



## **BBP-VC-Gap Analysis Nam Ha AHP (Lao PDR)**

Prepared for

**Biodiversity-based Products (BBP)**  
as an economic source for the improvement of livelihoods and  
biodiversity protection

This report was commissioned by GFA and written and prepared by Mr. Souvanhpheng Phommasane (BBP National Coordinator), Mr. Sittisack Spaninhuan (Consultant) and Mr. Oukeo Xayatham (Provincial Coordinator). The views expressed in this report are those of the authors and do not represent the views of the GFA Group.

**September 2015**

## TABLE OF CONTENTS

LIST OF TABLES AND FIGURES.....	2
TABLE OF ACRONYMS .....	3
ACKNOWLEDGEMENTS .....	1
EXECUTIVE SUMMARY .....	2
BACKGROUND OF NTFP VCA STUDY.....	4
INTRODUCTION .....	4
OBJECTIVES AND SCOPE OF STUDY.....	4
RESEARCH AREA AND TARGET GROUPS .....	6
LUANG NAMTHA PROVINCE.....	6
METHODOLOGY .....	8
ASSESSMENT FINDINGS.....	8
INTERVIEW FINDINGS AT A VILLAGE LEVEL .....	11
OBSERVATIONS AT A VILLAGE LEVEL .....	13
VALUE LINKS APPROACH APPLIED FOR THE DEVELOPMENT OF BAMBOO AND CADAMOM VALUE CHAINS (VC) IN NAM HA NATIONAL PROTECTED AREA.....	14
COMMUNITY-BASED SOLUTIONS .....	17
FIELD DEBRIEFING WORKSHOP .....	20
DESKTOP REVIEW .....	20
CONCLUSION AND RECOMMENDATIONS.....	21
<b>WORK PLAN SUGGESTION FOR CARDAMOM FROM 2016 TO 2019</b> .....	22
<b>A. BASED ON BBP AND THE STUDY TEAM’S EXPERIENCE, 31 KEY INTERVENTIONS HAVE BEEN RECOMMENDED BELOW TO FORM PART OF BBP FUTURE PROJECT INITIATIVES:</b> .....	23
APPENDICES.....	26
APPENDIX I - BUDGET CONSIDERATIONS.....	26
APPENDIX II - FIELD WORK AGENDA .....	28
APPENDIX III – STUDY TEAM.....	29
APPENDIX IV – VILLAGE PARTICIPANTS.....	30

## LIST OF TABLES AND FIGURES

TABLE 1 : COMPARATIVE VILLAGE PROFILE.....	6
TABLE 2: BASIC INFORMATION OF LUANG NAMTHA PROVINCE (2015) .....	7
TABLE 3: ASSESSMENT METHODOLOGY .....	8
TABLE 4: SUMMARY OF CURRENT SITUATION OF NTFPS IN LUANG NAMTHA DISTRICT.....	11
TABLE 5: SUMMARY OF CURRENT SITUATION OF NTFPS IN MAHAXAY .....	13
TABLE 6: PROPOSED COMMUNITY-BASED SOLUTIONS .....	19
TABLE 7: DESKTOP REVIEW DOCUMENT LIST.....	20
TABLE 8: ESTIMATED 3 YEAR BUDGET TO PROMOTE PRODUCT AND MARKET DEVELOPMENT.....	24
TABLE 9: ESTIMATED BUDGET TO PROMOTE NR-GOVERNANCE AND REFORESTATION .....	24
TABLE 10: ESTIMATED 3 YEAR BUDGET TO PROMOTE PRODUCT AND MARKET DEVELOPMENT.....	26
TABLE 11: ESTIMATED BUDGET TO PROMOTE NR-GOVERNANCE AND REFORESTATION .....	27
TABLE 12: FIELD WORK AGENDA .....	28
TABLE 13: LIST OF STUDY TEAM PARTICIPANTS.....	29
TABLE 14: LIST OF NALAE DISTRICT PARTICIPANTS.....	32

## TABLE OF ACRONYMS

ACB	ASEAN Conservation of Biodiversity
AMS	ASEAN Member State
BBP	Biodiversity Based Products
CEDAW	Convention on Eliminate and Discriminate Against Women
DAFO	District Agriculture and Forestry
DoPI	Department of Planning and Investment
GFA	Consulting Company/ Hamburg, Germany
HH	Household
Lao PDR	Lao People's Democratic Republic
MIS	Marketing Information System
NA	Non available
NH NPA	Nam Ha National Protected Area
NRM	Natural Resource Management
NTFPs	Non-Timber Forest Products
PAFO	Provincial Agriculture and Forestry Office
PIE	Production Income Employment
PoNRE	Provincial Office of Natural Resource and Environment
VA	Village Authority
VCA	Value Chain Analysis
VCD	Value Chain Development
VCF	Village Committee Forestry
VDC	Village Development Cluster

## ACKNOWLEDGEMENTS

The team wishes to thank the Professor Prof. Dr. Khamleck Xaydala, PONRE-Director Luang Namtha & Member of National Assembly/Director of Natural Resources & Environment and Mr. Toui Kingmala, Project manager of Namtha National Protected Area for their coordination and provision of technical support staff and working venues during the field visits to villages and district level. In addition, a special thanks to the Provincial Office of Natural Resource and Environment (PoNRE), as well as Provincial of Agriculture and Forestry (PAFO) of Luang Namtha Province for their support and organized debriefing workshop at provincial level on 08<sup>th</sup> September 2015.

The team would also like to thank all Village Authorities (VA) and villagers for their coordination and valuable contributions during the village meetings. Finally, frank and open discussions and experiences were shared with the villagers and village authorities who provided the team with the crucial information for a critical analysis and to compile the appropriate recommendations. Their support and motivation gives the team an indication of hope and commitment to ensure that the issues highlighted and recommendations will be taken up for action and implementation by ASEAN Biodiversity Based Products Project (BBP) in the future.

Last but not least the team would like to sincerely thank Mr. Ounkeo XAYATHAM, the Deputy-manager of Nam Ha National Protected Area (NH NPA) for spending his valuable time to accompany the project team during the conducted NTFP (bamboo) value chain analysis. Furthermore we would also like to thank Mr. Sitthisack, the technical staff of PAFO, for his assistance to realize the Non-Timber Forest Product (NTFP) value chain gap analysis.

Sincerely Yours,

NTFP VCA Team

## EXECUTIVE SUMMARY

This study was undertaken to explore the potential for supporting NTFP production in the Nam Ha National Protected Area (NH NPA), Luang Namtha District, Luang Namtha Province and to identify the key relevant interventions for GFA-BBP project. The study was implemented by a small taskforce of Biodiversity Based Product Project (BBP) national project coordinator working closely with Provincial Office of Natural Resources and Environment (PoNRE) and Provincial Agriculture and Forestry Office (PAFO) as well as a team of district officers. The NTFP value chain gap analysis study was implemented from the 1<sup>st</sup> to the 9<sup>th</sup> of September, 2015.

The focused locations were 4 villages inside the Nam Ha National Protected Area, Luang Namtha District, Luang Namtha Province. The NTFP value chain gap analysis was conducted in Kum Ban Pattana Sopxim, the team visited four targeted pilot villages: 1) Ban Sopxim; 2) Ban Sinoudom; 3) Ban Hadnalaeng; and 4) Ban HadYong which these villages are staying in the buffer zone of the Natha National Protected Area.

After the field visits, the team organized a field debrief workshop at provincial level to get feedback as well as verification of data collected from district and provincial's officers. The debriefing meeting was organized on the 8<sup>th</sup> of September 2015 at the meeting room of Provincial Office of Natural Resources and Environment (PoNRE).

The main objective of the rapid NTFP value chain gap analysis study to gather information on Natural Resource Management (NRM) governance and the current situation is relating to NTFPs in the target villages of the BBP project. The main outcome was provided recommendations to BBP team leader and GFA head quarter and identifies key interventions for community based-solutions, relevant to sustaining manageable NTFP products, improving income generation and employment opportunities among pro-poor rural people.

The study was based on eight dimensions listed below that formed the basis for this report.

