



## Ford Foundation Vietnam

### OUR MISSION

- Strengthen democratic values,
- Reduce poverty and injustice,
- Promote international cooperation and
- Advance human achievement

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The Ford Foundation is a resource for innovative people and institutions worldwide. Our goals are to:

- Strengthen democratic values,
- Reduce poverty and injustice,
- Promote international cooperation and
- Advance human achievement

This has been our purpose for more than half a century.

A fundamental challenge facing every society is to create political, economic and social systems that promote peace, human welfare and the sustainability of the environment on which life depends.

We believe that the best way to meet this challenge is to encourage initiatives by those living and working closest to the problems; to promote collaboration among the nonprofit, government and business sectors; and to ensure participation by men and women from diverse communities and at all levels of society. In our experience, such activities help build common understanding, enhance excellence, enable people to improve their lives and reinforce their commitment to society.

The Ford Foundation is one source of support for these activities.

We work mainly by making grants or loans that build knowledge and strengthen organizations and networks. Since our financial resources are modest in comparison with societal needs, we focus on a limited number of problem areas and program strategies within our broad goals.

Created with gifts and bequests by Edsel and Henry Ford, the foundation is an independent organization, with its own board, and is entirely separate from the Ford Motor Company. Since the Ford Foundation's inception it has been an independent, nonprofit, nongovernmental organization. The trustees of the foundation set policy and delegate authority to the president and senior staff for the foundation's grant making and operations.

Program officers in the United States, Africa, the Middle East, Asia, Latin America and Russia explore opportunities to pursue the foundation's goals, formulate strategies and recommend proposals for funding.



## Ford Foundation

For more than 50 years, the Ford Foundation has supported the search for solutions to the enduring problems of humankind. Headquartered in New York City, the foundation has offices in 12 countries from which it makes grants to innovative individuals and institutions serving the public interest worldwide.

In each country where it operates, foundation program officers, consulting with researchers, governments, nongovernmental organizations and community leaders, develop initiatives that respond to the long-term challenges of the host country. These initiatives shape and guide the foundation's grant making, which support research, training, education, advocacy and community-level interventions.

The Ford Foundation's endowment is its sole source of income, and it does not solicit or accept donations from individuals, corporations or governments.



*Above and right: The foundation has joined with local communities and concerned academics to preserve Vietnam's diverse arts and culture traditions.*

Our grants in Vietnam focus on  
Development Finance  
Education and Scholarship  
Environment and Development  
International Cooperation  
Media, Arts and Culture and  
Sexuality and  
Reproductive Health

### **Ford Foundation Grant Making in Vietnam**

The Ford Foundation began making grants in Vietnam in the early 1990's and was issued a license to establish an office in Hanoi in October 1996. During its first decade, the foundation approved more than 550 grants to organizations and individuals in Vietnam, as well as to foreign institutions working for the benefit of Vietnam, totaling \$71 million. In 2006, grant making in Vietnam reached \$9 million per year.

The foundation makes grants in Development Finance; Education and Scholarship; Environment and Development; International Cooperation; Media, Arts and Culture; and Sexuality and Reproductive Health.

The foundation believes that solutions to complex issues are best found by those living and working closest to them. For this reason, each of the foundation's programs is developed after consulting with a range of institutions and individuals across Vietnam. Current programs support Vietnamese who are creating new knowledge, enlarging institutional capacities and testing the most promising solutions to pressing social and economic needs. Given its global reach, the foundation can also link Vietnamese grantees with the best contemporary thinkers and innovators in the world.

The foundation also encourages equality of opportunity. To attain this goal, we work closely with grantees to ensure participation by men and women from diverse communities and from all levels of society.

The foundation's six core programs in Vietnam are described in the following pages. They reflect the foundation's commitment to helping the people, institutions and government of Vietnam build a strong, healthy and vibrant future.





*Foundation grantees are making it possible for poor households to access financial services.  
Left: Artisans in craft villages are using foundation support to strengthen community enterprises.*

FORD FOUNDATION  
IN VIETNAM

## Development Finance



In the field of Development Finance, the Ford Foundation promotes improved access to financial services for disadvantaged groups: low-income households, ethnic minorities and women. Financial services of importance to these groups include credit, savings, insurance and money transfers. The foundation seeks to promote greater outreach by formal financial service providers including banks, credit cooperatives and nonbank financial institutions. It also supports specialist microfinance institutions and networks to strengthen and formalize their operations.

