

Capacity Building, Extension, Demonstration and support for the Development of
Market-oriented Agroforestry in Quang Nam Province (Phase 1)
GCP/VIE/027/ITA

**Management Response to the
Report of Evaluation Mission**

1. Project Management highly appreciates the comprehensive evaluation of the Project by the Mission. In general, Management agrees with most of the observations and is thankful for the recommendations of a no-cost extension up to the end of 2007, and for a 3-year second phase of the project.
2. As designed, the Project assisted farmers in establishing forest plantations in degraded or barren forestlands that were allocated to them by the government - one of the strategies under the 5-million hectares Reforestation Program. Starting in 2006, assistance was also provided for the improvement of existing home gardens with commercially important fruit trees, areca (betel nut) palms, bamboo (for shoot production), and forage species. The latter allowed more poor families to participate as the labour requirement in home garden improvement is much less than in tree plantation development. The expected benefits are also significant. Areca palm, for instance, starts to bear fruit at year 5, and continuously thereafter for the next 50 years. It requires very little maintenance and occupies very little space. There is a big market demand for the nuts, which are exported to China for manufacture of candies.
3. Management agrees with the observation that the marketing component of the Project, despite the resources poured into it, remains weak. With assistance from Quang Nam COOPSME, 3 trainings for the Coop officers and members were conducted to enhance their knowledge and skills in business management. Their business plan has been updated and improved, and negotiations are underway for the trading of pulpwood.

The Project is requesting for the detail of one APO now with IMOLA Project, to backstop its socio-economic and marketing activities. Hopefully, collection of costs and benefits of agroforestry systems and marketing support could be initiated.
4. Women constitute more than 50 % of the population in both communes. They are also actively involved in agro-forestry and other farm activities. However, Project efforts to get them participate in trainings have only met with limited success. And only when trainings and orientations were conducted in the villages, especially in early evenings do we get more women to attend.

Feeding of livestock, particularly pigs, is one of the major tasks performed by women. The project, in consultation with the Women's Union and other commune officials, will be conduct a training course on pig management (including feed formulation) for women.
5. The Project has prepared a training program to be undertaken this 2007 including the 6-months extension. In addition, it is identifying local (district and province) agencies and individuals who may deliver the same. For instance, an IPM training on citrus is now

in progress, designed and being conducted by the District Plant Protection Bureau. The Pig management and feed formulation training mentioned above is being designed and will be conducted by the Livestock Development Center of Quang Nam. The Nursery-in Charge of Tien Phuoc District Nursery conducted a practical training for one village nursery man on Acacia hybrid seedling orchard management and propagation.

The involvement of local agencies in trainings is particularly significant in 1) building their technical capacity, 2) providing and sustaining technical support to farmers, and 3) establishing linkages between farmers and these agencies and individuals.

6. Request for no-cost extension has been made, supported by a Work Plan and revised budget.

7. A summarized project proposal for Phase 2 based on the recommendations of the Evaluation Mission, as well as suggestions from other FAO technical staff, was drafted and submitted to TCAP for comments.