

Annual Review & Planning Meeting

Proceedings

Alliance for Nepali NTFPs Promotion:
Private Public Alliance (PPA)
9 – 10, January 2004
Godavari, Kathmandu

Organized by

Asia Network for Sustainable Agriculture & Bio-resources
(ANSAB)

Moderated by

Organisation Development Centre (ODC)
Together We Develop, Transform & Grow

12 February 2004

1. Introduction

Certification and Sustainable Marketing of Non-Timber Forest Products (NTFP) – Public Private Alliance (PPA) project was initiated in September 2002 with ANSAB as the coordinator of the overall Alliance activities. The project is an initiative of bringing together US product buyers and designers, certification experts, a diverse range of Nepali companies, networks and NGOs, and donors to assist in the NTFP sector of Nepal in order to:

- increase income and employment for Nepal’s NTFP producers (especially in remote rural areas);
- promote sustainable resource management;
- institute a certification program for NTFPs in Nepal; and
- expand responsible buying practices among industry members in the West.

The specific objectives of the project are to:

- promote Community Based Forest Enterprises to ensure sustainable use of NTFP, alleviate poverty in rural areas, and consolidate Forest User Groups’ supplies to make attractive to buyers
- implement certification model for Nepal that takes into account its NTFP and forest user group (FUG) resources and encourages good governance of community resources
- improve and maintain quality and consistency of Nepali NTFPs
- gain better market position for Nepali NTFP in international markets; including exploration of certification options and design coordination with buyers
- educate NTFP buyers on how to support Nepal NTFP industry to achieve sustainable long-term supplies of quality products
- lobby for an enabling policy environment for free and fair trade practices

ANSAB coordinates the overall Alliance activities e.g. convene meetings; provide business development services to NTFP enterprises; and administer product design and product development research grants in order to achieve the intended results of the project.

The PPA in form of the project provides an opportunity to demonstrate and generate leading practices in certification models for NTFP and forest communities; poverty alleviation for forest communities through industry/producer product design collaboration and NTFP industry “responsible buying” practices. Each of the Alliance members brings along expertise in their respective fields that are supportive for the implementation of the project objectives.

Upon completion of one year of the project on Certification and Sustainable Marketing of Non-Timber Forest Products (NTFPs), a **Review and Planning Meeting** was organized on 9-10 January 2004 in Kathmandu (Godavari Village Resort).

There were over 24 participants in the meeting representing different alliance members with national organisations working in the field of developing community forest user groups and NTFP industry coordination in Nepal. The different organisations are as following.

- *US product buyers and designers:* AVEDA and its extended industry contacts of the American Herbal Products Association
- *Certification expertise:* Rainforest Alliance
- *Nepali companies:* Himalayan BioTrade Pvt. Ltd. and Gorkha Ayurved Company (P) Ltd

- *Nepali Networks and NGOs:* Asia Network for Sustainable Agriculture and Bio-resources (ANSAB), Nepal NTFP Network (NNN), Himali Jadibuti Sarokar Samuha (HJSS), and Federation of Community Forestry Users Nepal (FECOFUN)
- *Government:* MFSC, DPR, DOF
- *Donors:* SNV, IDRC, Ford Foundation

Representatives from USAID and Foreign Aid Coordination Division of MFSC could not participate in the 2-day meeting. Please refer to *Annex 2* for the list of participants.

1.1 Objectives of the 2-day Meeting

The objectives of the meeting were as following:

- Review the alliance progress in year one of the project (October 2002 - September 2003)
- Share experiences regarding certification initiatives among the alliance members
- Review and finalize the year two draft work plan (October 2003 - September 2004)
- Improve the alliance effectiveness

Day 1 focused on sharing/presenting the progress, review and experiences of the Alliance members on year 1 activities. Day 2 was set aside to discuss and finalise the PPA Year 2 work plan and bring suggestions to improve the effectiveness of the Alliance. Please refer to *Annex 1* for the programme schedule.

The meeting also ensured grounds for participants to exchange other experiences and practices related to NTFP sub-sector, bringing about better and enhanced understanding, knowledge and lessons learnt in the field.