1. Resource/input supply
2. Technology/product development
3. Market access
4. Organization management
5. Regulation (policy)
6. Financial
7. Infrastructure
8. Cross-cutting issues (Gender)

As a result of the NTFP value chain gap analysis study 251 villagers were engaged and provided input, 78 interviews were conducted with the villagers and village authorities (Village chief, LWU, NTFP collectors, Village Administrator). The interviews resulted in 35 key recommendations from district authorities including recommendations from villagers to be assessed. These recommendations resulted in an agreed list of 21 key interventions for future implementation. The results of this study are summarised in Figure 1 Below at the village level

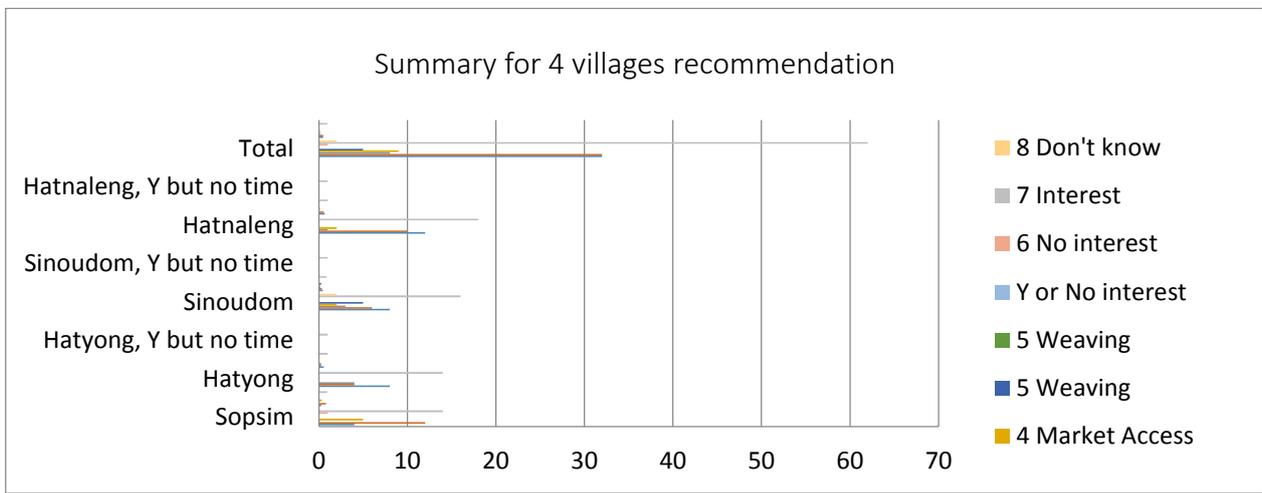


Figure 1: NTFP-VCA study recommendations from village level

The team found that in the Luang Namtha District the market chain for bamboo was not yet developed as the villagers have other alternative options available to provide for seasonal incomes for their families. Based on the observations in the villages, there are limitations in terms of production and marketing for example, insufficient knowledge of market demands and business entrepreneurship, these limitations are detailed further in this report. The key constraint identified was that the villagers were lack of capacity in term of bamboo new product designs to meet the market demands. To date the villagers have been collecting seasonal NTFPs for daily self-consumption as well as some surplus selling to the NTFP raw materials to local traders and Chinese’s traders. According to the field observed the community are also lack the knowledge on processing and how to add value to NTFPs to sell on a larger scale. According to the results of the interviews and observations during the field visits, we found that the villagers have many constraints as well as opportunities as detailed in Table 6: Proposed Community-Based Solutions. In addition the main obstacle in this area is the road access to their villages, as access is very poor condition.

The main bamboo shoots trade flow in 4 villages to provincial and cross-border to China estimated to be around 36 million kip or equivalent (\$ 4,537) per year (seasonal) and the bamboo fresh shoots mainly they are selling in the village gate to the Chinese traders and price is 1,000 kip per Kilogram.

The handicraft product is bamboo rice baskets and they are very old fashion and they produce for the household using only so far.

## BACKGROUND OF NTFP VCA STUDY

### ABOUT LAO PDR:

The Peoples' Democratic Republic of Laos is located in the centre of Indochina, sharing borders with China to the North 416 kilometres, Myanmar to Northwest 236 kilometres, Thailand to the West 1,835 kilometres, Cambodia to the South 492 kilometres and Vietnam to the East 1,957 kilometres.

With a total area of 236,800 square kilometres, around 70% of Laos' terrain is mountainous, reaching a maximum elevation of 2,820 meters in Xiengkhouang Province. The landscapes of northern Laos and the regions adjacent to Vietnam, in particular, are dominated by rough mountains.

The Mekong River is the main geographical feature in the west and, in fact, forms a natural border with Thailand in some areas. The Mekong flows through nearly 1,900 kilometres of Laos's territory and shapes much of the lifestyle of the people of Laos. In the south the Mekong reaches a breadth of 20 kilometres, creating an area with thousands of islands.

## INTRODUCTION

The BBP project, implemented in Cambodia, Lao PDR and Vietnam with a 4 year-duration from March 2015 to February 2019, is one of three modules of the German-ACB Cooperation Program "Protection of Biological Diversity in the ASEAN Member States". The project contributes to the overall *Program Objective*, but also has its specific Project Objective and respective impact indicators. The specific *Project Objective* of the BBP is: The ASEAN member countries (AMS) are supported by the ASEAN Centre for Biodiversity (ACB) in the promotion of biodiversity-based products (BBP) for the improvement of livelihoods and biodiversity protection, according to their needs.

On behalf of the German Government via the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the BBP Project is implemented in cooperation with the ACB (ASEAN Centre for Biodiversity/ Los Banos, Philippines) by GFA Consulting Group.

ASEAN's rich natural resources and biodiversity offer significant potential for the region's socio-economic development. Now more than ever, it is vital to understand and acknowledge the value of biodiversity. The ASEAN Member States (AMS: Brunei, Cambodia, Indonesia, **Laos**, Malaysia, Myanmar, the Philippines, Singapore, Thailand and Vietnam) accommodate about 18% of the species of the Earth; 3 of the 18 mega biodiversity countries; about 35% of the global man-grove forests; and 30% of the coral reefs. This wealth in biodiversity poses opportunities for the economic development of the region.

**The AMS want to use this economic potential by further developing trade relations for bio-products (organic trade) nationally, regionally and possibly globally.** However, the potential of Biodiversity-based Products (BBP), especially for the local indigenous population in buffer zones of protected areas in the region, is not yet sufficiently analysed, their market potential often unknown. In the promotion of BBP for the improvement of livelihoods and the conservation of biodiversity, the AMS do not get sufficient support.

As part of the BBP project, the **GIZ Value-Links methodology** on promoting pro-poor green value chains will be utilized in cooperation with other biodiversity-related projects around the world, to develop a specific module on Biodiversity-based Products.

## OBJECTIVES AND SCOPE OF STUDY

The primary objective of this study was developed a better understanding of the constraints and opportunities in Nam Ha National Protected Area (NHNPA) as they relate to the production, marketing and sales of seasonal

NTFPs around the NHNPA. This knowledge will highlight the key constraints to implementing sustainable solution to improve the livelihoods of the pro-poor villagers. And the main objectives of conduct Non-Timber Forest Products (NTFP) study on 1<sup>st</sup> to 09<sup>th</sup> September 2019 are:

- **Evaluate existing BBP value chains and project experiences in Nam Ha AH**, based on actual livelihood activities of individuals or groups dependent on the natural resources in the buffer zones (e.g. by SWOT analyses);
- **Analyse strategies, legal and institutional frameworks, national rules & regulations** for the development of BBP value chains in Nam Ha AHP, **always keeping biodiversity conservation practices in mind**;
- **Collect all relevant data on local production and production systems**, including types, quantities, varieties, prices and value-added of the BBP sub-sectors and VC segments;
- Explore to establish the **potential market sizes (local, regional & potentially international markets)**, and investigate the actual & potential extent of market penetration by local producers;
- Investigate the existing **linkages between collectors/producers, traders, processors and market outlets and undertake value chain mapping and analysis**;
- Map out the value chains and collect the data around the actual and potential workforce in different VC segments, assess numbers of **women who are involved and could be actively employed/self-employed**;
- Investigate the **local quality standards/market requirements and preferences of BBP** that reach the local market;
- Investigate **value addition around primary and secondary processing**;

The study mission it was conducted by BBP consultant and corroboration with provincial coordinator of project which there were agreement to focus on the eight dimensions listed below:

1. Resource/input supply
2. Technology/product development
3. Market access
4. Organization/management
5. Regulation (policy)
6. Financial
7. Infrastructure
8. Cross-cutting issues (gender)

## RESEARCH AREA AND TARGET GROUPS

BBP in collaboration with PoNRE coordinated the data gathering in four villages across Luang Namtha Province in the districts of NamTha and Nalae

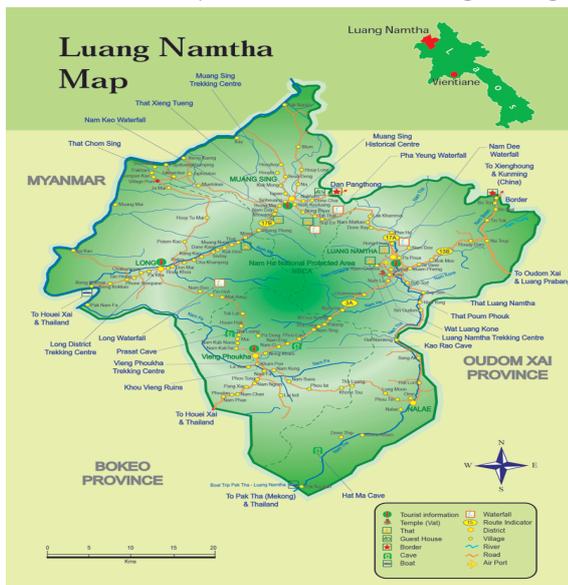
A summary of the target groups show that there are 251 families living in these villages with a total population of 1, 297 and women making up 47.41% of the population on average.

	Ban Sopxim	Ban Hadyong	Ban Sin Udom	Ban Had Nalaeng
Families	58	29	55	109
Population	333	161	271	532
% of women	49.24%	53.41%	41.32%	45.67%
District	Luan Namtha	Luan Namtha	Luan Namtha	Nalae
# of Interviews conducted	18	18	18	18

Table 1 : Comparative Village Profile

## LUANG NAMTHA PROVINCE

Luang Namtha is a province of Laos located in the north of the country. From 1966 to 1976 it formed, together with Bokeo, the province of Houakhong. Luang Namtha Province covers an area of 9,391 square kilometres.



