	2	5	6	6	4	5	4	32
Total	24	22	21	24	21	20	16	148



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2. Training on Marketing

- The project team conducted 2 TOT Marketing in Hanoi city and invited PPMUs of pilot and semi pilot provinces.
- 33 TOF Marketing were organized by PPMU in pilot provinces and semi-pilot provinces.

Training	No. of trainings	No. of Gov. staff	No. of farmers	Total participants
TOT Marketing	2 (conducted in Hanoi)	41	45	86
TOF Marketing	33 (4 trainings was jointly with Basic GAP training)	107	763	870
Total	35	148 (net=59)	808 (net=291)	956 (net=350)



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AT

3. Developing marketing tools

- In order to make the marketing activities of TGs more effective, the Project team assisted them in preparing the various marketing tools.
- Those tools are used to provide information of the group, its production and products to buyers and other stakeholders.

Tools	Purpose
Producer profile	Provide stakeholders detailed information of TG required for stating trading
Logo	Symbolize the identity of the group
Business card	Introduce the name and contact of the group
Sign board	Introduce the group at the office or production site or provide direction to the office/farm to visitors.
Leaflet	Introduce the overview of producer group visually with photos and story
Package/label	Provide information of producer, product and traceability



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4. Matching with Buyers

1) One to one matching

- 368 matchings were conducted by the end of Dec 2020 for 20 TGs.
- Project team has encouraged TGs to conduct matching with buyers whenever they have a chance. It is important for TGs to experience how to communicate and negotiate with buyers.
- Some TGs become famous since they appeared on TV or newspapers. Consequently, there were more cases where buyers approached to TGs directly.
- Success rate of matching varies among TGs depending on the variety and volume of vegetables available, the demand of buyers at the timing of matching and the capacity of TG leaders to communicate and negotiate with buyers.

Matching	No. of one to one matchings	Successful	Need more discussion	No conclusion	Failed
TGs in Pilot provinces	282	105	111	25	41
TGs in Semi-pilot provinces	86	43	16	23	4
Total	368	148	127	48	45



4. Matching with Buyers

2) Matching event

Forum	Concept	Outcomes
First forum 12 August 2017	Dialogue with buyers <Program> ➤ Seminar, ➤ World Café ➤ Display and matching	<ul style="list-style-type: none"> ● Around 200 participants consisting of government, buyers and producers. ● Participants liked World Café. There was a lot of useful discussion. But its operation was not effective.
Second forum 25 December 2017	Role of buyers <Program> ➤ Seminar 'Role of buyers in safe vegetable business' ➤ Dialogue between producers and buyers ➤ Display and matching	<ul style="list-style-type: none"> ● Around 100 participants but more producers than buyers. ● TG did make linkages with buyers during dialogue session
Third forum 12 September 2018	Trading safe vegetable in Hanoi Co-hosted by HPA, Women Union, Labor Union, Urban Economic newspaper, and JICA project <Program> ➤ Seminar/Panel discussion ➤ Matching and Display	<ul style="list-style-type: none"> ● Around 300 participants consisting of government, producers, buyers, agriculture material companies and consumers. ● As many buyers (69) participated, the chance of matching was high.
Fourth forum 11 December 2018	Focused on matching <Program> ➤ Display and matching	There was enough time for producers and buyers to discuss and negotiate.
Fifth forum 13 September 2019	Expand products to cover other safe foods 14 big buyers such as Big C & Vineco set up own booths for matching with suppliers <Program> ➤ Seminar/Panel discussion ➤ Matching and Display	<ul style="list-style-type: none"> ● Around 300 participants consisting of government, producers, buyers, agriculture material companies and consumers. ● 139 matching sessions were conducted with 14 buyers, of which 27 matchings were successful and 106 will continue negotiation.
Sixth forum 6 November 2020	Encourage producers to visit 9 buyers' table freely <Program> ➤ Seminar ➤ Matching and Display	<ul style="list-style-type: none"> ● 131 participants consisting of producers, buyers and agriculture material companies ● About 70 matching sessions were conducted with 9 buyers, 91% (21/23) answered successful and continue negotiation.

5. Examination of collection and delivery method

The Project team introduced various types of meetings with buyers in order to realize buyers' requirement:

- Discussion on quality requirements (Mezoroekai) is a meeting to agree on the criteria and conditions for collection and delivery activities with buyers at the beginning of trading.
- Review meeting at the end of season to review the current season and plan for next season.
- Customer visits is a visit to customers in order to see how products are sold (in case of retailers) and collect their feedback.

	2017-18	2018-19	2019-20*	2020-21*	Total
Discussion on quality requirements (Mezoroekai)	4	11	0	0	15
Review meeting	5	8	29	17	59
Total stakeholder meeting	9	19	29	17	74

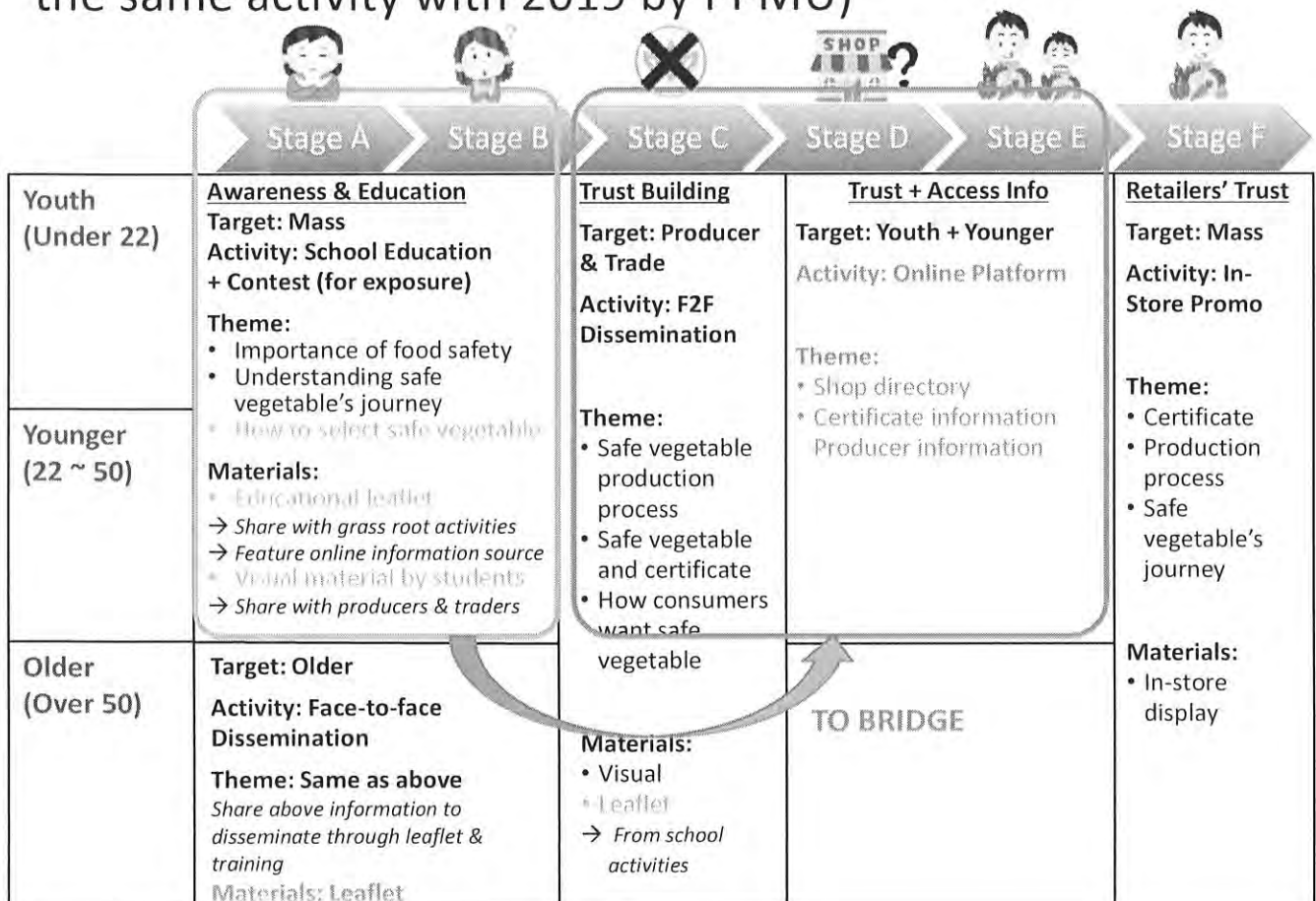
* Review meetings include customer visits.



4. Communication activities

Output 3 Communication

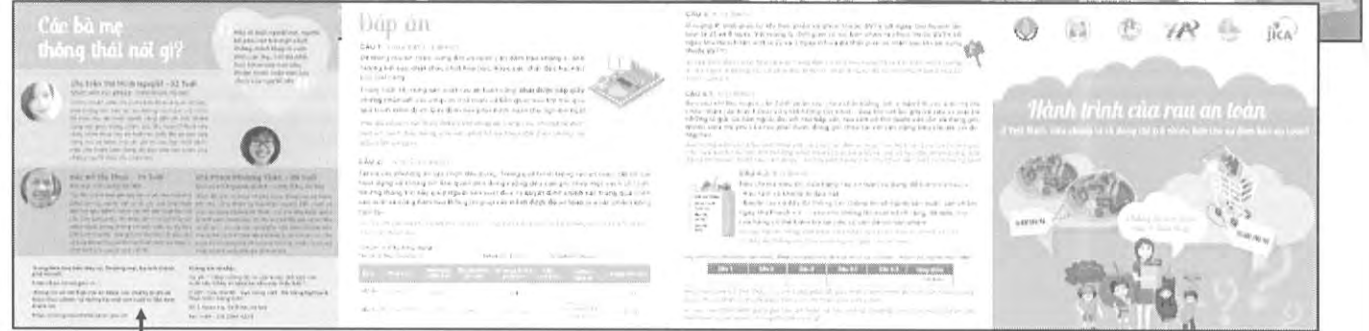
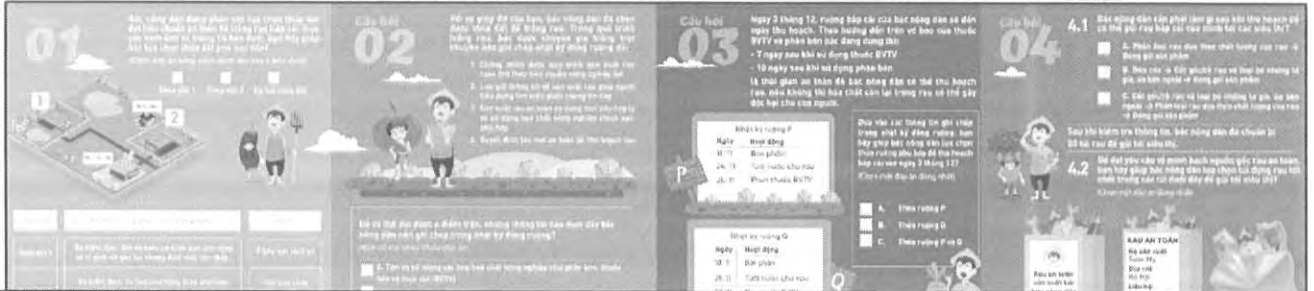
2020 - Moving Consumers Forward With Bridge (continue the same activity with 2019 by PPMU)



School Education 2020 - Leaflet

Educational leaflets have been distributed to all Grade 7 students in 156 schools in 12 urban districts in Hanoi: 50,000 leaflets were distributed.

"A Journey of Safe Vegetables" - Entertaining quizzes with explanations in answer
(A simplified version of 2018 leaflet in larger fonts to be suitable for Grade 7.)



Testimonials of Moms who buy safe vegetable: Influence mothers through children

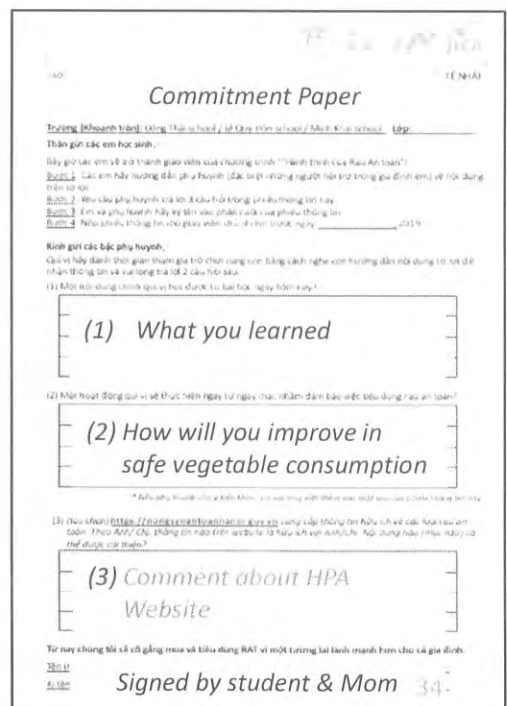
School Education 2020 – In-Class Program

In-class program was conducted at 2 schools in Hanoi City. Total 1,085 Grade 7 students participated.





1. School teachers teach leaflet contents in class.
2. Students & Moms complete homework together.
 - i. Students teach Moms how to select safe vegetable.
 - ii. Students and Moms write Commitment Paper and sign together

To influence vegetable purchasers, homework was required as previous years.



School Education 2020 – Commitment Paper Results (n=858)

SUMMARY

<p>MOST USEFUL INFORMATION</p> 	<ul style="list-style-type: none"> The most useful information being recognized by 39% of parents is “Address of vegetable sale points”; followed by “Producer information & product origin” (25%), “How to choose safe vegetables” (12%). There are slight differences between fathers & mothers’ interested contents. Fathers might find “Role and importance of food safety” & “Certificates of food safety” more useful, while mothers find “Safe vegetable procedure” more useful.
<p>WEBSITE IMPROVEMENT</p> 	<ul style="list-style-type: none"> 17% parents gave comments for website improvements. Among that, “1) Clear & specific contents” and “2) Website performance” are the most wanted improvement points. Besides, “3) User Interface & User Experience” also being suggested for improvement. Other comments for website improvement mentioned are “4) Diversify list of sale points/product categories”; “5) Website needs to be more interactive with customers”

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School Education 2020 – Commitment Paper Results (n=858)

SURVEY OBJECTIVES & SAMPLE

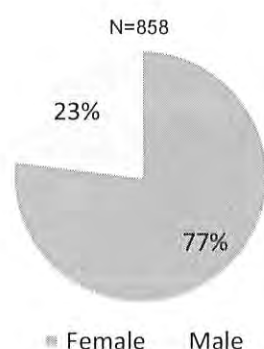
Objective:

- To clarify which contents on website <https://nongsanantoanhanoi.gov.vn> is considered as useful and what need to be done to improve the website content & performance.

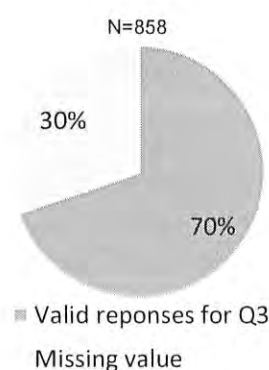
Sample:

- The total number of collected commitment paper is 858.
- Trung Vuong/ Giap Bat school = 608/ 250.
- Female/ Male = 663/ 195.
- Valid responses for Q3 (Website evaluation) is 598 (70%).

Respondent Gender



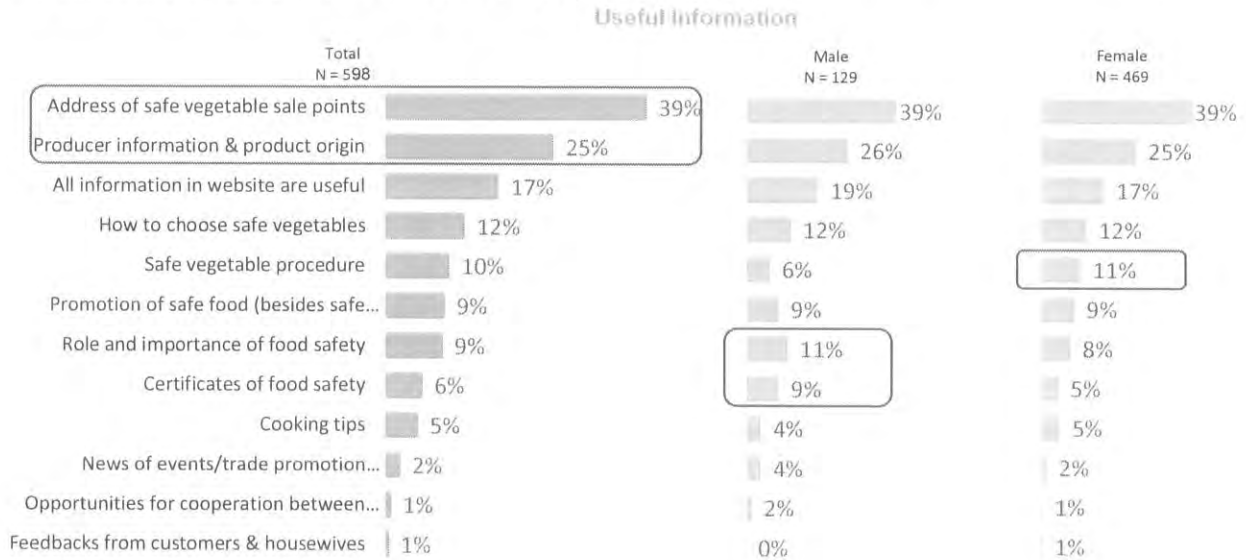
Q3 Valid Responses



School Education 2020 – Commitment Paper Results (n=858)

MOST USEFUL INFORMATION

- “Address of safe vegetable sale points” and “Producer info & product origin” were recognized as top useful information.
- Fathers seemed more interested in “Role and importance of food safety” and “Certificates of food safety”, while mothers were more interested in “Safe vegetable procedure”.

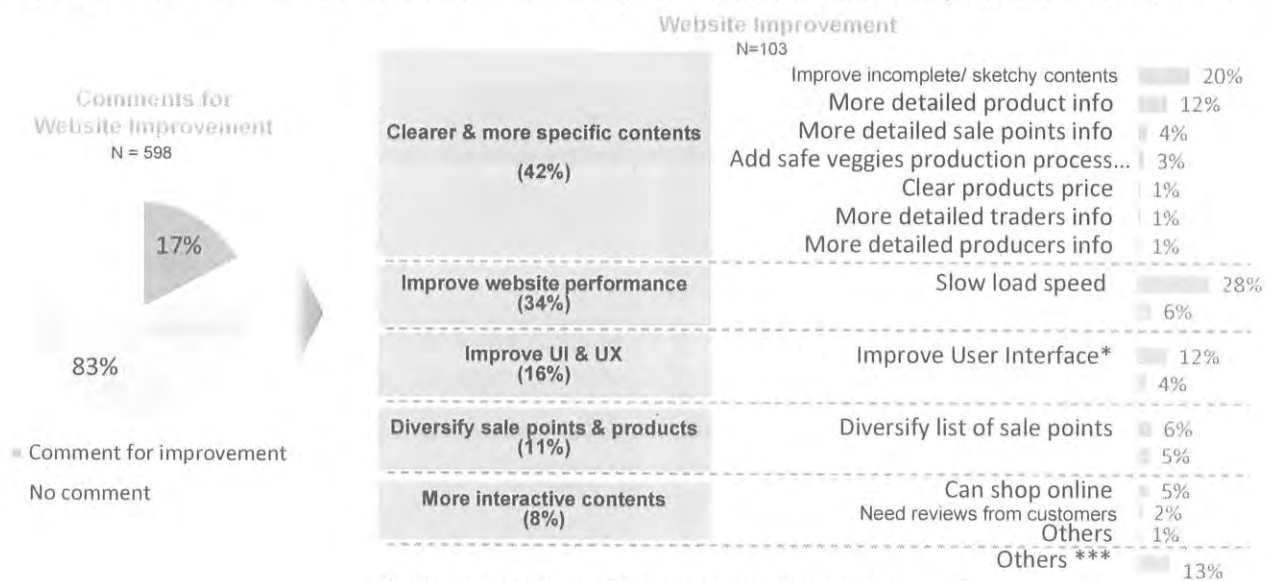


Q3 | <http://nongsanantoanhanoi.gov.vn> provides information about safe vegetables. Which information on this website is useful for you?

School Education 2020 – Commitment Paper Results (n=858)

WEBSITE IMPROVEMENT

- 17% parents answered Q3 had comments for website improvement.
- Top suggested improvements are “Clearer & more specific contents” and “Web performance enhancement”.



*Compact, eye-catching contents; comprehensible structure; high video quality.

**Easy manipulation, more filter functions.

***Add “How to distinguish real vs fake products” and “safe vegetable sale points & fake ones too”; add “cooking instruction”; build “mobile app”; introduce “safe vegetable types” (organic/Viet Gap... vegetables).

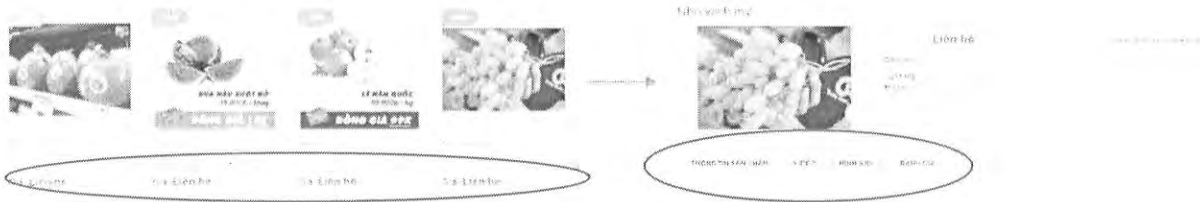
Q3 | Which comments (just to improve)?

Kayou

School Education 2020 – Commitment Paper Results (n=858)

PHOTOS OF INCOMPLETE/SKETCHY CONTENTS

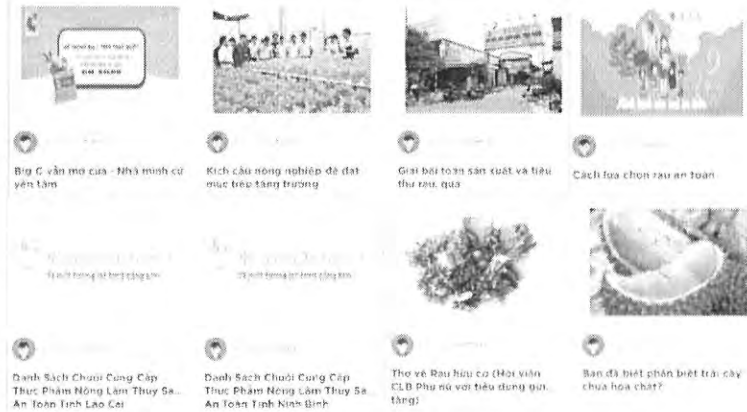
- Most of products are not provided with price; product information items (introduction, photos/video, feedbacks) are mostly not available.



- Item names are too general, difficult to imagine and not matched with contents inside; contents are duplicate with other items. Besides, there are some titles without contents inside.

Danh mục thông tin hữu ích

- ...Mô hình kinh doanh
- ...CÁC TIỂU
- ...CÁC TIỂU
- ...CÁC TIỂU
- ...CÁC TIỂU
- ...CÁC TIỂU
- ...CÁC TIỂU
- ...CÁC TIỂU
- ...CÁC TIỂU
- ...CÁC TIỂU



Safe Vegetable Poster Festival 2020

Award Ceremony, AEON MALL Ha Dong, Hanoi



Gold prize poster to be digitized and printed for distribution

2020 - Maximizing Synergy of Visitor Traffic & Impact

To circulate customer traffic, in-store promotion to educate vegetable shoppers was implemented at AEON Vietnam supermarket during the exhibition period: Marketing collaterals were distributed actively.

TRÌNH LỄM TRANH
 Trưng bày và bán sản phẩm - Giải thưởng
 Cuộc thi vẽ tranh về nông nghiệp "Hình ảnh rau an toàn" được tổ chức bởi TACA, các trường và AEON Việt Nam.

05/11 - 09/11
30 bức tranh từ cuộc thi năm 2019

TẦNG 1 AEON MALL LONG BIÊN
 Trưng Lãm Tranh

19/11 - 23/11
20 bức tranh từ cuộc thi năm 2020

TẦNG 1 AEON MALL HÀ ĐÔNG
 Trưng Lãm Tranh

HÃY MANG RAU AN TOÀN VỀ NHÀ

TRIỂN LÃM TRANH RAU AN TOÀN

Ngày 05/11 - 09/11
 TẠI SÂN HỒ SÔNG AEON MALL LONG BIÊN

Ngày 19/11 - 23/11
 TẠI SÂN HỒ TƯỜNG LẠI AEON MALL HÀ ĐÔNG

Ngày 21/11
 LỄ THAO GIẢI TRANH TẠI SÂN HỒ TƯỜNG LẠI AEON MALL HÀ ĐÔNG

SỰ KIỆN KHÁC TÀI KHOẢN KHỞI TRIỂN LÃM "HỘI CHỢ XÚC TÍCH ĐƯƠNG KHI CÁC SẢN PHẨM NÔNG NGHIỆP"

NGÀY ĐỒNG BÊN CẠM TRIỂN LÃM TRANH

NHÀ TÀI TRỢ CHO LỄ HỘI VỀ TRANH VỀ RAU AN TOÀN

AEON VIỆT NAM

LỄ THAO GIẢI

Event Leaflet

5. Expenditures

Kayson

Expenditures (July 2016 - Dec 2020)

Production		Total (VND)
1	Selection of Target Groups	59,360,000
2	Confirmation of the safety of production area	76,713,953
3	Training for Basic GAP	356,266,350
4	Upgrading food safety and hygiene conditions for joint sales	2,917,376,682
5	External inspection and auditing	681,757,996
6	Cultivation Methods to improve quality and safety	1,219,285,397
		5,310,760,378
Marketing		
1	Market survey and analysis	10,880,000
2	Training on marketing	111,669,400
3	Developing marketing tools	441,872,200
4	Matching with buyers	94,795,760
		659,217,360
Communication		
		500,883,500
Total		6,470,861,238



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Thank you for your kind attention

ANNEX 2 Project Design Matrix (PDM)

Title of the Project: Project for Improvement of Reliability of Safe Crop Production in the Northern Region ("IRSaC" Project)
Term of Cooperation: 5 years from dispatch of first long term expert

Project Site: The Northern Region of Vietnam: "2 Cities and 11 Provinces" (Hanoi City, Hai Phong City, Hung Yen Province, Hai Duong Province, Ha Nam Province, Thai Binh Province, Phu Tho Province, Vinh Phuc Province, Quang Ninh Province, Hoa Binh Province, Bac Ninh Province, Bac Giang Province, Nam Dinh Province and Ninh Binh Province).

Implementing Organization: DCP/MARD, DARDs (in the Project site)

June 21, 2019/ PDM-ver.2

Overall Goal	Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability."</p> <p>*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.</p>	<p>1) Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.</p> <p>2) Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.</p> <p>3) Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.</p>	<p>* MARD/DARD reports (focus on Basic GAP/ VietGAP/ GlobalGAP)</p>	<p>1. The current agricultural legal policy on safe crop production and food safety does not change.</p>	
<p>Project Purpose</p> <p>Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted."</p> <p>*Promotion of safe crop production, then, channel of the value chain is promoted.</p>	<p>1) At least three kinds of supply chain models for safe crops are developed in the target sites.</p> <p>2) Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.</p> <p>3) The area for reliable safe crop production in the target sites is increased to 180ha.</p>	<p>1) Safe crop supply chain development manual</p> <p>2) Baseline/Endline survey</p> <p>3) Baseline/Endline survey</p>	<p>1. Necessary budget for safe crop production activities is ensured at central/ provincial level.</p>	
<p>Outputs</p> <p>1) "The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved."</p>	<p><u>For Producers</u></p> <p>1-1) The number of target groups applying and utilizing Basic GAP/ VietGAP is increased to at least 16.</p> <p>1-2) 320 number of producers in target sites attend Basic GAP trainings.</p> <p>1-3) 80% of producers in target sites record on field diary properly according to Basic GAP.</p> <p>1-4) 100% of target groups in target sites conduct internal audit to evaluate group members' activity.</p> <p><u>For Government staff</u></p> <p>1-5) 48 number of field officers are</p>	<p>1-1) PPMU monitoring report</p> <p>1-2) PPMU monitoring reports</p> <p>1-3) Baseline/Endline survey</p> <p>1-4) PPMU monitoring reports</p> <p>1-5) PPMU monitoring reports</p>	<p>1. No severe natural disasters or economic crisis occur that have serious impact on food production and prices.</p> <p>2. The price and condition of agricultural product are not drastically fluctuated.</p> <p>3. The violation of contract and bankruptcy of buyers is not frequently.</p>	

Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>2) "The good patterns as model on safe crop production (safety vegetable) following GAP (Basic GAP/VietGAP/Global GAP) with supply chain is proposed."</p>	<p>2-1) 30020 number of matching events are conducted</p> <p>2-2) 11040 number of linkages between producers and buyers are made in target sites.</p> <p>2-3) The stakeholder coordination meetings for each target group with for each target group which include producers, and buyers and members of DARD are held at least once a year to receive feedback or discuss future trading.</p> <p>2-4) Monitoring report is prepared by PPMU every 3 months.</p> <p>2-5) Evaluation report is prepared by CPMU before every JCG meeting.</p> <p>2-5a) Action plans is prepared by PPMU and CPMU.</p>	<p>2-1) PPMU monitoring reports</p> <p>2-2) PPMU monitoring reports</p> <p>2-3) PPMU monitoring reports</p> <p>2-4) PPMU monitoring reports</p> <p>2-5) CPMU evaluation reports</p> <p>2-5a) Action plans</p>	
<p>3) "Awareness of relevant organization/people, mainly producer and buyers (consumer and traders, such as wholesalers and retailers) on safe crop production and food safety is raised."</p>	<p>1-6) 35 samples of soil and water analysis are conducted.</p> <p>1-7) 60 samples of pesticide residue inspection are conducted are checked by authorized laboratory.</p> <p>1-8) 500 samples of pesticide residue are checked as quick test by PPMU.</p> <p>1-89) 70 times of internal audits are attended by field officers.</p> <p>1-910) Monitoring report is prepared by PPMU every 3 months.</p> <p>1-10) Evaluation report is prepared by CPMU before every JCG meeting.</p> <p>1-11) Action plan is prepared by PPMU and CPMU.</p>	<p>1-6) PPMU monitoring reports</p> <p>1-7) PPMU monitoring reports</p> <p>1-8) PPMU monitoring reports</p> <p>1-89) PPMU monitoring reports</p> <p>1-910) PPMU monitoring reports</p> <p>1-10) CPMU evaluation reports</p> <p>1-11) Action plans</p>	

Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>Activities</p> <p>1.1 To create unit of CPMU (Central Project Management Unit) within DCP/MARD in order to manage and implement of the Project effectively in central level</p> <p>1.2 To create PPMU (Provincial Project Management Unit) within the respective province selected as "Pilot province(s)/city" and "Semi Pilot province(s)" in order to manage and implement of the Project effectively in local level</p> <p>* The PPMU is consisted with relevant sub-department(s) in DARD as well as collaboration with other departments/centers which is necessary to implement the Project effectively.</p> <p>1.3 To review/analyze and identify bottlenecks in the existing situation and problems for safe crop production in the Pilot province(s) and Semi Pilot province(s)</p> <p>1.4 To select the target groups (=Agriculture production entities; Agriculture Cooperative, Agriculture Production company/enterprises, and Farmer Groups) in the Pilot province(s) and Semi Pilot province(s)</p> <p>1.5 To collect relevant documents, materials and data on safe crop production including GAP, training materials, brochures</p> <p>1.6 To design crop production systems in order to ensure quality and safety</p> <p>* "Crop production system" includes the activities, such as format of record keeping, method of record confirmation, scientific pesticide residue testing, PGS (participatory Guarantee System, and introduction of ICT (Information and Communication Technology), etc.</p> <p>1.7 Based on the systems designed in the Activity 1.6 above, to introduce the system as trial-pilot activities in the pilot province(s) by joint collaboration between CPMU and PPMU</p> <p>1.8 Based on the trial Activities 1.7 above, to modify and improve the systems in order to make the system workable</p> <p>1.9 Against PPMU in the respective "Semi Pilot province(s)", to conduct workshop/seminars regarding to the system constructed in the Activity 1.8 above by CPMU</p> <p>1.10 To introduce the system above even in the "Semi Pilot province(s)" under the guidance and instruction by CPMU</p> <p>1.11 In the Pilot province(s) and Semi Pilot province(s), to summarize evaluate the results of trial pilot activities carried out, and then to formulate action plans (including activities and budget) which enable MARD/DARD to continue the Project activities even after the termination of the Project</p> <p>* For the above-mentioned Activity 1, the "Knowledge-sharing province(s)/city" are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.</p> <p>2.1 To conduct survey on "Market (value chain) analysis" (such as "Market Trends & Competitiveness", "Value Chain Mapping/Diagram", "Constraints & Opportunities", "Stakeholders/ Actors' relationship" and "Governance Structures & Public-private relations")</p> <p>2.2 In conjunction with the Activity 1.4, and also based on the results of Market analysis survey above, to identify the potential buyers of the agricultural products produced by target groups (product processing entities, distribution entities and sales entities) in the Pilot province(s) and Semi Pilot province(s) or large consumption areas (Hanoi, etc.)</p> <p>2.3 Together to provide the results of the Market analysis survey to the producers in the respective</p>	<p>awareness-activities of general school students in Hanoi exceed 50064,000.</p>	<p>monitoring report</p> <p>Inputs</p> <p><Vietnamese Side <Project Staff></p> <ul style="list-style-type: none"> - Counterpart and administrative staffs <p><Facilities/Buildings></p> <ul style="list-style-type: none"> - Suitable office space with necessary equipment/ facilities for Japanese experts <p><Expenses for operation and management></p> <ul style="list-style-type: none"> -Counterpart Fund necessary for the implementation of the Project <p>Japanese Side</p> <ul style="list-style-type: none"> <Dispatch of Japanese Experts> Long-term Experts: - Project Chief Advisor - Project Coordinator/ Training/ Public Relations <p>Short-term experts: As required</p> <p><Equipment/Machinery/Vehicle></p> <ul style="list-style-type: none"> - As necessary equipment - Other items are to be discussed <p><Training in Japan/ Third countries></p> <ul style="list-style-type: none"> - Training of Vietnamese staffs in Japan/third countries as required 	<p>1. The majority of the Project counterparts in charge of safe crop production in central and pilot province(s) do not change.</p> <p>2. The cooperation from government organization and people committee in relevant province(s) and city and the counterpart budget is secured.</p> <p>Pre-conditions</p> <p>1. The cooperation from buyers (collector, trader, wholesaler, retailer, etc.) of safe crop production is secured.</p>

Keyano



Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>province, to conduct sales promotion activities on safe crops (in particular, vegetables follow GAP), making contract and planning collection and delivery activities based on the requests by processing and sales entity</p> <p>* Promotion activities on safe crop production” is called as Matching activities like market/price information sharing and supports of business opportunities between producers and buyers</p> <p>2.4 To examine the trial-pilot activities of collection, pre processing and delivery in Pilot provinces.</p> <p>2.5 To introduce the trial-pilot activities of collection, pre processing and delivery above even in the “Semi Pilot province(s)” under the guidance and instruction by CPMU</p> <p>2.6 In the Pilot province(s) and Semi Pilot province(s), to summarize-evaluate the results of trial-pilot activities carried out, and then to formulate action plans (including activities and budget) which enable MARD/DARD to continue the Project activities even after the termination of the Project</p> <p>* For the above-mentioned Activity 2, the “Knowledge-sharing province(s)/city” are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.</p> <p>3.1 To review and analyze past experiences of promotion activities on safe crop production and food safety, and draw good practices and lessons learned.</p> <p>3.2 To implement raising awareness activities on safe crop production and food safety, focusing on human health, environment and agricultural promotion-traceability and trust building-toward customers (safe-vegetable-buyers/consumers) through mass media in nationwide-various-tools</p> <p>* Awareness activities = such as awareness raising campaign event, utilization of social media</p> <p>3.3 To implement specific raising awareness activities on safe crop production and food safety toward the target groups and organization related to the Activity 1 and Activity 2</p> <p>3.4 To grasp the consumers' voice/opinion and support communication activities ofn communication and information given by Vietnamese government</p>			

**Terminal Evaluation
on
The Project for Improvement
of
Reliability of Safe Crop Production
in
the Northern Region**

February 3, 2021
Joint Terminal Evaluation Team

Objectives of Terminal Evaluation

- Confirmation of the progress & achievements
- Evaluation by five criteria (relevance, effectiveness, efficiency, impact & sustainability)
- Make recommendations for the remaining period and beyond of the cooperation period.
- Draw lesson learned useful to formulate assistance projects by JICA

Schedule and Members

- From 8 January to 3 February, 2021

	Japanese Members	Vietnamese Members
1	Mr. Naomichi Murooka (Leader)	Mr. Nguyen Anh Minh (Leader)
2	Mr. Naoki Kayano (Cooperation Planning)	
3	Dr. Hideaki Higashino (Evaluation Analysis)	

Methodology of Evaluation

- Data and Information collection by:
 - Literature Survey
 - Interviews & questionnaires
 - Site visit conducted by field workers employed by the Project
- Analysis of Project Performance by:
 - PDM indicators (Project Design Matrix) & PO (Plan of Operation)
 - Five Evaluation Criteria (Relevance, Effectiveness, Efficiency, Impact & Sustainability)

Achievements (Input) (1)

Japanese Side (as of the end of December 2020):

Japanese Experts

- Long-term Experts :3 (106 person-months))
- Short-term Experts (Consultant Team):10 (79.0 person-months))

Overseas Training

- Five (5) times; 34 Vietnamese Stakeholders

Operation Cost Assistance

- Approximately VND 14.9 billion (JPY 67.0 million)

Achievements (Input) (2)

Vietnamese Side (as of the end of January 2020) :

Assignment of Vietnamese CPMU/PPMU members:

- Currently 79 assigned (124 in total)

Facilities:

- Office space for Japanese Experts in MARD

Operation cost:

- VND 9.74 billion (JPY 43.7 million)

Achievements (Output 1) (1)

Output 1: The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved.

