

Biodiversity-Based Products (BBP) as an Economic Source for the Improvement of Livelihoods and Biodiversity Protection

Philippines

Final Progress Report

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01.10.2018 – 30.06.2019**

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Table of Content

1 Project Brief	4
2 Roadmap and Milestones	5
3 Activities within the Fields of Action	6
3.1 FoA 0: Overall objective of the module	6
3.2 FoA/ Component 1: Strategy and Policy Advice	9
3.3 FoA/ Component 2: Development of Information Platform and Helpdesk at ACB	11
3.4 FoA/ Component 3: Pilot Measures in BBP VC Development	13
3.4.1 BBP pilots in Vietnam	17
3.4.2 BBP pilots in Lao PDR:	23
3.4.3 BBP pilots in Cambodia:	25
3.5 FoA/ Component 4: Training / Human Capacity Development.....	26
4 Monitoring and Evaluation	29
5 Conclusion	30

List of Tables

Table 1: Milestones of the project	5
Table 2: Outcome indicators/ overall objectives of the module and status	7
Table 3: Success indicator and status Component 1	9
Table 4: Success indicators and status Component 2.....	11
Table 5 Success indicators and status Component 3.....	13
Table 6: Overview of BBP VC per AHP/NP	15
Table 7: LSCs in the CLV focus countries	16
Table 8: Success indicators and status Component 4.....	27

List of Figures

Figure 1 BBP Pilot Sites in Cambodia, Laos and Vietnam	14
Figure 2 Pictures of medicinal bath herb VC	18
Figure 3 Pictures of Giao Co Lam VC.....	19
Figure 4 Pictures of the honey VC	21
Figure 5 Pictures of the Bo Khai VC	22
Figure 6: Pictures of Bamboo VC Laos.....	24
Figure 7 Pictures of the BBP VC in Cambodia	26

Attachments

- Attachment 1: Policy draft on Mainstreaming of biodiversity through BBP VC promotion
- Attachment 2: ASEAN statement of BBP promotion at SBI 2 in Montreal 2018
- Attachment 3: BBP FoA 3: Pilot Measures in CLV – Work Plan and Milestones 2015 -2019
- Attachment 4: Overview list of BBP key trainings and workshops
- Attachment 5: Project brief and country briefs of CLV focus countries

Abbreviations

ACB	ASEAN Centre for Biodiversity
ABS	Access and Benefit Sharing
ADF	Archaeological Development Foundation/ <i>NGO in Cambodia</i>
AHA	Angkor Handicraft Association
AHP	ASEAN Heritage Park
AMS	ASEAN Member States
ASEAN	Association of Southeast Asian Nations
AWGNCB	ASEAN Working Group on Nature Conservation and Biodiversity
BBI	Business and Biodiversity Initiative
BBP	Biodiversity-Based Product
BBP VC	Biodiversity-based Product Value Chain
BCA	Biodiversity Conservation Agency
BEDO	Biodiversity-based Economy Development Office (Thailand)
BIM	Biodiversity Information Management
BISS	Biodiversity Information and Sharing System
CBD	Convention on Biodiversity
CBO	Community based organization
CertAll	Certification Alliance
CFP	Call for proposal
CHM	Clearing House Mechanism
CLV	Cambodia, Lao PDR, Vietnam
CMS	Content Management System
COP	Conference of Parties
CPA	Communication & Public Affairs
DFRM	Department of Forest Resource Management
FGD	Focus Group Discussion
FoA	Field of Action
GIZ	Gesellschaft für Internationale Zusammenarbeit (<i>German International Cooperation</i>)
GRET	Groupe de Recherche et d'Echanges Technologiques/ <i>French NGO in Lao PDR</i>
GSSD	General Secretariat for Sustainable Development (Cambodia)
HCD	Human Capacity Development
ICBF	Integrated Conservation of Biodiversity and Forests (KfW funded project, Laos)
ISB	Institutional Strengthening of the Biodiversity Sector in ASEAN (GIZ Programme Module 3)
IT	Information Technology
IUCN	International Union for Conservation of Nature
KfW	Kreditanstalt für Wiederaufbau (<i>German Development Bank</i>)
LSC	Local Subsidy Contract
M&E	Monitoring & Evaluation
MAF	Ministry of Agriculture and Forestry (Laos)
MoC	Memorandum of Cooperation
MOE	Ministry of Environment (Cambodia)
MONRE	Ministry of Natural Resources & Environment (Vietnam)

NPA	National Protected Area
NGO	Non-Government Organization
NTFP	Non Timber Forest Products
PAFO	Provincial Agriculture & Forestry Office
PDI	Programme Development and Implementation
PKNP	Phnom Kulen National Park
PMM	Project Management Manual
PMU	Project Management Unit
PoIC	Provincial Office of Industry and Commerce
PoWPA	Programme of Work on Protected Areas
RA	Resource Assessment
RBME	Results-based Monitoring and Evaluation
SAFP	Strategic Activity & Financial Plan/Planning
TL	Team Leader
TNA	Training Needs Assessment
TOR	Terms of Reference
TOT	Training of Trainers
TUAF	Thai Nguyen University of Agriculture and Forestry (Vietnam)
VC	Value Chain
VL	Value Links
WS	Workshop

1 Project Brief

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; three of the 18 mega biodiversity countries; about 35% of the global mangrove forests; and 30% of its coral reefs. This wealth in biodiversity poses opportunities for the economic development of the region. The AMS want to exploit this economic potential by further developing trade relations for biodiversity-based products 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 has not yet been sufficiently analyzed; their market potential is often unknown. In the promotion of BBP for the improvement of livelihoods and the conservation of biodiversity, the AMS do not get sufficient support.

The BBP project was implemented in Cambodia, Lao PDR and Vietnam with a four-year duration from March 2015 to June 2019 after a no cost extension for four months. It formed one of the three modules of the German – ASEAN Centre for Biodiversity (ACB) Cooperation Program "Protection of Biological Diversity in the ASEAN Member States". The project contributed to the overall Program Objective, but also had its specific Project Objective and respective impact indicators.

The specific Project Objective of the BBP was: "The ASEAN member states are supported by the ACB in the promotion of biodiversity-based products for the improvement of livelihoods and biodiversity protection, according to their needs."

The expected outputs of the BBP Project were:

- A strategy to support BBP Value Chains, as well as policies for AMS / ASEAN is implemented.
- The central information platform of ACB-Biodiversity Information Management (BIM) provides information for the development of BBP Value Chains for the public, private and civil sector in the AMS.
- Selected BBP Value Chains contribute to the improvement of livelihoods and protection of biodiversity.
- Technical and methodological competences of actors within BBP Value Chains of AMS are improved.

As part of the BBP project, the GIZ ValueLinks methodology on promoting pro-poor green value chains (VC) was utilized. In cooperation with other biodiversity-related projects around the world, a specific module on Biodiversity-based Products was developed.

On behalf of the German Government via the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the BBP Project was implemented by GFA Consulting Group GmbH in cooperation with the ACB.

2 Roadmap and Milestones

This report covers the final phase of the project from September 2018 to June 2019; the table below summarizes activities and milestones for the whole project period from 03/2015 to 06/2019. More details regarding the specific activities for each Component in this reporting period can be found in chapter 3.

Table 1: Milestones of the project

PERIOD	MILESTONES/ ACTIVITIES	STATUS
03-07/2015:	Project start and mission travels in CLV under first TL	Completed
08/2015:	Mission travels after TL change (project introduction in CLV at MOE, MONREs, AHPs/ NPA, German Embassies, GIZ-Country Directors & Offices, GIZ- and KfW-Projects, other national & international potential cooperation projects & donors)	Completed
08/2015:	3 AHPs [Lao PDR (1) & Vietnam (2)] & 1 NPA (Cambodia) identified as pilot sites	Completed
08-10/2015:	National consultants conducted Gap-, VC and training needs analysis in the four pilot sites	Completed
10-11/2015:	Inception Report and three translations (Khmer, Lao, Vietnamese) concluded as a basis for the Inception Workshop	Completed
11/2015:	Inception Workshop & three national working groups; Output of the national working groups: Strategic Activity & Finance Planning (SAFP; for 2016 to 2019)	Completed
12/2015-10//2016:	MOC & SAFP Finalization with ACB, GIZ and MOE/ MONREs in CLV	Completed
06/2016	BBP Kick off Workshop in Vietnam	Completed
12/2016	Two LSC Orientation Workshops in Vietnam and Lao PDR by BBP together with GIZ for the BBP Teams and LSC stakeholders to explain all necessary upcoming LSC procedures (for finances, regular reporting etc.).	Completed
07/2016-03/2017	Elaboration & Signing of Local Subsidy Contracts (LSC) with CLV Ministries & AHP/NPA-Managements	Completed
02-03/2017	BBP Kick Off Workshop and LSC Orientation Workshop in Cambodia	Completed
04/2017	BBP Kick Off Workshop in Laos	Completed
10/2016-02/2019	Information Platform and Helpdesk development at the ACB	Completed
09/2017	Strategy Plan to Design and Promote the Biodiversity-Based Products Help Desk	Completed
10/2016-06/2019	HCD implementation at ACB and in CLV/AMS	Completed
04/2017-12/2018	SAFP implementation at the 4 pilot sites in CLV, based on LSC	On-going
11/2017	A Strategy Plan: To Design and Promote the Biodiversity-Based Products Help Desk	Completed
01/2018	2018 Annual Planning Workshop in Los Banos; ACB Work & Budget Plan is developed and agreed	Completed
01/2018	2nd in-house workshop on the use and management of the Help Desk (HD) platform as an integral facility of the BBP IT platform	Completed
01/2018	Hiring of Data Base consultant to design and build the data base system on BBP-related resource-information; results, findings, and recommendations submitted to ACB-BIM	Completed
02/2018	Biodiversity-Based Product Help Desk Guideline and FAQs was finalized and submitted to ACB-CPA for adjustments based on beta-testing	Completed
02/2018	Help Desk Support Guide	Completed

PERIOD	MILESTONES/ ACTIVITIES	STATUS
02/2018	HCD framework/ possible integration of BBP HCD Measures integrated in overall ISB HCD Strategy/Framework	Completed
03/2018	Pre-testing of two survey instruments (TNA) to determine the capacities of the BBP Project implementers in data generation/ handling for the information platform and the information needs of the BBP Project stakeholders	Completed
03/2018	Video production on BBP value chains in Vietnam and Laos	Completed
04/2018	A pilot-wide training on survey administration among the BBP Project implementers in CLV conducted in Viet Nam	Completed
04/2018	Administration of TNA surveys in Lao PDR	Completed
04/2018	Policy draft for mainstreaming Biodiversity through biodiversity-based value chains submitted to AWGNCB members for the meeting in May	Completed
10/2018-04/2019	Development of Consultation strategy for ACB for promotion of BBP VC in AMS (by consultant)	Completed
05-06/ 2018	BBVC training to CLV + training/learning material development incl. guideline for BBVC development for AMS	Completed
2 nd half of 2018	Further Capacity building measures based on HCD strategy and needs on BBVC development and related topics (certification, ...)	Completed
06/2018	Mid-year evaluation WS / adaptive management for final phase	Completed
06-12/2018	BBP VC Community of Practice + network	Completed
06/2018-02/2019	BBP Marketing and promotion (under Media Involvement) as products for the information platform by ACB	Completed
11/2018-06/2019	Video production on BBP value chains in Cambodia and overall BBP promo video	Completed
Until 06//2019	Participation in important Conferences (incl. COP) and outreach events	Completed
01/2019	201 (semi)Annual Planning Workshop in Los Banos; ACB Work & Budget Plan is developed and agreed	Completed
03/2019	Conduct a policy dialogue forum in Vietnam, together with BCA for integration of BBP in the revised biodiversity law	Completed
04/2019	Evaluation WS of BBP project implementation (CLV pilots)	Completed
06/2019	Project closing event for outreach to ASEAN, private sector, NGOs etc.	Completed

3 Activities within the Fields of Action

The project works in four fields of action (FoA, or also referred to as Components) concerning the Outputs A, B, C and D of the Project Result Matrix with their respective output indicators. As special field, the Outcome indicators/overall objectives of the module are reported as FoA 0.

3.1 FoA 0: Overall objective of the module

This Field of Action refers to the overall outcome of the project with three indicators, which go hand in hand with the following FoAs on output level.

Table 2: Outcome indicators/ overall objectives of the module and status

SUCCESS INDICATOR	STATUS	ACHIEVEMENT
01 In 4 AMS, one new draft of a policy document refers to BBPs (biodiversity, trading strategy, action plans, position paper for the promotion of BBPs for the improvement of livelihoods and the conservation of biodiversity).	<ul style="list-style-type: none"> ✓ 01/2018: Participation in commenting on Lao Forestry law for inclusion of BBP. The final version is still pending. ✓ 04/2018: A policy draft on mainstreaming of biodiversity through BBP VC promotion was submitted to AWGNCB members for the AWGNCB meeting in May 2018. ✓ 07/2018: ASEAN Statement on mainstreaming of biodiversity through promotion of BBP VC was read by Cambodia during the Second Meeting of the Subsidiary Body on Implementation (SBI 2) to the Convention on Biological Diversity (CBD) held in Montreal, Canada. ✓ 03/2019: A BBP policy draft was developed by the MoE in Cambodia during the implementation of the BBP activities under Component 3. ✓ 04/2019: Multi-stakeholder Policy workshop together with the national partner BCA on the inclusion of BBP in the on-going review of the biodiversity law. The revised version of the biodiversity law is not yet available. 	75%
02 In 20 cases, institutions in the CLMV focus countries have asked for ACB advice on BBP value chains and / or development policy	<ul style="list-style-type: none"> ✓ Online Information platform and help desk are online and platform is constantly being filled with contents and various events actively promoted the BBP VC. ✓ Active promotion of the Help Desk among AMS, especially CLV, was done but did not yet lead to direct requests to ACB for advise on BBP VC through the webplatform and help desk ✓ But intensive oral exchange with ACB and requests for advise on BBP VC took place during the various outreach events. ✓ ACB was able to establish new or expand networks with institutions that have increasingly become interested in the BBP approach, e.g. with the Biodiversity Economy Development Office (BEDO) in Thailand, the NTFP Exchange Programme, universities in Indonesia and Laos etc. ✓ During the AWGNCB meeting CLV focus countries requested a follow up project on BBP which was strongly supported by other AMS 	50%
03 Two value chains for selected BBPs for the improvement of livelihoods of the people are implemented through pilot projects in the CLMV focus countries	<ul style="list-style-type: none"> ✓ 1 Bamboo VC was implemented in Laos between 04/2017 – 05/2019 ✓ 4 VC, honey, Giao Co Lam tea, medicinal bath herbs and bo khai vegetable, were implemented in Vietnam from 04/2017-05/2019 ✓ 2 VC, black ginger and vine/climbing fern handicraft, were implemented in Cambodia between 06/2018-06/2019 ✓ The BBP VC pilots all have been very successful and contributed not only to local livelihoods through improved income but also showed initial positive impact on biodiversity 	100%

Outcome indicator 01:

In January 2018, the BBP project was invited as part of the cooperation programmes in Lao PDR to provide comments on the Lao Forestry Law revision process for the inclusion of biodiversity based products/value chains into the revised law. Suggestions were made to highlight the importance of economic development and biodiversity protection, the approval of the final law underwent several reviews within Lao government and final approval is still pending.

