



# MONGOL MONITOR

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SEPTEMBER 2011

## September Mission News

- For those of us who have school aged children, September 1 marked the end of the beautiful summer and the beginning of another school year – Congratulations Parents....and Kids;
- Also on September 1, USAID/Mongolia’s new Program Officer, Alyson McFarland arrived to join USAID/Mongolia. We are delighted to have her on the team. Her orientation has included a trip to central Mongolia and another planned for the Gobi in early October;
- Mary Allen, a Program Analyst in the U.S. Department of Agriculture’s Food Assistance Division visited to monitor activities funded from past monetization programs and discuss with Mongolia Ministry of Agriculture’s need for additional food assistance. USAID/Mongolia facilitated the trip including a field trip to Arhangai Province. Please see the pictures on USAID/Mongolia Facebook page;



USAID/Mongolia’s new Program Officer Alyson McFarland and USDA’s Program Analyst Mary Allen travel to Arhangai aimag (not on camels)

- Fostering an Inclusive Environment for Local Disabled (FIELD) II marked its official launch with a Barrier Free Day Parade starting at the American Embassy and ending in Sukhbaatar Square. FIELD 2 is a USAID-funded project addressing social and economic inclusion, as well as physical accessibility, for people with disabilities in Mongolia. Please see the pictures on USAID/Mongolia Facebook page;
- USAID partnered with the Mongolian Mortgage Corporation to develop Mongolia’s housing finance sector. The new collaboration will increase the availability of long-term housing finance in Mongolia. Please see the “In the Spotlight” section of USAID/Mongolia’s webpage (<http://mongolia.usaid.gov/>);
- Peace Corps. 20th anniversary celebration. USAID Mongolia’s Mission Director, Chuck Howell was the first Country Director for Peace

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## WEATHER

*Started out wonderful with pleasant day and evening temperatures. Weekends were taken with getting to the ger camps or camping or hiking during the last nice weekends. The height of the fall colors was September 25 and the first snow fall of significance was September 26. Just like that, Fall fell quickly. We now are awaiting Indian Summer.*

Corps Mongolia. He, along with Ambassador Addleton, former Mongolian students of PCVs now working in the Ministry of Health and Ministry of Finance all provided comments at the celebration. Please see the pictures on USAID/Mongolia Facebook page;

- September marked the end of the six year and very successful Mongolia Anti-Corruption Support project implemented by The Asia Foundation. Thanks to The Asia Foundation staff for their commitment, success, and hard work over the years;

- You may remember that in May USAID staff conducted a site visit to South Gobi mining sites. This site visit was carried out to fulfill USAID's due diligence responsibilities under the International Financial Institutions Act, Title XIII, Section 1303(a)(3), which requires USAID to review multilateral development bank (MDB) projects with potential adverse environmental and social impacts. The report of the trip is now on the USAID/Mongolia website. Please look for Mongolia – Oyu Tolgoi Mine Project Trip Report . Pictures from the May trip can be found on USAID/Mongolia's Facebook photo page;

- Due to a last minute Congressional hold on USAID/Mongolia funding, we were unable to sign the FY2011 Strategic Objective Agreement Grant (SOAG) with the Government of Mongolia, however due to the receipt of extra FY2010 funds in the second half of FY2011, we were able to sign a separate SOAG for these funds. We hope to do a delayed SOAG signing for the FY2011 funds in later October when they return as carryover funds.

## First Look at October Activities

- USAID/Mongolia's private sector team and the Business Plus Initiative's Director and Deputy will travel to Oyu Tolgoi, Tavan Tolgoi and the customs crossing at Zamiin Uud;

- A regional OFDA representative is scheduled to arrive mid-October to look at winter preparations and talk to IFRC and UNICEF, both past grantees;

- USAID/Mongolia's yearly Portfolio week is scheduled for October 24. Information received during Portfolio Week will be the foundation of the FY 2011 Performance Plan and Report (PPR).