- All 11 indicators related to Output 1, except for 1-9 and 1-10, have been achieved. Indicator 1-9 and 1-10 will be achieved before the end of the Project cooperation period (July 2021).
- These indicators are considered not relevant to directly verify the improvement of capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune).
- However, according to Japanese Experts, CPMU and PPMU's capacity of monitoring and management on safe crop production has been improved as they have participated in various activities of the Project in collaboration with the Japanese Experts.

Achievements (Output 1) (2)

Output 1: The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved.

Indicator 1-1: The number of target groups applying and utilizing Basic GAP/ Viet GAP is increased to at least 16.	<u>Achieved</u> <ul style="list-style-type: none">• 100% (20/20) of the target producers conducted internal audit.
Indicator 1-2: 320 number of producers in target sites	<u>Achieved</u> <ul style="list-style-type: none">• 432 out of 1,027 producers in target sites (approximately 42%) attended Basic GAP training so far.
Indicator 1-3: 80% of producers in target sites record on field diary properly according to Basic GAP.	<u>Achieved</u> <ul style="list-style-type: none">• 88.2% of the target producers (917/1,040 producers) kept field diary properly in winter cropping 2019-20.

Achievements (Output 1)(3)

Output 1: The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved.

Indicator 1-4: 100% of target groups in target sites conduct internal audit to evaluate group members' activity.	<p><u>Achieved</u></p> <ul style="list-style-type: none"> 100% (20/20) of the target producers conducted internal audit.
Indicator 1-5: 48 number of field officers are trained as trainer of Basic	<p><u>Achieved</u></p> <ul style="list-style-type: none"> 186 number of field officers were trained as trainer of Basic GAP so far.
Indicator 1-6: 35 samples of soil and water analysis are conducted.	<p><u>Achieved</u></p> <ul style="list-style-type: none"> 88.2% of the target producers (917/1,040 producers) kept field diary properly in winter cropping 2019-20.

Achievements (Output 1)(4)

Output 1: The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved.

Indicator 1-7: 60 samples of pesticide residue are checked by authorized laboratory	<p><u>Achieved</u></p> <ul style="list-style-type: none"> 103 samples (78 samples from the Pilot; 25 samples from the Semi-Pilot Provinces) were tested by specialized laboratories.
Indicator 1-8: 500 samples of pesticide residue are checked as quick test by PPMU.	<p><u>Achieved</u></p> <ul style="list-style-type: none"> 530 samples (430 samples from the Pilot; 100 samples from the Semi-Pilot Provinces) were tested by Quick Test by PPMUs.
Indicator 1-9: 70 times of internal audits are attended by field officers.	<p><u>Almost Achieved</u></p> <ul style="list-style-type: none"> Internal audits were attended 67 times by PPMU members. Internal audit witnesses are expected to be held 20 times in April 2021, and the indicator will be satisfied.

Achievements (Output 1) (5)

Output 1: The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved.

<p>Indicator 1-10: Monitoring report is prepared by PPMU every 3 months.</p>	<p><u>Almost Achieved</u></p> <ul style="list-style-type: none"> Monitoring Reports for production were submitted 13 times by PPMUs so far. The Production Monitoring reports for March 2020 and June 2020 from Hai Duong Province were delayed.
<p>Indicator 1-11: Action plan is prepared by PPMU</p>	<p><u>Almost Achieved</u></p> <ul style="list-style-type: none"> The Pilot provinces formulated the Action Plan in August 2020 based on drafted “Production Management System Development Manual” and “Supply Chain Development Manual”. PPMUs in Ha Nam and Hai Duong have already selected the target producers independently, and started their own support. Hung Yen Province plans to select its own target producers from 2021.

Achievements (Output 2) (1)

Output 2: The good patterns as model on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain is proposed.

- Out of five indicators, three indicators (2-1, 2-2 and 2-3) were satisfied while the remaining two (2-4 and 2-5) were almost satisfied.
- These indicators do not directly verify whether the model was proposed on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain, which was explained in the next section (3.1.4 Achievement of Project Purpose).
- According to Japanese Experts, through various activities conducted under the Project, PPMU members improved their understanding of the marketing of safe crops.

Achievements (Output 2) (2)

Output 2: The good patterns as model on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain is proposed.

Indicator 2-1: 300 number of matching events are conducted .	<u>Achieved</u> <ul style="list-style-type: none">• A total of 368 events were conducted so far.• Business Forum six times so far.
Indicator 2-2: 110 number of linkages between producers and buyers are made in target sites.	<u>Achieved</u> <ul style="list-style-type: none">• A total of 132 linkages were made with 20 target producers.

Achievements (Output 2) (3)

Output 2: The good patterns as model on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain is proposed.

Indicator 2-3: The coordination meetings for each target group with buyers are held at least once a year to receive feedback	<u>Achieved</u> <ul style="list-style-type: none">• Stakeholders meetings were conducted 74 times, so far.
Indicator 2-4: Monitoring report is prepared by PPMU every 3 months.	<u>Almost Achieved</u> <ul style="list-style-type: none">• Monitoring Reports for marketing were submitted 13 times by PPMUs so far.

Achievements (Output 2) (4)

Output 2: The good patterns as model on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain is proposed.

<p>Indicator 2-5: Monitoring report is prepared by PPMU every 3 months.</p>	<p><u>Almost Achieved</u></p> <ul style="list-style-type: none">• Formulation of the action plan was started.• In Ha Nam and Hai Duong provinces, PPMU has already selected target producers and started its own support. Hung Yen Province plans to select its own target producers farmers from 2021 and start supporting it.
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Achievements (Output 3) (1)

Output 3: Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised.

- All three indicators related to Output 3 were satisfied.
- It is difficult to precisely evaluate to which extent awareness of relevant organization/people has been raised by the Project awareness program and/or promotional materials as Output 3 is supposed to be set up to target the entire Vietnamese population.
- However, it is considered awareness of Vietnamese people on safe crops has been raised by the Project activities based on the following reasons:
 - ✓ Awareness program was conducted to 177,152 students in Hanoi. In collected 9,408 homework results from the students showed positive response.
 - ✓ More than 1 million people accesses to the HPA Safe Agricultural Product website as of 25 January 2021 since they launched it with technical assistance of the Project in Aug. 2018.
 - ✓ The Project awareness activities were covered by mass media a total of 55 times.
 - ✓ The number of the safe vegetable selling points in Hanoi increased by 502 times from year 1996 and 12.6 times from 2007.

Achievements (Output 3) (2)

Output 3: Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised.

Indicator 3-1: The awareness program for consumers, producers and buyers are conducted 15 times by CPMU and PPMU.	<u>Achieved</u> <ul style="list-style-type: none">• A total of 54 events for awareness raising were conducted so far.
Indicator 3-2: 5 promotional materials for awareness activities are developed.	<u>Achieved</u> <ul style="list-style-type: none">• A total of 16 materials were developed as follows:.

Achievements (Output 3) (3)

Output 3: Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised.

Indicator 3-3: The number of participants of general school students in Hanoi exceed 64,000.	<u>Achieved</u> <ul style="list-style-type: none">• More than 177,152 students were involved in awareness activities. In addition, more than 16,361 parents were involved through students.
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Achievements (Project Purpose) (1)

Project Purpose: Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted.

** Promotion of safe crop production, then, channel of the value chain is promoted.*

Indicator 1: At least three kinds of supply chain models for safe crops are developed in the target sites.

Indicator 1 has been achieved to some extent.

- The Project figured out that there were no meaningful difference in terms of process, facility and capacities required for target producers to handle these supply chains.
- There are differences in management capacity between those groups who manage multiple buyers and those who do not. Developing capacity of producer groups to handle multiple buyers will contribute more to promoting channel of value chains for safe crops.

Achievements (Project Purpose) (2)

Project Purpose: Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted.

** Promotion of safe crop production, then, channel of the value chain is promoted.*

Indicator 1: At least three kinds of supply chain models for safe crops are developed in the target sites.

Indicator 1 has been achieved to some extent.

- Therefore, it was decided to develop three supply chain models based on the management capacity of producer groups (Nursing, Expansion, and Stabilization Stages) and the necessary support for each of the three models are presented in the Supply Chain Development Manual.
- Target buyers for each stage were also identified. Analysis is considered useful for assisting producers in the future.

Achievements (Project Purpose) (3)

Project Purpose: Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted.

** Promotion of safe crop production, then, channel of the value chain is promoted.*

Indicator 2: Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.

Indicator 2 has been achieved.

- The percentage of producers who join joint sales increased to 60% in winter 2018-2019, and reached 77% in winter 2019-2020.

Achievements (Project Purpose) (4)

Project Purpose: Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted.

** Promotion of safe crop production, then, channel of the value chain is promoted.*

Indicator 3: The area for reliable safe crop production in the target sites is increased to 180ha

Indicator 3 has been almost satisfied.

- According to the cultivation plan of the target producers, the area for reliable safe crop production in the target sites is supposed to increase to 190.1 ha for the winter cropping season 2020-2021.
- Meanwhile, the field workers who were sent to the target producer leaders for interview could confirm field log book for 168.5 ha only.
- Hence, the Evaluation Team could not conclude whether Indicator 3 has been fully satisfied or not.

Achievements(Overall Goal: Prospect)(1)

Overall Goal: Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability.

(*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.)

- The Overall Goal indicators are considered satisfied to some extent at the time of Terminal Evaluation. However, it is still necessary to analyze in depth whether the positive change (increase of areas, numbers of producers and selling points of safe crop production) were made only by the implementation of the Project, which is not possible at the time of Terminal Evaluation due to limitation of time and available data.
- Although there seems to be some contribution of the Project to the achievements of Indicator 1 and 2, the Evaluation Team considers that there is no direct causal relationship in the achievements of Indicator 3 by the Project as the production from the target sites is quite limited as compared to the amount of safe vegetables handled by the selling points that increased to more than 1,000 in 2020.

Achievements(Overall Goal: Prospect)(2)

Overall Goal: Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability.

(*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.)

Overall Goal Indicator1: Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.

- Indicator 1 is considered to be satisfied as the areas of reliable safe crop production (where cultivation of crop is practiced in accordance with Basic GAP/Viet GAP/Global GAP) have increased, although the increment is quite limited as compared to entire cultivated area in the Northern Region.
- No data is available for increase of production. However, since the areas have increased, the production is considered to have increased accordingly. Data is limited to five provinces.

2016	2017	2018	2019	2020
140.3ha	175.1ha	194.7ha	286.1ha	313.0ha

Achievements(Overall Goal: Prospect)(3)

*Overall Goal: Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability. (*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.)*

Overall Goal Indicator 2: Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.

- Indicator 2 is satisfied as the number of producers has increased.
- Data is obtained only from 5 provinces.

	2016	2017	2018	2019	2020
Basic GAP	3	4	9	11	22
VietGAP	14	17	28	28	37
Global GAP	0	0	1	3	3

Achievements(Overall Goal: Prospect)(4)

*Overall Goal: Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability. (*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.)*

Overall Goal Indicator3: Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.

- Indicator 3 is satisfied as the number of shops of safe crops in the Northern Region has been increased.

Name of buyer	Number of selling points in Northern Vietnam doing business with the Project Target Producers		
	as of October 2016	as of January 2021	Future plan
AEON	1	3	20 nationwide by 2025
Big C	15	17	In 2021, Big C will open one in Thai Nguyen
Coop Mart (supermarket)	6	13	According to the contacted person of Coop Mart, Coop Mart has plan to open new selling points
Coop Food (small supermarket specialized in groceries)	0	58	In 2021, 40 selling points will be opened. In 2025, Coop Food will have about 300 selling points in the Northern VN
Total	22	91	

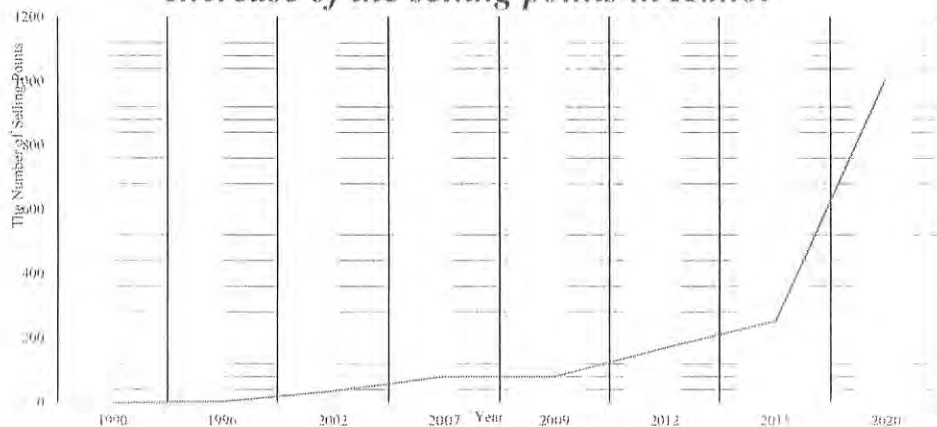
Achievements(Overall Goal: Prospect)(5)

*Overall Goal: Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability. (*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.)*

Overall Goal Indicator3: Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.

- However, it is difficult to justify the contribution of the Project to the increase of the selling points.

Increase of the selling points in Hanoi



Source: Nguyễn Thị Tân Lộc et al. (2020)

Contributing Factors (1)

- The climate of Northern Vietnam is suitable for vegetable cultivation, and many of the target producers have been involved in vegetable cultivation for a long time, and there was a basis for learning cultivation techniques, so the transfer of cultivation techniques was relatively smooth.
- By utilizing the framework of private sector cooperation, it was possible to introduce cultivation practical technologies possessed by Japanese companies.
- The core Vietnamese CPs continued working on the Project, including the previous Project Director for three years, the Vice Project Director and CPMU secretary for more than four years, and had a good understanding of the framework of the technical cooperation scheme, and had good communication with the Japanese side.

Contributing Factors (2)

-- The Vietnamese side allocated budget for the smooth operation of the Project activities.

-- The Vietnamese government conducted awareness raising programs to promote safe agricultural products, and Vietnamese people are paying more attention to the food safety. The number of selling points that handle with safe crops are rapidly increasing.

Inhibiting Factors (1)

-- The production of safe crops requires a certain amount of infrastructure such as capital investment and pre-processing facilities, etc., but at present, capital investment cannot be reflected in the price of safe crops as competition intensifies among safe crop producers.

-- Spread of COVID 19 wielded negative influence on the Project. According to Project Newsletter No.28 (Japanese), No. 23 (Vietnamese) (May 2020), the target producers that supplies to schools and employee cafeterias, the sales volume decrease was remarkable. In addition, due to the impact of price declines, 10 out of 20 target producers experienced decline in the sales

Evaluation Results (Five Evaluation Criteria) (1)

Evaluation Criteria	Evaluation Results	Reasons/Remarks
Relevance	High	(+) Relevance with Vietnam's development policies to promote safe crop production (+) Relevance with the needs of local communities (+) Relevance with Japan's aid strategy
Effectiveness	Moderate	(-) Supply chain model needs to be improved by analyzing buyers and consumers (Indicator 1). (+) Percentage of farmers who join joint sales is more than 50% (Indicator 2) (-) It is uncertain that the area for reliable safe crop production has reached target value, although it is almost satisfied. (Indicator 3). (-) It is not clear whether Output were really achieved or not.
Efficiency	Relatively High	(-) Inputs were made appropriately by both the Vietnam and Japanese sides. (±) Achievements of Output were satisfactory according to Indicators. However Indicators are not appropriate.

Evaluation Results (Five Evaluation Criteria) (2)

Evaluation Criteria	Evaluation Results	Reasons/Remarks
Impacts		(±) Overall Goal are already partly achieved according to Indicators. However, contribution of the Project is uncertain. (Indicators are considered inappropriate) (+) The Review Team observed a sign of technical, socio-economic impacts. (Introduction of cultivation technologies, awareness raising, network among target producers)

Evaluation Results (Five Evaluation Criteria) (3)

Evaluation Criteria	Evaluation Results	Reasons/Remarks
Sustainability	Relatively High	<p>(+) Policy support to promotion of safe crops will be maintained in Vietnam.</p> <p>(+) Accumulated knowledge and experience to provide marketing support to the target producers in addition to the existing production support in DARD</p> <p>(-) A system to provide constant marketing support has not been established within each DARD yet.</p> <p>(+) For the Pilot and the Semi-Pilot provinces, the budget required for dissemination activities will be provided within the framework of the existing government program in accordance with the Action Plan that has been formulated or is being formulated by PPMU.</p> <p>(+) As for awareness raising of relevant stakeholders, whole procedures of all communication activities conducted under the Project is to be compiled as a reference book by March 2021 for Hanoi DARD and other provinces and to continue the activities in the future.</p>

Recommendations

(Necessary measures to be taken by MARD and DARD)

(1) Assignment of staff who constantly support the Marketing

⇒DARD will assign staff to constantly support the marketing of target producers. For the purpose, collaboration with the Agricultural Extension Center in each province will also be taken into account.

(2) Assignment of staff who conduct dissemination of Basic GAP on site

⇒It is necessary to allocate staff to carry out dissemination activities at the field of target producers.

(3) Coordination and Monitoring by DCP/MARD

⇒DCP/MARD is recommended to coordinate and monitor the target provinces in planning, implementing of dissemination activities.

(4) Ensuring Budget for the Trial Activities

⇒It is necessary for MARD/DARD to ensure budget allocation to support the production of safe crops after the Project completion.

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Recommendations

(Necessary measures to be taken by the Project (Japanese Experts and CPMU/PPMU))

(1) Sharing knowledge and experiences among target provinces

⇒CPMU is recommended to offer the opportunities to share the knowledge and experiences learned from the Project and build a network among staff members of PPMU/DARD of the Pilot, Semi-Pilot, and Knowledge-sharing provinces.

(2) Continuous support to the target producers

⇒The Japanese Experts will support for improving the monitoring capacity of CPMU/PPMU.

(3) Discussion on the updating supply chain model

⇒It is necessary to discuss on the possible update of the supply chain model, including analysis of buyers and consumers, from the perspective of distribution form. Discussions will be held to study appropriate supply chain model cases based on the capabilities of each target producer group in order to respond to the changing of value chain.

Recommendations

(4) Data on Overall Goal achievements:

Current Overall Goal Indicators	Proposed Revision by the Terminal Evaluation Team	Reasons for the Revision
Indicator1: Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.	Indicator1: Areas and productions of reliable safe crop production in the Northern Region of Viet Nam in the target provinces is increased.	<ul style="list-style-type: none"> ▪ At the time of Terminal Evaluation, the area of safe crop production by the target producer groups is less than 200ha. Regarding <u>the increase in the area of the entire northern region over the next three years, it is difficult to verify the degree of contribution of the Project.</u> ▪ Future activities of safe crop production are also planned to be carried out in the target provinces, so first of all, <u>it is necessary to steadily verify changes in the target provinces.</u>
Indicator2: Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.	Indicator2: Numbers of farmer groups, agriculture cooperatives and enterprises who acquired applied Basic GAP or acquired VietGAP/ GlobalGAP certificates in the Northern Region of Viet Nam in the target provinces is increased.	<ul style="list-style-type: none"> ▪ The number of producers who acquired VietGAP or applied Basic GAP is increasing, but <u>the degree of contribution of the Project in the increase is uncertain.</u> ▪ Future activities of safe crop production are also planned to be carried out in the target provinces, so first of all, it is necessary to steadily verify changes in the target provinces.
Indicator3: Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.	Indicator3: Numbers of target producers in Expansion Stage: xxx, Stabilization Stage: xxx[*] in the target provinces.	<ul style="list-style-type: none"> ▪ Causal relationship between the Project implementation and the increase of buyers/shops of safe crops is uncertain. ▪ <u>Number of target producers per stage as an index to verify the strengthening of the supply chain.</u> ▪ <u>Utilization of Supply Chain Development Manual is important.</u>

Recommendations

(Necessary measures to be taken by the Project (Japanese Experts and CPMU/PPMU))

(5) Discussion on how to apply ICT for safe crop production

⇒Result of a demonstration test on the utilization of ICT technology will be obtained in March this year. With reference to the test results, CPMU/PPMU and Japanese Experts should discuss and consider how to utilize advanced technology for safe crop cultivation and value chain formation in the future.

(6) Confirmation of the area for safe crop production in the target sites

⇒The area for safe crop production in the target sites could not be confirmed at the time of Terminal Evaluation. The Project (Japanese Experts and CPMU/PPMU) is recommended to collect latest data and confirm the area for safe crop production in the target sites in the end line survey.

Lessons Learned

(1) Public-Private Partnership

⇒In the Project, Japan's practical cultivation technology was introduced to the target producers in collaboration with Japanese companies operating in Vietnam, which contributed to the progress of the Project. In the case of Japanese assistance projects, the implementation of technical cooperation through public-private partnership is effective both in terms of achieving project's outputs and in disseminating and expanding Japanese technology overseas.

(2) PDM Indicators

⇒One of the issues of PDM of the Project is that many, if not all, of the Output indicators were set as the achievement target level of the activities. Thus, the Project monitoring tended to concentrate on checking the progress of the activities, not giving enough focus on examination of the achievement status of Output. Since this tendency is seen in some of JICA projects, it should be paid attention to set up appropriate indicators when formulating future plans and monitoring projects implemented by JICA.

**JOINT TERMINAL EVALUATION REPORT
ON
THE PROJECT
FOR
IMPROVEMENT OF RELIABILITY
OF
SAFE CROP PRODUCTION IN THE NORTHERN REGION**

Hanoi, February 3, 2021



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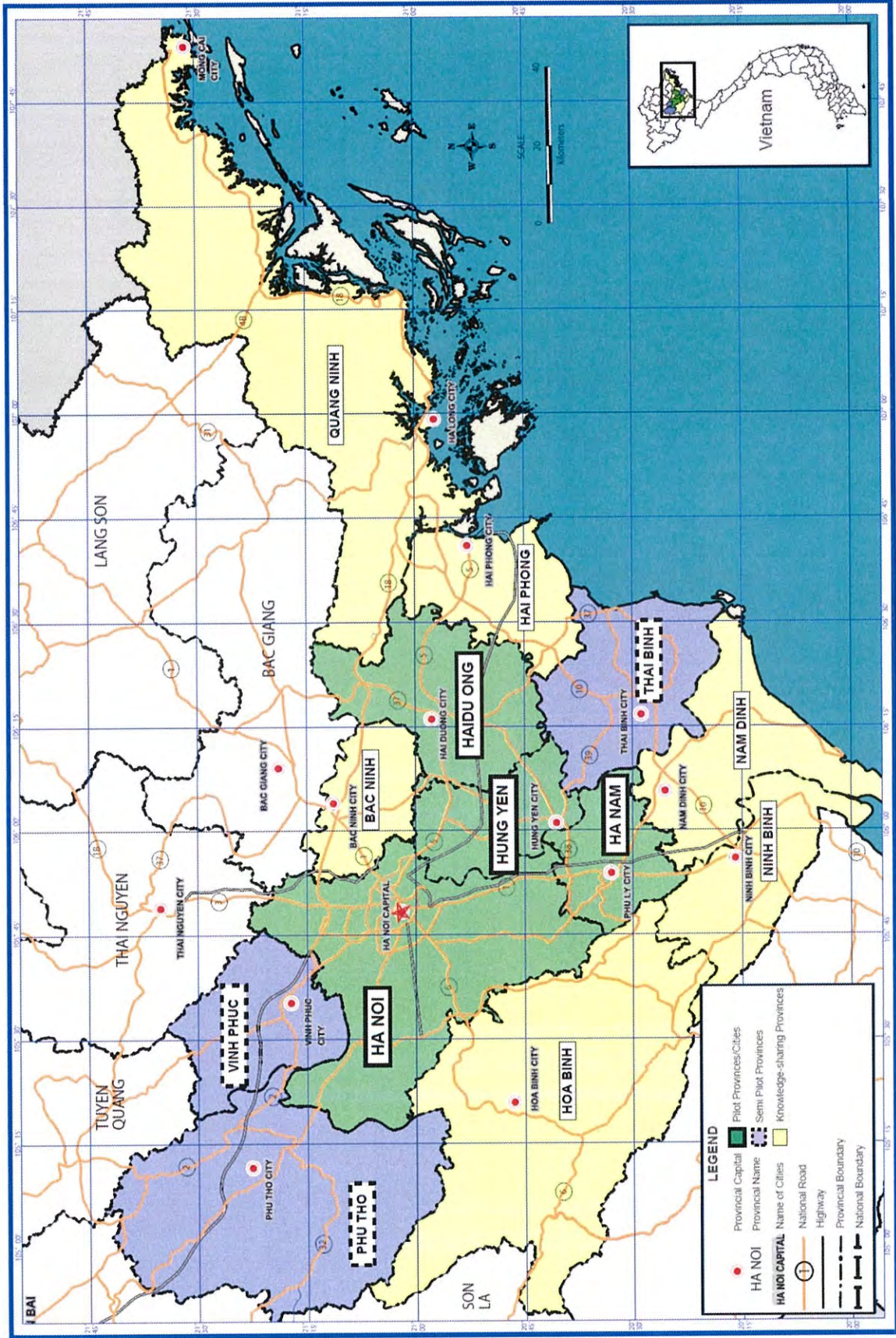
Abbreviations

Abbreviation	English
ADB	Asian Development Bank
Basic GAP	Basic Good Agricultural Practice
CP	Vietnamese Counterpart
CPMU	Central Project Management Unit
DARD	Department of Agriculture and Rural Development
DCP	Department of Crop Production, Ministry of Agriculture and Rural Development, Viet Nam
DOET	Department of Education and Training
HPA	Hanoi Promotion Agency
JCC	Joint Coordinating Committee
JICA	Japan International Cooperation Agency
M/M	Minutes of Meeting
MARD	Ministry of Agriculture and Rural Development, Viet Nam
NAFIQAD	National Agro-forestry and Fisheries Quality Assurance Department
ODA	Official Development Assistance
PDM	Project Design Matrix
PO	Plan of Operation
PPMU	Provincial Project Management Unit
R/D	Record of Discussion
TOF	Training of Farmers
TOT	Training of Trainers
Viet GAP	Vietnamese Good Agricultural Practice

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Project Site



1. Outline of the Terminal Evaluation

1.1. Objectives

The objectives of the Terminal Evaluation are as follows:

- To identify, review and verify the Project achievements and outcomes produced, input/activities as planned, along with PDM (Project Design Matrix: version 2.0) and PO (Plan of Operation: version 6).
- To evaluate comprehensively the Project in accordance with five evaluation criteria (Relevance, Effectiveness, Efficiency, Impact and Sustainability) by both the Vietnamese and the Japanese sides.
- To identify the issues to be addressed for the successful implementation of the Project for the remaining term, to discuss the future direction of the Project with relevant actors and stakeholders, and to make adjustment by revising PDM as necessary.
- To prepare Minutes of Meeting (M/M), including the Joint Terminal Evaluation Report, based on the results of the Evaluation as agreed by both the Vietnamese and the Japanese sides.

1.2. Schedule

The Evaluation was undertaken from January 8 to February 3, 2021. The schedule is as attached as ANNEX 1.

1.3. Members

The Evaluation was conducted by the Joint Terminal Evaluation Team (hereinafter referred to as the "Evaluation Team") comprising of the following Vietnamese and Japanese members.

The Vietnamese Side

Name	Title/Position
Mr. Nguyen Anh Minh	Deputy Director General, International Cooperation Department (ICD), Ministry of Agriculture and Rural Development (MARD)

The Japanese Side¹

Name	Title/Position
Mr. Naomichi MUROOKA	Senior Representative, JICA Vietnam Office
Mr. Naoki KAYANO	Project Formulation Advisor, JICA Vietnam Office
Dr. Hideaki HIGASHNO	Senior Consultant, RECS International Inc.

1.4. Evaluation Method

1.4.1. Evaluation Design

The Evaluation was designed based on the latest PDM (version 2.0 (ANNEX 2)), PO (ANNEX 3) and presented as the Evaluation Grid (ANNEX 4).

1.4.2. Data Collection Method

The Evaluation Team collected information through the literature survey, questionnaire survey and interview to the Project stakeholders, as well as site visits through field workers employed by the Project.

¹ Participated in the Terminal Evaluation on a remote basis through on-line meetings, questionnaire survey with relevant stakeholders, and exchange of views with Japanese Experts and Consultant Team via e-mail.

1.4.3. Evaluation Analysis

(1) Accomplishments of the Project

Accomplishments of the Project were verified in terms of the Output, Project Purpose and Overall Goal in comparison with the objectively verifiable indicators of the PDM and PO.

(2) Implementation Process

Implementation process of the Project was examined based on PDM and PO to see if the Input and Activities had been implemented without delay, to see if the Project had been managed properly, and to identify obstacles and/or facilitating factors that had affected the implementation process.

(3) Evaluation based on five evaluation criteria

Based on the results of data analysis, the Project was evaluated according to the five evaluation criteria (Relevance, Effectiveness, Efficiency, Impact and Sustainability). The definition of the criteria is as follows:

Relevance

A criterion for considering the validity and necessity of a project regarding whether the expected effects of a project (or project purpose and overall goal) meet with the needs of target beneficiaries; whether a project intervention is appropriate as a solution for problems concerned; whether the contents of a project is consistent with policies; whether project strategies and approaches are relevant, and whether a project is justified to be implemented with public funds of ODA (Official Development Assistance)

Effectiveness

A criterion for considering whether the implementation of a project has benefited (or will benefit) the intended beneficiaries or the target society

Efficiency

A criterion for considering how economic resource/inputs are converted to results. The main focus is on the relationship between project cost and effects

Impact

A criterion for considering the effects of the project with an eye on the longer-term effects including direct or indirect, positive or negative, intended or unintended

Sustainability

A criterion for considering whether produced effects continue after the termination of the assistance

1.5. Limitations in Conducting the Evaluation

In this Evaluation, the Team tried to obtain objective, quantitative and comprehensive information and data as much as possible. However, the Evaluation was conducted under the following constraints:

- (1) Due to the new coronavirus (COVID-19) that has spread worldwide since the beginning of 2020², the member in charge of evaluation analysis could not visit Vietnam to observe the progress/accomplishments of the Project. The evaluator utilized information collected by the Project (Long-term Experts), who had field workers conduct interview to the target producer group

² The first case was reported to the World Health Organization on December 31, 2019, and on January 31, 2020, the Organization declared an "international public health emergency".

leaders, buyers and consumers. A questionnaire survey to CPMU/PPMU staff was also conducted to collect information. In addition, Short-term Experts (Consultant Team) provided useful information for the Evaluation. However, there is still limitation to fully grasping and analyzing the status of the Project through these measures without watching the status of the sites where the Project activities were implemented.

- (2) The members tried to carry out quantitative and objective analysis as much as possible. Still when the necessary data or information was not available, the evaluator consulted related materials, questionnaires, interviewees' comments, etc., and included them in the evaluation results as qualitative information.

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2. Outline of the Project

2.1. Background

Agricultural production in Vietnam has increased since the Doi Moi policy in 1986. As a result, food self-sufficiency has been almost achieved in recent years, and exports of vegetables and fruits are expected to multiply in addition to major agricultural products such as rice, soybean, corn, etc.

On the other hand, with the expansion of agricultural production, ensuring the safety of agricultural products, for instance, addressing contamination by residual pesticides and microorganisms, has increasingly become an issue to address to Vietnam.

The Vietnamese Government recognizes the importance of improving the reliability of agricultural product safety. However, satisfactory results have not been achieved as a wide range of measures is required in order to improve it: namely, enhancing production technology, improvement of processing and distribution processes, establishment of an inspection system on soil, water, air, and agricultural products, etc.

The Ministry of Agriculture and Rural Development (MARD) of Vietnam formulated "Viet GAP (Good Agriculture Practice)" in 2008 to disseminate technical standards to ensure the safety of agricultural products. Nevertheless, it is difficult for ordinary individual farmers to deal with 65 check items and high certification fee payments to the third parties.

In response to this issue, JICA implemented "Strengthening the Capacities for the Field of Management of Vietnam's Crop Production Sector for Improving the Productivity and Quality of Crop's Products" for three and a half years from July 2010 to December 2013 with the aim of raising awareness and transferring technology regarding safe crop production.

The project has set up pilot sites in Ha Nam, Hung Yen, Quang Ninh, and other provinces to provide technical guidance and technology on safe vegetable cultivation for local agricultural cooperatives and farmers as well as to advocate "Basic GAP (extraction of 26 major items directly related to cultivation technology out of 65 items under Viet GAP, the introduction of self-reporting system by bookkeeping, etc.)" in consideration of economic status of individual farmers who cannot pay the expensive certification fee.

At the pilot sites where the guidance on the Basic GAP was conducted, it became possible for farmers to quantitatively grasp the quantity of fertilizers and pesticides applied, which was previously implemented depending on farmers' experience and intuition, and this led to savings in input and farmers' farming status improved.

In response to the achievements, MARD officially approved Basic GAP as a national technical standard in July 2014, and to aim to expand the cultivation of safe crops through further dissemination of Basic GAP, the Vietnamese Government requested the Government of Japan the next phase of the project, "Project for Improvement of Reliability of Safe Crop Production in the Northern Region (the Project)". The request was approved and the Project has been implemented since July 2016 with cooperation period of five years.

