



Regional Workshop on
**Disability-Inclusive
Agribusiness Development**

21-22 February 2013 | United Nations Convention Centre, Bangkok, Thailand

APCD



The Asia-Pacific Development Center on Disability (APCD) is a regional center on disability and development. APCD was established in Bangkok, Thailand as a legacy of the Asian and Pacific Decade of Disabled Persons 1993-2002, with the joint collaboration of the Ministry of Social Development and Human Security, Royal Thai Government and the Japan International Cooperation Agency (JICA), Government of Japan. In cooperation with more than thirty countries in the Asia-Pacific region, APCD is currently managed by the APCD Foundation under the Patronage of Her Royal Highness Princess Maha Chakri Sirindhorn. The United Nations Economic and Social Commission for Asia and the Pacific recently identified APCD as the regional center on disability for the Incheon Strategy to Make the Right Real, 2013-2022.

FAO



Food and Agriculture Organization of the United Nations (FAO) is a specialized agency of the United Nations that strives for a world free of hunger and malnutrition where food and agriculture contribute to improving the living standards of all, especially the poorest, in an economically, socially and environmentally sustainable manner. FAO assists member countries with policy advice and technical expertise in agriculture, economic and social development, fishery, forestry and sustainable development to make the region food-secure for present and future generations. FAO undertakes many interrelated activities in support of food security, rural poverty alleviation, and institutional and human capacity building mainly through meetings, publications, and by serving regional technical commissions and FAO-sponsored regional bodies. In addition, FAO plays a major role as an agency for investment support and promotes technical cooperation among developing countries as a main thrust of its activities in the region.

The Nippon Foundation



The Nippon Foundation (TNF) is a non-profit philanthropic organization working actively in Japan and around the world. Initially its efforts focused on the maritime and shipping fields, but since then the range of activities has expanded to education, social welfare, public health and other fields in more than 100 countries. Contributions from TNF have played a decisive role in promoting a peaceful and prosperous global society in partnership with more than 20 organizations. TNF identify change round the world in its earliest stages and work on the solutions quickly. The innovative ideas are implemented to make a better society for all.

Regional Workshop on “Disability-Inclusive Agribusiness Development”

Organized by

Asia-Pacific Development Center on Disability (APCD)

The Nippon Foundation

Food and Agriculture Organization of the United Nations (FAO)

21-22 February 2013

United Nations Convention Centre, Bangkok, Thailand



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Executive Summary

BACKGROUND

The World Health Organization (WHO) reported that over a billion people, about 15% of the total population, live with disabilities. The World Bank has estimated that persons with disabilities may have accounted for as many as one in five of the world's poorest. Persons with disabilities make up one of the most significant marginalized and vulnerable groups. It is likely to find facilities and the disability-related services inadequate. Many people with disabilities can't access services to meet the needs of persons with disabilities to access to education, health care, transportation, information and livelihood opportunities. These difficulties are exacerbated in developing countries.

870 million people live undernourished. Most of them (563 millions) live in Asia and the Pacific. The number of hungry people in Asia and the Pacific decreased but it has been reversed as a result of high food price and the global economic downturn since 2008. Hunger and malnutrition are still a great threat to public health especially marginalized groups. Persons with disabilities are the frontline of hunger.

Striving hunger and achieving food security for all to ensure that everyone in society has access to sufficient, safe and nutritious food to meet their dietary needs. Persons with disabilities have special needs but are often marginalized and overlooked in development. Development should be equitable, inclusive and accessible for all in order to benefit all of society. Including persons with disabilities by boosting their food production can improve employment opportunity and income generation.

In response to the situation, the Asia-Pacific Development Center on Disability (APCD), the Nippon Foundation and the Food and Agriculture Organization of the United Nations (FAO) organized the Regional Workshop on Disability-Inclusive Agribusiness. This regional workshop was designed to promote understanding of the current situation of agribusiness practitioners with disabilities, share knowledge and experiences, enhance collaborations and efforts among various concerned stakeholders, and identify follow-up actions.

The regional workshop was the first official event related to disability-inclusive agribusiness at the United Nations' level, as well as the first disability-inclusive business initiative in the new Asian and Pacific Decade of Persons with Disabilities, 2013-2022, initiated by the United Nations Economic and Social Commission for Asia and the Pacific (UNESCAP).

The participants of the Workshop included persons with disabilities, policy makers, government representatives, international development partners, and civil society organizations. More specifically, the Regional Workshop was attended by 26 senior government officials from the ministries related to social welfare and agriculture, 27 business practitioners, 17 Disable People's Organizations (DPOs) from 7 countries: Cambodia, Indonesia, Lao PDR, Myanmar, Thailand, the Philippines, and Vietnam, together with, 35 representatives from international organizations.

ITEM 1: OPENING SESSION

The workshop was opened in the presence of Mr. Tej Bunnag, the Chairman of the Executive Board, Asia-Pacific Development Center on Disability (APCD), Mr. Shun-ichi Murata, the Deputy Executive Secretary, the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), Mr. Hiroyuki Konuma, the Assistant Director-General and Regional Representative for Asia and the Pacific, the Food and Agriculture Organization of the United Nations (FAO) and Mr. Shuichi Ohno, the Executive Director, International Cooperation Department, The Nippon Foundation.



Opening Ceremony by APCD, UNESCAP, FAO and TNF

The opening session highlighted the importance of defining the concept of disability-inclusive business to explore deeply into the significance of agribusiness, especially in the context of the Asia-Pacific region which is largely rural and is where persons with disabilities mostly live. It was also stressed that the workshop is designed to highlight the trends, gaps and good practices in the field of agribusiness in relations to persons with disabilities. The expected outcome is stronger involvement of business, agribusiness practitioners, governments, civil society, the United Nations and other international organizations in developing future strategies to make business environments more disability-inclusive. Four major strategies include developing partnership between different stakeholders, establishing a collaborative framework to create a sustainable mechanism for the implementation of disability-inclusive agribusiness, supporting and promoting good practices and success stories on disability-inclusive agribusiness to inspire and encourage replication in other communities and emphasizing the belief in the capacity of persons with disabilities.

ITEM 2: POLICY-ENABLING ENVIRONMENT FOR DISABILITY-INCLUSIVE BUSINESS DEVELOPMENT

Mr. Monthian Buntan, Member of Senate / APCD Executive Board Member emphasized that disability-inclusive policies could be developed using approaches through creating the environment that is accessible to people with disabilities based on the principle of universal design and the use of assistive technologies, encouraging and supporting persons with disabilities and their representative organizations to fully and effectively participate in all steps and procedures of policy formulation, implementation and evaluation; and supporting economic empowerment of person with disabilities, including in the area of business development, and organizations in order to sustain their livelihood and promote active/productive participation.



Keynote Speech by Policy Maker and Private Sector

Mr. Supree Baosingsauy, Assistant Vice President, Charoen Pokphand Foods Public Company Limited added that private sector has increasingly gained awareness of inclusive society and the company itself has initiated projects concerning skill development for people with disabilities so that they can increase their family's income and livelihood by learning how to raise aquaculture and poultry within their communities.

Mr. Sture Patrik Andersson, Chief, Social Integration Section, Social Development Division, ESCAP highlighted on the launch of "ESCAP-Sasakawa Asia-Pacific Disability Inclusive Business Award" which is developed in partnership between ESCAP, the Nippon Foundation and APCD, with the purpose to publicly recognize businesses demonstrating disability-inclusive business operations and to raise awareness of the opportunities of disability-inclusive business operations. The businesses have a high potential for competition as there are 650 million persons with disabilities in Asia and the Pacific, a market twice the size of the euro zone. Business model revolves around enabling working environment, organizational culture and inclusive products and services while the model requires involvement from consumers, employees and entrepreneurs.

Dr. Charida Pukahuta, Assistant Professor, Ubon Ratchathani University presented the experience of training on mushroom cultivation for persons with disabilities in Ubon Ratchathani Province, Thailand. She shared that the project, initiated since 1999 with cooperation between FAO and the Thai government, was aimed to support people with disabilities to initiate their own mushroom farms. The training provided rehabilitation of body and mind, processes and techniques in mushroom cultivation



Technical Presentation on Disability-Inclusive Business and the New Asian and Pacific Decade of Persons with Disabilities, 2013-2022



Technical Presentation on Incorporating Disability Issues in Agriculture and Food Security Intervention

and enterprise development. The post project report conducted in 2003 revealed that 41, out of 123 participants, have established their own mushroom farms. Key factors for sustainable development on mushroom cultivation involved dedicated and supportive staff members, after training evaluation and monitoring, cooperation between involving sectors, government's strong recognition and supportive public policies, business sector's concerns, facilitative and accessible environment and strong networking.

Mr. Akiie Ninomiya, Executive Director, Asia-Pacific Development Center for Disability emphasized that disability-inclusive business is an enterprise that has a positive impact on disability-friendly environment, communication, attitude, policy and regulation. It is an emerging business trend that strives to address disability, work and employment from the perspective of persons with disabilities as customers, employees, employers, and entrepreneurs. In collaboration with FAO and the Nippon Foundation, APCD conducted pioneering research on more than 60 case studies in targeted ASEAN countries: Cambodia, Indonesia, Lao PDR, Myanmar, the Philippines, Thailand and Vietnam. Forty-five active cases were identified as having elements of disability-inclusive agribusiness. Based on the experiences of disability-inclusive agribusiness practitioners and a growing need for information in this area, the study has identified good practice models and a range of challenges for disability-inclusive agribusiness. Challenges found from the study included understanding disability within the business context and synergy between efficiency, innovation and accessible environment while the solutions yielded from the study comprised of supporting knowledge of persons with disabilities, strengthening multi-sectoral partnership and providing skill development and employment in accordance with market needs. Secret of successful business lay on accessible environment and the key impact was a widening of business opportunities.



Presentation on Latest Trend and Key Findings in Disability-Inclusive Agribusiness

ITEM 3: CHALLENGES AND SOLUTIONS ON DISABILITY-INCLUSIVE AGRIBUSINESS (8 CASES)

Eight selected business practitioners shared their knowledge and experience of disability-inclusive agribusiness. The representatives discussed their success and the challenges they face as business owners, suppliers and employees. Various innovative solutions by persons with disabilities were noted.

Mr. Ya Bunly, farm owner of Bunly Fish Farm from Cambodia, presented that permaculture has been practiced at Bunly Fish Farm to ensure the sustainability of natural resources and the enrichment of local ecosystems. He has exercised principles that all resources are fully utilized and it is possible to achieve greater productivity while using less input. By using permaculture, the farm will reap the benefits of a sustainable environment for generations to come. The family-operated farm comprises carp, catfish and tilapia which are among the most profitable and easiest fish to farm in shallow waters due to their tolerance of most water conditions, dietary behavior and rapid growth. The annual profits for the business can be as high as KHR 2 million (USD 500). He has managed to use the waste from the fish farm to make fertilizer for plants and vegetables while he also takes care of livestock such as chicken, ducks, pigs and turtles. He uses landmarks, such as trees, within his working environment to enable him to negotiate the day to day running of the business.

Mr. Rukijan, operator of Rukijan Fish and Livestock Farm from Indonesia, showed that Rukijan Fish and Livestock Farm produces catfish fingerlings as the main product. The family business is run by Mr. Rukijan who has a physical disability and undertook training on catfish production from the Center for Improving Qualified Activity in Life of People with Disabilities (CIQAL) in 2010. He received initial capital from CIQAL to establish the business. The fingerlings are breed in a two month cycle. When the production is going well, a maximum of 50,000 catfish fingerlings can be sold per cycle at a cost of IDR 6 million (USD 623). Before investing on catfish farming, Mr. Rukijan's main income source was selling chickens to a market wholesaler at a local market while his wife earned from weaving coconut palm leaves into bags for sale. These days, the family still sells chickens and bags at the market, but catfish fingerlings are the main source of income.

Ms. Bang-On Wongpakdee, Bang-On Paddy Field in Lao PDR said that she started paddy field in 2004 and has successfully generated annual profit from rice sales at approximately LAK 8 million (USD 1000). In addition to rice, Nile Tilapia fish is nurtured for self-consumption and to share with her neighbors and relatives. Chicken and ducks are raised and sold in emergency situations when cash is needed. Ekphatthana Microfinance Institution (EMI) granted a loan for Ms. Bang-On Wongpakdee in 2009 and has currently offered a special interest rate for her as she has been considered a reliable customer.

Mr. Ko Than Oo, founder of “Ko Than Oo Farm” in Myanmar said that the farm has recently expanded and diversified its business by moving from traditional agricultural production of betel leaf, rambutan and pomelo to include a chicken farm. The family-run “Ko Than Oo Farm” now sells nine hundred eggs per day, supplies six outlets and has more than doubled its profits. Mr. Ko Than Oo acquired first-hand knowledge on raising chickens from his parents and attended a training provided by a local chicken supplier of CP Livestock, which is one of the biggest agribusinesses in the Asia-Pacific region. Based on the success of the diversification of his operation and increasing profits, Mr. Ko Than Oo has now planned to buy another thousand chicks.

Mr. Donald Aquino Carpio, a farmer in the SM City Rosales Pick and Pay, SM City Rosales in the Philippines presented that, in 2009, the corporate has launched “pick and pay” marketing concept, which aims to develop an urban vegetable garden. In partnership with Harbest Agribusiness Corporation, SM Hypermarket and Supermarket, and SM Foundation Inc., the management thought of utilizing the vacant plot of land next to its mall. Two hundred local farmers were trained in an urban farming course to develop an urban garden in the heart of Rosales city, with the main products grown being papaya, eggplant, chili, and chickens are raised for eggs. Due to the success of the program, it was decided to include farmers with disabilities in the training.

Mr. Suk Perasaen, owner of Suk Chicken Farm in Thailand, presented in the workshop that it has been eleven years since he started his broiler chicken farm. Four times a year, he works on chicken production as a contract farmer with the Betagro Group. Through a friend who had a successful contract chicken farm with the Betagro Group, Mr. Suk became familiar with the idea of contract farming. Unlike pigs and cattle, he felt that chickens, due to their smaller size, were a manageable option. He makes a gross profit of THB 100, 000 (USD 3,361) per cycle. Mr. Suk’s wife supports him in this endeavor as the chicken farm enables him to work at home and brings about sustainable employment. His wife and his wife’s sister work with him on the farm where they also breed cat fish and grow onions and garlic for subsistence. They have



Presentation by Selected Business Practitioners with Disabilities

a rice field, but as they do not own a mill the rice is sold and rice bran is bought from the Betagro Group to feed the chickens.

Mr. Sanae Thoobhom, owner of Sanae Chicken Farm in Thailand, began contract farming with the Charoen Pokphand Group (CP Group) eleven years ago. He has expanded his production to double the size within three and a half years, which equates to three rounds of egg laying production. A friend of his started a contract chicken farm and became very successful, which encouraged Mr. Sanae to consider his own enterprise. Mr. Sanae established the contract farming business with the Charoen Pokphand Group (CP Group) and, after receiving positive benefits, he has expanded the size of the farm's livestock.

"Phu Hoa Cooperative" is located in Vietnam. According to Cooperative member Mr. Nguyen Khac Quy, "Phu Hoa Cooperative" runs a range of agribusinesses including a fish farm, a melon crop and a pigeon farm. Generally the Cooperative initiates a business and then transfers the required knowledge to individual members to run it. Sixty-one year old Mr. Nguyen Khac Quy, who has a share in the Cooperative, was trained to manage the pigeon farm and the everyday care of the stock. When he was twenty-six he had his leg's amputated due to a blood disease. He manages all his daily work activities with the use of two small chairs and he uses a tricycle to move around outside the farm. The pigeons are either sold when they are a month old as squab to restaurants or at five to six months old for breeding stock.

ITEM 4: WAY FORWARD/FUTURE ACTIONS

The panelists acknowledged that the enforcement of disability-inclusive agribusiness poses challenges as well as strives for solutions. Two major factors, accessibility and finance, played crucial roles in putting inclusive agribusiness into practice. Exclusion of people with disabilities from the society derived from both internal and external barriers. PWDs' low self-esteem is one of the major causes to preclude themselves from being active in business making. However, the greater numbers of barriers came from societal perceptions, including misconception of other community members who see PWDs as less reliable, pre-assumption of staff from financial institutions which see PWDs as more risky and lacking of concerns from product designers to manufacture products usable for PWDs.

*Consideration of
the Draft Bangkok Recommendations on
Disability-Inclusive Agribusiness Development*



ITEM 5: CONSIDERATION OF THE DRAFT BANGKOK RECOMMENDATIONS ON DISABILITY-INCLUSIVE AGRIBUSINESS

Based on prior discussions, participants concluded with the following recommendations:

1. Expand enabling policies at all levels, and establish/ strengthen networks that support persons with disabilities, and the public and private sectors engaged in disability-inclusive agribusiness development;
2. Develop and implement disability-inclusive policies and strategies that improve access to productive resources and assets, including credit within the agribusiness sector;
3. Promote employment and job opportunities, and create disability-friendly business environments and customer services in the agribusiness sector;
4. Support research and development, and invest in accessible technologies and infrastructure that will enable persons with disabilities to draw on their unique knowledge and abilities for effective engagement in agribusiness;
5. Improve access of persons with disabilities to affordable credit by providing reasonable provisions such as acceptable credit/ interest terms, from the finance sector;
6. Create a certification/ accreditation system which could add value to disability-inclusive agribusiness products and services;
7. Further promote evidence-based research on disability-inclusive agribusiness across Asia and the Pacific to identify, promote and share good practice models for future replication;
8. Enhance skill development opportunities and on-the-job training for persons with disabilities to include them in agribusiness;
9. Raise awareness of the importance of disability-inclusive agribusiness development, share accessible information and advocate for concerted actions among sectors and partners;
10. Consider the potential of disability-inclusive agribusiness in the discussion of the forthcoming Sustainable Development Goals (SDGs); and
11. Form a network to strengthen coordination and to follow up the Recommendations at the national and regional level for actual implementation, and to meet together in the next 2 years to review and discuss the progress of disability-inclusive agribusiness.

ITEM 6: CLOSING SESSION

The closing session of the workshop was designed for the participants to cast their agreement on the Draft Bangkok Recommendations on Disability-Inclusive Agribusiness. The Recommendations was unanimously adopted. Following the adoption, key speakers and organizers delivered their closing remarks.



Closing Session by APCD, TNF and FAO

Bangkok Recommendations on Disability-Inclusive Agribusiness Development



Bangkok Recommendations on Disability-Inclusive Agribusiness Development

We, the representatives of government agencies representing the sectors concerning disability, social welfare and development, agriculture, the business sector, civil society organizations, including groups and organizations of persons with disabilities, the United Nations and other international partners, from the Asia-Pacific region met at the United Nations Convention Centre in Bangkok, Thailand, from 21st to 22nd February 2013, at the Regional Workshop on Disability-Inclusive Agribusiness Development. Comprised of over 120 delegates, the Workshop was organized by the Asia-Pacific Development Center on Disability (APCD), the Food and Agriculture Organization of the United Nations (FAO) and The Nippon Foundation.

Participants recognized that persons with disabilities make up a significant part of the world's most vulnerable and disadvantaged population, often excluded from productive resources and livelihood opportunities. According to the World Report on Disability, issued by the World Health Organization (WHO) and the World Bank in 2011, 15% of the world total population is persons with disabilities. In Asia and the Pacific, it is estimated that approximately 40% of the population is persons with disabilities and their family members.

Highlighting food insecurity, hunger and malnutrition continues to be a major challenge. According to WHO, the biggest cause of disability is malnutrition. The global prevalence of malnutrition and hunger remains unacceptably high. From 2010 to 2012, it was estimated that nearly 870 million people were undernourished. The Asia-Pacific region holds the largest share, 62 % of the world chronic hunger population. Despite all efforts, there has been little improvement in recent times due to widening inequity and income disparity, as well as high and volatile food prices which affect the most vulnerable groups of society, including persons with disabilities and their family members.

Acknowledging that the Workshop was the first event after the adoption of the United Nations Convention on the Rights of Persons with Disabilities (CRPD), ASEAN (Association of Southeast Asian Nations) Decade of Persons with Disabilities, 2011-2020, and the new Asian and Pacific Decade of Persons with Disabilities, 2013-2022, led by the United Nations Economic and Social Commission for Asia and the Pacific (ESCAP), to showcase great initiatives, to facilitate the involvement of the business sector, disability-inclusive agribusiness practitioners, government, civil society, United Nations and international organizations to develop future strategies.

While disability-inclusive initiatives are a growing trend, the significance of agribusiness within the context of the Asia-Pacific region and the reduction of hunger and poverty has not yet been explored.

In collaboration with FAO and the Nippon Foundation, APCD conducted pioneering research on more than 60 case studies in targeted ASEAN countries: Cambodia, Indonesia, Lao PDR, Myanmar, the Philippines, Thailand and Vietnam. Forty-five active cases were identified as



having elements of disability-inclusive agribusiness. Based on the experiences of disability-inclusive agribusiness practitioners and a growing need for information in this area, the study has identified good practice models and a range of challenges for disability-inclusive agribusiness. These challenges are defined by the selected countries' individual perspectives on business, behavior and knowledge. Key findings for each challenge were shared according to the expertise of persons with disabilities as a source of numerous solutions. In addition, multi-sectoral partnerships and the sharing of technical expertise were acknowledged as enabling factors.

Based on the discussions, participants concluded with the following recommendations:

1. Expand enabling policies at all levels, and establish/strengthen networks that support persons with disabilities, and the public and private sectors engaged in disability-inclusive agribusiness development;
2. Develop and implement disability-inclusive policies and strategies that improve access to productive resources and assets, including credit within the agribusiness sector;
3. Promote employment and job opportunities, and create disability-friendly business environments and customer services in the agribusiness sector;
4. Support research and development, and invest in accessible technologies and infrastructure that will enable persons with disabilities to draw on their unique knowledge and abilities for effective engagement in agribusiness;
5. Improve access of persons with disabilities to affordable credit by providing reasonable provisions such as acceptable credit/interest terms, from the finance sector;
6. Create a certification/accreditation system which could add value to disability-inclusive agribusiness products and services;
7. Further promote evidence-based research on disability-inclusive agribusiness across Asia and the Pacific to identify, promote and share good practice models for future replication;
8. Enhance skill development opportunities and on-the-job training for persons with disabilities to include them in agribusiness;
9. Raise awareness of the importance of disability-inclusive agribusiness development, share accessible information and advocate for concerted actions among sectors and partners;
10. Consider the potential of disability-inclusive agribusiness in the discussion of the forthcoming Sustainable Development Goals (SDGs); and
11. Form a network to strengthen coordination and to follow up the Recommendations at the national and regional level for actual implementation, and to meet together in the next 2 years to review and discuss the progress of disability-inclusive agribusiness.

Presented and unanimously adopted
at the Regional Workshop on Disability-Inclusive Agribusiness Development,
22nd February 2013

Annex

OPENING REMARKS

H.E. Dr. Tej Bunnag
Chairman of the Executive Board,
Asia-Pacific Development Center on Disability /
Former Minister, Ministry of Foreign Affairs,
Government of Thailand



Mr. Hiroyuki Konuma, Assistant Director-General & Regional Representative for Asia and the Pacific, Food and Agriculture Organization of the United Nation (FAO),

Mr. Shuichi Ohno, Executive Director, International Cooperation Department, The Nippon Foundation,

Mr. Shun-ichi Murata, Deputy Executive Secretary, Economic and Social Commission for Asia and the Pacific (ESCAP),

Excellences', Distinguished Guests, Friends and Colleagues,
Ladies and Gentlemen,

Good morning.

The year 2013 is significant for us, for it is 10 years since the establishment of the APCD Foundation under the Royal Patronage of Her Royal Highness Princess Maha Chakri Sirindhorn. APCD's mission is to empower persons with disabilities and promote inclusive barrier-free and rights-based societies across Asia and the Pacific.

From 2011-2012, APCD in collaboration with the Nippon Foundation, conducted roundtable talks with representatives from the business as well as the disability sector to define the concept of disability-inclusive business. These discussions led to the elaboration of disability-inclusive business which "strives to utilize the unique knowledge that persons with disabilities have from the perspective of entrepreneur, employee and customer". While the concept of disability-inclusive business has grown particularly in urban settings, the significance of agribusiness, especially in the context of the Asia-Pacific region which is largely rural and is where persons with disabilities mostly live, has not been explored deeply.