In April 2018 a memo and a policy draft on mainstreaming biodiversity through the promotion of biodiversity-based value chains (Annex 1) was provided to the ASEAN Member States in preparation of the AWGNCB meeting in May 2018 in Cambodia, requesting comments on the draft as well as for a joint AMS statement. Following the exchanges on the draft, Cambodia on behalf of ASEAN read a statement on mainstreaming of biodiversity through promotion of BBP VC during the Second

Meeting of the Subsidiary Body on Implementation (SBI 2) to the Convention on Biological Diversity (CBD) held in Montreal, Canada in July 2018 (Annex 2). In cooperation with BBP's national implementing partner in Vietnam, the Biodiversity Conservation Agency (BCA), a policy workshop with multi-stakeholder participation was organised in 04/2019 to support the revision of the biodiversity law in Vietnam for the inclusion of BBP value chain promotion.

The GSSD/MoE in Cambodia, based on the experiences with the field implementation around Phnom Kulen National Park, has also developed a first draft policy input for BBP promotion in the country and is discussing the integration of BBP into national regulations.

Overall technically the outcome indicator of "one new draft of a policy document in 4 AMS refers to BBPs" was not fully achieved –also because the indicator still refers to the original set up where it was referred to as CLMV focus countries, including Myanmar, but the actual implementation only took place in 3 focus countries, Cambodia, Lao PDR and Vietnam. Also time restrictions made it difficult to work intensively on the policy level, given that the field implementation started delayed and reduced the time to show field level results as input for policy level discussions at a later stage of the project.

However, it is still considered as fairly successful since Vietnam and Cambodia are working on the integration of BBP into national legislations or regulations and in Laos the project had the chance to feed the BBP topic into the draft review of the national forestry law. The policy draft submitted to the AWGNCB and the joint ASEAN statement read by Cambodia on mainstreaming of biodiversity across sectors through the promotion of biodiversity based products and value chains were important parts in the partial achievements of the indicator. It is hoped that these first initiatives sparked a policy discussion which can be continued through the facilitation of ACB during various ASEAN or national-level meetings. The possibility to link BBP value chains with various national and international policies and strategies, including Aichi targets, SDGs, Nagoya-protocol, ABS etc. and the various emerging "business and biodiversity"- initiatives, provide multiple entry points for further integration of BBP VC into economic development and biodiversity protection strategies.

Outcome indicator 02:

The web-based BBP information platform including a Help Desk are developed and are online and constantly being filled with information, including updates and lessons learned from the field implementation, news and relevant documents. A promotion poster for the help Desk has been created in different languages and distributed, national coordinators and partners were incorporated in the promotion of the Help Desk to raise interest in the BBP topic and to spark requests through the online Help Desk.

However, ACB has been approached with a number of oral requests on details of BBP VC development during various outreach events. Yet during the short project duration and due to the fact that it is still a fairly new concept in ASEAN, the official outcome indicator of ACB receiving 20 written requests for advise on BBP promotion was not achieved. It is assumed that the different institutions wanted to see more about the BBP field outcomes first before the concept would be actively picked up. The online platform and the Help Desk at ACB will continue to exist after the project end and will still provide an entry point for future requests for advise or facilitation. More information about the BBP online platform can also be found under FoA/Component 2.

Outcome indicator 03:

The piloting of BBP value chains under local subsidy contracts (LSC) has actively started in Vietnam and Laos in 04/2017, in Cambodia in 06/2018. In total seven biodiversity-based value chains have successfully been implemented in the three CLV focus countries:

- 1 Bamboo VC in Nam Ha AHP in Lao PDR
- 1 Black Ginger VC and 1 Vine/climbing fern Handicraft VC in Phnom Kulen NP in Cambodia
- 1 Honey VC and 1 Bo Khai vegetable VC in Ba Be AHP in Vietnam; 1 Medicinal Bath Herb VC and 1 Giao Co Lam medicinal tea VC in Hoang Lien AHP in Vietnam

More details on each BBP value chain can be found under FoA/Component 3.

3.2 FoA/ Component 1: Strategy and Policy Advice

Output A: A strategy to support BBP Value Chains as well as policies for AMS/ASEAN is implemented

SUCCESS INDICATOR	STATUS	ACHIEVEMENT
A1 Annually, a detailed ACB Budget Plan for the support of BBP Value Chains and policies for AMS/ASEAN is elaborated.	✓ Annual detailed ACB Work and Budget Plans were jointly elaborated, agreed and implemented.	100%
A2 A strategy to support BBP Value Chains and policies for AMS/ASEAN is implemented.	✓ The strategy for BBP value chains and policies was developed in 2015 after the GAP analysis and implemented throughout the project. ✓ A draft sustainability strategy for future mainstreaming of biodiversity-based value chains in AMS was prepared for endorsement by the GB.	100%

Table 3: Success indicator and status Component 1

This Field of Action comprised the development of a consultation strategy allowing the ACB to support the public, private and civil society sector in the AMS in the promotion and linking of supply and demand for BBP as well as pertinent value chains. This was done hand in hand with the implementing pilot countries at the beginning of the project to determine the framework of the BBP value chain activities in each country, from the GAP analysis in each focus country to selection of the respective product to be promoted and subsequent activities in the value chain development under FoA 3, to the outreach and promotion activities through the platform under FoA2, and various Human-capacity development activities under FoA 4. Furthermore, the policy process under previously described FoA 0 was included here as well. This approach on a politically and geographically higher level adds to the bilateral activities on the national levels. As part of adaptive management practice, annual planning workshops were conducted at the beginning of the years to revise the work and budget plans and adjust where necessary to meet the changing demands or situations.

Furthermore, to add to the sustainability of the BBP project, a sustainability strategy was developed by consultants, to identify further entry points for ACB as well as AMS to mainstream biodiversity-based value chains in ASEAN Member States in the future. The strategy (See Ann 3) was mainly developed as desk study and through interviews with selected key focal points from ACB, AMS and the BBP project. It aims at supporting ACB as the knowledge carrier and facilitator for biodiversity-based value chains in ASEAN, with the development of recommendations to mainstream BBPs across AMS to balance economic development and biodiversity protection, especially for communities around ASEAN Heritage Parks, connecting relevant sector stakeholders and networks and supporting related policies for inclusion and/or strengthening of BBP VCs.

The recommendations are based on

- a) A review of existing programs and initiatives on BBPs;
- b) An assessment of gaps and possible entry points to promote and develop BBP value chains based on the outputs available from the BBP project;
- c) Various expert opinions collected during interviews and based on ICRAF’s institutional knowledge and experience working for more than 30 years on improving the livelihoods of forest resources-dependent communities, with specific emphasis on non-timber forest products (NTFPs) and sustainable natural resource management;
- d) consultation with various Convention on Biological Diversity (CBD) focal points and heads of international agencies during the 14th meeting of the Conference of the Parties (COP) to the CBD, held in Sharm el-Sheikh, South Sinai, Egypt, 14–29 November 2018;

- e) ICRAF's work as a technical partner to the ASEAN Social Forestry Network, which eventually transformed into the formally endorsed ASEAN Working Group on Social Forestry (AWG SF);
- f) ICRAF's experience with mainstreaming agroforestry across AMS through crafting the ASEAN Guidelines for Agroforestry Development, which were endorsed by the 40th Meeting of Ministers on Agriculture and Forestry in Hanoi, Viet Nam, 26 October 2018

The report is structured in five sections. The first provides an introduction to the post-2020 biodiversity discussions that are relevant for BBPs; the second gives a broad overview of the context, introducing the concept of BBPs, value chains, and value-chain development. The third provides an overview of key programs and initiatives that support mainstreaming of biodiversity; the fourth summarizes the key lessons learned from the BBP project that are relevant for the strategy; the fifth provides perceptions of the AWGNCB focal points regarding BBPs; and the last section provides a conclusion and recommendations for a sustainability strategy. The strategy will be submitted to the Governing Board members in preparation of the meeting in July 2019 in Bangkok for endorsement by the GB.

The study came to the conclusion that BBPs are an excellent tool to position the AMS in the post-2020 global biodiversity framework discussions as they enhance coherence and cooperation between the CBD and other conventions, support the mainstreaming of biodiversity into other sectors and engage the private sector. What is needed is a concerted effort by all parties to link domestic and global demand for nature-based products with local communities that are able and willing to provide the supply base. The enabling environment, the regulatory frameworks that ensure that environmental and social safeguards are available and adhered to, and the rural institutions that can provide the needed technical capacitation of both communities and local authorities all need to be in place to ensure that biological resources are used sustainably and that benefits arising from them are shared equitably. Through its mandate, ACB is uniquely positioned to initiate and facilitate a dialogue between the different stakeholders for BBP promotion in ASEAN to further explore the economic potential of biodiversity.

In conclusion Output A has been achieved to 100% while at the same time providing an outlook for potential future activities and discussions for BBP promotion in ASEAN.

3.3 FoA/ Component 2: Development of Information Platform and Helpdesk at ACB

Output B: The central Information Platform of ACB-Biodiversity Information Management (BIM) provides information for the development of BBP Value Chains for the public, private and civil sector in the AMS.

This FoA concentrated on the development of a centralized, web-based information platform and a helpdesk at ACB. It is based on the existing Biodiversity Information Management (BIM) of the ACB with the aim to set up a Clearing House Mechanism (CHM) [in compliance with the Convention of Biodiversity; formerly called Biodiversity Information and Sharing System (BISS)] as an integral part of its information and advisory work.

Table 4: Success indicators and status Component 2

SUCCESS INDICATOR	STATUS	ACHIEVEMENT
B1 ACB informs annually in 10 publications on the theme BBP (Market information, events etc.)	<ul style="list-style-type: none"> ✓ A BBP magazine was produced; numerous articles, news and event updates have been published on the platform from of the value chain pilots and related topics and events on BBP value chains. ✓ Several short movies on each BBP in CLV as well as an overall BBP video were produced and are available on the BBP information platform. ✓ An overall fact sheet and country-specific fact sheets for the CLV focus countries have been published ✓ Product flyers have been developed and printed and distributed and are available online as well 	100%
B2 ACB and/or staff of ACB have participated in 3 events on BBPs as regular members of the ValueLinks Network	<ul style="list-style-type: none"> ✓ 4 ACB staff participated in the Value Links Training in 2017 but left in the meantime or have other assignments ✓ ACB could not be registered as institution (as desired) which delayed the process ✓ ACB participated in various events on BBP but against the assumptions in the impact matrix, ValueLinks did not offer any events on BBP since they are not (yet) directly working on this topic ✓ The BBP project created own trainings on BBP value chains with a ValueLinks Trainer with participation of ACB ✓ 7 ACB staff were trained in 03.2019 in a 4-day TOT on BBVC by the ValueLinks Trainer ✓ Registration of 3 selected trained staff in the IVLA was done afterwards and completed in 06/2019 	75%
B3 25 % of xxx users of the information platform are private entrepreneurs/companies	<ul style="list-style-type: none"> ✓ The platform was launched in October 2016 and the help Desk in early 2018. ✓ Impossible to set up an analysis tool for the background of users/visitors (would require every user to register before using the platform which would discourage people from visiting the website and contradict the goal of information and knowledge sharing) 	50%

Various publications were produced in print and online format, a BBP magazine, A BBP magazine, a general project information fact sheet as well as country fact sheets for the pilot sites and various articles, news and event updates have been published on the information platform form about the value chain pilots and related topics and events on BBP value chains. Product flyers have been developed, printed and distributed and are available online as well

Several short movies on each BBP in the CLV focus countries as well as an overall BBP video were produced and are available on the BBP information platform and were also promoted through ACB's youtube and facebook channels.

Three ACB staff who were recently trained in the BBP value chain approach through the experienced ValueLinks Trainer Mrs. Rita Pilarca and accompanied the implementation of the BBP value chain models throughout the project, are now registered as members of the International ValueLinks Association (IVLA). An initial TOT on biodiversity value chains took place during the inception workshop in 2017 but the main staff left in the meantime or have other assignments so training of new ACB staff became necessary. ACB could also not be registered as institution as originally desired but goes against the statutes of the IVLA which delayed the process.

However, ACB participated in various events on BBP but against the assumptions in the impact matrix, ValueLinks did not offer any events on BBP since they are not (yet) directly working on this topic. The BBP project with the experienced ValueLinks Trainer Mrs Pilarca created own adapted BBP value chain training modules and conducted trainings for CLV focus country partners on BBP value chains with participation of ACB. Seven ACB staff were trained in March 2019 in a 4-day TOT on BBVC by the ValueLinks Trainer and registration of 3 selected trained staff in the IVLA was done afterwards and completed in 06/2019. These trained trainers are now available for further support in BBP value chain facilitation for AMS.

The newly developed online information platform was launched in October 2016 with the help Desk being ready in early 2018. This was complemented by suitable instruments and media of network-based development and environmental communication:

A Strategy Plan: To Design and Promote the Biodiversity-Based Products Help Desk (HD) was developed in November 2017; the strategy was implemented to promote the HD platform in the pilot areas with campaign materials in Lao, Khmer, and Vietnamese languages apart from English.

A Biodiversity-Based Product Help Desk: Moderator's Guideline was developed and adopted after a beta testing phase in March 2018 and the synthesis of the testing results in April 2018.

In addition to respective in-house training, the BBP Project supported the participation of the ACB IT personnel in other training sessions that enhanced their skill-set in managing the platform, performing trouble-shooting work, and providing cyber security. These activities supported the implementation of the BBP IT-based Help Desk and information management and the development of a policy database relevant with BBP value chain activities

Nevertheless it was not possible to set up an analysis tool for the background of users/visitors as this would require every user to register before using the information platform which would discourage people from visiting the website and contradict the goal of information and knowledge sharing. People have to fill out a small form for using the Help Desk including background information of their sector but this was not used, which underlines the previous statement. The current analysis tools can capture the area of access, access of type of information and duration of accessing the website but in order to access the sector background of a user a registration would have to be enforced for the use of the website which is not advisable as stated before since it would discourage users. We still deem the website a useful tool for information sharing and knowledge dissemination to a broad range of stakeholders, including private sector entrepreneurs.