2.2. Outline of the Project

The grand design of the Project is drawn in the PDM (version 2.0). Its summary is as follows:

(1) Title of the Project

Project for Improvement of Reliability of Safe Crop Production in the Northern Region

(2) Cooperation Period

Five years (from July 2016 to July 2021)

(3) Implementing Agency

- Department of Crop Production, Ministry of Agriculture and Rural Development (MARD)
- District Agriculture and Rural Development (DARD) (in the Project site)

(4) Target Area

The Northern Region of Viet Nam: 2 Cities and 11 Provinces (Hanoi City, Hai Phong City, Hung Yen Province, Hai Duong Province, Ha Nam Province, Thai Binh Province, Phu Tho Province, Vinh Phuc Province, Quang Ninh Province, Hoa Binh Province, Bac Ninh Province, Nam Dinh Province and Ninh Binh Province).

(5) Target Groups³

CPMU (MARD) and PPMU (DARD) members and the selected agricultural producers (agriculture production entities; agriculture cooperatives, agriculture production companies/enterprises, and farmer groups in the pilot and semi-pilot provinces)

(6) Narrative Summary of the Project (PDM (version 2) approved on June 21, 2019)

Overall Goal	Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability. * Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.
Project Purpose:	Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted. * Promotion of safe crop production, then, channel of the value chain is promoted.
Output:	<p>1. The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved.</p> <p>2. The good patterns as model on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain is proposed.</p> <p>3. Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised.</p>
Activities	<p>1-1. To create unit of CPMU (Central Project Management Unit) within DCP/MARD in order to manage and implement of the Project effectively in central level</p> <p>1-2. To create PPMU (Provincial Project Management Unit) within the respective province selected as “Pilot province(s)/city” and “Semi Pilot province(s)” in order to manage and implement of the Project effectively in local level * The PPMU is consisted with relevant sub-department(s) in DARD as well as collaboration with other departments/centers which is necessary to implement the Project effectively.</p> <p>1.3. To review/analyze and identify bottlenecks in the existing situation and problems for safe crop production in the Pilot province(s) and Semi Pilot province(s)</p> <p>1.4. To select the target groups (=Agriculture production entities; Agriculture Cooperative, Agriculture Production company/enterprises, and Farmer Groups) in the Pilot province(s) and Semi Pilot province(s)</p>

³ Target group is not clearly indicated in the PDM (version 2). The Evaluation Team defines CPMU/PPMU as the primary target groups and the target producer groups as the secondary target groups (i.e., agriculture production entities; agriculture cooperative, agriculture production company/enterprises, and farmer groups).

1.5. To collect relevant documents, materials and data on safe crop production including GAP, training materials, brochures
1.6. To design crop production systems in order to ensure quality and safety * “Crop production system” includes the activities, such as format of record keeping, method of record confirmation, scientific pesticide residue testing, PGS (participatory Guarantee System, and introduction of ICT (Information and Communication Technology), etc.
1.7. Based on the systems designed in the Activity 1.6 above, to introduce the system as trial activities in the pilot province(s) by joint collaboration between CPMU and PPMU
1-8. Based on the trial activities 1.7 above, to modify and improve the systems in order to make the system workable
1-9. Against PPMU in the respective “Semi Pilot province(s)”, to conduct workshop/seminars regarding to the system constructed in the Activity 1.8 above by CPMU
1-10. To introduce the system above even in the “Semi Pilot province(s)” under the guidance and instruction by CPMU
1-11. In the Pilot province(s) and Semi Pilot province(s), to summarize the results of trial activities carried out, and then to formulate action plans (including activities and budget) which enable MARD/DARD to continue the Project activities even after the termination of the Project * For the above-mentioned Activity 1, the “Knowledge-sharing province(s)/city” are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.
2-1. To conduct survey on “Market (value chain) analysis” (such as “Market Trends & Competitiveness”, “Value Chain Mapping/Diagram”, “Constraints & Opportunities”, “Stakeholders’/ Actors’ relationship” and “Governance Structures & Public-private relations”)
2-2. In conjunction with the Activity 1.4, and also based on the results of Market analysis survey above, to identify the potential buyers of the agricultural products produced by target groups (product processing entity, distribution entity and sales entity) in the Pilot province(s) and Semi Pilot province(s) or large consumption areas (Hanoi, etc.)
2-3. Together to provide the results of the Market analysis survey to the producers in the respective province, to conduct sales promotion activities on safe crops (in particular, vegetables follow GAP), making contract and planning collection and delivery activities based on the requests by processing and sales entity * “Promotion activities on safe crop production” is called as Matching activities like market/price information sharing and supports of business opportunities between producers and buyers
2.4. To examine the trial activities of collection, pre processing and delivery in Pilot provinces.
2-5. To introduce the trial activities of collection, pre-processing and delivery above even in the “Semi Pilot province(s)” under the guidance and instruction by CPMU
2-6. In the Pilot province(s) and Semi Pilot province(s), to summarize the results of trial activities carried out, and then to formulate action plans (including activities and budget) which enable MARD/DARD to continue the Project activities even after the termination of the Project * For the above-mentioned Activity 2, the “Knowledge-sharing province(s)/city” are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.
3.1. To review and analyze past experiences of promotion activities on safe crop production and food safety, and draw good practices and lessons learned.
3.2. To implement raising awareness activities on safe crop production and food safety, focusing on human health, environment and agricultural promotion toward customers (buyers/consumers) through mass media in nationwide * Awareness activities = such as awareness raising campaign event, utilization of social media
3.3. To implement specific raising awareness activities on safe crop production and food safety toward the target groups and organization related to the Activity 1 and Activity 2
3.4. To grasp the consumers’ voice/opinion and support activities on communication and information given by Vietnamese government

3. Achievements and Implementation Processes

3.1. Achievements

3.1.1. Input

The Japanese Side

(1) Japanese Experts

Up to the end of December 2020 a total of 3 Long-term Experts (106 person-months) and 10 Short-term Experts (Consultant Team:79.0 person-months) have been dispatched. Details are as shown in ANNEX 5.

(2) Overseas Trainings of Vietnamese CPs

Overseas counterpart trainings in Japan were conducted five times so far for smooth operation of the Project. A total of 34 Vietnamese CPs were sent to Japan for training.

No.	Title of Training	Period of Training	Nos. of Trainee	Venue
1	Safe Crop Supply Chain Building Training	June 13–June 21, 2017	7 officers (MARD (3), DARD (4) (Pilot city and provinces))	* Sawara Agricultural Products Supply Center * Union Farm, Ibaraki Pref. * JA Mito * Agriculture and Livestock Industries Corporation (ALIC)
2	Safe Crop Supply Chain Building Training	February 18 – February 23, 2019	7 officers (DARD of Pilot City (Hanoi) and , Pilot Provinces (Hai Duong, Ha Nam, Hung Yen) and Semi-Pilot Provinces (Thai Binh, Phu Tho, Vin Phuc)	* Agriculture, Forestry and Fisheries Department, Kumamoto Pref. * Producers of safe crop (GAP certified) * Consumer of safe crop (food processing companies, retail shops, etc.)
3	Safe Crop Supply Chain Building Training (Supplement training organized by JICA expert with JICA oversea activities cost)	February 18 – February 24, 2019	7 (CPMU(1), PPMU (6) (Vinh Phuc (2), Thai Binh (2), Phu Tho (2))	* Agriculture, Forestry and Fisheries Department Agricultural Policy Division, JA Central Association, Ibaraki prefecture *Tokyo Senju Seika *TAKII SEED *Genki Farm, etc.
4	3 rd Training in Japan	November 18 – November 24, 2019	6 (CPMU (1), PPMU (3) (Hai Duong Province (1), Hung Yen Province (1), Ha Nam Province (1)), Leader of Agricultural Cooperative/Farmer Group (2))	* AEON AGRICULTURE CREATE CO.,LTD * Green Plaza System, Palsystem Consumers' Co-operative Union
5	Safe Crop Supply Chain Building Training (Supplement training organized by JICA expert with JICA oversea activities cost)	February 17-February 23, 2020	7 (ICD (1), PPMU (4) (Bac Ninh (2), Hai Phong (2), DARD (2) (Nam Dinh (2))	*Takoijima Farm *Kuroki Farm *JA Kurume *JA Mii *JA Niji *Hirata Farm, *Saganvege Co., ltd, etc.

Source: Project Team/JICA Vietnam

(3) Procured Equipment

Until the end of December 2020, no equipment was provided by the Japanese side.

(4) Local Cost Assistance (ANNEX6 and ANNEX 7)

Up to the end of December 2020, the Japanese side assisted local cost expenditure: VND 8.42 billion approximately equal to JPY 37.88 million (exchange rate: VND1.0 = JPY 0.0045 as of January 2021).

Main items of expenditure are miscellaneous (general administrative expenses, transportation, agricultural material expenses for target producers, upgrading materials for pre-processing facilities⁴, training, etc.), business trip, agent service, and so on.

Japanese Fiscal Year	VND	JPY
2016	828,724,000	3,729,258
2017	1,164,165,000	5,238,743
2018	1,946,866,324	8,760,898
2019	2,596,839,105	11,685,776
2020	1,880,555,422	8,462,499
Total	8,417,149,851	37,877,174

Source: Project Team (Long-term Expert)

In addition to the above, cost for the communication activities in Hanoi city and trial activities in Pilot and Semi-Pilot provinces (production and marketing) amounted to VND 6.47 billion (approximately equal to JPY 29.12 million, with exchange rate of VND1.0 = JPY 0.0045 as of January 2021)

Japanese Fiscal Year	VND	JPY
2016	70,240,000	316,080
2017	617,233,062	2,777,549
2018	1,724,836,424	7,761,764
2019	1,908,468,878	8,588,110
2020	2,150,092,874	9,675,418
Total	6,470,861,238	29,118,876

Source: Project Team (Consultant Team)

The total of local cost assistance and expenditure for trial activities amounted to VND 14.89 billion (approximately equivalent to JPY 67.00 million).

The Vietnamese Side

(1) Counterpart Personnel (CP)

Up to the end of January 2021, a total of 124 Vietnamese CPs (CPMU and PPMU) has been assigned. Currently, 79 CPs are assigned. Details are as shown in ANNEX 8.

(2) Local Cost Sharing from the Vietnamese Side

The Vietnamese side bore local cost for the Project activities with the approximate total amount of VND 9.74 billion (approximately equivalent to JPY43.82 million)⁵

⁴ Expenses for agricultural material and upgrading materials for pre-processing facilities were made for the 2 target producers in Knowledge-sharing city/province (Hai Phong city and Bac Ninh province)

⁵ Items for expenditure are: GAP training, market dialogue, on-site guidance, TOF training, taking soil and water samples and laboratory testing, etc.

No.	Year		2016	2017	2018	2019	2020	Total
	Province							
1	Hanoi				610,000,000	408,000,000	230,000,000	408,000,000
2	Hai Duong			240,000,000	420,000,000	360,000,000	360,000,000	
3	Hung Yen				270,000,000	300,000,000	300,000,000	
4	Ha Nam			50,000,000	500,000,000	510,000,000	610,000,000	
5	Vinh Phuc				69,370,000	200,000,000	180,000,000	70,630,000
6	Phu Tho					190,000,000	330,000,000	350,000,000
7	Thai Binh				300,000,000	300,000,000	400,000,000	800,000,000
8	CPMU				550,000,000	1,050,000,000	1,000,000,000	1,000,000,000
Total				290,000,000	2,719,370,000	3,318,000,000	3,410,000,000	9,737,370,000

Source: CPMU/PPMU

(3) Facilities

The Vietnamese side arranged the followings facility for the Project activities:

- Office space for Japanese Experts in MARD with necessary equipment and facilities

3.1.2. Progress of Main Activities

Summary of achievements of the main activities are described as ANNEX 9.

3.1.3. Achievements of Output

Summary of achievements of Output according to indicators are described as below:

Output 1: The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved.

- All 11 indicators related to Output1, except for 1-9 and 1-10, have been achieved. Indicator 1-9 and 1-10 will be achieved before the end of the Project cooperation period (July 2021).
- These indicators are considered not relevant to directly verify the improvement of the capacity of monitoring and management on safe crop production for relevant organizations. However, according to Japanese Experts, CPMU and PPMU's capacity of monitoring and management on safe crop production has been improved as they have participated in various activities in collaboration with the Japanese Experts.

Indicator 1-1: The number of target groups applying and utilizing Basic GAP/ Viet GAP is increased to at least 16.	Achieved		
	<ul style="list-style-type: none"> • A total of 20 target producers are applying GAP so far. 		
	Pilot/Semi Pilot Province	Province	Selected agricultural producers Groups
	Pilot Province	Hai Duong	6
		Ha Nam	4
		Hung Yen	3
	Semi-Pilot Province	Phu Tho	2
		Thai Binh	2
Vinh Phuc		3	
Total		20	
Indicator 1-2: 320 number of producers in target sites attend Basic GAP trainings.	Achieved (ANNEX 10)		
	<ul style="list-style-type: none"> • 432 out of 1,027 producers in target sites (approximately 42%) attended Basic GAP training so far. • For the remaining producers, the Project is planning to train them by farmer to farmer training by core farmers who already attended the training, and on-site guidance (bookkeeping and pesticide management monitoring/guidance) by PPMU and the Consultant Team. 		
Indicator 1-3: 80% of producers in target sites record on field diary properly according to Basic GAP.	Achieved		
	<ul style="list-style-type: none"> • PPMU and the Japanese Experts confirmed that 88.2% of the target producers (917/1,040 producers) kept field diary properly in winter cropping 2019-20. 		

Indicator 1-4: 100% of target groups in target sites conduct internal audit to evaluate group members' activity.	<p><u>Achieved</u></p> <ul style="list-style-type: none"> According to PPMU and the Japanese Experts, 100% (20/20) of the target producers conducted internal audit.
Indicator 1-5: 48 number of field officers are trained as trainer of Basic GAP.	<p><u>Achieved</u></p> <ul style="list-style-type: none"> 186 number of field officers were trained as trainer of Basic GAP so far. Trainings were conducted not only to PPMU members of the Pilot provinces and Semi-Pilot provinces, but also to officers of DARD, extension workers at provincial and district levels, and district People's Committee members, in response to requests from those who were not directly involved in the Project.
Indicator 1-6: 35 samples of soil and water analysis are conducted.	<p><u>Achieved (ANNEX 11)</u></p> <ul style="list-style-type: none"> The number of soil and water qualities samples amounted to of 59 (soil:31, water quality:28) so far. The Consultant Team has developed sampling guidelines and all sampling is done by PPMU staff. The inspection itself is carried out by specialized inspection agencies.
Indicator 1-7: 60 samples of pesticide residue are checked by authorized laboratory.	<p><u>Achieved (ANNEX 12)</u></p> <ul style="list-style-type: none"> Pesticide residues of 103 samples (78 samples from the Pilot provinces; 25 samples from the Semi-Pilot Provinces) were tested by specialized inspection agencies..
Indicator 1-8: 500 samples of pesticide residue are checked as quick test by PPMU.	<p><u>Achieved (ANNEX 13)</u></p> <ul style="list-style-type: none"> Pesticide residues of 530 samples (430 samples from the Pilot Provinces; 100 samples from the Semi-Pilot Provinces) were tested by Quick Test by PPMUs. The Consultant Team has developed sampling guidelines and all sampling and the test were done by PPMU staff. The Quick Test, which has never been conducted in Northern Region before, is low in cost and the inspection result can be obtained in a short time (about 1 hour), many sample inspections can be performed and it is being recognized as a simple and effective method. It is to be noted that not all types of pesticides can be detected, and low accuracy due to visual inspection.
Indicator 1-9: 70 times of internal audits are attended by field officers.	<p><u>Almost Achieved</u></p> <ul style="list-style-type: none"> Internal audits were attended 67 times by PPMU members. Internal audit witnesses are expected to be held 20 times in April 2021, and the indicator will be satisfied. Since few groups were conducting internal audits at the start of the Project, the Japanese Experts requested PPMU to attend the internal audit. The 26 items required for Basic GAP should be audited, but since the viewpoint of audit was not clearly described in the existing Basic GAP guidelines, the Consultant Team summarized the internal audit implementation procedure so that PPMU staff can easily check the status of internal audit.
Indicator 1-10: Monitoring report is prepared by PPMU every 3 months.	<p><u>Almost Achieved (ANNEX 14)</u></p> <ul style="list-style-type: none"> Monitoring Reports were submitted 13 times by PPMUs so far. The Production Monitoring reports for March 2020 and June 2020 from Hai Duong Province were delayed and have not been submitted until the end of December 2020. September 2020 Monitoring Reports have been already submitted by all the provinces, except for Hung Yen Province (Production) and Phu Tho Province (Marketing).
Indicator 1-11: Action plan is prepared by PPMU	<p><u>Achieved</u></p> <ul style="list-style-type: none"> Indicator 1-11 was set to confirm whether the Pilot provinces have made their plans to carry out pilot activities on their own. With this, it is verified whether PPMU has acquired the ability to disseminate the activities that were carried out in the Project. The Pilot provinces formulated the action plan in August 2020 based on drafted "Production Management System Development Manual" and "Supply Chain Development Manual". Based on the Action Plans, PPMUs in Ha Nam and Hai Duong have already selected the agricultural producers independently, and started their own support to

them. Hung Yen Province plans to select its own agricultural producers from 2021 and start supporting it.

- In formulating and implementing the Action Plan, the Pilot Provinces were required to select the activities that are feasible and necessary for the selected agricultural producers within the existing government program and its budget, and to secure the necessary input (budget and human resources) to put the plan into practice while referring to the said two Manuals.
- In November 2020, discussions were held with the Semi-Pilot Provinces to formulate Action Plans for 2021, and the provinces are also proceeding their planning.

Output 2: The good patterns as model on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain is proposed.

- As for indicators of Output 2, out of five indicators, three indicators were satisfied while the remaining two were almost satisfied.
- These indicators do not directly verify whether the model was proposed on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain, which was explained in the next section (3.1.4 Achievement of Project Purpose).
- According to Japanese Experts, through various activities conducted under the Project, PPMU members improved their understanding of the marketing of safe crops.

Indicator 2-1: 300 number of matching events are conducted

Achieved (ANNEX 15)

- A total of 368 events were conducted so far.
- In the first half of the Project (until September 2018), the Consultant Team led the search for buyers and arrange matching with the target producers.
- After September 2018, around when Semi Pilot provinces participated in the Project activities, number of cases increased where PPMU introduced buyers and selected agricultural producers found buyers on their own effort.
- In addition, as a place to efficiently search for buyers, the Project held business forum six times so far, which also contributed to selected agricultural producers as a place to meet multiple buyers at once and negotiate them, and improve their bargaining power.

Province	Ha Nam	Hai Duong	Hung Yen	Thai Binh	Vinh Phuc	Phu Tho	Total
	Matching Results						
Successfully concluded. Trading will start soon.	30	25	50	30	9	4	148
Successful. Negotiation will continue.	23	51	37	6	7	3	127
No conclusion.	3	14	8	11	4	8	48
Matching was not successful. No more meeting will happen.	2	28	11	0	4	0	45
Total	58	118	106	47	24	15	368

Indicator 2-2: 110 number of linkages between producers and buyers are made in target sites.

Achieved

- A total of 132 linkages were made with 20 target producers.
- Indicator 2-2 was set up to verify the capability of selected agricultural producers in terms of negotiation and contract fulfillment with buyers as more the number of linkage, the more the producers' capabilities were strengthened.

Indicator 2-3: The coordination meetings for each target group with buyers are held at least once a year to receive feedback or discuss future trading.

Achieved

- Stakeholders meetings were conducted 74 times, so far.

Meeting	2017-18	2018-19	2019-20	2020-21	Total
Discussion on quality requirements	4	11	0	0	15
Review meeting (Customer visit)	5	8	29	17	59
Total	9	19	29	17	74

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	<ul style="list-style-type: none"> • This indicator was set up for verification of improvement of producer's communication skills with buyers. • In the early stage of the Project, two types of meetings were held; meetings where producers confirm the shipping standards of harvested products with buyers before shipping, and review meetings to receive feedback from buyers at the end of the season and discuss next season's deals. • However, it was difficult for both the producers and buyers to hold the two meetings due to lack of experiences and time. • Then, currently, shipping standards are discussed at the time of matching or contract, and focus is put on receiving feedback from customers and reflecting it in the producer's activities. Producers come to understand that it is effective to receive feedback from buyers. However, there remains room for improvement in terms of initiative of producers, and assist by the Japanese Experts are still needed.
Indicator 2-4: Monitoring report is prepared by PPMU every 3 months.	<p><u>Almost Achieved.</u></p> <ul style="list-style-type: none"> • Monitoring Reports were submitted 13 times by PPMUs so far. • The Production Monitoring reports for March 2020 and June 2020 from Hai Duong Province were delayed and have not been submitted until the end of December 2020. • September 2020 Monitoring Reports have been already submitted by all the provinces, except for Hung Yen province (Production) and Phu Tho province (Marketing). • Until the start of the Project, DARD had few farmer marketing support features. • Therefore, in the Project, in order for PPMU staff to understand what farmer's marketing activities are like and what challenges they face, and to think about what kind of support the government can provide, PPMU staff was requested to participate as much as possible in the trial activities conducted by the target producers and report the contents and issues of the activities. • From 2018 cropping season, as target producers were instructed to prepare a marketing plan once a year in May, PPMU started monitoring focusing on confirming whether the producers are working according to the marketing plan and what the issues are. • Through the monitoring activities, understanding of PPMU on the marketing and the monitoring capacity have been improved significantly.
Indicator 2-5: Action plans is prepared by PPMU	<p><u>Almost Achieved.</u></p> <ul style="list-style-type: none"> • Formulation of the action plan was started. • This indicator measures whether PPMU has acquired the ability to disseminate the activities carried out in the Project. • In Ha Nam and Hai Duong provinces, PPMU has already selected target producers and started its own support. Hung Yen Province plans to select its own target producers farmers from 2021 and start supporting it. • It is considered from these facts that PPMU has understood how to support the producers and are capable of implementing Basic GAP dissemination. • In November 2020, discussions were held with the Semi-Pilot provinces to formulate Action Plans for 2021, and the provinces are also proceeding their planning.

Output 3: Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised.

- All three indicators related to Output 3 were satisfied.
- It is difficult to precisely evaluate to which extent "awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety" has been raised by the Project awareness program and/or promotional materials as Output 3 is supposed to be set up to target the entire Vietnamese population.
- However, it is considered that awareness of Vietnamese people on safe vegetable has been raised through the Project activities based on the following reasons:
 - ✓ Awareness program was conducted to 177,152 students in Hanoi. In collected 9,408 homework results from the students, many answers suggested "learned how safe vegetables are produced" and "want to buy safe vegetables at a reliable store" and behavioral changes were confirmed. This method, which uses school children as an intermediary, is also evaluated by Hanoi City DARD as an effective method for raising awareness and behavior change related to safe vegetables for parents who purchase vegetables.
 - ✓ About 1,021,552 accesses to the website of Safe Agricultural Product operated by HPA (<https://nongsanantoanhanoi.gov.vn>) were recorded as of 25 January 2021 since they launched it with

technical assistance of the Project in August 2018.

- ✓ The Project awareness activities were covered by mass media a total of 55 times.
- ✓ The statistical data shows the speedy increase in the number of the safe vegetable selling points in Hanoi increased by 502 times compared to the year 1996 and increased by 12.6 times compared to 2007. (Nguyễn Thị Tân Lộc et al. (2020). TRADING SAFE VEGETABLES BY SHOPS AND SUPERMARKETS LOCATED IN HANOI CITY, Vietnam Journal of Agricultural Science, No.6 (115))

Indicator 3-1: The awareness program for consumers, producers and buyers are conducted 15 times by CPMU and PPMU.	<p>Achieved</p> <ul style="list-style-type: none"> • A total of 54 events for awareness raising were conducted so far. • The program was conducted at schools selected by the Department of Education and Training, Hanoi City. At two junior high schools in Hanoi which were not nominated for the poster contest voluntary organized school program in 2019. <table border="1"> <thead> <tr> <th>Event</th> <th>2017</th> <th>2018</th> <th>2019</th> <th>2020</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>Numbers of schools conducted In-Class Program</td> <td>30</td> <td>6</td> <td>3</td> <td>2</td> <td>41</td> </tr> <tr> <td>Visual contest</td> <td>1</td> <td>1</td> <td>1</td> <td>1</td> <td>4</td> </tr> <tr> <td>Exhibition</td> <td>1</td> <td>1</td> <td>1</td> <td>2</td> <td>5</td> </tr> <tr> <td>In-Store Promotion</td> <td></td> <td></td> <td>1</td> <td>--</td> <td>1</td> </tr> <tr> <td>Numbers of School program voluntarily organized</td> <td>1</td> <td></td> <td>2</td> <td>--</td> <td>3</td> </tr> <tr> <td>Total</td> <td>33</td> <td>8</td> <td>8</td> <td>5</td> <td>54</td> </tr> </tbody> </table>	Event	2017	2018	2019	2020	Total	Numbers of schools conducted In-Class Program	30	6	3	2	41	Visual contest	1	1	1	1	4	Exhibition	1	1	1	2	5	In-Store Promotion			1	--	1	Numbers of School program voluntarily organized	1		2	--	3	Total	33	8	8	5	54																		
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Indicator 3-2: 5 promotional materials for awareness activities are developed.	<p>Achieved</p> <ul style="list-style-type: none"> • A total of 16 materials were developed as follows:. <table border="1"> <thead> <tr> <th>Material</th> <th>2017</th> <th>2018</th> <th>2019</th> <th>2020</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>School leaflet</td> <td>1</td> <td>1</td> <td>1</td> <td>--</td> <td>3</td> </tr> <tr> <td>Elderly leaflet</td> <td>1</td> <td>1</td> <td>--</td> <td>--</td> <td>2</td> </tr> <tr> <td>Producer & trade leaflet</td> <td>1</td> <td>1</td> <td>--</td> <td>--</td> <td>2</td> </tr> <tr> <td>Digitized poster to distribute</td> <td>1</td> <td>--</td> <td>1</td> <td>1</td> <td>3</td> </tr> <tr> <td>Edited video to distribute</td> <td>--</td> <td>1</td> <td>--</td> <td>--</td> <td>1</td> </tr> <tr> <td>HPA Website leaflet</td> <td>--</td> <td>1</td> <td>1</td> <td>--</td> <td>2</td> </tr> <tr> <td>Event promotion leaflet</td> <td>--</td> <td>--</td> <td>1</td> <td>1</td> <td>2</td> </tr> <tr> <td>In-store promotion display</td> <td>--</td> <td>--</td> <td>1</td> <td>--</td> <td>1</td> </tr> <tr> <td>Total</td> <td>4</td> <td>5</td> <td>5</td> <td>2</td> <td>16</td> </tr> </tbody> </table> <ul style="list-style-type: none"> • Whole procedures of all communication activities conducted under the Project is to be compiled as a reference book by March 2021 for Hanoi DARD and other provinces and to continue the activities in the future. • The Project has signed MOU with Women Union to promote 1) utilizing of the educational leaflets at Women Union's meetings nationwide and 2) distribution of the leaflets nationwide by inserting into a mother's magazine called Me & Be. 	Material	2017	2018	2019	2020	Total	School leaflet	1	1	1	--	3	Elderly leaflet	1	1	--	--	2	Producer & trade leaflet	1	1	--	--	2	Digitized poster to distribute	1	--	1	1	3	Edited video to distribute	--	1	--	--	1	HPA Website leaflet	--	1	1	--	2	Event promotion leaflet	--	--	1	1	2	In-store promotion display	--	--	1	--	1	Total	4	5	5	2	16
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Indicator 3-3: The number of participants of general school students in Hanoi exceed 64,000.	<p>Achieved</p> <ul style="list-style-type: none"> • More than 177,152 students were involved in awareness activities. (In addition, more than 16,361 parents were involved through students.) <table border="1"> <thead> <tr> <th>Awareness Activities</th> <th>2017</th> <th>2018</th> <th>2019</th> <th>2020</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>In-class program</td> <td>10,350</td> <td>3,891</td> <td>1,085</td> <td>1,035</td> <td>16,361</td> </tr> <tr> <td>Leaflet only</td> <td>42,164</td> <td>21,095</td> <td>48,567</td> <td>48,965</td> <td>160,791</td> </tr> <tr> <td>Total</td> <td>52,514</td> <td>24,986</td> <td>49,652</td> <td>50,000</td> <td>177,152</td> </tr> </tbody> </table>	Awareness Activities	2017	2018	2019	2020	Total	In-class program	10,350	3,891	1,085	1,035	16,361	Leaflet only	42,164	21,095	48,567	48,965	160,791	Total	52,514	24,986	49,652	50,000	177,152																																				
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Source: Project Team (Consultant Team)

3.1.4. Achievements of Project Purpose

Project Purpose: Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted.

* Promotion of safe crop production, then, channel of the value chain is promoted.

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The indicators of the Project Purpose have been reasonably achieved based on the following reasons:

Indicator 1: At least three kinds of supply chain models for safe crops are developed in the target sites.

Indicator 1 has been achieved to some extent.

The Project surveyed and analyzed various supply chains for safe crops in its market surveys and provided support for marketing based on the analysis. Although the supply chains based on different marketing channels were identified, there were no meaningful difference in terms of process, facility and capacities required for target producers to handle these supply chains. In fact, target groups are not selling their crops to a single buyer but to multiple buyers. There are big differences in management capacity between those groups who manage multiple buyers and those who do not. Developing capacity of producer groups to handle multiple buyers will contribute more to promoting channel of value chains for safe crops. Therefore, it was decided to develop three supply chain models based on the management capacity of producer groups (Nursing, Expansion, and Stabilization Stages) and the necessary support for each of the three models are presented in the Supply Chain Development Manual. Target buyers for each stage were also identified. Analysis is considered useful for assisting producers (upstream of the supply chain) in the future.

As of January 2021, based on the assessment by Japanese Experts, there are seven target producers in Nursing, six in the Expansion and seven in Stabilization Stages.

Stage	Characteristic	Target Producer Group	Necessary support
Stabilization Stage	Advanced form of joint production and sales	Japan Vietnam (Hung Yen), Yen Phu (Hung Yen), Visa (Vinh Phuc), Thanh Ha (Hai Duong), Tan Minh Duc (Hai Duong), Vinh Phuc (Vinh Phuc), Green Farm (Hai Duong)	<ul style="list-style-type: none"> Limited support, some advanced support
Expansion Stage	Joint-production and joint sales with some weakness	Duc Chinh (Hai Duong), Binh Minh (Chen Tang) (Hung Yen), Hiep (Ha Nam), Ha Vy (Ha Nam), Quynh Hai (Thai Binh), Lua (Hai Duong)	<ul style="list-style-type: none"> Introduce buyers
Nursing Stage	No or limited experience of joint-sales	Gia Gia (Hai Duong), Dai Loi (Vinh Phuc), Thanh Tan (Thai Binh), Cat Lai (Ha Nam), Truong Thinh (Phu Tho), Thanh Tan (Ha Nam)	<ul style="list-style-type: none"> Introduce buyers, support for joint-sales
		Huong Non (Phu Tho)	<ul style="list-style-type: none"> Need comprehensive support Support for selection of product, organize joint-sales, finding buyers etc.

Source: Project Team (Consultant Team)

Indicator 2: Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.

Indicator 2 has been satisfied.

The percentage of producers who join joint sales increased to 60% in winter 2018-2019, and reached 77% in winter 2019-2020.

In the early stage of the Project, it was a major issue to build a joint sales system within the target producer groups.

To address the issue, the Japanese Experts made a production plan corresponding to the needs of the sales destination obtained through marketing activities, and supported the agricultural cooperatives in production, collection, shipping, and sales.

Cropping Season	Number of Farmers	Number of the Target Producer Groups	Number of Farmers in the target sites	Number of Farmers who Join the Joint Sales	Percentage of Farmers who join joint sales
Winter 2017-18		7	378	134	35%
Winter 2018-19		20	709	424	60%
Winter 2019-20		20	921	712	77%

Source: Project Team (Consultant Team)

However, in the first year (2017-18 winter), a certain target producers could not secure the sales channel assumed in the production plan, as the bargaining power of the agricultural service cooperative⁶ was poor, the selling price was low, and agricultural products could not be procured from the farmers. Consequently, joint sales could not be made. As situation was similar with other cooperatives⁷, it was not easy to build a system within target producers.

To improve the situation, on the assumption that communication skills and leadership are the key issues required for the joint sales, countermeasures were taken: appointment of a female cooperative member as a sales manager who positively participated in the Project activities, and involvement of the chairman of the District People's Committee, the regional representative, in the Project activities and request for cooperation in promoting the participation of farmers in joint sales and developing sales destinations.

These countermeasures worked well and as a result, the number of participants in the joint sales increased every year, so far, and the indicator 2 was satisfied.

Indicator 3: The area for reliable safe crop production in the target sites is increased to 180ha.

Indicator 3 has been almost satisfied.

According to the cultivation plan of the target producers, the area for reliable safe crop production in the target sites is supposed to increase to 190.1 ha for the winter cropping season 2020-2021. Detailed data by provinces are as shown in ANNEX 16.

Meanwhile, the field workers who were sent to the target producer leaders for interview could confirm field log book for 168.5 ha only collected in field as of January 2021. Hence, the Evaluation Team could not conclude whether Indicator 3 has been fully satisfied or not.

Cropping Season	Area for Reliable Safe Crop Production	No. of farmers
Winter 2017-18	50.85 ha	400
Winter 2018-19	106.61ha	696
Winter 2019-20	162.58ha	911
Winter 2020-21	190.1ha ⁸	1,027

Source: Project Team (Consultant Team)

3.2. Implementation Process

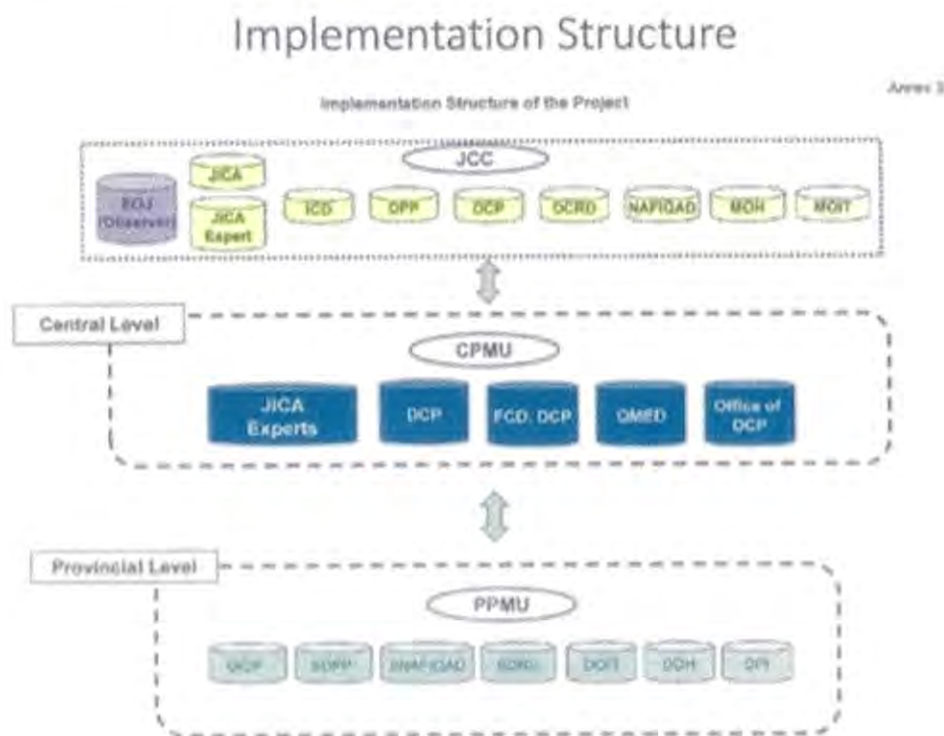
⁶ Agricultural service cooperatives, which were established before 2012 and reformed into the new type of cooperative in accordance with Cooperative Law 2012.