2. Workshop Proceedings – Day 1

2.1 Opening Session

Mr. Bishma P. Subedi, Executive Director of ANSAB welcomed the participants of the Review and Planning Meeting, national and international partners/collaborators, particularly AVEDA, Rainforest Alliance and EESIC, those making efforts to participate in the meeting from the far away places. He expressed thanks to USAID for providing support to effectively carry out different activities for the promotion of Certification and Sustainable Marketing of Non-Timber Forest Products. He introduced the objectives of the meeting and requested all to actively review the draft plan in order to bring out responsive and concrete plan guides for the program implementation. He was positive that the 2-day meeting would provide opportunity for all stakeholders and partners to share experiences, review the previous years' activities, discuss and finalise the future activities, specifically year two.

Dr. Udaya Raj Sharma, Director General of Department of Plant Resources/Ministry of Forestry & Soil Conservation stressed the importance of such forum that has brought together professionals and experts working in the field of certification and sustainable marketing of NTFPs that contribute to forest certification move in Nepal. Dr. Sharma raised the issue of Nepali NTFP trade and its' potential market in the Asia region and worldwide. He mentioned about the impediments created due to lack of forest certification process that is based on sustainable management, and limited access to market outside Nepal. Considerations on the

industrial perspective on NTFP and the related challenges and opportunities faced by representatives, both in national and international level were emphasized.

Dr. Sharma suggested that the herbs and NTFP Coordination Committee within MFSC has a special role to play on NTFP promotion, marketing and forest certification process.

An introduction of participants/partners was carried out and the agenda of the 2-day meeting was shared.

2.2 Review of PPA - Year 1

Mr. Bishma P. Subedi, Coordinator of the PPA program presented the major highlights of the Alliance Progress of Year 1. Please refer to *Annex 3* for the details of the presentation.

The highlights were as follows:

- The Project in itself is an innovation and is forward-looking.
- The Alliance has worked on awareness raising and promotion regarding certification of NTFPs among multiple stakeholders – with HMGN taking it as a national agenda and core organisations such as FECOFUN and other likeminded organizations recognizing it.
- Certification Pilot Model for group certification has been finalized where FECOFUN is acknowledged as certificate holder. The Alliance has completed preliminary assessment and developed Nepali guidelines for forest certification and Rainforest Alliance has trained 26 representatives from economic, environmental and social disciplines. However, a system needs to be developed for FECOFUN to be acknowledged as the certification holder and the district /community level FECOFUN are strengthened for this. The training on Chain of Custody has been very fruitful.
- The issue of product design and development and the need for consolidation of networks for better supply is still premature. The Alliance, specifically ANSAB, has been providing market information on 22 species to different relevant actors, which has been well appreciated. HBTL's initiative on domestic trade networks for marketing and market linkages have been positive attempts towards policy advocacy and need for market information.
- The process of bringing the voices of the grass-root people and VDCs related to policy issues was mentioned. A workshop participated by NNN/HMGN/FECOFUN was catalytic in providing draft policy on NTFP.
- The challenges faced were presented. The current socio-political situation with sensitive security situation and restricted mobility demands a more adaptive/flexible management to implement the activities. This is in order to be responsive and capture the unplanned opportunities in security sensitive area e.g. Bajhang and Dolakha. Overcoming the knowledge gap of the community and other actors remains a huge challenge. Awareness on property rights, enterprise development, better documentation and appropriate dissemination mechanisms could help address this issue.

Some of the issues raised during clarification and open discussion session are as follows:

- Clarification was sought on adaptive management in the project, to which the presenter referred to the current security situation that require a flexible working approach for effective implementation of project activities and thereby project success in the current situation. The participants all agreed that adaptive management is needed and that the donors - USAID and SNV - will support this work approach.

- Ms. Ann Koontz, EESIC raised queries on Lokta advocacy based certification process that helps recognize buyers and consumers. AVEDA as a larger partner present in the meeting, she requested others to be proactive.
- Dr. Madhav Karki, RPC/IDRC India, raised the issue of the supply chain trend, where the market will be the ultimate challenge for Nepali NTFP actors along with brand development. He suggested to look into new business model and therefore to educate people in the business about chain of custody and responsibility.
- Appreciation was expressed with regards to national standard Nepali guideline developed for the certification process.

