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## RESEARCH ARTICLE

### THE IMPACT OF INVESTMENT AND DEVELOPMENT PERFORMANCE OF INDUSTRIAL ZONES ON PEOPLE'S LIVELIHOOD: EVIDENCE FROM A SURVEY CONDUCTED IN THAI NGUYEN PROVINCE, VIET NAM

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#### ABSTRACT

This article was undertaken to examine the impact of investment and development performance of industrial zones on the livelihoods of the resident people, with 230 selected households interviewed to collect data including 123 households whose land was withdrawn for the construction of the industrial zones, and other 107 households without land loss but living around those areas and affected by the development of the industrial zones. The research results show that there are similarities between the positive and negative factors on the livelihoods of both groups. A number of factors that impact positively on both groups are non-agricultural investment, the number of increased jobs, policy approaches, etc. Meanwhile, the unemployed workers have negative impacts on the livelihoods of both groups. However, the level of those impacts on each group is different. From the research result, the authors recommend some solutions in order to enhance the positive factors and simultaneously limit the negative impacts of investment and development activities on the livelihoods of people living around the industrial zones.

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#### INTRODUCTION

According to Nguyen Bach Nguyet *et al.* (2007), investment and development are the fundamental parts of the investment; the use of existing funds in certain activities; trading off the immediate benefits for the long-term ones in order to generate new assets, new production capacity, more jobs for the development goals. From the experience of developed countries, Vietnam has built "industrial zones" model to attract investment to obtain the national socio-economic goals (Le Thi Yen *et al.* (2015)). On performing investment and development activities of industrial zones, the results are generated. Some show positive effects such as the number of jobs for people increases, contributing to changing livelihood strategies of the people ... This, therefore, helps increase people's incomes, improve the standards of living, etc. ( Doan Thi Binh (2011), Le Du Phong (2007)). The mechanism of investment and development performance of the industrial zones on people's livelihoods:

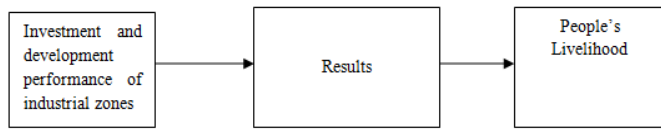
Besides the positive effects, the construction and development of the industrial zones also generate negative impacts. A large area of agricultural land, residential land of was withdrawn to construct those industrial zones.

As estimated, in the period 1990-2003, there were 697,417 ha of land recovered for the construction of industrial zones, urban areas, infrastructure, and other national purposes (Le Du Phong, 2007). According to data from the Ministry of Agriculture and Rural Development, on average, there are 73 thousand hectares of agricultural land withdrawn per year, which has affected the lives of 2.5 million people, and for each 1ha of land loss, there are 10 people losing their jobs (Nguyen Quoc Nghi *et al.*, 2012). The impact of the investment and development of industrial zones on the livelihoods of people including those who lost their land and those who did not due to the construction of industrial zones includes positive and negative aspects. Positive effects include new jobs generated, compensation for households who lost their land – useful for them to transfer their livelihoods. However, some cannot make use of those advantages which leads to the unemployment, vulnerability of livelihoods, etc. their lives become more precarious even when they receive substantial compensation from the loss of their land for the construction of the industrial zones.

This study was conducted to examine the impact of investment and development activities of industrial zones on the livelihoods of resident people surrounding, including land loss people and those who did not lose their land due to the construction of industrial zones.

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The authors simultaneously consider the disparity in the level of the impact both groups of households. The authors, therefore, recommend some solutions which help enhance positive effects and limit negative affect of the investment and development of industrial zones on people's livelihoods.