⁷ Other cooperatives which were established after 2012 according to Cooperative Law 2012, some cooperatives are specialized in safe vegetable production.

⁸ Figure shows planned value.

3.2.1. Implementation Set-up

Implementation set-up of the Project is as shown below:



3.2.2. Monitoring System

(1) Joint Coordinating Committee Meeting (JCC)

JCC Meeting has been conducted four times so far.

JCC Meeting	Date of Implementation	Main Topics Discussed	Number of Participants
1 st JCC Meeting	April 17, 2017	Background of the Project Formation, Overview of the Project progress, summary of Baseline Survey/Consumer Survey, selection of target groups (agricultural producers), Revision of PDM (version 1), and Pilot Project Implementation plan.	38
2 nd JCC Meeting	April 16, 2018	Evaluation result of pilot activities after one year implementation and related issues among all stakeholders to improve the activities	43
3 rd JCC Meeting	June 21, 2019	Progress of the Project, Revision of PDM (version 2), preparation of Action Plan in the pilot provinces and Activities in Knowledge Sharing Provinces.	46
4 th JCC Meeting	July 17, 2020	Discussion on Project Implementation Plan, etc.	44
5 th JCC Meeting	(Scheduled on February 3, 2021)	(Discussion on the Results of Terminal Evaluation)	n.a.

Source: Project Team

(2) Other Meetings (ANNEX17)

- CPMU Meeting has been held 11 times so far. CPMU and the Japanese Experts discussed the progress and management issues of the Project in the Meeting.

3.2.3. Public Relation Activities

(3)-1 Website

Hanoi Promotion Agency (HPA) launched a website (Safe Agricultural Products Web site (nongsanantoanhanoi.gov.vn) in August 2018, in response to the proposal by the Project. The site helps the viewer search useful information on safe products from three different perspectives; namely, store search, producer search, and certificate related information.

JICA also administers a website on the Project (<https://www.jica.go.jp/project/vietnam/041/index.html>).

(3)-2 Newsletter

Project Newsletter in Japanese was issued 32 times on a bi-monthly basis (No.1 in November 2016 to No.32 in November 2020) and Project Newsletter in Vietnamese was issued 26 times

(3)-3 Leaflet and others

Project leaflet, brochures, and notes were produced and distributed to the stakeholders.

(3)-4 Coverage by Mass Media (ANNEX 18)

The awareness raising activities of the Project were covered by mass media a total of 55 times.

3.2.4. Produced Materials (Manuals, Guidelines, etc.)

So far, following materials, including 2 manuals, have been produced by the Project.

No.	Name of Reports	Submission	Number of Reports			
			English	Vietnamese	Japanese	CD-R
1	Communication Materials					
	(1) School leaflet 2017	Sep 2017	1,250	63,460	-	-
	(2) Elderly leaflet 2017	Sep 2017	-	24,860		
	(3) Producer and Trader leaflet 2017	Nov 2017	-	32,000		
	(4) Digitized poster 2017	Dec 2017	-	1,000		
	(5) School leaflet 2018	Sep 2018	1,930	35,860		
	(6) Producer and Trader leaflet 2018	Nov 2018	-	28,100		
	(7) Elderly leaflet 2018	Nov 2018	-	19,150		
	(8) Edited video slideshow 2018	Dec 2018	-	12		
	(9) School leaflet 2019	Sep 2019	1,030	53,672		
	(10) Digitized poster 2019	Dec 2019	-	1,039		
	(11) HPA website leaflet 2019	Sep 2019	-	50,000		
	(12) In-Store Promotion leaflet 2019	Nov 2019	-	2,000		
	(13) In-Store Promotion display 2019	Nov 2019	-	5 panels		
2	(14) Supply Chain Development Manual	Nov 2020	150	300	-	-
3	(15) Operation Manual for Production Management System for GAP Promotion	Oct 2020	150	300	-	-
4	(16) Work Plan (Phase 1)	November, 2016	5	10	5	-
5	(17) Work Plan (Phase 2)	August, 2019	5	10	5	-
6	(18) Baseline Report	March, 2019	5	10	-	-
7	(19) Project Progress Report (Phase 1)	March, 2019	5	10	5	1
8	(20) Monitoring Sheet Ver.1	November, 2016	5	10	5	-
9	(21) Monitoring Sheet Ver.2	May, 2017	5	10	5	-

10	(22) Monitoring Sheet Ver.3	December, 2017	5	10	5	-
11	(23) Monitoring Sheet Ver.4	December, 2018	5	10	5	-
12	(24) Monitoring Sheet Ver.5	March, 2020	5	10	5	-
13	(25) Monitoring Sheet Ver.6	March, 2020	5	10	5	-
14	(26) Monitoring Sheet Ver.7	December, 2020	5	10	5	-
15	Training Materials of Cultivation Method for Safe Vegetable Production (5 series) (27) Compost making (28) Soil sterilization (29) Introduction of new variety seeds (30) Introduction of new Seedling method (31) Introduction of new agricultural materials)	(to be completed May, 2021)	150	300	-	-

Source: Project Team (Consultant Team)

3.2.5. Trainings Conducted by the Project

(1) Training (Production)

Location	Pilot province	Semi-pilot province	Other	Total
Training				
TOT Basic GAP	3	3	1	7
TOF Basic GAP	19	7	0	26
TOT Post harvest	3	0	0	3
TOT Follow up	6	3	0	9
TOF Follow up	15	2	0	17
Total	46	15	1	62

Source: Project Team (Consultant Team)

(2) Training (Marketing)

Location	Pilot province	Semi-pilot province	Other	Total
Training				
TOT Marketing	0	0	2	2
TOF Marketing	23	10	0	33
Total	23	10	2	35

Source: Project Team (Consultant Team)

3.2.6. Contributing and Inhibiting Factors

Contributing Factors

- The climate of Northern Vietnam is suitable for vegetable cultivation, and many of the target producers have been involved in vegetable cultivation for a long time, and there was a basis for learning cultivation techniques, so the transfer of cultivation techniques was relatively smooth.
- By utilizing the framework of private sector cooperation, it was possible to introduce practical cultivation technologies possessed by Japanese companies.
- The core Vietnamese CPs continued working on the Project, including the previous Project Director for three years, the Vice Project Director and CPMU secretary for more than four years, and had a good understanding of the framework of the technical cooperation scheme, and had good communication with the Japanese side.
- The Vietnamese side allocated budget for the smooth operation of the Project activities.
- The Vietnamese government conducted awareness raising programs to promote safe agricultural products, and Vietnamese people are paying more attention to the food safety. The number of selling

points that handle with safe crops are rapidly increasing.

Inhibiting Factors

- The production of safe crops requires a certain amount of infrastructure such as capital investment and pre-processing facilities, etc., but at present, capital investment cannot be reflected in the price of safe crops as competition intensifies among safe crop producers.
- Spread of COVID 19 wielded negative influence on the Project. According to Project Newsletter No.28 (Japanese), No. 23 (Vietnamese) (May 2020), the target producers that supplies to schools and employee cafeterias, the sales volume decrease was remarkable. In addition, due to the impact of price declines, 10 out of 20 target producers experienced decline in the sales.⁹

⁹ They took countermeasures such as sales of vegetable through alternative distribution channel, reduction and review of cultivated items, etc. to minimize the impact from the COVID-19.

4. Results of the Terminal Evaluation

4.1. Results of the Evaluation based on the Five Evaluation Criteria¹⁰

4.1.1. Relevance

The Relevance of the Project is High, due to the following reasons:

(1) Consistency with the Vietnamese Government Policy

In Chapter III of the Viet Nam's Socio-Economic Development Strategy for the Period of 2011-2020¹¹, the Government of Vietnam states that it will ensure macroeconomic stability and build up a modern and effective industrial, agricultural, and service economic structure. The Government set up a goal that agriculture will develop towards modern, effective and sustainable directions; many products will have high added value.

In Chapter IV¹², the Government also emphasizes the reallocation of the structure of crop plants, harvests and varieties that meet the market demand and reduce damages from natural disasters and epidemic diseases and indicated that the importance of speeding up the application of advanced science and modern technology in production, processing, maintenance; giving priority to the application of biological technology to create many crop plant varieties that achieve high productivity, quality and effectiveness; quickly increase added value per unit of cultivated land.

MARD issued an instruction to formulate the "Five-Year Plan of Agricultural and Rural Development (2021-2025)" on May 8, 2020 (No. 3110 / CT) -BNN-KH). In the instruction, "harmony with international standards, production that contributes to the development of a high-quality and safe agricultural value chain for individuals and companies, and creation of a beneficial environment for investing in business" was referred to. The direction of policies related to safe vegetables and GAP needs to wait for the official announcement of the Five-Year plan, but the overall direction is that the promotion of safe agricultural products and value chain development will be maintained even after the Project is completed.

The Project is relevant with the needs of Vietnamese society as it aims to transfer safe crop production technology based on Basic GAP to producers, assist farmers' groups and cooperatives to practice joint sales to buyers to stabilize sales of safe crops, and raise awareness of entire value chain (producers, buyers, and consumers) of crops.

(2) Needs of Vietnamese Society

A World Bank's survey in 2018 residents in multiple Vietnamese cities found 89% of respondents characterizing local food as unsafe, echoing a 2016 survey which found middle-and upper-income consumers in Hanoi to either be worried (30%) or extremely worried (67%) about food safety¹³.

Meanwhile, most Vietnamese farmers either lack the needed knowledge or, more commonly, lack any effective incentives to practice good hygiene and more judicious use of inputs. It is also to be noted that bulk of Viet Nam's expanded volume of marketed agricultural output is attributable to many millions of small-scale household farms, the vast majority of which are not affiliated with formal organizations or distribution channels.

(3) Japanese Aid Policy/Strategy

¹⁰ The grading system of five levels was applied for the evaluation: High, Relatively High, Moderate, Relatively Low and Low.

¹¹ 3.2. Main Objectives in Economic, Cultural, Society and Environmental Development a) In Economic Development

¹² 4.3. Comprehensively develop agriculture towards the direction of modernity, effectiveness and sustainability

¹³ Vietnam: Agri-Food Safety Project, Project Information Document, World Bank, 2019.

In the country-wise assistance policy to Viet Nam, the Government of Japan states as a major goal that Japan will provide Vietnam with comprehensive support for sustainable growth through strengthening Viet Nam's international competitiveness, overcoming vulnerable aspects of Vietnam, and building a fair society and nation, based on Vietnam's socio-economic development strategy and plan.

In the assistance policy, three priority areas of assistance (medium goal) are enumerated as follows:

- (1) Growth and strengthening of competitiveness
- (2) Responding to vulnerabilities
- (3) Strengthening governance

In “(1) Growth and strengthening of competitiveness”, the Government of Japan states that “to achieve sustainable growth through strengthening international competitiveness, Japan will assist improving the market economy system, including the promotion of improving market system reform, fiscal/financial reform, state-owned enterprise reform, as well as strengthening industrial competitiveness (improvement of investment environment, industrialization strategy, promotion of SME/supporting industries promotion, high value-added (value chain) agriculture, forestry and fisheries, ICT utilization) and industrial human resource development.”

The Project is considered relevant with the Japanese aid policy as it is dealing with promotion of safety crop production, which is prerequisite for establishment of high-value added agriculture, and in the long run, it is expected that safe crop production will expand in Vietnam.

4.1.2. Effectiveness

Effectiveness of the Project is Moderate at the moment of the Terminal Evaluation due to the following reasons:

Project Purpose: Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted. * Promotion of safe crop production, then, channel of the value chain is promoted.

Project Purpose Indicator 1: At least three kinds of supply chain models for safe crops are developed in the target sites.

Project Purpose Indicator 2: Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.

Project Purpose Indicator 3: The area for reliable safe crop production in the target sites is increased to 180ha.

From the results of the interviews to Japanese Experts and interviews conducted by the field workers to target producers, it is considered that farmers' interest in the production of safe crops in and around the sites is increasing as far as the target sites are concerned. Accordingly, it is concluded that “the promotion of safe crops” has been made to a certain extent as described in “3.1.4. Achievements of Project Purpose”.

As regards Indicator 1, the Project developed three supply chain models based on the management capacity of producer groups. Developing capacity of producer groups to handle multiple buyers based on these model is considered effective to promote channel of value chains for safe crops. As the classification of each target producer group and the necessary support were presented based on the analysis of management

capabilities in terms of joint sales, any DARDs can initiate supporting producer groups for safe crop production and marketing.

The number of trading between the target producers and buyers that were signed and started as a result of matching events but suspended for multiple reasons¹⁴ in Pilot provinces reached 36.3% (45/124) in Pilot and 26.6% (12/45) in Semi Pilot provinces, although it is highly appreciated that there is significant increase of trading by the Project.

Most of target groups had no experiences of joint sales before they joined the Project. There is a huge gap between individual sales and joint sales. It is not easy for producer groups with little experience of joint sales to start and continue trading. The data show that target groups repeated many tries and errors in order to establish stable linkages with buyers for safe crops.

Status of Trading in Pilot provinces (as of September 2020)		Status of Trading in Semi Pilot provinces (as of September 2020)	
In negotiation	0	In negotiation	1
Signed but no trading	2	Signed but no trading	0
Started but stop trading	45	Started but stop trading	12
Trading continues	77	Trading continues	32
Total	124	Total	45
(Trading before the Project started)	11	(Trading before the Project started)	23
Increase after the Project started	111	Increase after the Project started (excluding "in negotiation")	21

Source: Project Team (Consultant Team)

In Action Plans submitted by PPMUs in Pilot provinces, it is reported that there are some constraints against establishing value chain of safe crops: limitation of organizing and managing producers, increase of competition among safe vegetable suppliers that leads to price pressure to producers, high transportation cost, shortage of facilities and infrastructure, difficulty to find producers who are positive to invest and supply safe vegetables, etc.

The current Manual does not cover all issues. In this sense, its effectiveness is not satisfactory. It is expected that the concerned department of Vietnamese government will regularly improve and update the Manual during the remaining cooperation period and after the Project completion.

4.1.3. Efficiency

Efficiency of the Project is considered Relatively High at the time of Terminal Evaluation.

Input

Both the Japanese and Vietnamese side have made possible effort in making input to the Project.

- Input by the Japanese side for trial activities is considered to be appropriate as compared to other projects in the agriculture sector taking into consideration the diverse activities the Project implemented.

¹⁴ According to the Consultant Team, there are various reasons for the stop of trading: 1) issues in the supply side (poor quality of products, shortage of amount of products, safety standards not reached, 2) issues in the demand side (bankruptcy, change in management form, change of business policy, etc.), and 3) issues in both sides (not clearly known). The Project in principle respect the intentions of target groups and provide support them if the trading is suspended due to lack of capacity or understanding of target groups to satisfy the requirements of buyers. In addition, the Project assisted stakeholder meetings where target groups can obtain feedback from buyers to improve their operation and organizes occasions such as TOF on marketing to share good practices and lessons among PPMUs and target groups.

- According to the interviews and questionnaires, pre-processing facilities upgraded by the Japanese side have been well maintained and effectively used.
- Project document approval by the Vietnamese government was delayed until August 2018 and allocation of budget by the Vietnamese side from the counterpart fund was delayed, too. During the period, DARD in Pilot and Semi Pilot provinces allocated necessary budget from the provincial regular budget.

Output

- Some indicators related to Output are not suitable to evaluate Output achievements, however, it was confirmed that extensive activities under the Project were implemented appropriately, by which it was concluded that Output was reasonably achieved.

4.1.4. Impact

(1) Prospect of Achievement of Overall Goal (Expected Positive Impact)

Overall Goal: Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability. (*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.)

The indicators are considered satisfied to some extent at the time of Terminal Evaluation. However, it is still necessary to analyze in depth whether the positive change (increase of areas, numbers of producers and selling points of safe crop production) were made only by the implementation of the Project, which is not possible at the time of Terminal Evaluation due to limitation of time and available data.

Although there seems to be some contribution of the Project to the achievements of Indicator 1 and 2, the Evaluation Team considers that there is no direct causal relationship in the achievements of Indicator 3 by the Project as the production from the target sites is quite limited as compared to the amount of safe vegetables handled by the selling points that increased to more than 1,000 in 2020.

In addition, it is necessary to set up quantitative indicators to precisely evaluate whether Overall Goal will have been achieved three years after the Project completion for post evaluation.

Overall Goal Indicator1: Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.

Indicator 1 is considered to be satisfied as the areas of reliable safe crop production (where cultivation of crop is practiced in accordance with Basic GAP/Viet GAP/Global GAP) have increased, although the increment is quite limited as compared to entire cultivated area in the Northern Region.

No data is available for increase of production. However, since the areas have increased, the production is considered to have increased accordingly.

**The area applied Basic GAP and certified for Viet GAP/Global GAP
in the Northern Region of Vietnam**

Province \ Year	2016	2017	2018	2019	2020
Pilot Provinces					
Hung Yen	27.3	34.5	60.1	73.2	104.4
Ha Nam	13.5	36.5	70.0	116.0	92.0
Semi Pilot Provinces					
Thai Binh	0	6.1	14.1	35.1	59.1
Phu Tho	33.2	31.7	27.5	30.5	32.0
Knowledge Sharing Province					
Bac Ninh	66.3	66.3	23.1	31.2	25.5
Total	140.3	175.1	194.7	286.1	313.0

Source: PPMU

Overall Goal Indicator2: Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.

The number of producers (farmer groups, agriculture cooperatives and enterprise) who apply Basic GAP has increased from 3 in 2016 to 22 in 2020 in five target provinces. At the time of Terminal Evaluation, data from all target provinces are not available but five provinces (two Pilot, two Semi Pilot and one Knowledge Sharing provinces). However, it is assumed that the situation is considered more or less similar in the remaining six provinces as selling of safe vegetable is a trend in Vietnam and farmers are required to adjust to it.

The Number of Producers who Applied Basic GAP

Province \ Year	2016	2017	2018	2019	2020
Pilot Provinces					
Hung Yen	2	0<*	0	0	0
Ha Nam	1	2	4	4	6
Semi Pilot Provinces					
Thai Binh	0	2	3	4	13
Phu Tho	0	0	2	2	2
Knowledge Sharing Province					
Bac Ninh	0	0	0	1	1
Total	3	4	9	11	22

Note: Four Target producers of Hung Yen already obtained Viet GAP/Viet GAP standard certificate

Source: PPMU

The Number of Producers who Acquired Viet GAP/Viet GAP Standard Certificate

Province \ Year	2016	2017	2018	2019	2020
Pilot Provinces					
Hung Yen	2	4	8	9	16
Ha Nam	2	3	4	5	2
Semi Pilot Provinces					
Thai Binh	0	0	0	0	0
Phu Tho	n.a.	n.a.	9	7	13
Knowledge Sharing Province					
Bac Ninh	10	10	7	7	6
Total	14	17	28	28	37

Source: PPMU

The Number of Producers who Acquired Global GAP Certificate

Province \ Year	2016	2017	2018	2019	2020
Pilot Provinces					
Hung Yen	0	0	0	0	0

Ha Nam	0	0	1	3	3
Semi Pilot Provinces					
Thai Binh	0	0	0	0	0
Phu Tho	0	0	0	0	0
Knowledge Sharing Province					
Bac Ninh	0	0	0	0	0
Total	0	0	1	3	3

Source: PPMU

Overall Goal Indicator3: Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.

Indicator 3 has been satisfied at the time of Terminal Evaluation, although whether this has been achieved due to implementation of the Project is difficult to justify.

The number of buyers/shops of safe crops in the Northern Region of Vietnam that are doing business with the target producers has been increased as shown in the table below:

Name of buyer	Number of selling points in Northern Vietnam doing business with the Project Target Producers		
	as of October 2016	as of January 2021	Future plan
AEON	1	3	20 nationwide by 2025
Big C	15	17	In 2021, Big C will open one in Thai Nguyen
Coop Mart (supermarket)	6	13	According to the contacted person of Coop Mart, Coop Mart has plan to open new selling points
Coop Food (small supermarket specialized in groceries)	0	58	In 2021, 40 selling points will be opened. In 2025, Coop Food will have about 300 selling points in the Northern VN
Total	22	91	

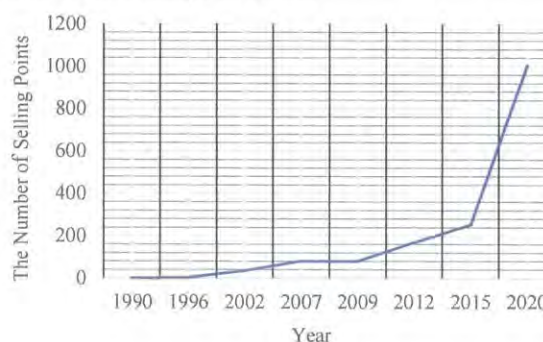
Source: Project Team (Long-term Expert)

The following table presents the yearly increase of the number of selling points in Hanoi from 1990 to 2020. It is clear that sales of safe vegetable are already “a trend” in Vietnam.

Increase of the Selling Points of Safe Crops in Hanoi

Year	Shop	Supermarket	Total
1990	0	0	0
1996	2	0	2
2002	22	13	35
2007	53	27	80
2009	80	--	80
2012	125	44	169
2015	165	87	252
2020	941	65	1,006

Source: Nguyễn Thị Tân Lộc et al. (2020)



(2) Impacts other than Overall Goal

(2)-1 Technical Impact

Most of the target producers, with some exceptions, were not familiar with the cultivation technology that are necessary for producing safe crops before the Project.

By the Project, four technologies of Japanese companies that contributed to the improvement of safety were introduced: 1) soil improvement technology such as compost production and soil disinfection, 2) the introduction of new varieties with strong pest resistance, 3) the production technology of excellent seedlings, and 4) agricultural materials to reduce the frequency of pesticide application.

Under the framework of private sector cooperation, the introduction of practical and applicable technologies possessed by Japanese companies was promoted by conducting demonstration tests of vegetable production using these cultivation technologies.

(2)-2 Socio-Economic Impact-1

In the Project, awareness-raising activities were carried out at education site in collaboration with the Department of Education and Training (DOET) in Hanoi City. In a school education program, children learn the journey of safe vegetables, starting from ensuring safe soil and water by the producers and production process is recorded and safe vegetables are managed carefully until reaching the hands of consumers. Then, by telling the parents what they learned and working on their homework together, the Project aimed to raise awareness and change behavior of parents (mainly mothers) who are the vegetable purchasers.

From the collected homework results, many answers showed "learned how safe vegetables are produced" and "want to buy safe vegetables at a reliable store", these results suggested expected behavioral changes.

This method, which uses school children as an intermediary, was also highly evaluated by the Hanoi City DARD as an effective method for raising awareness regarding safe vegetables and changing behavior of parents who purchase vegetables. In the Project, guidelines and manuals will be compiled and handed over to Hanoi City DARD, and continuous implementation is expected after the Project is completed.

(2)-3 Socio-Economic Impact-2

A network among target producers was established through site visits between target producers, training tours to developed areas of safe vegetable production in Vietnam, and training in Japan. In addition to exchanging information related to daily safe vegetable production, they have built a system to efficiently deliver a wide variety of vegetables according to customer needs by procuring vegetables that are superior to each other. Some target producers flexibly procure from other target producers when they cannot meet the quantity and type required by the buyer. There is also an advantage that target producers who are not accustomed to joint sales can accumulate experience and know-how of joint sales through experienced target producers. Network construction between target producers has produced these various synergistic effects, especially in marketing activities.

4.1.5. Sustainability

Sustainability of the Project is at the time of Terminal Evaluation is considered **Relatively High**.

(1) Policy Aspect

The "Five-Year Plan of Agricultural and Rural Development (2021-2025)" has not been made public at the time of the Terminal Evaluation, but MARD issued an instruction to formulate the five-year plan on May 8, 2020 (No. 3110 / CT -BNN-KH).

In this instruction, among the main missions, it was mentioned related to food safety, "harmony with

international standards, create a favorable environment for the individuals and enterprises to invest in production and business which contributes to the development of high-quality agricultural value chains, ensuring food hygiene".

The direction of policies related to safe vegetables and GAP needs to wait for the official announcement of the Five-Year plan, but the overall direction is that the promotion of safe agricultural products and value chain development will be maintained even after the Project is completed.

(2) Institutional Aspect

In promoting the production of safe crops along the supply chain, it is necessary to support production and marketing activities in parallel.

Conventionally, DARD activities have focused on production support. However, under the Project, PPMU of the target sites have accumulated knowledge and experience to provide marketing support to the target producers in addition to the existing production support.

Meanwhile, it should be pointed out that a system to provide constant marketing support has not been established within each DARD yet.

Concerning the four Knowledge-sharing provinces that did not carry out trial activities with selection of target producers, it is necessary to further train human resources within DARD to promote the production and sale of safe crops along the supply chain.

(3) Financial Aspect

Financial sustainability of the Project is expected to be secured based on the following reasons:

As described in (1), it is expected that the promotion of safe agricultural products and value chain development will be maintained even in the "Agricultural and Rural Development Five-Year Plan (2021-2025)".

For the Pilot and the Semi-Pilot provinces, the budget required for dissemination activities will be provided within the framework of the existing government program in accordance with the Action Plan that has been formulated or is being formulated by PPMU.

During the Project period, the material cost for the upgrading of pre-processing facilities was supported by the Project, but in order to support a new producer organization in the future, it is necessary for DARD to secure a budget for the upgrading of pre-processing facilities.

According to the interview with the target producers, some of them improved the production environment by using the profits obtained from trading with buyers and loans from financial institutions. It is expected that a certain portion of target producers can maintain and develop activities by self-help efforts.

(4) Technical and Management Aspects

PPMUs and target producers are considered to have acquired knowledge and skills in production of safe vegetable in accordance with Basic GAP. However, there remains room for improvement in establishing effective value chain with buyers, fully utilizing the Supply Chain Development Manual.

As for awareness raising of relevant stakeholders, whole procedures of all communication activities

conducted under the Project is to be compiled as a reference book by March 2021 for Hanoi DARD and other provinces and to continue the activities in the future.

4.2. Conclusion

The Evaluation Team conducted Terminal Evaluation of the Project based on five evaluation criteria, through literature survey, questionnaires and interviews to stakeholders conducted by field workers employed by the Project (Vietnamese CPs, Japanese Experts/Consultant Team, target producers, consumers, etc.). Based on the analysis of the current status of the Project, the achievements of the Project were evaluated reasonable as a whole as explained in the previous chapter, the Team recommends that the Project be terminated as scheduled in the end of July 2021. Summary of the Evaluation is as follows:

Relevance of the Project was evaluated high. The Project is highly relevant to Vietnamese development policy, Japan's aid policy and strategy, and the needs of Vietnamese societies, at the time of the Terminal Evaluation.

Effectiveness of the Project was evaluated moderate. At the time of the Terminal Evaluation, it is considered that the Project activities are proceeding smoothly. However, the indicators shown in PDM are inappropriate for correctly evaluating the achievement status of Output and Project Purpose. Consequently, even if the indicators are met, there remains some concern about to which extent Output and Project Purpose have been achieved. In particular, strengthening of value chain with emphasis on enhancement of marketing capacity of the target producers have a room for improvement.

Efficiency of the Project was evaluated relatively high. Input by both the Japanese and Vietnamese sides was appropriate, and the achievement of Output was satisfactory according to the achievements based on the Indicators, which poises the similar concern as explained in the section of Effectiveness.

Impact: Prospect of Overall Goal is considered high according to the achievements of the indicators. However, it is necessary to check if the indicators of Overall Goal are directly connected to implementation of the Project. **As for other impacts than Overall Goal, there are signs of positive impacts.** Negative impacts are not observed at the time of Terminal Evaluation.

Sustainability of the Project is considered relatively high. The Vietnamese government has promoted until now and will promote cultivation of safe crops as their policy. Under the Project, CPMU, PPMUs and target producers are considered to have acquired knowledge and skills in promotion of safe vegetable in accordance with Basic GAP. For the Pilot and the Semi-Pilot provinces, the budget required for dissemination activities will be provided within the framework of the existing government program in accordance with the Action Plan that has been formulated or is being formulated by PPMU.

5. Recommendations

5.1. Necessary measures to be taken by MARD and DARD

(1) Assignment of staff who constantly support the Marketing

In the provinces and cities that selected target producer groups and conducted trial activities, knowledge and experience of providing marketing support through the Project have been accumulated, in addition to existing production support, and human resources of DARD have been developed to promote continuous production and sales of safe crops.

After the Project completion, it is recommended that DARD will assign staff to constantly support the marketing of target producers. For the purpose, collaboration with the Agricultural Extension Center in each province will also be taken into account.

(2) Assignment of staff who conduct dissemination of Basic GAP on site.

Since the Project intends to disseminate the application of Basic GAP into production of safe crops while Basic GAP requires regular on-site bookkeeping confirmation and guidance, it is necessary to allocate staff to carry out dissemination activities at the field of target producers. For the purpose, collaboration with the Agricultural Extension Center in each province will also be taken into account.

(3) Coordination and Monitoring by DCP/MARD

DCP/MARD is recommended to coordinate and monitor the target provinces in planning, implementing of dissemination activities for smooth operation.

(4) Ensuring Budget for the Trial Activities

In addition, it is necessary for MARD/DARD to ensure budget allocation to support the production of safe crops after the Project completion (including costs for equipment facility maintenance, marketing tools, soil/water quality inspection, pesticide residual tests, etc.)

5.2. Necessary measures to be taken by the Project (Japanese Experts and CPMU/PPMU)

Japanese Experts and CPMU/PPMU will respond to the following matters during the remaining Project period.

(1) Sharing knowledge and experiences among target provinces

Among Knowledge-sharing provinces, four provinces that have not yet carried out the trial activities with the selected target producers are required to train staff to promote the production and sale of safe crops along the supply chain.

Therefore, CPMU is recommended to offer the opportunities (seminar, workshop, etc.) to share the knowledge and experiences learned from the Project and build a network among staff members of PPMU/DARD of the Pilot, Semi-Pilot, and Knowledge-sharing provinces.

(2) Continuous support to the target producers

The Japanese Experts will support for improving the monitoring capacity of CPMU/PPMU (revision of Action Plan referring to producers' level shown in the Supply Chain Development Manual, introduction of specific indicators according to the producers' level, continuous support to the existing target producers and the newly selected target producers, etc.)

(3) Discussion on the updating supply chain model

During the remaining Project period, it is necessary to discuss on the possible update of the supply chain model, including analysis of buyers and consumers, from the perspective of distribution form. Especially under the influence of COVID19, distribution forms such as Grab and online transactions are developing, discussions will be held to study adequate supply chain model cases based on the capabilities of each target producer group in order to respond to the changing of value chain.

(4) Data on Overall Goal achievements

It is necessary to clarify from where and how to obtain information/data on achievements of Overall Goal for the ex-post evaluation. In line with this, it is recommended to revise the indicators of the Overall Goal as follows:

Current Indicators	Proposed Revision by the Terminal Evaluation Team	Reasons for the Revision
<i>Overall Goal Indicator1: Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.</i>	<i>Overall Goal Indicator1: Areas and productions of reliable safe crop production in the Northern Region of Viet Nam in the target provinces is increased.</i>	<ul style="list-style-type: none"> At the time of Terminal Evaluation, the area of safe crop production by the target producer groups is less than 190ha. Regarding the increase in the area of the entire northern region over the next three years, it is difficult to verify the degree of contribution of the Project. Future activities of safe crop production are also planned to be carried out in the target provinces, so first of all, it is necessary to steadily verify changes in the target provinces.
<i>Overall Goal Indicator2: Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.</i>	<i>Overall Goal Indicator2: Numbers of farmer groups, agriculture cooperatives and enterprises who acquired applied Basic GAP or acquired VietGAP/ GlobalGAP certificates in the Northern Region of Viet Nam in the target provinces is increased.</i>	<ul style="list-style-type: none"> The number of producers who acquired VietGAP or applied Basic GAP is increasing, but the degree of contribution of the Project in the increase is uncertain. Future activities of safe crop production are also planned to be carried out in the target provinces, so first of all, it is necessary to steadily verify changes in the target provinces.
<i>Overall Goal Indicator3: Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.</i>	<i>Overall Goal Indicator3: Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased. Numbers of target producers in Expansion Stage: xxx,</i>	<ul style="list-style-type: none"> Causal relationship between the Project implementation and the increase of buyers/shops of safe crops is uncertain. Number of target producers per stage as an index to verify the strengthening of the supply chain. Utilization of Supply Chain Development Manual is important.

<i>Stabilization Stage: xxx<* in the target provinces.</i>

<* (xxx) To be discussed by CPMU/PPMU and the Japanese Experts and set up specific target values in the target provinces with regard to the existing target producers. As for the newly selected target producers, target values will be decided by DARD utilizing the knowledge and experiences obtained through the Project.

(5) Discussion on how to apply ICT for safe crop production

Currently, the Project is conducting a demonstration test on the utilization of ICT technology, and the results will be obtained in March this year. With reference to the test results, CPMU/PPMU and Japanese Experts should discuss and consider how to utilize advanced technology for safe crop cultivation and value chain formation in the future.

(6) Confirmation of the area for safe crop production in the target sites

The area for safe crop production in the target sites could not be confirmed at the time of Terminal Evaluation. The Project (Japanese Experts and CPMU/PPMU) is recommended to collect latest data and confirm the area for safe crop production in the target sites in the end line survey.

6. Lessons Learned

(1) Public-Private Partnership

In the Project, Japan's practical cultivation technology was introduced to the target producers in collaboration with Japanese companies operating in Vietnam, which contributed to the progress of the Project. In the case of Japanese assistance projects, the implementation of technical cooperation through public-private partnership is effective both in terms of achieving project's outputs and in disseminating and expanding Japanese technology overseas.

(2) PDM Indicators

One of the issues of PDM of the Project is that many, if not all, of the Output indicators were set as the achievement target level of the activities as exemplified in Output 1 and its indicators.

Output 1: The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved.

Indicator 1-1: The number of target groups applying and utilizing Basic GAP/ Viet GAP is increased to at least 16.

Indicator 1-2: 320 number of producers in target sites attend Basic GAP trainings.

Indicator 1-3: 80% of producers in target sites record on field diary properly according to Basic GAP.

Indicator 1-4: 100% of target groups in target sites conduct internal audit to evaluate group members' activity.

Indicator 1-5: 48 number of field officers are trained as trainer of Basic GAP.

Indicator 1-6: 35 samples of soil and water analysis are conducted.

Indicator 1-7: 60 samples of pesticide residue are checked by authorized laboratory.

Indicator 1-8: 500 samples of pesticide residue are checked as quick test by PPMU.

Indicator 1-9: 70 times of internal audits are attended by field officers.

Indicator 1-10: Monitoring report is prepared by PPMU every 3 months.

Indicator 1-11: Action plan is prepared by PPMU

Therefore, the Project monitoring was concentrated on checking the progress of the activities, not giving enough focus on examination of the achievement status of Output. Since this tendency is seen in some of JICA projects, it should be paid attention to set up appropriate indicators when formulating future plans and monitoring projects implemented by JICA.