Sharing by Dr. Ganesan Balachander, Ford Foundation India

Dr. Ganesan Balachander, Resident Representative, of Ford Foundation, India shared on the areas that FORD focuses on, such as 1) asset building, innovative ideas and risk taking aspects in conservation of NRM, developing finance and economic security to address poverty reduction; 2) peace and social justice through strengthening local governance, strengthening indigenous philanthropy/wealth generation and reproductive right of women; and 3) knowledge creation with focus on different forms of education.

Dr. Balachander stressed the need to develop multi dimensional necessities such as skills, technology, asset building, product enterprises, social capital and its sustainable use. With regards to certification aspect, he mentioned that business viability, social equity and ecological integrity have to be considered in conservation, livelihoods and enterprise development. The consumer's point of view - credibility of the products they are buying, quality of product and local market are important aspects to be considered. Transparency of the chain/process, accountability and effective use of resources, creating a bargaining ground between buyers and sellers and information network were other areas he suggested to be looked into by the project.

Presentation by Dr. David Hircock, AVEDA

Dr. David Hircock's presentation focused on "Bringing the voices of the people and giving people a voice". The experience of the different business models practiced in the past decade on transparency and traceability in the Chain of Custody was shared. In order to address the ground reality, the presenter stressed that a global voice is needed and that success should be credited to the "indigenous" people who are the sources of rich knowledge and practices and hence returns should go to them. The quality consistency of product line, sustainable links to market and raising the profile of Nepal as the NTFP product supplier are requirements for Nepali NTFPs to meet the quality standards. Similarly, value addition and fair and equitable benefit sharing – making businesses understand the impacts of it with buying practices (currently based on price only) needed to be addressed.

Comments and queries:

- Shorten the chain between buyers and producers in the business models and make the buyers in the West bring into responsible buying practices and traceability.
- The FSC model of certification and its guidelines should be "adapted" to local context and Nepali agenda, considering the social, environmental and economic aspects and flexibility. (Ms. Ann Koontz, EESIC)
- Transparency, listening to people at local level and addressing their needs complement the traceability aspect (Dr. Madhav Karki, RPC/IDRC India).

The slide presentations dwell on the significance of the indigenous people and their voices and contributions being respected.

Presentation by Dr. Walter Smith, Rainforest Alliance

Dr. Smith's presentation focused on forest certification process and the capacity building aspects in this regard. He acknowledged that the certification activities has taken a speedy mode since Private Public Alliance set its goal towards promoting sustainable resource management and institutionalization of certification program for NTFP in Nepal. Understanding of Forest Stewardship Council principles and chain of custody certification has become wider among the potential group whose involvement is crucial in the certification process. The development of certification guideline for Nepali context is being considered as a major output.

The Latin America study tour contributed in acquiring knowledge to bring into practice in Nepal. The lessons learnt from the Brazil visit have fostered grounds to further uphold forest management with far-sighted vision to tackle the challenges.

A "Get Certified Workshop" held in June 2003 paved the way for certification process and built confidence, which finally enabled to find out a distinct model for forest certification in Nepal. The assessor training held in November 2003 had 26 participants from different social, economical and environmental disciplines. The course has been very productive for skill development in the certification process along with principles and criteria.

Comments:

- Sharing of knowledge to the PPA members about FSC certification drew keen interest from all to set up the work to create better understanding for sustainable management of forest, link it to market benefits as well as address the potential barriers in FUG management.
- The Brazil trip (10 days) was significant in terms of lessons learnt (Mr. Bhishma Subedi). The trip found advocacy-based certification in practice and genuinely managed to market (consistency, quality and time) NTFPs. The participants to the Brazil visit shared the difficulties faced by different actors; donors, government and management in the meeting. The Rainforest Alliance had certified numerous people on forest certification and the group came to the conclusion that group certification model would be more appropriate in Nepal's context.
- A query was raised on whether mechanism for other product certification existed for e.g., as local market are a real sustainer but Nepali NTFPs have a great potential to get new markets outside Nepal.

Sharing by Dr. Udaya Raj Sharma, DPR

Dr. Udaya Raj Sharma, Director General of DPR mentioned that involvement of grass root consultations would be far better; however it takes more time to bring together all the community people in the meeting for policy formulation. Despite this, we have made much effort to involve their consultations. ANSAB provided support in this regard. The Herbs and NTFP Coordination committee (13 members) under the chairmanship of Secretary of Ministry of Forest and Soil Conservation constituted a sub-committee to come up with policy recommendations on NTFP. The Nagarkot policy workshop was instrumental in preparing the final draft, which has been forwarded to the Ministry after several levels of consultation. He further added that in February a national workshop would be held to discuss the wider implications of the draft policy, where representatives from the ministry and the industry would be involved. A final meeting would then be held prior to forwarding the policy recommendation to the Cabinet.