Total population is 185,436 people and combined with 05 districts and 365 villages. Its provincial capital is Luang Namtha. The province borders with Yunnan, China to the north, Oudomxai Province to the east and southeast, Bokeo Province to the southwest, and Kachin State, Burma to the northwest.

The province contains the Nam Ha National Biodiversity Conservation Area and is one of the main sugar cane and rubber producing areas of Laos with numerous plantations. There are some 20 temples in Muang Sing, including Wat Sing Jai and Wat Namkeo. The anthropological Luang Namtha Museum is located in Luang Namtha.

No.	Name of district	Area Km <sup>2</sup>	No. of village	Village cluster	No. of Population			No. of village					
					No family	Total (pp)	Women	Markets	Use electricity	Percent (%)	Primary school	Poorest village	Hospital
1	Luang Namtha	2,304	78	8	9,744	56,577	28,175	3	72	92%	85	10	6
2	Meuang Sing	1,355	90	9	7,506	39,031	19,605	2	78	87%	35	8	7
3	Meuang Long	2,578	79	10	6,739	36,388	18,282	1	40	51%	92	42	8
4	Meuang Vieng Phouka	2,036	46	7	4,439	23,973	12,409	1	44	96%	46	21	9
5	Meuang Nalae	1,719	72	13	5,005	29,528	15,426	1	46	63%	77	39	9
<b>Total:</b>		<b>9,391</b>	<b>365</b>	<b>47</b>	<b>33,433</b>	<b>185,497</b>	<b>93,897</b>	<b>8</b>	<b>280</b>	<b>77.8%</b>	<b>335</b>	<b>112</b>	<b>39</b>

Table 2: Basic Information of Luang NamTha Province (2015)

## METHODOLOGY

To conduct the NTFP (bamboo) value chain analysis, several evaluation techniques were deployed by the assessment team for triangulation drawing on both qualitative and quantitative data anchors. A desktop review and primary data such as focus group discussions and structured interview with villagers and village authorities was collected and analysed. Table 3 is a summary of the assessment methodology.

Level	Assessment method	Data Source
Central	Desktop Review	<ul style="list-style-type: none"> <li>• Study district social-economics master development plan</li> <li>• Study provincial social-economics master development plan</li> <li>• Study the existing reports and documents</li> </ul>
Provincial	Field Debriefing Workshop	<ul style="list-style-type: none"> <li>• Fact Finding Report</li> <li>• Verification rechecking data</li> <li>• Recommendations from workshop participants</li> </ul>
Village	Focus Groups Structured Interview Observation	<ul style="list-style-type: none"> <li>• 251 participants in four target villages participated in the initial focus groups</li> <li>• 72 participants completed questionnaires as part of structured interviews</li> <li>• Observations were completed in each of the villages to understand the different constraints and opportunities</li> </ul>

Table 3: Assessment Methodology

## ASSESSMENT FINDINGS

In both the districts visited by the team, it is similarly situations that were observed in terms of NTFP marketing and NRM governance in the villages. Both districts have highly potential in term of bamboo natural resources along the buffer zone of Nam Tha National Protected Area, Luang NamTha District, Luang Namtha Province. Based on information from the key informant interviews were found that there are four main bamboo species could develop to be commercialization products in the future and their name are: 1). Mai Bong (*Bambusa tulda*); 2). Mai Hok (*Dendrocalamus hamiltonii*); 3). Mai hia (*Schizostachyum blumei*); 4). Mai Xot (*Oxytenanthera parflora*) and the bamboo in-situ estimated more than 200,000 hectares in the whole province of Luang Nam Tha. The bamboo in-situ around 4 villages in the buffer zone is estimated approximately 100-150 and it estimated about 487,5000 poles of the bamboo pole age of 3 years old which could be enough for use to work on bamboo furniture and handicrafts. (Remarked: after conduct bamboo forest inventory that we will know accurately the number of bamboo poles one year old-two years old pole and 3 years old up)

When the team analysed the data about why the people lack interest in working with bamboo poles in the pasted they found that the key obstacle was that firstly they have limited access to markets to sell as well as they are lack of skills in term of processing to add value of the bamboo poles. Currently, the villagers sell the fresh bamboo

shoots to Chinese traders coming daily to collect at the village gate and price is 1,000 kip per kilogram of bamboo shoot.

When we look back in terms of the NRM governance we found that almost village lack of systems in their communities and it is also lack of regulation by laws to fit with the villagers. In past the local government and some developments based project were also referred to the existing National Park Laws but it seen to be that to boarder for the villagers to implementation as well as laws enforcement.

NTFPs, the team observed that they sold seasonal NTFP raw is providing a stable low income to most of the population. However, there are many limitations that prevent this sector from growing; therefore it is vital to identify what are the constraints of the bamboo production in order to find possible market solutions. The constraints have been summarised below according to the eight dimensions that form the scope of the assessment: resources; technology; market access; organization and management; regulations; finance; infrastructure; and cross-cutting issues (gender).

---

## INPUT SUPPLY/RESOURCES

The sustainability of resources used in Nam Ha NPA, Luang Namtha district is one of the main critical issues identified. This is due to planning and management of land allocation and resources being poor and lack of sustainable management knowledge which has resulted in the destruction of bamboo stands. An example of this is the land villagers make a room for a rubber plantation and the slash and burn cultivation resulting in the depletion of bamboo stands in this area and this year the local government authorities allowed the Chinese buy bamboo shoots without sustainable measurement control there were over harvested the bamboo shoots.

In some areas bamboo has been cut down. However, there are still areas where bamboo has not been explored or harvested at all, these remote stands still have a good potential for sustainable production. There are concerns about the occurrence of bamboo flowering, which causes stands to die and regenerate from seed, in which case it takes a number of years before the bamboo can be harvested again. There are also concerns that bamboo stands which are not regularly harvested may convert to other types of forest over time.

According to the information collected from NTFP collector group, it seems that resource management (about sustainable harvesting) is never been introduce to villagers. Therefore, there is still a resource management problem from village to village, which will continue until an association and clear policy support is established from the district for substitution of slash and burn cultivation.

---

## TECHNOLOGY/PRODUCT DEVELOPMENT

Bamboo products in 4 targeted pilot villages of BBP project in village cluster of Ban Sop Xim, Luang Namtha district are traditionally made and have used almost no technology to support the production process. One of the reasons why technology has not been introduced to support bamboo production is solely because producers have limited knowledge and skills in using “new technology” as well as skills in designing new products to meet the market needs.

The result of the recent survey revealed that only one third of the bamboo pole is used in bamboo basket production for family using purposed only. This means bamboo poles are not yet been used effectively and efficiently. Although technology is used in this case to equally cut bamboo poles, much of it is wasted and is not further utilized.

It was also found that the private sector investments in Luang Nam Tha district are very limited and therefore there is no introduction of technology or product development in these areas.

---

## MARKET ACCESS

Market access is a key issue preventing producers from expanding their businesses. According to various studies and surveys the key constraints can be defined as:

- Limited access to market information;
- Limited access new markets;
- High cost of transportation and infrastructure which forced villagers selling NTFP raw materials in the village gate and get low price as well;
- Producer groups lack of marketing skills;
- Lack of sales and negotiation techniques and skills; and
- Lack of design skills.

What has not been identified yet is the fact that not all bamboo products require high quality by the buyers allowing prices to be competitive with the other producer groups. The problem here is mainly about limited market for bamboo production and the ability to design for meet the market demands. Another limitation is in relation to quality specifications and market access; products such as rice baskets require quality control in order to meet buyer's specification.

---

## ORGANIZATION AND MANAGEMENT

One of the problems facing the villagers is the lack of coordination among concerned organizations and stakeholders in implementation and management. This can be seen in disorganized trader groups as well as producer groups.

The lack of training on knowledge and skills also hinder the ability of the concerned organizations i.e. traders, villagers, policy makers etc... in implementation and management as well as many stakeholders lack of training in such areas as:

- Raising awareness on the benefits of product development;
- Negotiation skills;
- Contracting skills;
- New product design;
- Harvesting techniques;
- Research and analytical skills;
- Business planning skills; and
- Planning and management.

---

## REGULATORY (POLICY)

In the broader context, policy is one of the main constraints in the bamboo handicraft and furniture sector. The reason being is because policy to support the market and resources are relatively unclear and do not reflect the current situation on how to sustainably manage resources as well as policy for enabling an environment for bamboo handicraft markets.

## FINANCE

In previous years some of villages have been supported micro-credit by development organization (the name is not available) that provides loan to villagers with high interest rates (3% per month) and according to feedback from the villagers this micro-credit scheme is not a good fit for pro-poor families at the village level as it does not align to their income. In addition to the micro-credit issue neither traders nor processors have the knowledge and skills required to develop business plans and without a business plan they are unable to access loans from the banking institutions.

## INFRASTRUCTURE

The main issue mentioned by bamboo shoot collectors is that bamboo resources along the roadsides are mainly depleted. The remaining bamboo forests are often too far from the road to exploit. They may need assistance in opening up small tracks to bamboo forests, e.g. through labour-based support arrangements. Due to the poor condition of the road linking community to district and provincial, road transport costs remain high. There is also access to electricity in most villages which assist in the production of bamboo.