3.4 FoA/ Component 3: Pilot Measures in BBP VC Development

Output C: BBP Value Chains contribute to the improvement of livelihoods and protection of biodiversity

Table 5 Success indicators and status Component 3

SUCCESS INDICATOR	STATUS	ACHIEVEMENT
C1 20% of the households in the selected pilot areas in the buffer-zones of ASEAN Heritage parks or other protected areas have an increased income.	<ul style="list-style-type: none"> ✓ The project worked in total with 467 Households in 35 villages the selected pilot areas in the CLV which equals 16% of the total households in the villages - due to shorter implementation time in the field the number of HH had to be reduced therefore ✓ The income figures for 2019 were based on assumptions from the figures of the first half of the year but they follow up the upward trend; in some cases sales did not yet take place due to seasonality so now figures for 2019 were available ✓ Of these households 82% have an increased income through the sales of BBPs (some HH in Vietnam only joined very recently and have only participated in trainings so far and are due to receive seedlings later this year) ✓ In Cambodia, the average increase in income through black ginger was 78% for the 28 HH with some HH doubling their income through the sale of black ginger; for vine handicraft it is complete new and additional income for the since 27 HH his product did not exist before ✓ In Laos were the project worked with 96 households the average increase in income per household from bamboo group sales between 2017 and 2018 was 79% (individual sales were not accounted) ✓ In Vietnam (Hoang Lien AHP) the 43 HH for medicinal bath herbs have an average increased income of ca.55% (with some doubling their income while others have a more stable income) due to premium sales-purchase agreements; the 56 HH for Giao Co Lam tea increased their average income from GCL by 140% due to increased amount sold and premium sales-purchase agreements. ✓ The 123 HH of the bo khai VC could not be fully evaluated due to incomplete data sets and could not be compared due to mostly complete new HH with no previous production, hence the income from bo khai is already new and additional for the HH ✓ In Ba Be AHP in Vietnam, the 44 beekeeping HH see very varying increase in income, depending on the total amount of bee hives since few HH did beekeeping before but the majority (85%) is completely new to beekeeping hence the honey sales provide a new addi- 	80%

<p>C2 The sale of the selected BBPs from pilot areas has increased by 60%</p>	<p>tional income to other income sources before; furthermore the market price for this honey is higher through the project interventions</p> <ul style="list-style-type: none"> ✓ Black ginger: the sales increased from 37kg in 2017 to 86 kg in 2018 ✓ Vine handicraft: did not exist before; new product, hence baseline is 0 ✓ Bamboo: no bamboo furniture or handicraft production existed before, only selling young bamboo shoots; hence baseline is 0 ✓ Medicinal bath herbs: increased sales from 30.200 kg in 2017 to 54.600 kg in 2018 (seedlings provided during the project need time to grow; more sales also stimulated through premium sales-purchase contracts) ✓ Giao Co Lam: increased sales from 1.290kg in 2016 by 16 HH to 4.363 kg in 2017 and 8.573 kg in 2018 (36 HH); CatCat Cooperative has 2 new large contracts with a buyer in Hanoi due to the project ✓ Bo khai: no full data set available but so far increased sales from 38 kg in 2017 by 7 HH to 245 kg in 2018 by 27 HH recorded ✓ Honey: sales increased from 118 litres in 2016 (by 7 beekeepers) to 195 litres in 2017 to 443 litres in 2018 (44 beekeepers) 	<p>100%</p>
<p>C3 One Element in one BBP Value Chain is certified</p>	<ul style="list-style-type: none"> ✓ The bamboo products in Laos were awarded the One District, One Product (ODOP) certification in 2019 ✓ Giao Co Lam tea and Bo Khai in Vietnam have received the national/local certificate for safe foods. 	<p>100%</p>

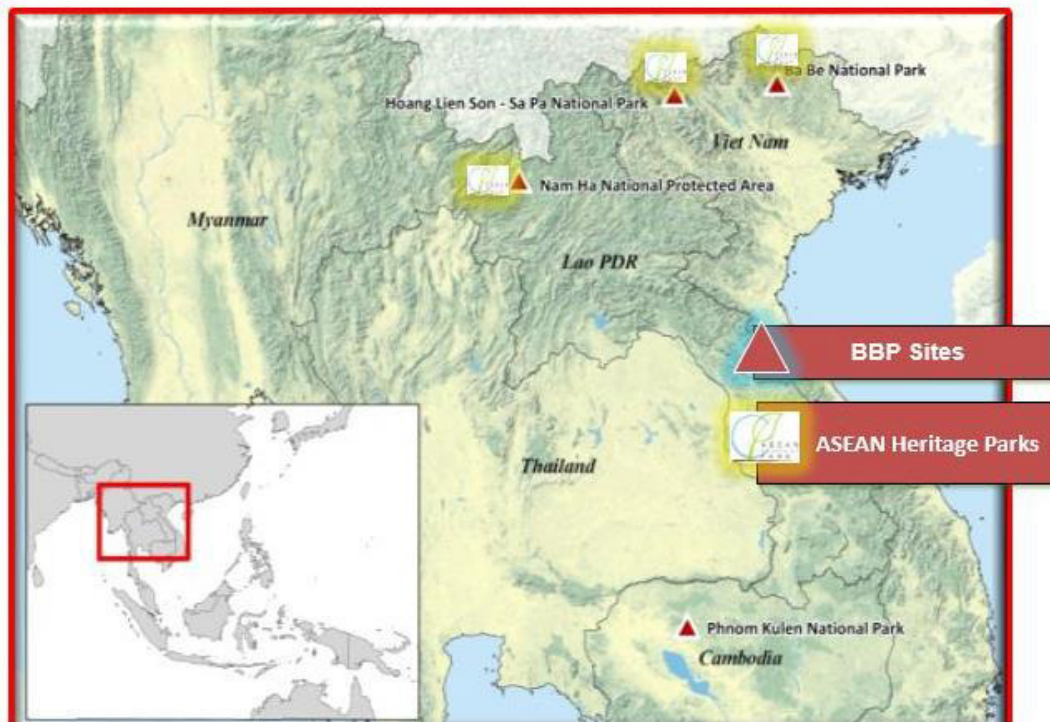


Figure 1 BBP Pilot Sites in Cambodia, Laos and Vietnam (Source: J. Alano, BIM, ACB, 2015 interpolated map)

Respective national ministries (Ministry of Environment (MOE) in Cambodia, Ministry of Natural Resources and Environment (MONRE) in Vietnam and Ministry of Agriculture and Forestry (MAF) in Lao PDR) in cooperation with the ACB and BBP project selected three ASEAN Heritage Parks (AHPs) in Lao PDR (one) and Vietnam (two) as well as one non-AHP in Cambodia as BBP pilot sites.

Table 6: Overview of BBP VC per AHP/NP

SITE	BBP VC
<p>Cambodia: Phnom Kulen National Protected Area</p>	<ul style="list-style-type: none"> • Establishment/reviving of a Medicinal plant/black ginger tea value chain • Establishment of a new Vine/climbing fern handicraft value chain • 55 households from 3 villages in the bufferzone of the park • Group formation and development and approval of relevant bye-laws • Cooperation with Angkor Handicraft Association (AHA; for handicraft) and Keo Mony Association (for tea) as reliable business partners for better market linkage • Capacity building in improved sustainable ginger growing and harvesting and storage techniques; connection to regular reliable buyer (professional tea producer) also after project end • Training in various handicraft designs that meet market demand; AHA facilitates training and linkages to buyers, such as shops, hotels etc., also after project end
<p>Laos: Nam Ha National Protected Area (ASEAN Heritage Park)</p>	<ul style="list-style-type: none"> • Creation of a new Bamboo furniture and handicraft value chain • 96 households in 4 villages in the eastern buffer zone area • Cooperation with Bamboo Trader Network/ Bamboo Trader Association • Bamboo forest inventory and management plan development • Business plan development, establishment of group funds • Training in bamboo furniture and handicraft production and designs that meet market demand • Synergetic cooperation with the KfW ICBF-Project for upscaling
<p>Vietnam: Ba Be National Park (ASEAN Heritage Park)</p>	<ul style="list-style-type: none"> • Establishment of honey VC with 44 households in 4 communes (37 new beekeepers) • Group formation (clubs) and development and approval of regulations • Introduction of local bees; trainings in beekeeping; Provision of modern honey extractors to improve quality; marketing and branding • Strengthening of Medicinal vegetable (Bo Khai) value chain with 111 HH in 7 villages (and recently 12 new HH in one new commune) • Nursery establishment, promotion of home garden cultivation over wild collection in the forests • Trainings in sustainable cultivation without pesticides • Linkage with Sang Ha Cooperative for better market connection (Hanoi) and premium sales-purchase agreements for raw material • Strengthening of the cooperative; safe vegetable certification
<p>Vietnam: Hoang Lien National Park (ASEAN Heritage Park)</p>	<ul style="list-style-type: none"> • Strengthening of Medicinal bath herb VC for spa/bath treatments with 43 HH (recently 50 more HH joined) in 2 communes • Group formation and development/approval of regulations • Establishment of 2 nurseries; seedling provision to HH; Training in sustainable cultivation and harvesting for HH; reforestation measures • Professional producer as private sector partner; support to producer in business planning and marketing; premium sales-purchase agreements with HH (10% higher price than market) beyond project duration; • Medicinal tea (Giao Co Lam) value chain with 36 HH (recently 20 more joined) in 3 communes

SITE	BBP VC
	<ul style="list-style-type: none"> • CatCat cooperative as business partner, strengthening of the cooperative through modern equipment, business planning and marketing; premium-sales purchase agreements with HH • Trainings in sustainable planting, tending and harvesting techniques Nursery establishment; support to ex situ and in situ planting measures; focus on reintroduction of GCL in areas where it was almost extinct

The work plan and milestones of FoA/Component 3 for Output C (Pilot Measures in CLV) are shown in Attachment 3.

Four BBP value chain Gap Analyses have been completed at the four pilot sites in CLV at the beginning of the project, suggesting strategic activity and finance planning (SAFP) regarding the development and promotion of BBP VCs. The preparation and repeated review of the required Memorandum of Cooperation (MoC) for CLV required a long time with the involvement of the CLV ministries ACB, GFA and GIZ and the final signing by all concerned parties only took place in May 2016 with Vietnam, in September 2016 with Cambodia and in October 2016 in Lao PDR. Before the signing of the MoCs any activities in CLV were not possible, which caused quite some delay compared to the original planning. The signing of the MoC was followed by proposal development for Local Subsidy Contracts (LSC), to be concluded between the recipient and GFA, as the official implementation modality for BBP value chains in CLV focus countries. Respective GIZ guidelines for LSCs had to be followed, including a limit of 50,000 EUR max for each LSC and suitable technical and financial proposal development and approval.

The BBP kick off workshop with Vietnam took place in June 2016, with Laos in April 2017 and with Cambodia in April 2017. An LSC Orientation workshop for Vietnam and Laos was conducted in December 2016, for Cambodia in March 2017. Respective LSC proposals were developed, which was time-consuming activity as well and delayed the start of field implementation in the countries. The signing of most LSCs took place in 2017 and BBP field implementation started in April 2017 in Vietnam and Laos. In Cambodia, field implementation only started in June 2018 but managed to catch up quickly.

For a summary of all LSC for BBP value chain development, please see Table below.

Table 7: LSCs in the CLV focus countries

PROPONENT & LOCATION	PROPOSAL TOPIC	IMPLEMENTATION PERIOD	CONTRACT AMOUNT
Vietnam: MONRE-BCA	Kick Off WS	21/6-20/07/2016	4.504 USD
	LSC Orientation WS	10-11/12./016	97,001,484 VND
	Monitoring & Evaluation of all 4 SAFP implementations in Ba Be & Hoang Lien AHP; policy studies	04/2017 to 05/2019	1,243,904,038 VND
Vietnam: Ba Be AHP	Honey VC development (with Thai Nguyen University)	04/2017 to 12/2018	846,203,476 VND
	Bo Khai VC Development	04/2017 to 12/2018	1,218,855,968 VND
Vietnam: Hoang Lien Sa Pa AHP	Giao Co Lam VC development	04/2017 to 12/2018	750,617,405 VND
	Medicinal Bath Herb VC development	04/2017 to 12/2018	1,208,311,344 VND

PROPONENT & LOCATION	PROPOSAL TOPIC	IMPLEMENTATION PERIOD	CONTRACT AMOUNT
Laos: MAF	LSC orientation WS	13-14/12/2016	24,903,686 LAK
Laos: DFRM	Kick Off Workshop	03-04/2017	17,500,859.75 LAK
	Bamboo VC development	04/2017 to 05/2019	417,250,723 LAK
Lao PDR: Nam Ha AHP/PAFO	Bamboo VC promotion	04/2017 to 05/2019	420,758,073 LAK
	M&E and advance design training (2018)	04/2018-12/2018	53,141,431 LAK
Lao PDR: PoC Luang Namtha	Assessments ODOP certification Luang Namtha district	08/2018 to 12/2018	43,358,717 LAK
Lao PDR: PoC Nalae	Assessments ODOP certification Nalae district	02/2019 to 04/2019	34,140,997 LAK
Cambodia: Ministry of Environment	Kick Off WS	28/02 -01/03/2017	4,442 USD
	LSC Orientation WS	02-03/03/2017	2,703 USD
	Resource Assessment	04/2018 to 06/2018	26,859 USD
Cambodia: GSSD/MoE	Medicinal Plant (black ginger) VC development	05/2018 to 12/2018	43,738 USD
	Vine Handicraft VC development	05/2018 to 12/2018	51,465 USD

3.4.1 BBP pilots in Vietnam

The elaboration process of proposals for the Local Subsidy Contracts (LSCs) started from July 2016 onward with the MONRE/BCA, two AHPs (Ba Be & Hoang Lien AHP) and a university (Thai Nguyen University of Agriculture & Forestry/ TUAF), which was determined in a joint selection process by BCA & BBP. This process required also a long period until March 2017, due to the different reasons that were described in detail in progress report No. 4. BBP activity implementation at the pilot sites in Vietnam started from April 2017 onwards.