ANNEX 1 Schedule of the Terminal Evaluation (Project for Improvement of Reliability of Safe Crop Production in the Northern Region)

Date		Dr. Hideaki HIGASHINO (Consultant) (Evaluation & Analysis)	Mr. Naomichi MUROOKA (JICA Vietnam) (Team Leader)	Mr. Naoki KAYANO (JICA Vietnam) (Cooperation Planning)
8-Jan	Fri	AM:Attending the JICA Internal Meeting (Response Policy Meeting) PM: Collection of data regarding the Project progress	AM:Attending the JICA Internal Meeting (Response Policy Meeting)	
9-Jan	Sat	Review of documents to grasp the background of the Project/Collection of data regarding the Project progress		
10-Jan	Sun	Review of documents to grasp the background of the Project/Collection of data regarding the Project progress		
11-Jan	Mon	Collection of data regarding the Project progress Meeting with Japanese Experts on data collection		
12-Jan	Tue	Collection of data regarding the Project progress		
13-Jan	Wed	Collection of data regarding the Project progress		
14-Jan	Thu	Collection of data regarding the Project progress		
15-Jan	Fri	Collection of data regarding the Project progress		
16-Jan	Sat	Collection of data regarding the Project progress		
17-Jan	Sun			
18-Jan	Mon	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
19-Jan	Tue	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
20-Jan	Wed	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
21-Jan	Thu	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
22-Jan	Fri	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
23-Jan	Sat	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
24-Jan	Sun	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
25-Jan	Mon	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
26-Jan	Tue	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
27-Jan	Wed	Collection of data regarding the Project progress Preparation of Terminal Evaluation Report		
28-Jan	Thu	Preparation of Terminal Evaluation Report Remote Meeting with a Japanese expert		
29-Jan	Fri	Remote Meeting with a Japanese expert Preparation of Terminal Evaluation Report		
30-Jan	Sat	Remote Meeting with a JICA staff Finalization of Terminal Evaluation Report		
31-Jan	Sun	Finalization of Terminal Evaluation Report		
1-Feb	Mon	Preparation of material for JCC		
2-Feb	Tue	Preparation of material for JCC		
3-Feb	Wed	5th JCC Presentation on the Results of Terminal Evaluation/ Signing of the Evaluation Report		

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Schedule of field survey and interview

Date		Ms. Vu Quynh Hoa (lector of Vietnam National University of Agriculture)	Mr. Nguyen Van Loc (lector of Vietnam National University of Agriculture)
4-Jan	Mon	Check of field plots and field diary at Target Producers Groups in Hai Duong	Check of field plots and field diary at Target Producers Groups in Hai Duong
5-Jan	Tue	Check of field plots and field diary at Target Producers Groups in Ha Nam	Check of field plots and field diary at Target Producers Groups in Ha Nam
6-Jan	Wed	Check of field plots and field diary at Target Producers Groups in Hung Yen	Check of field plots and field diary at Target Producers Groups in Thai Binh
7-Jan	Thu	Check of field plots and field diary at Target Producers Groups in Vinh Phuc	Check of field plots and field diary at Target Producers Groups in Phu Tho
8-Jan	Fri	Summarizing the data	Check of field plots and field diary at Target Producers Groups in Hai Duong
9-Jan	Sat		
10-Jan	Sun		
11-Jan	Mon	Interview with PPMU and Target Producer Groups in Hung Yen Province	Interview with Target Producer Groups in Hai Duong Province
12-Jan	Tue	Summarizing the data	Interview with PPMU and Target Producer Groups in Phu Tho Province
13-Jan	Wed	Interview with PPMU and Target Producer Groups in Ha Nam Province	Interview with PPMU and Target Producer Groups in Hai Phong Province
14-Jan	Thu	Interview with PPMU and Target Producer Groups in Vinh Phuc Province	Interview with PPMU and Target Producer Groups in Thai Binh Province
15-Jan	Fri	Interview with PPMU and Target Producer Groups in Bac Ninh Province	Summarization and translation of questionnaire interwies
16-Jan	Sat		
17-Jan	Sun		
18-Jan	Mon	Interview with PPMU in Hanoi City	Summarization and translation of questionnaire interwies
19-Jan	Tue	Summarization and translation of questionnaire interwies	Summarization and translation of questionnaire interwies
20-Jan	Wed	Summarization and translation of questionnaire interwies	Summarization and translation of questionnaire interwies
21-Jan	Thu	Summarization and translation of questionnaire interwies	Summarization and translation of questionnaire interwies
22-Jan	Fri	Summarization and translation of questionnaire interwies	Summarization and translation of questionnaire interwies

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ANNEX 2 Project Design Matrix (PDM)

Title of the Project: Project for Improvement of Reliability of Safe Crop Production in the Northern Region ("IRSaC" Project)

Term of Cooperation: 5 years from dispatch of first long term expert

Project Site: The Northern Region of Vietnam: "2 Cities and 11 Provinces" (Hanoi City, Hai Phong City, Hung Yen Province, Hai Duong Province, Ha Nam Province, Thai Binh Province, Phu Tho Province, Vinh Province, Quang Ninh Province, Hoa Binh Province, Bac Ninh Province, Bac Giang Province, Nam Dinh Province and Ninh Binh Province).

Implementing Organization: DCP/MARD, DARDs (in the Project site)

June 21, 2019/ PDM-ver.2

Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>Overall Goal</p> <p>Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability."</p> <p>*Improvement of products in term of safety and reliability, thereby, it enables to promote cultivation of safe crops paid much more attention and achieve the promotion of related industries.</p>	<p>1) Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.</p> <p>2) Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.</p> <p>3) Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.</p>	<p>* MARD/DARD reports (focus on Basic GAP/ VietGAP/ GlobalGAP)</p>	<p>1. The current agricultural legal policy on safe crop production and food safety does not change.</p>
<p>Project Purpose</p> <p>Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam are promoted."</p> <p>*Promotion of safe crop production, then, channel of the value chain is promoted.</p>	<p>1) At least three kinds of supply chain models for safe crops are developed in the target sites.</p> <p>2) Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites.</p> <p>3) The area for reliable safe crop production in the target sites is increased to 180ha.</p>	<p>1) Safe crop supply chain development manual</p> <p>2) Baseline/Endline survey</p> <p>3) Baseline/Endline survey</p>	<p>1. Necessary budget for safe crop production activities is ensured at central/ provincial level.</p>
<p>Outputs</p> <p>1) "The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune) is improved."</p>	<p>For Producers</p> <p>1-1) The number of target groups applying and utilizing Basic GAP/ VietGAP is increased to at least 16.</p> <p>1-2) 320 number of producers in target sites attend Basic GAP trainings.</p> <p>1-3) 80% of producers in target sites record on field diary properly according to Basic GAP.</p> <p>1-4) 100% of target groups in target sites conduct internal audit to evaluate group members' activity.</p> <p>For Government staff</p> <p>1-5) 48 number of field officers are</p>	<p>1-1) PPMU monitoring report</p> <p>1-2) PPMU monitoring reports</p> <p>1-3) Baseline/Endline survey</p> <p>1-4) PPMU monitoring reports</p> <p>1-5) PPMU monitoring reports</p>	<p>1. No severe natural disasters or economic crisis occur that have serious impact on food production and prices.</p> <p>2. The price and condition of agricultural product are not drastically fluctuated.</p> <p>3. The violation of contract and bankruptcy of buyers is not frequently.</p>

Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>2) "The good patterns as model on safe crop production (safety vegetable) following GAP (Basic GAP/VietGAP/Global GAP) with supply chain is proposed."</p> <p>3) "Awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety is raised."</p>	<p>1-6) 35 samples of soil and water analysis are conducted.</p> <p>1-7) 60 samples of pesticide residue-inspection are conducted are checked by authorized laboratory.</p> <p>1-8) 500 samples of pesticide residue are checked as quick test by PPMU.</p> <p>1-89) 70 times of internal audits are attended by field officers.</p> <p>1-910) Monitoring report is prepared by PPMU every 3 months.</p> <p>1-10) Evaluation report is prepared by CPMU before every JCC meeting.</p> <p>1-11) Action plan is prepared by PPMU-and CPMU.</p> <p>2-1) 30020 number of matching events are conducted</p> <p>2-2) 11040 number of linkages between producers and buyers are made in target sites.</p> <p>2-3) The stakeholder coordination meetings for each target group with for each target group which include producers, and buyers and members of DARD are held at least once a year to receive feedback or discuss future trading.</p> <p>2-4) Monitoring report is prepared by PPMU every 3 months.</p> <p>2-5) Evaluation report is prepared by CPMU before every JCC meeting.</p> <p>2-56) Action plans is prepared by PPMU-and CPMU.</p> <p>3-1) The awareness program for consumers, producers and buyers are conducted 15 times by CPMU and PPMU.</p> <p>3-2) 5 promotional materials for awareness activities are developed.</p> <p>3-3) The number of participants in the</p>	<p>1-6) PPMU monitoring reports</p> <p>1-7) PPMU monitoring reports</p> <p>1-8) PPMU monitoring reports</p> <p>1-89) PPMU monitoring reports</p> <p>1-910) PPMU monitoring reports</p> <p>1-10) CPMU evaluation reports</p> <p>1-11) Action plans</p> <p>2-1) PPMU monitoring reports</p> <p>2-2) PPMU monitoring reports</p> <p>2-3) PPMU monitoring reports</p> <p>2-4) PPMU monitoring reports</p> <p>2-5) CPMU evaluation reports</p> <p>2-56) Action plans</p> <p>3-1) CPMU and PPMU monitoring report</p> <p>3-2) CPMU and PPMU monitoring report</p> <p>3-3) CPMU and PPMU</p>	

Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>Activities</p> <p>1.1 To create unit of CPMU (Central Project Management Unit) within DCP/MARD in order to manage and implement of the Project effectively in central level</p> <p>1.2 To create PPMU (Provincial Project Management Unit) within the respective province selected as "Pilot province(s)/city" and "Semi Pilot province(s)" in order to manage and implement of the Project effectively in local level</p> <p>* The PPMU is consisted with relevant sub-department(s) in DARD as well as collaboration with other departments/centers which is necessary to implement the Project effectively.</p> <p>1.3 To review/analyze and identify bottlenecks in the existing situation and problems for safe crop production in the Pilot province(s) and Semi Pilot province(s)</p> <p>1.4 To select the target groups (=Agriculture production entities; Agriculture Cooperative, Agriculture Production company/enterprises, and Farmer Groups) in the Pilot province(s) and Semi Pilot province(s)</p> <p>1.5 To collect relevant documents, materials and data on safe crop production including GAP, training materials, brochures</p> <p>1.6 To design crop production systems in order to ensure quality and safety</p> <p>* "Crop production system" includes the activities, such as format of record keeping, method of record confirmation, scientific pesticide residue testing, PGS (participatory Guarantee System, and introduction of ICT (Information and Communication Technology), etc.</p> <p>1.7 Based on the systems designed in the Activity 1.6 above, to introduce the system as trial-pilot activities in the pilot province(s) by joint collaboration between CPMU and PPMU</p> <p>1.8 Based on the trial Activities 1.7 above, to modify and improve the systems in order to make the system workable</p> <p>1.9 Against PPMU in the respective "Semi Pilot province(s)", to conduct workshop/seminars regarding to the system constructed in the Activity 1.8 above by CPMU</p> <p>1.10 To introduce the system above even in the "Semi Pilot province(s)" under the guidance and instruction by CPMU</p> <p>1.11 In the Pilot province(s) and Semi Pilot province(s), to summarize evaluate the results of trial pilot activities carried out, and then to formulate action plans (including activities and budget) which enable MARD/DARD to continue the Project activities even after the termination of the Project</p> <p>* For the above-mentioned Activity 1, the "Knowledge-sharing province(s)/city" are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.</p> <p>2.1 To conduct survey on "Market (value chain) analysis" (such as "Market Trends & Competitiveness", "Value Chain Mapping/Diagram", "Constraints & Opportunities", "Stakeholders/ Actors' relationship" and "Governance Structures & Public-private relations")</p> <p>2.2 In conjunction with the Activity 1.4, and also based on the results of Market analysis survey above, to identify the potential buyers of the agricultural products produced by target groups (product processing entities, distribution entities and sales entities) in the Pilot province(s) and Semi Pilot province(s) or large consumption areas (Hanoi, etc.)</p> <p>2.3 Together to provide the results of the Market analysis survey to the producers in the respective</p>	<p>awareness-activities of general school students in Hanoi exceed 50064,000.</p>	<p>monitoring report</p> <p>Inputs <u>Vietnamese Side</u> <Project Staff> - Counterpart and administrative staffs <Facilities/Buildings> - Suitable office space with necessary equipment/ facilities for Japanese experts <Expenses for operation and management> - Counterpart Fund necessary for the implementation of the Project</p> <p><u>Japanese Side</u> <Dispatch of Japanese Experts> Long-term Experts: - Project Chief Advisor - Project Coordinator/ Training/ Public Relations Short-term experts: As required</p> <p><Equipment/Machinery/Vehicle> - As necessary equipment - Other items are to be discussed</p> <p><Training in Japan/ Third countries> - Training of Vietnamese staffs in Japan/third countries as required</p>	<p>1. The majority of the Project counterparts in charge of safe crop production in central and pilot province(s) do not change.</p> <p>2. The cooperation from government organization and people committee in relevant province(s) and city and the counterpart budget is secured.</p> <p>Pre-conditions</p> <p>1. The cooperation from buyers (collector, trader, wholesaler, retailer, etc.) of safe crop production is secured.</p>

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Narrative Summary	Objectively Verifiable Indicators	Means of Verifications	Important Assumptions
<p>province, to conduct sales promotion activities on safe crops (in particular, vegetables follow GAP), making contract and planning collection and delivery activities based on the requests by processing and sales entity</p> <p>* "Promotion activities on safe crop production" is called as Matching activities like market/price information sharing and supports of business opportunities between producers and buyers</p> <p>2.4 To examine the trial-pilot activities of collection, pre processing and delivery in Pilot provinces.</p> <p>2.5 To introduce the trial-pilot activities of collection, pre processing and delivery above even in the "Semi Pilot province(s)" under the guidance and instruction by CPMU</p> <p>2.6 In the Pilot province(s) and Semi Pilot province(s), to summarize-evaluate the results of trial-pilot activities carried out, and then to formulate action plans (including activities and budget) which enable MARD/DARD to continue the Project activities even after the termination of the Project</p> <p>* For the above-mentioned Activity 2, the "Knowledge-sharing province(s)/city" are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.</p> <p>3.1 To review and analyze past experiences of promotion activities on safe crop production and food safety, and draw good practices and lessons learned.</p> <p>3.2 To implement raising awareness activities on safe crop production and food safety, focusing on human health, environment and agricultural promotion-traceability-and-trust-building-toward customers (safe-vegetable-buyers/consumers) through mass media in nationwide-various-tools</p> <p>* Awareness activities = such as awareness raising campaign event, utilization of social media</p> <p>3.3 To implement specific raising awareness activities on safe crop production and food safety toward the target groups and organization related to the Activity 1 and Activity 2</p> <p>3.4 To grasp the consumers' voice/opinion and support communication-activities of fn communication and information given by Vietnamese government</p>			

Annex II Project Monitoring Sheet II (Revision of Plan of Operation)

Version 06

Dated on 13 March 2019

Project Title: Project for Improvement of Reliability of Safe Crop Production in the Northern Region ("IRSaC" Project)

Inputs	Plan	2016				2017				2018				2019				2020				2021				Remarks
	Actual	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III	IV	I	II	III		
Expert																										
Chief Advisor	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Project Coordinator/ Training/ Public Relations	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Team Leader/ Food Value Chain	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Co-Team Leader/ Distribution Improvement/ Marketing Promotion/ Agricultural Finance	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Cooperative Sales/Cooperative Purchase/ Vegetable Production (2)	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
GAP System/ Consumer Relations	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Vegetable Production (1)	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Gender Relations (1)	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Coordinator/ Gender Relations (2)	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Coordinator/ Marketing Promotion (2)	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Coordinator/ Cooperative Purchase (2)/ Vegetable Production (3)	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Equipment																										
Project Car	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Training in Japan																										
Establishment of Safe Vegetable Supply Chain	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
In-country/Third country Training																										
	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Activities																										
Sub-Activities	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
Output 1: The capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune)																										
1.1 To create unit of CPMU (Central Project Management Unit) within DCP/MARD	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.2 To create PPMU (Provincial Project Management Unit) within the respective province selected as "Pilot province(s)/city" and "Semi Pilot province(s)"	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.3 To review/analyze and identify bottlenecks in the existing situation and problems for safe crop production in the Pilot province(s) and Semi Pilot province(s)	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.4 To select the target group (=Agriculture production entities: Agriculture Cooperative, Agriculture Production company/enterprises, and Farmer Groups) in the Pilot province(s) and Semi Pilot province(s)	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.5 To collect relevant documents, materials and data on safe crop production including GAP, training materials, brochures	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.6 To design crop production systems in order to ensure quality and safety	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.7 Based on the systems designed in the Activity 1.6 above, to introduce the system as trial activities in the pilot province(s) by joint collaboration between CPMU and PPMU	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.8 Based on the trial Activities 1.7 above, to modify and improve the systems in order to make the system workable	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.9 Against PPMU in the respective "Semi Pilot province(s)", to conduct workshop/Seminars regarding to the system constructed in the Activity 1.8 above by CPMU	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.10 To introduce the system above even in the "Semi Pilot province(s)" under the guidance and instruction by CPMU	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								
1.11 In the Pilot province(s) and Semi Pilot province(s), to summarize the results of activities carried out, and then to formulate action plans (including activities and budget) which are able to continue the Project activities even after the termination of the Project * For the above-mentioned Activity 1, the "Knowledge-sharing province(s) /city" are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.	Plan	[Gantt chart showing activity from 2016 to 2021]																								
	Actual	[Gantt chart showing activity from 2016 to 2021]																								

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[Signature]

ANNEX 4 Evaluation Grid (1) Achievement of the Project

Items to be verified	Evaluation Questions		Basis of Judgment	Data to be collected	Data Source	Data Collection Method ¹
	Major Questions	Sub-Questions				
Progress of the Project Activities and Implementation Process	Have the Project been progressed as scheduled? Were there any problems related to the Project Management?	* Was there delay in the activities? What was the reason? * Was there modification of PDM and PO ?	Comparison of the current progress with the PDM and PO.	-Plan of operation and actual progress of activities -Information of modification of activities, etc.	- Project Report/documents - Vietnamese Stakeholders (DCP (MARD)/DARD/farmer group, etc.) - Japanese Experts	- Literature Survey - Interview - Questionnaire Survey
		* Has the Project been monitored appropriately? * Did the decision making mechanism of the Project work properly? * Was information sufficiently shared among stakeholders?	Is the monitoring method appropriate? Whether there is a problem or not? If any, how the Project handled with the problem? Verify the status of information sharing.	Information related to monitoring. Confirm the decision-making mechanism including JCC. Method of information sharing (regular meetings, distribution of reports, communication among stakeholders, etc.)	- Same as Above -	- Same as Above -
The degree of understanding and commitment of the Project by the implementing agencies	Recognition of the Project objective by the target group and beneficiaries	* Does implementing agencies understand the objective, significance of the Project implementation and its approaches? * Do CPs participate in the Project activities with their own initiatives?	Degree of understanding	Degree of participation/commitment	- Project Report/documents - Vietnamese Stakeholders (DCP (MARD)/DARD/farmer group, etc.) - Japanese Experts	- Same as Above -
		* Do target group/beneficiaries recognize the Project activities? * Do target group/beneficiaries participate in the Project activities with their own initiatives ?	Do target group/beneficiaries recognize the Project activities? Do target group/beneficiaries participate in the Project activities with their own initiatives?	Degree of recognition/understanding (Promotion activities confirmed, too) Degree of participation	- Project Report/documents - Vietnamese Stakeholders (DCP (MARD)/DARD/farmer group, etc.) - Japanese Experts	- Interview - Questionnaire Survey - Site Inspection

MARD: Ministry of Agriculture and Rural Development DCP: Department of Crop Production, MARD DARD: Department of Agriculture and Rural Development

¹ Of the data collection methods, site visits and interviews are conducted by field workers employed by the Project office.

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ANNEX 4 Evaluation Grid (2) Relevance

Relevance	Evaluation Questions		Basis of Judgment	Data to be collected	Data Source	Data Collection Method
	Major Questions	Sub-Questions				
Was implementation of the Project relevant?	Does the Project have relevance with the Vietnam's development policy? Was the selection of the target group appropriate?	* Are the Project Purpose, Overall Goal in accordance with Vietnamese development policy (specifically in the agriculture sector)?	Verify the relevance of the Overall Goal, and the Project Purpose with the Vietnam policies.	- Policy, strategy, etc. on agricultural development, etc. of Vietnam	- Project Report/documents - Vietnamese Stakeholders (DCP (MARD)/DARD/farmer group, etc.) - Japanese Experts	- Literature Survey - Questionnaire Survey - Interview
		* Was the Project relevant with the needs of the target groups?	Verify the relevance of the Overall Goal, and the Project Purpose with the needs of the target group.	- Vietnamese Stakeholders' view - local communities in the pilot project sites	- Same as Above -	- Same as Above -
		* Did the target groups have appropriate scale?	Verify the current status of the target group.	- List of CPs - Information target groups	- Project Report/documents - Agricultural statistics, etc.	- Same as Above -
		* Was the target group's pre-project capabilities appropriate?	Check the current status of the target group (main beneficiaries) focusing on their abilities	- List of CPs - Information target groups	- Project Report/documents - Vietnamese Stakeholders (DCP (MARD)/DARD/farmer group, etc.) - Japanese Experts	- Same as Above -
		* Did the Project handle with the prioritized subjects of the Japanese aid policy?	Verify the relevance of the Overall Goal, and the Project Purpose with the Japan's policy.	- Japanese ODA policy toward Vietnam	- Japanese ODA policy toward Vietnam, etc.	- Literature Survey
Relevance as a means	* Did the Project conform to the JICA's country-wise aid policy?	Verify the relevance of the Overall Goal, and the Project Purpose with the JICA's policy	- JICA's country-wise aid policy	- JICA's country-wise aid policy	- Literature Survey	
	* Was the Project relevant as a means to generates positive effects in the field of agriculture sector development?	Confirm the current status of aid schemes of other donors to check with overlapping.	- Aid policy and status of other donor agencies - Stakeholders' view/comments	- Project Report/documents - Vietnamese Stakeholders (DCP (MARD)/DARD, etc.) - Japanese Experts	- Literature Survey - Interview	
		* Was the Project appropriate from the standpoint of equity?	Whether the equity was maintained or not in the implementation of the Project	- Stakeholders' view/comments	- Same as Above -	- Interview - Site inspection

ANNEX 4 Evaluation Grid (3) Effectiveness

Effectiveness	Evaluation Questions		Basis of Judgment	Data to be collected	Data Source	Data Collection Method
	Major Questions	Sub-Questions				
Verify the achievement of the Project Purpose.	To which extent has the Project Purpose been achieved?	Has "Safe crop productions (safety vegetable) in target sites in the Northern Region of Viet Nam" been promoted?	Evaluate based on comparison of PDM indicator and the current achievement of the Project. Indicator 1: At least three kinds of supply chain models for safe crops are developed in the target sites. Indicator 2: Percentage of farmers who join joint sales of safe crop is increased to 50% in the target sites. Indicator 3: The area for reliable safe crop production in the target sites is increased to 180ha. Monitoring results a for the important assumptions of PDM, etc.	- Information and data related to the indicators	- Project Report/documents - Vietnamese Stakeholders (DCP(MARD)/DARD/farmer group, etc.) - Japanese Experts	- Literature Survey - Interview - Site inspection - Questionnaire Survey
		* Was there any factors that promoted or inhibited the achievement of the Project Purpose?		- Monitoring results - Stakeholders' view	- Same as Above -	- Same as Above -
		* Has Output been achieved sufficiently?	Comparison of Output achievement with indicators	- Data related to Output indicators (details are in the PDM)	- Same as Above -	- Same as Above -

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ANNEX 4 Evaluation Grid (4) Efficiency

Efficiency	Evaluation Questions		Basis of Judgment	Data to be collected	Data Source	Data Collection Method
	Major Questions	Sub-Questions				
Verify the achievements of Outputs and Inputs	To which extent have the Outputs been achieved?	<p>1. Has “the capacity of monitoring and management on safe crop production for relevant organization (DCP/MARD, DARD in respective province/city, district, and commune)” been improved?</p> <p>2. Have “the good patterns as model on safe production (safety vegetable) following GAP (Basic GAP/Viet GAP/Global GAP) with supply chain” been proposed?</p> <p>3. Has “awareness of relevant organization/people, mainly producer and buyers (consumer and traders; such as wholesalers and retailers) on safe crop production and food safety” been raised?</p> <p>* Were the Japanese Experts/Consultant Team assigned properly (the number, field of expertise, timing, etc.)</p>	Evaluate based on comparison of PDM indicator and the current achievement of the Project.	- Data related to Output indicators	- Project Report/documents - Vietnamese Stakeholders (DCP(MARD)/DARD/traders/consumers, etc.) - Japanese Experts	- Literature Survey - Questionnaire Survey - Interview - Site Inspection
	Input by the Japanese Side 1) Experts		Verify the input achievement and the plan.	- Assignment of the Japanese Experts/consultants (duration, number, timing) - Comments by the Vietnamese CPs, etc.	- Project Report/documents - Vietnamese Stakeholders ((DCP(MARD)/DARD/farmer group, etc.) - Japanese Experts	- Literature Survey - Questionnaire Survey - Interview
	2) Equipment	* Was the equipment provided properly (specification, amount, timing, etc.)?	Verify the provision of equipment compared to the original plan and the status of usage and maintenance, etc.	- List of Provided Equipment (period of provision, specification, conditions, maintenance status, etc.)	- Same as Above -	- Questionnaire Survey - Interview - Site Inspection
3) Training in Japan	* Were the trainings properly conducted (the number of trainees, field of training, timing, etc.)?	Verify the achievement of the training and the plan.	- Record of training, comments by ex-trainees, etc. - Japanese Experts' views.	- Same as Above -	- Literature Survey - Interview	
Input by the Vietnam Side 1) Allocation of Vietnam CPs	* The number of CPs and capability.	Verify the CPs allocation and the plan.	- Allocation of CPs (timing, number, spatiality, commitment, etc.)	- Same as Above -	- Same as Above -	
2) Operation Cost (Budget management)	* Was operation cost provided without delay and with proper amount?	Verify the provision of budget and the plan.	- Budget plan, and status of execution, etc.)	- Same as Above -	- Same as Above -	

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	Promoting and inhibiting factors	* Were there any promoting and inhibiting factors?	Monitoring results a for the important assumptions of PDM, etc.	- Monitoring results - Comments by the stakeholders	- Same as Above -	- Literature Survey - Interview - Site Inspection
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ANNEX 4 Evaluation Grid (5) Impacts

Impacts	Evaluation Questions		Basis of Judgment	Data to be collected	Data Source	Data Collection Method
	Major Questions	Sub-Questions				
Verifying the impacts caused by the Project implementation	How is likelihood of achieving the overall goal?	Likelihood of Achieving Overall Goal: "Agricultural products in the Northern Region of Viet Nam are improved in term of safety and reliability."	<p>Prediction of the probability of achieving the Overall Goal three years after Project completion according to the PDM indicators:</p> <p>Indicator1: Areas and productions of reliable safe crop production in the Northern Region of Viet Nam is increased.</p> <p>Indicator2: Numbers of farmer groups, agriculture cooperatives and enterprises who acquired Basic GAP/ VietGAP/ GlobalGAP in the Northern Region of Viet Nam is increased.</p> <p>Indicator3: Numbers of buyers/shops of safe crops in the Northern Region of Viet Nam is increased.</p>	- Information and data related to the Project achievement (Project Purpose achievements, transfer of technologies to the CPs, and ownership of the implementing agencies, etc.).	- Vietnamese Stakeholders (DCP(MARD)/DARD/traders/consumers, etc.) - Japanese Experts	- Interview - Discussion with stakeholders
Verifying impacts from cross-cutting viewpoints.	* Have there been any impacts (Policy, Institutional, Environment, Social, Cultural, etc.) other than Overall Goal?			- Vietnamese Stakeholders' view - Japanese Experts' View	- Project Report/documents - Vietnamese Stakeholders (DCP(MARD)/DARD/farmer group, etc.) - Japanese Experts	- Interview - Discussion with stakeholders - Site Inspection

ANNEX 4 Evaluation Grid (6) Sustainability

Sustainability	Evaluation Questions		Basis of Judgment	Data to be collected	Data Source	Data Collection Method
	Major Questions	Sub-Questions				
Whether the achievement of the Project would be sustained and/or expanded after the completion of the Project.	<p>Are there any promoting and inhibiting factors to generation and continuation of the positive effects generated through implementation of the Project?</p>	<p><u>Policy</u> * Will the support to the promotion of safety crop production by the Vietnamese government be continued?</p> <p><u>Institutional</u> * Do the implementing agencies have sufficient capacity to continuously conduct the Project activities? * Is the staff appropriately allocated for implementing the activities?</p> <p><u>Financial</u> * Will the budget be secured to conduct the activities related to agricultural development in the future?</p> <p><u>Technical</u> * Has the technology transfer been made sufficiently? * Will maintenance of equipment (purchase of spare-parts, regular maintenance inspection, etc.) be conducted properly?</p> <p><u>Ownership</u> * Do the Vietnamese stakeholders (implementing agencies DCP/DARD, related organizations in the agricultural sector, etc.) have sufficient ownership of the Project activities * Is there a plan for activities after the cooperation period?</p>	<p>Confirm the policy of the Vietnamese Government related to the Project</p> <p>Confirm the allocation of staff of CDP/MARD and DARD Confirm improvement of CP capacities, etc.</p> <p>Confirm the prospect of budget arrangement for continuing the Project activities</p> <p>Check with the status of technology transfer to stakeholders and implementing set-up for maintenance of the equipment, etc.</p> <p>Confirm the stakeholders' ownership</p>	<p>- Vietnam Governmental Officials' view - Japanese Experts' View - Current status of Law and Regulations, etc. - Vietnam Stakeholders' view - Japanese Experts' View</p> <p>- Budget plan of related organizations (MAFIM/SIVPS, etc.)</p> <p>- Capacity development assessment data - Japanese Experts' View</p> <p>- Vietnamese Stakeholders' view - Japanese Experts' View</p>	<p>- Vietnamese Stakeholders (CDP(MARD)/DARD/farmer group, etc.) - Japanese Experts - Same as Above -</p> <p>- Same as Above -</p> <p>- Project Report/documents - Vietnamese Stakeholders (CDP(MARD)/DARD/farmer group, etc.) - Japanese Experts - Same as Above -</p>	<p>- Literature Survey - Interview - Questionnaire Survey - Discussion with stakeholders - Interview - Questionnaire Survey - Discussion with stakeholders - Interview - Questionnaire Survey - Discussion with stakeholders - Interview - Questionnaire Survey - Site Inspection - Interview - Questionnaire Survey - Discussion with stakeholders - Site Inspection</p>

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ANNEX 5 Assignment of Japanese Experts and Consultant Team as of the End of December 2020 (Source: Project Team (Long-term Experts and the Consultant Team))

	JICA Long-term Expert Name/Field of Expertise	Assignment Period	
		Nos. of days	Person-Month
1	Teruyoshi Kumashiro /Chief Advisor	July 28, 2016 to July 27, 2018 (24MM)	
2	Satoshi Yamamoto/Chief Advisor	August 1, 2018 to December 31, 2021 (29MM)*	
3	Wakana Nishiyama/Project Coordinator/Training/Public Relations	July 29, 2016 to December 31, 2021 (53MM)**	

* Scheduled to be assigned until the January 20, 2021 ** Scheduled to be assigned until the July 28, 2021

JICA Short-term Expert (Consultant Team) Name (Field of Expertise)	Phase 1 (2016.9.29-2019.3.29)				Phase 2 (2019.4.26-2021.6.30) <***				Total as of December 31, 2021 <****										
	Assignment in Vietn		Assignment in Japan		Assignment in Vietn		Assignment in Japan		Assignment in Vietn		Assignment in Japan		Total						
	Nos. of Trip	Nos. of days	Person-Month	Total Person-Month	Nos. of Trip	Nos. of days	Person-Month	Total Person-Month	Nos. of Trip	Nos. of days	Person-Month	Total Person-Month	Nos. of Trip	Nos. of days	Person-Month	Total Person-Month			
1 Mitsuru Nanakubo (Team Leader/Food Value Chain)	13	476	15.87	5	0.25	1.612	2	64	2.13	126.6	6.33	8.46	15	540	18.00	132	6.58	24.58	
2 Chyo Mamiya (Co-Team Leader/Distribution/Marketing Promotion/Agricultural Finance)	10	357	11.90	7	0.35	12.25	3	78	2.60	57.0	2.85	5.45	13	435	14.50	64	3.20	17.70	
3 Hideki Maruyama/Hironori Inoue (Cooperative Sales/Cooperative Purchase/Vegetable Production(2))	11	386	12.87	9	0.45	13.32	3	100	3.33	18.0	0.90	4.23	14	486	16.20	27.0	1.35	17.55	
4 Tamaki Tanaka (GAP System/Consumer Relations)	9	195	6.50	3	0.85	3.85	3	90	3.00	17.0	0.85	3.85	12	285	9.50	17	0.85	10.35	
5 Shiro Arai (Vegetable Production(1))	5	126	4.20	1	0.87	0.87	1	26	0.87			0.87	6	152	5.07	0	0.00	5.07	
6 Natsuno Matsuura (Gender Relations)	2	57	1.90			1.90						0.00	2	57	1.90	0	0.00	1.90	
7 Yuko Togawa (Coordinator/Gender Relations(2))	0	0	0.00			0.00						0.00	0	0	0.00	0	0.00	0.00	
8 Takuto Hashimoto (Coordinator/Marketing Promotion(2))	0	0	0.00			0.00						0.00	0	0	0.00	0	0.00	0.00	
9 Hiroki Takezawa (Coordinator/Cooperative Sales(2)/Vegetable Production(3))	0	0	0.00			0.00						0.00	0	0	0.00	0	0.00	0.00	
10 Mitsuru Nanakubo (Cooperative Sales(2)/Cooperative Purchase(2)/Vegetable Production(4))													0				37	1.85	1.85
	50	1,597	53.24	21	1.05	54.29	12	358	11.93	255.6	12.78	24.71	62	1,955	65.17	276.6	13.83	79.00	

<***: Figures in the table are as of December 31, 2020. Total assignment unit the end of July 2021 (scheduled) will be 86.55 person-month.