## CROSS CUTTING ISSUES (GENDER)

Generally there is a lack of understanding of CEDAW and domestic violence laws at the village level. These issues are evident in the villages due to economic pressures placed on the family.

## INTERVIEW FINDINGS AT A VILLAGE LEVEL

### LUANG NAM THA DISTRICT INTERVIEWS

In the Luang Nam Tha area people mainly collect NTFPs for their daily food based on the seasonality of NTFP productions. According to the results of the interviews it was found that this year there is limited NTFPs due to the changes in weather (rain coming late) and big area of rubber plantation resulting in negative impacts to seasonal NTFPs e.g. mushroom, bamboo shoot, Bai lai, cardamoms, galangal, rattan fruits and etc...

The current situation has changed and those NTFPs are depleting and rare to find in the forest. This year there was the weather in the area which affected all NTFP species, they did not generate new shoots and seasonal fruits were also affected which had a negative impact on people's livelihood in this area

Products	Harvest season	Volume	Previous years sold (Kip)	Current year sale	Remarked
Cardamom	Sept to Oct	NA	50,000/Kg	45,000	Sold to local traders in previous years
Bailai	Jan to May	NA	1,000/Kg	NA	Sold to local traders in previous years
Rattan fruits	July to Oct	NA	800/kg	NA	Sold to local traders in previous years
Bamboo shoots	July to Oct	3,500-4,000	NA	1,000 kip	Daily-food
Mushroom	March to Nov	NA	NA	NA	Daily-food

Table 4: Summary of current situation of NTFPs in Luang Namtha district

In summary there were 19 key recommendations / requests from the villagers, village authorities and district authorities as listed below are:

1. Proposed project assist to raising awareness and develop incentives community people to see benefit of natural resource protecting
2. Proposed project study and identified incentive career related to biodiversity conservation for local community
3. Participatory set up regulation by laws for NTFPs collecting around buffer zone of Namtha NPA
4. Proposed project select NTFP products which sustain incomes and markets
5. Proposed project support to promote community re-planting cardamom species which highly market demands in the future
6. Proposed project pilot cardamom garden to promote technique in term of planting, caring and harvesting and etc... and it aims for demonstrations and community learning
7. Proposed project involve the class-root party to support promoting of project activities
8. Proposed project study carefully in term of bamboo market due to in the pasted limited market
9. Proposed project conduct bamboo forest inventory and forest management plan properly for sustainable harvesting bamboo forest resources
10. Proposed project support to set up bamboo producer groups
11. Proposed project study carefully the NPA existing laws in term of using bamboo resources
12. Proposed project assist sale promotion of bamboo handicraft and bamboo furniture insight province to create awareness of people
13. Proposed project coordinate with district trader promotion unit to identified the shout able places of bamboo products sale promotion
14. Proposed project and district trade promotion unit organize the trade fair for bamboo products sale promotions
15. Proposed project organize training bamboo handicraft new designs to local produce
16. Proposed project support provision facilitate to bring small scale bamboo processing factory to community for produce chopsticks and other products
17. Proposed project support organize training to build the capacity to technical staff of District Lao Women Union and Village Women Union
18. Proposed project support to develop gender training manual and support gender training materials
19. Proposed project support training on set up village development fund District Lao Women Union

## NALAE DISTRICT INTERVIEWS

The interviews revealed that there is a bamboo handicraft product in the village so far they were produced for family using only, they have the main market inside their village for the bamboo shoots and the other NTFP products like's cardamoms, rattan fruits and Ya BaiLai. NTFPs are sold at between 15,000-800,000 kip per kilogram it is depending on the buyers as well as types of NTFP products and the price fluctuates according to the market demands and seasonal of productions. The producer groups earn a stable low income estimated between 1,600,000 to 300,000 million kip (equally to between USD\$ 200 to \$ 375) per year. They have a production/sale system where the villagers have two options: 1) selling semi-final products such as dried bamboo shoots and dried cardamoms; and 2) selling fresh products to the local traders or Chinese traders who are travelling daily to their village to buy it. However; this depends on the producer's preference.

According to the results of interviews most of the villagers prefer to workshop on bamboo handicraft and bamboo furniture new designs because they abundance of bamboo resources and at least they have 4 different species of wild bamboo to promote in term of product development for commercialisations to earning stable income generation

The team observed that almost villagers worry about market for bamboo furniture and handicraft because the challenge this area lack of market for bamboo handicraft and furniture and so far they did not receipt any market information for bamboo handicraft either.

Products	Harvest season	Volume	Previous years sold (Kip)	Current year sale	Remarked
Bamboo shoots	August to Sept	5,000 Kg		1,000	
Cardamom	August to Sept	NA	50,000	45,000	
Rattan fruit	August to Nov	NA	NA	30,000	Grade A

Table 5: Summary of current situation of NTFPs in Nalae district

**Remarked:** In Nalae district the study team did not conduct interview district authorities concern due to the BBP project including only one village of Ban Had Nalaeng to the pilot of project in the phase one;

## OBSERVATIONS AT A VILLAGE LEVEL

All villages where the team visited are highly dependent on the forest for their livelihood; and they still cut down forest for commercial purposes and collect NTFPs for food which results in further degradation of forest and a decrease in NTFPs. In addition, wildlife becomes rare due to people destroying the forest and hunting of animals for food and for a small income. To conserve these forests it is crucial to re-plant trees in the surrounding production forest area where the forest is still in abundance. Through forest restoration in the forest surrounding the Nam Tha National Protected Area people can benefit from the forest for a long time both in terms of food security and income generation.

In terms of rights, it is crucial for sustainable management of forest and livelihoods that the community has clear rights. So far their rights were not respected in compliance with related-laws and defined policies; the enforcement of laws and policies on land and forestry at the grass root level is insufficient and encroachment and exploitation of forest by outsiders affect the target communities' day-to-day livelihood that depends on forest. It was also observed that the natural resources. Especially wild bamboo resources are depleting too fast, especially in the production forest and wildlife some species are threatened due to people are continuing to hunt wildlife and illegal logging activities of high value trees for wood. These are the main causes for the decrease in production forest around the buffer zone of Nam Tha NPA leading to negative impacts on people's livelihoods and a lack of reconciliation due to the lack of law enforcement.

## LUANG NAMTHA DISTRICT OBSERVATIONS

In the 3 villages were visited in the Village Development Cluster (VDC) of Ban Sopxim, Luang Namtha District the study team observed that almost villagers were very interested in working with bamboo handicraft and bamboo furniture. But they still worry about market for their production that made from bamboo and so far they do not have an experience on bamboo processing and lack of skill in term of designs as well as bamboo preservation. In the pasted they were sold fresh bamboo shoot to Chinese traders who came to their village to buy bamboo shoot at very low price for one thousand kip per kilogram.

According to the interview results and team observations, the villagers were also interesting re-planting the cardamom (local name Mak Naeng Kouang Touk) due to they have gain more experiences in term collecting and selling it.

As a result of these observations the study team proposes that BBP project and provincial coordinator do agreement to select all 3 villages and namely are: (1). Ban Sopxim, (2) Ban Sim Oudom and (3) Ban Hadyong, in Village Development Cluster of Ban Sopxim, which these villages are located around the buffer zone of Nam Ha

National Protected area to be the target group for promoting NTFP and bamboo handicraft-furniture marketing and in case completed successfully then it will scaling the approached to another areas of Nam Ha NPA; in the second phase of BBP project.

## NALAE DISTRICT OBSERVATIONS,

One village called Ban Nalae is belonging to Nalae District the study team observed that this village has potential in terms of Bamboo and NTFPs either.

The study team proposes to select this village to form part of the projects pilot target group to promote NTFP-bamboo marketing in relation to bamboo forest conservation. This village located in the south of Luang Nam Tha district and share bordered with village development cluster of Ban Sop Xim.

## VALUE LINKS (VL) APPROACH APPLIED FOR THE DEVELOPMENT OF BAMBOO AND CADAMOM VALUE CHAINS (VC) IN NAM HA NATIONAL PROTECTED AREA