## Literature Review

Research on the impact of factors on the livelihoods of people has received the attention of not only policy makers but also researchers worldwide. Using secondary data collected from different published documents in Vietnam, Nguyen .V.C et.al (2006) in their study showed that in the first decade, Vietnam had experienced the process of rapid urbanization and industrialization in the peri-urban areas. The result of this process is that a large number of rural households lost their agricultural land for the development of industrial zones and urban areas, and many have fallen into poverty. The author Le Du Phong (2007) who did his research through large-scale surveys in eight developed cities and provinces which had the highest agricultural land loss in the country has provided a fairly detailed picture of both positive and negative impact of agricultural land loss on household income. On average, almost half of the households suffered from reduced incomes, while more than half of them significantly increased incomes after their land loss. After land loss, 25% of the households increased their incomes while 44.5% maintained the same level, and 30.5% had lower incomes. Meanwhile, the author Tran Quang Tuyen (2013) in his study has quantified the relationship between factors affecting the income of the people. The data were collected from 447 land loss households in the outskirts of Hanoi. Simultaneously, the author divided household incomes into agricultural earnings, business income, income from paying jobs requiring low qualifications, low skills, income from jobs requiring high skill level, and non-labor income. Factors affecting the income of the people are the area of their land, the number of members in the household, gender of household head, household head's age, the average age of the labor force in the family, the average education level of the family members.

With regard to another impact of the loss on the livelihoods of people living around industrial areas, Saumik Paul et. al (2013) in their study considered people's satisfaction with the infrastructure of industrial parks, and the impact of infrastructure development on the lives of the people in India. The least squares method was used to evaluate the impact of factors on the livelihoods of land loss people. The data collected from interviewing 1017 households uncovered that 462 households were affected by the construction of industrial parks and displaced; 168 families gave up their farmland to make way for resettlement of land loss people; and 387 households were not affected by land loss for industrial construction. The study results showed that people had a good review on the infrastructure system after the construction of industrial parks; they had better access to roads, electricity, and clean water. However, one conflict in the outcome of this study is that better infrastructure made people's incomes lower.

This result is contrary to other authors' findings such as Nguyen Thi Hong Hanh, *et al.* (2013), Nguyen Quoc Nghi (2012), Nguyen Quoc Nghi *et al.* (2011). Explaining the results, the authors pointed out that it was the specific area. Before the industrial zone was built and put into operation, people mainly lived on delivering goods by waterway transport. After the construction, people's income from transporting goods decreased. Besides, the authors used variables of distance, education, work experience, etc. as explanatory variables for income variable (dependent variable) in research model. Some studies on suburban areas of Hanoi, Vietnam about the mixed impact of agricultural land loss towards livelihoods of people who lost their land pointed out that many households benefited when they lived near the universities, urban centers (Nguyen Van Suu (2009); Tran Quang Tuyen (2014)). The income they got from the lease and immigrant labours emerged as an important source of income for the households. However, a small number of households had to face with insecure life because they did not have rooms for rent; many farmers lost their land and became unemployed, especially the elderly and lowbrow.

Many previous studies have been carried out to exploit different aspects of the impact of land loss due to urbanization, industrialization on people's livelihoods. However, these studies only focused on people who lost their land. In reality, the impact of investment activities for the development of industrial parks on the resident people's livelihoods must include both land loss people and people who do not lose their land through the results of those investment activities. Specifically, the investment and development of industrial parks will generate investment performance which directly or indirectly affects the livelihoods of the people living around industrial zones. This study was conducted to consider the level of the impact of investment and development performance of industrial zones on both groups of households's livelihood.

## Data and methods

### Research site

Thai Nguyen province, the economic and political centre of the Northern midland and mountainous area in Vietnam, is the gateway to socio-economic exchanges between the Northern midland and mountainous area and the Northern Delta. The location is very convenient for transportation, 50 km from Noi Bai International Airport, 200 km from border with China, 75 km from the center of Hanoi, and 200 km from Hai Phong Port. Thai Nguyen is an important intersection with a system of roads, railways, inland waterways connected with other provinces.

Along with the trend of industrial development in the country in general and the Northern midland and mountainous area in particular, Thai Nguyen has advocated synchronous building of industrial zones following the overall socioeconomic development plan of the whole country. By the end of 2014, Thai Nguyen province has six industrial zones: Song Cong 1, Song Cong 2, Nam Pho Yen, Tay Pho Yen, Quyet Thang, Diem Thuy. The establishment and development of these industrial zones have contributed to the economic restructuring, generating jobs for thousands of workers, and

the development of ancillary industries and services in the province. The construction of six industrial zones in Thai Nguyen has covered approximately 1.420 ha of people's land, most of which is agricultural land. As a result, a large amount of labor would have to switch jobs; households would have to switch modes of livelihood. (Source: Thai Nguyen Management Board of industrial zones).