In view of the urgent need, APCD in collaboration with FAO and the Nippon Foundation conducted pioneering research on more than 60 case studies in

targeted Southeast Asian countries namely Cambodia, Indonesia, Lao PDR, Myanmar, Philippines, Thailand and Vietnam. As one of the research processes, this workshop is designed to highlight the trends, gaps and good practices in the field of agribusiness in relations to persons with disabilities, The hoped-for outcome is stronger involvement of business, agribusiness practitioners, governments, civil society, the United Nations and other international organizations in developing future strategies to make business environments more disability-inclusive.

This workshop will be the first official event related to disability-inclusive agribusiness at the United Nations' level, as well as the first disability-inclusive business initiative in the new Asian and Pacific Decade of Persons with Disabilities, 2013-2022, initiated by the United Nations ESCAP. APCD has been endorsed by the United Nations ESCAP through the Incheon Strategy to "encourage private sector engagement in disability-inclusive business that promotes disability-friendly products, services, employment opportunities and entrepreneurship development".

While this workshop is one step towards promoting and realizing disability-inclusive business in Asia and the Pacific, much work still needs to be done if we are to promote equal opportunities for persons with disabilities in the field of agribusiness. I wish therefore to emphasize the following points:

- 1) Partnerships should be developed between different stakeholders including the business sector, agribusiness, government, civil society, persons with disabilities and other key players. A common understanding of the importance of disability-inclusive agribusiness and its significance to be the general community should also be developed.
- 2) A collaborative framework should be established to create a sustainable mechanism for the implementation of disability-inclusive agribusiness in multifarious settings.
- 3) Good practices and success stories on disability-inclusive agribusiness should be continuously supported and promoted for replication in other communities. These stories can serve as an inspiration not only to persons with disabilities but also to the general public in different fields on how a certain undertaking can be disability-inclusive and successful at the same time.
- 4) Most importantly, we should always believe in the capacity of persons with disabilities to engage in the field of their choosing, including disability-inclusive agribusiness, and promote their right to equal opportunities, just like everyone else.

In closing, I would like to say that today is the start of greater things to come especially in the field of disability-inclusive agribusiness. On behalf of APCD, I would like to extend my thanks to all of you for being here today to support this unique undertaking.

Thank you very much.

WELCOME REMARKS

Mr. Shun-ichi Murata

Deputy Executive Secretary,

Economic and Social Commission for Asia and the Pacific



Your Excellency Dr. Tej Bunnag, Chairman of the Executive Board of the Asia-Pacific Center on Disability,

Mr. Hiroyuki Konuma, Assistant Director-General and Regional Representative for Asia and the Pacific, Food and Agriculture Organization of the United Nations,

Mr. Shuichi Ohno, Executive Director, International Cooperation Department, The Nippon Foundation,

Senator Monthian Buntan, APCD Executive Board Member,

Ladies and gentlemen,

A very good morning to you all.

It is my great pleasure to be here this morning and to address this Regional Workshop on Disability-Inclusive Agribusiness Development.

At the outset, let me commend our partners, the Asia-Pacific Development Center on Disability (APCD), and the Nippon Foundation, for their relentless work and commitment to promoting Disability Inclusive Business in this region. I am happy to see our partnership growing, as we together step up efforts to uphold the rights of persons with disabilities.

Today, there are 650 million persons living with disabilities in Asia and the Pacific. Most of them experience daily discrimination, isolation, exclusion from social and economic activities, often as result of limited employment opportunities. They are also disproportionately poorer than persons without disabilities.

Only a few months ago, in November 2012, 39 governments of the Asia Pacific region gathered in Incheon, Republic of Korea, to tackle the barriers that prevent persons with disabilities from participating fully in society. The Meeting adopted the world's first set of regionally-agreed disability-inclusive development goals – the Incheon Strategy. I am happy to see that all the Governments represented in this room today were part of that historic adoption: Cambodia, Lao PDR, Indonesia, Myanmar, the Philippines, Thailand and Viet Nam.

The Incheon Strategy charts the regional course over the next ten years. For the first time, the Asian and Pacific region will be able to track and measure progress in our efforts to improve the quality of life of persons with disabilities. The business sector will play a critical part in this development. It is therefore with great pleasure that I welcome this workshop on Disability-Inclusive Agribusiness Development.

As some of you know, ESCAP, the Nippon Foundation and APCD launched the first Disability-Inclusive Business Award during the Incheon Meeting. The aim of this Award is to publicly recognize businesses that are pioneers in promoting business practices that cater to the needs of persons with disabilities. The first Award is expected to be conferred at the end of 2013.

Ladies and gentlemen,

Building a disability-inclusive society is not only a moral imperative, but also a tremendous social and economic opportunity to realize the potential of 15% of the region's population.

The first Goal of the Incheon Strategy is to "Reduce poverty and enhance work and employment prospects" for persons with disabilities. Having a decent job is the best means of overcoming poverty. For people working in the agriculture sector, informal and precarious employment tends to be the norm. The prospects for persons with disabilities in rural areas are even more limited. The challenges range from physical barriers to performing daily agricultural tasks to negative attitudes about their ability to work, in this high-risk and physically demanding profession.

In South-East Asia, agriculture employs around 44 per cent of the total labour force. Agricultural productivity, however, is still low, contributing to only 13 per cent of the subregion's aggregate GDP. As governments invest in agriculture, the concerns of persons with disabilities need to be considered. Those who can and want to work must be supported, protected and equipped to do so. It is not only the right thing to do, but it also carries long-lasting benefits for all parties.

Through rehabilitation services and targeted extension services, persons with disabilities can productively integrate in economic life and contribute their unique knowledge and skills. Modern technology and accessible design can also increase productivity for agricultural businesses, translating into increased profits and economy-wide benefits.

I am very pleased that the Food and Agriculture Organization of the United Nations is a partner in this important initiative. FAO, a firm and reliable partner in ESCAP's work on a range of issues, from rural development to food security, is ideally placed to provide the technical and operational support in promoting Disability-Inclusive Agribusiness.

Ladies and gentlemen,

As we embark on this new Asian and Pacific Decade of Persons with Disabilities, 2013-2022, let us seize all opportunities to promote the rights of persons with disabilities. On this journey, disability-inclusive business development will be critical in stimulating a climate of nondiscrimination and equal opportunity for all.

I wish you all a very constructive meeting. Let us all work together to "Make the Right Real" for the 650 million persons with disabilities in our region.

I thank you.

WELCOME REMARKS

Mr. Hiroyuki Konuma

Assistant Director-General and

FAO Regional Representative for Asia and the Pacific



Mr. Shuichi Ohno, Executive director , Nippon Foundation,
Mr. Shunichi Murata, Deputy executive Secretary, ESCAP,
Dr. Tej Bunnag, Chairman of the Executive Board of APCD,
Distinguished guests, resource persons,
Ladies and Gentlemen.

It is my great pleasure to extend to all of you a warm welcome to this “Regional workshop on Disability-Inclusive Agribusiness Development”.

First of all, I wish to express my heartfelt gratitude and appreciation to the Nippon Foundation and APCD for their strong partnership with FAO in organizing this important gathering. I also wish to thank UN ESCAP for hosting this special event at the centre of United Nations in Asia and the Pacific region.

Hunger and malnutrition continue to be major challenges in this region. FAO estimates that nearly 870 million people were undernourished , out of which Asia and the Pacific region holds the largest share of 62 percent, nearly two thirds of the world total. There has been a little improvement in recent past influenced by widening inequity and income disparities as well as high and volatile food prices which affected the most vulnerable groups of society including people with disabilities and their family members.

Ladies and gentlemen,

Persons with disabilities make up one of the world’s most significant part of vulnerable and disadvantaged groups in society, often excluded from productive opportunities . According to the World Report on Disability issued by the World Health Organization and the World Bank in 2011, persons with disability share 15 percent of the world total population. More significantly, in Asia and the Pacific region, approximately 40 percent of the total population is persons with disability and their families.

Notwithstanding rights that are well understood, persons with disabilities continue to face discrimination, social exclusion and poverty in many cases. Efforts to make a difference has been continuing by governments, UN agencies, Civil Society Organizations and most importantly by the persons with disability by themselves. However, the progress has been rather slow in general and affected by emerging challenges such as negative impact of climate changes and natural disasters, as well as high food prices. FAO has long been a promoter of the rights of persons with disabilities and has funded and implemented a number of field projects in cooperation with partners and recipient governments. The focus has been on capacity building and skill development and linking them with markets,

with an aim to facilitate persons with disability to gain income generating opportunities and self-reliance, thereby promoting their self-esteem in equitable society. In Thailand, FAO initiated the project “Mushroom Production Training for Disabled People” 13 years ago for improving the livelihoods of rural people with disabilities.

In developing countries, it is considered that four of every five people with disabilities live in rural area. Most people with disabilities who do work in rural areas are engaged in income-generating activities as subsistence farmers or small-scale entrepreneurs in the informal economy. However, they frequently lack not only access to existing disability services such as vocational rehabilitation services but also lack access to essential business development services, transportation and microfinance, particularly credit, because of the assumption that people with disabilities are not credit-worthy or constitute a high risk group. However, we need to pose the question whether they are really a high risk group.

Last year, under the ESCAP’s initiative, Incheon strategy “Make the Right Real” for persons with disabilities in Asia and the Pacific has been adapted. Member countries are now committed to the achievement of the regional vision of an inclusive society that ensures, promotes and upholds the rights of all persons with disabilities in Asia and the Pacific. The Incheon goal one aims to reduce poverty and enhance work and employment prospects. Provide adequate support to people with disabilities engages in agriculture and agribusiness will certainly contribute to achieve this goal.

Today, you will hear interesting cases and good practices identified in selected country in Asia through the study conducted by Asia Pacific Center of Disability, the Nippon Foundation and FAO and we wish to discuss further to identify the way forward to support the people with disabilities in agriculture and agribusiness as well as the agribusiness sector to develop the disability-inclusive agribusiness development.

Ladies and gentlemen,

I believe this workshop would provide all the opportunity for the exchange of views on recent developments on enabling environment for disability-inclusive agribusiness development and discuss the issues, gaps and identify future course of actions among the participants from different sectors and levels. I hope that this opportunity of multistakeholders including senior policy makers and planners both from Ministry of Agriculture and Ministry of Social Welfare, experts from partner organizations, CSOs and UN organizations as well as the agribusiness sector, would lead to a formation of long-term platform to enhance collaboration and concerned effort on disability-inclusive agribusiness development.

Before concluding, I would like to thank the Asia Pacific Development Center for Disability and the Nippon Foundation for providing FAO to opportunity to collaborate this issue. I would also like to thank all the participants present for sparing their time as well as providing their inputs and sharing their experiences to support this important workshop.

I wish you fruitful discussions and a pleasant stay in Bangkok.

Thank you very much.

KEYNOTE SPEECH

Mr. Monthian Buntan
Senator / APCD Executive Board Member



Political Commitment and Policy Support for Disability-Inclusive Development

By Monthian Buntan
Member of The Senate, The Royal Thai Parliament
Delivered at the Regional Seminar on Disability-inclusive Agribusiness Development
February 21, 2013
Bangkok Thailand

What is Disability-Inclusive Development?

- **Incorporate** disability needs, requirements and benefits in all aspects (designing, implementing, evaluating);
- Enable persons with disabilities to **participate** fully and effectively on an equal basis with others and without any form of discrimination;
- Follow the principle of “**rights-based development.**”

What was development in the past?

- **Ignored, excluded and left out** disability perspective;
- **Lacked meaningful participation** by persons with disabilities;
- Treated persons with disabilities as objects of **charity-based** care and guardianship, etc.

How should the policy be developed for Disability-Inclusive Development?

- Create the environment which is **ACCESSIBLE** to and inclusive of persons with disabilities, based on the principle of **Universal Design** and the use of **Assistive Technologies with Reasonable Accommodations**;
- Encourage and support persons with disabilities and their representative organizations to fully and effectively **participate** in all steps and procedures of policy formulation, implementation and evaluation;
- **Support economic empowerment** of person with disabilities, including in the area of business development, and organizations in order to sustain their livelihood and promote active/productive participation.

What kind of policy is needed in the agriculture field concerning disability?

- *Concerning* resources, such as funding;
- *Concerning* accessibility of information and knowledge;
- *Concerning* relevant skill training;
- *Concerning* availability and accessibility of market.

Why does the business sector need to be involved in the development process?

- The business sector is increasingly playing more significant role in social and economic development;
- It makes more business sense to include and support 15 percent of the population so as to expand the market;
- It guarantees more success than to depend only on the government which tends to be slow in action and, often, lacks good governance.



Why do persons with disabilities need to be involved in business?

- To make business sector more accessible, inclusive and innovative;
- To help grow, broaden and expand the scope of business;
- To diversify employment opportunity.



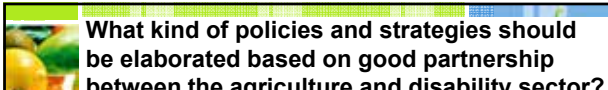
What was collaboration between the agriculture and disability sector?

- **So far very little;**
- Based on individual efforts and experiences with little or no systematic policies;



What is the significance of PWDs being involved in the policy-making process?

- Ensuring disability-inclusive policy



What kind of policies and strategies should be elaborated based on good partnership between the agriculture and disability sector?

- *Disability-inclusive* loan services;
- *Disability-inclusive* agriculture-related information and knowledge;
- *Disability-inclusive* agriculture-related skill training and development support;
- *Disability-inclusive* or *Disability-specific* agribusiness development models, such as cooperatives, community/social enterprises, etc.



Thank You !

KEYNOTE SPEECH

Mr. Supree Baosingsauy

Assistant Vice President

Charoen Pokphand Foods Public Company Limited



Mr. Chairman, Distinguished Guest, Ladies and gentlemen,

It is a great privilege and great pleasure to be given this opportunity to convey, on behalf of the Charoen Pokphand Foods Public Company Limited, or CPF, our efforts in promoting and supporting equal rights for the 'disabled'.

As we are a part of society, we realized that we should play a vital role in food security and environmental preservation.

The Charoen Pokphand Foods established the non-profit organization called 'Rural Live Development Foundation' since 1987. There are 5 main activities we initiated.

First, regarding the food security, the Rural Lives Development Foundation had promoted and supported, the establishment of a 'Lunch Project', which initiated by Her Royal Highness Princess Maha Chakri Sirindhorn, in schools by raising layer-chickens to produce eggs for lunch as nutrition. At present, there are over 420 schools throughout the country that have joined this initiative projects, with schools for the hearing and vision impaired such as the 'Punyanukul School' in Chiangrai province for the vision impaired, the Sothaht School for the hearing impaired in Nakornpathom province, the Srisangwan School in Chiangmai province that teaches people how to raise chicken and fish as well as the promotion of raising bantam chickens among disabled farmers in Prachinburi province.

Second, sustainable social initiatives, CP Foods supports skills-development for disabled students and farmers so that they can increase their family's income and livelihood by learning how to raise aquaculture, poultry and fighting cock within their communities.

Third, to promote environmental preservation, CP Foods educated disabled farmers by encouraging them to generate biogas from cattle manure as well as use paddy husk for fuel instead of wood.

Forth, throughout the years and at present CP Foods continues to hire disabled employees to work within the organization in engineering and Information Technology work.

Fifth, in order to give the opportunity for disabilities equally for income generating projects through business practice in many cases especially for agribusiness, we support and encourage 5 initiative projects.

The first initiative is Lunch Project for school children will learn to raise chicken collect eggs for sale through the school cooperative store. Next, Project for school for blind at Chiangmai province to raise chicken. Next, Veteran Village to raise chicken, fish and grow vegetable and rice. Next, the Intellectual impaired School of Nakornsawan province. The last initiative is the homeless and Street Children at Saraburee Province.

Last but not least, Charoen Pokphand Group of Company and Charoen Pokphand Foods Public Company limited for more than 92 years, CP Group's operations and investment both locally and internationally have always contained our three-benefit philosophy. Passionately embedded into our everyday working life, our businesses and affiliates with more than 280,000 employees worldwide firmly uphold that our work must serve 3 main benefits. First, benefit to the Country where we have run our business there. Second, benefit to the People who live in the area where our business had done. And Third, benefit to the Company. It can be said that we are not only involve to agriculture business, but also the implementation of social responsibility.

It is over 25 years that The Rural Lives Development Foundation was established and our objectives are focusing on people, children and disabilities in disadvantage areas to obtain a better life with activities that promote and encourage vocational training.

For the rural and disadvantage people

Thank you

Program

• Day 1: 21 February 2013 (Thu)

Registration	
08.00-09.00	1st Floor, United Nations Convention Centre
Item 1: Opening of the Regional Workshop (Moderator: Mr. Ryuhei Sano)	
09.00-10.15	<p>Opening Remarks: H.E. Dr. Tej Bunnag, Chairman of the Executive Board, Asia-Pacific Development Center on Disability (APCD) / Former Minister, Ministry of Foreign Affairs, Government of Thailand</p> <p>Welcome Remark: Mr. Shun-ichi Murata, Deputy Executive Secretary, Economic and Social Commission for Asia and the Pacific (ESCAP)</p> <p>Welcome Remark: Mr. Hiroyuki Konuma, Assistant Director-General & Regional Representative for Asia and the Pacific, Food and Agriculture Organization of the United Nations (FAO)</p> <p>Opening Address: Mr. Shuichi Ohno, Executive Director, International Cooperation Department, The Nippon Foundation</p> <p>Introduction of Participants</p> <p>Group Photo</p>
10.15-10.45	Coffee Break
Item 2: Policy-Enabling Environment for Disability-Inclusive Business Development (Moderator: H.E. Mr. Sem Sokha / Mr. Ingill Ra)	
10.45-12.30	<p>Keynote Speech</p> <p>Political Commitment and Policy Support for Disability-Inclusive Development Mr. Monthian Buntan, Senator / APCD Executive Board Member</p> <p>Private Sector Contribution to Disability-Inclusive Agribusiness Development Mr. Supree Baosingsauy, Assistant Vice President, Charoen Pokphand Foods Public Company Limited</p> <p>Technical Presentation</p> <p>Disability-Inclusive Business and the New Asian and Pacific Decade of Persons with Disabilities, 2013-2022 Mr. Sture Patrik Andersson, Chief, Social Integration Section, Social Development Division, United Nations Economic and Social Commission for Asia and the Pacific</p> <p>Incorporating Disability Issues in Agriculture and Food Security Intervention: Dr. Charida Pukahuta, Assistant Professor, Ubon Ratchathani University</p> <p>Latest Trend and Key Findings in Disability-Inclusive Agribusiness Mr. Akiie Ninomiya, Executive Director, Asia-Pacific Development Center for Disability</p> <p>Q&A</p>
12.30-13.30	Lunch

Item 3: Challenges and Solutions on Disability-Inclusive Agribusiness (Moderator: Ms. Ha Thi Minh Duc / Mr. Apriyanto Dwi Nugroho)	
13.30-15.00	<p>Cambodia: The Use of Permaculture Mr. Bunly Ya, Farm Owner, Bunly Fish Pond</p> <p>Indonesia: Breeding and Raising Catfish Fingerlings Mr. Rukijan, Farm Owner, Rukijan Fish and Livestock Farm</p> <p>Lao PDR: Experience of Accessing Bank Loans Ms. Bang-On Wongpakdee, Farm Owner, Bang-On Farm</p> <p>Myanmar: Expanding the Egg Market Mr. Than Oo, Farm Owner, Ko Than Oo Chicken Farm</p>
15.00-15.30	Coffee Break
15.30-17.00	<p>Philippines: Pick and Pay Garden Mr. Donald Aquino Carpio, Farmer, SM City Rosales Pick & Pay</p> <p>Thailand: Contract Farming Mr. Suk Pilasaen, Farm Owner, Suk Chicken Farm and Mr. Sanae Thoobhom, Farm Owner, Sanae Chicken Farm</p> <p>Vietnam: Cooperative Management Mr. Nguyen Khac Quy, Cooperative Member, Phu Hoa Cooperative</p> <p>Q&A</p>
18:00-20:00	Welcome Reception

• **Day 2: 22 February 2013 (Fri)**

Item 4: Way Forward / Future Actions (Moderator: Mr. Akiie Ninomiya / Mr. Ghulam Nabi Nizamani)	
09.00-10.30	<p>Panel Discussion on Disability-Inclusive Agribusiness</p> <p>Panelist Mr. Jersey Y. Mendoza, SM Supermalls (Philippines) Mr. I Nengah Latra, Director, YAKKUM Bali (Indonesia) Mr. Chantha Mingboupaha, Deputy Director, Ekphatthana Microfinance Institution (Lao PDR)</p>
10.30-11.00	Coffee Break
11.00-12.30	Review of Key Findings and Potential Disability-Inclusive Agribusiness Policy All Participants
12.30-13.30	Lunch
Item 5: Consideration of the Draft Bangkok Recommendations on Disability Inclusive Agribusiness (Moderator: Mr. Hiroyuki Konuma / Ms. Carmen Reyes Zubiaga)	
13.30-15.00	<p>Future Implementation of Disability Inclusive Agribusiness</p> <p>Summary of Item 4 Draft Bangkok Recommendations on Disability Inclusive Agribusiness</p>
15.00-15.30	Coffee Break
Item 6: Closing of the Regional Workshop (Moderator: Mr. Toshiro Mado)	
15.30-16.00	<p>Adoption of the Recommendations</p> <p>Closing Remark Mr. Akiie Ninomiya, Executive Director, Asia-Pacific Development Center on Disability Mr. Shuichi Ohno, Executive Director, International Cooperation Department, The Nippon Foundation Mr. Hiroyuki Konuma, Assistant Director-General & Regional Representative for Asia and the Pacific, Food and Agriculture Organization of the United Nations</p>

List of Participants

- Ms. Deot Doung, Farm Owner, Cow Shelter Owner, Cambodia
- Mr. Makara Chan Em, Secretariat of Director, Disability Action Council, Ministry of Social Affairs, Veterans and Youth Rehabilitation, Cambodia
- Mr. Sokchea Hang, Farm Owner, Sokchea Pig Farm, Cambodia
- Mr. Thy Nhip, Executive Director, Cambodian Development Mission for Disability (CDMD), Cambodia
- Mr. Pich Op, Deputy Director, Department of Administration, Planning, Accounting and International Cooperation (DAPAIC)
- Mr. Sophall Phorn, Assistant to Executive Director, Cambodian Development Mission for Disability (CDMD), Cambodia
- Mr. Tom Say, Chief of Human Resource and Development, Department of Department of Agricultural Extension, Ministry of Agriculture, Forestry and Fisheries, Cambodia
- Mr. Sem Sokha, Secretary of State, Ministry of Social Affairs, Veterans and Youth Rehabilitation, Cambodia
- Mr. Bunly Ya, Farm Owner, Bunly Fish Pond, Cambodia
- Mr. I Nengah Latra, Director, YAKKUM Bali, Indonesia
- Mr. Apriyanto Dwi Nugroho, Head of Food Consumption Requirement Sub Division, Ministry of Agriculture, Indonesia
- Mr. Rahadi Pratoyo, Head of Fresh Food Safety Division, Ministry of Agriculture, Indonesia
- Mr. Rukijan, Fish Farmer, Rukijan Fish and Livestock Farm, Indonesia
- Ms. Emma Salwa, Staff of Rehabilitation Centre for Hearing and Speech Disabilities, Melati, Mosa, Ministry of Social Affairs, Indonesia
- Ms. Arni Surwanti, Program Coordinator, Center for Improving Qualified Activity in Live of People with Disabilities (CIQAL), Indonesia
- Ms. Emma Widiati, Head Section of Social Rehabilitation for Persons with Intellectual Disabilities Directorate Social Rehabilitation for Person with Disabiliites, Ministry of Social Affairs, Indonesia
- Mr. Inthadom Akkharath, Acting Director of International Cooperation Division, Ministry of Agriculture and Forestry (Department of Planning and Cooperation), Lao PDR
- Mr. Nhetdara Insisiengmay, Secretary, Lao Agro Processing Association, Lao PDR
- Mr. Kampasuk Jibrujagriang, Resort Guide, Uttayan Bajiang Ecological Farm and Resort, Lao PDR
- Mr. Wimol Kijbamrung, Farm Owner, Uttayan Bajiang Ecological Farm and Resort, Lao PDR

Mr. Sengaloun Luangraj, Deputy Director, National Coordination Office for People with Disabilities, Ministry of Labour and Social Welfare, Lao PDR

Mr. Chantha Mingboupha, Deputy Director, Ekphatthana Microfinance Institution (EMI), Lao PDR

Mr. Chomyaeng Phengthongsawat, Director of International Relations and Cooperation Division, Ministry of Labour and Social Welfare, Lao PDR