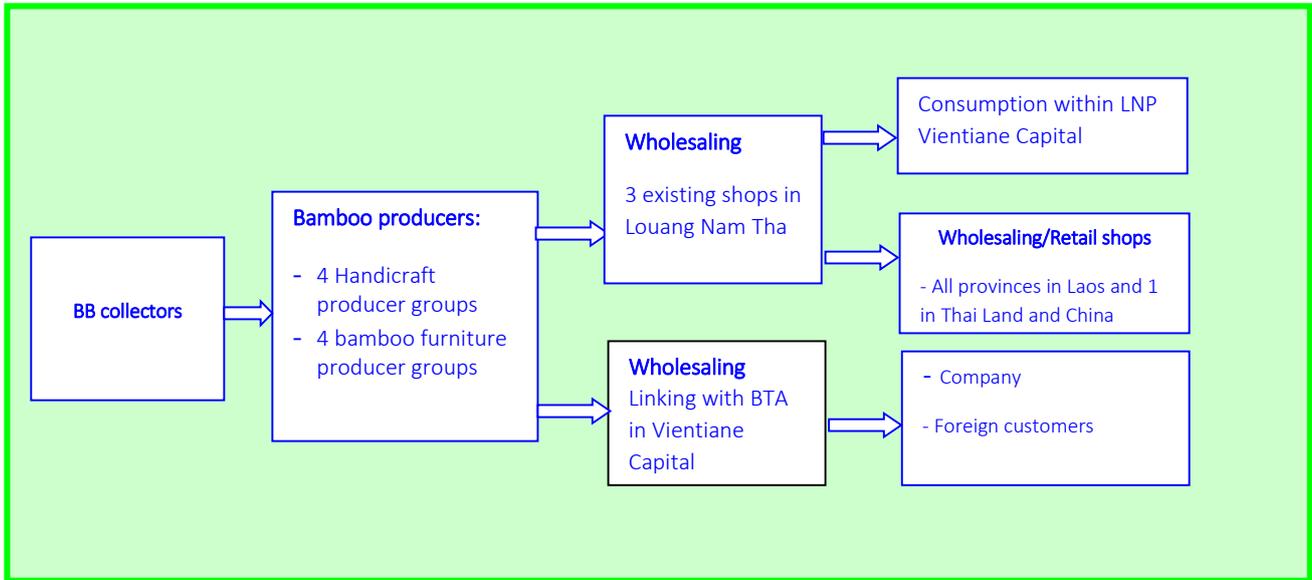
**The question: How will the BBP project in Laos use the VALUE LINKS Approach** for the development of the Bamboo and the Cardamom-VCs. According to the lessons learned from a VL training workshop in Cambodia earlier this year the main focus in Laos is to promote value chain upgrading by developing and implementing standards and building quality assurance as well as verification systems and mechanisms. The BBP project in Laos will orient to promote Value Link in three major areas:

- 1. Economic growth:** *increase of trade volumes, increase of trade value*
- 2. Poverty reduction:** *income increase of the poorest and improvement of livelihoods*
- 3. Green growth:** *Sustainable NTFP harvesting, environmentally friendly product development*

Based on Value Links standards, which provide knowledge in terms of know-how on the action required to upgrade quality systems in value chains and include interventions at the macro and meso levels in the first place as well as agreements on standards and legal regulations between operators, public groups and government. Once standards have been defined the second task is to implement them. Production and product quality will improve if chain operators and service providers are able to apply the necessary technology and procedures. Therefore, upgrading is required in the fields of enterprise capacity, quality infrastructure, quality-related services and the collaboration along the value chain. Finally, it has to be made sure that all parties play by the rules & regulations. Accordingly, the related main tasks of Value Chain facilitators are:

- Facilitating the development of social, ecological and product quality standards and the adaptation of product (especially food) safety standards
- Accompanying the implementation of standards and building the capacity of quality management in value chains
- Developing the capacity for the verification of standards, i.e. institutions for quality control, certification and accreditation

### A. The Map of Bamboo Handicraft Value Chain and Upgrade to Value-Link



✚ Example of bamboo handcraft products



✚ Example of bamboo furniture products



B. Map actors and activities



	Collection	Processing	Trading	Export	Trading
<b>Actors</b>	Villagers Actors: 87 HH Jobs 500-600	Local traders Actors: 6	Local companies Actors: 1	Local market Actors: 4	Thai and China Actors: 1
<b>Activities</b>	<ul style="list-style-type: none"> <li>- Select bamboo</li> <li>- Cut bamboo</li> <li>- Carry to the road</li> <li>- Load</li> <li>- Transport to the household workshop</li> </ul>	<ul style="list-style-type: none"> <li>- Grading</li> <li>- Cutting</li> <li>- Stripping</li> <li>- Processing</li> <li>- Quality check</li> <li>- Oven drying</li> <li>- Conditioning in bags</li> <li>- Storing</li> <li>- Transport</li> </ul>	<ul style="list-style-type: none"> <li>- Purchasing</li> <li>- Sharpening</li> <li>- Sanding</li> <li>- Conditioning in bags</li> <li>- Storing</li> <li>- Transport</li> </ul>	<ul style="list-style-type: none"> <li>- Exporting to provincial or local shops</li> </ul>	<ul style="list-style-type: none"> <li>- Export to Vientiane market</li> </ul>
<b>Inputs</b>	<ul style="list-style-type: none"> <li>- Forest</li> <li>- Tok-tok</li> <li>- Knives</li> <li>- Handsaw</li> <li>- Labour</li> <li>- Resource management skills</li> </ul>	<ul style="list-style-type: none"> <li>- Bamboo poles</li> <li>- Labour</li> <li>- Machine</li> <li>- Skills</li> <li>- Operational capital</li> <li>- Micro-credit</li> </ul>	<ul style="list-style-type: none"> <li>- Semi-finished products</li> <li>- Labour</li> <li>- Machines</li> <li>- Skills</li> <li>- Operational capital</li> <li>- Transport</li> </ul>	<ul style="list-style-type: none"> <li>-Semi-finished products</li> <li>- Chopsticks</li> <li>- Skewers</li> <li>- Toothpicks</li> <li>- Furniture</li> <li>- Souvenirs</li> </ul>	
<b>Outputs</b>	<ul style="list-style-type: none"> <li>- Bamboo poles</li> </ul>	<ul style="list-style-type: none"> <li>Semi-finished products</li> <li>- Chopsticks</li> <li>- Skewers</li> <li>- Toothpicks</li> <li>- Furniture</li> <li>- Souvenirs</li> </ul>	<ul style="list-style-type: none"> <li>- Chopsticks</li> <li>- Skewers</li> <li>- Toothpicks</li> <li>- Handicrafts</li> </ul>		
<b>Participation of the poor</b>	High	Limited (technology)	Limited (technology)	Limited skills	

PROPOSED SOLUTIONS – NAKAI DISTRICT

Area	Constraints	Opportunities	Proposed community-based solutions
1. Input Supply / Resources	<ul style="list-style-type: none"> <li>The community lack of knowledge in term of NR-governance/sustainable using natural resources (NTFP)</li> <li>Bamboo resources are very fast depleting results from slash-burned for cultivation and there were lack of bamboo shoots harvesting techniques as well as lack of harvest regulations by laws available to use at community level</li> <li>In the pasted community do not see the long-term benefits in term of protecting bamboo forest and natural resources</li> <li>Community lack of properly planning for harvesting the bamboo shoots and poles</li> <li>Currently some of bamboo species are giving flowers and died</li> <li>Some areas the bamboo resources are not yet explore for utility using and currently community keeps continuing to collect the seasonal bamboo shoots for selling to earn not stable low income and income estimated approximately is averaged 27,000 to 30,000 per head/seasonal/year only</li> </ul>		<ul style="list-style-type: none"> <li>Organize training on bamboo forest inventory and forest management to community</li> <li>Participatory set up regulation by laws for sustainable harvesting bamboo shoots and poles</li> <li>Awareness raising to community to see the long-term benefit in term of protecting bamboo forest and biodiversity insight Nam Ha NPA</li> <li>Organize training on NR-governance training to community and stakeholders involved (village Committee Forestry)</li> <li>Participatory develop toolkits for sustainable harvesting bamboo shoots and bamboo poles</li> <li>Pilot planting (excited) cardamoms and bamboo threat species for protecting soil and land erosions and on the other hand to create biodiversity</li> </ul>
2. Technology / Product Development	<ul style="list-style-type: none"> <li>The community lack of skills in term of product designs to meet the market demands</li> <li>In 4 villages were visited and found that there are lack of bamboo handicraft product development and they could not access to the new markets</li> <li>The community mainly depend on NTFPs seasonal collecting for their livelihood only</li> <li>The community lack of technique in term of processing NTFP and bamboo add value for commercialization</li> <li>In the pasted they were produced bamboo handicrafts for their family-using only</li> <li>The community lack of market information: Volume of market</li> </ul>	<ul style="list-style-type: none"> <li>Create incomes generation</li> <li>Reduce slash-burned for cultivation</li> <li>Reduce disturbing wild live animals insight Nam Ha National Protected Area</li> </ul>	<ul style="list-style-type: none"> <li>Pilot promotes bamboo handicraft and bamboo furniture to incentive incomes generation for local community as well as aims to changing the traditional farmer behavior to be systematic of production planning</li> <li>Set up simplify market information system at village level</li> <li>Research and development bamboo products to reach certified of one district one product (ODOP) government</li> <li>Organize training to build the capacity of community in term of bamboo product new designs for commercialization</li> <li>Research and development the new products to meet the new</li> </ul>