Main approaches include undertaking pilot projects in the areas of innovative ideas, skills development, institutional strengthening and research. An example of this is a grant to Capital Aid Fund for Employment of the Poor (CEP), one of Vietnam's leading microfinance institutions. CEP provides small, income-generating loans to more than 67,000 clients, including workers, household businesses and migrants. CEP is using foundation funding to expand its operations in two of Ho Chi Minh City's poorest districts. The foundation has also funded the International Labour Organisation to conduct research on providing savings and insurance services to low-income households and exploring ways to expand their availability.

As a new field of work for the foundation, significant growth in this area is planned in the coming years.

Foundation grantees are improving training in higher and basic education institutions, building intellectual resources and supporting research in the social sciences.



*Foundation grantees have focused research, practice and policy on the conditions of poor migrants in Vietnam's major cities.  
Left: Pathways grantees are helping disadvantaged young people to enter universities.*

## Education and Scholarship



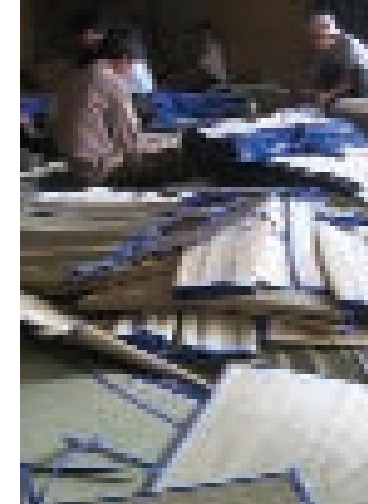
The foundation is working to build intellectual resources and support research in the social sciences. Under its Scholarship for the Future initiative, we bolster the research-oriented disciplines of sociology, cultural studies and anthropology. In all three cases, a combination of training workshops, research grants, overseas scholarships and support for curriculum development is resulting in the strengthening of these fields and their integration into international professional communities. More than 40 men and women have received advanced degrees in the social sciences with foundation support. Another example of grant making in this field is a series of grants to the Journal Donation Project (JDP) at the New School University in New York City. Using long-term contracts with publishers who offer journals at discounted prices, JDP provides nearly 850 journal subscriptions to two dozen social science, humanities, arts and architecture institutions in Vietnam.

To address a growing need for the application of social science research to public policy issues, grants support research and training in urban policy and planning. Over the past several years, the foundation has supported research on the culture of inner city lanes in Ho Chi Minh City, a translation and teaching program at Hanoi Architectural University and a summer seminar on urbanization at the East-West Center in Honolulu, Hawaii.

In addition to work in strengthening the social sciences, the Ford Foundation's Vietnam office participates in a global initiative to build Pathways to Higher Education for disadvantaged students. Projects to support poor, ethnic and female students living in rural and remote areas through college preparation and college-level tutoring and guidance are underway in one national and four regional universities.



## Environment and Development



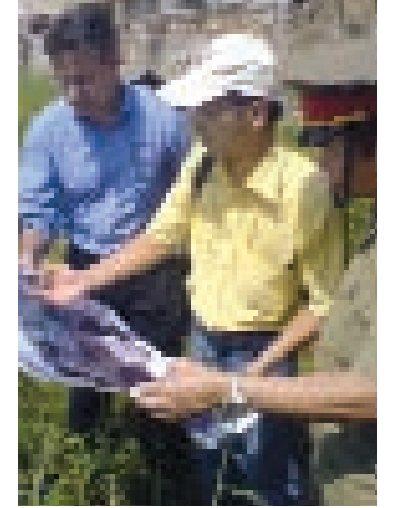
*Foundation grantees are supporting sustainable rural development. Left: Remote rural households remain largely dependent on nature.*

Ford grantees are promoting sustainable wealth creation in disadvantaged communities that depend on natural resources. Over the last 10 years, foundation grants under the Asset Building and the Upland Poor initiative were used to fund research, pilot interventions, training and publications on sustainable development.

The foundation builds on this work by supporting grantees who are linking poor rural communities with local and international market opportunities. Six recently funded projects are assisting these communities in the tea, sugar, pork, handicraft and nontimber forest-product subsectors. These programs include support to improve production inputs, agricultural processing, trader linkages, branding, local government sectoral policies and export promotion. In addition, the foundation has funded work to address a variety of risks faced by natural resource-dependent communities. Four projects are underway, including work on prevention of avian influenza, fishing safety and home garden conservation. In the environment and development field, grantees include private companies, cooperatives, local and international NGOs, as well as government agencies.

