

1. Case of changing life dramatically in Pursat: Earning money for the first time



Mr. Hang Hach, completely blind, makes tether ropes at his home

Fifty-four year old Mr. Hang Hach has been completely blind since childhood after contracting measles at the age of four years. He now lives with his wife and four children, all boys, in Tram Ses Village, Pursat province. Before the APPT intervention, Hach stayed home and did not earn any money. He was completely dependent on his children who worked as labourers in the rice fields.

In February 2005, the village chief directed the APPT staff to Hach and they worked with him to identify an income-generating activity that he could manage. Since Cambodia is agriculturally-based, and since cattle are used in rice farming, tethers are needed to rope the animals, especially in rainy season. Making rope tethers, using the nylon fibers from rice sacks is a good local business.

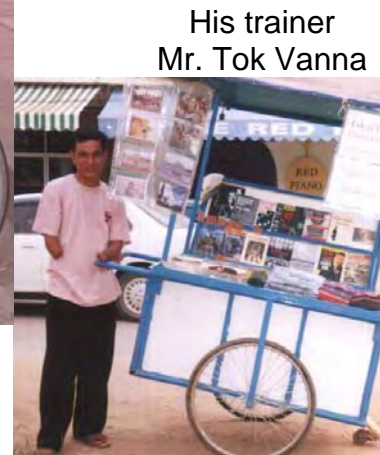
The APPT field staff found a successful tether-maker in another village who agreed to train Hach. The training lasted for one week and the fee was \$15US. The project offered Hang Hach \$10 to buy rice sacks for raw material and he got started in business, earning money for the first time in his life. Although he is completely blind, Hach is smart, committed, and became skillful in rope-making within just a few months later.

Each day he makes 10 ropes and sells them to villagers who come to his home to purchase them. One rope is sold at 400 Riel (\$ 0.10). In an average month, depending on how many days he works, Hach earns a net profit of \$25US. He is happy and satisfied with his achievement and describes himself as being “reborn”. He feels useful and has money to contribute to the family’s wellbeing.

2. Case of successful replication of bookselling business with disabled bookseller training others in Siem Reap



Mr. Oun Vanthorn with his "bookstall"
Phsar Chas market



His trainer
Mr. Tok Vanna

Oun Vanthorn, now 24, moved to Siem Reap town in 2004 from his family home in Kompong Speu, where he lived with his mother and father. Single, disabled from childhood with polio, he left school at the Grade 12 level to earn a livelihood. He ended up begging at the Phsar Chas market in Siem Reap, where many tourist shop. It was on the streets outside the market where he met Tok Vanna, a bookseller who went from begging to book selling with help from the APPT project. Tok Vanna brought Oun Vanthorn to the attention of the APPT staff and he offered to train Vanthorn in his trade at no cost. Oun Vanthorn was interested. He knew book selling was a good business.

After a four-day training period, the APPT project gave Oun Vanthorn a grant of \$50US for his initial stock of history books, postcards and souvenirs of interest to the many visitors to the historic Ankor Wat temples. The field worker also contacted Handicapped International to get its assistance in purchasing the wheelchair/bookstall for Vanthorn.

Nowadays Oun Vanthorn rents his own room in Wat Domnak Village in Siem Reap and earns an average of \$90US per month. In the high tourist season he can earn as much as \$120US. He uses his income to support himself and expand his business. He enjoys his life selling books.

Tok Vanna has trained a total of four disabled persons in the book selling trade. Visitors to the Phsa Chas market will find Tok Vanna (who was initially trained by another disabled person), Oun Vanthorn and other disabled persons who have given up begging to sell books to the tourists. And all are making a good living; the market is strong.

3. Cases of mothers of disabled children earning money by processing and selling cup cakes in Pursat - 1



Ms. Vorn Voeun with her children

At age 34, Mrs Vorn Voeun has two male children, 12 year-old Vann Phearak, who has a mobility impairment resulting from a fire which injured his foot, and his 8-year brother. Both attend school, though life has not been easy for Mrs. Vorn Voeun nor her husband. As a landless couple, they laboured for others during the rice planting season. In Lolork Sar Commune of Pursat Province, that meant that they only earned 1500 Riels or \$ 0.35 a day each.