He briefly shared the principles related to policy considerations for conservation and sustainable management of plant resources (Herbs and NTFPs) in Nepal. These are as follows:

- Conservation and utilization on the basis of sustainable development principle
- Encourage participation
- Simplify certification and tax system
- Make research and development (R&D) accessible to communities
- Increase awareness and provide facilities for skill development and commercialization

Comments and queries:

- Clarification was made on the role and performance of FECOFUN as a forest certification holding agency
- Queries were raised on the kind of mechanism that exists to share or replicate the learnings of the certification piloting in Bajhang and Dolakha districts. Citing an example that most often comes across the USAID projects, Dr. Sharma emphasized on the sustainability aspect after the project phases out.
- It was suggested that one of the role of the NTFP Coordination Committee would be to take forth the learnings and disseminate it to the different stakeholders.
- The FSC working group is going to develop a standard on forest certification in Nepal.
- Strengthening community level actors is a necessary along with awareness on FSC principles.
- As the certification process is underway, it was suggested to look into the incentive aspect of the taxation policy on NTFPs, as to make it facilitative and that a professional work group could work on it. Good governance and product harvesting were also suggested to be considered.
- Mr. Bishma P. Subedi thanked Dr. Sharma and Dr. Karki for their suggestion to set up a professional work group to look into certification aspect and appreciated the effort of the NTFP coordination committee.

Presentation by Mr. Bhola Bhattarai, FECOFUN

Mr. Bhola Bhattarai introduced FECOFUN, its objectives and activities, which mainly are CFUG support programme, women empowerment, advocacy and legal support, NTFP promotion and income generation, resource and information dissemination and organisational strengthening.

The role of FECOFUN in forest certification was shared– developing human resources through training, dissemination of information on certification, preparing certification guidelines in Nepali. The experience on the Group Certification Model was presented. The certification issue being new, understanding the certification process posed great challenges for discussion. He expressed that the materials for group certification was inadequate (Nepali materials). The learnings include network development with GAC/HBTL and ANSAB, certification model development, the Community Forestry actors moving towards issues of certification, benefit sharing and responsible buying practices.

The training on Chain of Custody and the certification have been very fruitful but strengthening the district level FECOFUN on certification and other aspects is required in order that FECOFUN can support in the movement of creating awareness and providing support to the community level actors on NTFP.

Comments:

- Query was made on reactions of FUG on certification issue and the benefit they perceive from understanding such process, to which the presenter responded that the FUGs are very positive even though initial difficulties and confusion existed. The FUGs are applying the information gained and sharing it with others. FECOFUN also creates awareness through radio program and publications where such issues and information are presented.
- Suggestions on exploring the successful experiences in India were also provided in the context of bringing in others in the certification model other than the FUGs.

Presentation by Mr. Man Prasad Khatri, HJSS

Mr. Man Prasad Khatri (former DDC chair of Bajhang) briefly introduced HJSS; an NGO established in 2001 and working in 10 districts of Himali region. HJSS strives to work for sustainable development, conservation and marketing of NTFPs and provide policy recommendations to promote valuable NTFPs in Nepal. Through awareness raising activities on NTFPs including training, relation/network development – including political affiliation and sharing of experiences with likeminded organisations at national and international level, HJSS aims to be active actor in the NTFP sector. As a member of the Alliance, HJSS took part in the certification training, which they found to be very beneficial including sharing of knowledge and experiences among Alliance members in the NTFP sector. The challenges mentioned are security problem to work with communities, inadequate information and limited flexibility of Alliance activities.

