

VIETNAM: HOSPITALITY TRAINING FOR STREET YOUTH

SUMMARY 2022



Jmango
360

The next generation
**net
4
kids** foundation



VIETNAM: HOSPITALITY TRAINING

AN OVERVIEW

KOTO has had a transformative impact on the lives of disadvantaged and at-risk youth, including their families and communities in Vietnam. Throughout this time, KOTO has consistently maintained a 100% rate of employment for its graduates upon graduation.

In 2021, Mekong Economics Ltd, a market research firm, conducted the 2021 KOTO Social Impact Report, which suggests that over 21 years of operation, KOTO has created a lasting impact on society, demonstrated through the following outcomes of its graduates.

(1) On entering the program, KOTO trainees were poor, disadvantaged, and experiencing serious social and economic marginalization. Most are from Government-certified poor or near-poor households, meaning living with an average monthly income per person of \$65 or less. Yet, in March 2020, 83% of KOTO graduates were employed with a median gross monthly income of \$436/month; 96% earned above the national minimum wage (\$193) and 90% earned above the average wage in the hospitality industry in Vietnam (\$234);

(2) KOTO graduates experience career growth: 33% have been promoted to managerial positions at their work and 7% have founded registered businesses;

(3) KOTO graduates practiced and maintained a community-oriented mindset: 78% provided regular financial support to their family (median yearly support \$522) and 83% engaged in community service, donations, volunteering or sharing experience and expertise with KOTO staff and trainees.

By enabling disadvantaged youth to not only become self-sufficient but also be able to support their family, keep their siblings at school, and give back to their community, KOTO has contributed to reducing youth unemployment and gradually breaking the cycle of poverty.

Over 1,200 young people and women have already graduated from the KOTO program and are engaged in full time employment. We are proud to support this local organisation together with JMango360.



€10.000



3 OF 1200



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CLASS 40

Class 40 began studying at KOTO in May 2022 **Giao and Duy** decided to study commercial cookery at KOTO and **Phuc** chose to study front of house hospitality. All three trainees supported by Net4kids have achieved fantastic results in all of the programs they are studying.

They have participated in a range of extracurricular activities including KOTO Dream Trip, KOTO Winter Appeal, Sports and Recreation and Arts and Music at the United Nations International School.

In November 2023, Class 40 will begin their 6-month internship at the Intercontinental Hotel in Hanoi. This is a fantastic opportunity for trainees to apply the skills they have learnt in a professional 5-star hotel environment. Upon completion of the internship, trainees will be placed in jobs in locations where they wish to live and work. This class will receive their Certificate III at the KOTO Graduation in June 2024.

ABOUT THE PROJECT

KOTO stands for 'Know One, Teach One'. Everyone should be able to learn, knowledge is there to be shared. With this in mind, our local partner KOTO Foundation has started a hospitality training center in Hanoi to offer underprivileged young people the opportunity to learn and build a future for themselves and their environment. KOTO Foundation offers about 100 vulnerable young people a two-year training program in the hospitality sector every year. The training is certified by a renowned training institute from Australia. These young people are trained to work in the best hotels and restaurants, and at the same time they receive all the social support they need to develop as individuals. Such as life skills training, sex education and financial knowledge.



KOTO DREAM SCHOOL

KOTO continues to innovate and is currently in the process of developing the 'KOTO Dream School'. This 'Dream School' will be a state-of-the-art facility that will provide KOTO with the opportunity to continue raising the standards and quality of vocational education in Vietnam. The Dream School is built around the concept of work, rest and play. It will feature traditional classrooms, specialised vocational training classrooms (Barista, Mixology, Commercial Kitchen), a library, a computer room, accommodation and dining facilities, sporting facilities, medical facilities and more. It will also be used to educate KOTO trainees, partners and the community about sustainability, featuring a wastewater reuse system, solar panels, a garden to grow vegetables and fruit used within the training program and a composting system to reduce food waste. Development of the 'Dream School' will also allow KOTO to expand its vocational training curriculum to include Hotel Management and Tourism Programs. These two new curriculums will be run as fee-for-service initiatives allowing KOTO to generate additional revenue to further support the core programs focused on education for disadvantaged youth.

THE STORY OF...

Phuc was 20 years old and living with her mother and stepfather. Her mother was pregnant with Phuc at the age of 17 and was forced to marry the father. It was a very bad situation as her father was addicted to drugs and prone to violence. When Phuc was 4 years old her father passed away due to a HIV infection. There was a time when Phuc lived with her grandmother because her mother had started a new family. Phuc felt loved by her family, but understood the situation was too difficult for them to take care of her completely.

When Phuc finished her education in grade 12, she was unable to attend further education and decided to sell clothes at the market to earn extra income for her family. Then she applied to KOTO with the hope of having a chance to change her life, develop herself and become the breadwinner for her family. Phuc is now 1 year into her training program at KOTO and is excelling. Phuc has catered events for various embassies in Vietnam, leadership programs for women in the tourism and hospitality industry.

We are super proud of Phuc and all the students that really studying so hard to create a better future for themselves!