Area	Constraints	Opportunities	Proposed community-based solutions
	demands, price and quality and as well as local traders are fixed products prices for them		<ul style="list-style-type: none"> <li>market demands insight country and regional markets</li> <li>Building capacity community to become the local entrepreneurship</li> <li>To develop the bamboo products linkage with eco-tourism</li> </ul>
<b>3. Market access</b>	<ul style="list-style-type: none"> <li>Community lack of market information</li> <li>Community lack of technique in term of trading negotiations skills</li> <li>Community lack of technique in term NTFP (bamboo) processing to add value and in the pasted they sold NTFP raw materials and that reason they could not reach the end consume markets</li> <li>The bamboo products not yet development for commercialization in this area</li> <li>Lack of local business man as well as the local businessman still do not see opportunities in term of bamboo market</li> <li>So far bamboo handicraft markets are limited in Luang Namtha province</li> </ul>	Villagers have the skills to collect NTFPs for self-consumption and sales such as: bamboo shoots, mushrooms, cardamoms, etc...	<ul style="list-style-type: none"> <li>To develop MIS to fit with local knowledge of local community</li> <li>To organize training for building capacities to bamboo producer groups and local traders in term of negotiation skills</li> <li>To develop product profiles, logo and brand name of bamboo products and sale promotions</li> <li>To organize training on handicrafts new designs at least 20-30 designs and furniture new designs 15-20 designs and it aims to promote domestic markets</li> <li>Set up selling points at village level, district level and provincial level to promotion bamboo products</li> <li>To organize trade fair at village level, district level and provincial level as well as year trade fair in Vientiane capital</li> <li>Conduct market research of bamboo market in China</li> <li>To promote and provision facilitation the Chinese businessmen to investment on bamboo sub-sector</li> <li>Set up bamboo trader network and linking with the existing bamboo traders association In Sangthong and Phonehong</li> </ul>
<b>4. Organization Management</b>	<ul style="list-style-type: none"> <li>Lack of production and marketing forming group</li> <li>Lack of capacity in term managing production for market</li> <li>Lack of regulation by laws for producing for sell</li> </ul>	The Village Committee Forestry (VCF) is established in all of the villages which provide an opportunity to further build on the existing structures within the district.	<ul style="list-style-type: none"> <li>Group formation and functioning group</li> <li>To organize training on production management</li> <li>Participatory develop regulation by laws on production management, sale and also sustainable using natural resources (bamboo)</li> </ul>
<b>5. Regulations (policy)</b>	<ul style="list-style-type: none"> <li>Almost people do not understand government policy in term of protecting natural resources and biodiversity conservation</li> <li>Lack of regulation by laws on bamboo shoots and bamboo</li> </ul>		<ul style="list-style-type: none"> <li>Awareness raising people on forest laws, environment laws and NPA laws and especially Namtha NPA laws</li> <li>Participatory set up regulation by laws on bamboo shoots and poles harvesting as well as awareness raising see the long-term benefit</li> </ul>

Area	Constraints	Opportunities	Proposed community-based solutions
	poles sustainable harvesting as well as NTFP harvesting		for sustainable harvesting bamboo shoots and poles
<b>6. Financial Access</b>	<ul style="list-style-type: none"> <li>Villagers do not have production and business plans impacting their ability to access localised funding and implement their business ideas.</li> <li>Lack of village business plan for accessing to the localization fund raising</li> <li>Some villages there have micro-credit available but they use wrong purposes</li> </ul>		<ul style="list-style-type: none"> <li>Organize training on business planning and production planning to villagers requiring financial support</li> <li>Organize training to building capacity in term develop village enterprise business plan to access to local funding for product development</li> <li>Research and design village development fund (micro-credit) to promote bamboo handicraft and bamboo furniture products</li> </ul>
<b>7. Infrastructure</b>	<ul style="list-style-type: none"> <li>The road access to the villages is very poor and it will make the bamboo products high transport either</li> </ul>		Propose the local government to improve road access during the rainy season
<b>8. Cross-cutting Issues (Gender)</b>	<ul style="list-style-type: none"> <li>Community limited awareness in term of gender equality</li> <li>Almost women at community still limited role in term family decision-making and mainly are men role</li> <li>Almost women at community level do not active role in term of community development contributions</li> <li>Almost women at community level do not understand CEDOW law and domestic violent law</li> <li>All community still limited in term gender balance if compared to the other areas</li> <li>The women become community leader are also limited</li> </ul>		<ul style="list-style-type: none"> <li>Organize gender equality training</li> <li>Building gender ToT training at village level (community level)</li> <li>Awareness raising in term of gender balance to community</li> <li>Organize study tour to drawing the lessons learned from the other areas</li> <li>Promote young women get higher education</li> <li>Promote community women contributions for social-development at community level</li> <li>Identify alternative occupation to women forget sustainable incomes</li> <li>Set up the women micro-credit scheme at community level</li> </ul>

Table 6: Proposed Community-Based Solutions

## FIELD DEBRIEFING WORKSHOP

The field debriefing workshop was held at the provincial level following on from the field visits. The objective of the workshop was verified the data collected from district and provincial's officers and gather any additional feedback and recommendations. As a result four additional recommendations/requests were captured in this workshop:

After that, participants had discussed and agreed to add some comments as following:

1. BBP project has a very limited fund; it's recommended to work corporately with department of information and culture as well as tourism office since they're going to receive a grant from ADB for developing tourism infrastructure in mount of 550,000 USD. So, tourism office may be taking a consideration to support BBP project to strengthen villager's skills in producing bamboo furniture and handicraft, including per diem on monitoring activities in 4 target villagers. Moreover, ecotourism will assist identifying a sale points for bamboo products for BBP project. *(remarked: this recommendation from workshop chairman only and maybe will take time to engagement with them )*
2. Potential **BBP sale points** are at Keng Ngoua, tourist stations at Chalernsouk and Nam Aeng villages, and the night market in Luang Namtha town.
3. Agreement to use bamboo in 4 target village areas for producing furniture and handicraft, but there **must be a management plan** in using it.
4. Agreement to propose an official letter to provincial governor to **establish a BBP project steering committee from provincial down to district level** with its TOR. So it was encouraged related departments and offices to nominate their officer to be the committee.

In closing ceremony, the chairman had highly appreciated the result and outcomes of the debriefing meeting. He also gives the speech on comparison along successful NTFP project from neighbouring countries. So in order to chat up Asian State Members, BBP project is one of example which is very important and urgent to develop its strategic plan and action plan and take it in actions as soon as possible to reach its goal within its deadline. In addition, he also gave recommendations for next steps to implement in the future.

## DESKTOP REVIEW

The Desktop review was conducted based on four key documents as per the document list below:

Type	Document Title	Organization
TOR and project documents	BBP Project	GFA-BBP
Existing Report	5 Year Development Strategy Luang NamTha Province	GoL
Existing Report	5 Year Development Strategy Luang Nam Tha District	GoL

Table 7: Desktop Review Document List

The desktop review found that there is exist and proposed initiatives relating to livelihood, cotton weaving, and rice production and creating new employment opportunities to create sustainable incomes for the villages.

BBP 3 years Project Development Priority List refers to NTFP and medicinal plant production initiatives however, it does not specify they types of products. This is a potential area where BBP project could add value to each other's development priorities by working together to develop and promotes Bamboo handicrafts and bamboo furniture.

## CONCLUSION AND RECOMMENDATIONS

BBP-taskforce formed the below conclusions as a result of the NTFP value chain gap analysis which details the key constraints and opportunities to improving the current situation in 4 pilot targeted villages in village development cluster of Ban Sopxim with recommendations on key interventions for future implementation.

Based on the results of interviews and observations the study team found that the three villages in pillaged development of Ban Sopxim, Luang Namtha district and one village, belonging to Nalae district has the highest potential on bamboo value chain development promotions. But there are three key constraints to consider as a result of this:

- The villagers do not see the long-term benefit of working together to protect natural resources and forest
- The villagers are protecting their forest resources for sustainable that uses and do not see the benefits of using these for the production of NTFPs
- Lack of regulation by laws and law enforcement at village level

At the same time 4 targeted villages of BBP project and covered two districts Meuang Luang Namtha and Meuang Nalae provides a lot of opportunities have the highest potential to promote NTFPs as well as bamboo vale chain development in comparison to other districts, especially in the area of bamboo handicrafts and bamboo furniture. According to the statistics collected during the field visits four villages there have the most potential as per the below:

- According to result of interview and observed in currently could estimate at least 251 families and about 605 people are involved in NTFP as well as collect bamboo shoots selling Chinese traders came with truck daily to their
- The villagers earn a low sustainable income from seasonal NTFP harvest, estimated between 1.5 million to 3 million kip person/year or equal to USD\$ 375 (sold at the village gate)

**Concerning a second potential VC in Nam Ha AHP area, the CARDAMOM VC, the BBP team elaborated an action plan for next year (see below), since for this year the cardamom seasonal harvesting has passed already.**

**As well for cardamom no new value chain has to be created – only EXTENDED-, because a Cardamom VC exists in Luang Nam Tha districts in general already, specifically in the 4 targeted villages of the BBP project.**

According to information collected from key informants almost all villagers collected cardamom and sold it to local middleman, so called *Huynday Traders*, who came daily to buy Cardamom at the village gate.

The prices of all cardamom species fluctuated according to the quality and volume of the supply chain of each season and in some year the production creates an oversupply that causes a price decrease for cardamom and the team observed that the market for cardamom is not stable and the cardamom market has to be seen as an imperfect market with a monopoly of buyers as well.