As the foundation considers its future direction in this field, it continues to promote the linkage of poor communities to market opportunities, while also making exploratory grants to strengthen land tenure and press coverage of poverty, environmental issues and regional development.

Foundation grantees are training international relations professionals and diversifying relationships with the United States.



*Foundation grantees are helping to resolve the legacies of Agent Orange. Left: Vietnamese and Vietnamese-Americans work on creating an NGO network.*



The foundation funds activities to assist Vietnam to strengthen its institutional capacities and achieve its national goals of equitable economic growth and regional and international cooperation. Through its International Relations Training and Outreach initiative, two sets of activities respond to the priorities expressed by the Vietnamese foreign policy community: training in international relations and diversifying relationships with the United States.

From 1994 to 2005, for example, foundation support enabled 1,355 Vietnamese foreign policy specialists to complete short courses within the country on such topics as multilateral diplomacy, international security, globalization and regionalization, economics and trade policy, and Vietnam's accession to the World Trade Organization. Over the same period, nearly 700 other Vietnamese specialists traveled overseas for language training and degree programs. This included awards for nearly 100 foreign master's and several doctorate degrees, half of them to women.

In the late 1990's, with foundation assistance, the Institute for International Relations (IIR) launched Vietnam's first master's degree program in international relations. More recently, the foundation funded the IIR and the Colleges of Social Sciences and Humanities in Hanoi and Ho Chi Minh City to renovate and expand their undergraduate teaching programs in international relations.

Grants have also been used to build a national association of Vietnamese-American NGOs. This association, the VA NGO Network, is aiding Vietnamese-American NGOs to adopt a longer-term development model for their work in Vietnam.

The foundation is also playing a major role in resolving longstanding legacy issues and the current impacts of dioxin contained in the chemical herbicide Agent Orange.



*With foundation support, Dzao communities in Northwestern Vietnam are training young people to read their unique script. Left: Foundation grantees are helping to revitalize Vietnam's film industry.*

FORD FOUNDATION  
IN VIETNAM

## Media, Arts and Culture



The foundation believes that thriving culture, arts and media are essential to a vibrant society. Under the Spaces for Creative Encounter and Expression initiative, programs are focused on revitalizing the documentary and feature film industries and encouraging artists to reflect on the world around them. We are also working to expand knowledge in the field of arts and culture management and fund grants to document and preserve Vietnam's diverse arts and culture traditions.

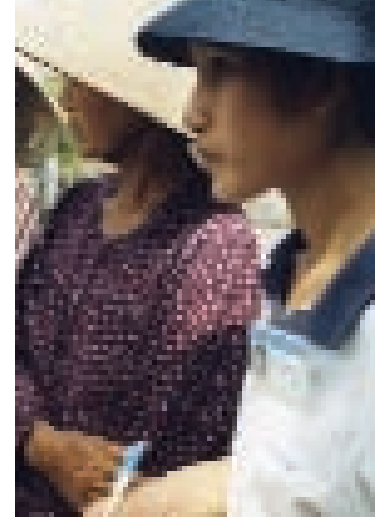
In the late 1990's, the government of Vietnam initiated a process in which arts and culture institutions were required to rely more heavily on their audiences for financial support. Given the history of state management of the arts in Vietnam, few within or outside the government knew how to negotiate this shift. Grants to the Ministry of Culture and Information are helping to build knowledge in the field of arts and culture management.

Given the rapid pace of change in Vietnam, the foundation has joined with local communities to document and transmit diverse, local and endangered arts and cultural traditions. A grant that created the Intangible Cultural Heritage Fund is one example of support to these communities.

Foundation funding is also being used to revitalize Vietnam's documentary and feature film industries. The Center for Assistance and Development of Film Talent, for example, is using foundation support to provide training and other resources to young filmmakers.

Contemporary art is an exciting field that is introducing new forms of representation to Vietnam. But contemporary artists often lack recognition and frequently have no space to work or exhibit. Foundation grantees like Arts Network Asia are encouraging artists to create new art forms and art spaces and to view their work as a vehicle for public reflection.

Foundation grantees are ensuring that vulnerable groups can access information and services for sexual and reproductive health.