### Data collection

On the basis of the General Statistics Office questionnaires in 2006 (GSO, 2006), the researcher has designed household questionnaires to collect quantitative data for the study. Data in the questionnaire include: household characteristics, resources, incomes, and livelihood assets. Of 230 households interviewed, there were 123 who lost their land due to the construction of industrial parks. Many lost all agricultural land, some lost part of the land, some lost a little, and the other 107 lost nothing. The Data were collected from early April to late May 2015 using questionnaires to directly interview household owners with the presence of other family members.

### Data analysis methods

Inheriting the previous studies of Tran Quang Tuyen (2013), Tran Quang Tuyen *et al.* (2014), Nguyen Quoc Nghi (2012), Saumik Paul *et al.* (2013), etc, the researcher used the ordinary least squares (OLS) method to examine factors affecting household livelihoods. Factors that affect household livelihoods:

- Land loss due to the construction of industrial zones (Land loss area): is the household land area recovered for the construction of industrial zones. The unit is m<sup>2</sup>. According to Nguyen Van Suu (2009), when households lose their land for industrial zones construction or other purposes, a majority of people will get higher incomes if they can take full advantages of industrialization and urbanization. However, other people will have to face with unstable lives because they become unemployed when losing their land. According to Nguyen, McGrath, and Pamela, (2006), Nguyen Thi Hong Hanh *et al.* (2013), the loss of agricultural land will lead to poverty, and negative effect on people's income.
- The accessibility to preferential policies (Policy approach): This is a variable the authors used to consider the possibility of policy approaches of households. The value of the variable will be 1 if the household has access to preferential policies, otherwise, it is 0. Results from Nguyen Quoc Nghi (2012), Huynh Thi Dan Xuan *et al.* (2011), Le Xuan Thai (2014), Nguyen Van Toan *et al.* (2012), Nguyen Van Thieu *et al.* (2014), etc. show that the accessibility to policies is directly proportional to household income.
- Non-agricultural investment (Non-agricultural investment): the actual investment of households for non-agricultural activities such as building hostels, running business services, ...Unit is million dong per year. According to Tu Quang Phuong (2013), the more the investment increases, the more the household income is.
- The number of increased jobs in the industrial zones (The number of increased jobs): is the number of jobs each household gets more after the construction of the industrial

zone. According to Le Du Phong (2007), and Tran Quang Tuyen (2014), the number of increased jobs contributes to increasing income for people.

- The number of employees in the industrial park (the number of employees) is the quantity of household labor who work directly in the industrial zones. Unit: worker (s).
- The number of unemployed workers (the number of the unemployed): is the number of employees in each household who are unemployed after the construction of industrial parks. Unit: worker (s). According to Nguyen Van Suu (2009), Le Du Phong (2007), unemployment is the main cause for household's poverty. The relationship between unemployment and household income is the opposite relationship.

In this study, the researcher used income as the variable for people's livelihoods. Household income was the whole earnings in a year, unit: million dong per year. Also, authors used sustainable livelihood framework of DFID (DFID, 1999) as theoretical framework for this research.

## RESULTS

### The investment and development performance of industrial zones in Thai Nguyen province

There are six industrial zones which have been being built in Thai Nguyen province: Song Cong I, Song Cong II, Diem Thuy, Quyet Thang, Tay Pho Yen, and Nam Pho Yen. The information about each is shown as follows: The reality of investment and development of industrial zones in Thai Nguyen province:

#### Song Cong I

The total investment made in Song Cong industrial zone I is 165,121 million VND, in which issued capital: 126,351 million VND with 79,988 million VND from the central government and 46,363 million VND from the local government. Prepaid capital from investors and contractors is 38,861 million VND.

#### Nam Pho Yen

The total investment made in Nam Pho Yen industrial zone is 149 billion VND with two areas B (26.7 ha) and C.

#### Diem Thuy

The total investment made in Diem Thuy industrial zone is over 50 billion VND, attracting investors with nearly 30 ha of land for lease. At the moment, this industrial zone is being invested to fulfill other sectors in order to attract investors. The remaining industrial zones are in process of construction and have initially attracted investment into infrastructure, production, and business.

### The Impact of investment and development performance of industrial zones on people's livelihoods

Investment and development activities of industrial zones have affected the livelihoods of people surrounding (including both people who lost their land and those who did not).

