



JOBS Project

3rd October '04
BDS Study Tour

JOBS

CREATING OPPORTUNITIES FOR BANGLADESH





BANGLADESH: The lay of the Land

- One of the poorest countries of the world
- 135 million people living in a very small, and typically inundated country
- Depends on exports of RMG – 75% exports of the country
- 4000 units employing 2 mil people getting paid next to nothing (<\$1/day)
- AND, MFA ends while 2 million unemployed added to the work force every year

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JOBS Project at a glance

- In our 8th year of implementation
- Ending in September 2005
- \$12.1 million USAID investment
- \$4+ million, partners/clients investment
- Sponsor's stake down from 90% to 30% for 2004 – cost sharing by partners

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Components of the Project



**Enabling
Environment**

**Sector
Development
Program**

**Information &
Communication
Technology**

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Enabling Environment

- Secured Transaction Act
- IT Law
- Access to credit
- Prioritization of Sectors for development



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Information & Communication Technology

- E- Policy
- E-HRD
- E-Private Sector Development
- E-Governance



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Sector Development Program

- Access to market and market information
- Access to technology
- Access to finance



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Focus markets: Europe, USA, Japan

Sector Selection Criteria



•Criteria	•Description
<ul style="list-style-type: none"> •Market Demand and Growth Potential 	<ul style="list-style-type: none"> •Evidence of strong effective demand for products being produced •Buyers have ready market for products but are unable to meet demand •Unmet demand from municipal authorities or large public works projects
<ul style="list-style-type: none"> •Potential Increase in Income and Wealth 	<ul style="list-style-type: none"> •Potential for increased revenues at all levels of sub sector •Projected increases in sales, profits, or returns to labor
<ul style="list-style-type: none"> •Opportunities For Linkages 	<ul style="list-style-type: none"> •Potential forward/backward linkages between large and small enterprise •Large buyers are overlooking SEs as a source of supply or unable to organize them to meet their demands.
<ul style="list-style-type: none"> •Potential For Employment Generation 	<ul style="list-style-type: none"> •Potential for enterprises (large and small) to create new employment opportunities as the sub sector develops or expands.
<ul style="list-style-type: none"> •Value Added Potential 	<ul style="list-style-type: none"> •Potential for SEs to add value to raw materials and gain higher earnings.

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Partners

- Local organizations – BRAC, KATALYST, SEDF, IRG, GTZ, etc.
- CBI
- ILO
- ITC
- UNCTAD, UNCITRAL
- WITSA
- Chambers, Trade bodies, and private sector



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Major Accomplishments 2003

- Sales Growth: \$17.39 million
 - \$12.88 million in exports
- Assisted 1,535 enterprises
- 150+ SME clients
- 44 Clusters established and linked
- Clients 80% women
- Income ranging from Tk 2000 – 4500 (\$35 - \$90)

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Total sales since 2000 – \$75 million (\$50 exports)

Results at a Glance



	•FY 2000 • Actual	•FY 2001 • Actual	•FY 2002 • Actual	•FY 2003 •Project ed	•FY 2003 • Actual	•FY 2004 •Project ed	•FY 2005 •Project ed	•Total •(00 - 05)
	•	•	•	•	•	•	•	•
• Total Annual Sales • (million \$)	•8.697	•12.042	•14.317	•13.380	•17.387	•12.069	•10.862	•75.374
• Domestic Sales • (million \$)	•2.659	•3.681	•4.376	•4.090	•4.512	•3.375	•3.037	•21.640
• Exports Sales • (million \$)	•6.039	•8.361	•9.940	•9.290	•12.875	•8.694	•7.825	•53.734

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JOBS and BDS Principles

- **No Market Distortion**.....but does the market exist and which market are we distorting?
- **No Subsidization**.....but what is subsidization?
- **Sustainability** of the intervention.....really!
- **Exit strategy** for JOBS.....
- **Facilitator and/or Provider???**

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JOBS Work Model

Intervention in the
Home Textile Sector

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Reasons for sector selection