Presentation by Mr. Prem Tiwari, GAC

Mr. Prem Tiwari, Managing Director of Gorkha Ayurved Company (P) Ltd. introduced briefly his organisation which focuses on building linkages with the communities and markets through a network of community forest cultivation centers, cottage industries, international and domestic markets. The major products that GAC produces are health care products and Ayurvedic medicines. As part of the review of PPA Year 1 activities, the product concept design (5 products designed) training in cultivation, harvesting and storing and product sampling in European markets were highlighted. Furthermore, community based raw materials purchase, enterprise networking (business to business linkage) and certification initiation internalization were mentioned as key activities carried out. The challenges presented were 1) access to international market where Good Manufacturing Practice is an issue, 2) raw materials availability and inventory and 3) meeting export standards of USA and Europe simultaneously.

Presentation by Parbat Gurung, HBTL

Mr. Parbat Gurung, Managing Director of Himalayan Bio Trade (P.) Ltd (HBTL) shared the experiences on promoting forest products harvested from sustainable managed forests, which provides support to community based forest enterprises through responsible marketing. HBTL focuses on linking local producers with markets and buyers. As part of the review of PPA year 1 activities, the product development (oils, lokta and other paper, soap and cold cream) product diversification and enterprise and entrepreneurship development were highlighted. In the latter trainings, practices for new enterprise creation models were highlighted. The challenges mentioned are access to international markets, knowledge gap on consumer behaviour/demand, cutthroat competition in the domestic market and lack of entrepreneurial culture in the target community.

Presentation by Dr. Madhav Karki, IDRC India

Dr. Madhav Karki, Regional Program Coordinator, IDRC/SARO, New Delhi, India, said trust needs to be developed between buyers and producers. He emphasized on promoting ecologically integrated, economically viable systems with social justice aspect by the concerned stakeholders in the NTFP sector. He furthermore, focused on the traceable collection and cultivation system. Considering the FSC criteria and the competitive environment in Nepal, NTFP sub sector stakeholders would be able to gain a win-win situation.

The group certification model, to be tested in Nepal, would need to consider the product certification too, as Nepal will have to face stiff competition e.g. Chiraito market. Certification is also needed, from a business opportunity point of view, in order to develop better chain to access the market. He suggested the need to deal with the barriers to market access, promoting quality products and adopting integrated holistic production system. Experiences were shared on networks, regional scoping studies on marketing of NTFPs, buyers and producers relation/trust building in South Asia and sustainability of NTFP resource base.

Presentation by Ms. Ann Koontz, EESIC

Ms. Koontz shared the experiences of the PPA year 1 activities where she stressed the fact that within a short period collaboration and sharing among partners and likeminded organizations through the network have taken place and has formed a basis for promoting certification of NTFPs and establishment of sustainable mechanisms. She observed potentials that Nepal NTFP project is now “on the map” with members of the American Herbal Products Association. She also mentioned the dispatched essential oil samples to potential buyers for assessment and envisaged the potential order for AVEDA disclosing that project is now represented on industry sustainability working group. Koontz also made recommendation to explore link with Rutgers for QC services and potential training to do cost pricing analysis scenarios, to develop product background and story sheets and to form Nepali Marketing group.

The session ended upon handing out the draft plan of PPA Year 2 Activities. Participants were requested to bring out issues and innovative ideas/suggestions to finalize the plan. The day 1 session ended at 18:00.

Documentary Video Presentation

A documentary entitled, "Travel to Trans-Himalaya in Search of Yarsagumba" depicting the difficulties of people of Darchula district in making a livelihood out of collecting *Cordyceps sinensis* (*Yarsagumba*) was shown. The documentary highlighted the challenges and risks as well as the hardships caused by policy and current socio-political unrest in the country for villagers relying on NTFP harvest and marketing to earn money for livelihood.

3. Workshop Proceedings – Day 2

Mr. Francisco Tolentino, Advisor, SNV Nepal was requested to share the experiences of SNV in relation to capacity building and NTFP sector. He shared on the community level activities carried out in cooperation with ANSAB and shared the learnings from the Brazil trip.

3.1 Issues to Consider for Finalisation of PPA Year 2 Plan

During the review several issues and ideas were shared which many felt needed to be addressed in order that certification and sustainable marketing of NTFPs could be effective.

Through brainstorming, the issues were collected and categorized into five broad categories. The categories are as follows:

1. Alliance effectiveness related issues
2. Pre-market readiness related issues
3. Market access related issues
4. FUG support and policy related issues
5. Broader constituency building related issues

Please refer to *Annex 4* for the details of the issues.