*Above and left: Foundation grantees use peer-to-peer techniques to provide sexuality and reproductive health training.*



The foundation funds programs aimed at ensuring that vulnerable groups can exercise their right to access information and services for sexual and reproductive health and lead lives free of sexually transmitted infections, unintended pregnancy and violence.

Under one initiative, grants increase access to gender-sensitive, rights-based sexual and reproductive health programs for young people and other vulnerable groups.

More than 50 percent of the population of Vietnam is under 25. The foundation invests in projects to address young people's need for information about sexuality and reproductive health by creating opportunities for them to interact and to learn. These include, for example, a Web site and Internet counseling service and a project that uses participatory peer-to-peer theater techniques for sexuality and reproductive health education.

The foundation also helps to build capacity for research and training, including funding for the first sexuality resource center in Vietnam. Researchers are exploring factors that have influenced policies related to sexuality, adolescent sexual health and the behaviors of young male sex workers. Projects help to develop new approaches, such as harm-reduction projects to prevent HIV transmission and mutual support groups of women living with HIV.

Under the second initiative, grants fund programs to expand awareness of gender-based violence and support projects in both Vietnam and Thailand that train health providers to detect and respond to violence and refer women for additional services, counseling and legal advice.

The foundation also is funding the first women's shelter in Vietnam, to open in 2007, research on the prevalence and nature of gender violence and development of a new law on domestic violence. In Thailand, we are supporting research to explore and respond to the link between gender-based violence and women's vulnerability to HIV infection.

## **Institutional Strengthening of Ford Foundation Grantees in Vietnam**

Nearly 70 Vietnamese government agencies, universities, research institutes and associations are currently receiving foundation support to carry out their own, innovative work in the fields described above. In addition, the foundation also provides its Vietnamese grantee institutions access to additional resources, that they can draw on to strengthen their organizations. These areas of support include promoting greater diversity within both the projects supported by the foundation and the grantee institutions that carry them out, a flexible program of English language training and assistance in explaining the results of their work to groups outside the institutions.

## **The International Fellowship Program**

The Foundation launched the International Fellowship Program (IFP) in Vietnam in 2001. These fellowships support graduate degree study for up to three years anywhere in the world in 11 fields. The IFP gives priority to people from groups historically underrepresented in higher education. So far, nearly 150 Vietnamese women and men have received IFP fellowships. Of these, three-quarters come from small towns and rural areas, 61 percent are women and 23 percent are members of ethnic minority groups including Tay, Cham, Ede, Khmer, K'Hor, K'Tu, Nung, Hoa and Muong. Several of the fellows are physically disabled. Further information about the International Fellowship Program can be obtained from the Center for Educational Exchange with Vietnam, which manages the IFP in Vietnam. ([www.acls.org/ceevn/ifpguidelines.htm](http://www.acls.org/ceevn/ifpguidelines.htm))

## **Thailand**

In Thailand, foundation grants focus primarily on health social sciences, support for women's rights and strengthening the response to the HIV/AIDS epidemic. Major support to Mahidol University in Bangkok sustains its master's degree program in the health and social sciences for students from East and Southeast Asia, including Vietnam. Other grants support Thai work in HIV/AIDS prevention and care, reproductive health and rights and gender-based violence. Foundation staff anticipate that continued grant making in Thailand will provide a wealth of experience and opportunities for cooperation between Vietnamese and Thai social and agricultural scientists, gender specialists and health care providers.

### **Photography**

Cover: Paul A. Souders/Corbis; pp. 1, 8, 12, 13, Tran Thi Hoa; p.3, Keren Su/Danita Delimont Agency; p. 5, Capital Aid Fund for Employment of the Poor (CEP); p. 6, Nguyen Thi Ngoc Thuy; pp. 7, 15, Tran Viet Duc; p. 14, World Population Fund (WPF)

## Preparing a Concept Paper and a Proposal

### Ford Foundation Grant Making in Vietnam

A fundamental challenge facing every society is to create political, economic and social systems that promote peace, human welfare and the sustainability of the environment on which life depends. **We believe that the best way to meet this challenge is to encourage initiatives by those living and working closest to the problems;** to promote collaboration among the nonprofit, government and business sectors; and to ensure participation by men and women from diverse communities and at all levels of society.