Ms. Bang-On Wongpakdee, Farm Owner, Bang-On Farm, Lao PDR

Ms. Kyawt San Dar Aung, Lecturer, Yezin Agricultural University, Myanmar

Mr. Saw Tha Kho, Farm Owner, Thay Ko Maw Fish Farm, Myanmar

Ms. Khin Soe Kyi, Principal of Disabled Care Centre (Department of Social Welfare), Ministry of Social Welfare, Relief and Resettlement, Myanmar

Ms. Moe Moe Min, Principal of School for the Blind (Department of Social Welfare), Ministry of Social Welfare, Relief and Resettlement, Myanmar

Mr. Myo Min Oo, Interpreter, Myanmar Independent Living Initiative (MILI), Myanmar

Ms. Kay Khine Soe, Finance Manager, Myanmar Independent Living Initiative (MILI), Myanmar

Ms. Nwaye Zar Che Soe, Radio Program Editor, Myanmar Independent Living Initiative (MILI), Myanmar

Ms. Nu Nu Yee, Programme Officer of Department of Agricultural Planning, Ministry of Agriculture and Irrigation, Myanmar

Mr. Donald Aquino Carpio, Farmer, SM City Rosales Pick & Pay, Philippines

Mr. Mart Benedict Lerma, Factory Manager, Sure Catch Fishing Products, Philippines

Mr. Raphael Domingo, Coordinator, Education Access for the Deaf, De La Salle-College of Saint Benilde, Philippines

Mr. John Matthew Espina, SM PWD Committee, SM Suppermalls, Philippines

Mr. Jersey Mendoza, Manager, SM Rosales, Philippines

Mr. Don Gonzales De Vera, Architect, Globalink Property Innovations Inc., Philippines

Ms. Tara Katherine Jalandoni Yap, New Reporter, Manila Bulletin, Philippines

Ms. Carmen Reyes Zubiaga, Acting Executive Director, National Council on Disability Affairs, Philippines

Mr. Sakorn Aimsomboon, Vice Chairperson, Rayong Disabled's Agricultural Product Trade Association, Thailand

Ms. Nitiwadee Arunanurak, Agricultural Extensionist, Professional Level, Bureau of Farmer Development, Ministry of Agriculture and Cooperatives, Thailand

Mr. Supree Baosingsauy, Assistant Vice President, Charoen Pokphand Foods Public Company Limited, Thailand

Mr. Witthayut Bunnag, Lecturer, Suan Dusit Rajhabat University, Thailand

Mr. Monthian Buntan, Member of Senate of Thailand / APCD Executive Board Member, Asia-Pacific Development Center on Disability, Thailand

Mr. Nawanon Chantapasarn, Head of Dairy Academic Section, Marketing Department, Dairy Farming Promotion Organization, Ministry of Agriculture and Cooperatives, Thailand

Ms. Roberta Clarke, Regional Director, UN Women ROAP and Representative in Thailand, UN Women, Thailand

Mr. Phayu Kaewkoon, Agricultural Extensionist, Professional Level, Office of the Secretariat of Community Enterprise Development Board, Ministry of Agriculture and Cooperatives, Thailand

Mr. Paradon Koomsup, Director, Phayathai Independent Living Center, Thailand

Mr. Cherawat Laowang, Farm Owner, Suan Nam Rin Farm, Thailand

Ms. Kirana Lamniam, Social Development Officer Professional Level, Bureau of Policy & Technical Support, Ministry of Social Development and Human Security, Thailand

Mr. Shun-ichi Murata, Deputy Executive Secretary, Economic and Social Commission for Asia and the Pacific (ESCAP), Thailand

Mr. Suchat Ovatwannasakul, President, Association for Persons with Intellectual Disability of Thailand (APIDT), Thailand

Mr. Suk Pilasaen, Farm Owner, Suk Chicken Farm, Thailand

Ms. Kularb Poonkit, Farm Owner, Kularb Farm, Thailand

Ms. Kwanruthai Savangsri, Manager, Phayathai Independent Living Center, Thailand

Mr. Taweekiat Sonput, Animal Husbandman, Charoen Pokphand Foods Public Company Limited, Thailand

Mr. Teerawat Sripathomsawat, Director, Nakhon-Pathom Independent Living Center, Thailand

Ms. Phacharin Sujaritwatansak, Leader, Dao Ruang Self-Advocacy Group for Persons with Intellectual Disability/United ID Mekhong Sub-Region Network, Thailand

Mr. Thamnoon Thongprapai, Head of Semen Production Section, Marketing Department, Dairy Farming Promotion Organization, Ministry of Agriculture and Cooperatives, Thailand

Mr. Sanae Thoobhom, Farm Owner, Sanae Chicken Farm, Thailand

Dr. Arayan Trangarn, Senior Vice President (Corporate Strategy), BETAGRO, Thailand

Mr. Woranun Woramontri, CSR Senior Specialist, Office of the President, BETAGRO, Thailand

Mr. Boonthan T. Verawongse, Director, Peace and Human Rights Resource Center, Thailand

Mr. Thatchai Viravaidya, Project Manager, "Dare to Dream" Television Program, Thailand

Ms. Le Van Anh, Officer of Department of Crop Production, Ministry of Agriculture and Rural Development (MARD), Vietnam

Mr. Tran Quang Chieu, Senior Officer of International Cooperation Unit, Department of Crop Production (DCP), Ministry of Agriculture and Rural Development (MARD), Vietnam

Ms. Ha Thi Minh Duc, Director, ASEAN Cooperation Division, International Cooperation Department, Ministry of Labour, Invalids and Social Affairs, Vietnam

Ms. Tu Manh Ky, Secretary to the Director, Disability Resource & Development (DRD), Vietnam

Mr. Tran Viet Linh, Director, Cong Ty TNHH Dana Tre (Bamboo Dana Ltd.) Career Center, Business Production, Vietnam

Ms. Nguyen Thi Kim Oanh, Farm Owner, Oanh Pig Farm, Vietnam

Mr. Nguyen Khac Quy, Cooperative Member, Phu Hoa Cooperative, Vietnam

Ms. Dinh Thi Thuy, Vice Director, NCCD, Bureau for Social Protection, Ministry of Labour, Invalids and Social Affairs, Vietnam

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Mr. John Xandre Baliza, Sign Language Interpreter, Philippines

Ms. Rungrudee Sungphet, English/Thai Interpreter

Ms. Pattarisa Sasitrukula, English/Thai Interpreter

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Mr. Phinny Horng, PA for Mr. Hong Sokchea, Cambodia

Ms. Pav Meng, PA for Mr. Ya Bunly, Cambodia

Mr. Monchai Kijbamrung, PA for Mr. Wimol Kijbamrung, Lao PDR

Mr. Angel Bermillo, PA for Mr. Don De Vera, Philippines

Ms. Lina Lynn Santos Simon, PA for Ms. Carmen Reyes Zubiaga, Philippines

Mr. Prakrit Chamnansree, PA for Mr. Paradon Koomsup, Thailand

Mr. Dejdumrong Jitjumnong, PA for Mr. Sanae Thoobhom, Thailand

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Ms. Duong Thi Thu Lan, PA for Mr. Tran Viet Linh, Vietnam

Ms. Tran Bao Ngoc, PA for Ms. Nguyen Thi Kin Oanh, Vietnam

Mr. Le Huu Thuong, PA for Mr. Nguyen Khac Quy, Vietnam



Group Photo by All Participants

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Mr. Ingill Ra, Partnership and Resource Mobilization Specialist

Ms. Yoshimi Onishi, Junior Professional Officer (Gender, Equality and Rural Employment)

The Nippon Foundation

Mr. Shuichi Ohno, Executive Director, International Cooperation Department

Mr. Toshiro Mado, Senior Manager

Presentations

DIB and the New Asian and Pacific Decade of PWDs, 2013-2022
 by Mr. Sture Patrik Andersson
 Chief, Social Integration Section, Social Development Division, UNESCAP


Regional Workshop on Disability-Inclusive Agribusiness Development

Disability-Inclusive Business and the New Asian and Pacific Decade of Persons with Disabilities, 2013-2022

United Nations Conference Centre


Patrik Andersson
 Chief, Social Integration Section, Development Division, ESCAP

Bangkok, 21-22 February 2013




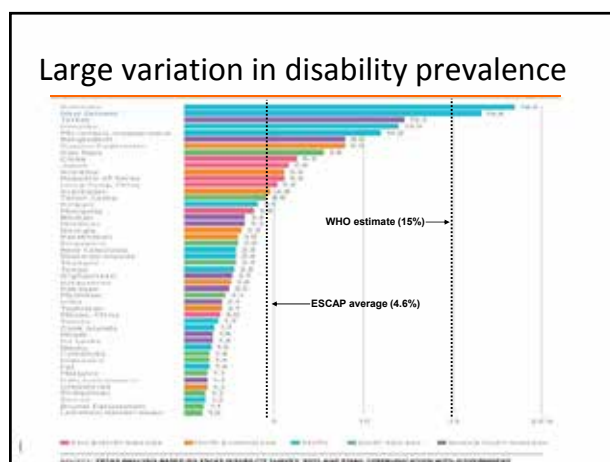
Content

1. Statistical overview
2. The Incheon Strategy
3. Disability Inclusive Business




Statistical Overview

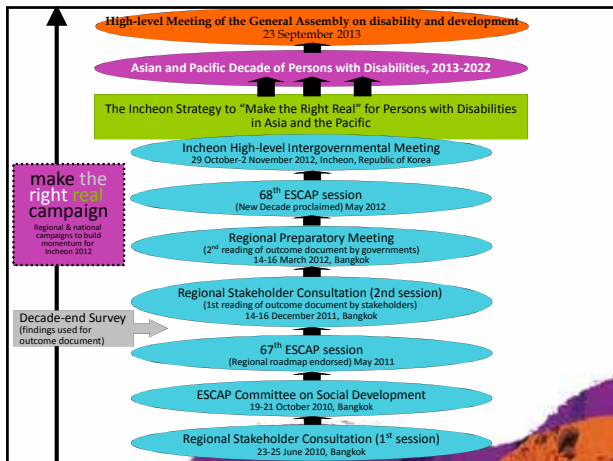
- Lack of common definition of disability
- Lack of reliable data collection methods
- Disability prevalence ranges from 1% to 18.5%
- World Report on Disability estimates a 15% disability prevalence

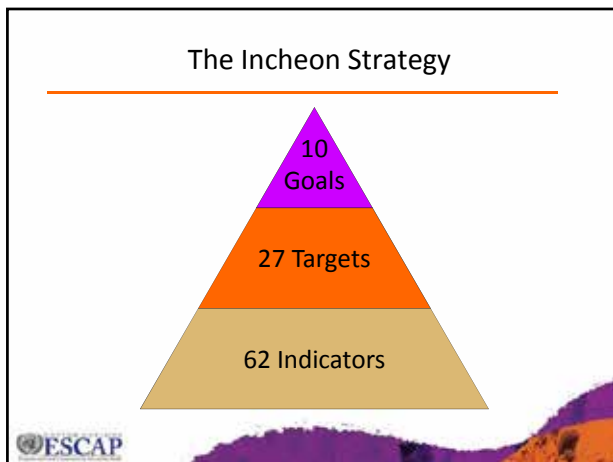
A key challenge

- Limitations in statistical data quality impede evidenced-based policies & programmes
- Persons with disabilities tend to be unseen, unheard & uncounted
- Progress is difficult to track



- ### Key outcomes of the Incheon High-level Meeting
- Launched a new Asian and Pacific Decade of Persons with Disabilities, 2013-2022
 - Adopted the Incheon Strategy to:
 - ✓ Guide the implementation of the new Decade
 - ✓ Accelerate CRPD ratification & implementation
 - ✓ Serve as Asia-Pacific's regional input to the G.A. High-level Meeting on Disability



- ### The Incheon Goals
- Goal 1: Reduce poverty & enhance work & employment prospects
 - Goal 2: Promote participation in political processes & in decision-making
 - Goal 3: Enhance access to the physical environment, public transportation, knowledge, information & communication
 - Goal 4: Strengthen social protection
 - Goal 5: Expand early intervention & education of children with disabilities
 - Goal 6: Ensure gender equality & women's empowerment
 - Goal 7: Ensure disability-inclusive disaster risk reduction & management
 - Goal 8: Improve the reliability & comparability of disability data
 - Goal 9: Accelerate the ratification & implementation of the Convention on the Rights of Persons with Disabilities & the harmonization of national legislation with the Convention
 - Goal 10: Advance subregional, regional & interregional cooperation

- ### Goal 1
- Goal 1: Reduce poverty and enhance work and employment prospects**
- Targets**
- Target 1.A: Eliminate extreme poverty among persons with disabilities
 - Target 1.B: Increase work and employment for persons of working age with disabilities who can and want to work
 - Target 1.C: Increase the participation of persons with disabilities in vocational training and other employment-support programmes funded by governments
- Core indicators**
- 1.1 Proportion of persons with disabilities living below the US\$ 1.25 (PPP) per day international poverty line, as updated by the World Bank and compared to the overall population
 - 1.2 Ratio of persons with disabilities in employment to the general population in employment
 - 1.3 Proportion of persons with disabilities who participate in government-funded vocational training and other employment-support programmes as a proportion of all people trained
- Supplementary indicators**
- 1.4 Proportion of persons with disabilities living below the national poverty line

- ### ESCAP-Sasakawa Asia-Pacific Disability Inclusive Business Award
- Developed in partnership between ESCAP, the Nippon Foundation and APCD
 - In Asia and the Pacific, there are 650 million persons with disabilities, a market twice the size of the euro zone

The Disability Inclusive Business model



ESCAP

The Award

- Public recognition of businesses demonstrating disability-inclusive business operations
- Raise awareness of the opportunities of disability-inclusive business operations
- Award winners selected by an international Jury

ESCAP

Get Counted to Count!

**make the
right real**

ESCAP




*Over 120 Representatives of
Government, Business and
Civil Society Organizations*

Incorporating Disability Issues in Agriculture and Food Security Intervention: by Dr. Charida Pukahuta, Assistant Professor, Ubon Ratchathani University

Regional Workshop on Disability-Inclusive Agribusiness Development 21-22 Feb 2013
Mushroom Cultivation

The Experience of FAO Mushroom Training for Disabled People in Ubon Ratchathani



Satit Thaitatgoon,
Arunyik Mushroom Center
Charida Pukahuta,
Ubon Ratchathani University

Regional Workshop on Disability-Inclusive Agribusiness Development 21-22 Feb 2013
Mushroom Cultivation

Introduction

1999 Project was initiated
 FAO/Thai government
 Northeast Vocational Rehabilitation Center, Ubon Ratchathani Province
 2003 Post project review/report
 Ms Hanko & Mr Mongkol
 Privately follow-up of some trainees
 Mr Satit, Mr Prasert, Charida
 2013 Regional Workshop

Regional Workshop on Disability-Inclusive Agribusiness Development 21-22 Feb 2013
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Objective

- To share the experience of FAO mushroom training for disabled people
 - Building skills and technical capacity
 - Initiation of their own mushroom farms
 - Support for sustainable mushroom cultivation

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How the project was started....

- Preparation of
 - Program (3 parts)
 - Trainee
 - Trainer
 - Course and manual
 - Mushrooming facilities
 - Mushroom fruiting house
 - Raw materials etc



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Training program part 1

Rehabilitation of mind, spirit and body

Trainee learn to become confident and self reliant by convincing oneself that one can do = mind

Trainee learn to accept oneself for who one is, how one is, see and accept the differences = spirit

The inner strength then gives the body the power and the capability of learning to do new things



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Mushroom Cultivation

Training program part 2

Mushroom cultivation

- mushrooms and properties
- mushroom tissue culture
- mushroom production techniques for cultivation
- packaging
- processing
- waste management
- troubleshooting

Mushroom Cultivation: skills & techniques

- Species of cultivatable mushroom
- Preparation of mushroom spawn
- Preparation/sterilization of culture medium
- Preparation/Pasteurization of substrate
- Aseptic/Inoculation technique *
- Incubation/fruiting
- Sanitation/hygiene
- Harvesting

Appropriate facility



Edible & cultivatable mushroom



Wild *L.squarrosulus* Mont.



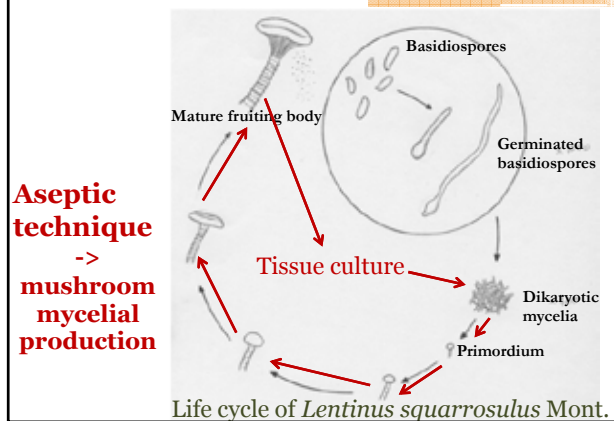
Cultivated *L.squarrosulus* Mont.



Cultivated *L.polychrous* Lev.



Cultivated oyster, *Pleurotus* sp.



Mushroom cultivation in sawdust



Mycelia in seed culture



Mycelial/spawn run



Open the bag



Mycelia fully grown

Training program part 3.

Enterprise development

- how to set-up
- how to enterprise
- how to make it profitable
- marketing
- basic bookkeeping

Group 1 After training



Initiation of own mushroom farms (post project review/report, 2003)

group	Total trainees (individual)	visited	cultivation
1	28	18	14
2	21	10	8
3	20	10	7
4	13	7	2
5	10	5	4
6	11	6	1
7	9	4	2
8	11	6	3
sum	123	66	41

Conclusion

- Key factors for continuous success
 - Qualitatively selection [trainee & trainer]
 - Moral and ethic [staff]
 - Target to develop mind & spirit [trainee]
 - Trainer = genuine mushroom farmer
 - Privately forward expenses [staff]
 - Evaluation & monitoring after training
 - Cooperation of involving sectors

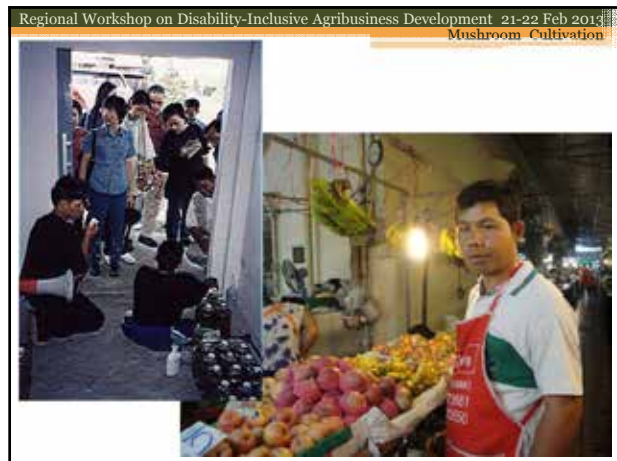
Conclusion (2)

- Support for this kind of project
 - Strongly recognize and action -> Gov. Not only disables but also other minor..
 - Associate public policy/support in action/evaluation & monitoring in each level -> to strengthen inner power (mind/spirit)
 - Cooperative Social Responsibility of business sectors

Conclusion (3) Ubon case

- Support for sustainable mushroom cultivation (follow-up of some trainees)
 - Technical knowledge
 - Moral support/network/annual meeting
 - Mushroom pure culture
 - Some facility





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Mushroom Cultivation

References

Disabled people :- Oradee, Darat, Pramuan, Jongjai, Saeng, Sawaeng and their families
 Johanne Hanko, FAO Technical Consultant and Mongkhol Chantrabumrourng, Dept Social Development and Welfare, Min. Social Development and Human Security. October 2003. Post Project Review of TCP/THA/8821 "Mushroom Training for Disabled People" Joint FAO/Government of Thailand
 FAO. 1999. Mushroom Cultivation Manual for Disabled People



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Mushroom Cultivation

Q & A

- How can continuous improvement of the group & their kids be?
- What kind of support or suggestion for better life to disables in the case of Ubon?

Latest Trend and Key Findings in Disability-Inclusive Agribusiness

by Mr. Akiie Ninomiya,
Executive Director, Asia-Pacific Development Center for Disability

APCD

Latest Trend and Key Findings in Disability-Inclusive Agribusiness

Akiie Ninomiya
Executive Director
Asia-Pacific Development Center on Disability

APCD

Regional Implementation on Disability and Development

The diagram illustrates the regional implementation framework. At the center is the APCD logo. Surrounding it are three core focus areas: Information, Finance, and Human. To the left, a group of logos represents 'UN Agencies & Int. Organization' (including ESCAP, UN Women, UNICEF, etc.) and 'DPOs & NGOs & Donors' (including ADB, UN Women, etc.). To the right, logos represent 'Governments in Asia-Pacific (FPs)' (including Thailand, Philippines, etc.) and the 'Business Sector' (including DENSO, Toyota, etc.).

APCD

Asia-Pacific Region

- 1) **15%** of the total population is persons with disabilities in the world
- 2) **40%** of the total population is persons with disabilities and their family members in Asia and the Pacific
- 3) Background in Asia and the Pacific (**60%** of the world)
 - Rural / Agriculture
 - Family, community linkage

APCD

Emerging Business Trend

The diagram shows a transition from 'Environmental Issues / Concern' (represented by 'C-R', 'green BUSINESS', and a globe) to 'Disability Issues / Concern' (represented by a group of people silhouettes and a sign for 'Inclusive Business'). An arrow points from the environmental side to the disability side.

APCD

Roundtable Talks on Disability-Inclusive Business Sep 2011 - Aug 2012

A collage of various photos and documents from the roundtable talks, showing participants, presentations, and meeting materials. Logos for APCD and UN Women are visible at the bottom.

APCD

Definition: Disability-Inclusive Business

“Disability-Inclusive Business” is an enterprise that has a positive impact on disability-friendly environment, communication, attitude, policy and regulation.

It is an emerging business trend that strives to address disability, work and employment from the perspective of persons with disabilities as customers, employees, employers, and entrepreneurs. In general, an enterprise is described as a disability-inclusive business if it matches the following criteria:

- 1.It incorporates the principles of accessibility into each of its business aspects.
- 2.It offers disability-friendly products, communication and services that replace those which are non disability-friendly.
- 3.It has made a commitment to disability principles according to the United Nations Convention on the Rights of Persons with Disabilities in its business policies.