As part of implementing the new emphasis to work with poor parents of disabled children, especially mothers, the APPT field worker learned about the Vorn Voeun family from another project beneficiary in March 2005. After talking with the field worker about income-generating possibilities, Mrs. Vorn Voeun decided on making cup cakes as a business. The opportunity is good because she lives near the local village market and the cake is also used as part of the Buddhist ceremonies at the pagoda, also located in her village. A woman from the neighboring village trained her for two days in cup cake making. The project paid the trainer a fee of \$8US and gave Mrs. Vorn Voeun a grant of \$43US to purchase raw materials and the equipment needed to start a successful business.

Cup cakes are very popular in Cambodia and the children are the main consumers. She sells her cake at the local market but the business is not easy. She must start her day early in the morning, processing the cakes from wet rice. She then sells the cakes at the local market. However, Mrs. Vorn Voeun now earns a net profit of 100,000 Riel, or about \$25US per month from the business. She no longer works as labourer and uses her money to support her family and especially to make sure her children attend school. She has also improved her house, purchased better clothes for her family and improved the family diet.

4. Cases of mothers of disabled children earning money by processing and selling cup cakes in Pursat - 2



Mrs. Dy Na with her daughter Kak Srey

Mrs Dy Na, 53, is a widow with four children. Her oldest is 31 and the youngest is 13 years of age. One of her middle children, 16-year daughter Kak Srey Mom is a wheelchair user resulting from a severe bout of polio, which she contracted at age the age of one year. Kak Srey Mom attends school and is in Grade 7. Living in Daung-rung Village in Pursat Province, the school is in the nearby Svay Village, about 3 km from her house. Sometimes she goes to school on her own using her own in her wheelchair and sometimes she catches a ride with a friend.

Prior to starting to work with the APPT project, the family depended entirely on rice farming earning about 30 000 Riel or \$7.50 a month each, during the season. Mrs. Dy Na and her adult children participated, except Srey Mom.

In March 2005, the APPT field worker found Mrs. Dy Na after talking with the village chief. Because cup cake making is particularly marketable, Mrs. Dy Na and the field worker decided it might be a good business. Her house is located along a national road traveled by many people, and there is a small market and a primary school in her village; all these factors suggest good market opportunities.

Like Ms. Vorn Voeun, Mrs Dy Na trained for two days and the training fees amounted to \$8US. She also received a grant of \$43US to buy her start-up equipment and raw materials. Now, Mrs. Dy Na earns a net profit of 10,000 Riel or \$25US per month.

She is very pleased with the project for helping her to earn this supplementary income that she needs to support her family and to keep her disabled daughter in school. She uses her additional money for buying better quality food, education materials and medical services, when needed. Prior to the project's intervention, Mrs. Dy Na was considering keeping her daughter at home, but with her additional income and with the project's influence, she will keep Srey Mom enrolled in school.

Kak Srey Mom wants to be a doctor, but if that is not possible, she hopes to develop computer skills and get a job related to information technology field.

5. Case of basket weaver in Siem Reap



Kim Prean weaving a basket under the shade of his house
A self-help group member

Kim Prean, aged 44, is married and lives with his big family that includes his wife and five children. His children range in age from 9 to 19 years. The field worker was referred to him in 2004 by the village chief in Peam Village, Daun Keo Commune, Puork District, Siem Reap Province. As a poor disabled man (Kim Prean has a visual impairment resulting from a case of measles in 1999), he needed some assistance. He has been a farmer his whole life, which earned him 3,000 riel or about 50 US per day for his labour, an insufficient income for feeding his family.

Prean completed primary school to Grade 4. Opportunities for him in his village were limited. So, when the APPT field worker discussed basket weaving with him, Prean was interested. He was trained by the group leader of a self-help group of disabled persons in his village, which the APPT project organized. The group leader trained him for free; the project provided him with \$15US to buy materials. After completing his 10-day apprenticeship, Prean started his basket weaving business immediately. It was March 2004.