An applicant for a Ford Foundation grant may be asked to prepare a brief concept paper to introduce the ideas, goals and activities for which he or she is seeking support. The concept paper enables the foundation's program staff to determine whether the proposed work fits within program initiatives and the available budget. Following discussion of the concept paper, the applicant may be invited to develop a more detailed proposal and budget.



## Preparing a Concept Paper

Your concept paper should be no longer than two (02) pages, including an estimated budget. It will answer these five questions:

**1. Why is the proposed activity important and relevant?**

Briefly introduce the problem or the need and then describe and analyze what others have already done in the proposed area of activity.

**2. What are the objectives of the project?**

Briefly describe the expected outcomes of your project. How will your project change the conditions of your field, your institution or a group of target participants or beneficiaries? Your objectives can be written as expected outcomes.

**3. How will the objectives be accomplished?**

Briefly describe each of the proposed activities, give a timetable and state the indicators or benchmarks that you will use to show accomplishment of the objectives.

**4. Who will carry out the project?**

Introduce the people who will carry out this project, their expertise and their institutions.

**5. What is the estimated budget?**

Prepare a draft budget covering the major categories of your work.

Please send us your concept paper together with a dated cover letter on your institution's letterhead. You can send both documents to the representative or relevant program officer by email: [Ford-Hanoi@Fordfound.org](mailto:Ford-Hanoi@Fordfound.org); by regular mail: Ford Foundation, 15th Floor, Vietcombank Tower, 198 Tran Quang Khai Street, Hanoi, Vietnam; or by fax: (+84-4) 934 9765.



## Preparing a Proposal

Following discussion of the concept paper, the applicant may be invited to develop a more detailed proposal and budget. Guidelines for the preparation of proposals are outlined below. Please send us a cover letter and proposal in draft form. Your cover letter should include a title, brief description of your project, the amount requested and a proposed length and start date. If possible, please use your institution's letterhead. Your proposal narrative should answer the following questions:

**1. Why is the proposed activity important and relevant?**

Introduce the problem or the need. Describe and analyze what your institution has already done in the proposed area of activity and mention similar or related activities by other organizations.

**2. What will your project try to accomplish?**

State the overall goal or result that you hope to achieve. Describe the short-term objectives that will lead to your goal or result.

**3. How will you reach your objectives?**

Describe each of the proposed activities that you will use to meet your objectives. Present a timetable for the activities to be funded by the grant.

**4. How will you measure progress in meeting your goals and objectives?**

Propose 2–4 benchmarks or indicators of the tangible outcomes or positive impacts you expect in the near term from grant-funded activities. Benchmarks should identify the expected results of the grant; they should not be just a list of completed activities.

**5. Who will implement the project?**

Introduce your institution including its legal name and status. Describe your institution’s experience within the field of your proposed activity. Introduce the principal persons who will conduct the project, including their backgrounds and experience within the proposed field of activity.

**6. Who works for and with your institution and how do you view the question of diversity of leadership and staff?**

Please fill out the following table on gender and ethnic diversity for your organization and include it within the body of your proposal.

**Diversity Table**

	Minority		Non-Minority		TOTAL
	Female	Male	Female	Male	
Board of Directors	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Professional	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Support Staff	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
TOTAL	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Describe your organization’s policies regarding diversity and your experience with implementing these policies. Please give particular attention to the recruitment and advancement of professional staff and to the selection of people for leadership positions.

Describe how your work will benefit people who may be disadvantaged or underrepresented in the field or in the communities where you work. We would like to understand how you propose to involve them directly in the design, implementation and management of the proposed project.

Your proposal should also include a detailed budget:

**7. What is the budget for your project?**

Organize the proposed budget into a maximum of six budget categories that clearly relate to the proposed activities. Describe each budget line with enough detail to show how you made your calculations.