3.2 PPA Year 2 Plan

The issues listed in the broad categories were discussed alongside the draft plan of PPA Year 2 activities. In small groups, the members discussed the issues in terms of how these could be incorporated as activities in the PPA Year 2 Plan and also identify those activities, which would be difficult to incorporate in the immediate Plan. The groups then shared their outcomes. The possibility of implementing the suggested activities was discussed in the plenary within the constraint of time and the resources (budget).

Some of the activity areas highlighted are presented below:

1. Training on forest management and skill development for certification process:
 - The representatives from FECOFUN, HJSS, and GAC proposed developing mid level human resources as a cost effective alternative of reaching the communities in wider scale on certification and forest management. The mid level human resources were viewed to have easy access to community people.
 - The issue of reducing the suspicion of community people on industrialists need to be addressed.
 - There is a need to make consumers responsible through better information; the mid-level human resources could play the role of facilitators/information broker between communities and industrialists.
 - Maintaining transparency of the layers between the importer and the collector is most important for which the Chain of Custody has to be known.
2. Exposure visits
 - National: Among FUGs, inter-project districts and other visits were suggested as effective as it encourages community to learn from sharing/observation. (Exchange visits e.g. FUGs of Dolakha to Bajhang and vice versa).
 - International: Exposure visits and trade shows would be effective to introduce, promote and market Nepali NTFP sector/products.
3. Market access related issues:
 - Portfolio marketing stories: consider customs, shipping and time in product costing and production analysis.

- Market research: International market assessment for promotion of NTFP trade and business – suppliers can be inked into a list.
- Product testing: In house facility of Public Private Alliance or other options e.g. link with Rutgers in USA.
- Synchro product development: expansion of product to reveal the baseline; be selective on products e.g. soap/cold cream.
- International market access: challenge to develop a Nepali brand; promote it through participation in trade fairs and exhibitions by key actors of Nepali NTFP sector.
- Product development and product positioning in international market: suggestion to look into similar product manufacturing process e.g. India and China.

Through consensus, the work plan (activities) for PPA Year 2 was finalised, which have some activity modifications. However, some of activities required further discussion and financial deliberations, for this the members agreed to consider either in year 3 planning or to identify alternatives ways to address it. The general notion was that the NTFP certification and promotional activities need to be stretched beyond the 3 years project period as establishing sustainable systems and mechanisms would require longer period of active engagements.

The PPA plan for year 2 was finalised with some additions. Please refer to *Annex 5* for the finalised plan

3.3 Impact Tracking for Alliance Activities

A session on Impact Tracking for Alliance activities was held. The current practice and form on impact tracking of the project activities was shared and discussed. The progress reports containing baseline information and the monitoring plan were referred to while discussing the impact tracking mechanism and form.

In the discussion, participants suggested that additional criteria (indicators) for comparison of USAID project to other projects be included to further enhance the impact tracking. The new and additional indicators were: total production and gross sales from FUGs/CBFEs, employment (male/female/social class) and types of NTFPs along with methods of measurement and responsibility.

A few participants commented that tracking impact on the Project within a short period of 3 years (under two years remaining) is over ambitious and unrealistic. Considering the situation of the NTFP sector in Nepal, the PPA and other concerned in the NTFP sector should try to work towards longer-term input/activities that can facilitate a better and sustained impact - at grassroots/community/ entrepreneur/industries and policy level.

3.4 Additional Activities/Further Steps

At the end of the 2 days meeting, consensus was reached on the following:

1. A Nepali "marketing group" to be formed with membership of Ann Koontz, AVEDA - David Hircock, HBTL, GAC and representative of ANSAB.
2. Develop stories at community level (village trust)
3. Develop a model for Alliance Collaboration that can be functional even beyond the PPA project term
4. Explore and identify the role of the mid-level human resources that can create linkages between the market and the people at grass root level.
5. Explore further on how best to develop capacity of the community people – in terms of filling the information/knowledge gap (price, market, product, enterprise and so forth), and to equip them to be in better bargaining positions towards different actors (Mr. Bhola Bhattarai of FECOFUN mentioned that 70 motivators were working at FUG level. The concept of generating focal person would identify an opportunity to train them. The Treasurers of FECOFUN should be trained on enterprise aspects and it was suggested to do it in the two pilot districts. Participants came to a consensus that focal persons would be selected from similar areas.)
6. The process of forest certification (by FECOFUN) to be initially identified for the two pilot districts. Investigation of effective FSC national standard model would support long-term sustainability in Nepal; hence an assessment on how the FSC certification can be sustainable should be carried out.
7. Next year's Alliance planning meeting to be held by January 2005 (holding the meeting in September 2004 was not feasible for partners abroad).
8. Explore value addition on product development of Anthopogan and Xynthoxylum.
9. Explore whether Lokta paper and some essential oils are certified products in Europe and USA respectively.
10. The work plan is a guideline for all members and commitment to follow the guideline considering adaptive management approach.