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ANNEX 6 Local Cost Assistance

Expenditure item	Breakdown	JFY 2016	JFY 2017	JFY 2018	JFY 2019	JFY 2020 as of Dec. 31	Sub-total
Miscellaneous	General administrative expenses	614,691,625	890,635,070	1,205,749,833	1,057,591,559	882,733,622	4,651,401,709
	Transportation expenses	42,681,375	86,703,025	101,341,444	201,200,850	136,289,100	568,215,794
	Agricultural materials expenses for TGs	0	0	15,390,000	61,301,160	6,929,200	83,620,360
	Upgrading expenses (materials) for TGs	0	0	0	244,596,700	151,640,100	396,236,800
	Inspection expenses for TGs	28,314,000	25,773,000	0	37,998,000	0	92,085,000
	Marketing expenses for TGs	0	0	0	38,515,000	4,991,800	43,506,800
	Training expenses (domestic)	143,037,000	52,590,925	8,568,400	137,905,000	0	342,101,325
	JCC, CPMU, other seminars and meeting expenses	0	23,139,980	28,498,200	87,265,417	52,780,700	191,684,297
	Business trip (Non Air Fare)*	0	40,290,000	0	0	0	40,290,000
	Business study trip (Japan)**	0	0	108,527,238	93,553,440	0	202,080,678
	Sub-total		828,724,000	1,119,132,000	1,468,075,115	1,959,927,126	1,235,364,522
Business Trip (Air Fare)	Air fare (domestic)	0	45,033,000	31,035,000	44,650,000	8,605,900	129,323,900
	Air fare (business study trip)(Japan)	0	0	177,786,900	230,268,542	0	408,055,442
	Sub-total	0	45,033,000	208,821,900	274,918,542	8,605,900	537,379,342
Business Trip (Non Air Fare)	Business trip (Non Air Fare) (domestic)	0	0	7,915,000	78,245,000	120,410,000	206,570,000
	Business study trip (Non Air Fare) (Japan)	0	0	244,054,309	283,748,437	0	527,802,746
	Sub-total	0	0	251,969,309	361,993,437	120,410,000	734,372,746
Agent Service Expenses	Research	0	0	18,000,000	0	205,975,000	223,975,000
	Upgrading expenses (equipment and works) for TG	0	0	0	0	310,200,000	310,200,000
	Sub-total	0	0	18,000,000	0	516,175,000	534,175,000
Total (VND)		828,724,000	1,164,165,000	1,946,866,324	2,596,839,105	1,880,555,422	8,417,149,851
Total (JPY)		3,729,258	5,238,743	8,760,898	11,685,776	8,462,499	37,877,174

* Business Trip (Non Air Fare) expenses were categorized into the item "Miscellaneous" in JFY2016 and JFY2017 in accordance with the accounting rule

** Interpretation fee, service fee and back charge for Business trip (Non Air Fare) for JFY2018 & JFY2019

(Source: Project Team (Long-term Experts))

ANNEX 7 Expenditure for Trial Activities (Source: Project Team (Consultant Team))

Summary of Expenditure for Trial Activities per Province (as of 15/Dec/2020)

	Province	Production	Marketing	Communication	Total	Expenditure per one TG	No. of TGs
1	Ha Nam	1,095,020,866	110,490,543	0	1,205,511,409	301,377,852	4
2	Hung Yen	1,030,957,309	112,373,429	0	1,143,330,738	381,110,246	3
3	Hai Duong	1,562,602,942	154,610,029	0	1,717,212,970	286,202,162	6
4	Ha Noi	0	106,593,760	500,883,500	607,477,260		
5	Phu Tho	407,086,786	43,585,600	0	450,672,386	225,336,193	2
6	Vinh Phuc	623,032,387	63,178,400	0	686,210,787	228,736,929	3
7	Thai Binh	592,060,088	68,385,600	0	660,445,688	330,222,844	2
	Total	5,310,760,378	659,217,360	500,883,500	6,470,861,238	292,164,371	

JPY1=VND 0.0045 ¥29,118,876

Summary of Expenditure for Trial Activities per Activity (VND)

	Production	2016	2017	2018	2019	2020	Total (VND)
1	Selection of Target Groups	59,360,000					59,360,000
2	Confirmation of the safety of production area		6,879,436	1,834,516	25,150,000	42,850,000	76,713,953
3	Training for Basic GAP		90,759,250	124,758,800	60,037,100	80,711,200	356,266,350
4	On field instruction and monitoring on Basic GAP						-
5	Upgrading food safety and hygiene conditions for joint sales			750,385,500	793,077,204	1,373,913,978	2,917,376,682
6	External inspection and auditing		44,944,000	132,976,000	247,558,000	256,279,996	681,757,996
7	Cultivation planning based on market demand						-
8	Cultivation Methods to improve quality and safety		347,306,136	313,572,687	294,501,574	263,905,000	1,219,285,397
		59,360,000	489,888,822	1,323,527,504	1,420,323,878	2,017,660,174	5,310,760,378
	Marketing						
1	Market survey and analysis	10,880,000					10,880,000
2	Training on marketing		69,341,400	42,328,000			111,669,400
3	Developing marketing tools		22,730,840	129,013,360	264,272,000	25,856,000	441,872,200
4	Matching with buyers		35,262,000	46,802,560	2,030,000	10,701,200	94,795,760
5	Examination of collection and delivery method						-
		10,880,000	127,334,240	218,143,920	266,302,000	36,557,200	659,217,360
	Communication						
				183,165,000	221,843,000	95,875,500	500,883,500
	Total	70,240,000	617,223,062	1,724,836,424	1,908,468,878	2,150,092,874	6,470,861,238

Summary of Expenditure for Trial Activities per Activity (JPY)

	Production	2016	2017	2018	2019	2020	Total (JPY)
1	Selection of Target Groups	267,120	-	-	-	-	267,120
2	Confirmation of the safety of production area	-	30,957	8,255	113,175	192,825	345,213
3	Training for Basic GAP	-	408,417	561,415	270,167	363,200	1,603,199
4	On field instruction and monitoring on Basic GAP	-	-	-	-	-	-
5	Upgrading food safety and hygiene conditions for joint sales	-	-	3,376,735	3,568,847	6,182,613	13,128,195
6	External inspection and auditing	-	202,248	598,392	1,114,011	1,153,260	3,067,911
7	Cultivation planning based on market demand	-	-	-	-	-	-
8	Cultivation Methods to improve quality and safety	-	1,562,878	1,411,077	1,325,257	1,187,573	5,486,784
		267,120	2,204,500	5,955,874	6,391,457	9,079,471	23,898,422
	Marketing						
1	Market survey and analysis	48,960	-	-	-	-	48,960
2	Training on marketing	-	312,036	190,476	-	-	502,512
3	Developing marketing tools	-	102,289	580,560	1,189,224	116,352	1,988,425
4	Matching with buyers	-	158,679	210,612	9,135	48,155	426,581
5	Examination of collection and delivery method	-	-	-	-	-	-
		48,960	573,004	981,648	1,198,359	164,507	2,966,478
	Communication						
		-	-	824,243	998,294	431,440	2,253,976
	Total	316,080	2,777,504	7,761,764	8,588,110	9,675,418	29,118,876

		From												To																																												
		7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7																				
PPMU (Hanoi City)																																																										
1	Mr. Chu Phu My	PPMU Director (Director, DARD)																														2016.10	present																									
2	Mr. Nguyen Duy Hong	PPMU Vice Director (Director, Sub-Department, Plant Protection)																														2016.10	2018.9																									
3	Mr. Nguyen Xuan Dai	PPMU Vice Director (Deputy Director, DARD)																														2019.3	present																									
4	Mr. Nguyen Thi Thoa	PPMU Coordinator (Head, Crop Production Division, DARD→Vice Head, Human Resource Division)																														2016.10	present																									
5	Ms. Nguyen Thi Dieu Thuy	PPMU Coordinator (Vice Head, Crop Production Division, DARD →Head of Administration)																														2016.10	present																									
6	Mr. Quach Gia Quynh	PPMU Member (Vice Head, Finance Accounting Division, Extension and Crop Production Division, Extension Center)																														2016.10	2019.3																									
7	Mr. Nguyen Van Ha	PPMU Member (Head, Quality Management, Agriculture Division, Sub-Department of Plant Protection)																														2016.10	present																									
8	Mr. Luu Thi Hang	PPMU Member (Staff, Crop Production Division, DARD→Vice Head of Planning and Finance)																														2016.10	present																									
9	Ms. Vu Thanh Quynh	PPMU Member (Vice Director of Investment, Trading and Tourism Promotion Center, Hanoi City)																														2017.3	2019.3																									
10	Ms. Nguyen Thi Mai Anh	PPMU Member (Expert, Administrative Office, DARD)																														2019.3	present																									
11	Mr. Nguyen Que Huong	PPMU Member (Expert, Administrative Office, DARD)																														2019.3	2019.10																									
12	Mr. Dang Thi Hoa	PPMU Member (Director, Hanoi Agricultural Extension Center)																														2019.10	present																									
13	Ms. Vu Thi Huong	Agricultural Extension Center																														2019.10	present																									

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PPMU (Ha Nam Province)		From	To	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7
1	Mr. Nguyen Minh Tien	PPMU Director (Director, DARD)	2019.3	present																								
2	Mr. Nguyen Manh Hung	PPMU Director→Vice Director (Vice Director, DARD)	2018.2	present																								
3	Mr. Bach Van Huy	PPMU Vice Director (Director, Sub-Department, Plant Protection)	2018.2	2019.1																								
4	Ms. Tran Thi Nga	PPMU Coordinator (Vice Head, Sub-Department, Crop Production and Plant Protection)	2018.2	present																								
5	Mr. Nguyen Tien Dinh	PPMU Member (Staff, Sub-Department, Crop Production and Plant Protection)	2018.2	present																								
6	Ms. Nguyen Thi Nham	PPMU Member (Head, Technical Dissemination Division, Extension Center)	2018.2	present																								
7	Mr. La Van Diep	PPMU Member (Head, Quality Management Division, Sub-Department, NAF/OAD)	2018.2	present																								
8	Ms. Hoang Thi Hang Nga	PPMU Member (Vice Head, Finance and Planning Division)	2019.1	present																								
9	Ms. Nguyen Thi Thuy	PPMU Member (Officer, Finance and Planning Division)	2018.2	present																								
10	Ms. Do Thi Bich Thuy	PPMU Member (Accountant, DARD Office)	2019.1	2020.1																								
11	Ms. Nguyen Quoc Huy	PPMU Member (Officer, Finance and Planning Division)	2019.1	2020.1																								
12	Ms. Le Thi Phuong	PPMU Member (Vice Head, Agriculture and Rural Development Division, Kim Bang District)	2018.10	2019.1																								
13	Mr. Nguyen Van Hung	PPMU Member (Head, Crop Production and Plant Protection Center, Kim Bang District)	2018.10	2019.1																								
14	Mr. Kieu Tuan	PPMU Member (Head, Agricultural Extension Center, Kim Bang District)	2018.10	2019.1																								
15	Ms. Nguyen Thi Quyen	PPMU Member (Vice Head, Agriculture and Rural Development Division, Phu Ly District)	2018.10	2019.1																								
16	Mr. Tran Van Niem	PPMU Member (Head, Crop Production and Plant Protection Center, Ly Nhan District)	2018.10	2019.1																								
17	Ms. Nguyen Thi Thu Huyen	PPMU Member (Head, Crop Production and Plant Protection Center, Ly Nhan District)	2018.10	2019.1																								

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		From												To																								
		7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7
PPMU (Thai Binh Province)																																						
1	Ms. Nguyen Thi Nga	PPMU Director (Vice Director, DARD)																														2016.9	present					
2	Ms. Nguyen Thi Hien	PPMU Vice Director (Vice Head, Sub-Department of Crop Production and Protection, DARD)																														2016.9	2019.12					
3	Ms. Nguyen Thi Thom	PPMU Secretary (Vice Head, Crop Production Division, Sub-Department of Crop Production and Plant Protection)																														2019.11	present					
4	Ms. Doan Huong Son	PPMU Member (Vice Head, Crop Production Division, Sub-department of Crop Production and Protection, DARD)																														2016.10	2019.11					
5	Ms. Le Thi Nhai	PPMU Member (Staff, Crop Production Division, Sub-department of Crop Production and Protection, DARD)																														2016.9	present					
6	Ms. Dhi Thi Ngan	PPMU Member (Staff, Extension Center)																														2016.9	2019.11					
7	Ms. Do Thi Bim	PPMU Member (Herald, Inspection Division, Sub-Department, NAFIDAO)																														2016.9	present					
8	Ms. Nguyen Thi Yen	PPMU Member (Staff, Sub-Department, NAFIQAD)																														2016.9	2019.11					
9	Mr. Dao Xuan Hieu	PPMU Member (Staff, Planning and Finance Division, DARD)																														2016.9	present					
10	Ms. Nguyen Thi My Hanh	PPMU Member (Staff, Sub-Department, Crop Production and Plant Protection)																														2019.11	present					
11	Ms. Dinh Thi Nu	PPMU Member (Vice Head, Plant Protection Division, Sub-Department of Crop Production and Plant Protection)																														2019.11	present					
12	Ms. Ngo Thi Thanh Huong	PPMU Member (Staff, Sub-Department, Crop Production and Plant Protection)																														2019.11	present					

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		From												To																								
		7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7
PPMU (Vinh Phuc Province)																																						
1	Mr. Le Van Dung	PPMU Director (Vice Director, DARD)																																				
2	Mr. Vu Khac Minh	PPMU Vice Director (Director, Extension Center)																																				
3	Mr. Nguyen Ba Tue	PPMU Member/Vice Director (Head, Sub-Department, NAF/OAD)																																				
4	Ms. Thieu Thi Thu Hang	PPMU Coordinator (Vice Head, Sub-Department of Crop Production and Protection, DARD)																																				
5	Mr. Phan Van Truc	PPMU Coordinator (Vice Director, Sub-Department of Crop Production and Plant Protection)																																				
6	Ms. Nguyen Viet Xuan	PPMU Coordinator (Vice Director, Sub-Department of Crop Production and Plant Protection)																																				
7	Ms. Dang Thi Phuong Thuy	PPMU Accountant (Vice Head, Finance Division, DARD)																																				
8	Ms. Tran Thi Ngoc	PPMU Accountant (Vice Head, Finance and Planning Division, DARD)																																				
9	Mr. Nguyen Hoang Duong	PPMU Member (Vice Head, Crop Extension Center)																																				
10	Mr. Cao Duy Hoa	PPMU Member (Vice Head, Crop Production Division, Sub-department of Crop Production and Protection, DARD)																																				
11	Mr. Nguyen Huu Dung	PPMU Member (Vinh Yen Crop Production and Plant Protection Station, Sub-Department, Crop Production and Protection, DARD)																																				
12	Ms. Dang Thi Luong	PPMU Member (Officer, Sub-Department of Crop Production and Plant Protection)																																				
13	Ms. Nguyen Thi Hong Thom	PPMU Member (Officer of Finance and Planning Division)																																				
14	Mr. Dinh Van Ly	PPMU Member (Vice Head, Crop Cultivation Division, Sub-department of Crop Production and Protection, DARD)																																				

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PPMU (Bac Ninh Province)		From	To	7	8	9	10	11	12	1	2	3	4	5	6	7	8	9	10	11	12	1	2	3	4	5	6	7	
1	Mr. Pham Van Chien	PPMU Director (Director, Sub-Department of Crop Production and Plant Protection)	2019 8	present																									
2	Mr. Duong Duc Hong Tuan	PPMU Vice Director (Vice Director, Sub-Department of Crop Production and Plant Protection)	2019 8	present																									
3	Ms. Nguyen Thi Ngoc Ha	PPMU Member (Head of Plant Protection Division, Sub-Department of Crop Production and Plant Protection)	2019 8	present																									
4	Mr. Pham Cong Quyen	PPMU Member (Vice Head, Agriculture and Rural Development Division, Gia Binh District)	2019 8	present																									
5	Ms. Nguyen Quynh Trang	PPMU Coordinator (State, Crop Production Division, Sub-Department of Crop Production and Plant Protection)	2019 8	present																									

ANNEX 9 Progress of Main Activities (Source: Project Team (Long-term Experts and the Consultant Team))

Activities for Output 1

Activity	Progress												
1.1 To create unit of CPMU (Central Project Management Unit) within DCP/MARD	<ul style="list-style-type: none"> • CPMU was established on August 16, 2016. • DCP carried out its activities on its own budget until the project approval was completed on June 18, 2018. • CPMU was reorganized on August 9, 2018 after the project approval was completed. • The status of CPMU members assignment are as shown in ANNEX 8. 												
1.2 To create PPMU (Provincial Project Management Unit) within the respective province selected as "Pilot province(s)/city" and "Semi Pilot province(s)	<ul style="list-style-type: none"> • Temporal PPMUs were established in 3 Pilot provinces (Ha Nam, Hung Yen, Hai Duong) from October 2016 to early 2017, and started their monitoring work on the budget of DARD. • Two Pilot provinces (Ha Nam and Hai Duong) officially established PPMUs in February 2018 before the Project document was approved in June 2018. • One Pilot province (Hung Yen) and two Semi Pilot provinces (Phu Tho and Vin Phuc) officially established PPMUs by September 2018 after the approval of the Project document. • PPMUs were established In Thai Binh in November 2018 and in Hanoi in March 2019. 												
1.3 To review/analyze and identify bottlenecks in the existing situation and problems for safe crop production in the Pilot province(s) and Semi Pilot province(s)	<ul style="list-style-type: none"> • A baseline survey and gender survey were conducted for 19 candidate target producer groups and 300 households in Pilot provinces from November to December 2016. The results were summarized in a report (Baseline Report) and shared with CPMU and PPMU members. • The baseline survey for new candidate target producer groups in Pilot and Semi Pilot provinces was conducted from August 2017 to April 2018, and the results were shared by stakeholders. 												
1.4 To select the target groups (=Agriculture production entities; Agriculture Cooperative, Agriculture Production company/enterprises, and Producer Groups) in the Pilot province(s) and Semi Pilot province(s)	<ul style="list-style-type: none"> • Seven target producer groups in Pilot Provinces were selected and approved on the 1st JCC meeting held on 17 April 2017. • 13 New target producer groups (six from Pilot provinces and seven from Semi Pilot provinces) were selected and approved on 6 September 2018 by JCC chairmen, Vice Minister of MARD. 												
1.5 To collect relevant documents, materials and data on safe crop production including GAP, training materials, brochures	<ul style="list-style-type: none"> • Existing materials relating to safe crop production were collected from DCP/MARD, ADB, CIDA, VECO, WB, Hanoi DARD and other relevant organizations. 												
1.6 To design crop production systems in order to ensure quality and safety	<ul style="list-style-type: none"> • Trial Activity Implementation Plan including the crop production system was formulated and approved on the 1st JCC meeting (April 17, 2017). 												
1.7 Based on the systems designed in the Activity 1.6 above, to introduce the system as trial activities in the pilot province(s) by joint collaboration between CPMU and PPMU	<ul style="list-style-type: none"> • Trial activity started in April 2017 with the seven target producer groups. • Six target producer groups were added in September 2018: since then the trial activity has been implemented with 13 target groups in total. • Safety of production areas was confirmed for 13 target producer groups through soil and water quality testing. Soil and water samplings for laboratory test were conducted by PPMU. • The following trainings were implemented by the end of September 2020. <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Training</th> <th>Location</th> <th>Pilot province</th> <th>Semi-pilot province</th> <th>Hanoi City</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td>TOT Basic GAP</td> <td></td> <td>3</td> <td>3</td> <td>1</td> <td>7</td> </tr> </tbody> </table>	Training	Location	Pilot province	Semi-pilot province	Hanoi City	Total	TOT Basic GAP		3	3	1	7
Training	Location	Pilot province	Semi-pilot province	Hanoi City	Total								
TOT Basic GAP		3	3	1	7								

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TOF Basic GAP	19	7	0	26
TOF Post harvest	3	0	0	3
TOF Follow up	6	3	0	9
TOF Follow up	15	2	0	17
Total	46	15	1	62

- Among the above trainings, TOT (Training of Trainers) Basic GAP, TOT Post harvest and TOT Follow up were implemented by the Consultant team with CPMU. But TOF (Training of Farmers) Basic GAP and TOF Follow up were implemented by PPMU by utilizing knowledge and materials obtained through TOT trainings.
- Formulation of Safe Crop Production Groups and their Activities are as follows:

Year	2017-2018 winter cropping	2018-2019 winter cropping	2019-2020 winter cropping	2020-2021 winter cropping
Activities	Safety Crop Production Group was formulated in the 7 target producer groups, comprised of 396 producers for 51 ha. They prepared cultivation plans based on market demand.	Safety Crop Production Group was formulated in the 13 target producer groups, comprised of 478 producers for 77.9 ha. They prepared cultivation plans based on market demand.	Safety Crop Production Group was formulated in the 13 target producer groups as was in 2018, comprised of 577 producers for 120.49 ha. They prepared cultivation plans based on market demand.	Safety Crop Production Group was formulated in the 13 target producer groups as was in 2019, with 619 producers of total area 138.35 ha. They prepared cultivation plans based on market demand.

- A technical study tour to Dalat was organized with 13 producers and 7 PPMU staff for 3-6 July 2017 and referring to the observation of the study trip, 4 types of cultivation methods were introduced for safe vegetable production to the Project activities; 1) soil improvement, 2) new variety seeds, 3) new seedling method, and 4) new agriculture materials.
- On field instruction for GAP application is under implementation for 13 target groups by the Consultant team jointly with PPMU; guidance of field recording, proper chemical application and internal audit. Internal audits were periodically implemented by 13 target groups, 37 internal audits were attended by PPMU in Pilot provinces.
- Pre-processing houses were upgraded in 9 group among 13 target producer groups. Among the other four groups, two groups are upgrading, a group has a schedule for upgrading, and another has a pre-processing house, and upgrading is not required.
- As of the end of December 2020, joint sales by 13 target producer groups are under implementation.
- 430 samples from 13 target producer groups were tested for pesticide residues by Quick test by PPMU. (105 samples in winter 2017-18, 31 samples in summer 2018, 135 samples in winter 2018-19, 81 samples in winter 2019-20, 78 samples in summer 2020).
- 78 samples from 13 target producer groups were taken in the field by PPMU and tested for pesticide residue by laboratory test (25 samples in winter 2017-18, 28 samples in winter 2018-19, 25 samples in winter 2019-20).
- The crop production system was reviewed and modified to a workable model in the 2nd JCC meeting held in 16 April

1.8 Based on the trial Activities 1.7 above, to modify

<p>and improve the systems in order to make the system workable</p>	<ul style="list-style-type: none"> • Trial Activity Implementation Plan for 2nd Phase, which is the plan of trial activity from September 2018 to May 2019 of 2nd year, was prepared in September 2018 to expand the trial activities even in Semi Pilot provinces. • In the 3rd JCC meeting held on 21 June 2019, the results of the trial activities (Activity 1.7) were reported. • Then, the Implementation Plan for trial activities, including the crop production system, from June 2019 to July 2021 was approved.
<p>1.9 Against PPMU in the respective “Semi Pilot province(s)”, to conduct workshop/seminars regarding to the system constructed in the Activity 1.8 above by CPMU</p>	<ul style="list-style-type: none"> • In Semi Pilot provinces, TOT and TOT follow up were conducted with CPMU members and the Implementation Plan for trial activities, including the crop production system, was explained.
<p>1.10 To introduce the system above even in the “Semi Pilot province(s)” under the guidance and instruction by CPMU</p>	<ul style="list-style-type: none"> • Trial activities in Semi Pilot provinces targeting 7 producer groups have started since September 2018. • In the 7 target producer groups, soil and water samplings for laboratory test were conducted by PPMU and the safety of soil and water qualities were verified. • By September 30, 2020, three TOT training sessions on Basic GAP and three TOT follow-up trainings were conducted by the Consultant team with CPMU members. Seven TOF training sessions on Basic GAP and two TOF follow-up trainings were held by PPMU. • Safe Vegetable Production Groups were formulated in the 7 target producer groups comprised of 226 producers for 28.7 ha in the winter cropping 2018-19. • Like in 2018, Safe Vegetable Production Groups were formulated for 7 target producer groups covering 334 producers for 42.09 ha in the winter cropping 2019-20. • In winter 2020-2021, Safe Vegetable Production Groups were formulated in the 7 target producer groups covering 408 producers for 51ha. • Four types of cultivation methods were introduced for safe vegetable production; 1) soil improvement, 2) new variety seeds, 3) new seedling method, and 4) new agriculture materials. • On field instruction for GAP application is under implementation for 7 target producers groups by the Consultant team jointly with PPMU; guidance of field recording, proper chemical application and internal audit. Internal audits were periodically implemented by 13 target groups, 37 internal audits were attended by PPMU in Pilot provinces. • Pre-processing houses were upgraded in 4 groups among 7 target producer groups. For the other 3 groups, technical assessments of pre-processing houses for upgrading are scheduled to be conducted. • As of the end of December 2020, Joint sales by 7 target producer groups are under implementation. • A total of 100 samples from 7 target producer groups, were tested for pesticide residue by Quick test by PPMU. (33 samples in winter 2018-19, 29 samples in winter 2019-20, 38 samples for summer 2020) • 25 samples from 7 target producer groups in Semi Pilot provinces were taken in the field by PPMU and examined for pesticide residue by test laboratories (10 samples in winter 2018-19, 15 samples in winter 2019-20).
<p>1.11 In the Pilot province(s) and Semi Pilot province(s), to summarize the results of activities carried out, and then to formulate action plans (including activities and budget) which are enable to continue the Project activities even after the</p>	<ul style="list-style-type: none"> • CPMU has started planning on dissemination activities to 6 knowledge-sharing provinces with support from JICA Experts since August 2018. • In the 3rd JCC meeting held on 21 June 2019, implementation of the Project activities in 3 knowledge-sharing provinces/city (Hai Phong city, Bac Ninh province, and Ninh Binh province) was approved. • To make sure the continuous activities even after the Project, “Operation Manual for Production Management

termination of the Project

* For the above-mentioned Activity 1, the “Knowledge-sharing province(s)/city” are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.

System for GAP Promotion” was drafted in cooperation with the Project team and CPMU. The drafted manual was required as attachment for submission of the action plan by three Pilot provinces. The Manual was regarded not practical for dissemination activities in other provinces by PPMUs or not suitable for CPMU to use after the Project. Therefore, the Manual was supposed to be revised substantially.

- In August 2019, the Project team held workshops in 3 Pilot provinces (Hai Duong province, Hung Yen province, and Ha Nam province) to formulate an action plan including plans of activities and budgets. The Pilot provinces formulated the action plan based on drafted “Operation Manual for Production Management System for GAP Promotion”.
- At the 4th JCC meeting held on July 17, 2020, CPMU and PPMU made amendment comments to the draft of the Manual and the comments were approved.
- The Consultant Team revised the Manual based on the comments, with the cooperation of JICA experts, and asked CPMU and PPMU for further comments.
- The Manual was finalized in October 2020.

Activities for Output 2

Activity

2.1 To conduct survey on “Market (value chain) analysis”

Progress

- Market survey and consumer survey were conducted in Pilot provinces between November and December 2016 and in Semi-Pilot Province between August 2017 and August 2018. The results were summarized in a report and shared with CPMU and PPMU members.
- Through the market survey/analysis in Pilot provinces, 91 sample data were collected and 44 buyers were identified as the potential buyers of the agricultural products to be produced by target producer groups.
- Through the market survey/analysis in Simi Pilot provinces, 57 sample data were collected and 31 buyers were identified as the potential buyers of the agricultural products to be produced by target producer groups.

2.2 In conjunction with the Activity 1.4, and also based on the results of Market analysis survey above, to identify the potential buyers of the agricultural products produced by target groups (product processing entity, distribution entity, sales entity) in the Pilot province(s) and Semi Pilot province(s) or large consumption areas (Hanoi, etc.)

- The potential buyers list was shared with producers and the profiles of target producer groups were shared with the potential buyers.

Following activities were implemented by the end of September 2020.

Training	Location	Pilot province	Semi-pilot province	Other	Total
TOT Marketing		0	0	2	2
TOF Marketing		23	10	0	33
Total		23	10	2	35

- One-to-one matching: 368 times (58 times until August 2018, 310 times from September 2018 to the end of December 2020)
- Business forum in Hanoi: 5 times. (August 2017, December 2017, September 2018, December 2018, September 2019 and November 2020)

<p>2.4 To examine the pre-processing and delivery method of collection shipment (including the transportation method)</p>	<ul style="list-style-type: none"> • The participants are MARD/DARD, buyers, producers (including target producer groups/cooperatives), agricultural material companies, consumers, etc. • First trading started with Tan Minh Duc and Harumidori in March 2017. Since then, 132 trades have been established among 20 target producer groups (as of the end of September 2020). • In October 2017, stakeholders meetings between producers and buyers started to make agreements for trading conditions and review results of trades. So far, the meetings were held 74 times by the end of December 2020. • Furthermore, PPMUs of Ha Nam province and Hung Yen province invited other target groups and existing buyers to a review meeting organized by these provinces.
<p>2.5 To introduce the pre-processing and delivery method of collection shipment above even in the "Semi Pilot province(s)" under the guidance and instruction by CPMU</p>	<ul style="list-style-type: none"> • Trial activities in Semi Pilot provinces targeting 7 target producer groups have started since September 2018. • One-to-one matching: 86 times in Semi Pilot provinces. • Business forum in Hanoi for Semi Pilot provinces: 3 times (December 2018, September 2019 and November 2020) • By the end of September 2020, 21 trades were made by 7 target producer groups. • Stakeholder meetings were held 20 times in Semi Pilot provinces between producers and buyers by the end of December 2020.
<p>2.6 In the Pilot province(s) and Semi Pilot province(s), to summarize the results of activities carried out, and then to formulate action plans (including activities and budget) which are enable to continue the Project activities even after the termination of the Project</p> <p>* For the above-mentioned Activity 2, the "Knowledge-sharing province(s)/ city" are also participating as appropriate, to share information about the progress and results of activities in the Pilot province(s) and Semi Pilot province(s), even to share the experience each other.</p>	<ul style="list-style-type: none"> • CPMU has started planning on dissemination activities to 6 knowledge-sharing provinces with support from JICA experts since August 2018. • In the 3rd JCC meeting held on 21 June 2019, implementation of the trial activities in 3 Knowledge Sharing provinces/city (Hai Phong city, Bac Ninh province, and Ninh Binh province) was approved. • To make sure the continuous activities even after the Project, "Safe Crop Supply Chain Development Manual" was drafted with the cooperation of the Project team and CPMU. The drafted manual is required as attachment for submission of the action plan and it is temporary one so far. The manual has not been practical for dissemination activities in other provinces implemented by PPMUs and the activities after the Project yet. Therefore, the manual is supposed to be revised substantially. • In August 2019, the Project team held workshops in 3 Pilot provinces (Hai Duong province, Hung Yen province, and Ha Nam province) to formulate action plan, including the plan for activities and budgets. The Pilot provinces have started a formulation of the action plan based on drafted "Supply Chain Development Manual". • At the 4th JCC meeting held on July 17, 2020, CPMU and PPMU made amendment comments to the draft of the Manual and the comments were approved. • The Consultant Team revised the Manual based on the comments, with the cooperation of JICA experts, and asked CPMU and PPMU for further comments. • The Manual was finalized in November 2020.

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Activities for Output 3

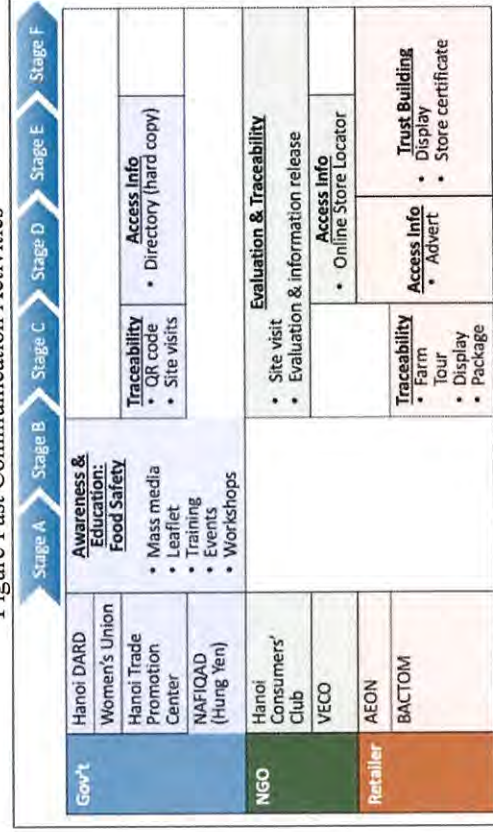
Activity

3.1 To review and analyze past experiences of promotion activities on safe crop production and food safety, and draw good practices and lessons learned

Progress

- Consumer survey was conducted to understand consumers' behavior and to assess the past experiences of promotion activities.
- According to the assessment of past researches, it was identified that a majority of consumers in Hanoi was already aware of and concerned about food safety, 97.5% of all respondents are either worried (30%) or extremely worried (67.5%) about food safety in 2016. In addition, the main reason driving consumers to buy safe/organic vegetables was to protect their health (91% of respondents). Therefore, our target has been designated as vegetable consumers who are aware of and are concerned about safe vegetables.
- Information on past activities was collected from the governmental organizations, NGOs, and retailers. As shown in the Figure below, various activities had been implemented through different organizations.

Figure Past Communication Activities



- All stages had been well covered by at least one organization; however, there had been two fundamental issues as follows:
 - Each activity was planned and executed independently; therefore, there was no holistic approach to coordinate different communication programs to link consumers to the next stage.
 - Each activity might have contained relevant contents; however, due to different organizational missions and interests, some activities had not been targeted specifically to consumers. (e.g. training for farmers, directory issued for producers and trade, etc.)
- Therefore, the following special attention were paid, upon designing consumer communication programs to enhance synergy among different activities.
 - Each program would carry a specific objective to introduce consumers' actions to move onto the next behavioral stage.

- Each program would be designed to appeal to consumers with a key message, contents, and visual design that are relevant and attractive to the target audience.
- Each program would feature positive tone and manner to promote emotional engagement, which would drive an action.

3.2 To implement raising awareness activities on safe crop production and food safety, focus on human health, environment and agricultural promotion toward customers (safe vegetable buyers/consumers) through mass media in nationwide

- School education and poster/slide show contest
- Awareness Program of Safe Vegetable Consumption in 2017 was organized in 30 primary schools targeting 10,350 students in Hanoi. With homework to work with parents, the program theoretically reached additional 10,350 adult consumers. Totally 52,514 leaflets were distributed in 194 primary schools. For poster contest, 30 posters were selected out of around 400 drawn by students from 10 nominated schools. Finally, 5 posters were awarded at the safe vegetable festival on 3 November 2017. Poster exhibition was held in collaboration with Aeon mall during 26-31 December 2017, and received more than 3,000 visitors. A primary school in Hai Duong organized the awareness program by using same material prepared by project team and 560 students participated the program.
- Awareness Program of Safe Vegetable Consumption in 2018 was organized in 39 high schools targeting 25,000 students in Hanoi. Totally 24,986 leaflets were distributed in 39 high schools. With a similar homework to work with parents, the program theoretically reached additional 3,891 adult consumers. For slide show contest, 18 slide shows were selected out of 121 team, 363 students from 6 schools. Finally, 5 slide shows will be awarded at the safe vegetable festival on 12 November 2018. While the 12 finalists' slide shows were broadcasted through social network, which gained 20,000 views within the first 12 days. In cooperation with Aeon mall, the slide show exhibition was held between 8 and 16 December 2018, in which 2,500 visitors and 530 votes were obtained. In addition, 4,000 leaflets were distributed.
- Awareness Program of Safe Vegetable Consumption in 2019 was conducted, targeting 1,085 students in 3 junior high schools of Hanoi. 49,652 leaflets were distributed in 156 schools in total. The same homework to work with parents theoretically reached additional 1,085 adult consumers. In the poster contest, 298 posters were created in total and 30 posters were selected. Finally, 9 posters were awarded as the superior ones at the safe vegetable festival held on 1 November 2019.
- Poster exhibition was held in collaboration with Aeon mall during 9-17 November 2019 and received approximately 4,395 visitors. 2,900 leaflets were distributed at that time. As the results of voting at the venue and through Facebook, one poster, which obtained 16,370 votes, including 606 votes at the venue, was awarded at Aeon mall.
- As to the poster exhibition in 2019, implementation of following activities contributed to further awareness:
 - Introduction by the HPA website for safe crops (350 people participated in demonstrations.).
 - Sales of safe crops in Aeon Vietnam (1,700 people purchased the safe crops).
 - Tasting event of safe vegetables by Kewpie Corporation (650 people tasted the safe crops).
 - 12,000 event leaflets were distributed to introduce this exhibition to experience awareness, information search, purchase, and consumption.
- During the exhibition at Aeon mall, in-store display promotion was conducted at vegetable section inside Aeon Vietnam. This promotion was related to efforts to secure safe crops supply. Promoters attended to approximately 830 consumers and introduced the displays. Also, the promoters conducted simplified questionnaire survey, with which it was found that 77% of supermarket visitors are already at Stage E (sometime compromise but mostly buy safe vegetable) or F (always buy safe vegetable).
- In addition, at 2 junior high schools, which were not nominated for the poster contest by the Project, voluntarily

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conducted the awareness program on their own by using materials prepared by the Project. In 2020, these schools were selected for the school education program.

