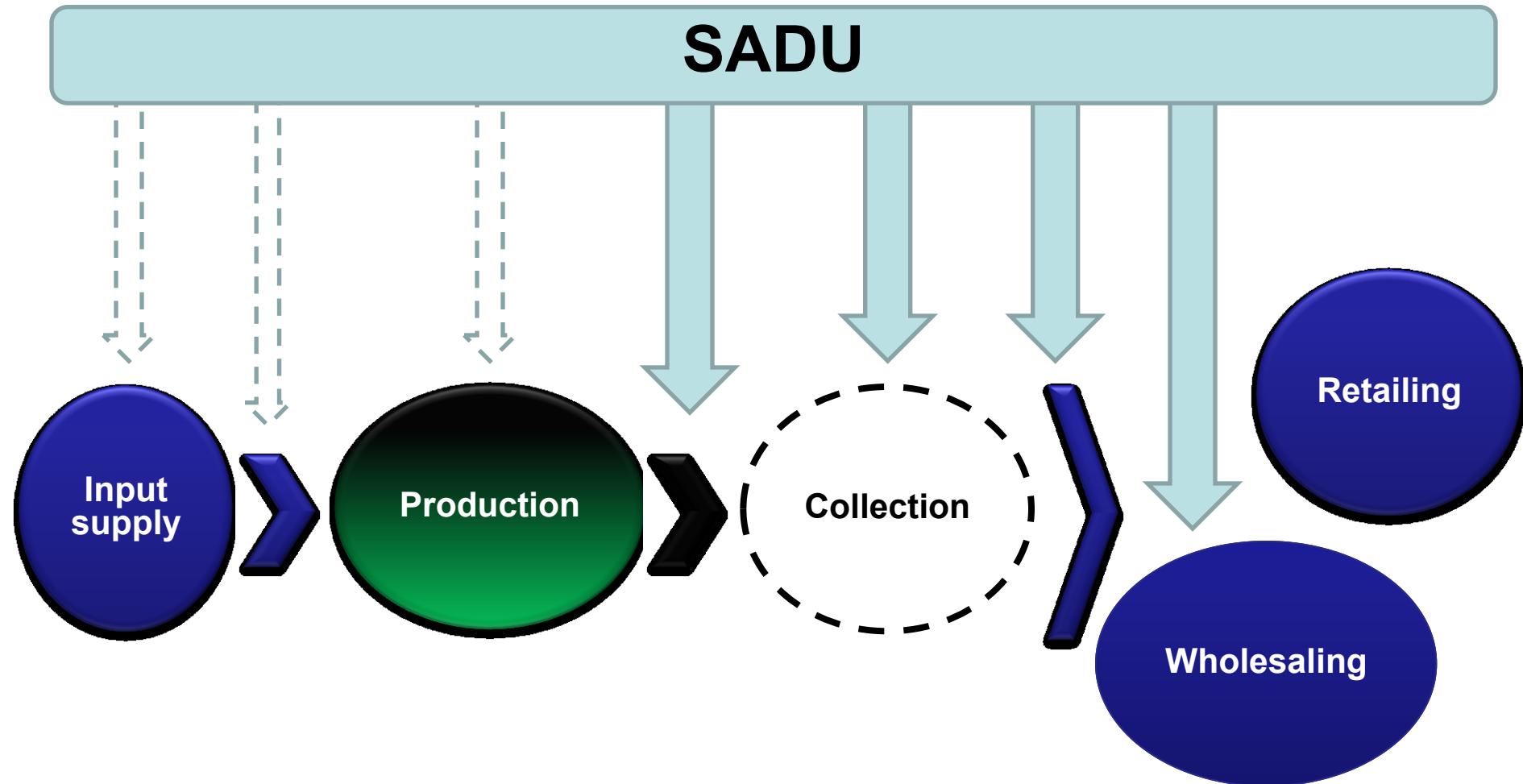


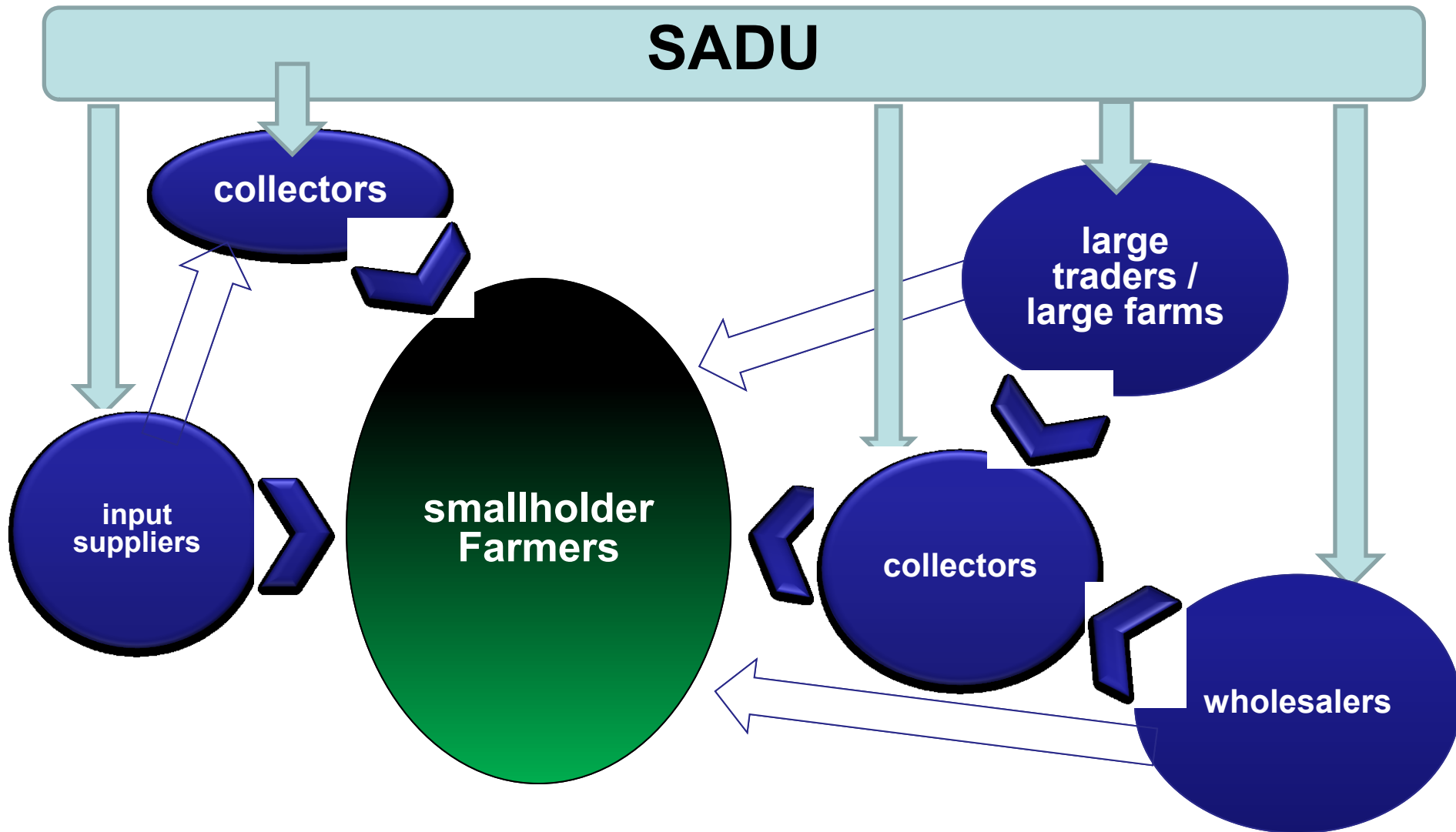
# Chayote chain Development in the Upland of Hoa Binh