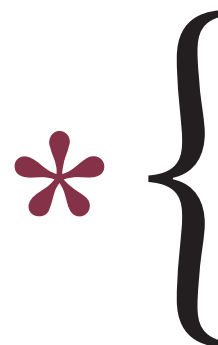
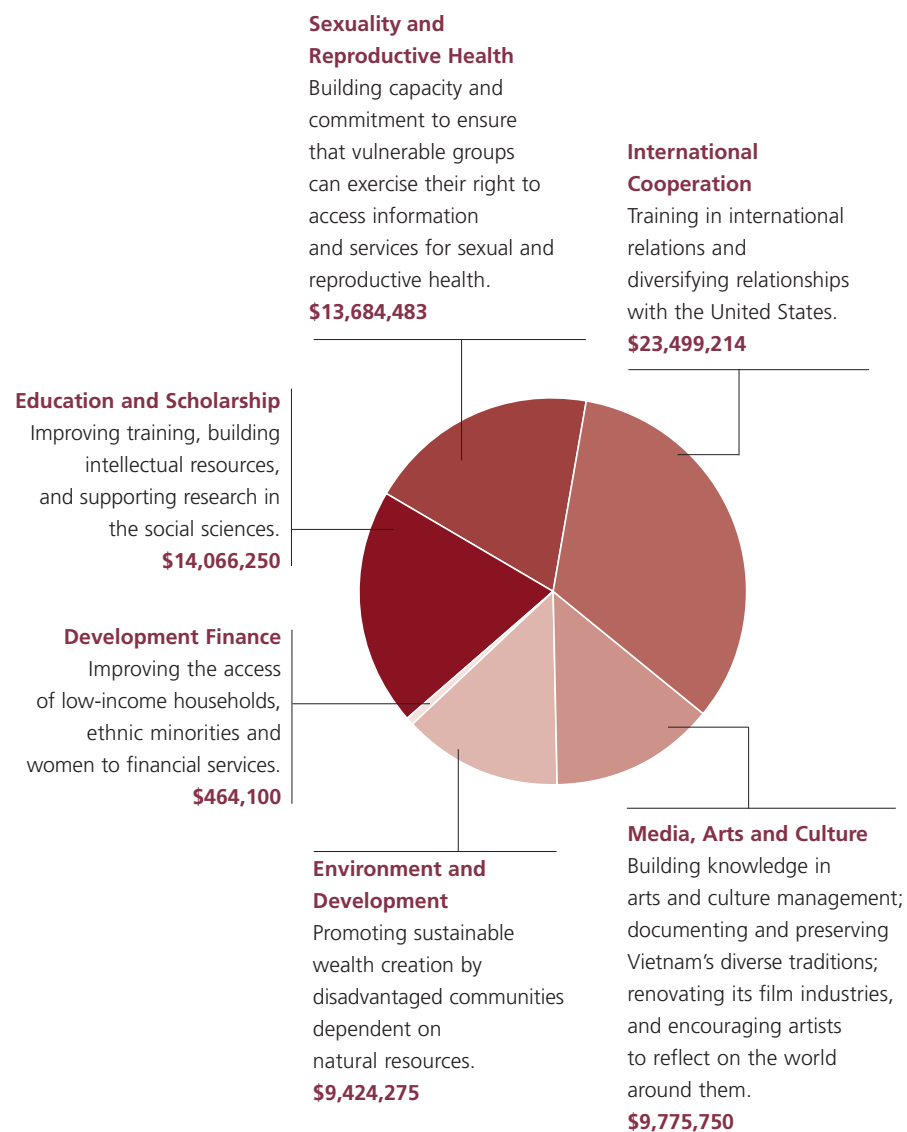
Show the budget for each year. If your project extends over more than one year, also calculate totals by year and include totals for the whole project. Include a list of other funding sources for your project and amounts they are contributing.

The foundation generally disburses funds in installments annually. If you have a need for funding at specific amounts and times, please provide a schedule.

• **Appendices**

In addition to the proposal please include an appendix that provides the names and institutional affiliations of members of your board of directors. Also include brief resumes of the key persons who will lead and manage the proposed activities.

**FORD FOUNDATION  
GRANT MAKING IN VIETNAM  
(1996-2006)**



## Who We are and How to Contact Us

Concept papers and proposals may be sent to the Ford Foundation office in Hanoi or to the representative or program officers listed below.

### THE FORD FOUNDATION

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**Charles R. Bailey**  
International Cooperation

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Assistant to the Representative

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**Susan Wood**  
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**William Smith**  
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**Huynh Thi Hong Ngoc**  
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### GRANTS MANAGEMENT

**Ngo Thi Le Mai**  
Grants Administrator and  
Liaison Officer

**Nghiem Thi Bich Nguyet**  
Accountant

**Pham Vu Anh**  
Assistant Grants Administrator

### OFFICE MANAGEMENT AND INFORMATION

**Nguyen Hung Tien**  
Office Manager

**Bui Thu Tra**  
Receptionist and Information Officer

**Trinh Thai Son**  
Information Technology Specialist

**Vu Van My**  
Driver