

Thailand AERA Quarterly Activities Report #6
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Accelerating Economic Recovery in Asia (AERA)
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Executive Summary

Business Advisory Center

The BAC reorganized positions and responsibilities to improve efficiency, improve marketing and help the Center move towards increasing fee income. A new marketing position was created to increase the project flow. The 89th project undertaken by the Center was completed during the quarter while work continues on 82 others. The BAC is planning to expand its work on competitiveness with Thai industry clusters. During the quarter BAC worked with JE Austin, a US consulting firm that specializes in cluster development, to “Competitiveness” seminars for the electronics, tourism, automotive, textile and garment, and agro-business industries in conjunction with the Thai Volunteer Consulting Service. The BAC held workshops on equity investment opportunities for SMEs and on potential for SMEs in the organic food industry.

Bank Training Program

The BTP program worked on the completion of two training projects – one for the Bank for Agriculture and Agricultural Cooperatives and the other for Krung Thai Bank. Four new projects were being developed for presentation to the funding committee in May. These included Bank of Ayudhya on “Risk Management Implementation”, Thai Military Bank on “Control Self Assessment,” BANKTHAI on “Debt Restructuring” and Siam Commercial Bank “Risk Management for Executives.” The BTP is also preparing for a change in its procurement procedures and will be seeking training experts for upcoming programs through direct bidding. Previous bids were processed through the USAID SEGIR contracts.

Business Support Organizations Partnering Program

During this quarter 15 grant projects were underway. A new small grant went to the Government Audit Office to help a senior Thai official participate in the International Auditor Fellowship Program. Ongoing activities included upgrading the capabilities of Thai accounting instructors, studying Thailand’s savings and investment tax policy, a workshop on performance auditing and continued training for 115 trainers for the Junior Achievement Thailand. The program was working on new projects with the Thai Bond Dealing Center to facilitate a partnership with the Bond Market Association (TBMA) in the U.S.; with the Ministry of Agriculture on organic farming certification, with Krung Thai Bank on internal auditing and quality assurance, and with the Institute for Management Education on community leadership training.

Border Action Against Malaria

During the quarter, major activities implemented included:

- Approval of co-funding with WHO to establish a network of sentinel surveillance for monitoring drug resistant malaria.
- Approval of a proposal submitted by The Life Skills Development Foundation to strengthen the capacity of primary schools to mobilize community action for the prevention and control of multi-drug resistant malaria in border areas.
- The first meeting of the national level Working Group on Partnerships for a School-based Approach to Community Action Against Malaria.
- An orientation workshop on partnerships for a school-based approach to community action against malaria for primary education, health, and vector-borne disease control officials in Mae Ramat and Tha Song Yang Districts of Tak Province.
- A workshop on collaboration to strengthen local organizations' role in self-reliant malaria control by communities in border areas of Mae Hong Son Province

Labor Standards Development Project

The Labor Standards Development Project (LSDP), intended to inform Thai manufacturers, labor inspectors and labor unions about the importance of emerging labor standards, undertook activities in the first quarter including:

- Coordinating with the Ministry of Labor and Social Welfare on guest speakers for a program on Thai labor and health and safety laws.
- Holding Thailand's Annual Labor Codes Conference that attracted over 180 participants to learn about labor standards and codes of conduct being applied by US buyers in Thailand.

Project Assessment

In order to gather customer feedback on the key AERA programs, KIAAsia called for proposals to survey a sampling of AERA customers and analyze the results. The objectives were to identify problems and improve management of the programs, provide input for future structural changes in the projects, provide feedback to staff on their customers perception of their competence and assess the impact of the program in helping AERA customers contribute to Thailand's economic reform and recovery. The results of the survey are expected in July, 2001.

Business Advisory Center and Thai Volunteer Consulting Service

Reorganization

The BAC was reorganized from four teams to three due to work and personnel changes. The BAC thus maintains 3 consulting teams with 5 consultants and a senior consultant each. The post of finance expert was left empty as the SME investment funds this post was intended to deal with are not yet active. It is expected that this post will be filled in the third quarter. A specialized marketing section was added to more aggressively recruit clients for the BAC. Further reorganization of compensation and authority levels is planned to better reflect the variety of responsibilities and levels of experience needed in the BAC. The BAC and the TVCS worked to better integrate their activities and management.

Marketing Activities

The BAC participated in the Communications, Internet, Technology and E-Commerce (CITE) exhibition between March 29-31, 2001 at the Queen Sirikit National Convention Center in Bangkok. The BAC took an active role in attracting qualified speakers to conduct nine workshops and presentations on a wide variety of e-commerce-related topics, ranging from "Fundamentals of E-Commerce" to "Measuring E-Commerce Returns." BAC consultants manned a booth during the three days, speaking and distributing information to scores of interested attendees and potential clients. This successful seminar allowed the BAC to provide information on e-commerce to SMEs while also creating greater public awareness of the BAC and its mission and attracting a substantial number of new clients requiring assistance in a diverse range of functional areas.

Projects

A total of 89 projects have been completed. Work continued on 82 projects in the quarter.

In order to attain greater impact for the consulting activities of the BAC and TVCS, a new approach utilizing private and public sectors partnership and cluster development model was explored. The BAC and TVCS organized a series of "Competitiveness" seminars for the electronics, tourism, automotive, textile and garment, and agro-business industries with JE Austin, a US consulting firm specializes in cluster development, during February 13 - 17. The seminars aimed to expose key players in various industries to the "Cluster" and "Competitiveness" concepts as defined by Professor Michael Porter of the Harvard Business School and to encourage them to form industry or product clusters to be able to effectively and confidently compete in the world market.