Unanimously adopted at the Inclusive Business Roundtable Talk on Rating System at the Asia-Pacific Development Center on Disability, Bangkok, Thailand, 1 February, 2012

Disability-Inclusive Business as the regional policy

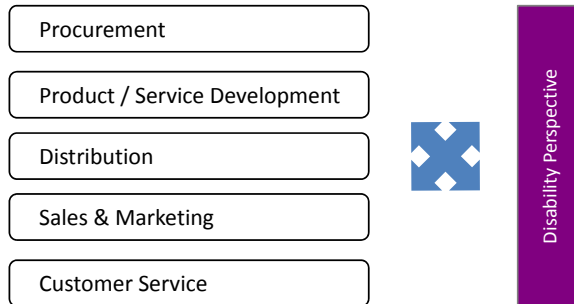


Incheon Strategy by ESCAP



ESCAP-SASAKAWA DIB Award

Value Chain and Disability Inclusive Business




Project Outline / Summary

1. Collaboration:

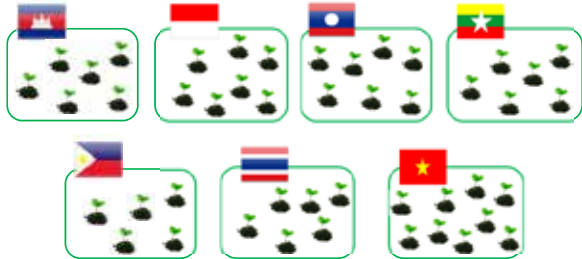
- 1) Food and Agriculture Organization (FAO) of the United Nations
- 2) Asia-Pacific Development Center on Disability (APCD)
- 3) The Nippon Foundation (TNF)

2. Activities:

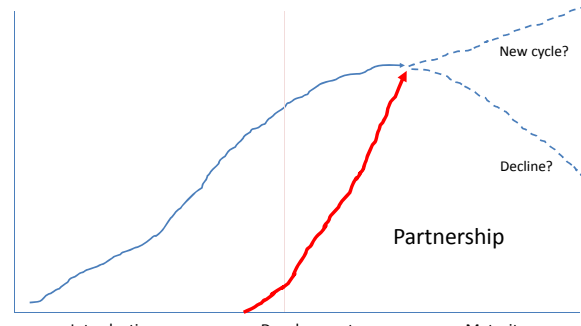
- 1) Identification of Disability-Inclusive Agribusiness in the selected countries (Cambodia, Indonesia, Lao PDR, Myanmar, Philippines, Thailand, Vietnam),
- 2) Documentation of Good Practices
- 3) Regional Workshop on Disability-Inclusive Agribusiness



Identified Disability-Inclusive Agribusiness Cases (45 active cases)

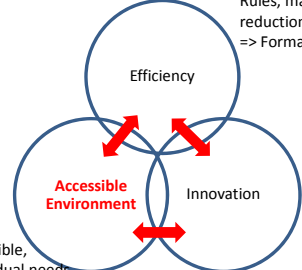


Key Findings: Challenges (1)
Understanding disability within the business context



Partnership

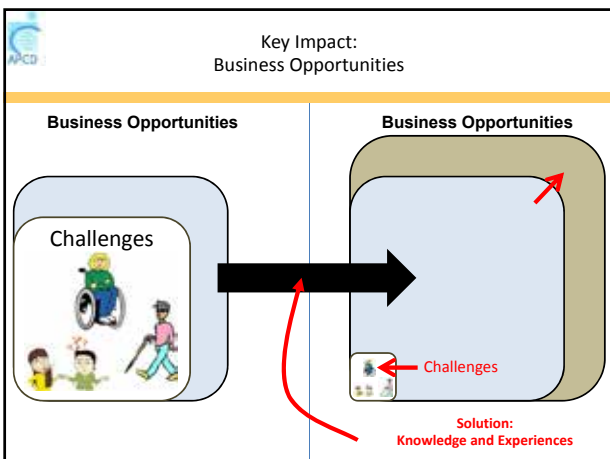
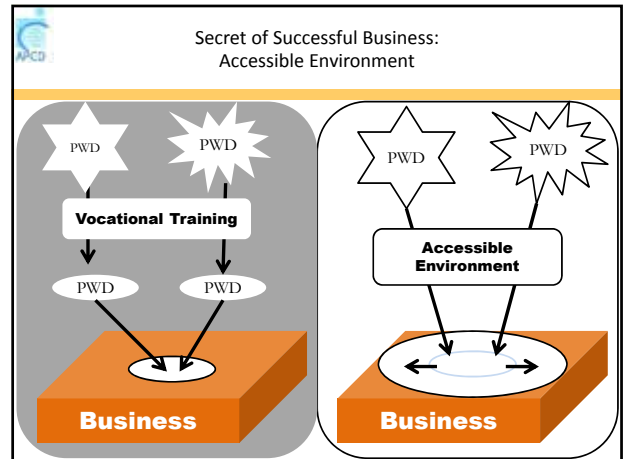
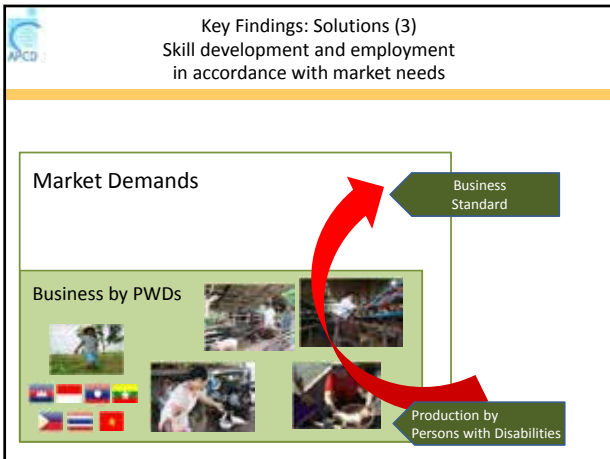
Key Findings: Challenges (2)
Synergy between efficiency, innovation and accessible environment



Rules, manuals, risk reduction, modeling => Formal documents

Usable and accessible, response to individual needs, not always easy to standardize => Compliments, kind words

New concept, new business ideas, uniqueness => Not always written



Thank you !!!

www.apcdfoundation.org

Cambodia: The Use of Permaculture

by Mr. Bunly Ya, Farm Owner, Bunly Fish Pond



Regional Workshop on Disability-Inclusive Agribusiness Development

Challenges and Solutions on Disability-Inclusive Agribusiness Permaculture


UNCC, Bangkok, Thailand
Thursday 21st – 22nd February 2013

Inclusive communities - everyone matters 

Introduction

Presenter: Mr. Ya Bunly
Married with 4 children
Eldest Son – 32 years Youngest son – 24 years
(3 sons and 1 daughter)
Currently living in Bati district, Takeo province
Kingdom of Cambodia




Permaculture

1. How my farm getting started...

- In 1990, I had accident at my relative's home and my eyes were damaged and became blind
- In 1993, I left my parents to my new small thatched home and received 5 chickens from my parents
- In 2005, I borrowed KHR 519,234 (USD130) from a relative to start a fish farm with 350 m² of pond located in front of my house
- Types of fishes I raised: carp, catfish and tilapia
- These fishes are the most profitable and easiest fish to farm in shallow waters, due to their tolerance of most water conditions, dietary behavior and rapid growth.



Permaculture


- They are popular with consumers and considered a delicacy to be enjoyed on feast days and major holidays
- Every year, I could sell all fish stocks to the local community in a seven day period before the Khmer Happy New Year (period in which the highest prices are paid)
- Profits for the business can be as high as KHR 2 million (USD500)
- Every year I spend about KHR 99,705 (USD25) to plough the fish pond to make it deeper and clean out all the waste products.






Permaculture

- The waste product is in turn used to make fertilizer for plants and vegetables.
- Initially, I drained my fish pond manually, but with the profits it enabled me to buy a pump at a cost of KHR 789,822 (USD 197) to help stabilize and improve my work.
- In 2008 I joined the Self Help Group (SHG) which was formed by CDMD <http://www.cdmdcambodia.org>
- From SHG, I could borrow money to raise chickens, build chicken house, buy some foddors and increase more income.







Permaculture

Key products I used in my farm

- Fish, cattle, chicken, ducks, pigs, turtles and vegetables
- Annual income collectively totaled from other products are approx. KHR 8,620,000 (USD2,155)

Products relations

- All resources are fully utilized to achieve greater productivity while using less input.
- Ex: The waste product is in turn used to make fertilizer for plants and vegetables (cow/pig/chicken shits are used to make foddors for fishes or bi-gas waste to be food for chickens etc.)

Permaculture

Benefits of linking and using all products

- By using different products, it helps me to ensure greater sustainability for the business by providing food, energy and the recycling of wastes.
- With these products, they made my family's economy better

2. Challenges


- To be vulnerable to looting if my family members are not around
- Often takes times when in need of help from family members
- Buying foddors from market are always expensive
- Blindness
- Limited capital






Permaculture

3. Solutions

- It's quite important to have the presence of any family members around with me
- When I need help from family members, I have to plan and discuss with my family and set the date (ex. Repairing chicken house etc.)
- I try to use the waste product from cattle, pigs, chickens or other plants from bio-gas or mix with foddors bought from market
- I always use walking stick to poke edible trees around that I used as landmark or keep turning radio as my compass.
- I always borrow money from my SHG when I need capital to expand my business.



Permaculture

Thanks for your attention




www.cdmdcambodia.org

Inclusive communities - everyone matters



Indonesia: Breeding and Raising Catfish Fingerlings

by Mr. Rukijan, Farm Owner, Rukijan Fish and Livestock Farm

"RUKIJAN FISH AND LIVESTOCK FARM"
 BANTUL DISTRICT
 YOGYAKARTA PROVINCE
 INDONESIA

1

BACKGROUND

My name Rukijan, I have a physical disability. Now I run family business. My main agribusiness is Catfish fingerlings.

Before I received training on catfish production from the Center for Improving Qualified Activity in Life of People with Disabilities (CIQAL), my main income source was selling chicks and hens to a wholesaler at a local market and at night me and my wife produce coconut palm bags, which are sold at local markets. I am also raising chickens and ducks.

2

MY OTHER JOB

3

I CHOOSE TO START CATFISH FARMING

- ❖ There is opportunity to received training on catfish production from the Center for Improving Qualified Activity in Life of People with Disabilities (CIQAL)
- ❖ I have a piece of land that allows it to run catfish farming
- ❖ I want to add my income

4

HOW I START CATFISH FARMING

1. I got a grant from CIQAL of US \$ 50 for working capital to purchase of seeds, feed and simple equipment, then I got additional loans from savings and loan groups of CIQAL US \$ 100 for additional working capital.
2. I set aside some of the profits that I got from selling chick and hens in the market to make a fish pond.
3. Partly the seeds that I got from CIQAL, I make it for the catfish parent and I also get the catfish parent from our instructors who are profesional in fish farming in Yogyakarta.
4. I start to run catfish farming especially on Catfish fingerlings

5

I DECIDE TO RAISE CATFISH FINGERLINGS INSTEAD OF FULL GROWN FISH

AT THE SAME TIME, IN 2 MONTHS, THE PROFIT THAT I GET FROM CATFISH FINGERLINGS IS BIGGER THAN FULL GROWN FISH

FROM CATFISH FINGERLINGS, I CAN GET PROFIT ABOUT 50%:
 This is because Of Catfish Fingerlings need lesser feed and selling price of catfish fingerlings are stable

FROM FULL GROWN FISH, I CAN GET PROFIT ABOUT 15%
 This is because full grown fish need more feed and there is unstabilize of the full grown fish selling price

6

HOW AND WHERE I SELL THE CATFISH

- The buyers are the fish trader that I know at a local market where I usually sell chicks and hens .
- The buyer come to my house to buy my catfish

7

CHALLENGES:

THE KEY CHALLENGES TO STARTING MY CATFISH FARM

1. Limitations of production equipment that I have
2. Limitation of working capital
3. Technological knowledge on catfish farm still low (Technological knowledge about how to handle: disease, the changing of season, the changing of temperature, and how to make sure the parents of catfish are productive)
4. Difficulty in obtaining availability of silk worm (that is needed for baby fish in 10 days)
5. High prices of pellet (fish feed)

8

HOW I HANDLE THE CHALLENGES

1. I'm saving and try to get small loan from CIQAL saving & loan group to buy simple production equipment
2. I frequently make sharing experience with my colleague.
3. I use local material as:
 - ❖ To use salt to handle the disease like fungus
 - ❖ To use boiled as egg yolk, to supplement the feed to replace silk worms that are not always available
 - ❖ I give food to the parent of catfish with frogs and snails, to make the parent of catfish more productive

9

Lao PDR: Experience of Accessing Bank Loans by Ms. Bang-On Wongpakdee, Farm Owner, Bang-On Farm


LAO PEOPLE'S DEMOCRATIC REPUBLIC
PEACE INDEPENDENCE DEMOCRACY UNITY PROSPERITY



LAO PDR

Company Profile

Laos Country Profile




Lao PDR is landlocked country, one of the poorest country in Asia and among the least developed countries of the planet.

1. Land Area: 236,800 sq. km;
2. Population: 6,993,767 (July 2010 est.);
3. Ethnic Groups: Lao 55%, Khmou 11%, Hmong 8%, other (over 100 minor ethnic groups) 26% (2005 census);
4. 17 provinces
5. 142 districts
6. Vientiane Capital
7. Currency Kip
8. Languages: Lao (official), French, English, and various ethnic languages
9. Exchange rate 1 USD/7,980 kip

Source from: MCBR (The microfinance Capacity and Research Project NERI (The National Economic Research Institute) 2005


Laos Country Profile cont.



10. Religions: Buddhist 67%, Christian 1.5%, other and unspecified 31.5% (2005 census)
11. Literacy: 90.9% (2000 census);
12. Literacy: 73% (2005 est.);
13. Urbanization: 31% (2008);
14. Population Living Below National Poverty Line: 27.6% (2005);
15. Access to Improved Water Sources: 57% (2009);
15. Access to Improved Sanitation Facilities: 53% (2009)

Source from: MCBR (The microfinance Capacity and Research Project NERI (The National Economic Research Institute) 2005


Laos Country Profile cont.



16. Only 21% of have access to formal financial service;
17. 33% depend on the informal or semi-formal financial service;
18. And 46% of population do not have no access to formal or semi-formal financial service

Source from: MCBR (The microfinance Capacity and Research Project NERI (The National Economic Research Institute) 2005

Preliminary estimation from the population census 2005



- Total number of disable person 79,093, or 1.4% of the total population;
- Among of them "Arm/leg handicapped"
- Find more detail of Type of disability:

Type of disability	Count	Percentage
Arm/leg handicapped	30,049	39%
Deaf/mute	22,405	28%
Other	8,128	10%
Multiple handicapped	5,773	7%
Visually handicapped	12,740	16%

Preliminary estimation from the population census 2005

First armless pilot to join teams in Ethiopia this April



Handicap International will host Jessica Cox—the first Person without arms to obtain a pilot's License—in Ethiopia in April 2013

Introduction

- EMI at a glance
- Access to bank loan
- Challenges
- Solutions

EMI at a glance

Description	12/2010	12/2011	12/2012
Savings			
Account	4,709	7,191	10,596
Amount (Billion LAK)	5.7	11	19.2
Loans			
Active borrowers	2,942	3,571	3,997
Loan Outstanding (Billion LAK)	5.5	9.0	16.9
Financial			
Total Assets (Billion LAK)	8.2	14.0	23.0
Total Liabilities (Billion LAK)	7.0	12.0	20.9
Total Equity (Billion LAK)	1.2	2.0	2.1
(OSS)	120%	111%	112%

Access to bank loan

- **How did you get your first loan from EMI?**
 - Get information from existing clients of EMI
 - Direct contact with EMI's Account Officer(AO)
 - Show EMI creditability And **willingness**
 - Set up a clear plan for using to IGA
 - Explain clear what I've been doing



Access to bank loan(cont.)

- **How have you managed to pay back the bank loan?**
 - Invest fund to the purposed business to generate daily income
 - Savings from small amount as EMI's Account Officer suggestion
 - Make daily record keeping
 - Follow up the repayment schedule



Challenges

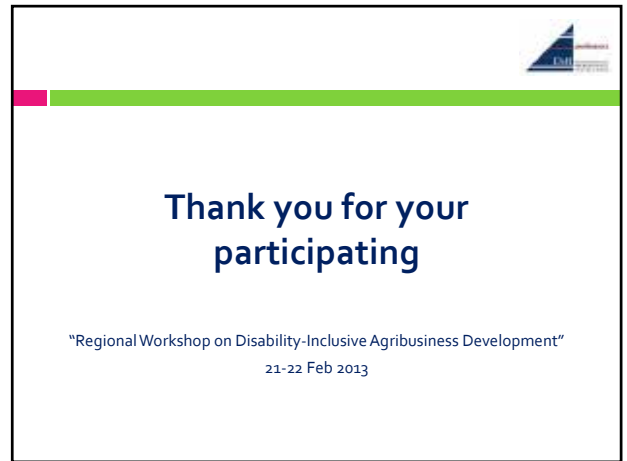
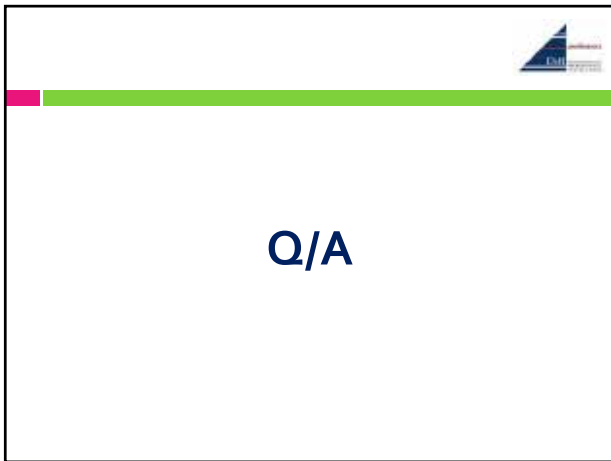
- **What are the challenges to successfully acquiring a bank loan?**
 - A shame because of family is poor
 - Physical Impairment
 - Health issue
 - Capability to pay back the loan
 - Collateral issue
 - others



Solutions

- **How did you handle the challenges?**
 - Respect to the bank's policies and procedures
 - Concentrate to the business
 - Self-rely
 - Believe





Discussion about Challenges and Solutions on Disability-Inclusive Agribusiness

Myanmar: Expanding the Egg Market

by Mr. Than Oo, Farm Owner, Ko Than Oo Chicken Farm

**Disability-Inclusive Agribusiness
Myanmar**




Mr. Than Oo

My Self

Name Mr. Than Oo
Disability Accident
Age 42 years

Main Business
 ★ agricultural production
 ★ Livestock (chicken)

About My Chicken Firm

Why I choose my chicken firm?

- Before accident I have experience and knowledge about this..
- Really Interested and have confidence to do this business.

How I start the chicken firm?

- Opened a grocery shop and saved profits for this business.
- I bought buy one acre of land with Pomelo and Rambutan, and then expanded into betel leaf production.
- Savings from these products and egg-laying chickens.
- Base on my tacit knowledge I create barrier free chicken shelter and firm.

How I expend my eggs market?

- I provide door to door services fresh products to shops by my motor bike.

Prepare and go to eggs sales. (Photos)



challenges to starting the chicken farm

At the beginning time :

- My firm is very crowded with many wild plant.
- I can not invest large amount, so I can't hire charge for part time labor.
- I make my firm by my self.
- In rainy seasons I faced up huge difficulties for mobility, I had much take time for preparing.(for example: non disabled people can do within 5minutes, I have to do at least 30 minutes.
- To buy good quality betel sprout, I went to there and took 7hours by my old bicycle.
- Many people lookdown to me.





For my chicken firm :

- Firstly, based on my tacit knowledge I am thinking idea and discuss with carpenter for design chicken shelter..
- I can enter to my chicken shelter and feeding and cleaning the shelter by my wheel chair.
- Even though I create for wheelchair user, It is now very effective for hygiene and ventilation of chicken.



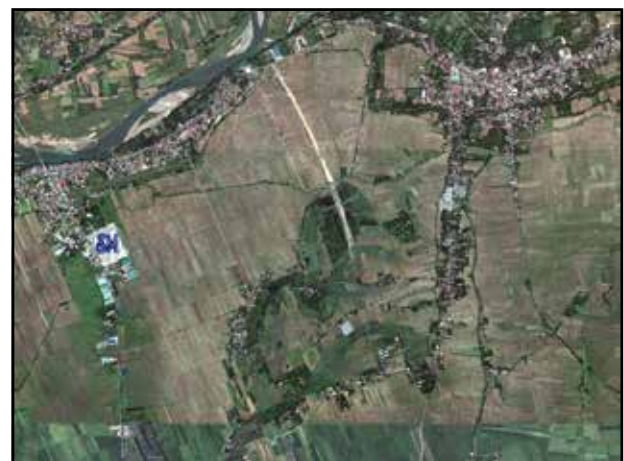
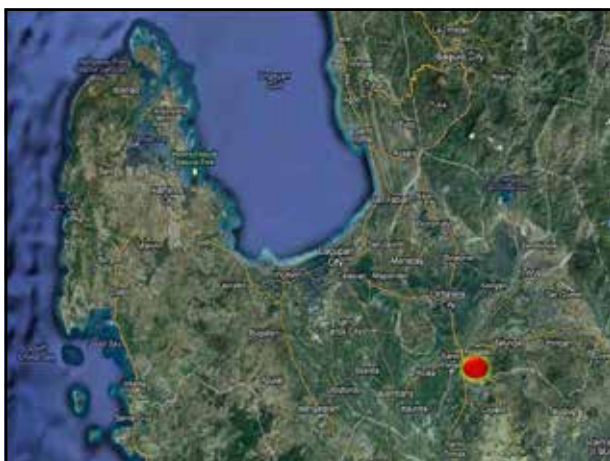
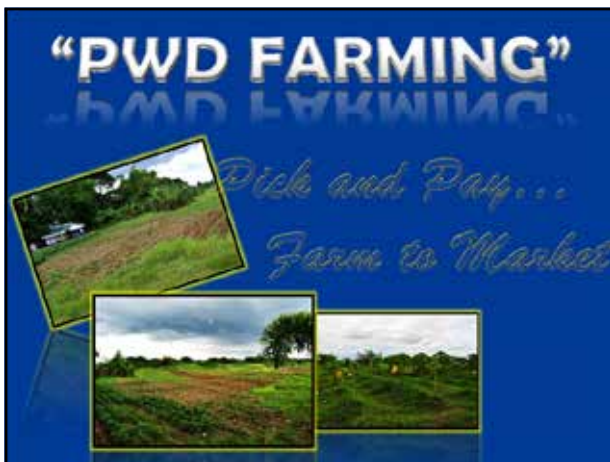

Solution of these challenges

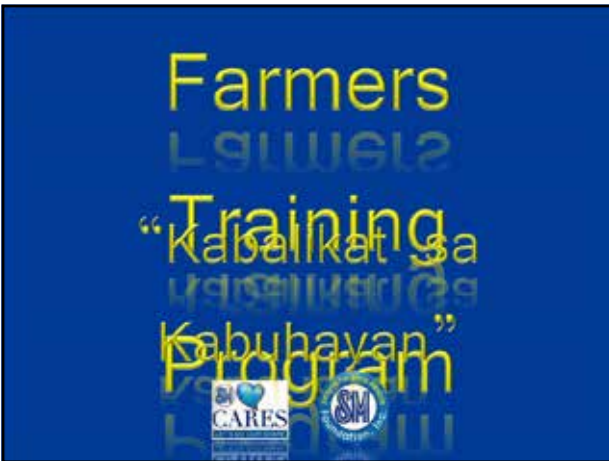
- I overcome many difficulties by my self.
- I changed my weakness to strength.
- In my business, base on my tacit knowledge I got many profits.
- After married, my wife also support and encourage to me.



Thank you for your attention

Philippines: Pick and Pay Garden
by Mr. Donald Aquino Carpio, Farmer, SM City Rosales Pick & Pay





Planning and Coordination...



Plant Preparations and Planting



Keeping the
Fruits Healthy...



Harvest Time...



These crops are produced from the farm managed by PWDs and their families




New Project Locations...







*Information Accessibility for
Participants with Hearing Impairment*

Thailand: Contract Farming
by Mr. Suk Pilasaen
Farm Owner, Suk Chicken Farm




BACKGROUND

- Introduction about myself
 - Worked for hire
 - Worked on some plantations
 - Collecting forest products
- Introduction about my chicken farm
 - Broiler chicken farm
 - 8,000 chicken
 - Production cycle 45-50 days
 - Started in 2001



WHY CHICKEN FARM?

- ✓ Possible to work at home
- ✓ Possible to handle farming by myself
- ✓ Possible to get support from family members
- ✓ Possible to get stable income



HOW DID I START THE CHICKEN FARM?

My friend introduced about Betagro chicken farm

↓

I contacted Betagro office in Lampang

↓


Betagro officer came for feasibility check

↓



HOW DID I GET THE INITIAL CAPITAL?

- Family saving
- Selling land (USD ≈20,000, ≈2.8 acres of land)
- Bank loan from Bank for Agriculture and Agricultural Cooperatives (State Enterprise) (USD ≈3,000, interest rate 14%/year)
- Credit from Betagro (USD ≈1,500)



WHAT IS THE BETAGRO CONTRACT FARMING?

- Price guarantee contract farming (High-risk, High-Return)
 - Initial investment by farmer
 - Technical support by Betagro
 - Price guarantee
- Criteria for contract farming
 - Initial capital
 - Capability
 - Availability of facilities
 - Support from family members



WHAT ARE THE KEY SUCCESSFUL FACTORS?

Key Success

- Return on investment: USD≈0.5 per chick (among top Betagro contract farmers)

Successful Factors

- Sanitary and temperature
- Technical support from Betagro



WHAT ARE THE KEY CHALLENGES IN BUSINESS CONTEXT?

Challenge:

To keep low chicken loss rate esp. during bird flu outbreak

Solution:

Technical support by Betagro



WHAT ARE THE KEY CHALLENGES IN DISABILITY CONTEXT?

Challenge:

- To handle all jobs by myself
- To carry heavy things with one hand

Solution:

- Hook to support
I can carry heavier things to increase productivity. (with material available in chicken farm)



Thailand: Contract Farming by Mr. Sanae Thoobhom Farm Owner, Sanae Chicken Farm



Background

- **Introduction about myself**
I tried to some crop plantations
but got damage by natural disaster.
- **Introduction about my farm**
In 2001: 10,000 egg chicken
In 2004: 20,000 egg chicken



Why chicken farm?

- Egg production cycle is long (≈ 14 months)
- Egg farming can be handled by myself
- Egg farming can generate a stable income



How did I start the chicken farm?



- My friend gave basic information about CP
- I went to CP office in Phetchabun
- CP officer came to inspect the potential

How did I get the initial capital?