In Vietnam, the following BBP value chain activities were implemented:

Hoang Lien AHP:

- **Medicinal bath herbs:**

- ✚ Identified of 16 species of essential herbs used in medicinal bath and confirmed scientific names
- ✚ Identified 10 essential herbs which have values: (i) for genetic resources and (ii) for using as medicinal bath ingredients in the mother trees garden
- ✚ Established a nursery garden at Hung Dung company with 250 healthy mother trees; produced 42,500 seedlings
- ✚ Established nursery at HL AHP with 5 plant species for seedlings and plants propagation to supply for HH; produced so far 32,500 seedlings (e.g. *Cinnamomum casia*, *Chinese Barberry - Berberis julianae*, *Elsholtzia penduliflora*, *European and American Elderberry –Sambucus nigra ssp. canadensis* and *Umbrella Tree - Schefflera delavayi*).
- ✚ Training on sustainable conservation, planting and harvesting technical of medicinal bath herb trees for 320 participants

- ✚ 3 groups were established in 3 communes of Ta Van, San Sa Ho and Tong Sanh and group regulations were developed and approved
- ✚ Selected households in Chao Lo May, Giang Ta Chai Dao village were visited during a study tour for knowledge exchange as they have effective models for planting and collecting medicinal plants (December 2017).
- ✚ Supported 15,500 seedlings of bath herb plant (*Cinamomum loureirii*) for 80 households in September 2017, the survival rate of the crop after 2 months was 90%. Due to extremely cold weather in Jan 2018, the survival rate of medicinal plant after 4 months was 70% (results as of March 2018).
- ✚ Jointly developed a forest management and harvesting regulation with 300 participants, supplied equipment for community forest management in 2 communes
- ✚ “Farmer Field School” with 70 participants (in Ban Ho Commune)
- ✚ Support to Marketing and business planning for Hung Dung Company to extend market access

Results:

- ✓ Strengthening of relationship between park management and villagers through joint elaboration of a forest management and harvesting regulation with 300 participants and support to community forest management in 2 communes
- ✓ Hung Dung Company and farmers signed premium sales-purchase agreement with at least 10% higher than market price, guaranteeing the company the raw material supply and better income for famers (win-win); Hung Dung Company committed to work beyond project duration and expand the model to other villages
- ✓ The forest area of the Hoang Lien AHP is protected by 5,000 ha according to Hoang Lien AHP
- ✓ Hoang Lien AHP committed to continue to monitor and provide seedlings for the households and to continue to maintain and expand project’s results by using Hoang Lien AHP’s resources (e.g. from existing PES from hydropower scheme)



Figure 2 Pictures of medicinal bath herb VC

- **Giao Co Lam (GCL)**

- ✦ A species of GCL which has 7 leaves with high value was identified
- ✦ Regional planning of GCL planting in 4 communes on ca. 3 ha
- ✦ Organized study tour for Giao Co Lam model in Hoa Binh province
- ✦ Establishment of 900 m² GCL nursery garden in Sa Pa town for high quality seedling production and ex situ and in situ planting measures
- ✦ Regulations on sustainable planting and harvesting of GCL developed
- ✦ Technical trainings on sustainable cultivation and harvesting for 500 participants
- ✦ 2,000 leaflets on sustainable cultivation, harvesting and marketing of products designed, printed and disseminated; a technical guideline for GCL was developed in Vietnamese and H`Mong language.
- ✦ Analysis of active ingredients, GCL effects (Component: Saponin: 2.51%; Flavonoid: 1.72%) – prerequisite for improved labeling of GCL tea for consumers
- ✦ The extended cold weather, ice and snow in Jan-Feb 2018, the implementation of the GCL value chain in 2018 and seedling provision for farmers became delayed
- ✦ Assess the operation of the Cat Cat Cooperative; provided training in improved business planning and marketing; supported the cooperative's participation in a domestic trade fair which led to 2 larger signed contracts for regular sales to Hanoi
- ✦ Supported modern equipment for CatCat Cooperative, a dryer and a vacuum packaging machine to improve food safety; established improved labelling of the final product; Barcode registration, product origin
- ✦ CatCat Coop.is willing to pay 10% or more than the market price based on premium price sales-purchase agreements, also due to improved quality of GCL raw material

Results:

- ✓ The selling price of GCL tea has increased: before: the selling price was 200,000 VND/ kg, after improved packaging/ labelling of GCL tea and increased quality: 250,000 VND/ kg
- ✓ Premiums sales-purchase agreements provide higher price and better income for community members and secure raw material supply for CatCat Cooperative (win-win situation)
- ✓ In situ planting measures supported the re-establishment of GCL in forest areas where it was near extinct; ex situ planting measures comprised the promotion of home garden growing to reduce the unsustainable wild collection in the forest



Figure 3 Pictures of Giao Co Lam VC

Ba Be AHP:

• **Honey:**

- ✚ Starting in June 2017 the project provided 88 beehives for 44 beekeepers in 4 communes; in 2018 another 40 beehives were added from project side
- ✚ Total beehives provided: 262 (BBP project: 128 beehives; TAAF: 8 beehives; Beekeepers' own funds: 134 beehives (some existed before project intervention))
- ✚ The project paid special attention to providing local bees only (compared to the "Italian ones" which also exist in the area)
- ✚ In Nov 2017, a study tour was organised for the 44 beekeepers as well as district, commune and village officials who visited the beekeeping model in Thai Nguyen province for knowledge exchange and experience sharing.
- ✚ From Sep 2017 to Jan 2018, the regulations for four bee keeping clubs in 04 communes were completed and officially approved by Ba Be District People's Committee.
- ✚ The project provided technical training courses for the beekeepers on advanced techniques for beekeeping as well as how to maintain the beehives in winter, to protect against the cold and the honey keeping method during the months from Oct to Feb where there is no natural source of flowers supply food to sustain the beehives.
- ✚ It could not be avoided that few bee colonies were lost due to the severe cold and lack of food but without the training before it would have significantly more.
- ✚ 01 training course on business planning, building development strategies for beekeeping clubs and association
- ✚ 01 training course on improving negotiation skills, seeking and expanding markets for Ba Be honey products
- ✚ 4 modern honey extractors for 4 clubs were provided; the beekeeping clubs bought 9 additional ones from their own investments; glass jars were provided for improved packaging and a label was jointly developed to build a special Ba Be honey brand
- ✚ Organised campaigns to introduce honey products to tourists in Ba Be AHP area; the four clubs signed honey purchasing contracts with 15 shops and distributors around Ba Be AHP

Results:

- ✓ Stabilized income for poor HHs through new additional sources of income, contribute to economic development for local communes in Ba Be AHP area.
- ✓ Strong commitment by beekeepers, including investment of own fund
- ✓ Positive contribution of beekeeping on forests and agriculture through pollination by bees
- ✓ Improve awareness and responsibility of local people on biodiversity conservation in Ba Be AHP area, e.g. reduced the amount of chemical fertilizer, pesticides used by local farmers
- ✓ Less illegal violations in exploiting timber and non-timber products from the park
- ✓ Honey yield cannot yet meet very high market demand but amount of honey will increase annually as beehives can be split regularly and new colonies can be created
- ✓ Fake and low quality honey have been sold in Ba Be AHP tourism site
- ✓ Registering and protection of Ba Be honey brand name not possible during project time (time-consuming process but also question of scale (whole Ba Be province, park only etc.))
- ✓ Important for beekeepers to access market information and constantly improve the quality of honey products.
- ✓ High interest by Provincial, district and commune People's Committees to issue policies to support beekeepers and to replicate the results of the project.



Figure 4 Pictures of the honey VC

• **Bo Khai**

- ✚ Establishment of organizational structure, regulation on activities, business plan for Bo Khai trade for the newly established clubs on commune level
- ✚ Conducted study tour to VietGAP models in Ta Niet Village, Chieng Hac Communes, Moc Chau District, Son La Province for the head of the cooperative and household members.
- ✚ Establishment of 2 nurseries for seedling propagation for households to strengthen home garden (ex situ) cultivation
- ✚ Due to severe cold and bad weather lasting from Nov 2017 to Feb 2018, nursery seedlings were affected and 60% of the seedlings did not survive; other seedling sources were added to ensure the planting targets can be reached and enough seedlings can be provided to the participating households.
- ✚ Provide technical training/workshop (i) on plantation, cultivation, harvesting and preserving of products; and (ii) on development of value chain and business planning
- ✚ Conduct Bo Khai inventory in natural forest
- ✚ Establish contracts between farmers and Sang Ha cooperative as long-term business partner who can transport bo khai to far-away markets
- ✚ Training on good plantation/agriculture practices to comply with safe vegetable standards, including no use of pesticides – received safe vegetable certification
- ✚ Improve packaging (banana leaves) and labelling

Results:

- ✓ Training on sustainable plantation, cultivation and harvesting, and field visit for 470 participants from the two communes

- ✓ Regulations for sustainable plantation and harvesting for groups jointly developed and approved by relevant government authorities
- ✓ Guidelines for sustainable cultivation and harvesting of bo khai developed and distributed
- ✓ Provided support for the development of business plan and facilitated the contract signing process between producers (households) and buyers (Sang Ha Cooperative).
- ✓ Safe Vegetable Certification for bo khai production process.
- ✓ Inventory of bo khai volume and harvesting yield in natural forest
- ✓ Scientific analysis to determine active ingredients composition and medicinal values
- ✓ For participating farmers the bo khai price increased from 25,000 VND/kg to 30.000 VND/kg due to increased quality
- ✓ Sang Hà signed contract with project farmers to buy bo khai raw material with minimum 10% higher than the market price
- ✓ The bo khai vegetable value chain has reduced the harvesting pressure in natural forest area, and replaced this practice with the sustainable cultivation and harvesting of bo khai vegetable in home gardens



Figure 5 Pictures of the Bo Khai VC

Cooperation with national partner BCA/MoNRE:

- ✚ Development of 02 thematic reports on BBP value chain promotion and biodiversity protection for AHPs in Viet Nam
 - “Review and evaluation of existing national policies and laws relevant for the development of biodiversity based product (BBP) value chains in Vietnam”
 - SWOT analysis to identify barriers and options for BBP value chain promotion in Viet Nam
- ✚ Organizing the 02 consultation meetings for project output evaluation with the relevant stakeholders (02 reports mentioned above) in 15th October and 18th December, 2017. The comments from experts are integrated into the consolidation versions of the 02 reports in English version.
- ✚ Overseeing and monitoring of the overall implementation of all value chains

3.4.2 BBP pilots in Lao PDR:

In Lao PDR the project activities started also with a gap analysis and identification of potential products and communities. The subsequent proposal and LSC elaboration process was then partially also delayed because of the restructuring of Ministries within the Lao government, where the original project partner on the national level was shifted in a lengthy process from MoNRE to MAF. This took several months until October 2016 when the MOC could finally be signed. Three LSC for Bamboo furniture & handicraft VC development at Nam Ha AHP have been signed end of March 2017 and implementation started April 2017. A previous LSC recipient, the Department of Forest Resource Management (DFRM) was dissolved during the Ministerial restructuring in Laos, so that one LSC had to be revised and re-signed with the new recipient, PAFO. That was completed in March 2018 and implementation of the activities under this LSC started in April 2018.

The total 08 producer groups in the 04 target pilot villages consist of 96 members including 11 women. 04 handicraft groups and 04 furniture groups were established, the furniture group consists of 59 members (no women due to physically harder work) and the handicraft group of 37 members of which 15 are women.

BBP activities implemented in Nam Ha AHP include:

- ✚ Group formation and organizational development
- ✚ Organized study tour to Sangthong and Viengkham district, Vientiane (May 2017)
Key outcomes for the participating households included basic knowledge on pre-/post harvesting of bamboo poles; basic technique on drying and boiling bamboo poles; better awareness for Luang Namtha and Nalae districts to understand the process of producing, processing and marketing promotions; draw lessons learned for natural resources management for sustainable use of bamboo resources of both districts; creating a bamboo network between Luang Namtha-Sangthong-Viengkham districts; enhanced understanding of basic entrepreneurship and market linkage for bamboo producer groups as well as to develop practical relationship with bamboo trader network in Sangthong and Viengkham districts, Vientiane Province.
- ✚ Conducted bamboo forest inventory and forest management plan with harvesting model and zoning in bamboo rotation areas for sustainable harvesting of bamboo canes and shoots; this included teaching the basic technique of forest (NTFP) inventory and forest management planning in theory and practice plus two day field inventory practices of each village and summarize and data analysis; sustainable off-takes were calculated.
- ✚ Developing village enterprise business plan for the groups to help communities understand business development model; the business plans helped producer groups to predict/estimate the value costs, depreciation costs, fixed assets, capital investment and returned on investment (ROI).
- ✚ A group fund was set up for each group where 20-30% of the income from the bamboo sales will be kept for future investments.
- ✚ Training and capacity building on proper bamboo pole selection and cutting technique as well as training on basic technique for soaking, drying & boiling (pre & post-harvest) to develop the appropriate technology for bamboo preservation. Boiling and oven-drying systems are available for the producer groups.
- ✚ Organized repeated design trainings for bamboo handicraft and furniture groups to train producers in respective market demands for specific bamboo designs.
- ✚ Construction of two pilot selling points at village level (Ban Sin Oudom/Luang Namtha district and Ban Had Nalaeng/Nalae district) for storage and as central selling point. Villagers signed an agreement that they will take care of and maintain the selling points and contributed material and 50% of the costs from own funds for the construction as well.

- ✚ Participated in handicraft festival at Vientiane capital and Luang Namtha province for promoting and selling bamboo commodities. During the trade fair the eight bamboo producer groups sold the bamboo commodities of about 171 units and for a value of 12.5 million LAK.
- ✚ Capacity building efforts also included trainings on Natural Resources Management/biodiversity conservation; leadership, good governance and gender equality for forest conservation and governance.
- ✚ In cooperation with the Provincial Offices of Industry and Commerce (PoIC) of Luang Namtha and Nalae, the bamboo products received the One District, One Product (ODOP) certification in early 2019 which acknowledges among others the high quality as well as the local sourcing under sustainable management

Results:

- ✓ New bamboo production established –from making small household items and selling bamboo shoots only to professional furniture and handicraft production
- ✓ Steadily increasing, more stable income through Bamboo production (compared to unstable NTFP collection before); some farmers shifted also from slash&burn agriculture to fulltime bamboo production - villagers see increased and stable income after a fairly short time
- ✓ Village forest management plan developed and implemented with villagers (e.g. calculation of sustainable take offs and rotational harvesting of bamboo); so far ca.180 ha forest better protected; Less slash-and-burn; hunting reduced according to Nam Ha AHP management
- ✓ Market access through cooperation with Bamboo Trader Association and – Network (BTA, BTN) and through participation in trade fairs and set up of a trader network around Luang Namtha; further market access for example to Vientiane currently still not easy due to lack of infrastructure and transport opportunities (but railway connection is expected to be completed next year)
- ✓ Villagers have learned business skills and group organization and are involved in sustainable forest management in buffer zone of Nam Ha NPA – positive impact on biodiversity
- ✓ Key aspect: active connection of producer groups to market (not just training)!
- ✓ New cross-sectoral cooperation formed, e.g. between park management/MAF and PoIC/Ministry of Industry and Commerce
- ✓ The KfW-funded project Integrated Conservation of Biodiversity and Forests (ICBF), which operates in the same villages but also in many more villages around Nam Ha and nam Khan NPA, plans to integrated BBP VC as livelihood model for their village development funds



Figure 6: Pictures of Bamboo VC Laos

3.4.3 BBP pilots in Cambodia:

The MoC with GSSD-MOE/Cambodia has been signed on September 27, 2016. Kick-off workshop and an LSC Orientation were conducted back to back in March 2017 in Siem Reap. The previously (during the kick off WS) agreed Resource Assessment (RA) was original planned for April 2017 and had been repeatedly postponed and revised for a long time. In late 2017, the GSSD National Focal Point (NFP) changed, which disrupted the process a little bit. After several follow up meetings on the Resource Assessment proposal and respected budget as well as selection of suitable consultants for the RA, the planned signing of the respective RA LSC proposal in December 2017 was last minute cancelled by GSSD through a request for logframe for all planned VC (not only the RA). After intense support through the national coordinator as well as the new BBP project manager, in late February 2018, the Deputy Secretary General of GSSD requested an external national consultant input for the finalisation of the logframe. After final agreement to a logframe, the RA LSC had to be revised and the other two BBP LSC proposals were already developed as well.

