

## STEP 1 - RESEARCH TOOL NO. 1 - Sources for Value Chain Selection

### Sources for value chain selection

#### 1. Market Position

This topic refers to the market position of the value chains selected for assessment. A thorough desk review based on various sources will provide sufficient information to score each criterion of the market position of each selected value chain.

Table 1. Market Position

Criteria	Guiding indicators	Possible Sources
Importance of the sector for the local economy	<ul style="list-style-type: none"> <li>History;</li> <li>Recent changes (e.g. technology);</li> <li>Importance in share of GDP.</li> </ul>	<ul style="list-style-type: none"> <li>Scientific literature;</li> <li>Development Agencies Reports;</li> <li><a href="#">World Bank World Integrated Trade Solution</a>.</li> </ul>
Prospects for growth in demand	<ul style="list-style-type: none"> <li>Exports (volume, value, trend and growth), share in world export of the commodity as well as share in EU imports;</li> <li>Consumption trends in consumer countries;</li> <li>Trading partners (trends).</li> </ul>	<ul style="list-style-type: none"> <li><a href="#">WTO Trade in value-added and global value chains: statistical profiles</a>;</li> <li><a href="#">International Merchandise Trade Statistics</a>;</li> <li><a href="#">World Bank World Integrated Trade Solution</a>;</li> <li><a href="#">WTO Trade Map</a>;</li> <li><a href="#">WTO International trade statistics</a>;</li> <li><a href="#">WTO Regional Trade Agreements Information System</a>;</li> <li><a href="#">World Bank Trade Agreements Library</a>.</li> </ul>
Competitiveness and profitability	<ul style="list-style-type: none"> <li>Main competitors and trends;</li> <li>Competitive advantages (i.e. costs of labour, land, geographical situation, transport infrastructure);</li> <li>Commodity price and unit cost of production;</li> <li>Quality (e.g. standard and labelling);</li> <li>Differentiation and image (e.g. protected geographical indication, patents, organic certifications and specific brand image).</li> </ul>	<ul style="list-style-type: none"> <li><a href="#">MIT Trade Visualisation Database</a>;</li> <li>National Chamber of Commerce;</li> <li><a href="#">National and International Sector-Wide Initiatives as well as Commodity Organizations OECD – Input-Output Tables</a>;</li> <li><a href="#">ITC - National Export Strategies</a>;</li> <li><a href="#">World Bank / Doing Business Report</a>;</li> <li><a href="#">CBI – Market Intelligence Tool</a>.</li> </ul>

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### 2. Employment, Working Conditions and OSH

This topic refers to the employment and working conditions of the value chains selected for assessment. A thorough desk review based on various sources will provide sufficient information to score each criterion on the employment and working conditions of each selected value chain.