- **Loan from Krungsriyuthaya Bank**
(a commercial bank)
US \$ $\approx 30,000$ with interest rate 7%/year and land as collateral)
- **Credit from CP**
US \$ $\approx 40,000$ for chick babies
- **Salary from CP**
US \$ ≈ 770 per month



What is the contract farming with CP?

- **Price guarantee contract farming**
 - Land and chicken shelter are provided by farmer
 - Chicken, feed and technical support by CP
 - Price guarantee for eggs
- **Criteria for contract farming**
 - Isolated land with facilities
e.g. electricity, water and road
 - Capital investment for
chicken shelter and biosecurity
 - Ability to work



What are the key successful factors?

Key Achievements:

Ability to pay back loans

- 1st Loan: USD ≈30,000 within 3 rounds of production (42 months)
- 2nd Loan: USD ≈50,000 within 2 rounds of production (28 months)

Ability to expand business

- Egg production was double within 3 rounds of production (42 months)

Key Successful Factors

- Biosecurity and temperature control
- Automatic feeding system
- Technical support from CP



What are the key challenges in business context?

Challenge:

To keep high productivity and biosecurity standard

Solution:

Technical support from CP officer (about once per week)



What are the key challenges in disability context?

Challenge:

Carrying heavy things e.g. chicken feed with one arm

Solution:

- Support from staff to carry heavy things
- Automatic feeding system (USD ≈10,000)
- Automatic egg collecting system (USD ≈10,000, in the future)



Vietnam: Cooperative Management

by Mr. Nguyen Khac Quy

Cooperative Member, Phu Hoa Cooperative

COOPERATIVE MANAGEMENT IN VIETNAM

Presented by Mr Nguyen Khac Quy, a member of Cooperate

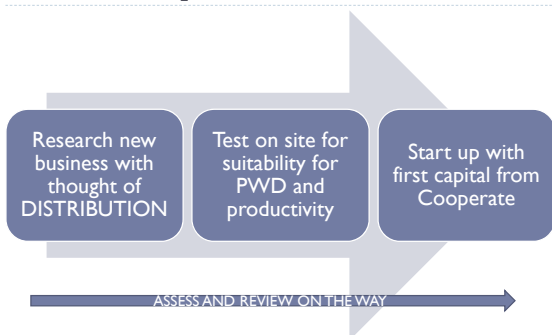
The only Cooperate in Vietnam for PWD

- ▶ Business in Cooperate: Sculpture art wood, beading, fix and renew bicycle, classify plastic bags and my business: breed pigeon

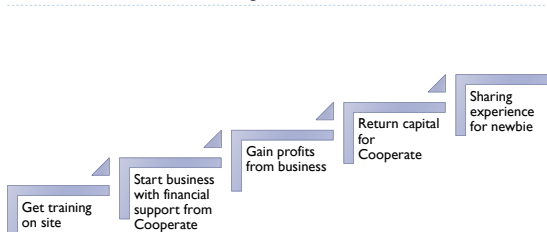


Classify plastic bags

How the Cooperate works



How I can have my own business



Phu Hoa Cooperate management

- ▶ Engage people without disabilities and also PWD's family
- ▶ Share profits by % of how much member contribute in Charter Capital (amount of money register business for Government)
- ▶ Have meeting to decide solution for business losses
- ▶ Normally 8h/day with self-discipline observation
- ▶ Around 1USD per 1h

How Cooperate members connect

- ▶ One big annual meeting to report one year achievement with presence of government authorities
- ▶ Contact by phones
- ▶ Meet frequently when there is chance
- ▶ The management board often visit on site to catch up with any issues happen

What make Cooperate strong

- ▶ 1. Passion, "Can do" attitude
- ▶ 2. Locate right people in right business
- ▶ 3. Identify this is business, not any kind of charity
- ▶ One big advantage is Phu Hoa Cooperate under Government so the DISTRIBUTION step is ensure.

My pigeon farm



My pigeon farm



Combined business



What will help us

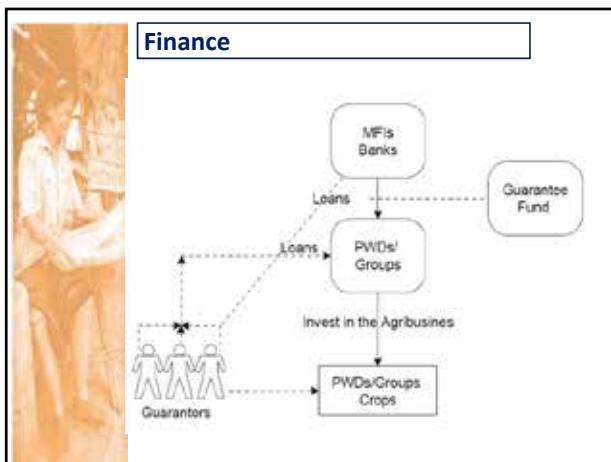
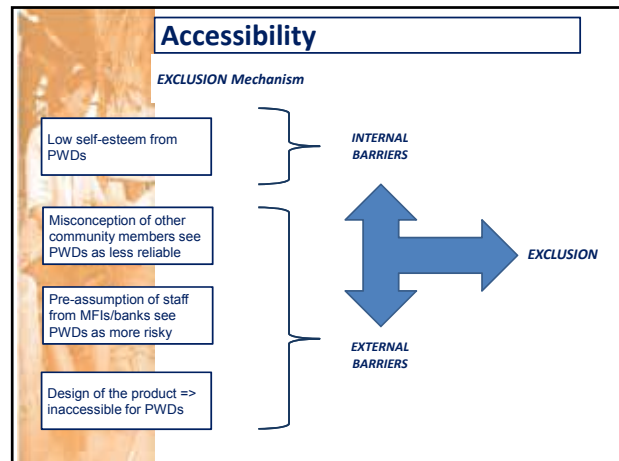
- ▶ Long term loans – up to 3 years or more
- ▶ A collective voice like Cooperate
- ▶ An effective and practical training on-site with step by step, but a training in house
- ▶ Capital to extend business so we can be more competitive



It is stable economic helps me to be confident!



Way Forward / Future Actions
by Mr. Chantha Mingboupha
 Deputy Director, Ekphatthana Microfinance Institution (Lao PDR)



Panel Discussion on Way Forward

Disability-Inclusive Agribusiness Case Studies

C A M B O D I A



BUNLY FISH FARM

Key Details

Business Entity: Family Business

Business Owner: Mr. Ya Bunly

Location: Takeo Province, Cambodia

Product: Fish, cattle, chicken, ducks, pigs, turtles, vegetables

Permaculture is applied in "Bunly Fish Farm". Sustainable ecological principles ensure that all activities are designed carefully to cooperate with natural ecosystems. All resources are fully utilized and it is possible to achieve greater productivity while using less input. By using permaculture, the farm will reap the benefits of a sustainable environment for generations to come.



Summary

Mr. Ya Bunly, the farm owner, had an accident in 1990 at his neighbor's house. He damaged his eyes, which led in him becoming blind. In 1993, he received five chickens from his parents. Then in 2005, he borrowed KHR 519,234 (USD 130) from a relative to start a fish farm with 350 m² of pond located in front of his house. Carp, catfish and tilapia are among the most profitable and easiest fish to farm in shallow waters due to their tolerance of most water conditions, dietary behavior and rapid growth. These fish are popular with consumers

and considered a delicacy to be enjoyed on feast days and major holidays in Cambodia. Every year, the business sells all of its fish stock to the local community in a seven day period before the Khmer New Year, as it is the period in which the highest prices are paid. Annual profits for the business can be as high as KHR 2 million (USD 500). Every year, Mr. Ya Bunly spends KHR 99,705 (USD 50) to plough the fish pond to make it deeper and to clean out all of the waste products. The waste product is in turn used to make fertilizer for plants and vegetables. Initially, the water in the fish pond was drained manually but recently profits have enabled the purchase of a pump at a cost of KHR 798,822 (USD 200) to help stabilize and improve on work practices. Mr. Ya Bunly uses landmarks, such as trees, within his working environment to enable him to negotiate the day to day running of the business. Choosing to focus on permaculture as an approach to farming ensures greater sustainability for the business by providing food, energy and the recycling of wastes.

Documented in partnership with the Cambodian Development Mission for Disability (CDMD)



DET CATTLE SHELTER

Key Details

Business Entity: Family Business

Farm Owner: Ms. Dong Det

Location: Bati District, Takeo Province, Cambodia

Product: Cattle

In 1997, the owner of the “Det Cattle Shelter”, Ms. Dong Det, bought one breeding cow with microfinance from the Cambodian Development Mission for Disability (CDMD). She returned the loan of KHR 403,487 (USD 100) within two years without having to pay interest. Recently she sold five animals to a wholesaler and kept four cows for breeding stock.

Summary

Ms. Dong Det is blind and works independently to look after her cattle using a stick and landmarks to navigate. Her children and the community help when she requires support. Her brother and local construction workers built a shelter for her cattle. She chose to raise cattle because she felt that her disability would not inhibit her ability to feed and care for them. Generally, she sells her cattle to the local villagers, but when she is in need of extra finances, she sells them through a wholesaler at market price. She takes the cattle to forage in the fields, and when they are heavily pregnant she



keeps them in the shelter and hand feeds them. By supplementing the feed of cows in calf with a substance of palm fruit mixed with rice, she has discovered they yield a higher milk content to feed their young. In the rainy season she is anxious about taking her cattle out to forage as she can't hear the land in the same way as when it is dry; for example, she can't hear snakes and other predators. Sometimes she has to buy food for her cattle or rely on her children for support. It takes one to three years before cattle are ready for market, with an adult animal selling for around KHR 1.2 million (USD 300) and a young animal for around KHR 806,975 (USD 200). In the last year she has bought another breeding cow with the intention of expanding her herd.

Documented in partnership with the CDMD



SAVATH CHICKEN FARM

Key Details

Business Entity: Family business

Farm Owner: Mr. Pon Savath

Location: Boribo District, Kampong Chhnang, Cambodia

Product: Chicken, buffalo, cattle

The “Savath Chicken Farm” currently has twenty chickens, four of which are breeding hens. The farm owner Mr. Pon Savath and his brother and sister have two cows and inherited three buffaloes from their father around ten years ago.

Summary

Mr. Pon Savath received a bullet wound, which resulted in his leg having to be amputated above the knee. Now he uses crutches to facilitate his work on the farm. Support from the Cambodian Trust of KHR 201,150 (USD 50) enabled him to buy the chickens and he also received KHR 80,460 (USD 20) from World Vision Cambodia to purchase wire mesh to build a chicken shelter. His sister sells between twenty to thirty chickens to a wholesaler five times a year. The annual net profit for the sales is around KHR 603,450 (USD 150). Mr. Pon Savath made the roof for the chicken shelter, and regularly prepares the food and feeds the chickens. By dividing the shelter to separate the large chickens from the smaller ones he has reduced fights, which can result in injuries. Dividing the animals by size has also makes it easier to manage the stock. Mr. Pon Savath takes the buffaloes to and from the fields and prevents them from eating the rice. Other responsibilities also include cleaning the cattle with rice straw, maintaining the shelter and using smoke to protect them from mosquitoes and insects. Not only does he use his crutch for mobility purposes, but it is also useful to help control the cows, buffaloes and chicken.



Documented in partnership with the Cambodia Trust



SOKCHEA PIG FARM

Key Details

Business Entity: Family Business

Business Owner: Mr. Hong Sokchea

Location: Bati District, Takeo Province, Cambodia

Product: Pigs

A Self-Help Group motivated Mr. Hong Sokchea to believe that he was capable of work. He started a pig farm with financial and technical support from the CDMD. "Sokchea Pig Farm" has expanded from two pigs to thirteen pigs in less than three years.



Summary

Mr. Hong Sokchea was a military officer who became physically disabled due to a landmine accident. After the accident, he was extremely disillusioned and he felt incapable of working. He received moral support from a local community Self-Help Group and started a business. The pig shelter was constructed with community support using local materials, making it an inexpensive operation to establish. Takeo Province is a suitable environment in which to raise pigs and there is a ready supply of water available throughout the year. Initially Mr. Hong Sokchea sold piglets to a

wholesaler, but he found it was not profitable. The business now focuses on selling live pigs for meat to wholesalers as the returns are much higher. Meat from the farm is popular with the customers and sales have increased by 50 percent in the last three years. Every four months, ten pigs are fattened to reach marketable weight and are sold for KHR 159,324 (USD 40) per pig. Mr. Hong Sokchea has seven children and one of his sons, Mr. Hangphany Sokchea, has Down Syndrome. Supervised by his father, Mr. Hangphany Sokchea helps to take care of the current stock of three sows and ten piglets.

The primary cost incurred by the business is for feed. Every five days it cost KHR 199,155 (USD 50) to feed the stock. The animals are fed commercial feed with the sows' diet being supplemented with rice bran, broken rice and kitchen waste. As a key figure in the local Self-Help Group and as a person with a successful business, Mr. Hong Sokchea has found that attitudes in the community have changed, and people are generally more accepting of people with disabilities being productive and successive workers and agribusiness owners.

Documented in partnership with the CDMD



SOTHONNICE VEGETABLE AND RICE FIELD

Key Details

Business Entity: Family business

Farm Owner: Mr. Nhem Sothonnice

Location: Takeo Province, Cambodia

Product: Rice, pumpkin, cucumber, watermelon, bamboo shoot

Almost half of "Sothonnice Vegetable and Rice Field" is devoted to rice cultivation while the rest of the land is used to raise crops such as watermelon, bamboo shoots, pumpkin and cucumber. The agribusiness produces sales of around KHR 403, 487 (USD 100) per month, with the net profit being 30 percent of sales. Recently, however, the price of vegetables and rice has dropped as a result of the market economy, which has been heavily affected by imported vegetables and rice from Vietnam.



Summary

The "Sothonnice Vegetable and Rice Field" is a typical rural agribusiness. The owner of the business, Mr. Nhem Sothonnice learnt about agricultural farming from his father, whom originally owned the land. Since 1983, Mr. Nhem Sothonnice and his family have been engaged in cultivating the land. Mr. Nhem Sothonnice, who is fifty-two years of age, has a physical disability. The victim of a land mine accident, his arm is paralyzed which makes it difficult for him to work in the paddy fields. In his village, the community connections are very strong and many of his customers are local. Currently, the Commune Disability Committee (CDC), which is a pilot initiative of the CDMD, is working to encourage customers for local businesses. Mr. Nhem Sothonnice is the head of a Self-Help Group in

the commune and helps fellow community members. There is also a wholesaler who buys much of the produce from the village.

Mr. Nhem Sothonnice recognizes where he is best suited in the business and works on the management of several products, while his wife deals with distribution and sales. As organic fertilizers are cost effective and environmentally friendly, he has started making them from waste products and using them on his farm. In Cambodia, the rainy season runs from June to November during which time the rice paddies are cultivated, whereas pumpkin and watermelon which require much less water are grown in the dry season. Mr. Nhem Sothonnice also utilizes the four wells he has on his property for irrigation.

Currently, “Sothonnice Vegetable and Rice Field” is not producing enough profits to sustain Mr. Nhem Sothonnice’s family and nor is he in position to expand the farm. As the owner, he is also uncertain about the farm’s future direction as there are some developers who wish to purchase his land for a favorable price.

Documented in partnership with the CDMD



SITHA PALM ROOF

Key Details

Business Entity: Family business

Business Owner: Mr. Ben Sitha

Location: Bati District, Takeo Province, Cambodia

Product: Palm roofing, cattle

“Sitha Palm Roof” business produces pieces of palm roofing, which are sold at the wholesale market in Kamdal province. On average, the owner Mr. Ben Sitha can make a thousand pieces of palm roofing within ten days, which he then sells for VND 520 thousand (USD 25).

Summary

Forty-three year old Mr. Sitha has problems with mobility due to polio. He used to work in the paddy fields and while he can still remove the rice, he is no longer physically capable of planting. Unemployed, he began to look for an occupation that would allow him to work from home. His wife taught him how to make palm roofing and in 1994, using money that she had saved from working in the paddy fields, they set up a small business. Mr. Sitha finds it difficult to stay in the same sitting position for extended periods of time, so working from home allows him greater flexibility to move around and adjust his working position. Due to his problems with mobility, his wife buys the raw products. Together they trim the palm leaves, soak them for three days and then allow them to dry in the open air for one day. Mr. Sitha sows the palm leaves into pieces of roofing. Every ten days, his wife hires a motorcycle to bring the roofing to Kamdal to sell. He makes a profit of VND 1.5 million (USD 360) per year, which is 10 percent of his sales.



As the vice president of a local Self-Help Group, he has taught ten other people from his village how to make palm roofing. However, Mr. Sitha’s biggest challenge is the trend for using modern manufactured materials and competition from imported roofs from Vietnam and China. These new products are beginning to flood the market, making it difficult for the business to make a profit or consider expanding.

Documented in partnership with the CDMD





RUKIJAN FISH AND LIVESTOCK FARM

Key Details

Business Entity: Family business

Business Owner - Mr. Rukijan

Location: Bantul District, Yogyakarta Province, Indonesia

Product: Catfish fingerlings, chickens, coconut palm bags

Catfish fingerlings are the main agribusiness of the “Rukijan Fish and Livestock Farm”. Mr. Rukijan, who has a physical disability, runs this family business. He also sells chicks and hens to a wholesaler at a local market and at night he and his wife produce coconut palm bags, which are sold at local markets.

Summary

Before Mr. Rukijan received training on catfish production from the Center for Improving Qualified Activity in Life of People with Disabilities (CIQAL), his main income source was selling chickens to a market wholesaler. Five times a month, he would travel to five different market places on their local “Market Day”. The markets open between 6am and 11am and he would sell more than 40 chickens per day, retaining 20 percent of the profits. The cost of making a shopping bag from coconut leaves is IDR 500 (USD 0.05) and the bags sell at market for IDR 5,000 (USD 0.5). Mr. Rukijan still sells chickens and bags on “Market Days”, but catfish fingerlings are his main source of income.



Mr. Rukijan undertook his training on how to raise catfish fingerlings in 2010. He received IDR 963,499 (USD 100) from CIQAL as the initial capital, and IDR 481,749 (USD 50) to purchase the fingerlings, feed and other materials. The fingerlings are breed in a two month cycle, and sold at market for around IDR 120 (USD 0.01) per fingerling. When the production is going well, a maximum of 50,000 catfish fingerlings can be sold per cycle at a cost of IDR 6 million (USD 623). The business has around fifty female catfish for breeding, which live for around four to five years.

One of the major challenges in the production of catfish fingerlings is to secure food for them. For the first ten days of production, Mr. Rukijan prefers to provide silk worm, which costs IDR 1.2 million (USD 120) in total. However, silk worms are not always available, particularly in the rainy season. After the initial ten days, Mr. Rukijan purchases fish food, which can cost up to IDR 1.6 million (USD 166). The cost of processed food sold by major agribusiness companies is IDR 16,000 (USD 16.60) per kg. To alleviate some of the costs of feeding the catfish fingerlings, the business is exploring the possibility of using local materials such as egg yolk, to supplement their feed.

Documented in partnership with the CIQAL



JULIANDIKA VEGATABLE FARM

Key Details

Business Entity: Family Business

Business Employee: Mr. I Gusti Ngurah Made Juliandika

Location: Tabanan, Bali, Indonesia

Product: Cabbage, cucumbers, tomatoes, snake beans, bamboo woven baskets

The "Juilandika Vegetable Farm" is a family business situated on .4 ha of land in the picturesque and fertile Kerambitan District, Tabanan in Bali. The harvest period is every forty days, and sales total around IDR 2.5 million (USD 257).

Summary

While the family has always lived in the area, they are contract farmers and have only recently moved to this plot of land. They sell the vegetables they grow to a wholesaler who also sells them the pesticides and fertilizers they use on the land. There are six children and the oldest boy, Mr. I Gusti Ngurah Made Juliandika, who everyone calls Juli, had a motorbike accident when he was eighteen. Now twenty-two years of age, he uses a prosthetic leg and is extremely agile and fast in his work. His wife's parents gave the family money to contract .2 ha of land which they rent yearly for IDR 1.3 million (USD 134). Caring for the crops is expensive with fertilizer costing around IDR 500,00 (USD 50) per harvest and pesticides around IDR 600,000 (USD 60). To pay for the rent of the land they split the sales with the land owner. Julie undertook computer training at YAKKUM Bali, but was unable to find employment, so he works on the vegetable farm. However, he finds making bamboo woven vegetable baskets a much faster and more profitable business. The baskets are used to carry the vegetables from the fields and to take them to market. They are in daily use and high demand, especially as the baskets are often destroyed by the end the day. Juli either collects the bamboo or buys it and he uses around 10m a day. He makes twenty baskets a day, seven days a week and each basket costs IDR 3,000 (USD .30). Per week, his sales for the baskets total around IDR 409,080 (USD 42) which supplements his income from the vegetable farm.



Documented in partnership with YAKKUM Bali and Inspirasia



TUGIYAT RICE FIELD

Key Details

Business Entity: Family business

Business Owner: Mr. Tugiyat

Location: Bantal District, Yogyakarta Province, Indonesia

Product: Rice

Mr. Tugiyat is a rice field farmer who has taken care of a rice field for forty years. The "Tugiyat Rice Field" is approximately 2 ha and Mr. Tugiyat harvests three seasons a year.

Summary

Through a relationship with the land owner, who is a neighbor and also the brother of the late Ex-President Suharto, Mr. Tugiyat works the land in exchange for 50 percent of each season's crop, which he gives to the land owner. In total, it costs around IDR 5.3 million (USD 550) for one rice production cycle. Mr. Tugiyat purchases around 10 kg of rice seed per season, at a cost of IDR 1.4 million (USD 150). He buys commercial fertilizers for IDR 1.2 million (USD 125), and spends around IDR 1 million (USD 100) per season on agricultural chemicals. Last season, he sold 375 kg of rice at the market and his profit was IDR 1.7 million (USD 180).



Mr. Tugiyat has had a deformed leg since he was three years old. This has affected his working style, which means he doesn't wear shoes when he is in the rice field. In the field, there are rocks and stones, as well as insects and other pests. Thus far, there is no clear solution to reducing the possibility of hurting his feet while he is working.

Documented in partnership with the CIQAL



I WAYAN MERTA CATTLE FARM

Key Details

Business Entity: Family Business

Owner: I Wayan Merta

Location: Tabanan, Bali, Indonesia

Product: Cattle, carving and weaving

Mr. I Wayan Merta learnt from his father how to raise cattle and currently has four cows, which he uses for breeding stock. He also supplements his income through carving and weaving.



Summary

Every morning Mr. I Wayan Merta arises at 4am and spends two hours working on traditional Balinese wood carving. At 6am he begins cutting elephant grass, which he has planted to feed his cattle. After he has feed and watered them, he returns home to again spend time working on his carving. His wife, who uses a crutch due to the effects of polio, cooks up the leaves of a local tree to further supplement the cattle's diet and Mr. I Wayan Merta again feeds and waters them in the evening. Each cow has one calf a year, which is sold at six-month of age at the local market. One calf sells for around IDR 2 million (USD 206) and Mr. I Wayan Merta and his younger brother split the money. Mr. I Wayan Merta is physically disabled from birth and although he is not able to stand, he completes all the tasks required to care for the cattle.

Mr. I Wayan Merta is thirty-five years of age and has primary school education. He learnt how to carve at a training course held at YAKKUM Bali and works on orders every day. Either a middleman or the family who is requesting the carving brings him the wood. The wood used is from the local Cempaka tree and he carves around two small pieces a day,

which he sells for around IDR 2000 (USD 0.20) each. Large, more intricate pieces sell for much higher prices. He has now been carving work around four years, and while he also tried weaving traditional baskets, he finds the carving faster and more profitable. The work is in high demand, but the market is highly competitive. Mr. I Wayan Merta has found carving to be a consistent supplement to the earnings of his cattle farm.

Documented in partnership with YAKKUM Bali and Inspirasia



UD PROTEINA

Key Details

Business Entity: Ud Proteina

Business Employee: Mr. I Nyoman Widastra

Location: Karangasem, Bali, Indonesia

Product: Chicken eggs

The “Ud Proteina” business is situated on 1 ha of land, stocks eleven thousand chickens and employs five people. Established in 2005, the business is expanding with another larger site on the island of Bali. The business farms the eggs, packs them and transports them. The eggs are then sold to local, inter district and inter province outlets.