## PRIVATE SECTOR-LED ECONOMIC GROWTH

### *Business Plus Initiative Project (BPI) Chemomics*

#### Implementation of business enabling policies

*Customs Risk Analysis* - Customs expert Jorge Montoya provided assistance during the last week of Sep-

tember to Mongolian Customs regarding risk management. The Customs Administration has been aggressively trying to use the risk management model that was previously defined under EPRC funding, and they have finished the development of the new selectivity component. The goal at this stage is to conduct the final activities required to fully implement risk management at Customs. To achieve this goal the selectivity component had to be placed through final verification, generated risk management products had to be reviewed, and upper management had to approve the release and implementation of the new system. After some minor fixes, we confirmed that all required tasks had been completed correctly. We then informed senior management that the IT solution is ready for implementation. The strategic and selectivity committees thereupon discussed the status and the defined implementation strategy, resulting in authorization of the implementation of the new system to begin Saturday, October 1. For the trial shipment release on October 1, the risk management component was configured such that all shipments received a red stamp. This was done to allow the new system to be verified without having any possible additional complications from different types of stamps. The implementation of the new system was successful. This week in UB port, shipments will gradually be inspected based on risk management under a controlled environment as the system begins to generate red, orange and green stamps. If all goes well, full implementation of risk management in all ports is expected by the end of the week.

#### Private sector capacity and competitiveness

*Public Private Partnerships (PPPs)* – BPI finalized the scope of work for initial technical assistance to be implemented within the State Property Committee PPP unit. Inaugural work will focus on establishment of a PPP Virtual Data Room that will support Partnership transactions managed by the PPP unit.

*Association strengthening and Grants Program* – BPI completed the first round of due diligence on existing business associations in order to identify and assist the first tranche of prospective grant recipients. Preliminary thoughts for year 1 assistance via grants include: 1) Corporate Governance Development Center, 2) Banking and Finance Academy, 3) Establishment of Quality Assurance Center, 4) assistance to a startup Green Energy / Clean Technology Association. Additionally, six select business associations were identified that will take part in the QA initiative in early 2012.

*Quality Assurance (QA) Initiative* – Our quality management expert is preparing a strategy document for

the QA initiative, the basis being Total Quality Management/ISO and Food Safety/HACCP. A draft document outlining the pilot program will be completed in early October 2011. Areas under consideration are program background and objectives, public and private sector stakeholders for pilot program, training modules constitution and projected targets, QA program affiliation and certification prospects, course fees, trainee identification and qualification criteria, and longer term sustainability prospects for the QA initiative. Work objectives under the QA initiative continue as per the annual work plan.

### Financial sector capacity and enabling environment

#### *Capacity building for the Financial Regulatory Commission*

- Legal Advisor Henry Schiffman visited UB Sep 8-20 and drafted the new Investment Fund/Custodian law. The draft is currently being translated into Mongolian language. BPI will continue providing TA to the FRC until the draft law is enacted along with the new Securities Law.
- Implementation of the FinA financial reporting system and development of the Corporate Governance (CG) Portal are currently underway. BPI will coordinate TA to coincide with the arrival of the equipment by mid-October. Two expat STTAs, one local consultant will be engaged to complete integration of previous work (listed companies, micro lenders, insurance) into new servers in addition to the development of CG portal.
- BPI is providing TA to FRC's new CG Unit in development and capacity building to implement GoM CG Strategy, public outreach and directors training with CGDC.

#### *NBFI Financing and Regulation*

- Banking and Finance Academy course development will begin approximately October 15. Local partner BODHI Financial will provide consultants to help develop the 14 new modules for the "LODP" (Loan Officer Development Program).
- Assessment of a strategy for new product development for the Mortgage Corporation (MIK) currently continues.

#### *Corporate Governance and Transparency*

- Project is assisting CGDC to develop consulting capacity. CG Rating Index and Board Evaluations are the topics in most demand by both regulatory authorities and private sector firms who wish to improve internal CG processes and access to finance through IPOs. Course work underway.
- Project assisted Exec Director of CGDC Mr. Un-

enbat to prepare his address at the Corporate Social Responsibility conference at Ikh Tenger in early September.

Bankruptcy Judge Charles Case and attorney Michael Palmer conducted a field visit to UB in late September. They reviewed the current bankruptcy legal environment and the draft bankruptcy law, conducted an assessment, and prepared a set of article by article recommendations to the MoJ and MoF for finalizing the draft law and introducing it into Parliament by the end of 2011.