After being exposed to the concepts three industry groups expressed interest to work further with the BAC. These groups are from the textile and garment industry, automobile and auto parts industry, and Eco-tourism. The leaders of these businesses felt the need of stronger collaboration among themselves to develop competitive

strategies. They look forward to establishing a center that each individual company can share for human resource development and training, market data and information, and R&D. Organizations in the Information Technology sector are also interested in pursuing ways to improve their competitiveness. The Thai Volunteer Consulting Services (TVCS) and the BAC are working closely with these business groups, and are forming a project team to work with these potential clusters.

Seminar/Workshops/Presentations

The BAC, jointly with the Department of Export Promotion, the Department of Agriculture, Kasetsart University and Chiang Mai University, organized “Production and Export of Organic Food Products” seminar at the Chiang Mai University during February 1 – 2 to educate and assist agricultural product producers in the Northern area on the emerging trend and recently required “Organic” standards of the 3 major agricultural products importing markets; namely the US, EU, and Japan. The seminar attracted over 140 participants from mostly food exporting companies and also from a number of government offices in the area.

On March 21, the BAC, the Market for Alternative Investment and AccessCAPITAL organized a seminar to present Thai SMEs with information on equity investment from the perspective of both venture capitalists and financial institutions. The seminar was attended by over 250 interested participants, consisting of former and current BAC clients, entrepreneurs, and a mixture of SME owners and business people.

Banking Training Program

Projects completed

Nine Projects of Bank Training Program were completed by the end of the first quarter, which were:

Risk Management

- The Industrial Finance Corporation of Thailand
- Bank of Ayudhya
- Siam Commercial Bank

Credit Management

- Thai Farmers Bank
- Government Saving Bank

Responsibility Accounting Center

- Government Housing Bank

Internal Control

- Thai Military Bank

Debt Restructuring Management

- BANKTHAI

Train-the-Trainers on Business Plan for Small and Medium Enterprises(SMEs)

- Bangkok Bank

Active projects

Activity was ongoing at the end of the quarter on:

Bank for Agriculture and Agricultural Cooperatives

“Responsibility Accounting”

- Executive Seminar on Responsibility Center Management. The seminar will train 20 executives from four different divisions.
- Training on “ How to manage the “Responsibility Center”. Sixty branch vice presidents and 300 branch managers will be trained in this phase. The session will include both managerial and accounting systems.
- Set-up four model-branches for “ Responsibility Centers”

Training course had been delayed since February 21, 2001 due to schedule conflicts between BAAC and the contract trainer, DAI. Programs for Executive Seminar and Branch managers are scheduled to begin in May and July respectively.

II Follow-up and Evaluation Activities

The Institute plans to hire an outside agency to study customer feedback on AERA program, with a specific section on the BTP. The objectives are to know the level of satisfaction of KIASIA’s coordinator and to identify areas for improvement.

III Upcoming Projects

Funding on BTP year 1 already approved:

KRUNGTHAI

“Credit Risk Management” The project will include training on the Risk Management concept for executives, middle management and training-the-trainers. The Bank’s statement of work has been sent to USAID for vendor selection.

Funding on BTP Year2:

The next meeting of the AERA Working Group is set for May 29, 2001. Four projects have been developed to propose for approval including:

Bank of Ayudhya

“Risk Management Implementation” The project will include

- Credit Risk Management Training

For credit staff and officers relating to the credit manual

- Market Risk Training

For staff from the Treasury Department, Investment Banking Department, Risk Management Department and Internal Audit Department

Thai Military Bank

“Control Self Assessment” The project will include

- Produce Control Self Assessment’s manual and arrange training classes for staff at management level
- Produce Control Self Assessment facilitator’s manual and arrange training classes for auditing staff at management level
- Pilot program and workshop on CSA implementation

BANKTHAI

“Debt Restructuring” The project will include

- Presentation and workshop on standard debt restructuring process for revenue-generating department, regional offices and branches.
- Wrap-up session for Executive staff

Siam Commercial Bank

“Risk Management for Executive” The program will include

- Training on Risk Management concept for 40-50 bank’s executive staff
- 2-3 days for consulting period

IV. Vendor selection preparation

Due to changes in vendor selection procedures for vendor selection in year 2, KIAAsia plans to manage vendor selection process itself. Request for Proposals (RFPs) documents and potential vendor lists are being developed.

Business Support Organizations Program

Projects Approved for Funding

The BSOP has been concentrating on projects which develop and promote good governance, transparency, business structural reform, ethics, deepening of financial reform, and international competitiveness. As of the first quarter, fifteen large and small grant projects have been approved and are underway.

New Small-Grant Approved

GAO Fellowship Program 2001 Grant Awarded (\$10,000)

Under BSOP Support, Mr. Karanee Butrameeboon is to participate in the 2001 International Auditor Fellowship Program at GAO in Washington D.C., U.S.A. from May 14, 2001 to September 21, 2001. The program supports the goal of the International Organization of Supreme Audit Institutions (INTOSAI) to strengthen auditing and financial management practices and promotes the sharing of information and experiences among Supreme Audit Institutions (SAI) throughout the world.

Ongoing Activities

1. Upgrading the Capabilities of Thai Accounting Instructors

Dr. Harold Sollenberger, Professor of Accounting, Broad Graduate School of Management, Michigan State University, came to Bangkok on January 21 – 26, 2001 to assist The Institute of Certified Accountants and Auditors of Thailand (ICAAAT) in developing teaching materials, including videos, disks, transparencies and manuals for Thai accounting instructors. Professor Sollenberger will be back to Bangkok again in late March to review this project which is supported by the BSOP program

2. Comparative Study on Thailand's Saving and Investment Tax Policy

Technical support for the Comparative tax study conducted by Thailand Development Research Institute (TDRI) for the Securities and Exchange Commission (SEC) has been provided by Dr. Julie Collins, Senior Associate Dean-Academic Affairs, Kenan Flegler Business School, University of North Carolina. On January 25, 2001, during Dr. Collins' business trip to Bangkok, a discussion with TDRI was held to share US lesson-learned on tax issues such as the capital gains tax.