This furthermore required a revision of the RA proposal as it was originally designed to guide the selection of the final BBP value chains to be piloted. Due to the advanced timing and after a quick re-assessment by the short-term expert and the national coordinator at Phnom Kulen NP, two BBPs (ginger and vine handicraft) were selected as the most feasible and promising VCs within the given circumstances at the pilot site and the remaining time period. The proposals for resource assessment, medicinal plant/ black ginger and the vine handicraft were developed end of March and the LSCs were signed end of May 2018. The above described procedures delayed the field implementation but nevertheless within one year the BBP project in Cambodia was extremely successful.

BBP activities implemented in Phnom Kulen National Park included:

- ✚ Group formation and development and approval of respective bye-laws; group was elevated to a formal association recently
- ✚ Orientation workshop with the villagers for better understanding and ownership
- ✚ Conducting numerous training courses on BG cultivating, BG crop maintenance, improved harvesting, & storage techniques
- ✚ Trainings on value chain, market linkages, pricing negotiation for their products
- ✚ Establish linkage to different buyers, such as Keo Mony Association (KMA) who processes the raw material into black ginger tea for a larger (domestic) market
- ✚ Support to the Keo Mony Association in improved packaging, branding & labelling, and marketing, e.g. online promotion and radio spots for the new product
- ✚ Training on value chain, market linkages, pricing negotiation for their products and leadership in order to manage their group
- ✚ Linking the group to different buyers and markets through AHA facilitation; AHA is also acting as trainer, buyer and retailer on a long-term partnership basis
- ✚ Various technical training courses, conducted by AHA, on weaving techniques & sustainable harvesting of the vine
- ✚ Conduct study tour to high-end handicraft markets in Siem Reap for village producers to learn about the quality of products, pricing, and marketing linkages

Results:

- ✓ Upgrading/ adding value from growing black ginger for home consumption or small trade only to increased growing and selling to reliable long-term business partner (Keo Mony Association) for professional tea production and marketing
- ✓ Black Ginger is suitable for intercropping so no need for agricultural land expansion, less harmful impact than for example further cashew nut expansion for income
- ✓ Villagers' skills were strengthened in group formation and management and improved planting, tending and harvesting techniques

- ✓ Only one harvest planting & harvesting cycle since field work only started in June 2018 but villagers sold the ginger to KMA and neighbours who want to start growing ginger now as well; some kg were kept as rhizomes for the next planting cycle starting in June 2019
- ✓ More Households now want to join as they see the benefit and the connection to the market/buyer
- ✓ The villagers have full trust on regular market for their black ginger due to contract with KMA
- ✓ Less encroachment/ cutting of forest was observed by PNKP Rangers
- ✓ New vine handicraft production established – also income opportunity for those who had no employment before, e.g. women and elderly people
- ✓ Use of this invasive species controls its expansion, also substitutes for rattan which is not available anymore at PKNP
- ✓ AHA as business partner trained villagers in skills for new handicraft productions also after project end, sells the products at their shop in Siem Reap with the special trade mark “made it Siem Reap” and connects village producers to different buyers, e.g. flower shop in Phnom Penh or restaurants etc.
- ✓ Products which do not meet high quality demand of larger buyers can still be sold at local markets – guaranteed profit for local producer group
- ✓ The General Directorate of Local Communities (GDLC) of the MoE is fully convinced of the BBP model and plans to integrate and expand it under their new planned WorldBank project.



Figure 7 Pictures of the BBP VC in Cambodia

3.5 FoA/ Component 4: Training / Human Capacity Development

Output D: Competences in the development of BBP Value Chains in the private sector of AMS are improved

This component concentrated on knowledge transfer and -generation to the relevant target groups (public, private, civil sectors) of the ACB and the AMS for the development of BBP value chains. Based on the gap and training needs analyses for the BBP value chains, training curricula (plus respective training methods) were developed as well as teaching and learning material (plus guidelines and handbooks with BBP specific content), that took into account evaluations of other projects working on value chain development (“best practices”) and experiences from the pilot measures.

Table 8: Success indicators and status Component 4

SUCCESS INDICATOR	STATUS	ACHIEVEMENT
<p>D1 30% of the participants in trainings, Workshops and conferences which are provided by the ACB, are key persons of knowledge transfer (teachers, trainer from the private sector (e.g. Chambers of commerce, trade Enterprises, processing industry)</p>	<ul style="list-style-type: none"> ✓ Overall, 43% of the participants of selected essential trainings, workshops and learning events were key persons of knowledge transfers ✓ This includes representatives from various AMS government entities like Industry & Commerce, Trade promotion, Science & Technology, private sector entities but also universities, NGOs, other donor projects, who can carry on the knowledge and promote the future upscaling of BBP VC ✓ For some activities under the BBP pilots, the private sector and university partners were already the trainers or key implementers/partners for certain BBP VC aspects and contents, e.g. Thai Nguyen University provided the leading bee expert as trainer; Ministry of industry and Commerce and provincial and district line agencies were leading the ODOP certification for bamboo producers in Laos; etc. ✓ High attention was given for different learning and knowledge sharing events, especially the closing workshops in the CLV focus countries and the ASEAN-wide closing event for large outreach to a broad range of stakeholders for future knowledge dissemination, this included cross-sectoral government representatives, processors and traders, NGOs and universities 	100%
	<ul style="list-style-type: none"> ✓ Trainings on BBVC were conducted by an experienced ValueLinks member and trainer after a Training Needs Assessment (TNA) so that the integration of the respective topics and approached was secured before the manual was formalised ✓ The guideline was developed in year 3 (2018) but only finalised in 2019 to incorporate the demand and experience in CLV focus countries as well as to demands that arose during the ToTs. ✓ The new guideline is a modified, shorter version of the ValueLinks Handbook adapted to meet the demands specifically for biodiversity-based value chains and is available now for further use by ACB, AMS as well for members of the ValueLinks Network and broader public 	100%
<p>D2 A guideline for the development of BBP value chains for AMS is applied from year 3 on in 30% of the trainings (a new guideline or an existing one that is adapted for the AMS context, e.g. a modified ValueLinks Handbook</p>	<ul style="list-style-type: none"> ✓ Initial training on TOT VC development in 07/2017 for implementing partners and national coordinators plus guests from Malaysia, Myanmar – 80% of the participants used the skills throughout the implementation of the BBP project and respective value chain development ✓ Refreshment and in-depth TOT trainings within the LSC implementation in 2018 (also due to changes in implementing staff), all staff (100%) applied the new competencies directly during the BBP implementation ✓ Various capacity building and qualification measures were conducted at all levels before and during the BBP VC implementations as technical trainings and on-the-job-trainings, the attendees directly used the acquired skills for their work (from government level to local community members). 	100%
<p>D3 50% of the x participants, who have participated in a qualification, apply the acquired technical and methodical competence for the development of BBP value chains in their respective area of responsibility</p>		

<p>D4 50% of the participants, who have participated in a qualification on the development of BBP value chains, are women</p>	<ul style="list-style-type: none"> ✓ In Summary, ca. 90% of all trained participants applied the new competencies directly during the BBP implementation, future use of the skills depends on the further up-scaling/ continuation or development of new BBP value chains ✓ Further Training and capacity building measures have been requested by other stakeholders from AMS during the BBP project closing event as well as at other occasions, ACB will follow up on this through the newly established networks which include universities and private sector partners and NGOs willing to upscale the approach. 	<p>90%</p>
	<ul style="list-style-type: none"> ✓ Overall, 109 key trainings and workshops for BBP value chain development and implementation were attended by 4,339 participants (list in Attachment 4), with a female participation of 42%. ✓ In Laos the lower female participation is partially a result of the hard work, e.g. for bamboo furniture but Laos is also the only country who conducted actively a training on gender in natural resource governance ✓ The female participation per country: Cambodia 59%, Laos 27%, Vietnam 45%, regional 45% 	

Activities included:

- Knowledge transfer (guidelines, tools, training materials, etc.), based on the evaluations of the experiences of other projects to value chain development and on the pilot measures
- Form a pool of trainers (from research institutes, universities, public and private institutions)
- Conduct / facilitate trainings, workshops, and conferences with representatives of government, private sector, research and other key stakeholders.

The BBP HCD Component took stock of the key findings on the capacity deficits in value chain development and biodiversity conservation presented in the Gap Analyses that were conducted in the CLV project sites. These key findings provided an indicative view of the importance of the ValueLinks approach in promoting and sustaining BBP enterprises and pursuing biodiversity conservation. In effect, it affirms the methodological basis of value links as an approach to streamline economic activities of communities depending on biodiversity resources towards a sustainable basis. A *HCD Framework* was developed which guided the strategic capacity building approached within ACB as well as the AMS for promotion of biodiversity-based value chains.

Overall, 109 key trainings and workshops for BBP value chain development and implementation were implemented through the project and attended by 4,339 participants. 42% of the participants who attended key qualifications on biodiversity-based value chains were women. An *Overview of Key Trainings and Workshops* conducted under the BBP project, under the LSC implementation of Component 3 as well as regionally or within ACB, can be found in Attachment 4. ACB and the BBP project also participated in various conferences and outreach events to further promote the BBP approach, such as the COP, World Agroforestry Congress, International Biodiversity Day etc.

Training of Trainers/facilitators for biodiversity-based value chains were conducted in the CLV focus countries by the experienced ValueLinks Trainer Mrs Rita Pilarca from the Philippines for implementing partners, from government to private sector partners and universities, as well as for ACB staff to create a pool of trainers and facilitators and to support larger knowledge transfer. For the new trainings, specific training modules were developed by the trainer and the project manager as well as a new manual or “*Guideline for the Development of Biodiversity-based Value Chains to Support Livelihood Improvement and Biodiversity Protection in ASEAN Member States*”.

During the implementation of various training and learning events, special attention was given to multi-stakeholder and multi-sectoral participation as well as female participation. The project implemented numerous practical qualification measures on biodiversity value chain development from government to local community level. Furthermore learning events were organised and the goal was to bring together representatives of different sectors, such as Ministries of Environment/Forestry, Agriculture, Trade or Industry and Commerce, Science & Technology but also representatives from universities, private sector, NGOs, other donor projects etc. Through this ACB has also enhanced and extended its network for BBP promotion and is now exploring new cooperation possibilities, e.g. with the Biodiversity-based Economy Development Office (BEDO) in Thailand, the NTFP-Exchange Programme, etc. Especially the project closing event was a good opportunity to present the lessons learned and experiences of the BBP project to a broad range of stakeholders from seven of the ten AMS (see report in Attachment 7).

4 Monitoring and Evaluation

The overall Result-based Monitoring and Evaluation (RBME) system for the BBP project implementation and –management followed the results logic of the programme with its targets and indicators. The BBP TL has monitored the activities under the BBP project and adaptive management took place according to needs and situation changes and in close coordination with GIZ and ACB. Regular progress reports are submitted to GIZ and ACB. Regular monitoring was conducted by the implementing partners in the CLV focus countries, the MOE/MONREs and AHP Park Management teams as part of their implementation and supervision of the LSC activities in the pilot sites. Where necessary the activities were adjusted according to needs following the principle of adaptive management to ensure the project is steered towards the desired results and outcomes and can react flexible to changing conditions or new needs arising.

In August 2017, an RBME short-term expert conducted a mission for the BBP project to analysis the project's reporting and planning as well as conduct a needs assessment for RBME tasks and activities for effective reporting and adaptive management. Some suggestions for RBME template for pilot progress reporting were provided which will be further enhanced and adapted by the project. Based on some findings and suggestions in the final report of the consultant, financial reporting between GFA, GIZ and ACB was also aligned during the Workshop in January 2018.

The involvement of ACB as the essential project partner in monitoring and evaluation was key not only for joint steering and management of the project but also to ensure ACB has the best possible overview and knowledge about the BBP project, its activities and results to act as the knowledge carrier even after the project end. Close cooperation between all stakeholders, including implementation partners in CLV, not only in monitoring and evaluation but also for documenting the results is essential for institutional learning and business development. ACB staff was always present during regular field monitoring visits to the CLV focus countries.

Furthermore, regular PSC and monthly PMU meetings took place between ACB, GIZ and GFA, for a regular exchange on the project implementation and progress and where important aspects were discussed and if needed corrective actions or adaptive management measures were decided. Especially the CLV pilots were in need of flexible management since a numerous unforeseen aspects appeared or other previously planned measures did not fit anymore. The adaptive measures were jointly discussed with the respective park management and implementing agencies in the ministries and adjusted accordingly. This flexibility to adjust planned activities as well as budgets is very important for successful management and allowed the best possible results in the given time.

5 Conclusion

The BBP project has been very successful in all 4 components and various request have been put forward for the continuation and upscaling of the pilot efforts, e.g. during the last AWGNCB meeting in Lao PDR. Due to the delays at the beginning, which mainly resulted from missing implementation agreements between ACB and the CLV pilot countries, and the time-consuming procedures for the development and approval of local subsidy contracts as basis for the field activities for BBP value chain development, the actual field implementation time was shortened to two years only, in Cambodia even only one year. Nevertheless have the BBP VC pilots been extremely successful, despite or rather nevertheless the short implementation time. Yet all pilots would certainly benefit from some extra time and follow up activities for better embedding of the measures and results in the countries given that it is still a very new concept for ASEAN.

The BBP project has successfully shown that it is possible to balance economic development and biodiversity protection. It is vital to acknowledge the role and potential of biodiversity for the socio-economic development of a country and to convince the public and private sectors that biodiversity can be conserved on a commercial basis if managed correctly. The BBP pilots have led to better production and marketing of BBPs, increased income for local communities and despite the short implementation time, even positive impacts on biodiversity were observed by the park managements. The value chain approach has an advantage compared to other livelihood models which often only focus on some training measures in production but lack active linkages to the market, often resulting in local communities being frustrated as they learned how to produce products but have limited options to sell them. This was definitely not the case in the BBP project as all products and producers have been actively connected with the market and sales of the BBP have increased significantly. Through the active linkages between village producers, processors and end markets, e.g. through long-term sales-purchase agreements, we are very confident that all measures will continue after the project end and even be upscaled to other villages. Given the notorious shortages of public funding, also for park managements, again the involvement of the private sector partners were essential.

Capacity development specifically among the BBP implementing partners from government to private sector and local community level has been implemented and the actors have applied their new knowledge and competencies throughout for the development and implementation of BBP VC. Outreach events to other AMS aimed at increasing awareness and knowledge about BBP value chains and have resulted in a larger interest. Other ASEAN Member States have expressed their wish to pilot the BBP VC model as well and new networks with government institutions as well as private sector and NGO level were established, such as Biodiversity-based Economy Development Office (BEDO) in Thailand, the NTFP-Exchange Programme, etc.

