



USAID
FROM THE AMERICAN PEOPLE

SUCCESS STORY

Training and Grants Help Persons with Disabilities Start Small Businesses

Comprehensive and individualized support plans address needs of persons with disabilities



Le Phuoc Hoi designing votive papers.
Photo: Tri Bui

"I have never received training like this before. This training was quite helpful for financial management and developing a feasible business plan."

--Le Phuoc Hoi, grant recipient

USAID IN VIETNAM

<http://vietnam.usaid.gov>

15/F Tung Shing Square
2 Ngo Quyen Street, Hanoi

After battling polio in his youth, Le Phuoc Hoi, now 53 years old, still experiences daily challenges related to the severe weakening of the limbs that polio causes. Mainly due to discrimination, Hoi struggled to find stable employment. Needing a steady source of income to support their family, Hoi and his wife decided to start a small business creating and selling *vàng mã*, or votive papers.

For the past 13 years, Hoi and his wife earned about \$150 per month selling *vàng mã*. In July 2013, Hoi was invited to participate in a Start Your Own Business training program jointly developed by the Vietnam Chamber of Commerce and Industry (VCCI) and International Labor Organization (ILO). As part of the training, participants developed business proposals to apply for funding through a revolving grant supported by the USAID Program for Comprehensive and Integrated Support for People with Disabilities and the Danang Disabled People's Organization (DPO). Hoi was among 22 persons with disabilities whose business proposals were selected to receive funding from the revolving grant fund. With the additional funds, Hoi and his wife are now able to buy materials they couldn't previously afford for their *vàng mã* business and earn nearly 20% more income for their family per month.

With USAID's support, the Danang DPO revolving fund was established in April 2013 to provide employment and income generating opportunities for people with disabilities, who often face discrimination when seeking jobs in the local labor market and thus choice to start their own businesses.

The USAID Program of Comprehensive and Integrated Support for People with Disabilities has also supported the Danang DPO in implementing a vocational rehabilitation model in collaboration with local government agencies to provide sustainable employment for people with disabilities.