3. Performance Audit Workshop

Dr. William Johnston, a U.S. instructor and former employee of the U.S. General Accounting Office, has joined the State Audit Office of Thailand (SAO) to conduct a Performance Audit Workshop from March 19, 2001 to April 11, 2001. Before the workshop began in Bangkok, the BSOP facilitated a videoconference between the SAO (Bangkok, Thailand) and Dr. William Johnston (Jackson, Mississippi, U.S.A.). in the preparation of the workshop. The workshop has been delivered as a two-week workshop introducing the fundamental principles, concepts and methods

of performance auditing. In addition, a three-day module on instructional skills has been included to improve the capabilities of participants to pass on their newly acquired knowledge and skills to SAO's auditors throughout the country.

4. *SET Junior Achievement Thailand*

During mid-January 2001, Ms. Shawn E. O'Hara, President of Junior Achievement of the Bay Area, San Francisco and Ms. Gail D. Yates, Former President of Junior Achievement of Arizona spent 14 days launching JAI program in Thailand including to conduct the 2-day "Train-the-Trainer" course for Thai volunteer instructors. Sixty volunteers attended this program and were awarded JAI certificates. The first pilot course for the first group of 60 teenage students in middle schools from both government and private schools in Bangkok has been launched at the end of March 2001. The program's activities initially include education materials development, and train-the-trainers course delivered by US representatives from JAI, and training course to develop Thai protocol training techniques. One hundred and fifteen volunteer instructors from education and business sectors have been trained to conduct the first year classes to serve the 1,380 students.

Projects in the Pipeline

1. *Thai Bond Dealing Center (Thai BDC)*

The Thai BDC requested the technical assistance to develop the bond market in Thailand to strengthen the values of trust, accountability, and confidence in the market. The BSOP planned to facilitate the partnership between the Thai BDC and the Bond Market Association (TBMA) in the U.S.

2. *Organic Farming Inspection and Certification Program (DOA)*

The Department of Agriculture, Ministry of Agriculture and Agricultural Cooperatives, requested the technical assistance from the U.S. partner on methodology and technical know-how to inspect organic plants and to set up Certified Body.

3. *IIA – KTB Quality Assurance Review (QAR) Program*

Krung Thai Bank (KTB) requested expert assistance and training program to implement KTB's action plan on internal auditing. The Institute of Internal Auditors (IIA) in the U.S. will provide the expert assistance and the QAR program will be launched for assessment of KTB's performance following to international standards.

4. *Community Leadership Training Program*

The Institute for Management Education for Thailand Foundation (IMET) requested support for technical assistance and training on community leadership for provincial businessmen. The Community Leadership Association (CLA) in the U.S. has been approached to build organizational partnership with the IMET through membership for educational and informational exchanges.

Border Action Against Malaria

The Border Action Against Malaria Project (BAAM) funded by USAID, works with a broad national coalition to slow the emergence and spread of multi-drug resistant malaria in Thailand's border areas.

Project Activities

Activities this quarter supported movement from operational planning to approval of subgrants for implementation and provincial orientations for representatives of key stakeholders in malaria control interventions in sites selected for initial pilot work. Key activities were as follows:

Actions of the Technical Review Committee

Technical Review Committee Screens Subgrant Proposals: During the previous quarter, the BAAM Project established a Technical Review Committee (TRC) to screen subgrant proposals for technical soundness. The TRC comprises Dr. Damrong Boonyoen (BAAM Project Director), Dr. Dennis Shanks (USAMC - AFRIMS Director), Dr. Krongthong Timasarn (Malaria Expert of the Department of Communicable Disease Control, MOPH), Mr. Tom Elam (USAID Representative at the US Embassy in Bangkok), and Dr. Brian Doberstyn (WHO Representative to Thailand). On February 23, 2001, the TRC met to review proposals submitted for consideration for subgrant funding. The committee unanimously agreed on the technical appropriateness of a proposal for "Strengthening the Surveillance System for Antimalarial Drug Resistance" in 9 border provinces, and a proposal for "Partnerships for a School-based Approach to Community Action Against Malaria" to be implemented initially in Tak and Mae Hong Son Provinces.

Subgrants Awarded

Sentinel surveillance for monitoring drug resistant malaria: After receiving a positive recommendation from the BAAM Project Technical Review Committee, *KIAsia* awarded a subgrant to co-fund, along with WHO/Thailand, a proposal submitted by the Malaria Division to support implementation of the National Plan of Action to establish a network of sentinel surveillance for monitoring drug resistant malaria. *KIAsia* has awarded 1,847,300 Baht in subgrant funding to support training and equipment needed to establish the enhanced surveillance network for *in-vitro* sensitivity study of the currently used antimalarial drugs, while WHO/Thailand will award 1,923,400 Baht (from USAID grant funds) to support *in-vivo* therapeutic efficacy assessment of the first line treatment regimens to monitor drug resistance by malaria clinics, government hospitals, academic and military research units in 9 strategic provincial sites on Thailand's borders. The project is summarized in Annex 1.

Partnerships for a School-based Approach to Community Action Against Malaria: After receiving a positive recommendation from the BAAM Project Technical Review Committee, *KIAsia* awarded a subgrant to fund a proposal submitted by The Life Skills

Development Foundation to support coordination and collaborative implementation of a plan of action to strengthen the capacity of primary schools to mobilize community action for the prevention and control of multi-drug resistant malaria in border areas. *KIAsia* has awarded 10,919,100 Baht in subgrant funding to support formative research, teacher training, IEC materials, community mobilization, and school-community malaria control projects in 25 communities. The project is summarized in Annex 1.