Now, when it is not rice farming season, Prean makes and sells his products to the middleman and earns 5,000 Riel (\$1.25) per day. He is also a member of the basket self-help group in the village, where he is able to take out loans to expand his business. With his increased income he is able to better support his children. He makes sure they attend school, and he raises chickens and pigs, which he can now afford for his family consumption and for sale to further increase his income.

6. First HIV/AIDS case from Kompong Thom



Mrs. Ku Seng with her trainer who is a neighbor and stands in her right



Mrs. Ku Seng is 36 years old and a person living with HIV/AIDS. She is a widow. Her husband has already succumbed to the disease and she has four girls, aged 4 to 15 years old to raise on her own. She lives with her family in their home along the Strung Sen River, about 12 km from the town of Kompong Thom. Fortunately, her health condition is stabilized with medication.

The APPT staff learned about Seng from the NGO that provides home care support for persons living with HIV/AIDS. When the field worker met with Mrs. Ku Seng, she was earning \$20US per month selling vegetables. But this was not enough to maintain her family. She spent a great deal of money on her husband's illness and has a debt of \$100US. Mrs. Ku Seng only has a third grade education but she had ideas about how she could earn more money and pig-raising was one of them. Thinking that her vegetable scraps could supplement some of the food for the pigs, she was already calculating how to cut expenses.

An experienced and successful pig farmer in the neighboring village spent two days providing intensive training and continues to provide support to Mrs. Ku Seng as she learns and raises her pigs. The project provided Mrs. Ku Seng with a special allowance of \$10US to help support her and her family while she trained and started the business; paid \$10 to the instructor in training fees; and provided a grant of \$45US so that she could build the pig pen and purchase the piglets.

After 7 months, Mrs. Ku Seng can be expected to receive \$400US for the adult pigs, which will translate to \$2.2 per day net profit. She will use the money to make sure her children attend school and do her best to provide for her health and that of her family. She is also growing morning glory in the land behind her home and continues to sell vegetables.

7. Case of continuous business expansion in Siem Reap



Her shop and her house

Ms. Mey Nith making ice pops in her shop and surrounded by her young customers



Ms. Mey Nith, a single 35-year old women lives with and cares for her 58-year old mother in a remote the remote Touel Village, which is 45 km from Siem Reap town. The field worker learned about her from other villagers in 2004. Blind in one eye from an accident, she stayed at home and did not have any source of direct income. Ms. Nith cannot read or write but took to the idea of operating a business as an ice pop vender. She was trained by a woman in the neighboring village who provided her with the skills to make the ice pops and the information she needed to get started in business. Training only took one week and the trainer did not charge a fee. The APPT project provided a grant of \$25US so she could buy initial materials and set up a small storefront.

Nith has no direct competition. Most of her clients are children from the village. In the two and a half years since she started her business, APPT staff have made 8 follow-up visits and during that time, Ms. Mey Nith has maintained and expanded her business. Although she has never been to school, she fully understands the calculation of her net profit! She makes \$1.20 per day according to analysis of her costs and income by project staff. That translates to about \$35US per month. She also now sells goods such as sugar and cigarettes along with her ice pops, which increases her monthly income to about \$50US. She has also started to buy and raise pigs for sale and purchases gold as an investment.

Ms. Mey Nith plans to continue to expand her business and income-generating activities. She supports her mother and has improved her home with the money she earns. She is able to eat more nutritious food and buy medicine when she or her mother needs it. Ms. Mey Nith is willing to train others but, as a savvy businesswoman, she refuses to train anyone in her village. She does not want the competition.

8. Case of the wife of a blind man increasing the family income in Kompong Thom



Ms. Muth Yoeoun, her blind husband and her four children

Her son supporting to his father for fetching water



Her trainer



Muth Yoeoun is a 30-year old women affected by disability, not her own, but that of her husband, 35-year old Choun Sambath. He is completely blind as a result of a war injury. They live near the Thnal Bek Market on public land, 12 km from the town of Kompong Thom. The market is their source of livelihood. Choun Sambath carries and delivers clean water to vendors. He makes about \$1US per day if he makes 20 trips and he must be guided by his preschool aged son. The couple has four children who range in age from 1 to 8 years; 2 boys and 2 girls. This is a case where the impact of poverty and disability on the lives and future of the children is clearly evident. Without intervention their futures could be bleak.