Table 2. Employment and Working Conditions

Criteria	Guiding indicators	Possible Sources
Employment (importance in terms of employment, potential for growth)	<ul style="list-style-type: none"> <li>• Employment, status in employment and trends in the value chain;</li> <li>• Number of persons employed at the various stages of the chain (labour intensity);</li> <li>• Number and size of the companies working in the chain;</li> <li>• General labour force data (by sector, by status in employment as well as disaggregated by age, sex and location);</li> <li>• Labour productivity (if available).</li> </ul>	<ul style="list-style-type: none"> <li>• National Ministry of Labour Website, Reports and Public information;</li> <li>• <a href="#">World Bank World Development Indicators</a>;</li> <li>• <a href="#">Yearbook of Labour Statistics / Laborsta / KILM</a>;</li> <li>• National Institutes of Statistics;</li> <li>• Business Associations Annual Reports and Website;</li> <li>• Trade Unions Annual Reports and Website;</li> <li>• Internal ILO Consultations with Specialists;</li> <li>• Sectoral Reports.</li> </ul>
Vulnerability of employment patterns and relative quality of working conditions;	<ul style="list-style-type: none"> <li>• Fundamental indicators (status on freedom of association, reports of child and forced labour, discrimination)</li> <li>• General decent work indicators (wages, working hours, and any other available information on workers' protection);</li> <li>• Poverty incidence (among workers, if available).</li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">Yearbook of Labour Statistics / Laborsta / KILM</a>;</li> <li>• <a href="#">World Bank World Development Indicators</a>;</li> <li>• UN Resident Coordinator Office and links to relevant statistics;</li> <li>• ILO Reports and Assessments;</li> <li>• Other Relevant Agencies Assessments (<a href="#">FAO</a>, <a href="#">World Bank</a>, <a href="#">WFP</a>, <a href="#">Solidarity Centre</a>, FES);</li> <li>• Scientific Literature;</li> <li>• National Ministry of Labour website, Reports and Public Information;</li> <li>• Internal ILO Consultations with Specialists;</li> <li>• <a href="#">ITUC</a> surveys on violations of workers' rights.</li> </ul>
Weakness of OSH risk management systems and prevention mechanisms	<ul style="list-style-type: none"> <li>• Number of inspections, labour inspectors and scope of work;</li> <li>• Legal coverage of the sector in terms of OSH legislation;</li> <li>• OSH management systems in place (or promoted);</li> <li>• Existing prevention initiatives;</li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">National OSH Profiles</a>;</li> <li>• <a href="#">National Burden of Diseases</a>;</li> <li>• <a href="#">ILO Country Profiles on Occupational Safety and Health</a>;</li> <li>• <a href="#">LFS</a>, <a href="#">ILOSTAT</a>, <a href="#">KILM</a> and <a href="#">Social Security Inquiry</a>;</li> <li>• National statistical institutions;</li> </ul>

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Criteria	Guiding indicators	Possible Sources
	<ul style="list-style-type: none"> <li>Existing certifications that include OSH standards and management systems;</li> <li>Existing remediation mechanisms (compensation, EII), occurrence and cost;</li> <li>Number of inspectors or health professionals dealing with occupational safety and health in the sub-sector;</li> <li>Particular target in national OSH policies and employment policies.</li> </ul>	<ul style="list-style-type: none"> <li>National Ministry of Labour website, reports and public Information;</li> <li>Internal ILO Consultations with specialists;</li> <li>Scientific literature;</li> <li>PDNAs and Preparedness Plans and Strategies;</li> <li>NPRS and NSP;</li> <li><a href="#">ILO LEGOSH</a>;</li> <li><a href="#">NORMLEX</a>;</li> <li>Website of certification schemes, agencies and <a href="#">ISEAL</a>;</li> <li>TUs and NGOs;</li> <li><a href="#">FAO</a>;</li> <li><a href="#">IFAD</a>;</li> <li>IFAs and TAs with OSH provisions.</li> </ul>
Importance of OSH risk factors	<ul style="list-style-type: none"> <li>Main hazards (i.e. Sector prone to specific hazards, intensity in pesticide use and intensity in the use of machinery);</li> <li>Risks, severity and probability of incidence;</li> <li>Track record of injuries, working time loss as well as fatal accidents and cost;</li> </ul>	<ul style="list-style-type: none"> <li><a href="#">National OSH Profiles</a>;</li> <li><a href="#">National Burden of Diseases</a>;</li> <li>National statistical institutions;</li> <li>National social security statistics;</li> <li>National Ministry of Labour website, reports and public Information;</li> <li>Internal ILO Consultations with specialists;</li> <li>Scientific literature.</li> </ul>

### 3. Environmental and Social Dimensions

This topic refers to the environmental and social dimensions of the value chains selected for assessment. A thorough desk review based on various sources will provide sufficient information to score each criterion on the environmental and social dimensions of each value chain.