Multi-Sectoral Partnerships and Collaboration

Activation of National Level Working Group on Partnerships for a School-based Approach to Community Action Against Malaria: Following up on earlier planning workshops, collaborating agencies submitted names of representatives to a national level Working Group on Partnerships for a School-based Approach to Community Action Against Malaria, chaired by Dr. Damrong Boonyoen, BAAM Project Director, with The Life Skills Development Foundation acting as the Secretariat. The BAAM Project Coordinating Unit organized the first meeting of the Working Group on February 5, 2001. The role of the working group was agreed upon and topics discussed included the content of educational materials for orienting communities; the content, process, and timeframe for school orientations; timeframe for development of baseline surveys on knowledge, attitudes, and practices regarding malaria and life skills pre-test; and the content of the first teacher training workshop. The partnering collaborative agencies include the following:

- 1) Office of the National Primary Education Commission: Office of Special Projects, and Technical Division, Office of Supervision and Standard
- 2) Offices of District and Provincial Primary Education Commission in Tak (Mae Ramad and Tha Song Yang Districts) and Mae Hong Son (Muang and Sob Moei Districts)
- 3) Border Patrol Police Bureau
- 4) Health Behavior Development Group, Malaria Division
- 5) Vector Borne Disease Control Offices No.1 and 2
- 6) Rajabhat Institute (Former Teachers' College) Chiang Mai
- 7) Inter Mountain Peoples Education and Culture in Thailand (IMPECT) Association
- 8) The Life Skills Development Foundation
- 9) *KIAsia* BAAM Project

The Working Group will ensure coordination of multi-agency efforts and act as a mechanism for joint planning, monitoring, evaluation, and replication of best practices to other border sites with highly endemic malaria.

Workshop on Participatory Baseline Assessment of Malaria Knowledge, Attitudes, and Practices: On March 27, the BAAM Project organized a workshop to develop an approach for conducting a participatory baseline assessment of malaria knowledge, attitudes, and practices by primary school children in in Muang and Sop Moei Districts of Mae Hong Son Province, and Mae Ramat and Tha Song Yang Districts of Tak Province. School children will start by studying the general context of their communities, and will then study indigenous knowledge, attitudes, and practices related to malaria. This will lead to an in-depth situation analysis and formulation of

school-community projects to prevent and control malaria through enhanced self-reliance.

Orientation Workshop on Partnerships for a School-based Approach to Community Action Against Malaria in Tak Province: From March 28-29, the BAAM Project provided support to The Life Skills Development Foundation to organize an orientation workshop in Mae Sot District, Tak Province, on the Partnerships for a School-based Approach to Community Action Against Malaria subproject. Participants included community leaders, health volunteers, health center workers, and primary school principals from Tambon Kaneh Jeu of Mae Ramat District and Tambon Mae Usu of Tha Song Yang District; district and provincial health and primary education officials, and NGOs; local, regional and national malaria control officials; and officials from the Office of the National Primary Education Commission.

Workshop on Collaboration to Strengthen Local Organizations' Roles for Self-reliant Malaria Control in Border Areas of Mae Hong Son Province: The BAAM Project Coordinating Unit organized a workshop on collaboration to strengthen local organizations' role in self-reliant malaria control by communities in border areas of Mae Hong Son Province from February 6-7, 2001. The event brought together more than 80 key stakeholders to consider the current malaria situation, build a common vision for local participation in malaria control, and agree on collaborative measures for prevention and control of malaria with emphasis on enhancing the roles of local organizations and communities for increased self-reliance. Participants included community leaders, health volunteers, health center workers, primary school principals, and Tambon Administrative Organization leaders from Tambon Pha Bong of Muang District and Tambon Mae Sam Laep of Sop Moei District; district and provincial health and primary education officials, and NGOs; local, regional and national malaria control officials; and officials from the Office of the National Primary Education Commission. Community-level visions were generated for collaboration in enhancing self-reliance through local action. Tambon-level meetings during the last session of the workshop elicited broad participation in formulating strategies for community-level initiatives on malaria control.

Site Selection for Expansion of Coverage to the Thai-Cambodian Border

In preparation for expansion of coverage to sites along the Thai-Cambodian border, BAAM Project Director Dr. Damrong Boonyoen and Project Coordinator James Hopkins made trips to Sra Kaew, Chantaburi, and Trat Provinces to determine priority sites and approaches for supporting community-based malaria control interventions. Dr. Dennis Shanks, USAMC-AFRIMS Director, accompanied the BAAM management team on the trip to Chantaburi, and Trat Provinces, which included visits to command headquarters of the Marine Ranger Unit and to bases on the border. Discussions were held with the Royal Thai Army Engineers who are building a road 168 kilometers in to Cambodia in Koh Kong Province. Border malaria clinics were visited and discussions were held with villagers who are involved in forest-related occupations that put them at high risk for malaria infection.

Coordination Linkages with the National Malaria Control Program

From February 19-21, BAAM Project Director Dr. Damrong Boonyoen and Project Coordinator James Hopkins participated in the national meeting of Directors of Regional Vector-Borne Disease Control Offices.

Results Achieved

Major results achieved during the reporting period include:

- Approval of co-funding with WHO of a proposal submitted by the Malaria Division for subgrant funding to support implementation of the National Plan of Action to establish a network of sentinel surveillance for monitoring drug resistant malaria.
- Approval of a proposal submitted by The Life Skills Development Foundation for subgrant funding to support coordination and collaborative implementation of a plan of action to strengthen the capacity of primary schools to mobilize community action for the prevention and control of multi-drug resistant malaria in border areas.
- Launch of BAAM in Tak Province by an orientation workshop on partnerships for a school-based approach to community action against malaria for primary education, health, and vector-borne disease control officials.
- Launch of BAAM in Mae Hong Son Province by a workshop on collaboration to strengthen local organizations' role in self-reliant malaria control by communities in border areas.
- Preliminary identification of priority sites for expansion of coverage along the Thai-Cambodian border.