**Table 1. Common information about industrial zones in Thai Nguyen province**

No.	Name	Location	Unit: ha
			Total area
1	Song Cong I	Song Cong town (Tan Quang commune)	220
2	Song Cong II	Song Cong town (Tan Quang commune)	250
3	Nam Pho Yen	Pho Yen district	200
4	Tay Pho Yen	Pho Yen district	200
5	Quyet Thang	Thai Nguyen city	200
6	Diem Thuy	Phu Binh district	350

(Source: The Management Board of Thai Nguyen industrial zones)

**Table 2. Descriptive statistics of variables from the survey results of land loss households**

Descriptive Statistics			
	Mean	Std. Deviation	N
Y	168.745	104.9947	123
Land loss area	1265.85	1177.155	123
Policy approach	.24	.431	123
Non-agricultural investment	56.163	113.2879	123
The number of increased jobs	1.49	1.059	123
The number of employees	1.49	1.119	123
The number of the unemployed	.42	.747	123

(Source: Results from the survey data analysis with the help of SPSS 20.0 software)

**Table 3. Descriptive statistics of variables from the survey results of households who did not lose the land**

Descriptive Statistics			
	Mean	Std. Deviation	N
Y	72.263	31.3172	107
Policy approach	.35	.478	107
Non-agricultural investment	17.634	50.2397	107
Non-agricultural area	1001.98	1400.355	107
The number of increased jobs	.88	.809	107
The number of employees	.61	.798	107
The number of unemployed	1.26	.904	107

(Source: Results from the survey data analysis with the help of SPSS 20.0 software)

**Table 4. Results from verifying the conformity and defect of the model from the survey results of land loss households**

Model Summary <sup>b</sup>				
Model	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.797	.787	48.4546	2.289

a. Predictors: (Constant), The number of the unemployed, Non-agricultural investment, Policy approach, The number of increased jobs, land loss area, The number of employees

b. Dependent Variable: Y

(Source: Results from the survey data analysis with the help of SPSS 20.0 software)

**Table 5. Results from verifying the conformity and defect of the model from the survey results of households who did not lose land**

Model Summary <sup>b</sup>				
Model	R Square	Adjusted R Square	Std. Error of the Estimate	Durbin-Watson
1	.844	.833	12.7934	2.292

a. Predictors: (Constant), electricity, Non-agricultural investment, Non-agricultural area, Policy approach, The number of increased jobs, The number of employees, The number of unemployed

b. Dependent Variable: Y

(Source: Results from the survey data analysis with the help of SPSS 20.0 software)

**Table 6. Results of regression model**

Coefficients <sup>a</sup>						
Model		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
		B	Std. Error	Beta		
1	(Constant)	55.270	11.273		4.903	.000
	Land loss area	.019	.005	.216	4.179	.000
	Policy approach	28.738	10.846	.118	2.650	.009
	Non-Agricultural investment	.383	.048	.413	7.974	.000
	The number of increased jobs	30.002	5.230	.303	5.736	.000
	The number of employees	17.187	4.914	.183	3.498	.001
	The number of the unemployed	-22.799	6.724	-.162	-3.391	.001

a. Dependent Variable: Y

(Source: Results from the survey data analysis with the help of SPSS 20.0 software)

The results of the survey on 123 land loss households and the other 107 households who did not lose their land are shown as follows:

### Descriptive statistics of variables

The results are shown Table 2 and Table 3:

The survey results show that the average incomes of land loss households seem to be higher than that of households who did not lose land (168.745 million VND per year compared with 72.263 million VND per year). This is because land loss households got a relatively big compensation equivalent to the area withdrawn for the construction of industrial zones. Results from the survey also show that the number of increased jobs for land loss households when the industrial zones were built is higher than that of households remains their land (1.49 additional jobs /land loss household compared with 0.88 additional jobs / household did not lose land). This phenomenon occurs partly because the land loss households were given priority in recruitment from manufacturing factories and businesses in industrial zones.