### **MORE EFFECTIVE AND ACCOUNTABLE GOVERNANCE**

#### ***Mongolia Anti-Corruption Support Project (MACS)*** ***The Asia Foundation (TAF)***

#### ***Strengthening Capacity to Prosecute and Adjudicate Corruption Cases***

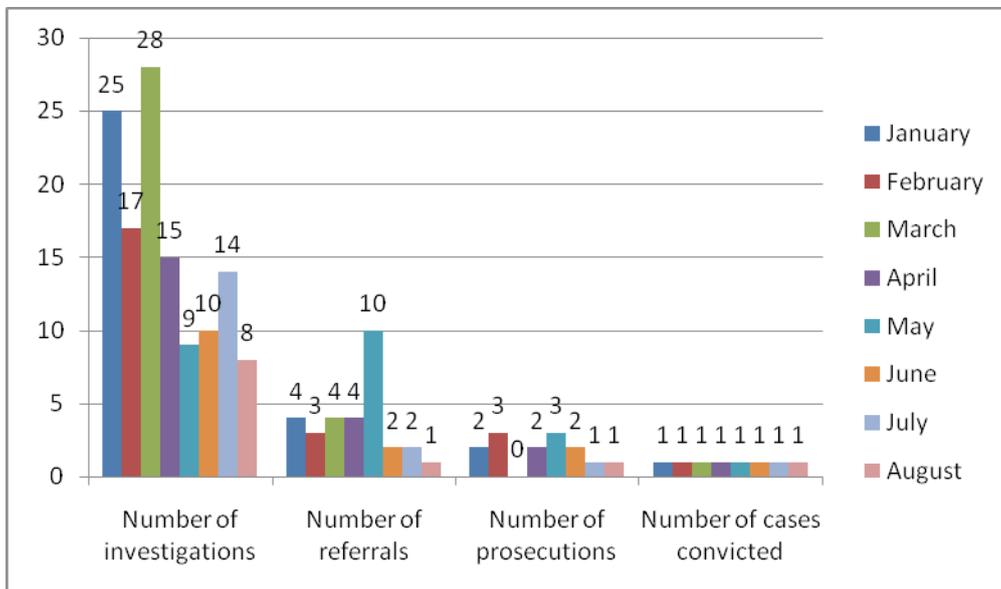
On September 2, 2011, TAF organized a discussion among prosecutors and National Legal Institute (NLI) researchers to receive final comments and feedback for the draft handbook on corruption cases for prosecutors. After receiving comments and suggestions, TAF submitted the final draft of the handbook to the General Prosecutor's Office for review, and facilitating accreditation for the handbook by NLI. When NLI approves the program, it will be the first specially tailored anti-corruption training program for law enforcement officers.



TAF organized a conclusion meeting with MACS government partners on September 8, 2011 at Government House. The meeting gathered nearly 100 officials from the Cabinet Secretariat, IAAC, and government agencies. The meeting helped key stakeholders in anti-corruption efforts to look at achievements, challenges and discuss their next directions.

TAF, in collaboration with the Supreme Court, organized a workshop on September 13, 2011 to share experiences from the judiciary study visit to Singapore with other judges. Three Supreme Court judg-

es and 14 judges from the Capital City and district courts attended the half-day workshop. The participants of the Singapore counter-corruption training in July presented on the Singapore experience of fighting corruption and provided recommendations for the Mongolian context. The report of the training and recommendations were officially presented Supreme Court Chief Justice Mr. Zorig.



In August, the IAAC conducted a total of eight investigations, with one case referred to the prosecutor's office for prosecution. There was one corruption case convicted that involved the head of the faculty of a private university, who accepted a bribe for enrolling a student, and resulted in a 3.6 year prison sentence.

### Strengthening Adjudication of Commercial Cases

In late 2010, TAF had initial discussions with the Supreme Court and other stakeholders about posting judicial decisions on commercial law related cases to a website for public review. An initiative was then launched by the judiciary to post decided cases, and now all Aimag and District courts have their own website. However, many of the courts have difficulties in uploading past cases due to time and human resources constraints. Therefore, TAF assisted the Supreme Court to upgrade its official website. With TAF support, about 7,000 pages of rulings, legal interpretations, and other court data have been uploaded. The website has also been restructured with many user friendly features, including links to recently decided cases and a schedule for court hearings. The website will be officially publicly launched on October 1, 2011. At this stage the website is being tested at the following link <http://supremecourt.andromeda.mn/>.