Major Activities Planned

Major activities planned for the next quarter from April-June 2001 include the following:

- A planning workshop for initial teacher training on the Partnerships for a School-based Approach to Community Action Against Malaria subproject.
- Initial teacher training workshops for all teachers, principals, and district primary school education supervisors from 22 schools in Tak and Mae Hong Son Provinces participating in the Partnerships for a School-based Approach to Community Action Against Malaria subproject.
- Participation in Asian Collaborative Network for Training on Malaria annual Partners' Meeting and Mekong Roll Back Malaria Initiative meeting by BAAM Project Director Dr. Damrong Boonyoen and Project Coordinator James Hopkins.
- A series of focus group discussion workshops in Chantaburi Province to study the malaria transmission situation among high-risk forest-related occupation groups in Pong Nam Ron and Soi Dao Districts as input into formulation of appropriate

interventions for a community-based approach for malaria control in Thai-Cambodian border areas.

- Training on therapeutic efficacy assessment of antimalarial drugs for medical doctors and responsible staff at selected hospitals, malaria staff in Malaria Division and VBDOs 1-5 at 9 provincial border study sites.
- Implementation of study on therapeutic efficacy assessment of assessment for the first line treatment regimens of antimalarial drugs at 9 provincial border study sites.
- Training on microscopic diagnosis of malaria parasite and *in vitro* sensitivity study for laboratory staff in hospitals, laboratory and technical staff in Malaria Division and VBDOs 1-5.
- Implementation of study on *in vitro* sensitivity for the currently used antimalarial drugs.

For further activities see Appendix C:

Labor Standards Development Project

The Labor Standards Development Project (LSDP) initiated several activities in the first quarter. These projects focussed on disseminating information on labor standards to Thai manufacturers, government officers, university students and academics.

In February, KIASia cooperated with the Ministry of Labour and Social Welfare to coordinate guest speakers on Thai labor and health and safety laws for US based non-profit Business for Social Responsibility.

In March, we launched Thailand's 1st Annual Labor Codes Conference with assistance from the Ministry of Labour and Social Welfare and the US Embassy. Over 180 participants from the private and public sector acquired knowledge about the most prevalent labor standards and codes of conduct being applied by US buyers in Thailand.

In order to provide a background on social auditing in Thailand, the LSDP invited key industry representatives to discuss labor issues in the manufacturing sector with MBA students from the Kenan-Flagler Business School via a live videoconference. The LSDP plans to offer specialized training programs and consulting on labor standards certification in the second quarter of this year.

APPENDIX A

BAC Project Characteristics

The BAC has reviewed 314 project applications (including 4 seminars). Characteristics of the companies applying for BAC assistance are:

Size

Small	28%
Medium	68%
Large	4%
Total	100%

Note: Small sized businesses have annual sales and fixed assets (excluding land holdings) less than 20 million Baht. Medium sized businesses have annual sales and fixed assets from 20 to 200 million Baht. Large sized businesses have annual sales and fixed assets in excess of 200 million Baht.

Location

Greater Bangkok	61%
Surrounding Province	19%
Upcountry Province	20%
Total	100%

Note: Greater Bangkok denotes all areas in Bangkok. Surrounding province denotes Nonthaburi, Pathumthani, Samutprakarn, Samutsakorn and Nakorn Pathom. Upcountry province denotes all areas except Bangkok and surrounding provinces.

Completed or active BAC Projects sorted by Type

- PVO: Private Volunteer Organizations (ADCI/VOCA, CDC, IESC, TVCS)
- In-House: Completed by BAC consultants
- Seminar: Given to Thai SME business community
- Refer/Reject/Close: Not conforming to BAC criteria
- Not Confirmed: Still in diagnostic stage

PVO	66	36%
In-House	50	27%
Seminar	4	2
TVCS	25	14%
Not Yet Confirmed	<u>39</u>	<u>21%</u>
Total	184	100%

In addition, the number of projects that were referred, rejected or closed was 121. The following are reasons why projects were rejected or closed per BAC consultants:

- No response or cooperation from clients
- Client requested services out-of-range (i.e. request financing, business start-up assistance, government program assistance)
- Client did not remember submitting application

- VE requested for time period greater than 6 months
- Company was too large (not an SME)
- Company was too small (did not fit our criteria)
- Client concerned about cultural differences of VE



APPENDIX B: BSOP Projects Matrix

Projects Approved for Funding				
Large Grants				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Standards of Practice Handbook: Certified Investment and Securities Analyst Program / Financial Governance	The Association for Investment Management and Research (AIMR) and the Securities Analysts Association (SAA) are promoting a "code of ethics" for the Thai corporate sector by translating and adapting the AIMR's manual for the Thai environment.	To build up a strong ethics and professional standards program	SAA (Thai), AIMR (US)	The first payment for SAA has been made. The public hearing will be conducted in April.
Upgrading the Capability of Accounting Instructors / Financial Governance	The Institute for Certified Auditors and Accountants of Thailand (ICAAT) is developing accounting instructional aids including video tapes, computer programs and teacher's manuals to use in higher education with assistance from a US counterpart university.	Improved accounting standards particularly outside of Bangkok.	ICAAT (Thai), U.S. University	Prof. Harold Sollenberger, Accounting Professor, Michigan State University, came to Bangkok on January 21-26, 2001 to assist ICAAT in developing teaching materials.
Comparative Study on Thailand's Savings and Investment Tax Policy / Financial Governance	The study is to examine the impact of Thailand's present tax structure on the financial and capital markets from both the economic and administrative aspects. The Security Exchange Commission of Thailand (SEC) asked for the Thai Development Research Institute with assistance from U.S. experts to conduct the study.	More attractive tax provisions for investors.	Thai SEC, TDRI, U.S. Counterpart	A discussion between Dr. Julie Collins and TDRI was held to share US lesson-learned on tax issues such as the capital gains tax. The draft agreement between Dr. Collins and KIAAsia has been reviewed.