Summary

Mr. I Nyoman Widastra is thirty-three years of age and has been working at “Ud Proteina” since it opened in 2005. He is responsible for the care of two out of eleven rows, totally around two thousand chickens. Responsibilities include cleaning, feeding, watering and collecting eggs. He lives locally and comes to the farm three times a day, seven days a week, and is very conscious that he is responsible for livestock. He collects twenty-five cartoons of thirty eggs from each strip every day. Mr. I Nyoman Widastra suffered polio when he was three months old. It left him physically disabled with lower back and leg problems. When he is tired he uses a pair of crutches, but otherwise he manages to do his job with extraordinary speed. Prior to working at “Ud Proteina”, he took on any piecemeal work he could find, including carving and weaving, but he never had anything permanent. The chicken farm was built close to where he lives and he used to visit the site regularly during its construction. He became familiar with the manager, who suggested he apply for work when the factory opened. The business considered it an advantage to have a local employee and felt proud to be employing a person with disabilities.



However, there is no special treatment in this business. Mr. I Nyoman Widastra is expected to complete his work just like everyone else. The stock is replaced every two years, but if a chicken dies his wage is docked accordingly. He earns around IDR 400,000 (USD 40) and the workers all help each other out if need be. As he is home by 3.30pm most days, he helps his wife, who also had polio, care for four breeding sows and piglets that she raises and sells for meat and breeding stock.

Documented in partnership with YAKKUM Bali and Inspirasia



FAJAR UKIR

Key Details

Business Entity: Fajar Ukir

Business Owner: Mr. Nyoman D. Fajar Sudara; Employees: Mr. I Ketut Suartana and Mr. Ida Bagus Singarsa

Location: Badung, Bali, Indonesia

Product: Traditional Balinese wood carvings

“Fajar Ukir” is a carving workshop that produces the intricate decorative wooden trims for which Balinese homes and temple pavilions are renowned. Local woods such as suar (samanea saman) and teak (tectona grandis) are used to create a range of carvings depicting indigenous and epic Hindu-Javanese stories from the Ramayana and Mahabhartta.



Summary

“Fajar Ukir” opened in 2004 and runs on consignment. Due to high demands, orders are placed two to three months in advance. Teak is the most popular wood and the decorative ceremonial trims for a Temple pavilion can cost around IDR 25 million (USD 2,560). Many businesses were forced to close after the Bali Bombing in October 2002 as tourists stopped visiting the Island. However, as the customers for “Fajar Ukir” are local Balinese, those living on other islands, and overseas, the business have continued to thrive.

There are twelve employees at “Fajar Ukir” and two of them are persons with disabilities. Both Mr. I Ketut Suartana and Mr. Ida Bagus Singarsa suffered from polio when they were young and both are now physically disabled. Mr. I Ketut Suartana had a brace fitted for his leg in 2001, which greatly enhanced his mobility. He can now drive a four wheeler bike, which has increased his ability to find employment. At YAKKUM Bali, he undertook a three month training course where he learnt traditional wood carving. He has now been working for four years and earns around IDR 1 million (USD100) in a good month. Mr. Ida Bagus Singarsa also had polio when he was young and now requires a brace on his leg. He was drawn to the work because he loves the artistic nature of carving. Carving is a suitable and rewarding occupation for both these men as they are able to sit as they work and there are no barriers to their participation in the workplace. This profitable workshop has a harmonious environment where school boys come of their own accord after class to practice their skills.

Documented in partnership with YAKKUM Bali and Inspirasia



MANDIRI CRAFT

Key Details

Business Entity: Non-Government Organization

Director: Mr. Tarjono Slamet

Location: Bantul District, Yogyakarta, Indonesia

Product: Handicrafts, furniture, toys

In April 2003, the Director Mr. Tarjono Slamet, together with five colleagues with physical disabilities launched "Mandiri Craft". By producing educational toys and products ordered by private schools, such as tables and chairs, the business provides job opportunities for persons with disabilities as both employees and suppliers.



Summary

"Mandiri Craft" was established with an initial investment of IDR 9.6 million (USD 1,000) of which Mr. Tarjono Slamet supplied 70 percent and his colleagues supplied the other 30 percent. The 2006 earthquake in Java devastated the business. "That was one turning point", said Mr. Tarjono Salamet. "But we didn't give up since difficult situations are what "Mandiri Craft" has always worked to overcome." In the same year, the Japanese Red Cross donated IDR 1 billion and 49 million (USD 400,000) to rebuild, refit and equip the craft workshops. The local government also agreed to provide the land on which the building is located for twenty years at minimal rent. Furthermore, the twenty year rental fee of IDR 14.5 million (USD 15,000) was supplied by the Malaysian Red Cross.

Currently, the business employs fifty-three staff. Forty-seven of them have physical disabilities, two are deaf and two have intellectual disabilities. Of the staff with physical disabilities, 50 percent became disabled due to injuries sustained during the earthquake. "Mandiri Craft" is located in the Bantul District where 90 percent of the staff also reside. Currently, there are eight staff members living in residential facilities at the business site. The different roles for the staff are: five administration roles (Director, Administrator, Marketing, Production, Public Relations); forty-six in production and distribution; and two staff members work as cleaners. In the business, quality control management has implemented working hours from 8am to 4 pm.

As there are around two hundred and fifty persons with disabilities in Bantul district, the business hopes to hire more staff. In 2012, the average salary for an employee was IDR 635,909 (USD 66) per month. With over seven thousand different products for sale, the net profit was IDR 819 million (USD 85,000), with 10 percent being paid in taxes to the government. The business thrives on local and international sales. The primary customers include a company in German and one in the United States and ten private schools, which purchase desks, chairs and toys. One of the business's strategies is to utilize social media as a marketing tool. Nowadays, it is easy, convenient and cost effective to connect with new customers and buyers through social media. In this regard, "Mandiri Craft" promotes public relations online.

BAJIANG FARM AND RESORT

Key Details

Business Entity: Family Business

Business Owner: Mr. Wimol Kijbamrung

Location: Champasak Province, Lao PDR

Product: Organic farm, restaurant and resort

“Bajiang Farm and Resort” has earned a reputation for its healthy organic food and rustic bungalows. The organic farm, resort and restaurant were developed on land next to the Tad Pha Suam Waterfall in Southern Lao PDR’s Bolaven Plateau. The bungalows and restaurant are made of driftwood to harmonize with the environment and a variety of natural and organic food and beverages are served in the restaurant. Approximate eighty-five people from thirteen different ethnic hill tribes live a harmonious and sustainable life within the resort.



Summary

The Government of Lao PDR invited Mr. Wimol Kijbumrung to promote tourism. He visited many places in Champasak province in 1996 and was most impressed by the beauty of the Pha Suam Waterfall. He spent two years mapping, planning and designing the resort and started the construction in 1999. Two hundred and eight ha of abandoned land were transformed to allow people to live closely with nature. Over twenty-five thousand indigenous trees were planted for the resort and restaurant. For seven years, Mr. Wimol Kijbamrung worked tirelessly and on the 5

December 2003, the organic farm, restaurant and resort were opened to the public. After the opening, however, tragedy struck, Mr. Wimol Kijbamrung contracted malaria and fell into an eight-day coma. He eventually recovered from the illness, but he lost his sight. Through the support of his staff, he continues to manage the resort and, as the landscape is imprinted in his memory, he navigates his way around the resort unaided.

Vegetables and fruits from Bajiang organic farm are supplied to the restaurant and natural materials from local forests are used throughout the restaurant and resort. The resort has fourteen bungalows decorated with vines and foliage, the bathrooms do not have roofs, but are shaded by trees. Of the eight-five people living and working at Bajiang farm and resort, seven are persons with disabilities. Ethnic villagers and persons with disabilities are both vulnerable communities. Working at Bajiang farm and resort is an opportunity for a better life for both groups. Lessons in local crafts and culture are offered for tourists, and employees work in all areas of the resort and are assigned tasks according to their abilities.

BAAN TAAN MEE CHAI HANDICRAFT

Key Details

Business Entity: Cooperative

Business Owner/Founder: Ms. Phengmany Phangphomkong

Location: Vientiane, Lao PDR

Product: Clothes, handicraft, furniture

“Baan Taan Mee Chai Handcraft” was established by Ms. Phengmany Phangphomkong, the leader and founder of a Self-Help-Group. The business produces modern clothes, silk cloth, artificial flowers, crafts and furniture. Products are sold to local markets; however, Ms. Phengmany Phangphomkong is currently in the process of negotiating sales to a local department store “Spring Mall” in Vientiane.



Summary

“Baan Taan Mee Chai Handcraft” was started with an initial investment of LAK 50 million (USD 6,285). Over the last three years, the business’s annual profit has been approximately LAK 12.8 million (USD 1,600), but it expects to increase profits once sales have been expanded. Ms. Phengmany Phangphomkong, who has a physical disability, is in charge of managing the business operation, strategies and expansion. There are ten employees who have a range of disabilities including physical disabilities and hearing impairment. The employees are responsible for a range of tasks in the production of clothes, handicrafts and furniture. There are six other employees who work on the marketing and international co-ordination of the business. Ms. Phengmany Phangphomkong approached the “Spring Mall” department store about stocking “Baan Taan Mee Chai Handcraft” products. The department store agreed to offer a space for the stock free of charge. Selling products at the department store will greatly help increase the volume of sales and develop a profile for the “Baan Taan Mee Chai Handcraft” brand. However, it also means that the business needs to expand its production to fulfill increasing demand.

One of the advantages of the business is that employees with disabilities can work either at the business, situated in Vientiane, or from home. This working condition helps facilitate those who have difficulties with mobility. Employees are paid on the basis of the work they produce. If having products sold through the department store increases sales, the Self Help Group hopes to further expand its production by investing in better machines, computers and equipment to further increase the efficiency and output of the business. “Baan Taan Mee Chai Handcraft” has a logo of persons with disabilities, which is used as a sales strategy to leverage the business through labeling it as an inclusive enterprise. Customers often buy products produced by an inclusive business to demonstrate their belief in and support of such practices. Ultimately, however, customers buy “Baan Taan Mee Chai Handcraft” products because of their quality.

Documented in partnership with the Vientiane Capital Disabled People’s Association

GATE MEATBALL SHOP

Key Details

Business Entity: Family Business

Shop Owner: Ms. Gate Lawan

Location: Vientiane, Lao PDR

Product: Meat balls, beverages

The “Gate Meatball Shop” was established approximately two years ago with an initial investment of LAK 2 million (USD 250) loaned from Ekphattana Microfinance Institution (EMI). The business is strategically situated near the Pakpasak Technical College, where there is a steady stream of hungry customers.

Summary

The owner of the meatball shop, Ms. Gate Lawan makes a profit of LAK 100,000 (USD 13) per day; when sales are high, she can make up to LAK 200,000 (USD 16). Ms. Gate Lawan is thirty-nine years of age and has a physical disability, which restricts her movement. Her husband supports her in the business through buying the ingredients and stock she needs and driving her to and from the shop.



Ms. Gate fries the meatballs, sells beverages and manages the shop’s finances. The “Gate Meatball Shop” has two tables for up to ten customers. The local college ensures she has regular customers except for the month of August when the students are on holidays. Ms. Gate hopes to expand her business through buying larger quantities of stock at cheaper prices. Challenges facing Ms. Gate due to her physical disability are that she relies on her husband and community as she requires assistance when moving. However, this in no way affects her ability to run a successful shop as customers buy her meatballs because of their taste and quality.

Documented in partnership with the Ekphatthana Microfinance Institution (EMI)



SOMSAK PLANTATION

Key Details

Business Entity: Family Business

Business Owner: Mr. Somsak and Ms. Joy

Location: Pakchong, Champasak, Lao PDR

Product: Coffee beans

The “Somsak Plantation” is situated in the prime coffee growing region of the Champasak Province, Lao PDR. Mr. Somsak started his coffee plantation nineteen years ago. The plantation now covers seven ha, which he works with his wife Ms. Joy. The plantation makes a net profit of between LAK 70.5 and 80.5 million (USD 8,800-10,000) and frequently more when coffee prices are high.

Summary

Ms. Joy became an amputee after she was in an accident four years ago. While her husband is the main borrower, she is also a co-borrower from the Aceda Bank. Together they loaned LAK 20 million (USD 2,514) to cover the running costs of their plantation. The couple proved to be reliable customers and the bank again loaned them money the following year. The Aceda Bank independently assessed the couple's ability to pay back the loan. They did not perceive Ms. Joy's physical disability as an obstacle to the plantation generating profits. In fact, the Bank views them as good clients.



The coffee beans are sold to the Dao-Heuang Coffee Company, which was established in 1995 and is a subsidiary of the Dao-Heunag Group. Since 2004, Doa-Heuang Coffee has had the leading market share of coffee sales in Laos PDR. The fact that the couple is able to sell their product to this company is testimony to its quality. For Ms. Joy, mobility can be a challenge. Yet the greatest obstacle to the farm's success is environmental, specifically dust caused by a lack of rain that reduces the quality of the beans and causes low productivity.

Documented in partnership with the Aceda Bank



SEKGUEK FARM

Key Details

Business Entity: Family Business

Farm Owner: Mr. Sekquek Bupak

Location: Sekong Province, Lao PDR

Product: Goats

The "Sekquek Farm" has only been established for a year and its owner Mr. Sekquek Bupak has not yet begun to sell his livestock.



Summary

Mr. Sekquek Bupak started his farm with five goats, which were provided to him by the global confederate Care International. Mr. Sekquek is deaf and thus far has managed to take excellent care of his goats. He constructed a shelter for them, where he locks them safely in at night. During the day he lets them out to wander and forage for grass and other food.

Mr. Sekquek's disability has not posed any barriers to him being able to care for his goats. He must, however, keep a close watch on them as sometimes they wander onto a nearby road where they could easily be hit by a passing car. Mr. Sekquek Bupak hopes to make a good profit from breeding and selling his livestock.

Documented in partnership with Care International



BANG-ON PADDY FIELD

Key Details

Business Entity: Family Business

Business Owner: Ms. Bang-On Wongpakdee

Location: Vientiane Capital, Lao PDR

Product: Rice, chicken, duck, fish, Lao spaghetti

While the main income source of the “Bang-On Paddy Field” is rice, the farm has expanded to include fish for self-consumption and poultry for emergency cash. Ms. Bang-On Wongpakdee is a client of the Ekphatthana Microfinance Institution (EMI) and is considered a reliable customer.



Summary

Ms. Bang-On Wongpakdee started making fermented rice flour noodles in 1987, but lost her right arm in an accident during the fermenting production in 1998. Fermented rice flour noodle production is seasonal, with the demand highest during Buddhist Lent, which runs from August to October. In 2004, she rented 2.7 ha of paddy field near her house. The annual profit from rice sales is approximately LAK 8 million (USD 100). The rental fee is paid with seventeen sacks of rice husks, valued at LAK 2.55 million (USD 321).

In addition to rice, Ms. Bang-On Wongpakdee raises Nile Tilapia for self-consumption and to share with her neighbors and relatives. Chicken and ducks are raised and sold in emergency situations when cash is needed. Ms. Bang-On Wongpakdee applied for a loan from EMI of LAK 3 million (USD 377) under the “Farmers/Urban, Semi-urban and Rural Communities Scheme”. In general, clients of EMI’s microfinancing have to pay back loans at an interest rate of 4.5 percent per month and within one year. In order to motivate clients to make punctual payments, the EMI offers a special interest rate of 3.5 per month. Ms. Bang-On has been one of the EMI’s special clients since 2009.

Documented in partnership with the EMI



PHENGMANY PADDY FIELD AND FISH POND

Key Details

Business Entity: Family Business

Farm Owner: Ms. Phengmany Phangphomkong

Location: Vientiane, Lao PDR

Product: Fish, rice

Ms. Phengmany Phangphomkong, who is the founder and manager of “Baan Taan Mee Chai Handcraft”, is also the owner of “Phengmany Paddy Field and Fish Pond”. In 2007, she started cultivating rice and fish on her family’s land using environmental organic methods. The use of organic methods has seen a marked increase in the volume of the rice harvest, and profits from fish stocks are also increasing.

Summary

Approximately five years ago, Ms. Phengmany Phangphomkong began farming her family land, which required no initial financial investment. The fish pond covers approximately 1 ha of land, while rice is cultivated on .32 ha. Ms. Phengmany Phangphomkong applies organic farming methods in her fish raising and paddy field because it reduces costs, while also being a more sustainable and healthy practice. Waste products from the paddy field and the pig and poultry shelters are utilized as food for the fish pond and to fertilize the paddy field. Water from the fish pond is also used for the vegetable garden. Ms. Phengmany Phangphomkong has a physical disability, which affects her mobility. Driving enables her to commute between the fish pond and the paddy field. She uses a small sand bag under one of her feet, to enable her to better control the car’s brake and the acceleration. However, in the wet season when it becomes too muddy, she travels with other community members in a local farmer’s truck.

Ms. Phengmany Phangphomkong raises Nile tilapia, *Cyprinus carpio*, Pangasiidae and Mekong giant catfish. The fish are mainly used for self-consumption with around 80 kg per week being netted to feed her family and members of the “Baan Taan Mee Chai Handicraft” Self-Help-Group. Around four times a year, she also sells a variety of fish products such as dried, salted and prickled fish to a wholesaler. The annual profit for fish sales has increased yearly as market prices increase, with an average net profit of around LAK 8 million (USD 1,000).

Ms. Phengmany Phangphomkong takes care of fertilizing, weeding and selling the rice. She always cut a path in the grass to the paddy field, creating an accessible passage. She begins planting in May and harvests in December, selling the rice with its husks directly to a mill at the price of LAK 335,763 (USD 42) per 100 kg sack. The annual harvest of rice has increased since she began using organic fertilizer. Initially the farm produced forty-two sacks with sales of LAK 14.1 million (USD 1,764). Last year, the farm produced fifty-six sacks netting LAK 18.8 million (USD 2,352). In current markets, however, livestock is more profitable for the farm and Ms. Phengmany Phangphomkong has plans to expand her fish pond.



Documented in partnership with the Vientiane Capital Disabled People’s Association



KO THAN OO CHICKEN FARM

Key Details

Business Entity: Family Business

Farm Owner: Mr. Ko Than Oo

Location: Mon State, Myanmar

Product: Chicken eggs, betel leaf, rambutan, pomelo

Between 2011-2012 the “Ko Than Oo Farm” expanded and diversified its business by moving from traditional agricultural production of betel leaf, rambutan and pomelo to include a chicken farm. The “Ko Than Oo Farm” now sells nine hundred eggs per day, supplies six outlets and has more than doubled its profits.

Summary

The “Ko Than Oo Farm” is an innovative and creative business case, which has developed from a subsistence farm to become a reliable supplier of fresh products to retail outlets. Mr. Ko Than Oo, the owner of the farm, has drawn significantly on his experience and expert knowledge to resolve problems and difficulties he has faced while expanding the business. The “Ko Than Oo Farm” is situated in the Kyaikmaraw Township in the Mon State of Myanmar. Mr. Ko Than Oo is now forty-two years of age. When he was in secondary school, he



fell out of a rambutan tree and suffered nerve damage to his lower limbs. The accident left him physically disabled and on several occasions he became so disillusioned that he attempted to commit suicide. Ultimately his Buddhist faith encouraged him to overcome his difficulties.

Initially, Mr. Ko Than Oo opened a grocery shop in his local community. The profits he made enabled him to buy one acre of land at a cost of MMK 300,000 (USD 353). He began his agribusiness with pomelo and rambutan, but soon expanded into betel leaf production with an initial investment of MMK 50 (USD 59). Based on savings from the betel leaf production, he then invested MMK 1 million (USD 1,176) in egg-laying chickens.

When Mr. Ko Than Oo was a child, his parents raised chickens, as do many local community members; he therefore had first-hand knowledge on which to draw. He also took the initiative of participating in a week of free training provided by the Daw Mi Supplier Shop, from whom he bought his first thousand chicks. The shop is a supplier for the retailer, CP Livestock, which is situated in Bangkok and is one of the biggest agribusinesses in the Asia-Pacific region. The supply shop provided training on designing a chicken shelter, feeding and time management, and how to properly clean and maintain the shelter. Based on the success of the diversification of his operation and increasing profits, Mr. Ko Than Oo has now invested a further MMK 700,000 (USD 824) to buy another thousand chicks.

Documented in partnership with the Ministry of Social Welfare and Resettlement, Myanmar Independent Living Initiative (MILI)



THA KHO MAW FISH FARM

Key Details

Business Entity: Family Business

Farm Owners: Mr. Tha Kho Maw and his son Mr. U Saw Tha Kho (Manager)

Location: Ayeryarwaddy Region, Myanmar

Product: Rohu, catla, mrigal

The “Tha Kho Maw Fish Farm”, which was established seven years ago with 24 ha of ponds, is now more than double its original size, breeds its own fish stock, and employs fourteen staff. The manager and co-owner, Mr. U Saw Tha Kho has taken a two-tiered approach to fish stocks. His tacit knowledge and expertise have helped maximize profits, while also safeguarding the survival of the farm after Cyclone Nargis in 2008.

Summary



Mr. Tha Kho Maw started the “Tha Kho Maw Fish Farm” when he retired, but it is his son Mr. U Saw Tha Kho who has overseen its expansion. The fish farm now has 60 ha. of ponds and is stocked with a carp polyculture that has increased profits and produced a more sustainable enterprise. Fish is the primary source of protein for the Myanmar population. The farm is situated in the Ayeryarwaddy region, one of the country’s main areas for inland fresh water fisheries. When Mr. U Saw Tha Kho was eleven years of age his eyesight began to fail. He is now thirty years of age and has limited sight in his right eye and can

only detect variations in light with his left eye. Mr. U Saw Tha Kho’s parents encouraged him to become involved in the family business and, while his father still owns the business, he will inherit the farm. Initially Mr. U Saw Tha Kho found his visual impairment meant he was well suited to the isolation and quietness of the farm; now, however, he is considered an expert in fish farming.

While learning the business from his father and local community members, Mr. U Saw Tha Kho has also undertaken extensive self-education. With the support of his sister and friends who read aloud to him, he has accessed knowledge on fish farming from specialist books loaned from the Myanmar Fish Farmer Association and the Fishery Department of the Ministry of Agriculture in Yangon. Mr. U Saw Tha Kho has a keen memory and retains much of the information he hears. His management of the farm has earned him the respect of the staff due to his skill and judgment. A member of the Myanmar Fish Farmer Association for four years, he is now considered an authority in the field.

To sustain the family and staff, the fish farm also raises livestock including fifty chickens, one hundred ducks, eleven goats and six pigs. Fish that is not sold at market are pickled and used for self-consumption, but most are commercially sold. Mr. U Saw Tha Kho has created a sustainable polyculture within the pond by stocking three different types of carp. Around 50% of his fish stock is rohu, which has a high growth rate, is ready for market sale at twelve months, and has a high consumer preference. The rohu fry are surface feeders but as they grow they prefer deeper water. About 10% of the stock is catla, which also have a high growth rate and is ready for market at twelve months. Catla is a surface feeder and is also popular with consumers. The other 30% of the stock is mrigal; a bottom dwelling fish, which has a much slower growth rate and takes up to two to three years before it is ready for market. While market demand for mrigal is not as high as the other two types of carp, the fish is still popular with consumers. The final 10% is made up of wild Nile tilapia and catfish which naturally find their way into the ponds and are also sold at market. By introducing a carp polyculture to the ponds, Mr. U Saw Tha Kho has maximized the capacity of the ponds, diversified food requirements and improved water quality by creating a synergy of fish stock.

Documented in partnership with the MILI



KO PHO ZAW PIG FARM

Key Details

Business Entity: Family Business

Farm Owner: Mr. Ko Pho Zaw

Location: Yangon North Province, Myanmar

Product: Pig, chicken, jasmine

The “Ko Pho Zaw Pig Farm” raises both livestock and crops and has a net profit of MMK 460,000 (USD 540). In the last three years, sales have increased markedly due to improved productivity.



Summary

The owner, Mr. Ko Pho Zaw started farming livestock in 2009. Initially, he invested MMK 200,000 (USD 235) in the farm from money that his wife had saved while working in industry. He accessed microfinancing through the Centre for Disability in Development (CDD) receiving a house, 0.14 ha of land and a loan of MMK 100,000 (USD 117) at an interest rate of 3% to be paid back every five months. The “Ko Pho Zaw Pig Farm” livestock include a breeding sow and thirteen piglets, thirteen hens and two roosters, three ducks and eleven ducklings. The farm also has plantations of guava, jasmine, and horse tamarind. The owner of the farm, Mr. Ko Pho Zaw is thirty-three years of age and since 2008 has suffered from leprosy.