3.3 Concluding Remarks

The two-day process provided the members an opportunity to thoroughly understand the key issues and areas in NTFP certification, and those that the Project is working with. The sharing facilitated in identifying activities to address the issues was raised. The discussion was highly participatory in nature, with open sharing of views/suggestions and clarifications/simplification of confusions and queries. The workshop ended with a positive note that achievements would multiply by many times in the area of implementing certification model for Nepal that takes into

account its NTFP and forest user group (FUG) resources encouraging good governance and marketing of community resources.

Annex 1: Programme Schedule

Arrival day: January 8, 2004

- 18:00 Arrival of all Participants at **Godavari Village Resort, Godavari**
18:00-19:30 Registration and Briefing (logistics)
19:30-21:00 Dinner

Day 1: January 9, 2004

07:00-08:30 Breakfast

08:30-09:00 Registration

09:00-09:30 Opening Session

- Welcome Address & Meeting Objectives, ANSAB
- Introduction of the Participants, Moderator
- Opening Remarks, HMG/N and other Representatives

09:30-10:15 Review of PPA - Year 1: Sharing/Presentation and Discussion

- Highlights of the Alliance Progress in 2003 and Planning for 2004 (ANSAB)

10:15-10:45 Break

10:45-13:00 Review of PPA -Year 1: Sharing/Presentation and Discussion

- Rainforest Alliance (20+10 min)
- FECOFUN/HJSS (20 + 10 min)

10 min break

- HBTL/GAC (20 + 10 min)
- AVEDA Corporation (20 + 10 min)

13:00-14:30 Lunch

14:30-15:30 Sharing/Presentation and Discussion

- IDRC/MAPPA (20 +10 min)
- Ford Foundation (20 + 10 min)
- DPR/DoF Representatives (20 +10 min)

15:30-16:00 Break

16:00-16:30 Review of PPA - Year 1: Sharing/Presentation and Discussion

- Ms. Ann Koontz (20 + 10 min)

16:30-17:00 Wrap up and Plan for day 2

- Draft Work Plan Year 2

18:30-21:00 Video Documentary on Yarsha Gumba (41 min)
Reception Dinner

Day 2: January 10, 2004

07:30-08:45 Breakfast

09:00-10:30 Issues & Challenges to Consider for Review & Finalizing Draft Year 2 Work Plan: Plenary Discussion

10:30-11:00 Break

11:00-13:00 Finalizing Draft Work Plan for Year 2: Plenary Discussion

13:00-14:00 Lunch

14:00-15:30 Finalizing Draft Work Plan for Year 2: Plenary Discussion, Contd.

15:30-16:00 Break

16:00-17:00 Discussion on Tracking Impact of the Alliance Activities

17:00-17:30 Wrap-up and Closing

18:00 Departure

Annex 2: List of Participants

1. Dr. Udaya Raj Sharma, DG/DPR
2. Dr. Keshav R. Kanel, DDG/DPR
3. Dr. David Hircock, AVEDA
4. Dr. Walter Smith, Rainforest Alliance
5. Dr. Madhav Karki, RPC/IDRC India
6. Ms. Ann Koonz, EESIC
7. Mr. Bhaweshwor Das, SION
8. Mr. Bhola Bhattarai, FECOFUN
9. Mr. Rajendra Lamichhane, FECOFUN
10. Mr. Man Prasad Khatri, HJSS
11. Mr. Parbat Gurung, HBTL
12. Mr. Prem Tiwari, GAC
13. Mr. Govinda Ghimire, AHI
14. Mr. Fransisco A. Tolentino, SNV Nepal
15. Mr. Dinesh Paudel, NSCFP/SDC
16. Mr. Ganga Rana, ICIMOD
17. Dr. Ganesan Balachander, RR/ Ford Foundation India
18. Mr. Prakash Kashwan, Ford Foundation India
19. Mr. Bhishma P. Subedi, ANSAB
20. Mr. Surya B. Binayee, ANSAB
21. Mr. Indu B. Sapkota, ANSAB
22. Mr. Ram Prasad Acharya, ANSAB
23. Ms Shova Adhikari, ANSAB
24. Mr. Ram Hari Subedi, ANSAB
25. Mr. Sushil Gyawali, ANSAB
26. Ms. Deepmala Subba, ANSAB