Projects Approved for Funding

Large Grants

Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Bankruptcy Court Administration Program Part I / <i>Corporate Governance</i>	The American Bankruptcy Institute (ABI) is providing technical assistance to the Thai Central Bankruptcy Court (CBC) in training and establishing systems to deal under the revised laws with the backlog of corporate bankruptcies.	To improve the capabilities of the CBC and develop a relationship between CBC & ABI	CBC (Thai) ABI (U.S.)	After the permanent staff of CBC is in place, the mentorship program in the U.S. will begin.
Bankruptcy Court Administration Program Part II / <i>Corporate Governance</i>	As a result of ABI's recommendation in Part I of the program, additional technical assistance and training is to be given to CBC by the ABI-member team in area of IT	To improve the capabilities of the CBC and strengthen the relationship between CBC & ABI	CBC (Thai) ABI (U.S.)	The draft contract between KIASIA and CBC has been reviewed by the Office of the Court of Justice (OCJ).
Thai Bankers Handbook / <i>Corporate Governance</i>	The Thai Institution for Banking and Finance Association (TIBFA) under a licensing agreement with the American Bankers Association (ABA).	Completion and use of handbook throughout Thailand	TIBFA, ABA	The licensing agreement between TIBFA and ABA has been completed and the contract between KIASIA and TIBFA has been signed. The working team has been set up.



Projects Approved for Funding

Small Grants

Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Technical Assistance for Thailand Rating Information Services (TRIS) / <i>Financial governance</i>	Technical assistance and training is to be given to TRIS by an expert sourced under the International Executive Service Corps (IESC) in the area of bond rating.	To strengthen Thai corporations' abilities to raise funds by improving the capabilities of TRIS in bond rating.	TRIS (Thai), IESC (US)	The project has been completed.
TRIS – Trip # 2	To provide expert assistance from a US Private Volunteers Organization (PVO) to help TRIS in the area of credit rating methodologies and procedures, securitizations, and staff training	To strengthen Thai corporations' abilities to raise funds by improving the capabilities of TRIS in credit rating methodologies and procedures, securitizations	TRIS (Thai), CDC (US)	The BSOP is contacting the CDC to find out the U.S. expert.
APICS-TLAPS Partnership #1 / <i>International Competitiveness</i>	To provide expert assistance from APICS to help the Thai Logistics And Production Society (TLAPS) in the area of logistics and supply chain management.	To establish long-term cooperation between TLAPS and APICS	TLAPS (Thai), APICS (US)	Mr. Richard Welch, the former President of APICS, attended TLAPS annual seminar in Thailand on May 5 – 22, 2000 with support under the BSOP fund. The project has been completed



Projects Approved for Funding

Small Grants

Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
APICS – TLAPS Partnership #2 / International Competitiveness	The BSOP has provided financial support to the President and advisor of the Thai Logistics And Production Society (TLAPS) to attend APICS conference in U.S.A.	To establish long-term cooperation between TLAPS and APICS		Dr. Pricha Pantumsinchai, TLAPS President, and Mr. Krizz Chantjiraporn, TLAPS Advisor attended the APICS International Conference & Exposition in Florida, U.S.A. The project has been completed
International Auditor Fellowship Program / <i>Corporate Governance</i>	To provide financial support to the Office of the State Audit of Thailand (SAO) to send its staff to attend The GAO Fellowship program, which supports the goal of the International Organization of Supreme Audit Institutions (INTOSAI) to strengthen auditing and financial management practices and promotes the sharing of information and experiences among Supreme Audit Institutions (SAI) throughout the world.	To improve the capabilities of the SAO staff and develop a relationship between SAO and GAO	SAO, General Accounting Office (GAO)	The GAO Fellowship program in 2000 has been completed. Under BSOP support, the Thai SAO has selected Mr. Karanee Butrameeboon to participate in the GAO Fellowship program 2001 between May 14 to September 21, 2001 at GAO in Washington D.C., U.S.A.
The International Auditor Fellowship Program’s field office placement / <i>Corporate Governance</i>	The program is a continuation of the International Auditor Fellowship program and is designed to provide the participant with training, which includes gaining practical experiences in designing and implementing audits.	To improve the capabilities of the SAO staff and develop a relationship between SAO and GAO	SAO (Thai) GAO (U.S.)	The program has been completed.