Table 3. Environmental and Social Dimensions

Criteria	Guiding indicators	Possible Sources
Potential to engage poor and disadvantaged communities	<ul style="list-style-type: none"> <li>Geographical location of production versus poverty incidence;</li> <li>Integration of vulnerable groups;</li> <li>Potential land issues;</li> <li>Conflict area?</li> </ul>	<ul style="list-style-type: none"> <li><a href="#">World Bank World Development Indicators</a>;</li> <li><a href="#">UNDP HDI Database</a>;</li> <li>Own assessments of Lead Firms;</li> <li>NGO Reports;</li> <li>Human Rights Assessments and Reports.</li> </ul>
Positive impact of climate change	<ul style="list-style-type: none"> <li>Use of raw material;</li> </ul>	<ul style="list-style-type: none"> <li>Hot Spot analysis;</li> </ul>

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Criteria	Guiding indicators	Possible Sources
	<ul style="list-style-type: none"> <li>• Energy consumption and type;</li> <li>• Level of soil loss;</li> <li>• Water consumption;</li> <li>• Water, air and soil pollution;</li> <li>• Waste produced;</li> <li>• Carbon footprint.</li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">UNEP</a> and other environmental organizations resources and reports;</li> <li>• Own assessments of lead firms or sector-wide organizations;</li> <li>• <a href="#">Chemical profiles UNITAR – ILO.</a></li> </ul>
Potential to avoid or limit negative impact on the environment and health of communities.	<ul style="list-style-type: none"> <li>• Threats and probability of occurrence;</li> <li>• Adaptive capacity / existing adaptive initiative</li> <li>• Opportunity for the sector within a green economy perspective?</li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">UNEP</a> Chemicals Pest Vector of control and other environmental organizations resources and reports;</li> <li>• Own assessments of lead firms or sector-wide;</li> <li>• <a href="#">UNEP</a> and other environmental organizations resources and reports.</li> </ul>

### 4. Sector Organization and Regulation

This topic refers to the sector organization and regulation of the value chains selected for assessment. A thorough desk review based on various sources will provide sufficient information to score each criterion on the sector organization and regulation of each value chain.

Table 4. Sector Organization and Regulation

Criteria	Guiding indicators	Possible Sources
Level of investment in the sector	<ul style="list-style-type: none"> <li>• Number or proportion of small-scale farmers, SMEs, big companies;</li> <li>• Geographical location of production and transformation sites;</li> <li>• Multinationals involved in the chain;</li> <li>• Market position, value, latest trends in share value and market shares;</li> <li>• CSR initiatives, IFAs signed including provisions on OSH;</li> <li>• Reporting on OSH and existing risk assessment and mitigation tools, volume of investment in prevention (if available).</li> </ul>	<ul style="list-style-type: none"> <li>• Ministry of agriculture and Ministry of rural development;</li> <li>• Previous VCAs;</li> <li>• Chamber of commerce, sector organizations and Trade Unions;</li> <li>• Public reporting of multinationals and websites;</li> <li>• Any public information on past due diligence processes;</li> <li>• Internal ILO consultations with specialists.</li> </ul>
Level of organization and collaboration	<ul style="list-style-type: none"> <li>• Existence of business associations.</li> <li>• Importance of trade union and cooperative movements.</li> </ul>	<ul style="list-style-type: none"> <li>• Previous VCAs;</li> <li>• National sectoral strategies (Ministry of agriculture,</li> </ul>

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Criteria	Guiding indicators	Possible Sources
	<ul style="list-style-type: none"> <li>• Number and scale of sector-wide initiatives.</li> <li>• Existence and importance of private compliance initiatives (PCIs).</li> </ul>	<ul style="list-style-type: none"> <li>• Ministry of rural development, etc.);</li> <li>• Business organizations website and reports;</li> <li>• Trade Unions and NGOs working in the sector websites and reports;</li> <li>• Internal ILO consultations with specialists.</li> </ul>
Availability and capacities of stakeholders	<ul style="list-style-type: none"> <li>• Existing documentation on the value chain;</li> <li>• Existing projects and level of engagement;</li> <li>• Existing subsidies or other sector scheme financed by the government;</li> <li>• Availability of actors;</li> <li>• Volume of investment and nature;</li> <li>• Existence of known public investment plans;</li> <li>• Number of business service providers and training services available in the sub sector.</li> </ul>	<ul style="list-style-type: none"> <li>• Previous VCAs;</li> <li>• National sectoral strategies (Ministry of agriculture, Ministry of rural development, etc.);</li> <li>• Any document on development aid (<a href="#">World Bank</a>, UN Resident Coordinator Office);</li> <li>• <a href="#">IMF staff report IV</a>.</li> </ul>
Policy relevance, political interest and trade interest (existing FTA, etc.).	<ul style="list-style-type: none"> <li>• Existence of sectoral policies;</li> <li>• Scope of national legislation vs. value chain scope, especially in terms of relevant OSH legislation.</li> </ul>	<ul style="list-style-type: none"> <li>• <a href="#">NORMLEX</a>;</li> <li>• ILO and UN reports;</li> <li>• <a href="#">World Bank Doing Business reports</a>;</li> <li>• National Ministry of Labour, Ministry of agriculture and Ministry of rural development;</li> <li>• Internal ILO consultations with specialists.</li> </ul>