### Public Awareness and Education

Following the completion of the anti-corruption teacher trainer manual in partnership with the IAAC and

the Voter's Education Center, TAF organized a full-day teacher training pilot training on September 9, 2011. The purpose of the training was to train representatives from civil society organizations and the private sector on anti-corruption in order to expand the outreach of the IAAC to the private sector and the public. With TAF support, an initial 21 trainers were equipped with tools on establishing integrity, fighting corruption through supporting openness and accountability, types of corruption and identification of corruption, and public awareness activities against corruption.

In collaboration with USAID/Mongolia, on September 13, 2011, TAF successfully organized a half-day program for Ms. Mary Allen, USDA Program Analyst, and reported on the results of the projects implemented with USDA funding. During Ms. Allen's visit to IAAC, the importance of the above mentioned

teacher trainer manual was emphasized by the Head of Public Awareness and Education Department.

### Social Safety Nets Project (SSNP) --USAID Mercy Corps

Component 1: Improve social inclusion of marginal households by increasing access to social and community support networks

The Psycho-Social Support training may have ended, but 41 community groups consisting of 172 members in 10 aimags have been emerged from the training and are now developing their small businesses. In cooperation with the local Labor and Social Department in each target aimag we referred 975 Psycho-Social Support training participants by September 2011, to the department's public works for cash program resulting in collective earnings of MNT 25.4 million from the state budget.

The kindergartens established with program funds in the 10 aimags to assist parents who were attending the PSS training also have a legacy. Local governments in 8 of the 10 aimags (Umnugobi, Arkhangai, Uvurkhangai, Zavkhan, Hovd, Gobi-Altai, Bayankhongor & Bayan-Ulgii) have put these kindergartens into their 2011-2012 budgets. This means that 209 additional children to attain pre-school education annually.

Over 13,000 citizens participated in the One Day of



Bagh community events organized 2-3 times in each aimag by September 2011. These events facilitated information exchange between community members and organizations including government agencies, local civil society organizations, employers and other stakeholders. Citizens got better information concerning available services that could benefit themselves and their families, along with project information and the ability to share their experiences as participants in the Social Safety Nets project. As a result of these events 450 citizens obtained proper civil registration documents which will allow them access to health-care, education, social welfare and public services benefits.

### Component 2: Increase employment among marginal household members through an Employer Support Mechanism

By the end of September 2011, 3960 citizens improved their marketable skills through in vocational skills training. Training was provided by competitively selected training organizations and local enterprises in 37 different fields, based on local demand for skills. In the meantime, 612 trainees found permanent, another 267 individuals had temporary jobs thanks to their improved skills.

### Component 3: Increase employment among marginal household members through an Employer Support Mechanism

The Employer Support Mechanism is providing grants to 154 local employers throughout the 10 target aimags who wish to expand their workforce by employing formerly unemployed individuals who have participated in the Social Safety Nets project training. In total 400 new positions are to be created in socially responsible enterprises that have demonstrated a commitment to ongoing support for their new employers, a willingness to invest their own resources into making the position possible along with the funds received from the grant and an undertaking

to make all required payments for salaries and social security. By September 2011, those employers already created 362 new jobs in their aimags.

Labor Market Days were held 2-3 times in each of the 10 target aimags in collaboration with the local Labor and Social Welfare Department. These events brought together employers, job seekers and vocational training providers and enabled 663 unemployed citizens to receive job referrals by the time being. The Labor Markets Days also helped promote a culture among employers of recruiting the most qualified candidates for vacant positions in a competitive and open way.