The APPT field worker operating in Kompong Thom learned about the family from the Thnal Bek Village chief. Muth Yoeoun had no business and completely depended on her husband's meager income. She lacks any education although her husband went to primary school and completed Grade 4. The family did not have sufficient money for food or medicine, and their home was in disrepair. They could not afford to sent their children to school.

Because of their proximity to the local market, Muth Yoeoun observed that fish selling seemed to be a good business. A very successful women entrepreneur, Chroeb, knew of the family and agreed to train Muth Yoenoun in the business. The two-day training addressed how and where to buy the fish, how to price and sell, and what to do with the left over fish. Chroeb offered space in her tent for Muth Yoenoun to set up her stand and continued to offer support until the business got off the ground. (In fact, Chroeb has moved into the business of selling fish wholesale to the vendors and Muth Yoenoun remains in the tent.). The project provided Muth Yoeoun with a \$50 grant to buy her fish, buckets and other necessities to start her business.

Now, Muth Yoeoun earns a net profit of about \$2US per day. Her husband works less, her two oldest children will attend school in the next semester and

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the family has enough to eat. The family has also purchased four chickens and plans to start a chicken-raising business as well.

9. Case of Successful Group: One of Five Musician's Group in Siem Reap



Members playing instruments



Project beneficiaries in the group

The APPT project has helped organize or assisted five traditional music groups in the Siem Reap area. Musicians often play at the Ankor Wat temples, at weddings, for parties and in restaurants. The group can earn \$30 to \$40US for rural weddings and up to \$69US for a wedding in town, for example.

The group photographed is lead by Mr. Mar Ray and is composed of 6 disabled and 6 nondisabled members; nine are men and 3 are women. The ages of the disabled members are from 31 to 51 years. Their disabilities include visual impairments or blindness, mobility impairments from polio or loss of limbs resulting from landmines.

This group benefited from the integration of the APPT project with the ILO Informal Economy project (IE). The APPT project identified the disabled people for training in traditional music. The IE project provided instruments and training in traditional music. The staff of both projects helped with marketing the group's services and getting permission from local authorities for them to play at the temples. The APPT project has also helped some of the members establish "day jobs" such as one member who repairs bicycles.

The APPT project has assisted several other groups get organized, purchase instruments, secure training and with marketing of their services. The music groups benefit from traditional Khmer customers and from the tourist trade.

10. A case of a blind man earning money from ice-cream making in Kompong Thom



Mr. Moul Mon explains ice making business to field staff in training

Thirty-five year old Mr. Moul Mon attended school to level 2 before joining the military. In 1989, during the war, he was completely blinded by a weapon's explosion in Krachab. Now a husband and father of 6 children, 3 boys and 3 girls, ranging in age from 2 to 13 years, he and his wife struggle to support their family. The struggle became easier with the help of the APPT project.

When the field workers found Mon through the village chief of Trapeang Chambok, in Kompong Thom Province, he and his wife earned an average income of \$15US per month. His wife collected waste materials for resale and recycling and he managed to work cleaning land for rice production. They were only able to work about 15 days per month due to weather and the supply of waste material. They lacked enough money for food and their home was in disrepair.

Since there was no ice cream business in the village and it seemed to be a business that Mr. Moul Mon could manage, a training program was set up for him. It lasted for two days, at a cost of \$5US. Mon went to the trainer's home for his instruction. He proved to be a quick learner and quickly grasped the concepts of ice cream processing, pricing, sales, promotion strategy and customer relations. With a grant of \$49US he bought the necessary equipment to start his ice cream-making and selling business.

After three months in the business, he and his wife are realizing a profit of \$1.70 per day (assuming it is not raining.) They work together to transport the ice cream, sometimes to adjoining villages, using a bicycle for transport. They plan to build their business by processing larger quantities of ice cream and selling it to middlemen, cutting down on the need to travel so much.

The increased income has made a real difference in their lives. Mon is able to send all his five school-age children to school. The family diet has improved and he has put a new zinc roof on his home.