

Aswan Labor Market Study

Om Habiba Foundation – A Member of the Agha Khan Development Network

Entrust Development & Management Consultants, was awarded a contract to assess the labor market in Aswan in terms of the demand and supply of skills, as well as to assess the trainings currently offered to youth to fill the market gaps, and to identify policy issues affecting the market for those skills. Scope of work also involves the use of a variety of tools and techniques including inter alia; focus group discussions, in-depth interviews, questionnaires and statistical analysis of primary and secondary data. Sub-sectors selected for assessment include:

- Hotels and accommodation activities.
- Food industries.
- Medical and dental practice activities
- Retail sale of information and communications equipment
- Maintenance and repair of motor vehicles
- Pre-primary and primary education

Livelihood and Income From the Environment (LIFE) Program in Sinai – North Sinai/Al-Arish

International Resources Group (IRG)/ USAID

The purpose of this project is to assist poorer Bedouin communities in the Central Sinai region. As a subcontractor to International Resources Group (IRG), ENTRUST fielded long-term and short-term experts and is responsible for several key tasks including: conducting socio-economic surveys, land tenure, and community needs assessments; the development and approval of community development plans; developing and assisting in the implementation of environmentally sustainable tourism initiatives, SME development, assisting the program's fast track interventions, providing technical assistance to a community development grant program, and institutional development. In addition, the following tasks were also undertaken by Entrust:

- Conducted an economic overview of North Sinai covering resource endowment, infrastructure, main economic activities, the role and potential of the private sector, services offered to MSMEs and potential competitiveness.
- Conduct a commodities/services assessment to establish a data base regarding business characteristics, intra- and interregional linkages, market penetration, and growth constraints and prospects.
- Enhancing the competitiveness of Bedouin artisanal products including Kleem made by Bedouin women. In this regard, Entrust conducted a diagnostic study to identify weaknesses in the product value chain and delivered a variety of services including technical production-related training, assistance in product design, sourcing of inputs, branding and marketing.
- Entrust also conducted an in-depth value chain assessment for olives and olive processing in Central Sinai.
- Designed, developed the financial plan and the feasibility study, and provided assistance in managing the first public transportation network in North Sinai.
- Provided on-going capacity building and on the job training for Governorate employees in the pertinent departments.



- Provided capacity building to the local NGO partners to the project.
- Undertook the monitoring and evaluation functions for the entire project.
- Undertook all the gender-related work for the project.

Pro-Poor Horticulture Value Chains In UNDP, UNIFEM, UNIDO, ILO Upper Egypt

Selected by the UNDP and the UN Country Team to design a \$7 million joint program for the UNDP-Spain MDG Achievement Fund. The program seeks to promote viable equitable partnerships between small farmers and private sector investors in efficient pro-poor horticulture value chains in 3 locations in Upper Egypt, through these outcomes:

- Small farmers and agricultural workers equitably integrated into domestic and international value/supply chains of horticultural products through enhanced efficiency, productivity and viable business partnerships with private sector investors.
 - Entrepreneurial forms of organization established by small farmers.
 - Policy and regulatory changes to promote pro-poor private sector-based growth in Upper Egypt's horticultural sector identified and discussed with GOE
- The Program was acknowledged as one of the best designs submitted to the global fund under the theme of private sector development.

Pre-Feasibility Study of the Technical and Vocational Education Sector

European Commission Jordan

As part of an international consortium, ENTRUST was selected to conduct a pre-feasibility study of the technical and vocational education sector in Jordan. The pre-feasibility study will provide the decision makers in the Government and the European Commission with sufficient information to make strategic choices in the design of the project "Support to TVET sector in Jordan" and to prepare further analysis leading to acceptance, modification or rejection of the proposed project for further financing and implementation. Particular attention will be paid to the previous and current preparatory work that may have been achieved, to ensure broad stakeholders' participation to the different phases of the process and explore prospects of increased donor coordination under the leadership of the Government of Jordan.

Development of National Strategy for Micro and Small Enterprise Development in Egypt

Canadian International Development Agency (CIDA) & Social Fund for Development (SFD)

ENTRUST was selected by the Social Fund for Development (SFD) and CIDA to provide advisory services towards the development of the first national strategy for MSE development in Egypt. ENTRUST provided overall advice and guidance, especially with regards to the integration of the subject strategy within the overall macroeconomic policy framework and orientation of the government of Egypt.



Overview of the Furniture Manufacturing Sector in Egypt

Collaboration for Community-Level Services Project, Development Associates/United States Agency for International Development (USAID)

ENTRUST was contracted by Development Associates and USAID to conduct an overview of the furniture manufacturing and trading sector in Egypt, with a particular focus on Damietta. The assignment addressed issues related to product design, production, marketing, in addition to institutional, legal and regulatory issues. Recommendations were provided on the level of the firm, sector organizations, local government authorities in Damietta and public policies on the national level.

Development of Action Plan for Enhancing SME Competitiveness

Ministry of Foreign Trade / International Development Research Center (IDRC)

ENTRUST was selected to coordinate a participatory effort involving key stakeholders and policy makers to develop an action plan to enhance the competitiveness of the small and medium enterprise sector. The process was guided by ENTRUST'S earlier work in developing a general policy framework to enhance SME competitiveness in the twenty-first century. Through bringing together groups of experts, SME representatives, pertinent senior government officials and donor representatives, ENTRUST facilitated and informed the development of action plans in the areas of business development services, cluster development, innovation and technology, financial services, export promotion, legal and regulatory reform, foreign direct investment as well as networking and inter-firm linkages. The action plan was endorsed by two successive Egyptian Prime Ministers who wrote introductory notes for the policy document developed by ENTRUST.

Development of A General Policy Framework for SME Development in Egypt

Ministry of Foreign Trade / International Development Research Center (IDRC)

ENTRUST fielded a multidisciplinary team to develop and draft a general policy framework for SME Development in Egypt, under the theme "Enhancing the Competitiveness of Egyptian SMEs in the 21st Century". The policy framework addressed cluster development, innovation and technology, financial services, business development services, export promotion, legal and regulatory reform, foreign direct investment as well as networking and inter-firm linkages. The framework was endorsed by two successive Prime Ministers of Egypt to provide an overarching frame of reference against which development and policy initiatives are to be designed and monitored. Work involved secondary research and statistical analysis, the integration of the results of participatory qualitative research and international best practices, as well as managing a consultative process with all stakeholders to refine, finalize and facilitate the adoption of the policy framework.

