

5-  
ISA 84718

*Assistance to Street Children  
in  
Vietnam*

---

*Grant Proposal Review  
for  
USAID/Bangkok  
by  
Emmett Turner*

*Atlantic Resources Corporation  
Contract #DPE-5929-C-00-0049-00  
June 1993*

**Holt and World Concern Grant Proposals Review**  
**Emmett Turner**  
**June 19, 1993**

**Resources for review:**

1. Holt & World Concern (WC) 4/93 grant proposals.
2. Holt & WC 3/31/93 quarterly project progress reports.
3. USAID/Itinerary for 1/93 Displaced Children & Orphans Project Site Visits.
4. Child Welfare Specialist's 1992 Vietnam Assessment Team Report.
5. Child Welfare Specialist's Statement of Work 6/93.
6. Copies of 1992-93 grant agreements were not on hand for reference by the reviewer.

Both grant proposals appear somewhat abbreviated, presumably because responses to many standard grant proposal format topics were either detailed or omitted in the 1992-93 grant agreements.

Two common omissions in the proposals are Mr. Tue's 1/93 desire for development of Vietnamese (VN) project management staff to replace "expat" management staff, and our encouragement of the inclusion of VN NGO's in project activities to the degree possible.

The review process of both grants will include comments related to the Statement of Work ARTICLE III, and to the grant proposal.

**HOLT:**

1. Staffing - Adequate - Yes. Qualified - Yes, with the condition that the training coordinator have experience in child welfare, including family preservation and child placement as well as staff training, permanency planning, supervision, and overseas experience.
2. Project goals and methodologies: Response to subparagraphs a, b, and c is "yes".

3. **Measurement & Evaluation:**
  - a. Appropriate monitoring is implied throughout the proposal, but not specifically addressed. Applicant's history has demonstrated satisfactory performance in this regard.
  - b. Data collection: Proposal is not clear on this issue. Reference is made to data collection (p. 4, item 2), but analysis and follow-up are not addressed.
4. **Relationships/Cooperation:** Contributions are defined with target population and government agencies. No mention can be found regarding VN NGO's however.
5. An implementation plan is included in the proposal which appears appropriate for the project environment. I do believe that the goal of 270 adoptions (1/2 in-country and 1/2 intercountry) are not realistic for a 3 year period and would urge the proposer to revisit this goal. Performance to date gives no indication of the reality of such a large number - and the competition with incentives grows daily as VN is being discovered by baby seekers with perks.
6. Experience tells me that the proposed budget is reasonable. What is troubling is that an adoption program director is budgeted, yet there is no such budget item for a permanency planning (maybe better referred to as child/family assessment) program director - which I have thought was the core issue of the Holt program. Perhaps I'm stuck on terminology. Suggest this be clarified, regardless.
7. **Headquarters/Field Relationship:** Proposal seems silent on this subject. However, the proposer has a well established record of strong and effective relationships between the home office and the field.
8. **Training:** This is a major element of this proposal as I understand it and I have numerous comments/ suggestions related to proposal content. First to address the statement of work subparagraphs a - e:
  - a. Appropriate - yes.
  - b. Schedules/Location - yes.
  - c. The training coordinator and/or an expert will prepare training materials.
  - d. The training coordinator and/or the expert will conduct training (i.e. training methods). Proposal is silent on how trainers will be trained. Perhaps this is not an issue but one would hope that VN staff will be given the opportunity to develop these and related skills.
  - e. The proposal is silent on follow-up to training efforts.

2

Notes related directly to Holt's Item II., 1. a. "Training":

Suggest that training be developed into two tracks; permanency planning, and child care in the following order:

- PP 1. Permanency planning DEFINITIONS, philosophy and practices.
- PP 2. Child and family assessment techniques and procedures.
- PP 3. PRE AND POST RETURN SERVICES TO FAMILY, PARENTAL OR EXTENDED, OR TO COMMUNITY OF ORIGIN.
- PP 4. Pre and post adoption services.
- PP 5. Promotion of in-country adoption.
- PP 6. Intercountry adoption practices and procedures.
  
- CC 1. Child care definitions; philosophy, practices and procedures (to include at least group care and health care settings).
- CC 2. Services to families of children in group care or health care facilities.
- CC 3. Care of moderate to severely malnourished children.
- CC 4. Treatment and care of severely burned children.

Following clarification of issues noted, it is recommended that USAID enter into a grant agreement with Holt for the proposed project.

WORLD CONCERN (WC)

### ARTICLE III

1. Staffing: The 31/3/93 report shows an assistant project manager in place during Quarters 3 & 4, yet the proposal implies that Mr. Kompare is the only "expat" project employee. If WC has yet to complete its senior management staff for the project I must question the feasibility of project expansion. Surely there is more information available at USAID/BKK than I have at my disposal.

Therefore I am not able to determine if there is adequate staff for proposed activities. Based on lack of information I am not able to determine appropriateness of staff qualifications.

Notwithstanding, WC's list of staff positions appears complete and well thought out.

2. Goals - Methodologies: The reviewer finds WC's proposal to satisfactorily address each of the issues raised in subparagraphs (a), (b), and (c) of the statement of work.
3. Measurements and evaluation: WC's proposal Component 6, page 10, mentions feasibility studies in items F and G. Item F does not say why the

study would be done or how findings will be used. Further, Item G does not say where or how findings will be used.

WC has addressed measurement of vocational education in paragraph 2(b), pp.15 & 16 and monitoring and evaluation in paragraph 5, p. 19. The proposal contains evidence of a satisfactory and measurable monitoring system and off a sound plan for collecting pertinent data.

4. Relationships/Cooperation with target population and government agencies is will planned and stated throughout the proposal. As stated earlier nurture of local NGO's is not indicated and is a desirable endeavor in these projects.
5. Implementation Plan: Included in the proposal and appears appropriate for the project environment. The problem of sufficient "expat" remains an issue, however.
6. Budget: Based on prior experience, the proposed budget appears reasonable to the reviewer.
7. Headquarters/Field Relationship: Reference to this is not found in the proposal. WC has demonstrated positive and productive headquarters, regional office, and field relationships.
- 8 Training: Subparagraphs (a), (b), (c), and (e) are satisfactorily addressed in the grant proposal. Subparagraph (d) does not clarify training methods such as laboratory, lecture, observation, practicum assignments, etc., Given WC's background in training, I am sure plans for this will be satisfactorily stated, upon inquiry.

The reviewer does not interpret the eagerness of the Quang Ngai project to jump ahead of the project time schedule as insurmountable. Particularly when WC controls release of funds for the project.

Following clarification of issues noted it recommended that USAID/BKK enter into a grant agreement with World Concern for the proposed project.