Moderator:

Ms. Basudha Gurung, ODC

Dr. Ganesan Balachandar

Resident representative: Ford Foundation (Nepal, India, Bangladesh)

Regional experiences in Certification and Sustainable Natural Resources Management

ANN Koonz

Ann Koonz brings over 20 years of business and development experiences to the PPA project. With degrees in international relations and an MBA, She has worked for businesses in the US and done development work with Amigos de las Americas in South America, Peace Corps in the Philippines, and for 11 years she was program Director for Enterprise Works where she helped launch the "enterprise based biodiversity conservation" program in 4 countries including Nepal. Ann currently heads up her own consulting firm – Enterprise, Environment and Social Impact Consulting. She has worked with ANSAB since its founding in 1992 and is pleased to be a member of the Nepali NTFP Promotion Alliance.

Dr. Madhav Karki

Regional Program coordinator (IDRC), Delhi

- MAPPA – coordinator
 1. Develop and implement National/Regional program
 2. Advice IDRC in Forestry and Environmental Program
- Advisory committee member
 1. Indian Council Forestry Research and Education
 2. Indian Institute of Forest Management
- International Coordination of Forest Medicinal Plants Group under IUFRO
- Deputy coordinator NTFP group IUFRO
- Institute of Forestry (Campus chief)
- Institute of Forestry (Assistant dean)
- Asia Program officer of Appropriate Technology International (ATI)
- 27 years of experience in the Natural Resource Management Field

Prem Tiwari

Managing Director, Gorkha Ayurved Company Ltd.

- Finance expert, MBA
- 3 years experience in NTFP
- Contribution in Enterprise development and social support
- NTFP product development and design (Innovation and interest)

Dr. David Hircock, AVEDA

- Advisor to president and herbalist (Research, Sustainability, Social responsibility and Berbology)
- Advisor to **Conventional Biodiversity**
- **Editor of Rodalie Press (Organic farmers magazine)**
- Work for indigeneous People Worldwide (Learning to listen)
- Advisor to this group (20 years experience in this field)

Dr. Walter Smith

- Technology specialist (Rain Forest Alliance, SmartWood Program)
- Certification experience worldwide
- Founding member of FSC – Forest Stewardship Council
- Held over 20 Certification trainings worldwide
- Work in Forest Industry for 20 years.

Dr. Udaya R. Sharma

- (Director General of Department of Plant Resources and
- Member Secretary of the Herbs and NTFPs Co-ordination Committee chaired by Minister for Forest and Soil Conservation
- Director General of National Parks and Wildlife Conservation Department
- Exceptionally committed to NRM/Policy process.

Parbat Gurung

- Managing Director of Himalyan Bio-Trade (P) Ltd.
- Committed to social cause link with community to enterprise
- With fair trade concept, welfare of community.
- Target groups should get the benefit/economic growth and responsible buying practice – Promotion -> Reduce the gap
- Social mobilization expert
- Entrepreneurial promotion – 10 years experience.

Bhola Bhattarai

- Secretary General, Federation of Community Forest Users Group (FECOFUN), National Executive Committee
- 12 years ago (FUG member) - District to central level
- Expertise in Policy advocacy for NTFPs and Social mobilization
- Social cause
- Bringing communities voices in development mainstream and Right Based Approach baselines
- Law graduate

Man Prasad Khatri

- Vice chair president of Himali Jadibuti Sarokar Samuha (HJSS)
- Bajhang, DDC chairperson
- Social worker - Red cross/cooperatives
- School teacher for 10 years in this sector
- VDC chairperson
- NTFP – Natural Resources contribution
- Knowledge development and input in Policy formulation