## USAID CENTRALLY AND REGIONALLY FUNDED PROJECTS

### *Sustainable Conservation Approaches in Priority EcoSystems (SCAPES) Project -- USAID Wildlife Conservation Society (WCS)*

*WCS Collaborative Wildlife Protection Training:* September 5th – 10th the DS SCAPES project conducted an intensive field-based training for wildlife protection and enforcement staff in Mongol Daguur Strictly Protected Area (SPA), the Mongolian section of the Dauria International Protected Area. The training was designed to improve wildlife monitoring skills and promote collaboration among the agencies with jurisdiction over wildlife protection and law enforcement in the Daurian Steppe transboundary region. The training was conducted in collaboration with the State Border Defense Agency of Mongolia and took place in the Erenstav Outpost, Chulunhoroot Soum, Dornod Aimag. The format for the workshop was a mixture of information sharing (international best practices for wildlife monitoring and law enforcement and approaches used by border guards, park rangers and environmental inspectors in Mongolia), training in specific skills (navigation, reporting, wildlife identification), field practice and the development of strategies for addressing threats to wildlife (poaching, habitat loss) in the Daurian Steppe border regions. Eighteen individuals from 6 different agencies participated in the training.

*Community-based Conservation & Governance of Natural Resources:* DS SCAPES project staff in collaboration with the NGO, People Centered Conservation, organized a series of mini-workshops with members of 4 livestock herder community groups and soum-level officials on the Eastern Steppe September 20th - 23rd. The meetings were designed to prepare both the community groups and the local officials for the application and approval process for

the establishment of formal community protected and managed areas or Nukhurlul in the region. The communities are planning to present their applications for Nukhurlul designation to the local parliament in November 2011

*Workshops & Conservation Planning:* DS SCAPES project staff attended and provided input at a workshop entitled “Infrastructure Development is a Barrier to Migration of Wild Ungulates? Strategies to Mitigate the Obstacles”, organized by WWF Mongolia on September 23rd. DS SCAPES project staff also attended the ZSL and Steppe Forward Program’s “Wildlife Picture Index (WPI): Monitoring Biodiversity in Mongolia” workshop held in Ulaanbaatar, September 25th – 26th. Two Daurian Steppe sites (Mongol Daguur and Nomrog SPA) were featured in the 2011 WPI field season.

*Avian Influenza in Wild Birds:* WCS continues to survey wild bird populations across the Eastern Steppe for highly pathogenic avian influenza (HPAI). This month 400 duck fecal samples were collected September 12th -16th from Ganga, Duut, Kholboo, and Erdene Lake of Dariganga National Park in Sukhbaatar Aimag. A total of 1,600 samples, collected July-September, were successfully exported to Hong Kong University for testing on September 21st.

***Strengthening Political Institutions and Accountability (SPIA) – NED  
Mongolian National Consensus Building Program (NCB) - USAID***

***International Republican institute (IRI)***

*IRI conducted a communications best practices training for publicity officers and other local officials in Dornogobi aimag*

On September 26, 2011 IRI traveled to Sainshand to conduct a training on improved communications and outreach methods. The training was attended by 35 people (12 male 23 female), representing 14 soums of Dornogobi aimag. The group included aimag level public relations officers, local level publicity officers from each soum, the Dornogobi governor, officials from various divisions of the governor’s office, members of the aimag khural as well as soum deputy governors. The intensive all day seminar covered elements on media planning, effective messaging techniques, cultivating personal relationships with members of the media, and ‘rapid response’ to misinformation and rumors. During the afternoon sessions, participants were asked to break out into groups and develop short and medium term media

plans for potential government initiatives, which were then assessed by IRI staff and the visiting trainer, who discussed potential ways to improve the plans.



*Visiting D.C.-based public relations expert Max Hamel makes his presentation to local officials in Sainshand, Dornogobi on September 26.*



*Participants developing public relations plans during afternoon breakout sessions on September 26.*

***IRI began conducting its autumn public opinion poll***

IRI and its Mongolia-based partner the Social Policy and Development Institute began conducting its autumn public opinion poll. The final questionnaire was reduced to just under 80 questions, and is designed to measure perceptions about the responsiveness and quality of governance, perceptions about opportunities for citizen involvement, the popularity of political parties (including the newly formed Mongolian People’s Revolutionary Party and recently renamed Mongolian National Democratic Party), citizen views on current events and social problems, and to test the favorability of individual political leaders and policy proposals.