Initially Mr. Ko Pho Zaw raised pigs for meat, but he soon learned that breeding piglets greatly increased his profits. Now 70% of his profit comes from raising pigs and 10% comes from raising chickens. Jasmine and Eugenia flowers are in high demand by the Burmese people who use them in Buddhist offerings and for hotel flower arrangements. The demand and high profit led Mr. Ko Pho Zaw to plant one thousand and five hundred jasmine trees. He has increased his profit and further ensured the sustainability of his farm by using organic fertilizer made from beans and animal and food waste. The local community buys his products as well as a wholesaler who regularly visits his province. As a person with a physical disability, he is still able to complete all the necessary work on the farm. However, he finds he has difficulty in using his hands, as he has lost sensitivity to touch and temperature. Surprisingly, he has learned that his hands are improved by using them for massage, which for a fee he does for other community members. His access to full participation and community life has been enabled by change whereby people with disabilities, such as leprosy, are not isolated or stigmatized. The community buys his products and through his work in massage he has achieved attitudinal change.

Documented in partnership with the MILI



THEIN ZAW JASMINE FARM

Key Details

Business Entity: Family Business

Farm Owner: Mr. Thein Zaw

Location: Yangon North Province, Myanmar

Product: Guava, jasmine

Another causality of Cyclone Nargis, Mr. Thein Zaw lost his successful agribusiness. He owned plantations of betel leave, mango, guava and watermelon, which used to provide him with a profitable income.

Summary



In November 2010, Mr. Thein Zaw moved to the land where he is currently farming jasmine and guava. Microfinancing from The Centre for Disability in Development (CDD) provided him with land, a house and a loan of MMK 100,000 (USD 117) with 3% interest rate, to be paid back every five months.

Mr. Thein Zaw has a congenital birth defect of his left hand and foot, but he is still able to manage most of the activities necessary to run the farm. Since 2010, the “Thein Zaw Jasmine Farm” has produce a net profit of MMK 50,000 (USD 58) and this year profits have slightly increased.

Mr. Thein Zaw faces no attitudinal barriers within his community who buy his products because of the quality and price. Since the cyclone, Mr. Thein Zaw has become heavily involved with a Community Based Rehabilitation (CBR) program within his village, an area in which he hopes to continue to work.

Documented in partnership with the MILI



MYA LAY TUN GUAVA FARM

Key Details

Business Entity: Family Business

Farm Owner: Mr. Mya Lay Tun

Location: Yangon North Province, Myanmar

Product: Guava, mango, pig

Like many agribusinesses in the area, “The Mya Lay Tun Farm” was severely affected by Cyclone Nargis. The farm used to make an annual profit of MMK 250,000 (USD 294) from the sale of pigs and the same amount again from the sale of guava and vegetables. The livestock was lost in the flooding caused by the cyclone, and it is only in the last two years that the farm profits have begun to regenerate.

Summary

The owner of the farm, Mr. Mya Lay Tun lost his leg in a landmine accident when he was twenty-seven years old. He is now forty-six years old and uses an artificial leg. As with many other low income earners and unemployed, microfinancing enabled him to access financial support. From the Centre for Disability in Development (CDD) he received a house, .14 ha of land and a loan of MMK 100,000 (USD 117) at 3% interest rate, paid every five months. He bought piglets, feed and material to construct a pig shelter. In 2009 he started a guava plantation and he sells the fruit along with vegetables to the local community. As his mangos are currently too small to sell, he and his family use them for self-consumption. His physical disability has not inhibited him from caring for his plantations by preparing the land, fertilizing and harvesting; yet in the wet season when the ground is damp his artificial leg makes it difficult to manoeuver.



For Mr. Mya Lay Tun, pig rearing is a much more manageable business as it doesn't require him to work on wet and muddy ground. It is also much more profitable. When he has enough capital, Mr. Mya Lay Tun plans to buy a breeding pair of pigs. There are no social barriers for Mr. Mya Lay Tun within his community. In fact he is a member and the voluntary secretary of a Self-Help-Group. The barriers that prevent his full participation in agribusiness are the same as many Myanmar rural dwellers who lost crops, livestock and buildings in Cyclone Nargis. Without financial support, it has been extremely difficult for many of them to reestablish productive businesses.

Documented in partnership with MILI



AUNG THIKEWIM EGGPLANT FARM

Key Details

Business Entity: Family Business

Farm Owner: Mr. Aung Thikewin

Location: Ma U Bin Township, Yangon Region, Myanmar

Product: Eggplants, guavas, Eugenia flowers, horse tamarind

Mr. Aung Thikewin's main income is from his eggplant crop. The crop returns a high profit so there are few competitors as it requires a large investment to establish and is easy to damage or destroy. Building on his profit, Mr. Aung Thikewin has diversified and bought a drug store and a barber shop.



Summary

Mr. Aung Thikewin started his business on an area of family land totaling around a hectare in 1998. With family savings he bought seeds for eggplants, guavas, Eugenia flowers and horse tamarinds. He now has three hundred and fifty eggplants, one hundred guavas trees, one hundred Eugenia trees and five hundred horse tamarind trees. Currently the market is very stable and his average yearly income is around MMK 1.5 million (USD 1,747). Eggplants take around 100 days to mature; they are extremely popular with consumers and make up 75 percent of Mr. Aung Thikewin sales. The crop can be very sensitive and farmers need to know how to manage fertilizer for this crop. Mr. Aung Thikewin uses a combination of organic and chemical fertilizer, depending on the season. The organic fertilizer is used to prepare the land before planting and

chemical fertilizer is used one and a half months after planting. Mr. Aung Thikewin's educated himself about growing eggplants and managing fertilizer by reading books and observing the work of other farmers in village.

As a one year old, Mr. Aung Thikewin's suffered from polio. Now thirty years of age, he is required to use a crutch to support himself. He used to be responsible for planting, feeding and cleaning the farm. However, now he supervises family members to do the farming while he focuses on the management of the business. This involves the selection of products including seeds and fertilizer, the timing of planting and harvesting, and he is also responsible for selling to the wholesaler at the best price. He is the chairperson of a Self-Help Group, which consists of ninety-two members with disabilities. Currently he is using the profit he makes to fund his sister's education and help support his parents who are elderly. However, with his excellent managerial skills and his selection of high profit producing, quality crops he hopes to expand his business in the near future.

Documented in partnership with MILI





SM CITY ROSALES PICK AND PAY GARDEN

Key Details

Business Entity: Corporate Business

Farm Owner: SM City Rosales

Location: Barangay Camen, Rosales City, Pangasinan, the Philippines

Product: Chicken eggs, chili, eggplants, papaya

In 2009, SM City Rosales launched their “pick and pay” marketing concept, which aims to develop an urban vegetable garden. After three years, it’s partnership with Harbest Agribusiness Corporation, SM Hypermart and Supermarket, and SM Foundation Inc. changed agriculture dramatically, offering a wide array of ideas and practices that constitute the concept of sustainable agriculture.

Summary

SM City Rosales is the first SM supermall in the Ilocos Region. After its opening on the 28 November 2008, the management thought of utilizing the eight thousand m2 vacant lot next to the mall. The idea of a “pick and pay” garden was discussed.

With

the help of Harbest Agribusiness Corporation, approximately two hundred local farmers were trained in a 10-week urban farming course. Due to the success of the program, it was decided to include farmers with disabilities in the training. Harbest Agribusiness supervises the operation of the garden

together with the graduates of Kabalikatan sa Kabuhayan Farmer’s Training Program. Its design was formulated to develop an urban garden in the heart of Rosales city, with the main products grown being papaya, eggplant, chili, and chickens are raised for eggs.



The produce is sold in three ways: through a weekend morning market which eliminates the wholesaler, keeps produce prices low and increases the farmers’ profits; a “pick and pay” option whereby customers are allowed to do their own harvesting with the cost paid directly to the farmer; direct sales to the SM Supermarket if the produce is of good quality. The SM Program on Disability Affairs (SMPDA) provided the initial materials needed to start up the person with disabilities farming program, such as pumps, hoses, plastics and other elements such as seeds and fertilizers. The farmers with disabilities provided their own farming equipment and the initial start-up cost did not exceed PHP 50,000 (USD 1225).

SM City Rosales next challenge is to find available land to implement the farming program in SM Malls in other urban areas. SM City Rosales is currently in talks with Harbest to train farmers with disabilities in urban farming techniques such as growing vegetables in pots, along patios and on raisers.

Documented in partnership with the SM Supermalls



COMMUNITY LIVELIHOOD ADVANCEMENT NETWORK MULTI-PURPOSE COOPERATIVE (CLAN MPC)

Key Details

Business Chairperson: Mr. Jovencio “Nonoy” Concha

Business Entity: Cooperative

Location: Calamba, Cebu City 6000 Philippines

Product: Waste management, recycling and fertilizer, crops

The “Community Livelihood Advancement Network Multi-Purpose Cooperative” is a waste management business that buys and sells recyclables, composts organic fertilizer, produces hand bikes to order, grows organic vegetable crops and encourages backyard container gardening. Much of the population in the Philippines now live in urban environments where space is an issue, but growing healthy produce without the use of chemicals and within the urban environment is one of the country’s great challenges. The Cooperative’s focus is to maximize the use of space with the use of constructions such as plant raisers, and to become a model for the other barangays of waste management and recycling processes.

Summary

The chairperson, Mr. Concha is one of APCD’s trainees and he has since return to his community to run seminars and training on agrribusiness for the Federation of Persons with Disabilities in Cebu. He trains organizations and communities of persons with disabilities to build raisers, make organic fertilizer and grow crops such as tomatoes, kangkong, peppers, garlic and chili. The Waste Management Center is supported by local government and a private partner. In 2006, the Department of Social Welfare and Services (DSWS) authorized capital of PHP 80,000 (USD 1,950) divided into 1,600 issued shares and



in 2012 they authorized PHP 560,000 (USD 13,560) divided into 11,200 shares. Currently the amount of capital that has gone into the cooperative is PHP 36,626 (USD 890) for 2800 shares issued at a discount of PHP 103,314 (USD 2,517). DSWS funding has enable the cooperative to lay concrete at the site to allow better access for people in wheel chairs and with mobility issues. Funding also paid for the shredder and composter to establish the organic fertilizer arm of the business. The idea is that the waste management facility will function as a role model for the other twenty-two barangays in Cebu. The Cooperative leases the land where the business is situated for one peso a year from a private sponsor, Mr. Mark Jarnanilla, the owner of the business Happy Soils.

The Waste Management Cooperative has a solid group of customers that includes local organizations and PWD groups, farmers and businesses. The facility is a hive of activity with children bringing in waste metal and plastic, which they are paid for by weight. There are nine people working at the co-operative, and five of them are persons with disabilities. The Chairperson, Mr. Concha, who is fifty-seven, suffered a spinal cord injury in a car accident and uses an electric wheel chair. Thirty-seven year old, Mr Arnold Enad, a polio sufferer, also uses a wheel chair and works as the cashier. Mr. Anad had been house bound for thirty-three years until DSWS supplied him with a wheel chair, radically changing his life. He took up the position at the Cooperative and has been working there for six years. Another worker, thirty year old Mr. Abel Desamparado who is deaf, helps sort and categorize the waste materials and teaches other staff sign language. The work involves sorting the organic and hard waste, working the composting and shredding machines and planting. There are still some access issues which need to be addressed for people with wheel chairs in and around the crops. The positive factors are the local government’s identification of the facility as a model of sustainable waste management and recycling. The Cooperative intends expanding the operations in the future to include the introduction of permaculture.

CHARLIE DELITE VEGETABLE FARM

Key Details

Business Entity: Family business

Business Owner: Mr. Charlie Delite

Location: Talisay City, Cebu, Philippines

Product: Chile, bitter gourd, garlic, kangkong, onion, string beans, tomatoes

Mr. Delite is the owner of a vegetable farm in a mountain barangay of Talissay City. It is a family business passed down from father to son. While Mr. Delite now manages the business, his father still helps him work the land. They grow a range of vegetables, which make up much of the staple diet of families in the Philippines. The most recent harvest of tomatoes produced eight hundred kilograms and when the produce is of a high quality, they save the seeds to plant for the next crop.

Summary

Now thirty-two years of age, Mr. Delite suffered a motorbike accident when he was eighteen, which damaged his hips and spine. While his upper body is strong, his lower limbs are weak and he can no longer plow. With the use of a small stool or by squatting he has adapted the work to his disability and plants, waters, fertilizers and harvests. He grew up in a farming environment and understands the crops and is open to new ideas. The farm is large but Mr. Delite only cultivates .2 ha, which is the average size in the Philippines. The farm is situated in a mountainous barangay in an area where there are approximately twenty other households.



Through an informal arrangement, the landowning Garces family allows Mr. Delite to farm the land in exchange for 25 percent of the harvest. Mr Delite then sells the rest of the crop directly to local markets and consumers. The crops pay for the support of the family, the production of fertilizer and the collection of seeds for the next crop. His mother is also disabled, having suffered spinal paralysis since giving birth to her third child. Any profits are saved encase either of them require medical attention; therefore it is challenging to expand the farm. Mr. Delite has, however, begun to use organic fertilizer, having learnt about the process through his association with Mr Jovencio “Nonoy” Concha’s Waste Management project in Cebu.

Documented in partnership with Community Livelihood Advancement Network Multi-Purpose Cooperative

AUTISM RESOURCE CENTER (ARC)

Key Details

Business Entity: NGO Resource center; enterprise

Owner: Autism Society Philippines (ASP)-Laguna Chapter

Location: Los Baños, Laguna province, Philippines

Product: Paper briquette, basil, cilantro, dayap (local lemon), kamaria leaves, oregano, pandan, serpentina leaves

The main business of the Autism Resource Center (ARC) is the production of paper briquettes, which are an alternative to wood or charcoal for clay stoves or fireplaces. The briquettes are made out of recycled paper that has been soaked, pressed and dried.

Summary

ARC in the town of Los Baños in Laguna province is operated by the Laguna Chapter of Autism Society Philippines (ASP) as an enterprise that aims to offer livelihood training to young adults with autism. While the ARC was established in 1998 by parents of children and young adults with autism, the Autism Resource Center was opened in 2005. Mrs. Mercedes Palad, president of the senior citizens association of Batong Malake village, broached the idea that paper briquettes, which had given a livelihood to senior citizens and low-income residents of the village, could be replicated as a livelihood project for young persons with autism. In July 2009 paper briquette production was launched as part of the “Work, Live and Play Program”, funded by United Parcel Service (UPS).



Currently twenty-five persons with autism, intellectual disabilities and cerebral palsy are working on paper briquette production. Many of them are also involved in growing of a range of vegetables and medicinal herbs. There are also six staff members, four mothers and two professionals, who support the Resource Centre. While the group are currently not making profits from their sales of paper briquettes, the ASP Laguna Chapter have been identified by the Philippine’s Government, Department of Social Welfare and Development (DSWD) as a good model of employment for persons with autism. While the initial funding for the project came from UPS, funding has also been received from the National Career Development Association and, more recently, from AUSAID. The Canadian International Development Agency has also confirmed that they will provide a fund for this same initiative.

Documented in partnership with the Autism Society Philippines (ASP) and the National Council on Disability Affairs (NCDA), The Philippines



SURE CATCH FISHING PRODUCTS

Key Details

Business Entity: Cooperative

Manager: Mr. Mart Benedict Lerma; Mr. Dennis Drake (Founder of IDEA, International Deaf Education Association)

Location: Bool District, Tagbilaran City, Bohol, Philippines

Product: Fly fishing lures, squirrel tail treble hooks

Located on the island of Bohol in the Philippines, “Sure Catch Fishing Products” produces highly specialized fly fishing lures, which are mostly used for catching trout. While the equipment needed to make the flies is inexpensive and simple, the intricate hand tying requires speed and dexterity. Skilled members of the cooperative can earn almost double what most Filipino colleague graduates earn working in shops in the numerous malls found on the islands of the archipelago.

Summary

According to government statistics, there are around eleven million anglers in the United States and Canada and many of them fly fish for trout. America offers a much greater market than the British Isles, where trout water is mostly on private property. “Sure Catch Fishing Products” has been in business for nine years and sells its specialized products directly to America. There are

three permanent employees and thirty-eight women working at the cooperative. Workers spend several weeks in training and, as the business is a cooperative, the women buy their materials in the morning and pay for what they use at the end of the day. The flies are made from a range of materials including feathers, fur, nylon, foam and fishing line. The women are paid by piece and while there is a production quota, it is up to each individual as to how much or how little work they do. Fly tying does not need expensive equipment; really just benches and chairs at which to work, tools including pliers, vice, scissors and bobbins, and the raw materials. What the work does require is concentration and attention to detail.



The business is organized under the parent NGO Visayas Deaf Livelihood Projects, which is a sister NGO of IDEA Philippines (International Deaf Education Association Philippines). The business occupies the William J Shaw Livelihood Center”, which was donated to IDEA Philippines by the Shaw foundation. Many of the employees are graduates of the Bohol Deaf Academy, which was established in 1985 by Mr. Dennis Drake, an American who originally came to Bohol as part of the Peace Corp. Learning from an associate about an unsuccessful attempt to establish a similar business in Africa, Mr. Drake thought it would be an excellent business for the Deaf Community of Bohol. The factory sells two thousand dozen pieces a month to the American company Yellowstone Fly Goods in Billings, Montana. Three of the employees also work on making squirrel tail treble hooks. They produce ten thousand of these hooks per month for Mepps Lures, an American and French owned company located in Wisconsin, who then attach them to a range of different types of lure products. The packaging, which is made by one of the workers, is also done on the premises. All of the women use sign language to communication with each other, their manager and their trainer; the work place is also fitted with a system of flashing lights to ensure the safety of employees in case of an emergency or fire. While developing new markets is always difficult for businesses, the fish lure factory is currently looking for twelve more staff to fulfill its capacity of fifty positions.

Documented in partnership with Visayas Deaf Livelihood Projects and IDEA Philippines



DISABLED'S AGRICULTURE PRODUCT TRADE ASSOCIATION (DAPT)

Key Details

Business Entity: Farmer's Association

Vice President: Mr. Sakorn Aim-Somboon

Location: Rayong Province, Thailand

Product: Cattle, goats, fish, sheep, turkeys

"Disabled's Agriculture Product Trade Association (DAPT)" was established by seven leaders with disabilities to demonstrate the "abilities" of persons with disabilities. The Association chose to raise goats and sheep to supply Muslim halal markets. Persons with disabilities and their families work in all areas of farming. Not only has the Association changed the mindset of people in the community, they have become role models for persons with disabilities. Initially, farmers with disabilities in Rayong province began clearing land and constructing animal shelters. They have now expanded their animal husbandry to include raising chickens, cows, fish, pigs and turkeys.

Summary

Research shows that the Asia-Pacific region is home to the largest population of Muslims with around 1,005 million people, representing 62 percent of the world's Muslim population. The Asian Halal food market has expanded quickly over the past decade and in 2010 it was estimated to be worth USD 418 billion. "DAPT" was established in 2004 and through its Muslim connections exports live goats and sheep to five countries. Ultimately "DAPT" aims to be a model for farmers with disabilities.

The Association was started with support from the Ministry of Social Development and Human Security, Thailand to raise five hundred female and fifty male goats on approximately six ha. In addition, thirty-five female and four male sheep for a pilot project were provided to Association members. Issues of accessibility were considered by members with disabilities and their families in the design and construction of the animal shelters. The livestock holding has now expanded to 1,300 female and 100 male goats and 256 female and 44 male sheep. "DAPT" is not only a model farm for community people in the Rayong province, it has also been recognized by disabled people's organizations and government offices from Thailand and other countries including Cambodia, Lao PDR, Malaysia, Myanmar, Oman and Vietnam.



Documented in partnership with the Ministry of Social Development and Human Security, Thailand



SANAE CHICKEN FARM

Key Details

Business Entity: Contract Farming with Charoen Pokphand Group (CP Group)

Business Owner: Mr. Sanae Thoobhom

Location: Amphoe Muang Phetchabun, Thailand

Product: Chicken eggs

Mr. Sanae Thoobhom began contract farming with the Charoen Pokphand Group (CP Group) eleven years ago. He has expanded his production to double the size within three and half years, which equates to three rounds of egg laying production.

Summary

Mr. Sanae Thoobhom was a mechanic until he had his right arm amputated after he was in a car accident twenty-five years ago. Initially, he started planting rice and other crops, but his plantation was damaged by a natural disaster. A friend of his started a contract chicken farm and became very successful, which encouraged Mr. Sanae Thoobhom to consider his own enterprise. He borrowed THB 1 million (USD 33 564) for land development to build the chicken shelter and to purchase 10,000 hens under contract with the Charoen Pokphand Group (CP Group). He sells his eggs to the CP Group at



a contracted price and they in turn provide him with technical support with farm management to ensure high levels of productivity and quality. After paying back his original loan, Mr. Sanae further expanded the farm's livestock holdings to 20,000 hens purchased with a loan of THB 1.5 million (USD 50,347). Egg-laying hens have a production cycle of 14 months and it took only two rounds of production for Mr. Sanae to pay back the second loan. A laying hen costs THB 119 and CP Group pays THB per 2.25 per egg; the feed costs THB 12 per kilo.

An important element of any kind of chicken farming is sanitation, particularly as chickens are very susceptible to disease. CP has trained Mr. Sanae in a range of biosecurity preventative measures designed to reduce the risk of transmission of infectious diseases. No one can enter the farm without first undergoing a sterilization process or enter the shelter without donning protective clothing. The CP officer, Mr. Taveekiat Chonphut, visits the farm every week and the farmer reports everyday on his schedule of feeding and vaccinations. The shelter is kept at 26-28 degrees Celsius and there is a built in cooling system that maintains the environment at the correct temperature. CP Group agreed to make a contract with Mr. Sanae due to three main criteria: (1) the isolated location of his farm from the local community; (2) the farm is accessible by road and serviced with water and electricity; (3) a farmer needs financial resources as it cost around THB 3 million (USD 100,700) to start a farm with 10,000 hens. As Mr. Sanae owns his own land and had savings, he had enough collateral to invest in a chicken farm.

Mr. Sanae is married and has three daughters. With the profits from his farm, the family has opened a grocery store and bought a much larger house. His sister was inspired by his success and has now opened a chicken farm right next door to Mr. Sanae.

Documented in partnership with the Charoen Pokphand Group (CP Group)



KULARB FARM

Key Details

Business Entity: Family Business

Business Owner: Ms. Kularb Poolkij

Location: Supanburi Province, Thailand

Product: Ducks, fish, pigs, rice, vegetables

While the sales from piglets generate the main income, “Kularb Farm” also produces a variety of other agricultural products such as rice, fish and duck. The most innovative activity, however, is the “pig care service”, which was started in 2011. The service targets persons with disabilities who frequently have funds, but are limited by space and mobility.

The service works through a minimum purchase of fifty piglets at a price of THB 1,400 (USD 47) per piglet. The cost of feeding each piglet per month is THB 3,500 (USD 117) and there is a medical service cost of THB 500 (USD 17) per piglet per month. The pig investor can make a choice to have the farm raise the piglets for three and half months for slaughter or to raise sows for eight months, when they can then give birth to ten to fifteen piglets.

Summary

Ms. Kularb Poolkij grew up in a farming family. She contracted polio at the age of three. With support from her family, she completed primary school and learnt about agribusiness. She didn't want to work in the city because living costs are too high so she started her own business as a pig wholesaler in 1992. She learnt the business processes and cycles and developed a strong network, which enabled her to realize her business plan. Ms. Kularb Poolkij motto is “I can do everything the same as everyone else”. Unable to secure a bank loan, she saved her profits and the “Kularb Farm” was established in 1996 with an initial investment of THB 4 million (USD 134,259). The investment was mainly used to buy sows and .16 ha of land and to build animal shelters. The farm has expanded to 3 ha of land and now has ducks and a fish pond. Annually, Ms. Kularb Poolkij earns between THB 1.2 million and 2.4 million (USD 40,277-80,555), which is between four to eight times the GDP of Thailand.



Currently, Ms. Kularb Poolkij employs several workers with disabilities including intellectual disabilities and cerebral palsy. They are trained to work mainly in the production area such as feeding the pigs and cleaning the shelters. She trains her staff by repeatedly showing them how to do a task until they remember how to do it. In the future, she aims to use the farm as a learning center so that persons with disabilities will have an option to work and live at their home. Her hard work in agriculture and with persons with disabilities has been nationally recognized as she was awarded a prize for the “Best Person with Disabilities” in Thailand in 2010.