### 5. Potential for Transferability

This topic refers to the potential for transferability of the value chains selected for assessment. A thorough desk review based on various sources will provide sufficient information to score each criterion on the potential for transferability of each value chain.

Table 5. Potential for Transferability

Criteria	Guiding indicators	Possible Sources
Commodity traded from other	<ul style="list-style-type: none"> <li>• <i>Other major exporters of the product in developed</i></li> </ul>	<ul style="list-style-type: none"> <li>• Scientific literature;</li> <li>• Development agencies reports;</li> </ul>

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Criteria	Guiding indicators	Possible Sources
developing countries	<p><i>countries and their ranking in the industry.</i></p>	<ul style="list-style-type: none"> <li>• <a href="#">World Bank World Integrated Trade Solution</a>;</li> <li>• <a href="#">WTO Trade in value-added and global value chains: statistical profiles</a>;</li> <li>• <a href="#">International Merchandise Trade Statistics</a>;</li> <li>• <a href="#">World Bank World Integrated Trade Solution</a>;</li> <li>• <a href="#">WTO Trade Map</a>;</li> <li>• <a href="#">WTO International trade statistics</a>;</li> <li>• <a href="#">WTO Regional Trade Agreements Information System</a>;</li> <li>• <a href="#">World Bank Trade Agreements Library</a>.</li> </ul>
Transferability to other similar chains locally	<ul style="list-style-type: none"> <li>• <i>Other major commodities traded in the country;</i></li> <li>• <i>Compatibility of the production and distribution processes;</i></li> <li>• <i>Possibility of a spill over effect.</i></li> </ul>	<ul style="list-style-type: none"> <li>• Scientific literature;</li> <li>• Development agencies reports;</li> <li>• <a href="#">World Bank World Integrated Trade Solution</a>;</li> <li>• <a href="#">WTO Trade in value-added and global value chains: statistical profiles</a>;</li> <li>• <a href="#">International Merchandise Trade Statistics</a>;</li> <li>• <a href="#">World Bank World Integrated Trade Solution</a>;</li> <li>• <a href="#">WTO Trade Map</a>;</li> <li>• <a href="#">WTO International trade statistics</a>;</li> <li>• <a href="#">WTO Regional Trade Agreements Information System</a>;</li> <li>• <a href="#">World Bank Trade Agreements Library</a>.</li> </ul>
Potential transferability through lead firms	<ul style="list-style-type: none"> <li>• <i>Integration in the value chain;</i></li> <li>• <i>Possibility of involvement of the leading firms / PCIs;</i></li> <li>• <i>Level of concern to improve sustainability and traceability in the value chain;</i></li> <li>• <i>Compatibility of the structure of the industry;</i></li> <li>• <i>Traction power lead buyers can have on the industry.</i></li> </ul>	<ul style="list-style-type: none"> <li>• Ministry of agriculture and Ministry of rural development;</li> <li>• Previous VCAs;</li> <li>• Chamber of commerce, sector organizations and Trade Unions;</li> <li>• Public reporting of multinationals and websites;</li> <li>• Internal ILO consultations with specialists.</li> </ul>