A new policy dialogue has been started but requires certainly follow up. It is encouraged that other ACB-project such as the EU funded BCAMP project or the GIZ-funded ICB II project can at least follow up to a certain degree for the inclusion of BBP VC as an effective tool for AHP management and for mainstreaming biodiversity across sectors, such as environment, Forestry, agriculture, trade, science and health. Especially the cross-sectoral approach will certainly require active support and follow up facilitation. The BBP project managed to bring together different stakeholders in the pilot sites although this was not always easy since old sectoral barriers and competition still exists between different entities. The BBP approach is a very practical example of cross-sectoral cooperation and to fully harness the potentials for the economic development of a country through biodiversity-based products and businesses, more promotional work is still required. ACB would be in the perfect position to facilitate these processes and dialogues as the “knowledge carrier” for BBP VC development and promotion in ASEAN.

In conclusion, the BBP VC has been highly appreciated by all pilot countries, from local community to government level, as well as other ASEAN Member States who learned about this model through the BBP project. To better embed the new BBP value chain in the ASEAN Member countries model from field level to policy level on the long run, a follow up project would be highly recommended from the consultant’s point of view and should be developed by ACB based on the requests during the last AWGNCB meeting as well as the regional BBP project closing event.

**BIODIVERSITY-BASED PRODUCTS (BBP) AS AN ECONOMIC SOURCE
FOR THE IMPROVEMENT OF LIVELIHOODS AND BIODIVERSITY PROTECTION**

**BBP Proposed Policy Document:
MAINSTREAMING BIODIVERSITY ACROSS SECTORS IN
ASEAN MEMBER STATES THROUGH BIODIVERSITY-BASED
VALUE CHAINS**

Background

1. The 13th Conference of the Parties (COP 13) to the Convention on Biological Diversity (CBD) adopted the Cancun Declaration on Mainstreaming the Conservation and Sustainable Use of Biodiversity for Well-Being, which recognises the “need to make additional efforts to ensure the effective implementation of the Convention on Biological Diversity, the Strategic Plan for Biodiversity 2011-2020 and its Aichi Biodiversity Targets, and ... facilitate closer collaboration with other initiatives adopted in international forums related to sustainable development, trade, agriculture, fisheries, forestry, and tourism, among other sectors.”

2. Towards this end, the Parties to the CBD committed to “support sustainable production and consumption throughout value chains...bearing in mind that the agriculture, forestry, fisheries, and tourism sectors depend heavily on biodiversity and its components, as well as on the ecosystem functions and services which biodiversity underpins, and that these sectors also have an impact on biodiversity in various direct and indirect ways, we are also committed to undertake specific actions for each sector, tailored to national needs and circumstances.”

3. To reinforce this Declaration, CBD COP Decision XIII/3 par. 2 “[u]rges Parties and invites other Governments to strengthen their efforts to mainstream conservation and sustainable use of biodiversity within and across various sectors, including agriculture, forestry, fisheries and aquaculture, and tourism at all levels and scales, including by involving relevant stakeholders through multi-sectoral platforms”.

4. The ASEAN’s rich natural resources and biodiversity offer significant potential for the region’s socio-economic development. Biodiversity-based value chains provide a platform for undertaking the mainstreaming of biodiversity across various sectors. Such a platform seeks to carry out multiple activities involving the growing and nurturing of biodiversity at source, which may either be from forests and community-nurtured agricultural areas. The value chain also involves the community in harvesting and processing the raw materials sustainably, using ecologically-sound practices. After these activities, these raw materials are processed into useful products and/or commodities that will be sold in the market locally, and eventually, internationally.

5. This approach to biodiversity mainstreaming will also help address the persistent challenge of poverty alleviation in the region, while realising the goals of

biodiversity conservation and achieving multiple Sustainable Development Goals (SDGs) not limited to sustainable production and consumption. Additionally, BBP value chains contribute to achieving several of the SDGs, including SDG 1 (end poverty), SDG 8 (inclusive and sustainable economic growth), and SDG 15 (sustainable use of terrestrial resources and halt biodiversity loss).

6. Significantly, the value chain approach plays a critical role in implementing the principles and criteria of BioTrade, which refers to those activities of collection, production, transformation, and commercialisation of goods and services derived from native biodiversity under the criteria of environmental, social, and economic sustainability..

7. The strengthening of value chains is a critical element in facilitating good practices related to the sustainable use and conservation of biodiversity and in promoting the equitable sharing of environmental, social, and economic benefits among value-chain participants. As such, the development and promotion of biodiversity-based products along value chains complement the approaches implicit in the principles and criteria of BioTrade.

Proposed Approaches to Mainstream Biodiversity Across All Sectors through Biodiversity-based Value Chains

8. For the ASEAN Member States (AMS), mainstreaming of biodiversity may be considered through the following approaches and the principles and criteria of BioTrade, especially following the value chain approach:

Approach 1: Mainstream biodiversity across all sectors through biodiversity-based value chains development and promotion of biodiversity-based value chains

- a) Government partnership with the communities at biodiversity-rich sites [especially in ASEAN Heritage Parks (AHPs)]
- b) Community involvement, with specific focus on women empowerment
- c) Step-wise actions, particularly on the following:
 - (i) sustainable use at site;
 - (ii) biodiversity-friendly production methods;
 - (iii) value-addition;
 - (iv) market access; and
 - (v) profit return for biodiversity conservation activities.

This approach is borne out of experiences of the ASEAN Centre for Biodiversity (ACB) in the implementation of the Biodiversity-Based Products (BBP) Project with pilot sites in selected AMS (Cambodia, Lao PDR, and Viet Nam). This Project has demonstrated the viability of using biodiversity-based products value chains to address the goals of

poverty alleviation and biodiversity conservation by linking environmental with social and economic benefits.

Approach 2: Mainstream biodiversity across all sectors through biodiversity-based value chains through a continuing capacity-building programme for biodiversity-based value chains in AMS.

The ASEAN, building on the experiences of the BBP Project supported by the *Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH* through the ACB, may endorse a continuing capacity-building programme for biodiversity-based value chains. This may be facilitated through the lessons learned by the Project that may be further considered for uptake by other AMS through a programme that will be further developed and conceptualised for implementation by the ASEAN Member States.

The capacity-building programme on biodiversity-based value chains for ASEAN Member States may consist of the following:

- a) Establishing a pool of trainers and experts in biodiversity-based products value chain development, consisting of ACB personnel and staff of other ASEAN Member States ministries who participated in the training of trainers (ToT) on value chain development under the BBP Project. These trainers will be able to provide targeted trainings to address the specific needs of each country;
- b) Development of a Community of Practice in ASEAN Member States, wherein exchanges on good practices on biodiversity-based products value chain development and operations in ASEAN Member States can be conducted. The Community of Practice shall include inputs from cross-sector entities, such as government, private sector, and local communities that are active in the field of biodiversity-based value chains promotion, and can foster learning exchange.
- c) The trainer pool, as well as the Community of Practice, may tap the existing BBP Project Information Technology (IT) Platform to amplify information exchange and augment knowledge on biodiversity-based products value chain development. Furthermore, the IT platform, including the Help Desk, will be a point of contact for ASEAN Member States seeking information and support for biodiversity-based products value chain development in their respective countries.
- d) This trainer pool may be linked with the lead agencies in the ASEAN Member States that carry out National Biodiversity Strategy and Action Plans (NBSAPs) on the implementation of mainstreaming biodiversity across various economic sectors in the ASEAN Member States. Individual approaches to mainstream biodiversity across the various economic sectors using biodiversity-based value chains will be designed according to the particular priorities and challenges of each ASEAN Member State.

Approach 3: Put forward a common regional statement on mainstreaming for CBD COP 14, through the Second Meeting of the Subsidiary Body on Implementation

Finally, the third approach to mainstream biodiversity across all sectors through biodiversity-based value chains in ASEAN is to **put forward a common regional statement on biodiversity mainstreaming, as part of the overall ASEAN Statement in the CBD COP.**

The ASEAN successfully put forward a common statement on the agenda item on mainstreaming of biodiversity through the promotion of biodiversity-based value chains at the Second Meeting of the Subsidiary Body on Implementation on 9 July 2018. The endorsement by the ASEAN Member States, through the ASEAN Working Group on Nature Conservation and Biodiversity, of the platform involving biodiversity-based value chains further enriched and deepened ASEAN's position on this agenda item in the CBD.

PRESS RELEASE

Cambodia: ASEAN mainstreams biodiversity in agriculture, forestry, and agrobiodiversity

The ASEAN Member States (AMS) are mainstreaming biodiversity within and across sectors, particularly in agriculture, forestry, and agrobiodiversity, through a biodiversity-based products project as reiterated in a statement by the Association of Southeast Asian Nations (ASEAN) read by Cambodia during the Second Meeting of the Subsidiary Body on Implementation (SBI 2) to the Convention on Biological Diversity (CBD) held in Montreal, Canada on 9 July 2018.



Ms. Somaly Chan,
Deputy Secretary-General,
National Council for Sustainable Development, Ministry of
Environment, Cambodia

Photo by: Francis Dejon | ENB/IISD

Cambodia, speaking on behalf of the ASEAN, stated that in mainstreaming biodiversity within and across sectors, the ASEAN, through the *Biodiversity-based Products as an Economic Source for the Improvement of Livelihoods and Biodiversity Protection* (BBP) Project, with the support and collaboration of the GIZ and the ASEAN Centre for Biodiversity (ACB), has already initiated efforts along these lines for agriculture, forestry and agrobiodiversity. “The ongoing efforts on the mainstreaming of biodiversity being undertaken by the ASEAN member-states would have as its aim the scaling up of efforts in biodiversity conservation while involving the indigenous peoples and local

communities in the AMS aiming to strengthen good practices on sustainable development and the attainment of the Sustainable Development Goals,” said Ms. Somaly Chan, Deputy Secretary-General of the National Council for Sustainable Development of Cambodia’s Ministry of Environment.

The BBP project focuses on the improvement of livelihood in selected Biodiversity Value Chains through capacity building and linking local growers with the private

sector. Its products include bamboo furniture and handicraft from Lao PDR, and medicinal bath herbs, *Giao co lam* tea leaves, *Bo khai* vegetables, and honey from Viet Nam.

The AMS, through the project, will undertake a series of capacity-building activities to mainstream biodiversity-based value chains in the manufacturing and processing sectors in the region.

ACB Executive Director Dr. Theresa Mundita S. Lim emphasized the importance of resources found in the ASEAN region. “The ASEAN region may only be three percent of the world’s total surface but it is still home to almost 20 percent of the world’s plants and animals; 34 percent of global coral reefs; 35 percent of the global mangrove forests; and over 200 million hectares of forest cover, which host a variety of ecosystem services primarily, as source of raw materials for various sectors.”

The BBP Project is under an umbrella program funded by the Federal Government of Germany called, “*Protection of Biological Diversity in the ASEAN Member States in Cooperation with the ASEAN Centre for Biodiversity*” or the CARE4BioDiv Programme. The other two projects under the said program are the *ACB-KfW Small Grants Programme* (SGP) and the *ACB-GIZ Institutional Strengthening of the Biodiversity Sector in ASEAN* (ISB).

Aside from the BBP Project, ACB also hopes to further achieve mainstreaming of biodiversity on various thematic concerns through the *Biodiversity Conservation and Management of Protected Areas in the ASEAN* (BCAMP) Project – a five-year conservation project under the EU-ASEAN Cooperation.

For more information about biodiversity in the ASEAN region, log on to www.aseanbiodiversity.org.

The ACB was established in 2005 by the ASEAN Member States as a response to biodiversity loss in the region. The Centre supports and coordinates the implementation of activities in the ASEAN leading to the conservation and sustainable use of biological diversity, for the benefit of the region and the AMS.

BBP Component 3 (Pilot Measures in CLV) – Work Plan and Milestones 2015 -2019

- Milestones completed: highlighted in green color
- Milestones planned (or on-going activity): highlighted in red color

Project Activity & milestones	2015				2016				2017				2018				2019		
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	May	June
ACB-GIZ-GFA BBP Project Introduction Mission to MOE& MONREs, AHP Visits in CLV			Completed																
4 Gap Analyses in CLV (including BBP market research) and regional Project Inception Workshop (Nov 2015)			Completed	Completed															
Preparation of Strategic Activity & Finance Planning (SAFP) for the selected BBP resources at the 4 pilot sites in CLV					Completed	Completed													
Elaboration, negotiation and signing of the MOC between the CLV ministries- ACB-GFA (SAFP attached as Annexes)					Completed	Completed	Completed	Completed											

Project Activity & milestones	2015				2016				2017				2018				2019		
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	May	June
Joint elaboration of a Project Management Manual (PMM) with ACB & CLV																			
National Kick Off Workshop in Vietnam/Hanoi (June 2016)																			
Advertisement of Call for proposal (CFP) for NGOs, selection of the best proposal																			
Elaboration of 5 LSC Proposals in Vietnam with BCA, Ba Be + Sa Pa AHPs, TUAF (Thai Nguyen University of Agriculture & Forestry)																			
2 LSC Orientation Workshops in Vietnam and Laos (Dec 2016)																			
Elaboration of 1 LSC Proposal in Laos with PAFO for Nam Ha AHP																			
LSC approval by GIZ for Vietnam and Laos; Partner implement the BBP-VC																			

Project Activity & milestones	2015				2016				2017				2018				2019		
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	May	June
development activities at the project sites in Vietnam and Laos with the beneficiaries (e.g. processing & marketing)																			
National Kick Off Workshop in Laos/ Luang Namtha (April 2017)																			
National Kick Off Workshop in Cambodia/ Siem Reap (March 2017)																			
LSC Orientation Workshop in Cambodia (March 2017)																			
Cambodia: development and repeated revision of LSC proposals and other requests (logframe)																			
Cambodia: LSC approval by GIZ; Partner implement the BBP value chain activities at the project site with the beneficiaries, (e.g.processing & marketing)																			

Project Activity & milestones	2015				2016				2017				2018				2019		
	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Quarter 1	May	June
CLV: The LSC Partner start engaging the marketing partner																			
CLV: First batch of BBP products have been processed & sold to the marketing partner																			
CLV: In addition to the market research of the 4 gap analyses (2015) the LSC partners further identify local and potential regional and international markets, to extend the VCs																			
CLV: Production of BBP VC development manuals & guidelines, incl. lessons learned from pilot measures																			
Project end conferences in CLV																			
Dissemination of Project Results by CLV ministries & BBP																			