Documented in partnership with the MSDHS, Thailand



SUK CHICKEN FARM

Key Details

Business Entity: Contract farming with Betagro Group

Business Owner: Mr. Suk Perasaen

Location: Amphoe Muang Lampang, Thailand

Product: Broiler chickens

It has been eleven years since Mr. Suk Perasaen started his broiler chicken farm. Four times a year, he works on chicken production as a contract farmer with the Betagro Group. The profits from the farm have enabled him and his wife to educate their two sons in Bangkok, where they now both work.

Summary

After finishing work in the rice fields, Mr. Suk used to go into the forest and collect bamboo and mushrooms. Twenty years ago while out foraging, Mr. Suk picked up a can; it turned out to be a bomb and he lost his hand. After recovering from his injuries he went looking for work, taking any jobs he could find, yet none of them were sustainable. Through a friend who had a successful contract chicken farm with the Betagro Group, Mr. Suk became familiar with the idea of contract farming. Unlike pigs and cattle, he felt that chickens, due to their smaller size, were a manageable option. Twelve years ago, the friend gave Mr. Suk the number of a contact at Betagro, Mr. Prayad Chompoochai. For the Betagro officer, this was his first chicken farm case and his first farmer with disabilities.

The Betagro Group has two types of contract farming; a business entrepreneur model or a supplier model. Mr. Suk decided to take the first option when running his own business. It takes Mr. Suk forty to forty-five days to complete one cycle of production. The role of the Betagro Group is to dispatch a technical expert to monitor the chicken production, so Mr. Prayad Chompoochai visits the farm every week to give advice on sanitation and vaccines, and to take orders for chicken feed. The minimum price the Betagro Group pays per chicken is TBT 10 (USD 0.34), but Mr. Suk's stock is of very high quality and he receives between TBT 14-15 (USD 0.47-0.50). High cost, high returns means the farmer bears the cost of the inputs such as rice bran for feed, but he also receives a fixed price for his product in return. In 2004 when there was an outbreak of avian flu and market prices for chickens collapsed, the Betagro Group still paid Mr. Suk the contracted price for 100 percent of his stock.



The success of the farm is due to Mr. Suk's excellent farm management skills, including his feeding techniques and diligent attention to the temperature control of the chicken's environment and to sanitation. It costs him around THB 700,000 (USD 23,530) per production cycle and sales return THB 800,000 (USD 26,891), so he makes a gross profit of THB 100,000 (USD 3,361) per cycle. Mr. Suk's wife supports him in this endeavor as the chicken farm enables him to work at home and have sustainable employment. His wife and his wife's sister work with him on the farm where they also breed cat fish and grow onions and garlic for subsistence. They have a rice field, but as they do not own a mill the rice is sold and rice bran is bought from the Betagro Group to feed the chickens.

Documented in partnership with Betagro Group



SUAN NAM RIN SHOP and FARM

Key Details

Business Owner: Mr. Cherawat Laowan

Business Entity: Family Business

Location: Hangdong, Chiang Mai, Thailand

Product: Banana, casava, longan, lychee, rice

Mr. Cherawat Laowan runs his own shop and has been farming since 1992. With support from the Community Enterprise organization, he receives information on agriculture products and the state of the market. This relevant information enables him to decide what crops to plant, so as to ensure a good market return.



Summary

Mr. Cherawat Laowan, who is blind, manages to his own supply shop as well as running a farm. The shop sells farm supplies including fertilizer, pesticide, seeds and agriculture equipment. His farm occupies 5.6 ha and currently he is cultivating a rice field, as well as banana, casava, longan and lychee crops. The market situation is extremely important when making decisions about particular crops to plant. The height of a crop, particularly when it comes to fruit bearing crops, is also a key factor for Mr. Cherawat Laowan. As he is his blind, his sense of touch is extremely important. He needs to be able to touch the leaves and trunks of the trees to check their health, and he also needs to be able to reach the fruit to harvest. He is one of the founders of Community Enterprise, and the organization plays an important role in the expansion of his business.

Documented in partnership with Community Enterprise

EAST-WEST SEED GROUP / HORTIGENETICS RESEARCH (S.E.ASIA) LIMITED

Key Details

Business Entity: Corporate Business

Business Owner: East-West Seed Group/Hortigenetics Research (S.E.Asia) Ltd.

Location: Mae Faek, San Sai, Chiang Mai, Thailand

Product: Tropical vegetable seeds

With more than thirty years of experiences, East-West Seed Group/Hortigenetics Research (S. E. Asia) Ltd. focuses on productive tropical vegetable crops such as solanaceous (tomato, pepper, eggplant) and cucurbits (cucumber, bitter gourd, pumpkin). The business research activities include plant breeding, plant pathology, biotechnology-molecular genetics, cell biology, foundation seed and farm operations.

Summary

As the country base of East-West Seed Group, the business has three key functions: marketing, seed supply and research and development (R & D). There are seed dealers in almost all provinces in Thailand, which the company has as their primary customer. The dealers then sell to small and individual farmers and to professionals who have the correct technologies. There are two-hundred and fifty employees, among whom there are two staff members with disabilities. Thirty-nine year old, Ms. Sompech Piyabutr works in the Plant Breeding Department. She has more than twenty years



of experience and her job includes pollination and seed selection. When she was around two years of age, she fell from a ladder and damaging her leg. She has since been unable to balance on her leg and has mobility issue. Mr. Kamon Khankhai, who is fifty years old, works in the Farm Operation Department, and has had a physical disability since he was five years old. He has been working for fourteen years and he is in charge of spraying, fertilizing and growing plants.

There is no clear difference in the recruitment cost regarding the employment of staff with disabilities. All employees receive equitable wages and a health program is provided once a year to ensure they are informed about health management.



OANH PIG FARM

Key Details

Business Entity: Family business

Business Owner: Ms. Nguyen Thi Kin Oanh

Location: Bao Loc City, Lam VND Province, Vietnam

Product: Pigs, dry mushroom, orchid, artificial trees,

The “Oanh Pig Farm” used to have one hundred pigs until two years ago when only one sow survived an illness that killed the animals within a week. Determined to survive this economic tragedy, the owner of the farm, Ms. Oanh bought two more sows with her savings. The local pharmacist taught her how to artificially insemination them and she now breeding and sells piglets for meat and stock.

Summary

As a four year old, Ms.Oanh suffered from polio, which left her lower body disabled. She is now fifty-six years of age and began raising pigs fifteen years ago. As a member of a women’s association, she received credit from the Vietnam Bank for Social Policies (VBSP) to start her business. She invested VND 200 million (USD 9,600) to build a shelter and VND 120 million (USD 5,800) to buy twenty sows. A sow can be impregnated at around eight months, the pregnancy lasts two months and twenty-four days and a sow will give birth to ten to fifteen piglets at a time. Ms. Oanh kept her surviving sow and the two she bought with her savings for breeding purposes. Currently, she also has eight piglets. She sells the piglets at six weeks for stock, and at three and half months for meat. For two small piglets she receives around VND 1.6 million (USD 77), whereas a large pig will fetch anywhere between VND 3-4 million (USD 145-190). She buys food and medicines and her work includes feeding the pigs, cleaning their shelter, giving them medicine and delivering the piglets.



Ms. Oanh used to have to crawl on the floor due to her physical disability, but she was determined to find a device to help her walk. The usual crutches, walking sticks or small chairs used by many persons with disabilities did not fulfill her needs, so four years ago she asked a local carpenter to make her a personalized walking stick, which would enable her to easily and quickly move forward and backward. The device is made of wood and costs around VND 100,000 (USD 48). Initially, she found the device broke easily so she requested that the carpenter secure a metal pipe at the bottom of the device, padded with car tire rubber to protect the wood and reduce sound and a tendency to slip. She also has a second hand, three wheeled motorbike to drive close to home, but she has to be careful as the roads are very rough. She acquired a motorbike, which cost VND 12 million (USD 575) and had an extra wheel added which brought the total outlay to VND 22million (USD 1050). She sells her piglets to a wholesaler who gives her a good price and who affectionately calls her “The Lady with Three Legs”. These days her greatest concern is ensuring her stock remains healthy as pigs are susceptible to disease, so she is meticulous in her care and cleaning of the animals, their shelter and feeding area.

*Documented in partnership with
Center for Research and Education of the Deaf and Hard of Hearing (CED)*



TINH TRUC GIA (TTG), PEACEFUL BAMBOO FAMILY

Key Details

Business Entity: Private Non-Profit Organization

Contact: Mr. Pham Van Tu, Director of TTG (Vietnam)

Location: Hue City, Vietnam

Product: Arts and crafts, organic and biodynamic agriculture, food processing

“TTG” is a vocational training center, a community, and a workplace for youths with intellectual disabilities. The Center has vegetable and fruit gardens where students learn about organic and biodynamic agriculture as they work. The produce partially serves the community, as well as being processed into preserves, jam, juice, tea and ice cream, which are then sold to hotels and customers. Workshops have a dual purpose insuring the youth receive training, while also producing arts and crafts for sale.

Summary

While “TTG” began as a vocational training center for youth with intellectual disabilities, the Foundation wanted to strive towards financial autonomy for the Centre and decided to develop income generating projects within the training set up. The foundation had some land and invested further in order to develop an organic agricultural project. “TTG” then began running a pilot project for local authorities interested in biodynamic agriculture for the province. The initial investment required to buy the land, build the training center and sponsor the youth was VND 10.4 billion (USD 500,000). As the only grower of organic products in Hue City, “TTG” has a niche market and is attracting more and more customers including the tourist industry. In the last three years, however, the Center has only managed to generate enough income to cover its running costs. In fact, every month parents contribute between VND 31,250 and VND 1 million (USD 15-50) to support the training center. Therefore “TTG” is unable to advance the financial situation of its youth, although it does greatly enhance their life experience through training and life skills programs.

“TTG” considers the biodynamic garden a pioneering project viewing itself as a model for others who are environmentally conscious and who wish to create an ecological environment. To continue to expand, however, the foundation needs to develop more work opportunities and attract more sales.



Documented in partnership with Eurasia Foundation



PHU HOA COOPERATIVE (PIGEON FARM)

Key Details

Business Entity: Phu Hoa Cooperative

Manager of the Pigeon Farm: Mr. Nguyen Khac Quy

Location: Ap Hoe Hopa, Xa Bao Hoa, Xuan Loc City, Dong Nai Province

Product: Pigeons, fish, melon and rabbits

The “Phu Hoa Cooperative” runs a range of agribusinesses including a fish farm, a melon crop and a pigeon farm. It is the only Cooperative in Vietnam established and run by persons with disabilities. Each member has a share in the Cooperative and chooses to work on businesses which are suitable to their specific situation. One innovative choice of the Cooperative was to farm pigeons, which are far less susceptible to disease than chickens and pigs.

Summary

The “Phu Hoa Cooperative” is situated in the Dong Nai Province in the eastern part of South Vietnam. There are forty-two members and 90 percent of them are physically disabled. The President Mr. Pham Trung Toan says that each member pays Cooperative membership fees, which then allows them to buy materials from the Cooperative to use in their businesses. They are paid at the end of each day and reimbursed for their outlays in exchange for a receipt. A system of motivation exists for shareholders whereby everyone shares the risks and problems, but also the benefits. At the end of each financial year, the profits are shared amongst the members. The Cooperative maintains all record keeping for each business, which can then be used to analyze and assess performance. The pigeon farm has now been running for a year. Building the pigeon shelter cost VND 10 million (USD 480) and stocking it with forty pigeons cost VND 6 million (USD 288). Another Cooperative business is the fish farm, which has only been running for three months. The fish pond was already available on the land and the Cooperative supplied funds to stock the pond with surface feeding catla at a cost of VND 5 million (USD 240).



Generally the Cooperative initiates a business and then transfers the required knowledge to individual members to run it. Sixty-one year old Mr. Nguyen Khac Quy, who has a VND 2 million (USD 96) share in the Cooperative, was trained to manage the pigeon farm and the everyday care of the stock. When he was twenty-six he had his leg’s amputated due to a blood disease. He manages all his daily work activities with the use of two small chairs and he uses a tricycle to move around outside the farm. The pigeons are either sold when they are a month old as squab to restaurants or at five to six months old for breeding stock. Pigeon farming has proved to be one of the most profitable and successful business that the Cooperative runs. The stock is less susceptible to disease than chickens and easy to care for, which makes pigeon farming an excellent agribusiness in which people with disabilities can work.

Documented in partnership with the CED and Handicap International Vietnam



CONG TY TNHH NTRUNG COMPANY (LTD.)

Key Details

Business Entity: Company (Ltd.)

Manager: Mr. Nghiem

Location: Danang, Vietnam

Product: Advertisement products, banners, leaflets, silk screen printing

By providing high quality products and efficient service, the “Cong Ty TNHH Ntrung Company” has built a solid group of customers including the Danang Department of Labor, Invalids and Social Affairs (DOLISA), Dacotex Company and local farmers. The company’s monthly revenue is between VND 50 million and 60 million (USD 2,500- 3,000), half of which is profit.

Summary

In 2005, Mr. Nghiem established his printing business with three other people. He now employs eleven staff, five of whom have physical disabilities, three others are deaf and one has intellectual disabilities. The employees are involved in a range of activities including design, frame-making and



stenciling. Some of the challenges faced by the company are the difficulties involved in training people with disabilities for their particular jobs, an increasingly competitive market and the cost of quality equipment. The company would like to buy a color printer machine, but currently the Vietnam Bank for Social Policies is the only bank in the area willing to loan money to persons with disabilities. However, loans are only given when the applicant has an existing mortgage or collateral. The company's reputation is based on "word of mouth", yet Mr. Nghiem would like to expand the operation. One of the most

positive outcomes of the business is the way in which working for the company inspires people with disabilities to develop independent living skills and self-sufficiency.

Documented in partnership with the Disabled Person Organization of Danang City (DPO-DANANG)

HUNG COFFEE AND TEA FARM

Key Details

Business Entity: Family business

Farm Owner: Mr. Ngo Tai Hung

Location: Bao Loc City, Lam Dong Province, Vietnam

Product: Coffee, green tea, fish, vegetables, betel leave, chicken

"Hung Coffee and Tea Farm" is situated in the famous tea growing area of the Central Highlands of Vietnam. In 1980, Mr. Ngo Tai Hung cleared 1.2 ha of mountainous land to develop a green tea plantation. Approximately six years ago, persuaded by the high profits gained from coffee bean sales, Mr. Ngo Tai Hung decided to develop a plantation. Unlike many other farmers who cut down their tea bushes to plant coffee, he kept his green tea plantation. This strategy has ensured that through diversification he has a sustainable operation, with increasing profits.

Summary

Approximately 50% of Mr. Ngo Tai Hung's land is dedicated to coffee and the rest to tea production. He also has a fish pond, raises chickens, and grows betel leaf and vegetables to sustain his family. Previously a driver for a road construction company, he was shot in 1978 and had his right arm amputated. His right leg received a gunshot wound, which also caused him problems with mobility. Since becoming disabled, Mr. Ngo Tai Hung's, who is fifty-one years of ages, has had some difficulties working in his plantation, especially during harvest. Using a range of tools and with support from his community, he has overcome these barriers. Mr. Ngo Tai Hung learnt about growing coffee from other local farmers, and he now employs people to help cut the tree branches and lift heavy objects, when he is unable to manage.



In 1981, he married and his energetic and enthusiastic approach to life has enabled him to be a successful 'bread winner' for his family. While green tea is sold to a wholesaler all year round, Mr. Ngo Tai Hung harvests his coffee beans in October and sells them to a wholesaler in December. The "Hung

Coffee and Tea Farm” annual income is VND 200 million (USD 9600) for coffee sales and VND 72 million (USD 3455) for green tea. Outgoing costs include VND 500,000 (USD 25) for fertilizer per year and VND 10 million (USD 480) for wages for two to three people to work for two months during the coffee harvest period. While Mr. Ngo Tai Hung has no plans to expand his property as all the land around him is occupied, he is always looking for ways to improve his business. The price of fertilizer has increased so he supplements his plantation with organic fertilizer. He learnt how to make organic fertilizer through listening to a radio program on agribusiness and now produces his own using the waste products from the coffee bean harvest and chicken dung.

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BAMBOO BANA LTD.

Key Details

Business Entity: Ltd Company owned by the Blind Assembly Danang

Director: Mr. Tran Viet Linh

Location: Hoa Cuong Bac Ward, Hai Chau, Da Nang, Viet Nam

Product: Chopsticks, toothpicks, skewers

The “Bamboo Danang Ltd. Company” was established in 2012 and produces a limited range of high demand bamboo products. This successful business cornered the wholesale market for bamboo products in the seven provinces surrounding Danang, and it also exports products to Malaysia and Taiwan.

Summary

The Northern and Highland regions of Central Vietnam are major areas for one of the country’s traditional agribusinesses—bamboo production. “Bamboo Danang Ltd. Company” purchases around three hundred metric tons of bamboo per month from the Quang Nam and the Kon Tum Province. Bamboo is extremely economical for the bulk production of chopsticks, skewers and toothpicks. Seventy percent of the bamboo the company purchases is used to make chopsticks, 20 percent goes to making toothpicks and the rest is used to make skewers resulting in monthly sales of VND 1.2 billion (approximately USD 60,000).

As a business “Bamboo Danang Ltd. Company” has an interesting evolution. In the Danang Province of Vietnam there are around seven hundred persons with disabilities and four hundred of them are blind.

The Blind Assembly Danang was established more than twenty years ago to support persons with disabilities, particularly those living in the area. In 1997, the Assembly created a vocational center focused on training persons with disabilities, specifically for employment. In 2000, the bamboo stationary business was developed with an initial investment of VND 80 million (USD 4,000). In 2012, based on the success of the business, the Assembly decided to set up the “Bamboo Danang Ltd Company”, with an investment of VND 300 million (USD 14,500). Currently the business employs sixty-nine staff members, twenty-four of whom have disabilities. Fifteen of the employees are blind, and the other nine have a range of physical disabilities. The director, Mr. Tran Viet Linh, who is also blind, notes that the needs of the market and the strategy of producing high demand products at a competitive price has helped to ensure the company’s success.



One of the challenges to finding employment for persons with disabilities is to find suitable materials, environments and tasks. Bamboo is an excellent choice of material to work with, as it is light and easy to manage for those with physical disabilities and it has a clear, crisp sound for people who are blind. While the work is hard, the material is cheap to buy and the high levels of production result in good dividends. The company's decision to team people who are blind with those who have physical disabilities enabled the elimination of many obstructions within the working environment. This mutually advantageous working relationship has created a harmonious environment that produces large quantities of products at low costs, while still ensuring quality control.

Documented in partnership with the Blind Assembly Danang and the DPO-DA NANG

ANHKIM FARM

Key Details

Business Entity: Family business

Business Owner - Ms. Vu Thi Nguyet Anh

Location: Bao Loc City, Lam VND Province, Vietnam

Product: Butterfly farm, butterfly art, handicraft

Ms. Vu Thi Nguyet Anh raises butterflies; she uses whole specimens for collections and butterfly wings to create art. Vietnamese butterfly art is well known, but the work done at "AnhKim farm" is unique in that it only uses butterflies and no other materials.



Summary

Ms. Vu Thi Nguyet Anh, who is thirty-three years of age, studied veterinary science, but is unable to practice due to physical disabilities caused by her having suffered polio. Initially inspired by her father, who has a silk business and breeds silk worms for weaving, she decided that butterflies would be easier to manage. In 1999, she caught butterflies in the family's garden and began raising them using plastic to contain them. The plastic was cheap but broke easily, so she started gradually building more secure enclosures. The "AnhKim Farm" currently employs six staff members who work on butterfly art and other handicrafts.

The business's uniqueness is part of its economic value and low production costs further enhance its success. The butterfly art and collections are available for sale at "AnhKim Farm", local shops and at the airport in Ho Chi Minh City. Through networking with friends, family and teachers from local schools and colleges and the communities, Ms. Vu Thi Nguyet Anh has created a solid market for her products. She has received media coverage and tourists seek out her arts and handicrafts. Through Ebay, she has also sold works to Europe, but she found the transport costs were prohibitive.

Ms. Vu Thi Nguyet Anh has little competition due to the uniqueness of her product and "AnhKim Farm" has an average income of between about VND 300 and 400 million (USD 14,450- 20,000). Butterfly collections are more popular than butterfly art, yet in the last couple of years demands for handicrafts have decreased due to the worsening economic situation.

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HOPE CENTER

Key Details

Business Entity: Business for Social Purposes

Vice Director - Nguyen Thi Hong

Location: Hue City, Vietnam

Product: Garments, handicraft products

Established in 1999, the mission of the “Hope Center” is to create a better life for adults and children with disabilities and for those from disadvantaged backgrounds. Supplying top quality uniforms to schools and hospitals for over twelve years has been the mainstay of the organization. In the last six years, creative artisans have added handmade baskets, bowls, picture frames, hand mirrors and a range of merchandise made from traditional hand-woven A Luoi fabric to the production line. Every year, the revenue increases between 20-25%. In 2010, the Center’s net profit was VND 900 million (USD 43,200), by 2012 it had increased to VND 1.35 billion (USD 64,825).

Summary

The hard working tailors and artisans have made the Center a success through sales and vocational training programs aimed at both persons with disabilities and those from disadvantaged backgrounds. Some of the students the Centre has trained now work in the best tailor and handicraft shops in the Hue area. At the Center, fifty children with a range of disabilities are also involved in making environmentally friendly products using recycled materials including phone line wire, bamboo wrapping and recycled paper. The Center is astutely managed with a comprehensive three year strategic plan and an annual action plan which includes promotion and marketing. The Center considers the continued production of quality products as well as competitive pricing a priority, and has developed solid customer relations with its clientele including the non-government organizations Craft Link and Mai Handicraft.

The initial investment required to start the Center was VND 200 million (USD 10,000), loaned from the Vietnam Bank for Social Policies with a mortgage from the provincial authority. While profits have increased, some issues that have affected the Center’s financial situation in recent years are the Global Financial Crisis (GFC), fluctuations in the prices of raw materials and increasing competition from similar enterprises. One of the main objectives of the “Hope Center” is to develop life skills, careers and independence for people with disabilities; however, the Center faces challenges in finding suitable work for teenagers and young adults with disabilities after they have attended vocational training. As the majority of persons with physical disabilities wish to work from home, they need to be extremely well-trained. The Center’s current success lies in the quality of its products, and its environmentally friendly profile; however to continue to thrive, the business needs to expand and seek out new markets and job opportunities for its trainees.



LUAT COFFEE FARM

Key Details

Business Entity: Family business

Farm Owner - Mr. Vu Van Luat

Location: Loc Phat District, Bao Loc City, Lam Dong Province, Vietnam

Product: Coffee, tea, avocado, durian

“Luat Coffee Farm” is taking a progressive and sustainable approach to agribusiness by introducing organic fertilizer and applying grafting techniques to increase productivity. The business owner Mr. Vu Van Luat learnt about grafting from government experts and implemented the technique on his plantation as grafted trees can produce six tons per hectare, a third more than a standard harvest.

Summary

As a young man, Mr. Vu Van Luat worked for his family in their tea factory in the famous tea growing area of Lam Dong Province. Now sixty years of age, Mr. Vu Van Luat has a paralyzed leg having been shot in 1972 during the war. Thirty years ago, he started a tea farm with 4 ha of land but then sold it to buy 2 ha of a coffee plantation hoping to increase profits. It takes three years before you can begin harvesting coffee and during this period Mr. Vu Van Luat educated himself through speaking to other plantation owners in his community and to experts at the local government office. Initially he worked alone on the coffee plantation and built his home there, managing well despite his physical disability. Later, he expanded his operations and rented another 6 ha of coffee plantation. Finding it too much to handle, Mr. Vu Van Luat decided to engaged the support of his five sons and employed five community people to help with the harvest.



The “Luat Coffee Farm” now consists of 8 ha of land with one third devoted to tea and the rest devoted to three types of coffee beans. A small section of the land is also used for growing avocado and durian for self-consumption. Harvesting and selecting the coffee beans is done by hand and the beans are then dried by machine. The quality of fertilizer is important and it can be very expensive as it is an imported product. Half of the sales revenue goes towards paying for fertilizer and this is one of the reasons why Mr. Vu Van Luat has begun making and using organic fertilizer. Labor costs during the harvest period from October to mid-December are approximately VDN 200,000 (USD 9.50) per person a month. Tea which is regularly harvested produces revenue of VDN 1.5 million (USD 72) every two weeks, while the annual coffee profits total VDN 3 billion (USD 145,150). Currently the price of coffee beans is relatively stable and the stability of prices means a regular livelihood, so Mr. Vu Van Luat plans to expand the plantation in the near future.

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Regional Workshop on
Disability-Inclusive
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21-22 February 2013 | United Nations Convention Centre, Bangkok, Thailand

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