# Approach used: Geographical targeting and chain approaches



# Indirect impact trajectories and leverage

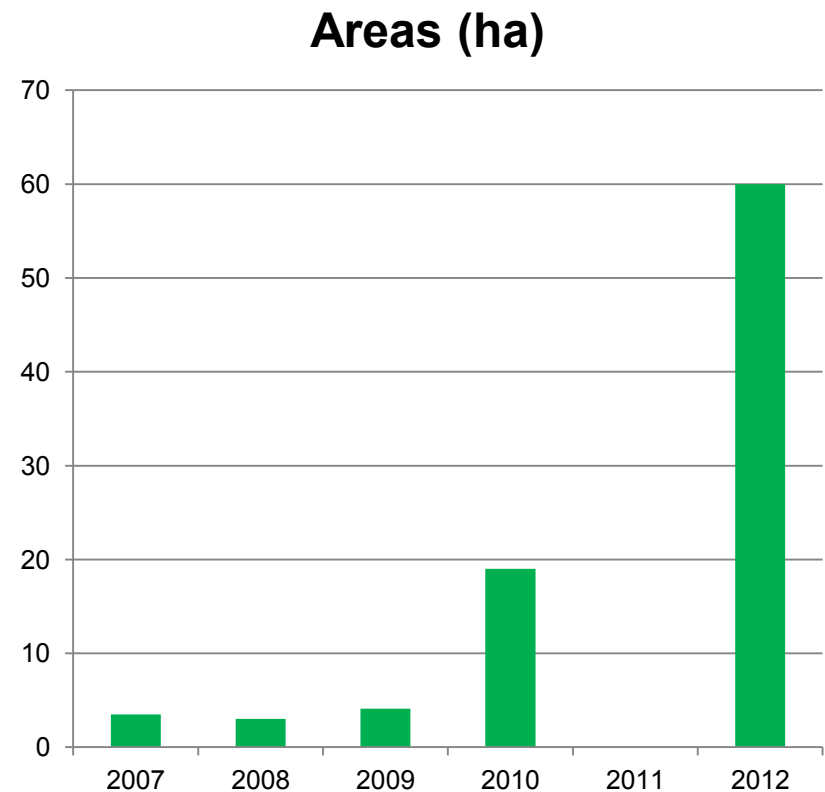
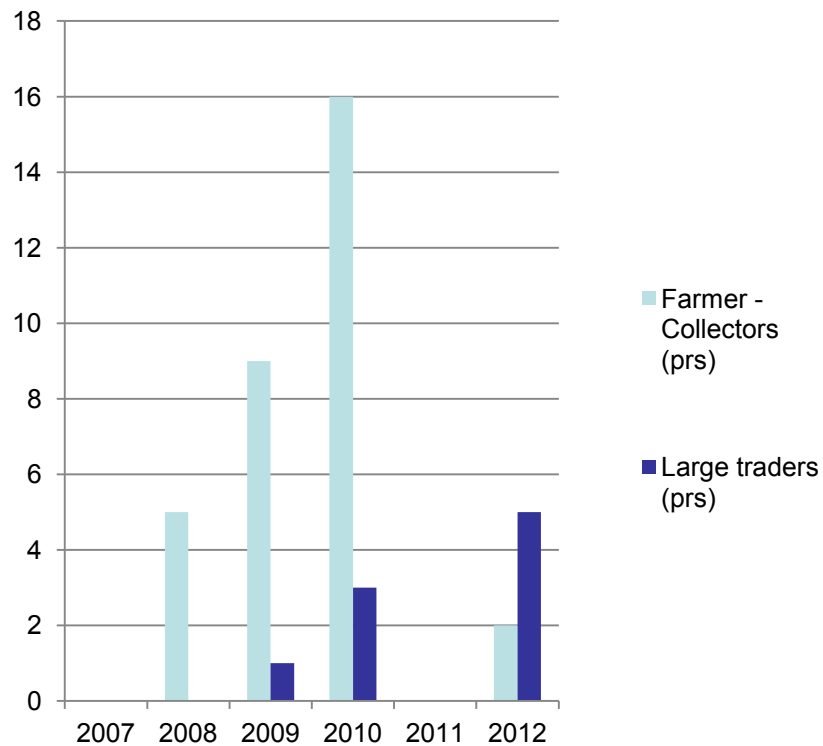


# Intervention Strategies

<b>Communes</b>	<b>2007-08</b>	<b>2008-09</b>
<b>Target markets</b>	Hoa Binh	Hanoi; Hoa Binh
<b>Linkage actors</b>	Motorbike collectors	Collectors Wholesalers
<b>Subsidies</b>	No direct subsidies / allowances to famers, collectors or wholesalers	
<b>Role of SADU</b>	Market research Provision of market information Skill development Market linkage facilitation Advisory and mentoring services Policy advice	

Farmer-collectors decreased  
Large traders increased

Production Expanded



# Snapshots of your research and VC developments (Use up to 4 pictures)

Farmer-collectors

July 2012





# Lessons learned

## **What worked?**

- Mobilize and facilitate local collectors
- Involve traders and wholesalers
- Development of input chain
- Facilitate communication between local collectors and wholesalers
- Farmers advisory

## **What did not worked?**

- Direct subsidies
- Instigate collective action at farmer level

# Thank you