***IRI completed its soum khural / local government manual / handbook***

Printing began on IRIs soum khural member handbook. The manual provides an overview of the historical development of local government in Mongolia, the constitutional framework governing the interaction between the central government and sub-national government units, the roles and responsibilities of

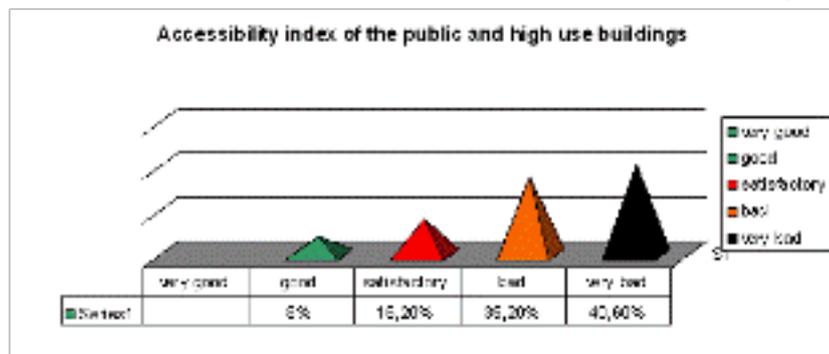
the soum-level khurals and their membership, as well as an explanation of legal provisions that apply to local officials. When printing is complete, copies will be distributed with the assistance of the parliament to each of Mongolia's soum-level khurals, to be used by khural members as a reference guide, and as training material for newly elected khural members in the future.

**Fostering an Inclusive Environment for the Disabled Project 2 (FIELD-2) Mercy Corps**

In September FIELD2 partner DPOs in 5 aimags and the Bayangol district of UB completed their Universal Design baseline survey. In total, 1515 local people filled the questionnaire 542 men and 973 women. In addition, 23 government officials were interviewed and 64 PWDs were involved in the focus group discussions. The key findings of the baseline are follows:

- 60% of respondents have heard about universal design as a result of the previous FIELD 1 project implementation.
- During 5 days of the observation process, 516 PWDs were served by the public and high use buildings and 300 children with disabilities attended in the school.
- 114 public and high use buildings were evaluated their accessibility index where 40,6% is totally not accessible (please see chart 1).
- Only 4 out of 23 government officials interviews heard about accessibility standards
- Only 5 cuts out of 75 in the monitoring zones met the building standards.

Chart 1



**The project opening as a Barrier Free Day**  
 Special events in all target areas hosted official openings of the FIELD 2 project. In total, 518 local citizens participated in the Barrier Free Day event in 5 target area and received information on FIELD 2 project and accessibility standards. The Barrier Free Day in UB started with a parade/monitoring effort from the parking lot of the US Embassy. We were honored

to have both Ambassador Jonathan Addleton and USAID Director Chuck Howell and the entire USAID staff come join us.



US Ambassador Jonathan Addleton, USAID Director Chuck Howell, Mercy Corps Mongolia Country Director Jennifer Butz, FIELD 2 team and other Mercy Corps Mongolia staff, National Wheelchair Users Association, Aivuun DPO, Independent Living Center DPO

Moving down the canal, the column--including wheelchair users, people with rolling luggage, ladies with strollers, and a few shopping carts for good measure--made its way to the National University of Mongolia. DPO leaders accessed two of the Universities buildings and tested the ramps for how well they met the building standards. The photo below shows that the answer was: not well at all. The group continued to the Ulaanbaatar Municipal office, where the ramp was so dangerous that the wheelchair users decided not to even attempt it alone.

The group made its way to Sukhbaatar Square for the opening ceremony of the Barrier Free Day and a concert. There were booths and tables where PWDs showed their products and handcrafts to the community and DPOs their organizations' introduction.

As closing of the Barrier Free Day, the various competitions were organized for entertainment and team building.

**Training to UB DPOs**

At the request of the UB DPOs, we held a training on project designing to the partner 3 DPOs on 7 September 2011 as a way of improving the grant proposal writing skills of the DPOs. In total, 15 members were attended in the training and improved their knowledge on project key elements.