- Awareness Program of Safe Vegetable Consumption in 2020 was conducted, targeting 1,085 students in 2 junior high schools of Hanoi. Approximately 50,000 leaflets were distributed in total for grade 7 students across all junior high schools. The same homework to work with parents theoretically reached additional 1,004 adult consumers. In the poster contest, 231 posters were created in total and 20 posters were selected. Finally, 10 posters were awarded as the superior ones at the safe vegetable festival held on 21 November 2020.
- Poster exhibition was held in collaboration with Aeon mall during 5-9 November 2020 (Long Bien) and 19-23 November 2020 (Ha Dong). In 2020, the poster exhibition floor was integrated into a part of OCOP trade fair initiated by HPA as following.
 - Introduction by the HPA website for safe crops was conducted on the same floor with the poster exhibition.
 - Sales of safe crops by Aeon Vietnam in OCOP trade fair.
 - Tasting event of safe vegetables by Kewpie Corporation in OCOP trade fair
- Face to Face Dissemination Activities for the Elders
- A leaflet of awareness program for elders of 2017 version was developed and distributed more than 28,800 through Women union.
- Furthermore, 14,750 leaflets of 2018 version were distributed.
- Distribution of Leaflets of 2019 version was skipped since it was quite similar to 2018 version.

Awareness raising outside of Hanoi City

- In 2017, the Gold-Prized poster was digitized, and 1,000 copies were distributed widely for promotional purposes. The poster captured an attention from Duc Chinh Primary School in Hai Duong Province. The school voluntarily decided to run its own poster festival to promote safe vegetable education with support of PPMU Hai Duong.
- To reach elderly segment efficiently, the educational leaflets and award-winning visuals are distributed to Hanoi Women Consumer Club and Women's Union for their face-to-face dissemination activities. In Women's Union meetings, the leaflet has been distributed to participants in a gift bag and contents were well introduced. 2017 version's leaflet (9,200 units) has been distributed to Women's Union in Hanoi, Ha Nam, Hung Yen, Hai Duong, and Thai Binh. 2018 version (8,200 units) to Women's Union in Hanoi, Hung Yen, Ha Nam, and Vinh Phuc.
- In 2020, 52 students of Class 8C, Le Quy Don Secondary school in Hai Duong conducted a field visit, in which leaflets and an educational video about "a journey of safe vegetable" were shared.
- Whole procedures of all communication activities conducted is to be compiled as a reference book by March 2021 for Hanoi DARD and other provinces and to continue the activities in the future.
- The project has signed MOU with Women Union to promote 1) utilizing of the educational leaflets at Women Union's meetings nationwide and 2) distribution of the leaflets nationwide by inserting into a mother's magazine called Me & Be.

3.3 To implement specific raising awareness activities on safe crop production and food safety toward the target groups and organization related to the Activity 1 and Activity 2

- Leaflets of awareness program for producers and traders of 2017 and 2018 version were developed and distributed more than 23,890 to PPMUs and 26,980 to target groups (producer groups/cooperatives, buyers, etc.). Distribution of leaflets of 2019 version was skipped since it was quite similar to 2018 version. Leaflet distribution covered all pilot and semi-pilot provinces.
- The best awarded posters in 2017 and 2019, were digitally processed and, 1,000 and 1,160 copies of them were

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	<p>distributed, respectively. Furthermore, soft files of a slide show, which was awarded as the best one, were distributed to the people involved. Distribution of 2020 poster materials are currently in preparation.</p> <ul style="list-style-type: none"> • To raise awareness among producers and retailers, target group producers and retailers were invited to be involved in poster contest and exhibition: at least 10 target group producers and 3 retailers were involved as poster contest evaluation committee and as sponsors for award prizes. • Aside from Project activities, a retailer, Coop Food, voluntarily displayed 2019 finalists' posters for their new store opening event and introduced them on their Facebook page.
<p>3.4 To grasp the consumers' voice/opinion (information on fake high-quality vegetable products, consumer needs through "Customers protection union", etc.), and support activities on communication and information given by Vietnamese government</p>	<ul style="list-style-type: none"> • A website was developed by HPA and launched on 27 August 2018. • The website is designed as searching engine for safe food shop and for promoting business matching between buyers and suppliers. In May 2019, eight months from the release of the website, the number of accesses reached 239,500. • HPA printed out leaflets to introduce the website for consumers and then the leaflets were distributed 49,652 students in 7th grade belonging in 156 schools in Hanoi in September 2019. In a shop list of the website, approximately 400 companies are listed. • The website was introduced through distribution of the leaflets for school education in 2018, 2019, and 2020. In the school education program in 2019 and 2020, students were instructed to access the website as their homework. In addition, the Project collected feedbacks from consumers and proposed approach to the website's improvement. • Furthermore, as shown above, the Project provided the opportunities for introduction of the website to consumers by the exhibition at Aeon mall. Then, 1,000 leaflets and 720 mini gifts with introduction of the website were distributed, respectively. • HPA reported that more than 1,000 safe food stores and producers were registered on this website, and about 1,021,552 visits were achieved, as of 25 January 2021 (nongsanantoanhanoi.gov.vn/).

ANNEX 10 Training Record JICA Safe Crop Project

As of 2020/9/30

No	Event Name	Province/City	Location	Category	Date	Gov. staff	Others	Total Participants
1	TOT Basic GAP	Hanoi	Hanoi	Production	10 Jan. 2017	30	4	34
2	TOT Marketing	Hanoi	Hanoi	Marketing	27-28 Feb 2017	20	13	33
3	TOF Marketing	Ha Nam	Ha Nam	Marketing	31 Mar. 2017	8	20	28
4	TOF Marketing	Hung Yen	Hung Yen	Marketing	07 Apr. 2017	4	13	17
5	TOF Marketing	Hai Duong	Hai Duong	Marketing	12 Apr. 2017	5	15	20
6	TOT Basic GAP	Hai Duong	Hai Duong	Production	18-19 April 2017	11	17	28
7	TOT Basic GAP	Ha Nam	Ha Nam	Production	24-25 Apr 2017	15	9	24
8	TOT Basic GAP	Hung Yen	Hung Yen	Production	4-5 May 2017	25	7	32
9	TOT Basic GAP	Phu Tho	Phu Tho	Production	19-20 Oct., 2017	7	10	17
10	TOF Basic GAP	Ha Vy	Ha Vy	Production	16 May, 2017	2	20	22
11	TOF Basic GAP	Ha Nam	Hiep Farm	Production	11 May, 2017	4	25	29
12	TOF Basic GAP	Yen Phu	Yen Phu	Production	18 May, 2017	4	32	36
13	TOF Basic GAP	Hai Duong	Tan Minh Duc	Production	25 May, 2017	2	38	40
14	TOF Basic GAP	Hai Duong	Thanh Ha	Production	26 May, 2017	2	43	45
15	TOF Basic GAP	Hai Duong	Duc Chinh	Production	25 May, 2017	2	34	36
16	TOT Post harvest	Hai Duong	Hai Duong	Production	12 Oct., 2017	7	15	22
17	TOT Post harvest	Hung Yen	Hung Yen	Production	17 Oct., 2017	5	9	14
18	TOT Post harvest	Ha Nam	Ha Nam	Production	16 Nov., 2017	12	8	20
19	TOT follow up	Ha Nam	Ha Nam	Production	28 June, 2018	30	14	44
20	TOT Basic GAP	Vinh Phuc	Vinh Phuc	Production	24-25 Jul, 2018	14	10	24
21	TOT follow up	Hai Duong	Hai Duong	Production	21 Aug, 2018	12	26	38
22	TOT Basic GAP	Thai Binh	Thai Binh	Production	5-6 Sep., 2018	25	6	31
23	TOT follow up	Hung Yen	Hung Yen	Production	20 Sep., 2018	20	15	35
24	TOF Basic GAP	Ha Nam	Ha Vy	Production	20 July, 2018	2	38	40
25	TOF Basic GAP	Ha Nam	Hiep Farm	Production	24 July, 2018	1	4	5
26	TOF Basic GAP	Ha Nam	Thanh Tan -HN	Production	24 July, 2018	1	8	9
27	TOF Basic GAP	Ha Nam	Cat Lai	Production	27 Oct, 2018	1	17	18
28	TOF Basic GAP	Hai Duong	Green Farm	Production	21 Oct, 2018	2	18	20
29	TOF Basic GAP	Hai Duong	Gia Gia	Production	23 Oct, 2018	1	25	26
30	TOF Basic GAP	Hai Duong	Tan Minh Duc	Production	23 Oct, 2018	1	31	32
31	TOF Basic GAP	Hai Duong	Lua	Production	27 Oct, 2018	1	20	21
32	TOF Basic GAP	Hai Duong	Thanh Ha	Production	25 Oct, 2018	1	33	34
33	TOF Basic GAP	Hai Duong	Duc Chinh	Production	25 Oct, 2018	1	40	41
34	TOF Basic GAP	Hung Yen	Yen Phu	Production	22 June, 2018	2	53	55
35	TOF Basic GAP	Hung Yen	Japan Vietnam	Production	22 June, 2018	1	15	16

36	TOT Marketing	Hanoi	Hanoi	Marketing	9 Oct., 2018	21	32	53
37	TOF Basic GAP	Hung Yen	Chien Thang	Production + Marketing	26 Oct., 2018	4	18	22
38	TOF Basic GAP	Phu Tho	Huong Non + Truong Thinh	Production + Marketing	1 Nov., 2018	2	63	65
39	TOF Basic GAP	Thai Binh	Quynh Hai	Production + Marketing	6 Nov., 2018	2	25	27
40	TOF Basic GAP	Thai Binh	Thanh Tan - TB	Production + Marketing	7 Nov., 2018	2	23	25
41	TOF Basic GAP	Vinh Phuc	Visa	Production	15 Dec., 2018	2	27	29
42	TOF Basic GAP	Vinh Phuc	Vinh Phuc	Production	24 Oct., 2018	2	42	44
43	TOF Basic GAP	Vinh Phuc	Dai Loi	Production	27 Oct., 2018	2	14	16
44	TOF Marketing	Hai Duong	Hai Duong	Marketing	31-May-18	6	13	19
45	TOF Marketing	Hai Duong	Hai Duong	Marketing	08 Nov. 2018	5	12	17
46	TOF Marketing	Vinh Phuc	Vinh Phuc	Marketing	14/12/2018	5	20	25
47	TOF Marketing	Hung Yen	Hung Yen	Marketing	28/5/2018	5	8	13
48	TOF Marketing	Ha Nam	Ha Nam	Marketing	24/5/2018	12	19	31
49	TOF Marketing	Ha Nam	Ha Nam	Marketing	06 Nov. 2018	9	19	28
50	TOT follow up	Hung Yen	Hung Yen	Production	5 Sep., 2019	10	13	23
51	TOT follow up	Hai Duong	Hai Duong	Production	6 Sep., 2019	8	27	35
52	TOT follow up	Ha Nam	Ha Nam	Production	11 Sep., 2019	12	26	38
53	TOT follow up	Thai Binh	Thai Binh	Production	9 Sep., 2019	25	15	40
54	TOT follow up	Vinh Phuc	Vinh Phuc	Production	17 Sep., 2019	10	13	23
55	TOT follow up	Phu Tho	Phu Tho	Production	18 Sep., 2019	4	21	25
56	TOF Follow up	Hung Yen	Japan Vietnam	Production	22 May, 2019	1	9	10
57	TOF Follow up	Hung Yen	Yen Phu	Production	22 May, 2019	1	21	33
58	TOF Follow up	Hung Yen	Chien Thang	Production	24 May, 2019	1	12	13
59	TOF Follow up	Thai Binh	Quynh Hai	Production	21 Aug., 2019	1	64	65
60	TOF Follow up	Thai Binh	Thanh Tan - TB	Production	20 Aug., 2019	1	39	40
61	TOF Follow up	Hai Duong	Duc Chinh	Production	15 Dec., 2019	1	64	65
62	TOF Follow up	Hai Duong	Tan Minh Duc	Production	15 Oct., 2019	1	55	56
63	TOF Follow up	Hai Duong	Thanh Ha	Production	8 Dec., 2019	1	9	10
64	TOF Follow up	Hai Duong	Gia Gia	Production	11 Nov., 2019	1	11	12
65	TOF Follow up	Hai Duong	Green Farm	Production	4 Nov., 2019	1	9	10
66	TOF Follow up	Hai Duong	Lua	Production	19 Nov., 2019	1	34	35
67	TOF Follow up	Ha Nam	Ha Vy	Production	11 Oct., 2019	1	44	45
68	TOF Follow up	Ha Nam	Hiep Farm	Production	12 Nov., 2019	1	11	12
69	TOF Follow up	Ha Nam	Cat Lai	Production	21 Nov., 2019	1	24	25
70	TOF Follow up	Ha Nam	Thanh Tan - HN	Production	17 Oct., 2019	1	29	30
71	TOF Follow up	Ha Nam	Hiep+Thanh Tan	Marketing	17 May, 2019	1	20	21
72	TOF Follow up	Ha Nam	Ha Vy+Cat Lai	Marketing	20 May, 2019	1	23	24
73	TOF Follow up	Thai Binh	Quynh Hai	Marketing	21 May, 2019	1	17	18

ANNEX 11: Soil and Water Sampling Test

As of 30/Sep2020

Date	Province	Target Group	Soil sample	Water sample
2017/8/1	Ha Nam	Ha Vi coop	2	2
2017/8/1	Ha Nam	Lien Hiep coop	2	2
2017/8/1	Hai Duong	Tan Minh Duc coop	2	1
2017/8/1	Hai Duong	Thanh Ha company	2	3
2017/8/1	Hung Yen	Japan Vietnam company	2	2
2018/10/1	Ha Nam	Thanh Tan coop	1	1
2018/10/1	Ha Nam	Cat Lai coop	2	2
2018/10/1	Phu Tho	Huong Non coop	2	2
2019/10/1	Vinh Phuc	Vinh Phuc coop	3	2
2019/10/22	Hai Duong	Tan Minh Duc coop	2	1
2019/10/7	Thai Binh	Thanh Tan coop	3	3
2020/9/7	Hai Duong	Duc Chinh coop	2	2
2020/9/7	Hai Duong	Tan Minh Duc coop	2	2
2020/9/7	Hai Duong	Gia Gia company	2	1
2020/9/7	Hai Duong	Lua farmer group	2	2
			31	28

Source: Project Team (Consultant Team)

ANNEX 12 Pesticide Residue Check (Laboratory Test)

Pilot province

as of September 30, 2020

Period	Number of samples	No. of safe sample	Number of detected unsafe
Winter 2017-18	25	23	2
Winter 2018-19	28	28	0
Winter 2019-20	25	25	0
Winter 2020-21			
Total	78	76	2

Semi Pilot province

Period	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18			
Winter 2018-19	10	10	0
Winter 2019-20	15	15	0
Winter 2020-21			
Total	25	25	0

Total

Period	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18	25	23	2
Winter 2018-19	38	38	0
Winter 2019-20	40	40	0
Winter 2020-21			
Total	103	101	2

Source: Project Team (Consultant Team)

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ANNEX 13 Pesticide Residue Check (Quick Test)

as of 2020/9/30

Pilot province

Period	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18	105	103	2
Summer 2018	31	31	0
Winter 2018-19	135	135	0
Summer 2019	0	0	0
Winter 2019-20	81	81	0
Summer 2020	78	78	0
Winter 2020-21			
Total	430	428	2

Semi Pilot province

Period	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18			
Summer 2018			
Winter 2018-19	33	33	0
Summer 2019	0	0	0
Winter 2019-20	29	29	0
Summer 2020	38	38	0
Winter 2020-21			
Total	100	100	0

Total

Period	Number of sample	No. of safe sample	Number of detected unsafe
Winter 2017-18	105	103	2
Summer 2018	31	31	0
Winter 2018-19	168	168	0
Summer 2019	0	0	0
Winter 2019-20	110	110	0
Summer 2020	116	116	0
Winter 2020-21			
Total	530	528	2

Source: Project Team (Consultant Team)

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ANNEX 14 Status of Quarterly Monitoring Reports Submission by PPMUs

Production

No	Province	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
		Jul - Sep, 2017	Oct - Dec, 2017	Jan - Mar, 2018	Apr - Jun, 2018	Jul - Sep, 2018	Oct - Dec, 2018	Jan - Mar, 2019	Apr - Jun, 2019	Jul - Sep, 2019	Oct - Dec, 2019	Jan - Mar, 2020	Apr - Jun, 2020	Jul - Sep, 2020	Oct - Dec, 2020	Jan - Mar, 2021
	Hai Duong	1	1	1	1	1	1	1	1	1	1	1	1	1		
	Ha Nam	1	1	1	1	1	1	1	1	1	1	1	1	1		
	Hung Yen	1	1	1	1	1	1	1	1	1	1	1	1	1		
	Phu Tho															
	Thai Binh															
	Vinh Phuc															

Marketing

No	Province	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
		Jul - Sep, 2017	Oct - Dec, 2017	Jan - Mar, 2018	Apr - Jun, 2018	Jul - Sep, 2018	Oct - Dec, 2018	Jan - Mar, 2019	Apr - Jun, 2019	Jul - Sep, 2019	Oct - Dec, 2019	Jan - Mar, 2020	Apr - Jun, 2020	Jul - Sep, 2020	Oct - Dec, 2020	Jan - Mar, 2021
	Hai Duong	1	1	1	1	1	1	1	1	1	1	1	1	1		
	Ha Nam	1	1	1	1	1	1	1	1	1	1	1	1	1		
	Hung Yen	1	1	1	1	1	1	1	1	1	1	1	1	1		
	Phu Tho															
	Thai Binh															
	Vinh Phuc															

Source: Project Team (Consultant Team)

ANNEX 15 Matching Events Conducted under the Project

As of

31-Dec-2020

No	Date	TG	Buyer	Province	Result*			
					A	B	C	D
Ha Nam								
1	2017/6/3	Ha Vy cooperative	Oshitsu	Hanoi				D
2	2017/6/3	Hiep Farm	Oshitsu	Hanoi		B		
3	2017/6/24	Ha Vy cooperative	Hanoi Union of cooperative	Hanoi				D
4	2017/6/24	Hiep Farm	Hanoi Union of cooperative	Hanoi		B		
5	2017/7/28	Ha Vy cooperative	Vineco	Hanoi		B		
6	2017/7/28	Hiep Farm	Vineco	Hanoi		B		
7	2018/3/13	Ha Vy cooperative	An Nchien center	Hanam	A			
8	2018/3/15	Ha Vy cooperative	Green food company	Hanam	A			
9	2018/3/15	Ha Vy cooperative	Ly Nhan safe vegetable store	Hanam	A			
10	2018/4/5	Hiep farm	VinEco	Hanoi		B		
11	2018/9/18	Ha Vy cooperative	Hung Viet company	Hai Duong			C	
12	2018/9/18	Hiep Farm	Hung Viet company	Hai Duong			C	
13	2018/10/12	Hiep Farm	Hung Viet Company	Hai Duong		B		
14	2018/9/10	Hiep Farm	Nam Luyen industrial canteen	Ha Nam	A			
15	2018/10/8	Ha Vy cooperative	Tran Ngoc Hieu	Ha Nam	A			
16	2018/10/12	Ha Vy cooperative	Hung Viet Company	Hai Duong		B		
17	2018/11/15	Thanh Tan cooperative	Winup company	Hanoi	A			
18	2018/11/15	Ha Vy cooperative	Winup company	Hanoi	A			
19	2018/11/21	Thanh Tan cooperative	WinUp	Hanoi	A			
20	2018/11/21	Ha Vy cooperative	WinUp	Hanoi	A			
21	2018/12/3	Hiep Farm	Nguyen Van Tuyen	Ha Nam	A			
22	2018/12/11	Hiep Farm	Safe meals JS company (BBATgroup).	Hanoi		B		
23	2018/12/11	Ha Vy cooperative	Tay Bac safe food JC company	Hanoi		B		
24	2018/12/11	Cat Lai cooperative	EXP inport export food company	Hanoi		B		
25	2018/12/11	Cat Lai cooperative	Tay Bac safe food JC company	Hanoi		B		
26	2018/12/26	Cat Lai cooperative	Tia sang the gioi JS company	Hanoi		B		
27	2019/1/4	Cat Lai cooperative	Buyer who supply safe vegetable to premary school in Ninh Binh province	Ninh Binh		B		
28	2019/1/11	Cat Lai cooperative	GREENGOCO Limited company	Bac Ninh			C	
29	2019/3/22	Thanh Tan cooperative	Nguyen Thi Giang- safe vegetable store	Ha Nam	A			
30	2019/4/12	Cat Lai cooperative	Nguyen Thi Giang- safe vegetable store	Ha Nam	A			
31	2019/4/15	Cat Lai cooperative	Green food	Ha Nam		B		
32	2019/4/19	Thanh Tan cooperative	safe vegetable store in 124 Le Cong Thanh	Ha Nam		B		
33	2019/5/15	Ha Vy cooperative	Minh Duong limited company	Nam Dinh		B		
34	2019/6/8	Hiep Farm	Canteen number 2 of But Son JS company	Ha Nam	A			
35	2019/7/12	Hiep Farm	VinEco	Hanoi	A			
36	2019/7/15	Cat Lai cooperative	Do Thi Huong (Safe vegetabel store in Thuong Tin, Hanoi)	Hanoi	A			
37	2019/7/17	Cat Lai cooperative	Nguyen Van Tuyen (Supplier Vegetabel for canteen)	Ha Nam		B		
38	2019/9/13	Ha Vy cooperative	Hung Viet Sinh	Hanoi		B		
39	2019/9/13	Ha Vy cooperative	HTX Viet A Chau	Hai Duong		B		
40	2019/9/13	Cat Lai cooperative	Hung Viet Sinh	Hanoi		B		
41	2019/9/13	Cat Lai cooperative	HTX Viet A Chau	Hai Duong		B		
42	2019/9/17	Cat Lai cooperative	Tuyen Tuyen enterprise	Ha Nam	A			
43	2019/10/21	Thanh Tan cooperative	Tran Ngoc Hieu	Ha Nam		B		
44	2019/11/21	Cat Lai cooperative	Morice JS company	Ha Nam	A			
45	2019/11/22	Cat Lai cooperative	Nguyen Van Viet	Ha Nam	A			
46	2019/11/22	Cat Lai cooperative	Tran Van Hung_ Green Food company	Ha Nam	A			
47	2019/11/29	Thanh Tan cooperative	Doan Thi Hoa	Ha Nam	A			
48	2020/1/24	Cat Lai cooperative	Nguyen Van Duan	Ha Nam	A			
49	2020/2/4	Hiep cooperative	Tran Van Thi	Ha Nam	A			
50	2020/5/8	Ha Vy cooperative	Do Van Luc	Ha Nam	A			
51	2020/6/2	Cat Lai cooperative	Big C	Hanoi	A			
52	2010/6/18	Cat Lai cooperative	Thiem Ngat Safe vegetable store	Ha Nam	A			
53	2020/7/7	Ha Vy cooperative	Baby star Kindergarten school	Ha Nam	A			
54	2020/8/21	Coop Thanh Tan	Đinh Văn Cường - Collector for Canteen in industry and school)	Ha Nam	A			
55	2020/10/1	Cat Lai cooperative	Nguyen Thi Nhung	Ha Nam		B		
56	2020/10/24	Cat Lai cooperative	Nguyen Van Thuan	Ha Nam	A			
57	2020/11/2	Cat Lai cooperative	TDMART Lmt company	Ha Nam	A			
58	2020/11/6	Ha Vy cooperative	Doan Thi Linh	Ha Nam	A			
Hai Duong								
1	2017/3/17	Tan Minh Duc cooperative	Haru Midori	Hanoi	A			
2	2017/3/17	Duc Chinh cooperative	Haru Midori	Hanoi				D
3	2017/4/27	Thanh Ha company	AEON	Hanoi		B		
4	2017/5/6	Thanh Ha company	Fivi Mart	Hanoi		B		
5	2017/7/27	Duc Chinh cooperative	Vineco	Hanoi		B		
6	2017/7/27	Tan Minh Duc cooperative	Vineco	Hanoi		B		
7	2017/9/16	Tan Minh Duc cooperative	Big C	Hanoi	A			

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ANNEX 15 Matching Events Conducted under the Project

As of

31-Dec-2020

No	Date	TG	Buyer	Province	Result*			
					A	B	C	D
8	2017/9/16	Duc Chinh cooperative	Big C	Hanoi		B		
9	2017/11/10	Duc Chinh cooperative	Oshitsu	Hanoi		B		
10	2017/11/10	Thanh Ha company	Oshitsu	Hanoi	A			
11	2018/1/8	Duc Chinh cooperative	Co-op Food	Hanoi	A			
12	2018/4/5	Tan Minh Duc cooperative	VinEco	Hanoi		B		
13	2018/4/5	Duc Chinh cooperative	VinEco	Hanoi		B		
14	2018/4/20	Thanh Ha company	VinEco	Hanoi	A			
15	2018/4/21	Tan Minh Duc cooperative	Coop food	Hanoi		B		
16	2018/4/21	Thanh Ha company	Coop food	Hanoi		B		
17	2018/5/16	Tan Minh Duc cooperative	Lotte	Hanoi		B		
18	2018/5/16	Tan Minh Duc cooperative	City Mart	Hanoi		B		
19	2018/6/28	Thanh Ha company	Xuan Cau JC company	Hai Duong	A			
20	2018/7/8	Tan Minh Duc cooperative	VietHarvest safe vegetable shop	Hanoi		B		
21	2018/7/12	Tan Minh Duc cooperative	Mr Giang in Hai Duong	Hai Duong			C	
22	2018/10/25	Tan Minh Duc cooperative	VinEco	Hanoi		B		
23	2018/10/25	Tan Minh Duc cooperative	OShitsu	Hanoi		B		
24	2018/10/22	Tan Minh Duc cooperative	Big C	Hanoi			C	
25	2018/10/20	Tan Minh Duc cooperative	Safe meals company	Hanoi		B		
26	2018/10/22	Tan Minh Duc cooperative	Hưng Việt Company	Hai Duong			C	
27	2018/10/22	Lúa farmer group	Hưng Việt Company	Hai Duong		B		
28	2018/11/6	Duc Chinh cooperative	Sai Gon Coop	Hanoi		B		
29	2018/11/7	Lúa farmer group	VinEco	Hanoi			C	
30	2018/11/16	Gia Gia company	Goden gate	Hai Duong		B		
31	2018/11/19	Tan Minh Duc cooperative	Công ty Trờng Thịnh	Hai Duong		B		
32	2018/12/4	Tan Minh Duc cooperative	TMT company		A			
33	2018/12/4	Tan Minh Duc cooperative	VietFarm			B		
34	2018/12/4	Duc Chinh cooperative	VietFarm			B		
35	2018/12/11	Duc Chinh cooperative	Viethavest	Hanoi		B		
36	2018/12/11	Duc Chinh cooperative	Coop mart	Ho Chi Minh		B		
37	2018/12/11	Tan Minh Duc cooperative	EXB company	Hanoi		B		
38	2018/12/11	Tan Minh Duc cooperative	Coop mart	Ho Chi Minh		B		
39	2018/12/11	Gia Gia company	EXB company	Hanoi		B		
40	2018/12/11	Gia Gia company	Bua an an toàn	Hanoi		B		
41	2019/1/11	Tan Minh Duc cooperative	Công ty TNHH GreenGOCO Hưng Yên	Hung Yen				D
42	2019/1/11	Tan Minh Duc cooperative	Công ty Cổ phần HUYN DAI ALUMINUM Hưng Yên	Hung Yen				D
43	2019/1/11	Tan Minh Duc cooperative	Công ty TNHH thiên Hà Shidax	Hai Duong				D
44	2019/1/11	Tan Minh Duc cooperative	Cty TNHH sản xuất và thương mại Sao Việt Nam	Hanoi				D
45	2019/1/11	Tan Minh Duc cooperative	Công ty TNHH thực Phẩm Quang Minh	Hai Duong				D
46	2019/1/11	Tan Minh Duc cooperative	Công ty TNHH sản xuất phụ tùng ô tô xe máy Việt Nam	Hai Duong				D
47	2019/1/11	Tan Minh Duc cooperative	Công ty cổ phần dịch vụ thương mại An Thái	Hai Duong				D
48	2019/1/11	Tan Minh Duc cooperative	Công ty TNHH TM DV Dương Anh	Hai Duong				D
49	2019/1/11	Tan Minh Duc cooperative	Công ty TNHH ADEN Service Việt Nam	Hai Duong				D
50	2019/1/11	Gia Gia company	Công ty TNHH GreenGOCO Hưng Yên	Hung Yen				D
51	2019/1/11	Gia Gia company	Công ty Cổ phần HUYN DAI ALUMINUM Hưng Yên	Hung Yen				D
52	2019/1/11	Gia Gia company	Công ty TNHH thiên Hà Shidax	Hanoi				D
53	2019/1/11	Gia Gia company	Cty TNHH sản xuất và thương mại Sao Việt Nam	Hanoi				D
54	2019/1/11	Gia Gia company	Công ty TNHH thực Phẩm Quang Minh	Hai Duong				D
55	2019/1/11	Gia Gia company	Công ty TNHH sản xuất phụ tùng ô tô xe máy Việt Nam	Hanoi				D
56	2019/1/11	Gia Gia company	Công ty cổ phần dịch vụ thương mại An Thái	Hai Duong				D
57	2019/1/11	Gia Gia company	Công ty TNHH TM DV Dương Anh	Hai Duong				D
58	2019/1/11	Gia Gia company	Công ty TNHH ADEN Service Việt Nam	Hai Duong				D
59	2019/1/11	Lúa farmer group	Công ty TNHH GreenGOCO Hưng Yên	Hung Yen				D
60	2019/1/11	Lúa farmer group	Công ty Cổ phần HUYN DAI ALUMINUM Hưng Yên	Hung Yen				D
61	2019/1/11	Lúa farmer group	Công ty TNHH thiên Hà Shidax	Hanoi				D
62	2019/1/11	Lúa farmer group	Cty TNHH sản xuất và thương mại Sao Việt Nam	Hanoi				D
63	2019/1/11	Lúa farmer group	Công ty TNHH thực Phẩm Quang Minh	Hai Duong				D
64	2019/1/11	Lúa farmer group	Công ty TNHH sản xuất phụ tùng ô tô xe máy Việt Nam	Hanoi				D
65	2019/1/11	Lúa farmer group	Công ty cổ phần dịch vụ thương mại An Thái	Hai Duong				D
66	2019/1/11	Lúa farmer group	Công ty TNHH TM DV Dương Anh	Hai Duong				D
67	2019/1/11	Lúa farmer group	Công ty TNHH ADEN Service Việt Nam	Hai Duong				D
68	2019/1/18	Duc Chinh cooperative	Ban Mai company		A			
69	2019/3/19	Lúa farmer group	Yên Phú	Hung Yen		B		
70	2019/3/1	Gia Gia company	HD Green	Hai Duong	A			
71	2019/3/28	Gia Gia company	Sao Viet company	Hanoi		B		
72	2019/3/28	Lúa farmer group	Sao Viet company	Hanoi	A			
73	2019/3/28	Tan Minh Duc cooperative	Sao Viet company	Hanoi		B		
74	2019/4/23	Tan Minh Duc cooperative	VDW Viet Nam JS company	Hanoi	A			

ANNEX 15 Matching Events Conducted under the Project

As of

31-Dec-2020

No	Date	TG	Buyer	Province	Result*			
					A	B	C	D
75	2019/4/23	Gia Gia company	VDW Viet Nam JS company	Hanoi	A			
76	2019/4/24	Gia Gia company	Kal Tech	Hung Yen		B		
77	2019/4/24	Tan Minh Duc cooperative	Kal Tech	Hung Yen		B		
78	2019/5/15	Gia Gia company	Safe meals	Hà Nội		B		
79	2019/9/13	Gia Gia company	VinEco	Hà Nội	A			
80	2019/9/13	Gia Gia company	Big C	Hà Nội			C	
81	2019/9/13	Gia Gia company	BRG Retail	Hà Nội	A			
82	2019/9/13	Gia Gia company	Lotte Mart	Hà Nội			C	
83	2019/9/13	Gia Gia company	Hapro Mart	Hà Nội			C	
84	2019/9/13	Gia Gia company	HTX Viet Á Châu	Hải Dương			C	
85	2019/9/13	Tan Minh Duc cooperative	VineCo	Hà Nội			C	
86	2019/9/13	Tan Minh Duc cooperative	Coop food	Hà Nội		B		
87	2019/9/13	Tan Minh Duc cooperative	Coop Mart	Hà Nội		B		
88	2019/9/13	Tan Minh Duc cooperative	Lotte mart	Hà Nội		B		
89	2019/9/13	Tan Minh Duc cooperative	HTX Việt Á Châu	Hải Dương			C	
90	2019/9/13	Tan Minh Duc cooperative	Hapro Mart	Hà Nội			C	
91	2019/9/13	Tan Minh Duc cooperative	BRG Retail	Hà Nội			C	
92	2019/9/13	CP Green Farm	VinEco	Hà Nội	A			
93	2019/9/13	Thanh Ha company	VinEco	Hà Nội	A			
94	2019/9/13	Thanh Ha company	Coop Mart	Hà Nội		B		
95	2019/9/13	Thanh Ha company	Coop food	Hà Nội		B		
96	2019/9/13	Thanh Ha company	Big C	Hà Nội	A			
97	2019/9/13	Gia Gia company	BRG Retail	Hà Nội	A			
98	2019/9/13	Gia Gia company	VinEco	Hà Nội	A			
99	2019/11/26	Tan Minh Duc cooperative	Cty Huong Anh	Hà Nội	A			
100	2019/11/26	Tan Minh Duc cooperative	Funny Farm Shop	Hà Nội		B		
101	2019/11/26	Tan Minh Duc cooperative	Food center in HD	Hải Dương		B		
102	2019/11/26	Gia Gia company	Cty Huong Anh	Hà Nội		B		
103	2019/11/26	Gia Gia company	Funny Farm Shop	Hà Nội	A			
104	2019/11/26	Gia Gia company	Hải Dương Food Center	Hà Nội	A			
105	2019/12/13	Tan Minh Duc cooperative	VinECO	Hà Nội		B		
106	2020/1/1	Duc Chinh cooperative	Green Farm	Hải Dương	A			
107	2020/1/22	Lúa farmer group	Gia Gia	Hải Dương	A			
108	2020/2/8	Lúa farmer group	Lien Hiep cooperative	Ha Nam		B		
109	2020/2/13	Green Farm	Thien Canh company	Hanoi		B		
110	2020/2/13	Duc Chinh cooperative	Thien Canh company	Hanoi		B		
111	2020/3/1	Gia Gia company	Cty cổ phần nông sản Hưng Việt	Hải Dương		B		
112	2020/3/5	Gia Gia company	Công ty Vạn Đắc Phúc	Hải Dương		B		
113	2020/4/10	Tan Minh Duc cooperative	Hai Anh company	Hà Nội	A			
114	2020/9/15	Green Farm	Canteen of school in Hải Dương	Hải Dương		B		
115	2020/9/21	Green Farm	AEON	Hải Phòng		B		
116	2020/9/21	Tan Minh Duc cooperative	AEON	Hải Phòng		B		
117	2020/12/16	Tan Minh Duc cooperative	Kamereo company	Ho Chi Minh			C	
118	2020/12/16	Thanh Ha company	Kamereo company	Ho Chi Minh			C	
Hung Yen								
1	2017/3/11	Japan-Vietnam company	Syun	Hanoi	A			
2	2017/4/27	Japan-Vietnam company	AEON	Hanoi				D
3	2017/5/26	Yen Phu cooperative	Haru Midori	Hanoi		B		
4	2017/5/26	Japan-Vietnam company	Haru Midori	Hanoi		B		
5	2017/6/3	Japan-Vietnam company	Oshitsu	Hanoi	A			
6	2017/6/24	Yen Phu cooperative	Hanoi Union of cooperative	Hanoi	A			
7	2017/7/14	Yen Phu cooperative	Safefood24h	Hanoi	A			
8	2017/7/21	Yen Phu cooperative	Pham Van Tho establishment	Yen Phu		B		
9	2017/7/27	Yen Phu cooperative	Vineco	Hanoi	A			
10	2017/7/27	Japan-Vietnam company	Vineco	Hanoi	A			
11	2017/9/27	Yen Phu cooperative	Big C	Hanoi		B		
12	2017/11/8	Yen Phu cooperative	Oshitsu	Hanoi		B		
13	2017/11/17	Yen Phu cooperative	Q mart +	Hanoi		B		
14	2017/12/1	Yen Phu cooperative	Big C	Hanoi	A			
15	2018/1/8	Yen Phu cooperative	Co-op Food	Hanoi	A			
16	2018/2/26	Japan-Vietnam company	Sao Viet company	Hanoi	A			
17	2018/4/19	Japan-Vietnam company	Hotel 123	Hanoi		B		
18	2018/6/16	Yen Phu cooperative	Canteen of Mr Do Van Thai and Do Van Tu	Hung Yen	A			
19	2018/9/2	Yen Phu cooperative	Kindergarten school in Yen Phu	Hung Yen	A			
20	2018/9/5	Yen Phu cooperative	Hưng Việt JS company (Hải Dương)	Hải Dương		B		
21	2018/9/10	Yen Phu cooperative	Mua Viet food company	Hanoi	A			
22	2018/9/15	Yen Phu cooperative	Chain of An Hoa food company	Hanoi	A			