Moreover, the results show that when investment and development activities of industrial zones are carried out, in addition to generating more jobs for the resident people, there also appear negative effects because a number of people find it difficult or cannot adapt changes in the new environment. They have not found new livelihood strategies to stabilize their lives. A division of the members in those households become unemployed. The results show that the number of unemployed workers after the construction of industrial zones is relatively high: 1.26 employees / household who did not lose their land and 0.42 / land loss household (from the surveyed data).

least squares (OLS) method to examine the impact level of results from investment and development activities of industrial zones on people's livelihoods. The results are shown as follows:

### The impact of investment and development results of industrial zones on the livelihoods of people whose land was withdrawn for the construction of industrial zones

With 123 selected households interviewed for data collection, the results of regression model are as follows:

Results from Table 6 indicate that all variables in the study are statistically significant with an error of 0.05. Factors have different levels of impact on people's livelihoods. Non-agricultural investment has the highest level (Standardized coefficients = 0,413). The more non-agricultural investment is, the more households' incomes increase. When their land was withdrawn for the construction of the industrial zones, they got compensation in order to transfer their livelihoods. That sum of money and other advantages for non-agricultural activities such as trading, production and business helped improve their lives. However, the construction of industrial zones also caused negative effects on people's livelihoods. Unemployed workers made households' incomes decrease.

### The impact of investment and development results of industrial zones on the livelihoods of people whose land was not withdrawn for the construction of the industrial zones

With 107 selected households interviewed for data collection, the results of regression model are as follows:

**Table 7. Results of regression model**

Coefficients <sup>a</sup>		Unstandardized Coefficients		Standardized Coefficients	t	Sig.
Model		B	Std. Error	Beta		
1	(Constant)	119.469	7.177		16.647	.000
	Policy approach	7.504	2.690	.115	2.790	.006
	Non-Agricultural investment	.078	.026	.125	2.990	.004
	Non-agricultural area	-.002	.001	-.101	-2.344	.021
	The number of increased jobs	-.085	1.658	-.002	-.052	.959
	The number of employees	4.165	1.766	.106	2.358	.020
	The number of the unemployed	-27.619	1.621	-.797	-17.037	.000
	Electricity	-6.097	2.362	-.107	-2.581	.011

a. Dependent Variable: Y

(Source: Results from the survey data analysis with the help of SPSS 20.0 software)

### Verification of the conformity and defects of the model

With the expected pattern for the study, the researcher conducted tests on the conformity of regression function and some defects of the model.

The results are shown Table 4 and Table 5:

Results from the tables show that the selected model is suitable; independent variables clarify the dependent variables relatively well, about 80%.

### The impact of investment and development results of industrial zones on people's livelihoods

From the data collected in interviewing households (including those who lost their land and those who did not), along with the help of SPSS 20.0 software, the authors apply the ordinary

The results of data analysis show that non-agricultural investment is one of the greatest factors that have positive impact on the livelihoods of households who did not lose their land (Standardized coefficients = 0.125). This shows the similarities with the research results of the land loss households. However, in process of investment and development of industrial zones, the number of unemployed workers in this group has considerably negative impact on household's incomes (Standardized coefficients = -0,797). The research results also indicate the similarities with the results of previous studies by Le Du Phong (2007), Tran Quang Tuyen (2014), Nguyen Van Suu (2009), etc. In general, there are some factors having positive impacts on household's incomes such as the number of increased jobs, non-agricultural investment, policy approaches.



However, the investment and development of industrial zones also have negative effects when part of the population become unemployed due to land loss for the construction of the industrial zones. Those people have not found new livelihood strategies for themselves as well as their families. This is one problem that needs solutions and specific plans for the management of the local government. The impact level of these factors on these two groups of households (with and without land loss), however, is different. Namely, the impact level of unemployed workers on incomes of the group without land loss is much higher than that of land loss group; or the impact level of non-agricultural investment on livelihoods of land loss households is relatively higher than that of households without land loss.

## Recommendations

Local authorities should collaborate with businesses, employers to organize short-term training courses for people to apply science and technology in production; practice skills to support directly the recruited jobs etc. So that people can have access to suitable livelihood strategies for their own conditions. Local government should have the tools and standards to control environmental pollution in order to avoid unexpected damage to the residents living around industrial zones. There should be measures to support people as loans from credit institutions, farming techniques which help people to cultivate, produce efficiently. There must be collaboration with businesses in the industrial zones to have specific support for people directly affected from land loss such as preferential recruitment if they meet the requirements. In addition, local governments should also take steps to encourage and attract investors to come in the industrial zone. The appearance of these investors will be a good opportunity to improve people's incomes directly through additional jobs created from the industrial zones, or indirectly through business services, accommodation, etc.

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