**Enabling Market Integration through Rural Group**

**Empowerment (EMIRGE)**  
**CHF International**

**Building Capacity of business groups**

EMIRGE confronts the challenge of rural poverty commonly faced by marginalized farmers by designing and testing methods to collaboratively mobilize rural resources toward attainable market opportunities. In Mongolia, EMIRGE works with small scale producer groups to raise productivity and profitability through innovation and greater integration with other



economic actors. The activities for September are arranged under the three main objectives:

*Facilitate formation and strengthening of producer groups*

- Harvest monitoring. The fodder harvest yielded 95 tons of oats, corn and barley on 17 hectares. This represents a 4-fold increase over last year.
- Co-finance equipment purchases. Co-financed purchase of fodder cutting equipment to raise capacity and quality of silage production and equipment to bail hay. Both investments will result in raising winter production of milk.
- Program expansion. CHF began to assess other communities in which to mobilize groups of farmers. The number of producer groups will increase from 4 to 10.

*Establish commercial relationships between producer groups and market actors*

Developing sales channels.

- Participation in trade fair. Three vegetable groups will bring produce to the “Golden Autumn” fair aiming to sell 4 tons of fresh and processed carrot, cabbage, tomatoes, and potatoes.
- Groups are selling vegetables in UB at Bars vegetable whole sale market, Bumbugur trade cen-

ter. Sales were valued at 25 930 000 MNT.

Improving the cooperative enabling environment. CHF will work with the Mongolian National Cooperative Association to hold regional events to solicit input from cooperatives on growth constraints and educate them on their role in the advocacy process. This feedback will be used in a workshop of national level stakeholders to develop an advocacy agenda and strategy to advance cooperative sector interests.

*Capturing and disseminating economic impact of economic cooperation*

- Promotional video. CHF is producing a video to demonstrate the results of producer group activities over the last year. The film will highlight the importance of working together in improving and expanding businesses in agriculture sector, describing how farmers are overcoming problems through collaborative activity. Its purpose is to raise awareness of the general public about the importance of innovation and cooperative work. The video will be ready in October with Mongolian and English versions.

**U.S. DEPARTMENT OF AGRICULTURE FUNDED PROJECTS MANAGED BY USAID**

**Rural Agribusiness Support Program (RASP)-USDA**

**Mercy Corps**

**Client Sales**

Clients made \$ 648,518 in sales during September 2011. The total sales generated by business cli-

Year	Total Sales (MNT)	Total Sales (USD)	MNT/USD
2005	436,732,725	363,943	1200
2006	888,133,035	740,111	1200
2007	1,427,829,790	1,189,858	1200
2008	1,857,903,630	1,548,253	1200
2009	6,379,166,656	4,556,548	1400
2010	7,218,240,959	5,268,789	1370
2011	5,323,640,871	4,328,163	1230
Sep 2011	810,648,000	648,518	1250
<b>Total</b>	<b>23,531,647,666</b>	<b>17,995,666</b>	

ents under RASP from January 2005 to date are \$ 17,995,666. The following table details the actual sales of the RASP clients during the previous years.

**Loans: Access to Finance**

By September 22, 2011, RASP clients accessed 20 loans with a total value of \$75,000 for the facilitation

of which Mercy Corps provided \$28,400 (37.8%) as additional cash collateral to commercial banks. In 2011, RASP clients accessed a total of 399 loans or \$1,248,383 with the average loan size for the year reaching \$3,005. Since the start of the program in May 2004, a total of 2,795 loans have been dispersed, with a total value of \$8,026,776. Mercy Corps has provided 37.8% as additional cash collateral to secure our client's loans. The repayment rate to date stands at 97.73%. The monthly average of number of disbursed loans in 2011 is 50 and the average value of loans which is now \$3,005 shows and increase. Both parameters show significant demand for this instrument from rural SMEs.

### Aimag and regional market day events

In this month aimag MC representative offices in collaboration with local governmental and business development and non-governmental organization organized Autumn Market Day Events, agricultural producers' trade fair events in 9 target aimags: Arhangai, Bayankhongor, Dornogobi, Dundgobi, Gobi-Altai, Sukhbaatar, Umnugobi, Uvurkhangai and Zavkhan. Two of them were regional market day events: The Western Regional Market Day in Zavkhan and the Khangai Regional Market Day in Bayankhogor. 1081 local businesses participated in these market days, displaying and selling 674 types of local products such as dairy, meat, felt and felt crafts, leather boots, iron and wooden, vegetable, processed vegetable,

### TA

In this month RASP contracted 38 local training and technical assistance providers to conduct over 40 trainings and technical assistance interventions involving 400 rural entrepreneurs on the following topics: business planning, dairy and meat product development, product labeling, packaging, food safety, vegetable processing and packaging and woolen handicraft product development.