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ANNEX 15 Matching Events Conducted under the Project

As of

31-Dec-2020

No	Date	TG	Buyer	Province	Result*			
					A	B	C	D
23	2018/9/22	Japan-Vietnam company	Fair Trade USA	Hanoi			C	
24	2018/9/22	Yen Phu cooperative	Fair Trade USA	Hanoi			C	
25	2018/9/22	Chien Thang cooperative	Fair Trade USA	Hanoi			C	
26	2018/9/22	Chien Thang cooperative	Big C	Hanoi			C	
27	2018/10/1	Japan-Vietnam company	Tan Sang store	Hung Yen	A			
28	2018/10/1	Japan-Vietnam company	Hằng Vui store in Linh Đàm	Hanoi	A			
29	2018/10/4	Japan-Vietnam company	Ong Mai safe vegetable store in Linh Đàm	Hanoi	A			
30	2018/10/4	Japan-Vietnam company	Vùng Cao safe vegetable store in Linh Đàm	Hanoi	A			
31	2018/10/4	Japan-Vietnam company	Convenience store of Ms Dung-linh Đàm	Hanoi	A			
32	2018/10/4	Japan-Vietnam company	Safe vegetable store of Ms Tham- Linh Đàm	Hanoi	A			
33	2018/10/4	Japan-Vietnam company	Safe vegetable store of Ms Thanh-Linh Đàm	Hanoi	A			
34	2018/10/4	Japan-Vietnam company	Safe vegetable store of The Home-Furil Ecopark	Hung Yen	A			
35	2018/10/6	Yen Phu cooperative	Nguyễn Thị Thắm business	Hung Yen	A			
36	2018/10/23	Japan-Vietnam company	TaiHei of Japan	Hanoi		B		
37	2018/11/6	Chien Thang cooperative	Canteen of TIGER MAX company	Hung Yen	A			
38	12/11/2018	Yen Phu cooperative	An Viet company	Hanoi		B		
39	12/11/2018	Yen Phu cooperative	Hanoi cooperative alliances	Hanoi			C	
40	12/11/2018	Yen Phu cooperative	EXP Company	Hanoi			C	
41	12/11/2018	Yen Phu cooperative	Huong Viet Sinh	Hanoi		B		
42	12/11/2018	Yen Phu cooperative	Safe meals	Hanoi		B		
43	12/11/2018	Japan-Vietnam company	Coop Mart	Hanoi			C	
44	12/11/2018	Japan-Vietnam company	Chain of safe vegetable store in Thuy Khuê, Hanoi	Hanoi		B		
45	12/11/2018	Japan-Vietnam company	EXP Company	Hanoi		B		
46	12/11/2018	Chien Thang cooperative	EXP Company	Hanoi		B		
47	2018/12/25	Yen Phu cooperative	Oshitsu and Ha anh Company	Hanoi	A			
48	2019/1/11	Japan-Vietnam company	GrenCoCo limited company	Bac Ninh				D
49	2019/1/11	Japan-Vietnam company	Thiên Hà Shidax limited company	Hung Yen				D
50	2019/1/11	Japan-Vietnam company	HYUNDAI ALUMIUM VINA JS company	Hung Yen				D
51	2019/1/11	Japan-Vietnam company	Sao Việt Nam produce and commecial ltd company	Hung Yen				D
52	2019/1/11	Japan-Vietnam company	Quang Minh food ltd company	Hung Yen				D
53	2019/1/11	Japan-Vietnam company	Nhật Lâm ltd company	Hung Yen				D
54	2019/1/11	Japan-Vietnam company	Việt Nam Car and motorcycle Parts production limited company	Hung Yen				D
55	2019/1/11	Japan-Vietnam company	An Thái commecial and service company	Hung Yen				D
56	2019/1/11	Japan-Vietnam company	Dương Anh commecial and service Ltd company	Hung Yen				D
57	2019/1/11	Japan-Vietnam company	Việt Nam ADEM Service Ltd company	Hung Yen				D
58	2019/1/11	Yen Phu cooperative	GrenCoCo limited company	Bac Ninh		B		
59	2019/1/11	Yen Phu cooperative	Thiên Hà Shidax limited company	Hung Yen		B		
60	2019/1/11	Yen Phu cooperative	HYUNDAI ALUMIUM VINA JS company	Hung Yen		B		
61	2019/1/11	Yen Phu cooperative	Sao Việt Nam produce and commecial ltd company	Hung Yen		B		
62	2019/1/11	Yen Phu cooperative	Quang Minh food ltd company	Hung Yen		B		
63	2019/1/11	Yen Phu cooperative	Nhật Lâm ltd company	Hung Yen		B		
64	2019/1/11	Yen Phu cooperative	Việt Nam Car and motorcycle Parts production limited company	Hung Yen		B		
65	2019/1/11	Yen Phu cooperative	An Thái commecial and service company	Hung Yen		B		
66	2019/1/11	Yen Phu cooperative	Dương Anh commecial and service Ltd company	Hung Yen		B		
67	2019/1/11	Yen Phu cooperative	Việt Nam ADEM Service Ltd company	Hung Yen		B		
68	2019/1/11	Chien Thang cooperative	Việt Nam Car and motorcycle Parts production limited company	Hung Yen		B		
69	2019/2/28	Chien Thang cooperative	Hoya Glass Disk Viet Nam Join Stock Company	Hung Yen		B		
70	2019/3/1	Yen Phu cooperative	Cty TNHH Sản xuất & Thương Mại TPS Việt	Hanoi	A			
71	2019/3/11	Chien Thang cooperative	Hung Long 2 JS company	Hung Yen	A			
72	2019/3/15	Yen Phu cooperative	Hương Việt Sinh Ltd company	Bac Ninh	A			
73	2019/6/20	Chien Thang cooperative	Công ty cổ phần xi măng Bút sơn	Ha Nam	A			
74	2019/6/20	Yen Phu cooperative	Công ty Foseca	Bac Ninh		B		
75	2019/8/23	Yen Phu cooperative	Big green	Hanoi	A			
76	2019/8/30	Yen Phu cooperative	Công ty Foseca	Bac Ninh	A			
77	2019/9/13	Japan-Vietnam company	Công ty TNHH BRG	Hanoi	A			
78	2019/9/13	Japan-Vietnam company	Coop food	Hanoi	A			
79	2019/9/13	Japan-Vietnam company	Lotte	Hanoi	A			
80	2019/9/13	Yen Phu cooperative	Công ty TNHH BRG	Hanoi	A			
81	2019/9/13	Yen Phu cooperative	Coop food	Hanoi	A			
82	2019/9/13	Yen Phu cooperative	Công ty TNHH Việt Á Châu	Hai Duong	A			
83	2019/10/5	Yen Phu cooperative	Safe vegetable store of Ms Phuong in Dang Xa, Gia Lam	Hanoi	A			
84	2019/12/12	Yen Phu cooperative	Pizza 4P's Company	Hanoi		B		
85	2020/2/2	Binh Minh (ex-Chien Tang)	Nam Bao company	Hung Yen	A			
86	2020/2/20	Japan-Vietnam company	Xuan Truc Cooperative	Hung Yen		B		
87	2020/2/28	Yen Phu cooperative	Havi Mart	Hà Nội	A			

No	Date	TG	Buyer	Province	Result*			
					A	B	C	D
88	2020/4/3	Binh Minh cooperative	Thiên Cảnh company	Hà Nội	A			
89	2020/4/5	Yen Phu cooperative	Tuệ Quang company	Hà Nội	A			
90	2020/4/7	Binh Minh cooperative	Safe meals	Hà Nội	A			
91	2020/4/24	Japan-Vietnam company	Fresh fruit JS company	Hà Nội	A			
92	2020/6/10	Binh Minh cooperative	Thiên Hưng clothing Company	Hung Yen		B		
93	2020/7/4	Japan-Vietnam company	V Mart	Hà Nội	A			
94	2020/7/4	Japan-Vietnam company	Shop - 224 Hoàng Ngân	Hà Nội	A			
95	2020/7/4	Japan-Vietnam company	Da Lat Farm	Ha Nội	A			
96	2020/7/15	Yen Phu cooperative	Việt Dũng Agriproduct company	Hà Nội		B		
97	2020/7/18	Yen Phu cooperative	Orive company (Support food to industries canteen)	Bắc Giang		B		
98	2020/9/4	Japan-Vietnam company	Bác Tôm safe food store	Hà Nội	A			
99	2020/9/23	Yen Phu cooperative	Canteen of FPT	Hà Nội		B		
100	2020/10/2	Japan-Vietnam company	Sanshin Company	Hà Nội		B		
101	2020/10/2	Yen Phu cooperative	Sanshin Company	Hà Nội			C	
102	2020/10/5	Binh Minh cooperative	Công ty Lâm Anh	Hà Nam	A			
103	2020/10/15	Yen Phu cooperative	Aeon supermarket	Hà Nội	A			
104	2020/11/6	Yen Phu cooperative	Farmer supermarket	Hà Nội	B			
105	2020/12/16	Japan-Vietnam company	Kamereo company	Ho Chi Minh		B		
106	2020/12/16	Yen Phu cooperative	Kamereo company	Ho Chi Minh		B		
Thai Binh								
1	2018/9/12	Quỳnh Hải cooperative	Công ty Oshitsu VN	Hanoi			C	
2	2018/10/13	Quỳnh Hải cooperative	Phuong Nghia company	Hai Phong			C	
3	2018/10/13	Thanh Tân cooperative	BigC Hải Phòng	Hai Phong			C	
4	2018/10/23	Thanh Tân cooperative	Vạn Đạt company	Thai Binh	A			
5	2018/10/23	Thanh Tân cooperative	Cửa hàng rau sạch Phuong Anh, TP Thái Bình	Thai Binh	A			
6	2018/10/24	Quỳnh Hải cooperative	EXP group	Hanoi	A			
7	2018/10/24	Quỳnh Hải cooperative	Toan Van JS company	Thai Binh	A			
8	2018/10/25	Thanh Tân cooperative	Vân An safe vegetable in Thái Bình city	Thai Binh	A			
9	2018/10/26	Quỳnh Hải cooperative	Mr Thiệp – Hà Nội	Hanoi	A			
10	2018/11/5	Quỳnh Hải cooperative	NW Gia Bao processing agriproduct JS company	Thai Binh	A			
11	2018/12/11	Quỳnh Hải cooperative	Bà Hậu, TP Hà Nội	Hanoi			C	
12	2018/12/11	Quỳnh Hải cooperative	Đàm Thị Dju- Giám đốc công ty TNHH sản xuất thương mại Nông sản Kinh Bắc, TP Bắc Ninh	Bac Ninh	A			
13	2018/12/14	Quỳnh Hải cooperative	Hội nghị phát triển hợp tác, liên kết trong sản xuất và tiêu thụ sản phẩm, thực phẩm nông lâm thủy sản tỉnh Thái Bình năm 2018	Thai Binh			C	
14	2018/12/14	Quỳnh Hải cooperative	Kinh Bac production and commercial Limited company	Thai Binh	A			
15	2019/1/1	Quỳnh Hải cooperative	Bao Tin limited company	Hanoi	A			
16	2019/2/22	Quỳnh Hải cooperative	Kinh Bac production and commercial Limited company		A			
17	2019/2/20	Thanh Tân cooperative	Phú Cường company	Hai Duong	A			
18	2019/2/20	Thanh Tân cooperative	VITACO company in Bắc Giang	Bac Giang	A			
19	2019/2/20	Thanh Tân cooperative	Đức Lộc company in Hải Dương	Hai Duong	A			
20	2019/3/13	Quỳnh Hải cooperative	Ms Thinh and Ms Hien - Buyers in Hai Phong whosaler market	Hai Phong		B		
21	2019/3/28	Quỳnh Hải cooperative	KAL company	Hung Yen	A			
22	2019/7/15	Quỳnh Hải cooperative	Toan Van JS company - Mai Thị tươi	Thai Binh	A			
23	2019/7/15	Quỳnh Hải cooperative	VinEco - Phạm Văn Hội.	Hanoi	A			
24	2019/9/9	Quỳnh Hải cooperative	Công ty Fari Dream, Thái Bình. Ông Nguyễn Văn Thi. M	Thai Binh			C	
25	2019/9/13	Quỳnh Hải cooperative	VinEco	Hanoi			C	
26	2019/9/13	Quỳnh Hải cooperative	BigC	Hanoi			C	
27	2019/9/13	Quỳnh Hải cooperative	Co.op Food	Hanoi			C	
28	2019/9/13	Quỳnh Hải cooperative	Việt Á Châu	Hai Duong	A			
29	2019/9/13	Thanh Tân cooperative	VinEco	Hanoi		B		
30	2019/12/9	Quỳnh Hải cooperative	Safe meal company	Hanoi		B		
31	2019/12/24	Quỳnh Hải cooperative	Hội nghị hợp tác, liên kết trong sản xuất và tiêu thụ sản phẩm thực phẩm nông lâm thủy sản tỉnh Thái Bình năm 2019	Thai Binh			C	
32	2020/1/9	Thanh Tân cooperative	Nguyễn Văn Nhân	Thai Binh	A			
33	2020/1/10	Thanh Tân cooperative	Phạm Văn Võ	Thai Binh	A			
34	2020/1/10	Thanh Tân cooperative	Phuong Anh store	Thai Binh	A			
35	2020/2/5	Thanh Tân cooperative	Trần Văn Mạnh	Thai Binh	A			
36	2020/2/7	Quỳnh Hải cooperative	VinEco	Hanoi		B		
37	2020/2/7	Thanh Tân cooperative	Nguyễn Văn Hải	Thai Binh	A			
38	2020/2/8	Thanh Tân cooperative	Trần Văn Anh	Thai Binh	A			
39	2020/2/24	Quỳnh Hải cooperative	Processing argi_product company in Hải Dương	Hai Duong	A			
40	2020/2/25	Thanh Tân cooperative	Seed company in Thái Bình	Thai Binh	A			
41	2020/2/27	Thanh Tân cooperative	Phạm Văn Kiều	Thai Binh	A			
42	2020/3/30	Quỳnh Hải cooperative	Nhật Việt company	Hung Yen	A			
43	2020/4/1	Quỳnh Hải cooperative	Thành Đạt company	Thai Binh		B		
44	2020/5/1	Quỳnh Hải cooperative	Đào Công Cần	Thai Binh	A			
45	2020/9/21	Quỳnh Hải cooperative	AEON	Hanoi			C	

ANNEX 15 Matching Events Conducted under the Project

As of

31-Dec-2020

No	Date	TG	Buyer	Province	Result*				
					A	B	C	D	
46	2020/10/15	Quỳnh Hải cooperative	AEON	Hanoi		B			
47	2020/10/21	Quỳnh Hải cooperative	Jeong Chen Wan	Thai Binh	A				
Vinh Phuc									
1	2018/10/1	Vi Sa cooperative	Big C	Hanoi		B			
2	2018/10/5	Vĩnh Phúc cooperative	Ngân Xanh company	Hanoi			C		
3	2018/10/1	Đại Lợi cooperative	Some store in Phuc Yen city	Vinh Phuc	A				
4	2019/1/16	Vi sa cooperative	Safety agricultural company in Hanoi	Hanoi		B			
5	2019/2/11	Vĩnh Phúc cooperative	Viet Sinh limited company	Hanoi	A				
6	2019/2/12	Vĩnh Phúc cooperative	Big C	Hanoi		B			
7	2019/2/12	Vĩnh Phúc cooperative	AEON	Hanoi		B			
8	2019/2/12	Vĩnh Phúc cooperative	Sao Viet Company	Hanoi		B			
9	2019/3/28	Vi Sa cooperative	Sao Viet Company	Hanoi		B			
10	2019/4/12	Vĩnh Phúc cooperative	AEON	Hanoi			C		
11	2019/5/13	Dai Loi cooperative	Canteen of TTC company	Vinh Yen	A				
12	2019/5/13	Dai Loi cooperative	Dũng Anh JS company	Hanoi	A				
13	2019/9/13	Vĩnh Phúc cooperative	Big C	Hanoi			C		
14	2019/11/19	Dai Loi cooperative	Nguyễn Thị Đức_local collector	Vinh phuc	A				
15	2019/11/21	Dai Loi cooperative	Linh Dươg safe vegetable store	Vinh phuc	A				
16	2020/2/17	Dai Loi cooperative	Cat Khanh limited company	Vinh phuc	A				
17	2020/8/9	Vi Sa cooperative	Welstory	Bac Ninh	A				
18	2020/8/15	Vi Sa cooperative	Foseca ltd company	Bac Ninh	A				
19	2020/6/11	Vinh phuc cooperatative	Hà Giang store	Ha Nam				C	
20	2020/6/11	Vinh phuc cooperatative	Tây Bắc JS company	Hanoi				C	
21	2020/6/11	Vinh phuc cooperatative	Farmer supermarket	Hanoi				C	
22	2020/6/11	Vinh phuc cooperatative	AEON Long Bien	Hanoi				C	
23	2020/12/18	Vi Sa cooperative	Kamereo company	Ho Chi Minh			C		
24	2020/12/18	Vinh phuc cooperatative	Kamereo company	Ho Chi Minh		B			
Phu Tho									
1	2018/4/20	Huong Non	VinEco	Hanoi				C	
2	2018/4/20	Trường Thịnh cooperative	VinEco	Hanoi				C	
3	2018/12/11	Trường Thịnh cooperative	An Viet production and commercial JS company	Hanoi				C	
4	2018/12/11	Trường Thịnh cooperative	Tay Bac food company	Hanoi				C	
5	2018/12/11	Hương Nộn cooperative	Safe meals JS company ội	Hanoi				C	
6	2019/1	Hương Nộn cooperative	Tu Xa cooperative	Phu Tho		B			
7	2019/3	Trường Thịnh cooperative	Hanoi food vegetable company	Hanoi			C		
8	2019/7	Hương Nộn cooperative	Hanoi Chilli company	Hanoi		B			
9	2019/8/7	Hương Nộn cooperative	Tu Xa cooperative	Phu Tho		B			
10	2019/9	Trường Thịnh cooperative	Phong Chau primary school	Phu Tho	A				
11	2019/9	Trường Thịnh cooperative	Phong Chau kinder garten	Phu Tho	A				
12	2019/9	Trường Thịnh cooperative	Hung Vuong primary school	Phu Tho	A				
13	2019/9	Trường Thịnh cooperative	Education department in Thanh Ba district	Phu Tho			C		
14	2019/9/24	Trường Thịnh cooperative	Safe vegetable store- Mrs Hải, Thanh Ba, Phú Thọ	Phu Tho	A				
15	2019/11	Trường Thịnh cooperative	Tu Xa cooperative	Phu Tho			C		
Total					A	B	C	D	
Ha Nam					30	23	3	2	
Hai Duong					25	51	14	28	
Hung Yen					50	37	8	11	
Thai Binh					30	6	11	0	
Vinh Phuc					9	7	4	4	
Phu Tho					4	3	8	0	
Total number of One-to-one matching					368	148	127	48	45

*Each character indicates the results of matching as follows:

Source: Project Team (Long-term Experts and the Consultant Team)

A: Successfully concluded. Trading will start soon.

B: Successful. Negotiation will continue.

C: No conclusion.

D: Matching was not successful. No more meeting will happen.

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ANNEX 16 The Area for Reliable Safe Crop Production by Target Provinces

Province	Target Group	Project area in winter 2017-2018	Project area in winter 2018-2019	Project area in winter 2019-2020	Project area in winter 2020-21
Hai Duong	Duc Chinh coop.	30.00	30.07	30.07	30.08
	Tan Minh Duc coop.	7.50	9.65	33.20	37.24
	Thanh Ha company	5.00	7.62	7.62	7.62
	Gia Gia company		5.00	5.12	5.52
	Green Farm company		2.48	2.48	5.80
	Lua farmer group		4.42	10.77	15.79
Ha Nam	Ha Vi coop.	1.00	2.13	3.46	3.49
	Lien Hiep Cooperative	2.50	2.05	3.65	4.02
	Cat Lai coop.		2.35	3.21	6.26
	Thanh Tan farmer group		1.01	1.11	3.06
Hung Yen	Japan Vietnam company	1.70	1.76	1.90	2.02
	Yen Phu coop.	3.15	4.54	6.00	7.60
	Binh Minh (Chien Thang) coop.		4.85	11.90	9.85
Phu Tho	Huong Non coop.		3.51	3.51	3.51
	Truong Thinh coop.		2.12	3.81	3.81
Thai Binh	Quynh Hai coop.		2.38	8.00	10.00
	Thanh Tan coop.		2.36	3.42	8.50
Vinh Phuc	Dai Loi coop.		10.03	10.03	10.03
	Vinh Phuc coop.		5.32	8.32	10.81
	Visa coop.		2.96	5.00	5.00
Total		50.85	106.61	162.58	190.01

Source: Project Team (Consultant Team)

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ANNEX 17 CPMU Meetings

	Meeting	Date	Participants	Contents
1	1 st CPMU meeting	2016/11/4	CPMU JICA long-term Experts Consultant team	<ul style="list-style-type: none"> • Explanation and agreement to the approach of Work Plan (1st phase) • Project Monitoring Sheet
2	2 nd CPMU meeting	2016/12/12	CPMU JICA long-term Experts Consultant team	<ul style="list-style-type: none"> • Report on the results of baseline survey, market survey and consumer survey
3	3 rd CPMU meeting	2017/10/4	CPMU JICA senior advisor JICA long-term Experts Consultant team	<ul style="list-style-type: none"> • Report on the results of consultation mission • Promotion of Basic GAP • The way of information sharing among stakeholders
4	4 th CPMU meeting (Review of 1 st year Project activities)	2017/11/9	CPMU PPMU of Pilot, Semi-pilot provinces JICA long-term Experts Consultant team	<ul style="list-style-type: none"> • Report on the Project activities progress, results and issues • Report on the progress and issues from each PPMU
5	5 th CPMU meeting	2018/9/4	CPMU JICA long-term Experts	<ul style="list-style-type: none"> • The role of CPMU to expand the Project results • The way of information sharing among stakeholders
6	6 th CPMU meeting	2018/9/18	CPMU JICA long-term Experts Consultant team	<ul style="list-style-type: none"> • Formulation of Action Plan in Pilot provinces • Dissemination of the Project results to the Knowledge-sharing city/provinces • Collaboration with HPA in the marketing activities
7	7 th CPMU meeting	2018/10/31	CPMU JICA senior advisor JICA Vietnam office JICA long-term Experts Consultant team	<ul style="list-style-type: none"> • Report on the results of consultation mission • Dissemination of the Project results to the Knowledge-sharing city/provinces
8	8 th CPMU meeting	2018/12/17	CPMU JICA long-term Experts	<ul style="list-style-type: none"> • TOT for 6 Knowledge-sharing city/provinces • Business study trip to Japan
9	9 th CPMU meeting	2019/3/17	CPMU JICA long-term Experts Consultant team	<ul style="list-style-type: none"> • Explanation and agreement to the progress report of the 1st phase Project activities • Explanation and agreement to the approach of Work Plan (2nd phase)
10	10 th CPMU meeting	2019/6/11	CPMU JICA long-term Experts Consultant team	<ul style="list-style-type: none"> • Report on the trial activities of Winter crop 2018-2019 • Achievement status of PDM and revision of PDM • Schedule of formulation of Action Plan in Pilot provinces • Preparation for JCC
11	11 th CPMU meeting	2020/5/21	CPMU JICA long-term Experts	<ul style="list-style-type: none"> • Report on the progress of the activities in Knowledge sharing 1 city and 1 province • Preparation for JCC

Source: Project Team (Long-term Expert)

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ANNEX 18 News Coverage about Communication Activities Source: Project Team (Long-term Expert)

Name	Date	URL	Remark
TV			
1 VTV 1	29-Dec-17		Exhibition of Poster at AEON
2 VTC10	8-Nov-18		School Education Program 2018
3 VTC4	8-Nov-18	https://youtu.be/cqAZT6nUprQ?t=478	School Education Program 2018
4 VTC10	14-Nov-18	https://www.facebook.com/watch/?v=2055893157764825	School Education Program 2019
5 VTC10	20-Sep-19	https://portal.vtc.gov.vn/chitiet/59901-viet-nam-goc-nhin-cua-ban-20-09-2019.html	School Education Program 2019
Online News			
6 Kinh Te & Do Thi	3-Nov-17	http://kinhthedothi.vn/nang-cao-hieu-biet-ve-rau-an-toan-cho-hoc-sinh-301977.html	Poster Festival for the Safe Vegetable on November 3, 2017
7	13-Nov-17	http://kinhthedothi.vn/da-dang-hoa-hinh-thuc-tuyen-truyen-ve-rau-an-toan-302804.html	
8 Ha Noi Moi	3-Nov-17	http://hanoimoi.com.vn/Tin-tuc/Giao-duc/881873/trao-giai-cho-30-buc-tranh-ve-ve-rau-an-toan	
9	14-Nov-17	http://www.hanoimoi.com.vn/Tin-tuc/Doi-song/882810/nang-cao-y-thuc-ve-rau-an-toan-qua-tranh-ve	
10 Thieu Nien	6-Nov-17	http://thieunien.vn/trao-giai-cho-30-buc-tranh-ve-ve-rau-an-toan-28279.html	
11 Bao Moi	14-Nov-17	https://www.baomoi.com/nang-cao-y-thuc-ve-rau-an-toan-qua-tranh-ve/c/23937403.epi	
12 HTV	26-Dec-17	http://www.hvtv.com.vn/Trang/TinTuc/2017-12-26/trien-lam-tranh-rau-an-toan-cho-mot-tuong-lai-tuoi-sang-hon.aspx	Exhibition of Poster at AEON
13 Tap Chi Nong Thon Viet	26-Dec-17	http://nongthonviet.com.vn/thoi-su/van-hoa/201712/trien-lam-tranh-ve-rau-an-toan-cho-mot-tuong-lai-tuoi-sang-hon-716972/	
14 Dang Bo Thanh Pho Ho Chi Minh	26-Dec-17	https://www.hcmcpv.org.vn/tin-tuc/trien-lam-tranh-%E2%80%99Crau-an-toan-cho-mot-tuong-lai-tuoi-sang-hon%E2%80%9D-1491841092	
15 Sinh Vien Viet Nam	27-Dec-17	http://svvn.vn/?p=313677	
16 Vietnam News	27-Dec-17	http://vietnamnews.vn/society/420199/drawing-exhibition-promotes-safe-farm-produce.html#EfqYW23YE8IZEsif.97	
17 Bao Cong Thuong	28-Dec-17	http://baocongthuong.com.vn/trien-lam-tranh-rau-an-toan-cho-mot-tuong-lai-tuoi-sang-hon.html	
18 VOV	28-Dec-17	http://english.vov.vn/society/drawing-exhibition-promotes-safe-farm-produce-365575.vov	
19 Capital Security	28-Aug-18	https://anninhthudo.vn/kinh-doanh/nguoi-tieu-dung-thu-do-them-lua-chon-nguon-nong-san-an-toan/779803.antd	
20 Vietnam Finance	28-Aug-18	http://thoibaotaichinhvietnam.vn/pages/nhip-cau-tieu-dung/2018-08-27/ha-noi-ra-mat-trang-nong-san-an-toan-61337.aspx	
21 Urban Economy	28-Aug-18	http://kinhthedothi.vn/tao-dieu-kien-cho-nong-san-an-toan-ve-ha-noi-tieu-thu-323934.html	
22 Enterprise Forum News	28-Aug-18	http://enternews.vn/ha-noi-ra-chuyen-trang-nong-san-an-toan-135028.html	
23 Investment News	28-Aug-18	https://baodautu.vn/ha-noi-ra-mat-trang-nong-san-an-toan-ke-noi-cac-doanh-nghiep-d86934.html	
24 Enterprise News	28-Aug-18	http://thoibaokinhdoinhdoanh.vn/tieu-dung/ha-noi-ra-mat-trang-nong-san-an-toan-1050269.html	
25 Bao Moi	28-Aug-18	https://baomoi.com/ha-noi-ra-mat-trang-nong-san-an-toan-ke-noi-cac-doanh-nghiep/c/27470651.epi	

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26	People Digital	28-Aug-18	http://www.nhandan.com.vn/kinhte/item/37438202-nong-san-an-toan-len-internet.html	Launching website of Safeagriproducts by HPA	
27	Resource and Environment	28-Aug-18	https://baotainguyenmoitruong.vn/kinh-te/nong-san-an-toan-len-internet-1257686.html		
28	Nha Nong	28-Aug-18	http://nhanong.netnews.vn/nong-san-an-toan-len-internet-mid-4-0-0-23584.html		
29	Tin247.com	28-Aug-18	http://www.tin247.com/trang_nong_san_an_toan_ha_noi_cung_cap_dia_chi_nong_san_thuc_pham_an_toan_uy_tin-3-24897601.html		
30	An Giang Radio Station	28-Aug-18	http://atv.org.vn/tin-tuc/kinh-te-thi-truong/ha-noi-ra-mat-trang-nong-san-an-toan-ket-noi-cac-doanh-nghiep-11780.html		
31	Xa Luan	28-Aug-18	http://www.xaluan.com/modules.php?name=News&file=article&sid=2300760		
32	Bao Thanh Nien	28-Aug-18	http://baothanhvien.info/ha-noi-ra-mat-trang-nong-san-an-toan-ket-noi-cac-doanh-nghiep.html		
33	Industry and Trade	28-Aug-18	http://congthuong.vn/trang-nong-san-an-toan-ha-noi-cung-cap-dia-chi-nong-san-thuc-pham-an-toan-uy-tin-107940.html		
34	Bnews	28-Aug-18	https://bnews.vn/tra-cuu-dia-chi-cung-cap-nong-san-thuc-pham-an-toan-tai-ha-noi/94653.html		
35	Solidarity	28-Aug-18	http://daidoanket.vn/kinh-te/ha-noi-ra-mat-trang-nong-san-an-toan-ket-noi-cac-doanh-nghiep-tintuc413982		
36	Ha Noi Moi	28-Aug-18	http://hanoimoi.com.vn/Tin-tuc/Kinh-te/911192/ra-mat-trang-nong-san-an-toan-ha-noi		
37	Law and Society	28-Aug-18	http://phapluatxahoi.vn/trang-nong-san-an-toan-ha-noi-online-chinh-thuc-di-vao-hoat-dong-121264.html		
38	Kinh Te & Do Thi	26-Sep-18	http://kinhtedothi.vn/thay-doi-nhan-thuc-ve-rau-an-toan-tu-hoc-sinh-326094.html		School education program 2018
39	Lao dong thu do	27-Sep-18	https://laodongthudo.vn/giao-duc-ve-rau-an-toan-tai-cac-truong-thpt-thanh-pho-ha-noi-80623.html		
40	Tien Phong	13-Nov-18	https://www.tienphong.vn/gioi-tre/ban-tin-thanh-nien-trao-giai-hay-mang-rau-an-toan-ve-nha-1345473.tpo		Poster Festival for the Safe Vegetable on November 12, 2018
41	Kinh Te & Do Thi	13-Nov-18	http://kinhtedothi.vn/hang-tram-hoc-sinh-tham-du-le-hoi-hay-mang-rau-an-toan-ve-nha-329637.html		
42	Giao Thong	12-Nov-18	https://giaothong.org/hang-tram-hoc-sinh-tham-du-le-hoi-hay-mang-rau-an-toan-ve-nha-46171		
43	Ha Noi Moi	14-Nov-18	http://hanoimoi.com.vn/Tin-tuc/Giao-duc/918484/trao-18-giai-thuong-cho-hoc-sinh-trong-tim-hieu-ve-rau-an-toan		
44	Tin247.com	21-Nov-20	https://www.tin247.com/trao-giai-cuoc-thi-ve-tranh-hay-mang-rau-an-toan-ve-nha-26-27929928.html	School program 2020	
45	Hanoi moi	21-Nov-20	http://www.hanoimoi.com.vn/tin-tuc/Giao-duc/984216/trao-giai-cuoc-thi-ve-tranh-hay-mang-rau-an-toan-ve-nhaien-tieu-thu-nong-san-an-toan-thu-do-nam-2019		
46	Dan Sinh	22-Nov-20	https://baodansinh.vn/1004-hoc-sinh-tham-gia-cuoc-thi-ve-tranh-hay-mang-rau-an-toan-ve-nha-20201122153906685.htm		
47	Tin Tuc	18-Oct-20	https://baotintuc.vn/ha-noi/trien-lam-tranh-rau-an-toan-trong-khuon-kho-hanoi-agriculture-fair-2020-20201016180140100.htm	Exhibition of Poster at AEON	
Website					
48	Hanoi PPC Portal	7-Nov-17	http://hanoi.gov.vn/huong-toi-dai-hoi-dang/-/hn/FJNMI5YREDd4/7320/2804411/31/trao-giai-cuoc-thi-ve-tranh-ve-rau-an-toan.html;jsessionid=PNfOVILc7aw90ZAVefBrCdCL.app2	Poster Festival for the Safe Vegetable on November 3, 2017	

49	Dang Tran Con Primary School, Thanh Xuan	12-Oct-17	http://thdangtrancona.pgdthanhxuan.edu.vn/chuyen-muc/hoat-dong-giao-duc-va-nang-cao-nhan-thuc-ve-an-toan-thuc-pham-rau-an-toan-cmobile19202-7475.aspx	Awareness buidling at school
50		3-Nov-17	http://thdangtrancona.pgdthanhxuan.edu.vn/tin-tuc/hoc-sinh-truong-tieu-hoc-dang-tran-con-vinh-du-duoc-trao-giai-vang-trong-hoi-th-c19202-7673.aspx	Poster Festival for the Safe Vegetable on November 3, 2017
51	Big Green	3-Nov-17	https://biggreen.vn/biggreen-cung-su-kien-hoi-thi-ve-tranh-ve-rau-an-toan.html	
52	Vietnam Government Portal Hanoi Capital	28-Aug-18	http://thanglong.chinhphu.vn/ra-mat-trang-nong-san-an-toan-ha-noi	Lauching website of Safeagriproducts by HPA
53	Vietnam Government Portal Hanoi Capital	28-Aug-18	http://thanglong.chinhphu.vn/ra-mat-trang-nong-san-an-toan-ha-noi	Lauching website of Safeagriproducts by HPA
54	Hanoi PPC Portal	22-Nov-20	https://hanoi.gov.vn/tintuc_sukien/-/hn/ZVOM7e3VDMMR/7320/2841595/hon-1000-hoc-sinh-tham-gia-cuoc-thi-ve-tranh-hay-mang-rau-an-toan-ve-nha-nam-2020.html;jsessionid=k1CMaN3B2uS+YYsgBsRbpLhl.ap2	School program 2020
Facebook				
55	AEON MALL Long Bien	26-Dec-17	https://www.facebook.com/aeonmall.longbien.hn/posts/1420966631358657	Exhibition of Poster at AEON

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