	Name/topic of the Workshop/training	Place (town)	Time (from – to)	No. of total participants	No. of female participants	% of females	Participants/ target group of people trained (local community, government, private sector)
Laos							
1	Value Chain (VC)-Gap Analysis	Nam ha AHP	1 - 9 Sept 2015	78	23	29%	Consultant, PAFO, DAFO, Government from LNT and Villager from 4 target villages
2	Group formation and functioning group	Village level	6 - 9 Oct 2015	96	15	16%	PAFO, DAFO, Government from LNT and Villager from 4 target villages
3	Orientation WS	Vientiane	13-14 Dec 2016	11	4	36%	PAFO, Nam Ha and Gret
4	Kick-off WS	Luang Namtha	4 April 2017	29	5	17%	DFRM, PAFO, DAFO, Government from LNT and Villager from 4 target villages
5	Study tour on bamboo products and sustainable management	Sangthong District, Viengkham District	6-12 May 2017	30	3	10%	Government from LNT Villager from 4 target villages and Government from Sangthong District
6	Oven drying Training	Luang Namtha	5-8 June 2017	42	0	0%	Villager from 4 target villages
7	Business Plan development	Luang Namtha	5-8 June 2017	131	40	31%	Villager from 4 target villages
8	Bamboo Handicraft and Furniture Training #1	Luang Namtha	25 June - 1 July 2017	90	39	43%	Villager from 4 target villages
9	Resource Assessment (Forest Inventory and management Plan training)	Luang Namtha	30 July - 12 August 2017	29	2	7%	Villager from 4 target villages
10	Bamboo Furniture Training	Luang Namtha	12-16 August 2017	42	1	2%	Villager from 4 target villages
11	Bamboo Furniture and Handicraft training #2	Luang Namtha	19-23 February 2018	49	12	24%	Villager from 4 target villages
12	Bamboo Furniture and Handicraft Design training #3	Luang Namtha	11-15 March 2018	56	16	29%	PAFO, DAFO, Government from LNT and Villager from 4 target villages
13	Provincial trade fair	Luang Namtha	13-21 March, 2018	16	3	19%	PAFO, DAFO, Government from LNT and Villager from 4 target villages PAFO
14	Training on Basic Knowledge of Gender	Luang Namtha	7-10 May 2018	25	7	28%	PAFO, DAFO, Government from LNT and Villager from 4 target villages PAFO
15	Leadership and Governance in Natural Resource Management	Luang Namtha	6-8 Aug 2018	23	7	30%	PAFO, DAFO, Government from LNT and Villager from 4 target villages PAFO
16	First Assessment and Awareness Raising for Bamboo ODOP Certification in 03 Target Villages	Luang Namtha	22. Okt 18	74	31	42%	DoIC, DAFO, Government from LNT and Villager from 3 target villages (LNT district)
17	Product promotions link with trade fair in VTE capital_2018	Vientiane Capital	27 Oct 2018 - 4 Nov 2018	7	0	0%	PAFO, DoIC, DAFO and Villager from 3 target villages
18	Second Assessment and Awareness Raising for Bamboo ODOP Certification in 03 Target Villages	Luang Namtha	19. Nov 18	40	14	35%	DoIC, DAFO, Government from LNT and Villager from 3 target villages (LNT district)
19	Entrepreneurship and basic skill of negotiation training	Luang Namtha	26-28 Nov 2018	13	3	23%	PAFO, DAFO, Government from LNT and Villager from 4 target villages
20	Bamboo Logo Development for Bamboo Producer Group of Loung Namtha Province (Product Branding Workshop)	Luang Namtha	26. Dez 18	24	7	29%	PAFO, DAFO, Government from LNT and Villager from 4 target villages
21	Furniture training 2019	Luang Namtha	26-30 Jan 2019	62	6	10%	Villager from 4 target villages
22	Handicraft training 2019	Luang Namtha	26-30 Jan 2019	22	16	73%	Villager from 4 target villages

23	District Product promotion fair during ODOP ceremony	Luang Namtha	6-8 Feb 2019	15	2	13%	PAFO, DAFO and Villager from 3 target villages
24	Awarding of Bamboo ODOP certification for Luang Namtha district	Luang Namtha	08. Feb 19	83	30	36%	ACB Staff, BBP Project, PAFO, DoF(MAF), DAFO, DoIC, Government from LNT and Villager from 4 target villages
25	First Assessment and Promotion of Bamboo ODOP Certification in Hadnaleng village	Nalae District (LNT)	20. Feb 19	33	9	27%	PAFO, DoIC Nalae, DAFO Nalae, ODOP's committee boards, Government official in Nalae and Villager
26	TraderNetwork meeting between BTA-BTN-Local traders and bamboo producer groups	Luang Namtha	01. Mrz 19	35	12	34%	BBP project coordinator, Consultant, BTA, BTN, Local trader, DoIC, PoIC, PAFO, DAFO, LWU and Villager from 4 target villages
27	Second Assessment and promotion of Bamboo ODOP Certification in Hadnaleng village	Luang Namtha	11. Mrz 19	52	13	25%	DoIC Nalae, DAFO Nalae, Government official in Nalae and Villager
28	Final product selection for ODOP with PoIC	Nalae District (LNT)	29. Mrz 19	17	3	18%	PoIC, DoIC Nalae and Villager
29	BBP National Closing WS	Luang Namtha	26. Apr 19	51	18	35%	BBP, GIZ, ACB, BTA, BTN, DoIC LNT, PoIC, PAFO, DAFO, LWU, ICBF, Petro trade and Villager from 4 target villages
30	Awarding ceremony ODOP certification for bamboo producer group in Had Nalaeng	Nalae District (LNT)	03. Mai 19	64	16	25%	BBP, ACB, DoIC from 5 District, PoIC, PAFO, NamHa, Government from Nalae District, Member of ODOP's committee boards provincial level and villager from Hadnaleng village.
Laos total				1339	357	27%	
Vietnam							
1	Kick Off Workshop	Hanoi	22 June 2016	37	12	32%	MONRE, MARD, scientists and experts, researchers on biodiversity, conservation and environment; GIZ, GFA, WFF; VIRI; SAPANAPRO; CAT CAT; Ba Be and Hoang Lien AHP; Xuan Thuy National Park.
2	Local Subsidy Contract (LSC) Orientation	Hanoi	11 – 12/12/2016	15	9	60%	BCA, Sapanapro, Ba Be AHP, Hoang Lien AHP, GFA, GIZ
3	Launching workshop Beekeeping	Ba Be AHP	28. Apr 17	50	1	2%	Ba Be AHP, Ba be district, 4 communes leaders and 44 target households
4	3 advanced beekeeping technique and ToT training courses	Ba Be AHP	9 to 11 June, 2017	44	1	2%	7 key persons and 37 new beekeepers and communes extension staff
			17 to 19 June, 2017				
			14 to 16 July, 2017				
5	Study tour program to Beekeeping farms in Thai Nguyen province	Thai Nguyen province	5-6 August, 2017	70	10	14%	Ba Be AHP staffs, Ba be district, 4 communes leaders and 44 target households, district extension staffs
6	Advanced training and TOT on growing and sustainable harvesting for local Bo Khai growers in Ba Be AHP area	Ba Be AHP	17 - 21 July, 2017	42	35	83%	4 villages from 4 communes Nà Mằm, Nà Kiêng, Khang Ninh and Cao Tri
7	Local Subsidy Giao Co Lam Contract (LSC) Orientation Workshop	Hoang Lien	29, July, 2017	40	10	25%	40 households in 7 target villages involved
8	Study tour in Hòa Bình to exchange on lesson learned for Giao Co Lam seedling, plantation, tending, harvesting, Packaging, preservation and processing	Hoa Binh province	11-13 September 2017	12	4	33%	12 Core group person from the 7 target villages
9	Advanced training and TOT on growing Medicinal Bath herbs and sustainable management	Hoang Lien AHP	23, July, 2017	70	60	86%	Hoang Lien AHP staffs, from target 4 communes and 6 villages

10	Organize 02 training courses and knowledge exchanges with Bo Khai growing area	Bác Cạn Province	19, October 2017	42	35	83%	4 villages from 4 communes Nà Mằm, Nà Kiêng, Khang Ninh and Cao tri
11	Workshop Review and evaluation of existing national policies and laws relevant for the development of biodiversity based product (BBP) value chains in Vietnam" and (SWOT) analysis, to identify barriers and options for BBP value chain promotion in Viet Nam"	Hanoi/BCA	15, October, 2017	70	25	36%	MORE, BCA, DARD, MARD, Hoang Lien and ba Be, AHPs
			18. Nov 17	65	27	42%	
12	Progress Review workshop of 2017 BBP performance of Hoang Lien and Ba Be LSCs	Hoang Lien	17-18, December, 2017	50	10	20%	Hoang Lien' staff and Ba Be' staff and BBP, GFA and GIZ
13	Annual progress meetings for progress reporting and document annual achievements of the project implementation	Ha Noi	22, December, 2017	35	5	14%	with participation of the National Project Steering Committee, 2 Management boards of the AHPs and relevant stakeholders
14	Retraining on beekeeping technical skill improvement for 4 beekeeping club	Ba Be AHP	07-08, August 2018	44	1	2%	With participation of the 4 beekeeping club in Khanh Ninh, Nam Mau, Quang Khe, Nam Cuong communes (44 households)
15	Study trip to VietGAP models in Ta Niet Village, Chieng Hac Commune, Moc Chau District, Son La Province for cooperative head and household members	Thai Nguyen and Son La province	10-13, June 2018	23	9	39%	Ba Be Agriculture and Forestry Dept section; People's committees of Khang Ninh, Nam Mau, Quang Khe, Cao Tri; Ba Be AHP staff; Bo Khai Planters of Ban Ngu, Na Mam, Na Kieng, Pac Nghe, Ban Pjan, Ban Pjac villages
16	Organize 03 training courses for 90 selected people in 03 communes (new households in 2018) for bo khai	Ba Be AHP	10- 11 and 14-15, June 2018	69	10	14%	Ban Pjan and Ban Pjac - Quang Khe commune; Na Mam, Na Kieng and Pac Nghe - Khang Ninh commune
17	Organize 3 training courses on bo khai value chain development for 90 new people	Ba Be AHP	12-13 and 16-17, June 2018	69	10	14%	Ban Pjan and Ban Pjac - Quang Khe commune; Na Mam, Na Kieng and Pac Nghe - Khang Ninh commune
18	Bo Khai nursery training for household nurseries	Ba Be AHP	09. Aug 18	2	2	100%	2 households who will manage the community Bo Khai nursery
19	Training on negotiation and business planning for leaders of Bo Khai clubs	Ba Be AHP	15-17, Mar -19	47	27	57%	Ba Be AHP staff; Sang Ha cooperative staff and Bo Khai Planters of Ban Ngu, Na Mam, Na Kieng, Pac Nghe, Ban Pjan, Ban Pjac villages
20	Meeting with stakeholders (establishment of GCL sust.harvesting regulation for group)	Hoang Lien AHP	26, April, 2018 and 20 May, 2018	87	45	52%	Farmers from Sin Chai village San Sa Ho commune and Ta Trung Ho village Ban Ho commune of Sa Pa district
21	Training on GCL value chain development and on sustainable harvesting	Hoang Lien AHP	10, May, 2018 and 19, May, 2018	62	36	58%	Farmers from Sin Chai village San Sa Ho commune and Ta Trung Ho village Ban Ho commune of Sa Pa district
22	Training on value chain development and medicinal herb planting techniques	Hoang Lien AHP	26-27 July 2018 30-31, July 2018	75	35	47%	Farmers from Ta Tong Sanh village Tong Sanh commune and La Ve village Ban Ho commune of Sa Pa district
23	Training on the cultivation techniques and sustainable collection of medicinal plants	Hoang Lien AHP	26-27, Oct 2018 30-31, Oct 2018	75	35	47%	Farmers from Ta Tong Sanh village Tong Sanh commune and La Ve village Ban Ho commune of Sa Pa district
24	Training for Hung Dung and CatCat on business planning, marketing and branding of medicinal bath herbs and GCL and long-term VC partnerships with villagers	Hoang Lien AHP	09-10, Jan 2019	15	2	13%	Hoang Lien AHP, Hung Dung Co and Cat Cat Cooperative, BBP coordinator
25	Meeting with villagers about unifying and adjusting regulations and mechanisms for community forest management - 2 days	Hoang Lien AHP	13-14, March 2019	70	38	54%	Farmers from La Ve and Nam Tong village Ban Ho commune of Sa Pa district
26	Technical training on sustainable cultivation and harvesting for 30 households - 2 days	Hoang Lien AHP	25-26, March 2019	30	20	67%	Hoang Lien AHP, farmers from Nam Tong village Ban Ho commune of Sa Pa district
27	Field workshop for 70 people of bath herb VC - 2 days	Hoang Lien AHP	18-19, April 2019	70	41	59%	Hoang Lien AHP, farmers from La ve and Nam Tong village Ban Ho commune of Sa Pa district

28	Organize 2 re-training courses on technical skill for sustainable bo khai planting and harvesting	Ba Be AHP	18-26, April-2019	111	90	81%	Sang Ha cooperative staffs and communes extension staff and Bo Khai planter of 2 communes Khanh Ninh and Quang Khe and Ba Be AHP
29	Technical training on sustainable cultivation and harvesting for 50 households - 2 days	Hoang Lien AHP	21-22, April 2019	50	30	60%	Hoang Lien AHP and participants from Seo Tong Sanh village, Tong Sanh commune
30	Technical training on sustainable cultivation and harvesting for 50 households - 2 days	Hoang Lien AHP	23-24, April 2019	50	30	60%	Hoang Lien AHP and participants from Chu Cang Ho village, Tong Sanh commune
31	Final conference, lesson learnt and documentation	Hoang Lien AHP	27, April 2019	70	30	43%	Hoang Lien AHP, Households from Nam Tong village, villages leaders and commune staff of Ban Ho
32	Final Conference, lesson learnt and documentation	Ba Be AHP	29-, April-2019	45	30	67%	Sang Ha cooperative staffs and communes leader, villages leaders and Bo Khai planter clubs of 2 communes Khanh Ninh and Quang Khe and Ba Be AHP
Vietnam total				1706	765	45%	
Cambodia							
1	Kick-off Workshop	Siem Reap	01 Mar, 2017	58	7	12%	GSSD/MOE, PDOE, PKNP Park management, PD of other related sector, Local Authority, 5 CPA, Potential partner, ADF, AHA, RED-GIZ project, GFA project team
2	Orientation Workshop	Siem Reap	02 to 03 Mar, 2017	13	3	23%	GSSD/MOE, PDOE, ADF, AHA, GFA project team
3	Kick off workshop for Black Ginger at the target villages	PNKP	27 June 2017	38	18	47%	1 GSSD (NFP), 2 GDLC, 2 PDOE, Chief of commune, 2 BBP project staff, and 31 Villager
4	Kick off workshop Vine Handicraft at the target villages	PKNP	02 July 2017	34	23	68%	1 GSSD (NFP), 2 GDLC, 2 PDOE, 2 commune, 1 chief of villager, and 24 Villager
5	1-day knowledge exchange on improvement of Medicinal Plant cultivation technique with Ginger VC group.	PKNP	10 July 2017	36	16	44%	1 GSSD (NFP), 2 GDLC, 2 PDOE, Chief of commune, and 31 Villager
6	3-day knowledge exchange on improved sustainable vine cutting/ harvesting technique & the first training on handicraft weaving	Thmey village, PKNP	03 to 05 August 2018	31	19	61%	6 key person, 1 chief of villager and 24 villagers (vine handicraft group)
7	1-day refreshment training on handicraft weaving techniques to the Vine Handicraft Group	Thmey village, PKNP	20. Aug 18	21	18	86%	6 key person, 1 chief of villager and 24 villagers
8	1-day training on group leadership, group management, and financial management to the Black Ginger Group.	Anlong Thom village, PKNP	23. Aug 18	19	6	32%	1 Group Leader, 3 Deputy Group Leaders, 3 Cluster Leaders, 3 Deputy Cluster Leaders), 2 Villager Chiefs, 1 Commune Council, 2 PDOEs, 1 GDLC, 1 GSSD, trainer team (2)
9	1-day training on group leadership, group management, and financial management to the vine handicraft Group members.	Thmey village, PKNP	09. Sep 18	9	2	22%	1 group leader, 2 deputy group leaders, 2 cluster leaders, and 2 cluster deputy leaders and 1 village leader representative, 1 commune leader representative
11	9-day training in 2 sessions on vine design and weaving techniques for vine handicraft group (5 more designs), conducted by AHA	Thmey village, PKNP	Session #1 10-14 Nov 2018. Session #2 26-29 Nov 2018	21	18	86%	17 villagers (VH VC Group), 1 PDOE, 3 trainers
12	1-day study Tour for VH VC Group for market understanding, gain knowledge on the quality, prices of the handicraft products, the process of buying-selling in the markets, and the market flows.	Siem Reap City	13. Dez 18	18	12	67%	14 villagers VH VC Group, 1 GSSD/MOE, 1 PDOE, and 1 Project National Coordinator and 1 Admini/Finance Assistant, BBP Project Cambodia