- Unmet market demand
- Opportunity for linkages
- Value Added Potential
- Potential for employment generation



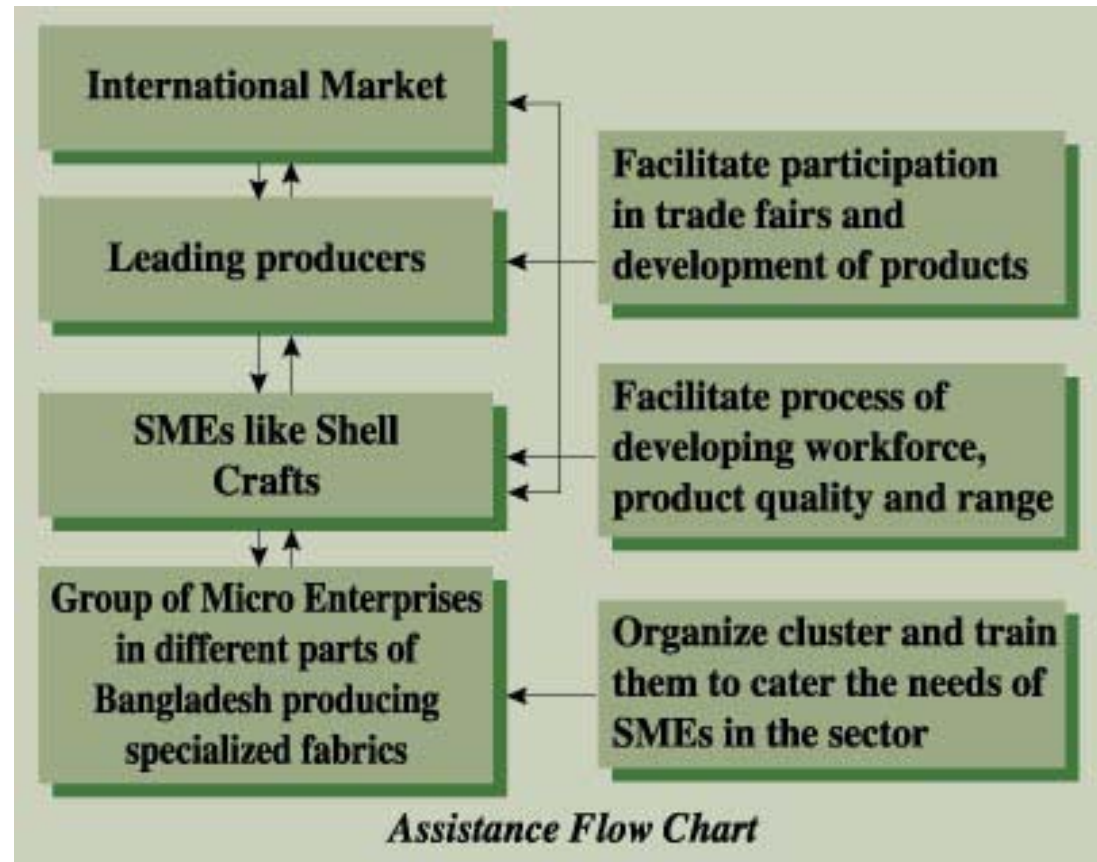
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Assistance Flow Chart



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Leading Exporters

- Product development workshop
- Market information
- Training on market research
- Linkage with midlevel producer
- Facilitate participation in international fairs



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Mid Level Producers

- Worker development training
- Facilitate participation in international trade fairs
- Product development training
- Training on market research
- Web based marketing tool development



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Micro Enterprise Level

- Cluster formation
- Skill development training
- New product development
- Training on business management and marketing



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Association Strengthening

- Training on market research
- Training on market information dissemination
- EDBM TOT
- Market Information Cell
- TOT on trade fair participation



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Local Designer Development

- Training on market research
- Designer development training
- Market INTEL seminar
- Linkage with international market information provider
- Subscription on international trade magazine, reports and websites



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