Projects Approved for Funding

Small Grants

Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Performance Audit Workshop / <i>Corporate Governance</i>	The training program will be delivered as a two-week workshop introducing the fundamental principals, concepts, and methods of performance auditing. This workshop includes a three-day module on instructional skill to improve the ability of participants to pass on their newly acquired knowledge and skills to the SAO's auditors throughout the country.	To improve the capability of the SAO's auditors in performance auditing	SAO (Thai) GAO (U.S.)	Dr. William Johnston, an ex-GAO employee, is in Bangkok to deliver training program to SAO's auditors from March 19 to April 11, 2001.
Land Assessors / <i>Financial Governance</i>	To support technical assistance and training to improve land assessment capabilities in Thailand.	Improve knowledge of assessors in Thai assessment organizations	Association of Thai Assessors and Appraisal Foundation	Executive from the Appraisal Foundation held talks with Thai organizations involved in land assessment in late August.
Certificate for Occupational Health and Safety / <i>International Competitiveness</i>	To provide financial support to the Board Chair of the American Board of Industrial Hygiene to deliver a seminar to the Occupational Health and Safety at Work Association in Thailand	To start training and establish a certificate program to comply with the new Labour ACT.	OHSWA (Thai), ABIH (U.S.)	Mr. Dan Agopsowicz, the ABIH's Board Chair, delivered a seminar to the OHSWA on July 20-21, 2000 in Thailand. The program is complete.
ABIH Certified Industrial Hygienist Program / <i>International Competitiveness</i>	The Occupational Health and Safety at Work Association (OHSWA) of Thailand proposes to join the American Board of Industrial Hygiene (ABIH) to provide training and establish a certificate program	To upgrade the professional skills of Thai health officials and strengthen the relationship between OHSWA and ABIH	OHSWA (Thai) ABIH (U.S.)	Dr. Lori Todd, Professor at UNC, developed a course for certified Industrial Hygienist Exam. Certification is the first step to setting up a Thai Board of Industrial Hygiene.



Projects Approved for Funding

Small Grants

Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
SET Derivatives Program / <i>Financial Governance</i>	To provide technical assistance and training to improve SET's knowledge of derivatives and systems to offer derivatives products.	To prepare the SET's staff for delivering of new derivatives products.	SET (Thai), U.S. partner	Mr. Robert B. Gilmore, and expert consultant, came to work with the Stock Exchange of Thailand (SET) on Sept 11-20, 2000. The program has been completed.
Thai Credit Bureau / <i>Financial Governance</i>	To promote the concept and the use of credit bureaus in Thailand to the public, industry and government.	Better knowledge on credit bureaus	Central Information System / US Partner	The BSOP is providing financial support to Khun Samma of CIS to attend the credit bureau conference on October 8-10, 2000 in San Francisco, U.S.A. The program has been completed.
SET Junior Achievement Thailand / <i>International Competitiveness</i>	The BSOP is providing support to the Thailand Securities Institutes (TSI) of the Stock Exchange of Thailand (SET) to develop and deliver economics education programs for Thai youth and to promote Thai capital markets. Junior Achievement International (JAI), arm of the US economic education organization, will provide the TSI with curriculum, education materials, and expert technical and training assistance.	To promote the long-term development of the capital market and stock market in Thailand	SET-TSI (Thai) JAI (U.S.)	Ms. Shawn E. O'Hara, President of Junior Achievement of San Francisco and Ms. Gail D. Yates, Former President, Junior Achievement of Arizona spent 14 days launching JAI program in Thailand, conducting a "Train-the-Trainer" course for volunteer instructors. The first course for Thai students in middle school was implemented in March 25.



Projects in the Pipeline				
Project Name / Objective	Description	Objectives/ outcomes	Partners	Status
Thai Bond Dealing Center / <i>Financial Governance</i>	To provide technical assistance to the Thai Bond Dealing Center in developing the Thai bond market to build trust, accountability, and confidence in the market.	Improved secondary bond market standards	Thai BDC and BMA (U.S.)	Project development
Organic Farming Inspection & Certification Program / <i>International Competitiveness</i>	To provide technical assistance and training to educate the DOA's staff in Organic Farming Inspection & Certification methodologies	Better understanding on the methodology of implementing an inspection and accreditation which conforms to international standards	DOA (Thai) IOIA (U.S.)	Project development
IA – KTB Quality Assurance Review (QAR) Program / <i>Corporate Governance</i>	To provide expert assistance and training to Krung Thai Bank (KTB) to implement KTB's action plan on internal auditing.	Best business practices	KTB (Thai) IIA (U.S.)	Project development
<i>Community Leadership Training Program / Corporate Governance</i>	To provide technical assistance and training to The Institute for Management Education for Thailand Foundation (IMET) to deliver the training program on community leadership among provincial businessmen through the Federal of Thai Industries and the Thai Chamber of Commerce.	To promote good community leadership among private sector and businessmen.	IMET (Thai) CLA (U.S.)	Project development



Appendix C. Border Action Against Malaria Summary of Subgrant Projects

Project: *Sentinel Surveillance for Monitoring Drug Resistant Malaria*

Subgrant Awardee: *Malaria Division, Ministry of Public Health*

**Subgrant Amount: *1,847,300 Baht (WHO/Thailand co-funding amount
1,923,400 Baht from USAID grant funds)***

Estimated Duration: *12 months ending April 30, 2002*

Subgrant Goal

Strengthening and expansion of sentinel surveillance system for antimalarial drug resistance in Thailand

Subgrant Specific Objectives

1. To establish a network of sentinel surveillance for antimalarial drug resistance in Thailand
2. To study the current situation of antimalarial drugs in Thailand both *in vivo* and *in vitro*
3. To strengthen the cooperation among sentinel sites in country and among neighboring countries towards sharing the antimalarial drug resistance information

Methodology:

ADR network comprises of malaria clinics under responsibility of VBDO 1-5, provincial, district or community hospitals in 9 provinces and the information center at Malaria Division. Nine provinces with high malaria incidence are selected as sentinel sites, *i.e.*, Tak, Kanchanaburi, Mae Hong Son, Ranong, Ratchaburi, Chiangrai, Ubonratchathani, Chanthaburi and Trat. Four main activities are:

1. Training the staffs of the involved sentinel sites on how to perform the therapeutic efficacy assessment (*in vivo*) and the *in vitro* sensitivity study;
2. Performance of the therapeutic efficacy assessment for the first line treatment regimens;
3. Performance of the *in vitro* sensitivity study for the currently used antimalarial drugs;
4. Establishment of the information center for ADR network at Malaria Division.

Training:

Before implementation, two courses will be provided to the related personnel.