In the previous years the villagers were getting highest prices for cardamom, **but in the current situation the price of cardamom fluctuates up-and-down due to the following 5 factors:**

1. Villagers competition to sell the fresh cardamom to traders
2. The villagers lack sale techniques & skills (negotiation technique)
3. The villagers lack appropriate technologies in terms of post-harvest management and keeping cardamom for a certain period; they are afraid that their cardamom will become rotten.
4. The villagers lack market information about cardamom demand
5. The villagers lack a selling system

Cardamom	Harvest season	Volume		Price 2014 (kip/kg)		Price 2015 (kip/kg)	
		2014 (Fresh)	2015 (Dried)	Fresh	Dried	Fresh	Dried
Cardamom Kuang Toung	Sept to Oct	600 kg	700 kg	50,000	500,000	45,000	350,000
Cardamom Pak Song	Jan to May	7,364 kg	13,220 kg	5,000	NA	4,000	NA
Wild cardamom	Jan to May	3,000 kg	NA	3,000	NA	3,000	NA
<b>Total</b>		<b>10,964 kg</b>	<b>13,920</b>				

**Table 8: Summary for sold cardamom from 2014 to 2015**

**Remarks:**

- ✓ Cardamom local name called (Kouang Toung): fresh 7-8 kg can result in 1 kg dried
- ✓ Cardamom local name called (Paksong): fresh 8-9 kg can result in 1 kg dried
- ✓ Wild cardamom: fresh 7-8 kg can result in 1 kg dried

**WORK PLAN SUGGESTION FOR CARDAMOM FROM 2016 TO 2019**

No	Items	Remarkd
1	Conduct cardamom market chain study in Lao and China	
2	Organize multi-stake holder workshop between Lao and China to explore the market for cardamom products	
3	Organize training for the basic technique in terms of cardamom planting under forest cover	
4	Organize training on pre-post harvesting of cardamom	
5	Provision of the appropriate technology on cardamom oven drying and packaging	
6	Provision of cardamom seedlings to the target group	
7	Conduct cardamom forest inventory & forest management plan , including land registration (Communal land title)	
8	Organize training on semi-final cardamom processing technique	
9	Organize a Market Information System (MIS) - Workshop and develop a simplified MIS at village level	
10	Develop a product profile, brand name and product logo	
11	Strengthen the capacity of producer groups in terms of cardamom quality control and negotiating technique	
12	Create spot advertising on cardamom marketing promotion	
13	Product and market development for cardamom	

**Table 9: Estimated 3 year ACTIVITY PLANNING to promote CARDAMOM market development, including trainings**

**A. BASED ON BBP AND THE STUDY TEAM’S EXPERIENCE, 31 KEY INTERVENTIONS HAVE BEEN RECOMMENDED BELOW TO FORM PART OF BBP FUTURE PROJECT INITIATIVES:**

No	Activities	Remark
1	Group formation, including regulation by laws (bamboo handicraft and bamboo furniture)	
2	Organize a study tour (Sangthong, Phonehong and Maybe China next year?)	Not yet identified
3	Develop village enterprise business plan or family business plan for producer groups	
4	Conduct technical training needs assessment	
5	Organize training on bamboo oven drying	
6	Organize training on bamboo boiling	
7	Organize training on bamboo preservation (soaking)	
8	Organize training on handicraft for at least 20-30 new designs in 3 years for producer groups	Organized training: 15 training courses per 3 years
9	Organize training on bamboo furniture at least 10-15 new designs to producer groups	Organized training: 10 training courses per 3 years
10	Set up bamboo traders network and linking with existing bamboo trader association	
11	Organize training on negotiation skills for local traders as well as producer groups	Expected to organize 2 training courses per year
12	Develop product profiles and product logo (brand name) as well as marketing promotions	
13	Conduct bamboo market research at national and regional level	
14	Develop market outlet at village level as well as linkage to Vientiane markets and Thailand markets	Yearly promote product by arrangement of the local traders to join trade fair events in Vientiane or Thailand
15	Promote bamboo products for link to provincial and national level traders (6 events of trade fairs per year)	
16	Promote bamboo products by provision facilitation to organized yearly trade fair at village level , district level and provincial level	This activity will be explore to see the possible to corroboration district authorities, provincial authorities and project development based in Luang NamTha
17	Develop and design micro-credit monthly payment scheme to improve bamboo productivity	
18	Conduct market research in Thailand–Vietnam and China	
19	Develop simplified market information system at village level	Organize multi-stakeholders workshop 3 times in 3 years
20	Organize training on production management and quality control to producer groups and local traders	Expected to organize 2 training courses per year

21	Organize leadership training to chief representative of producer groups	Expected to organize 2 training courses per year
22	Organize gender balance training to producer groups and Lao Women Union	Expected to organize 2 training courses per year
23	Organize training on team building producer group	Expected to organize 2 training courses per year

Table 10: Estimated 3 year ACTIVITY PLANNING to promote BAMBOO product and market development, including trainings

No	Activities	Remark
1	Building capacity on bamboo forest inventory and forest management plan for sustainable harvesting to community	
2	Organize NR-governance training to district authorities and head of producer groups as well as local traders	
3	Organize forest good governance training to district authorities and head of producer groups and traders	
4	Organize Public Private and Partnership training to district authorities and head of producer groups and traders	
5	Develop toolkits for make rotation of bamboo harvesting (sustainable harvesting)	
6	Organize leadership training to community and district authorities concerns	At village and district level
7	Promote reforestation and set up a pilot bamboo or cardamom small scale planting under forest or bare land	These activities will be explored next year or after next year?
8	Set village Committee for yearly monitoring of bamboo forest	
9	Develop an exit strategy before project phasing out	

Table 11: Suggested ACTIVITY PLANNING for BAMBOO Management & sustainable harvesting

VCA study team recommends that **BBP works with three key target groups** to ensure the successful implementation of the recommended key interventions:

1. **The Bamboo Handicraft Producer Group**; the group members identified the following key training needs:
  - Strengthening organization and management of the association
  - Developing action and business plan for short-term and long-term
  - Training basic processing skills & adding value to existing value chains, e.g. by new design of bamboo baskets to meet the market demand
  - Developing sustainable resource management systems and incentives for local communities to manage bamboo resources in a (more) sustainable way
  - Strengthening environmental and socio-economic sound market development with enhanced marketing systems to provide income
  
2. **The New Bamboo Producer Associations**:
  - To be established by organizing bamboo producers in surrounding villages
  - These associations could be supported by the existing local traders, who could become an “umbrella” or “apex” organization for all bamboo producer associations in the district
  - Such associations are seen as the key mechanism for promoting enterprise development at village level
  
3. **The District Government Offices** (Agriculture, Industry and Commerce, Planning and Investment and Lao Women Union):
  - Provide and support building their capacity to provide basic support services and develop enabling policies that will make it possible for Bamboo Producer Associations to develop in the future.

The below actions are the recommended next steps for the project:

1. Exploratory meeting with Provincial Tourism Authorities to explore the possible areas for collaboration in the near future
2. Agree on key clients partners, prepare agreements with them
3. Develop an activity plan through participation of all clients and partners
4. Explore options for linking domestic and Thai-China markets
5. Implementation of a work plan is recommended, divided into 2 phases, each phase lasting 3 years with an estimated total budget of approx. **284, 160 Euro**.

The budget details of the activities & trainings are summarized as follows:

## APPENDICES

### APPENDIX I - BUDGET CONSIDERATIONS

No	Items	Budget estimated	
		LAO KIP	EU
1	Group formation/group function	23,947,000	2,660
2	Organize study tour (national and regional)	55,000,000	6,111
3	Develop village enterprise business plan or family business plan for producer groups	24,000,000	2,666
4	Conduct technical training needs assessment	23,000,000	2,556
5	Organize training on bamboo oven drying	16,200,000	1,778
6	Organize training on bamboo boiling	16,200,000	1,778
7	Organize training on bamboo preservation (soaking)	16,200,000	1,778
8	Train handicraft for at least 20-30 new designs in 3 years for producer groups	100,960,000	11,218
9	Training on bamboo furniture with 10-15 new designs for producer groups	350,000,000	38,888
10	Set up a bamboo traders network and linking with existing bamboo trader association	20,000,000	2,222
11	Capacity Building for negotiation skills of local traders as well as producer groups	32,000,000	3,556
12	Develop product profiles and product logo (brand name) as well as product promotion by awareness raising among local consumers	24,000,000	2,666
13	Conduct BBP market research at national and regional level	40,000,000	4,444
14	Develop market outlet at village level as well as linkage to Vientiane markets and regional market	45,000,000	5,000
15	Promotion bamboo products for link to provincial and national level trade fairs (6 events of trade fairs per year)	80,000,000	8,889
16	Organize bamboo products trade fair at village, district and provincial level	30,000,000	3,333
17	Develop and design a micro-credit monthly payment scheme to improve productivity	23,000,000	2,555
18	Develop simplified market information system at village level	20,000,000	2,222
19	Training on production management and quality control for producer groups and local traders	45,000,000	5,000
20	Organize leadership training to chief representative of producer groups	40,000,000	4,445
21	Conduct market research in Thailand –Vietnam and China	16,000,000	
22	Organize gender balance for all concerned actors on district and village level	40,000,000	4,445
23	Organize training on team building for all actors	40,000,000	1,778
<b>Total budget</b>		<b>1,480,507,000</b>	<b>165,500</b>

Table 12: Estimated 3 year budget to promote BAMBOO product and market development

No	Activities	Estimated Budget	
		Lao-KIP	EU
24	Building capacity on bamboo forest inventory and forest management plan for sustainable harvesting for community	80,000,000	8,889
25	NR-governance training to district authorities and head of producer groups and traders	32,000,000	3,555
26	Forest good governance training to district authorities and head of producer groups and traders	32,000,000	3,555
27	Public private and partnership training district authorities and head of producer groups and traders	32,000,000	3,555
28	Develop toolkits for making rotation and sustainable bamboo harvesting	45,000,000	5,000
29	Pilot cardamom small scale planting under forest or bare land	120,000,000	13,333
30	Conduct bamboo forest yearly monitoring	50,000,000	5,555
31	Develop to exit strategy before project phasing out	20,000,000	2,222
<b>Total budget</b>		<b>411,000,000</b>	<b>45,664</b>