### Veterinary scholarship program announced

In partnership with the Mongolian Veterinary Association, we announced the vet student scholarship program in 2011-2012 academic year, aiming at supporting learning and creating interest in the veterinarian call. It is anticipated that 40 scholarship will be awarded to the best vet students with Grade Point Average above 3.

### Food safety training for food producers in 3 target aimags

During September, RASP and its contracted partner the "Mongolian Bactrian Association" organized two days "Production of safe food" training for 82 local food producers/processors in Dundgobi, Umnugobi and Sukhbaatar aimags. The training topics covered: hygiene of food processing factory, production of safe food, good manufacturing practices, sound design of food processes plants, principles of meat, milk, bakery and beverage plant sanitation, food contaminants, cleaning and sanitizing of food processing plants, workers personal hygiene, workers safety and regulatory requirements, quality assurance programs.



elite breeding animals and other. The participants of the market days generated in total \$ 539,760 in sales income from direct market sales of products. In addition, during these market day events 87 local businesses concluded supply contracts with wholesalers and retailers total value \$101,280.

### Product and local business development training and

### Local Economic Development (LED) Planning

The Dundgobi representative office organized a participatory LED planning methodology training in Khuld soum, and Zavkhan representative office held ongoing LED planning in Otgon soum in which 21 members of the LED planning and monitoring committee participated.

### Mongolia Agribusiness Support Program (MASP)-USDA

### CHF International Development Solutions (DS)

September was the final month of Mongolian Agri-

business Support Program, a two-year USDA funded economic development program implemented by CHF International and Development Solutions. The remaining program operations in Darkhan, Selenge and Ulaanbaatar have been concluded successfully this month.

### Business Development

In September, CHF sub-awardee, Development Solutions helped to expand or improve 12 businesses and created 6 new start-up businesses. DS conducted 44 agricultural and business trainings, provided 23 consultations, and delivered 59 information services. Harvest in Mongolia has been abundant this year. Mongolia is expected to harvest 420,000 tons of wheat and vegetables which is a record in last 20 years. In order to help our vegetable grower clients to sell their products, DS has also organized its annual harvest fair in Darkhan on September 11-13, in collaboration with its key partners such as the local governors' offices, Food, Agriculture and SME Department, Khan Bank, and World Vision. A total of 60 individuals and 7 cooperatives from nearby soums of Darkhan city have participated and made sales worth 17,000 USD during this three-day event and local consumers purchased locally produced, high quality fresh vegetables at competitive prices.

Additionally, DS continued providing agricultural business development services such as study tours, pickling trainings and growing berry tree trainings in Darkhan, Sukhbaatar and Ulaanbaatar. Business development services such as accounting training, "Amazing service" training, writing business plans, developing loan proposals have been provided to our business clients.

### Other Activities

Restaurant and other service businesses in Mongolia have high level of employee turnover. In order to address this problem and to build the capacity of employees, Development Solutions have been developing and providing number trainings to its skills. In September, we have developed and conducted two new trainings which are "Time management" and "Employee retention and motivation". "Time management" training aims to better utilize the work time of the employees and improve their productivity and time management daily planner notebook was developed and provided to training participants. Purpose of "Employee retention and motivation" is to teach middle and senior managers of companies on cost-effective and result-oriented methods to reward and recognize good employees.

DS is continuing the implementation of the community development projects, funded by Oyu Tolgoi, the EBRD TAM/BAS Program, and Energy Resources

LLC and supported by XacBank and Khan Bank. In September, our business advisors visited and completed several activities including conducting on-site monitoring of each project participants, business consulting for each participants and organizing business training on marketing and customer service in the target soums of Omnogovi province. DS organized a "Community Day" to promote products and services of project beneficiaries and to help them establish business cooperation with mining companies in the area. A total 21 business owners participated and introduced their products and services to the public and mining companies and made sales worth of 1,100 USD.

### SEPTEMBER IN PICTURES



*Beginning of the new school year*



*Testing out access ramps at Ulaanbaatar's Municipality Office*