Therapeutic efficacy assessment of antimalarial drugs: Participants are medical doctors and responsible staffs at selected hospitals, malarial staffs in Malaria Division and VBDO 1-5. A group of two or three specialists in drug efficacy study will travel to train the staffs at the study sites before launching the study.

Microscopic diagnosis of malaria parasite and in vitro sensitivity study: Participants are laboratory staffs in the hospitals, laboratory and technical staffs in Malaria Division and VBDO 1-5. The course duration will be one week. The objectives are to provide participants knowledge and practical skill on how to:

- Detect and differentiate the malaria parasites
- Count the density of the parasites
- Perform the *in vitro* sensitivity study

Performance of the therapeutic efficacy assessment

One hundred patients — 50 hospital patients and 50 malaria clinic patients who completed the 28 days follow up period will be recruited for the assessment. First line treatment regimen of each sites will be assessed using the current WHO guideline for assessment of therapeutic efficacy of antimalarial drugs for uncomplicated falciparum malaria.

Performance of the *in vitro* sensitivity study

In vitro sensitivity of *P. falciparum* to currently used antimalarial drugs, mainly, artemisinin, mefloquine and quinine will be followed in 7 previous sentinel sites, *i.e.*, Tak, Mae Hong Son, Ranong, Chantaburi, Kanchanaburi, Ubonratchathani and Trat. Two new sites — Chiangrai and Ratchaburi where no baseline data on the *in vitro* sensitivity will be added to the study. Fifty isolates for each site will be tested using the WHO standard *in vitro* test (MARK III).

Establishment of the Information Center

An ADR information center will be set up at Malaria Division. It will be responsible for communicating site-to-site and country to country, gathering, analyzing and reporting of the surveillance data.

Expected Results/Outcomes

- Staff participating in this project will be trained to be able to perform the ADR surveillance. Knowledge gained during the training together with experience gained during the ongoing project will help sustainability of the system in the future.
- *The current ADR situation will be known which will be beneficial for drug policy makers to consider the appropriate treatment and control measures.*
- Cooperation towards working and sharing ADR information among the sentinel sites in the country and the neighboring countries will be strengthened.

Utilization of Results

The results will be analyzed and compared with the previous information of both the same and different areas in order to find out the pattern and distribution of the ADR. The analyzed data will be shared among the involved sentinel sites in the network. The related institute and organizations will be informed of the current ADR situation and appropriate responses are expected.

Title: *Partnerships for a School-based Approach to Community Action Against Malaria*

Subgrant Awardee: *The Life Skills Development Foundation*

Subgrant Amount: *10,919,100 Baht*

Estimated Duration: *14 months ending April 30, 2002*

II. Goal

To establish a school-based approach to community action against Malaria that promotes and develops malaria knowledge, attitudes, skills and behavior necessary for community-based self-reliant action against malaria in highly endemic border areas facing increasingly multi – drug resistant malaria.

III. Specific Objectives

1. To raise awareness and build communities' capacity, knowledge, and ability to prevent and control malaria using a school-based approach.
2. To strengthen schools' and teachers' capacity to facilitate students and community learning and action to prevent and control malaria.
3. To build on scientific lessons learnt and best practices for project expansion to other highly endemic border areas facing increasingly multi–drug resistant malaria.
4. To establish a working model of a collaborative multi-sectoral approach for integrated cooperation with equal partnership among local implementing agencies.

Methodology

Target Areas:

1. Mae Hong Son Province:
 - Muang District - Phabong Sub-district- 7 schools, 917 students, 53 teachers, 5,069 villagers
 - Sop Moei District - Mae Samlaep Sub-district- 4 schools, 432 students, 15 teachers 964 villagers
2. Tak Province:
 - Mae Ramard District - Mae Kajue Sub-district: 7 schools, 896 students, 37 teachers, 3,763 villagers
 - Tha Song Yang District - Mae Usu Sub-district: 4 schools, 1,814 students, 40 teachers, 3,591 villagers

Learning reform methodology

- Pre-implementation training focusing on
 - Authentic curriculum development
 - Participatory learning and action processes
 - Project approach
 - Life skills-based health education for behavior development and change
 - Important supporting factors for success
 - Technical support and information on alternative technology, methods and IEC materials responsive to local needs
 - Management support for the teaching – learning process
 - Follow-up training and learning exchanges
 - Whole school approach

Health services reform methodology

- Sensitization and mobilization of TAOs and communities with high morbidity/mortality and multi – drug resistant malaria to take action for self-reliance in malaria protection and control
- Decentralization, sensitization and mobilization of public health services and vector borne disease control units

Expected Results/Outcomes

At community level

- Strengthen teacher’s skills in using active, discovery learning methods and the capacity of schools to develop locally relevant curriculum.
- Mobilize communities with IEC interventions.
- School – community participatory learning and action processes to enhance and develop desired behaviors on malaria prevention and control.

At project level

- The lessons learnt and best practices will be obtained and documented by the project stakeholders.
- The guidelines for replication will be disseminated for use in other highly endemic malaria border areas in Thailand.

Measurement of Impact

1. A process evaluation by stakeholders to identify strengths and weaknesses.
2. Outcome evaluation on project components focusing
 - On their quality
 - Teachers capacity on knowledge, attitudes, skills
 - Student authentic assessment by their portfolio and other means
 - Student life skills survey
 - Community and stakeholder perception of project
 - Impact on malaria at the community level (after implementation of school-community projects in phase 2)

Utilization of Results

The pilot implementation of the school–based approach to community action against malaria will be one concrete example of community level development that focuses on self-reliance as the key factor in the enhancement of health and education. Lessons learnt and best practices will be used as tools for policy advocacy and compiled as a guideline for further implementation in other border areas with highly endemic malaria in Thailand.

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