**Table 13: Estimated budget to promote Activities for BAMBOO- & CARDAMOM – VC**

No	Items	Budget estimated	
		LAO KIP	EU
1	Conduct cardamom market chain study in Lao and China	36,000,000	4,000
2	Organize multi-stake holder workshop between Lao and China to explore the market for cardamom products	63,000,000	7,000
3	Organize training for the basic technique in terms of cardamom planting under forest cover	36,000,000	4,000
4	Organize training on pre-post harvesting cardamom	45,000,000	5,000
5	Provision of the appropriate technology on cardamom oven drying and packaging	80,000,000	8,888
6	Provide cardamom seedlings to the target group	80,000,000	8,888
7	Conduct cardamom forest inventory & forest management plan, including land registration (Communal land title)	85,000,000	9,444
8	Organize training on semi-final cardamom processing technique	30,000,000	3,333
9	Organize Market Information System (MIS) workshop and develop a simplified MIS at village level	45,000,000	5,000
10	Develop product profile, brand name and product logo	40,000,000	4,444
11	Strengthen the capacity of producer groups in terms of cardamom quality control and negotiating techniques	27,000,000	3,000
12	Create spot advertising on cardamom marketing promotion	30,000,000	3,333
13	Product and market development for cardamom	60,000,000	6,666
<b>Total budget</b>		<b>955,000,000</b>	<b>72,996</b>

**Table 14: Estimated budget to promote Activities for a CARDAMOM – VC**

## APPENDIX II - FIELD WORK AGENDA

Date and Time	Activities	Remarks
01 Sept 15	Travel VTE-Luang Namtha	Travel by Air
02 Sept 15	Team meeting	At Luang Namtha PoNRE meeting room
03 Sept 15	Conducted interview district authorities concerns	Separate interviews
04 Sept 15	Meeting with villagers at Ban Sopxim	Assembly people and after introduce the working objectives then separated interviews
	Meeting with villagers at Ban Had Yong	Assembly people and after introduce the working objectives then separated interviews
05 Sept 15	Meeting with villagers at Ban Sioudome	Assembly people and after introduce the working objectives then separated interviews
	Meeting with villagers at Ban Nalae	Assembly people and after introduce the working objectives then separated interviews
06 Sept 15	Interview local traders at provincial level	Luang Namtha Province
07 Sept 15	Data analysis	Hotel
08 Sept 15	Organized debriefing workshop to verification checking data and feedback, recommendations from stakeholders involves	Meeting room of PoNRE
09 Sept 15	Travelling back from LNT to Vientiane capital	By air

Table 15: Field work Agenda

Note: PoNRE coordinator team member coordinated with the government for arranging an appointment with relevant district and provincial government offices

## APPENDIX III – STUDY TEAM

No.	Name and Surname	Position	Office/Company	Gender
1	Souvanhpheng PHOMMASANE	Head of Mission	GFA-BBP	Male
2	Ounkeo XAYATHAM	Provincial coordinator	PoNRE	Male
3	Sithisack PANINHOUAN	Consultant	PAFO	Male
4	Bounyot LORENDLATH	Technical staff	DoNRE	Male
5	Bounthieng	Technical staff	DAFO	Male

Table 16: List of Study Team Participants

## APPENDIX IV – VILLAGE PARTICIPANTS

### LUANG NAMTHA DISTRICT PARTICIPANTS

List participant of Ban Sopxim, Date 04/09/2015, Group A.

No	Name and Surname	Position	Office/Company	Gender	Tel/Mobile
1.	Mr. Khamban YAMMANY	Chief of Village	B. Sopxim	Male	55364948
2.	Mr. Liane	Villager	B. Sopxim	Male	56639946
3.	Mr. Lao	Villager	B. Sopxim	Male	030 5066015
4.	Mr. Bounthan	Villager	B. Sopxim	Male	
5.	Mr. Peung	Villager	B. Sopxim	Male	56862147
6.	Mr. Xaysamone	Villager	B. Sopxim	Male	030 5897002
7.	Mr. Somphone SAYONDER	Villager	B. Sopxim	Male	030 5045197
8.	Mr. Vongkham VILAYPHONE	Villager	B. Sopxim	Male	020 59781980
9.	Mr. Ying	Villager	B. Sopxim	Male	030 5724797
10.	Mr. Paeng	Villager	B. Sopxim	Male	
11.	Mr. Kianthong MANYSING	Villager	B. Sopxim	Male	020 56869529
12.	Mr. Khamman XAYLEUINCHA	Villager	B. Sopxim	Male	020 54717328
13.	Mr. Bounleuath	Villager	B. Sopxim	Male	020 55741640
14.	Mr Lai	Villager	B. Sopxim	Male	020 54400750
15.	Mr. Kaen	Villager	B. Sopxim	Male	030 5163881
16.	Mr. Beuang	Villager	B. Sopxim	Female	030 5338
17.	Mrs. Lay	Villager	Nhang	Female	
18.	Mrs. Sara	Villager	Nhang	Male	

List participant of Ban HadYong, Date 04/9/2015, Group B

No.	Name and Surname	Position	Office/Company	Gender	Tel/Mobile
19.	Mr. Thongvath	Chief of V.	B. HadYong	Male	020 54506118
20.	Mr. HakChan Keuathkankham				
21.	Mr. Khammy Lorvanhxy	Villager	B. HadYong	Male	030 5373668
22.	Mr. Kangyi	Villager	B. HadYong	Male	
23.	Mr. Kouayyai Sengsomphone	Villager	B. HadYong	Male	
24.	Mr. Soukssuev SALAY☞	Villager	B. HadYong	Male	030 5720104
25.	Mr. Salaeng	Villager	B. HadYong	Male	
26.	Mrs. Nor NorLaeng	Villager	B. HadYong	Female	
27.	Mr. Kenlane VILAYHAK	Villager	B. HadYong	Male	
28.	Mr. Haklai	Villager	B. HadYong	Male	
29.	Mr. Dondkam	Villager	B. HadYong	Male	
30.	Mr. Haksack	Villager	B. HadYong	Male	
31.	Mr. Ngnor	Villager	B. HadYong	Male	
32.	Mrs. Tieang nor	Villager	B. HadYong	Female	

No.	Name and Surname	Position	Office/Company	Gender	Tel/Mobile
33.	Mr. Hak chane Keuathkankham	Villager	B. HadYong	Female	
34.	Ta Vangmala	Chief of V.	B. HadYong	Male	
35.	Bounmy Konphila	Villager	B. HadYong	Male	
36.	Achan La	Villager	B. HadYong	Male	

**List participant of Ban Sin Oudome Date 05/9/2015**

No.	Name and Surname	Position	Office/Company	Gender	Tel/Mobile
37.	Inkham SENGLUUXAY	Chief of V.	SinOudome	Male	020 58710325
38.	Sengchan LORVANHKHAM	Villager	SinOudome	Male	020 56086746
39.	Phane	Villager	SinOudome	Female	
40.	Yaeng Kotdakham	Villager	SinOudome	Female	030 5090799
41.	Sipheng	Villager	SinOudome	Male	030 5707217
42.	Khamchane	Villager	SinOudome	Female	030 5707224
43.	Manekaen	Villager	SinOudome	Female	030 5707214
44.	Saophan	Villager	SinOudome	Female	030 5065943
45.	Sengla	Villager	SinOudome	Female	020 56297004
46.	Pheng	Villager	SinOudome	Female	
47.	Kaengda	Villager	SinOudome	Female	020 55636844
48.	Hiane Viengphone	Villager	SinOudome	Female	030 5777836
49.	Mai SOMPHA	Villager	SinOudome	Male	
50.	Kornkeo	Villager	SinOudome	Male	020 55258349
51.	Keo	Villager	SinOudome	Female	
52.	Lord	Village SF.	SinOudome	Female	
53.	Deuing	Village Tax	SinOudome	Female	
54.	Chanenoi YIAYAVONG	Villager	SinOudome	Female	020 59204740
55.	Khamvy	Villager	SinOudome	Female	020 56088925

**List participant of Ban HadNaLaeng, Date 05/9/2015**

No.	Name and Surname	Position	Office/Company	Gender	Tel/Mobile
56.	Lekdi SIOUNECHAI	Chief of V.	Had NaLaeng	Male	020 n58710606
57.	Thong Koune		Had NaLaeng	Male	
58.	Khamnouane CHANTHAMANY		Had NaLaeng	Male	
59.	Inchane		Had NaLaeng	Male	
60.	Innor SENGLAKAM		Had NaLaeng	Male	
61.	Mane KINGDASACK		Had NaLaeng	Male	
62.	Khamsam PHOMMALY		Had NaLaeng	Male	020 59484844
63.	None		Had NaLaeng	Female	
64.	Khamtan DETHVONGSA		Had NaLaeng	Male	020 52580572
65.	Yoy		Had NaLaeng	Female	
66.	Lao XAYYAHOM		Had NaLaeng	Male	
67.	Sivone		Had NaLaeng	Male	030 5762512
68.	In			Female	

69.	Nor			Female	
70.	Loua			Female	
71.	Kam XAYASONE			Male	
72.	Sithong Khammalavong			Male	030 5339915
73.	Meuangpeng XAYANEUANG			Male	

Table 17: List of NaLae District Participants