13	2-day refreshment training on handicraft weaving (new designs and to review the previous designs) & sustainable vine cutting/ harvesting techniques for Vine Handicraft Group	Thmey village, PKNP	28-29-Dec-18	26	24	92%	1 pax from PDOE, 22 villagers, and 3 trainers
14	Training on market linkages, pricing, price negotiation & market strategy, to the Black Ginger Group	Anlong Thom village, PKNP	22. Jan 19	16	9	56%	1 PDOE, 14 villagers, and 1 trainer
15	Training on market linkages, pricing, price negotiation & market strategy, to the Vine Handicraft Group	Thmey village, PKNP	23. Mrz 19	21	18	86%	1 PDOE, 19 villagers, and 1 trainer
16	One-day – Farmer Field School on Food Safety of Black Ginger Post Harvest	Anlong Thom village, PKNP	14. Feb 19	50	33	66%	1 PDOE, 3 Rangers, 44villagers, and 1 Facilitator/trainer & 1 Trainer Assistant
17	SESSION #1 - Training on handicraft weaving & sustainable vine cutting/ harvesting techniques to the Vine Handicraft Group	Thmey village, PKNP	28-Jan-1-Feb-19	28	23	82%	1 PDOE, 25 villagers, and 2 trainer
18	SESSION #2 - Training on handicraft weaving & sustainable vine cutting/ harvesting techniques to the Vine Handicraft Group	Thmey village, PKNP	4-8-Feb-19	27	23	85%	1 PDOE, 24 villagers, and 2 trainer
19	SESSION #3 - Training on handicraft weaving & sustainable vine cutting/ harvesting techniques to the Vine Handicraft Group	Thmey village, PKNP	18-22-Feb-19	26	23	88%	1 PDOE, 23 villagers, and 2 trainer
20	SESSION #4 - Training on handicraft weaving & sustainable vine cutting/ harvesting techniques to the Vine Handicraft Group	Thmey village, PKNP	25-Feb-1-Mar-19	29	26	90%	27 villagers, and 2 trainer
21	SESSION #5 - Training, 6 sessions – 5 days per each sessions, on handicraft weaving & sustainable vine cutting/ harvesting techniques to the Vine Handicraft Group	Thmey village, PKNP	4-8-Mar-19	29	26	90%	27 villagers, and 2 trainer
22	SESSION #6 - Training on handicraft weaving & sustainable vine cutting/ harvesting techniques to the Vine Handicraft Group	Thmey village, PKNP	11-13-Mar 19 and 22-23-Mar-19	26	23	88%	26 villagers, and 2 trainer
23	One-day Lessons Learned Sharing Workshop for sharing knowledge and experience on Black Ginger & Vine Handicraft Value Chain from PKNP to the BG & VH VC Groups and Outsiders	Empress Angkor hotel, Siem Reap City	12. Mrz 19	94	29	31%	GSSD, GDLC, PDOE, PKNP Management, some ministries, provincial departments, university professors, students, local authorities, NGOs & BBP-CAM Project Team, BG VC Group Mngement, VH VC Group Mngement.
24	VIP Field visit to the project sites in PKNP	Thmey & Anlong Thom & Thmor Chruonh villages	29. Apr 19	25	7	28%	Under Secretary of State, Director General of GDLC, GSSD, GDLC, PDOE, PKNP Management, local authorities.
25	BBP-CAM Closing Workshop	Empress Angkor hotel, Siem Reap City	30. Apr 19	80	30	38%	different ministries, provincial departments, university professors, students, local authorities including Provincial Authority Rep., NGOs & BBP-CAM Project Team, BG VC Group Mngement, VH VC Group Mngement.

26	Refreshment training on handcraft weaving & sustainable vine cutting/ harvesting techniques to the Vine Handcraft Group (3 days)	Thmey village, PKNP	8-10-Apr-19	26	24	92%	25 villagers, and 1 trainer
27	Farmer field school before the new season starts, on improved black ginger cultivation technique, field maintenance, harvest, and storage	Anlong Thom village	18-19 May 2019	72	51	71%	1 Deputy Director of PKNP, 1 Ranger, 1 Commune Chief, 69 villagers (old & new members of the BG-VC Association), and 1 GFA project team (Facilitator)
Cambodia total				873	511	59%	
ACB/ Regional etc.							
1	Training of Trainers on Value Chain Development	Luang Prabang, Lao PDR	3 – 7 July 2017	24	9	38%	ACB and representatives of MoE/MoNREs in AMS (Cambodia, Laos, Vietnam, Myanmar, Malaysia, Thailand)
2	First In-House IT Training	Los Banos, Philippines	28 February 2018	13	5	38%	ACB staff
3	Second In-house IT Training	Los Banos, Philippines	15 January 2018	18	12	67%	Staff of PDI, BIM, CPA, FA, GIZ, and GFA – BBP project.
4	BBP Annual Planning Workshop	Los Banos, Philippines	17-18 January 2018	30	18	60%	Staff of PDI, BIM, CPA, FA, GIZ, and GFA – BBP project.
5	Brownbag session for HCD framework	Los Banos, Philippines	05 February 2018	21	11	52%	Staff of PDI, BIM, CPA, FA, GIZ, and GFA – BBP project.
6	Conduct training on network security and penetration testing	Manila, Philippines	26 Feb – March 3 2018	2	1	50%	ACB Staff
7	Pre-testing of TNA Questionnaire in Vietnam	Hanoi/ Ba Be, Vietnam	5 – 9 March 2018	21	8	38%	BBP Project staff/ ACB staff; Villagers and workers in Ba Be
8	BBP Video Production	Laos and Vietnam	10 – 14 March 2018	4	1	25%	BBP project staff/ ACB staff and partners in Vietnam and Laos
9	TNA Survey in Vietnam and Orientation of Country Coordinators	Hanoi, Vietnam	28 – 30 March 2018	18	9	50%	BBP Project staff/ ACB staff; Staff from BCA, Ba Be, TUAF, Hoang Lien Sa Pa
10	ToT on biodiversity value chains in Laos	Luang Namtha, Lao PDR	25 - 28 June 2018	15	7	47%	BBP Project Consultant, DoF, PAFO
11	ToF on biodiversity value chains in Vietnam	Hanoi, Vietnam	5 - 7 July 2018	14	6	43%	BBP Project Consultant, BCA, Park Management, (with participation of the MONRE BCA, 2 Management boards of the AHPs Hoang Lien and Ba Be, TUAF, Hung Dung company, BBP Hanoi office and Xuan Thuy AHP staff)
12	ToT on Data Organization and Management and Report Preparation	Hoang Lien AHP, Sa Pa, Vietnam	16 - 20 July 2018	30	9	30%	BBP Project staff/ ACB Staff, Laos & Cambodia BBP staff, MARD of Vietnam, Ba Be and Hoang Lien AHP; TUAF, Cat Cat Cooperative.
13	Multistakeholder Learning event on BBP VC	Luang Namtha, Lao PDR	25 - 26 July 2018	69	21	30%	ACB Staff, BBP Project Staff and Consultant, NGOs, donor projects, private sector, other NPs, MoIC, Chamber of Commerce
14	TOT on biodiversity value chains in Cambodia	Siem Reap, Cambodia	3-5. October 2018	13	4	31%	3 GSSD/MOE, 2 General Directorate of Local Community (GDL/MOE); 1 Provincial Department of Environment (PDOE); 3 PKNP Management team; 1 Deputy Commune Chief; 1 translator; 1 trainer; and National Project Coordinator
15	BBP Annual Planning Workshop	Los Banos, Philippines	22. Jan 19	27	17	63%	ACB PMU Staff, CLV Coordinators and Office Managers, GIZ, BBP Conculants, GFA- BBP Project Staff

16	1-day general BBP and value chain orientation for ACB staff	Los Banos, Philippines	18 March 2019	20	16	80%	ACB staff from different units
17	4-day TOT for selected ACB staff	Los Banos, Philippines	19-22 March 2019	7	4	57%	ACB staff from different units
18	Regional multistakeholder project closing event	Luang Prabang, Lao PDR	04.06.2019	75	32	43%	implemetning partners from CLV, different ministries (science, trade, ariculture, forestry), other AMS (Thailand, Myanmar, Indonesia), private sector, NGOs, donor projects, universities
	ACB/ regional total			421	190	45%	
109			Total for all trainings	4.339	1.823	42%	

Biodiversity-based Products (BBP)

as an economic source for the improvement of livelihoods and biodiversity protection

Project Brief

Promoting biodiversity-based products for the improvement of livelihoods and biodiversity protection

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.

Context

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 analyzed and 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.

To promote ASEAN national policies on conservation, particularly in the framework of the UNITED NATIONS Convention on Biological Diversity (CBD), ASEAN has established the ASEAN Centre for Biodiversity (ACB), an intergovernmental institution, to address the protection of biodiversity on a regional level, and to develop and disseminate joint strategies as well as to explore win-win opportunities, merging biodiversity protection with livelihood

Project name	Biodiversity-based products (BBP) as an economic source for the improvement of livelihoods and biodiversity protection
Commissioned by	Bundesministerium für wirtschaftliche Zusammenarbeit und Entwicklung (BMZ)
Project region	ASEAN Member States (AMS), Pilot Implementation in selected ASEAN Heritage Parks (AHP) and National Parks in Cambodia (1), Lao RDR (1) and Vietnam (2)
Lead executing agency	ASEAN Centre for Biodiversity (ACB), assisted by ACB focal Points in the Ministries of Environment in the Cambodia and Viet Nam; and in the Ministry of Agriculture and Forestry in Lao PDR
Duration	03/2015 - 06/2019

improvement for the mostly poor population. One major program of the ACB consists of the currently 40 **ASEAN Heritage Parks (AHP)**, which are selected National Parks or Protected Areas in the ASEAN Member States.

On behalf of the German Government via the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the BBP Project is implemented by GFA Consulting Group GmbH in cooperation with the ACB.

Objective and Approach

The BBP project 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.





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The Outputs of the BBP Project are:

- A strategy to support BBP Value Chains as well as policies for AMS / ASEAN are implemented
- The central Information Platform of ACB, the Biodiversity Information Management (BIM), provides information for the development of BBP Value Chains for the public, private and civil sector in the AMS.
- Selected BBP Value Chains contribute to the improvement of livelihoods and protection of Biodiversity.
- Competences in the development of BBP Value Chains in the private sector of AMS are improved.

Methodologically, project Implementation will imply, among others, the following tools:

- **Capacity WORKS** as the GIZ management tool to identify and monitor the five Success factors: Strategy, Cooperation, Steering Structure, Processes and Learning & Innovation. 
- **Environmental Communication** for Sustainable Development
- **GIZ ValueLinks** methodology on promoting pro-poor green value chains. As part of the BBP project, but in cooperation with other biodiversity-related projects around the world, a specific module on Biodiversity-based Value Chains will be developed. 
- State-of-the-art **media and training materials** to communicate, globally network and train stakeholders in the ASEAN region

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GIZ is responsible for the content of this publication.

Results

- A draft Policy Document on “Mainstreaming of Biodiversity Across Relevant Sectors through Biodiversity Based Value Chains” was submitted to ASEAN Working Group on Biodiversity and Nature Conservation (AWGNCB) for further refinement.
- A central information platform with Help Desk feature is online <http://bbp.aseanbiodiversity.org/> and is regularly updated.
- In situ and ex situ planting measures support biodiversity conservation and sustainable use
- Organizational strengthening of the households into clubs or associations is completed or underway including organizational by-laws and regulations and capacity building in business planning and sustainable management of natural resources as input material.
- In Lao PDR, bamboo furniture and handicraft are being produced and sold by villagers around Nam Ha AHP. The One District One Product (ODOP) certification for the bamboo products was awarded in early 2019.
- In Vietnam the range of biodiversity value chains include honey, giao co lam tea, bo khai vegetable and medicinal bath herbs. Sales-purchase agreements with private sector partners in Ba Be AHP and Hoang Lien AHP provide higher a price to households than the local market.
- In Cambodia, black ginger medicinal tea and vine handicraft products were developed with local producer groups from Phnom Kulen National Park/ Siem Reap and private sector business partners and are marketed between Siem Reap and Phnom Penh.
- Video documentation of the BBP pilot measures produced and promotion material developed.
- Diverse capacity-building measures were conducted to promote knowledge and understanding of biodiversity value chain development among ACB and CLV project stakeholders and partners through training of facilitators, workshops, and learning visit.



In cooperation with

On behalf of Federal Ministry for Economic Cooperation and Development (BMZ) Division

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Bridging Economic Development and Biodiversity Conservation through Value Chain Approach in Cambodia

A Success Story

Background

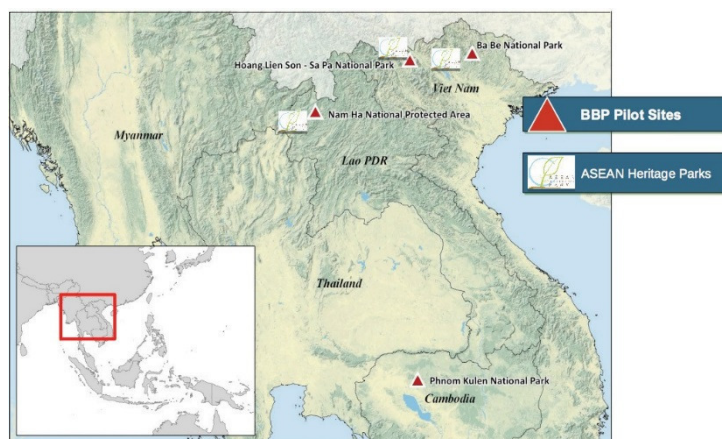
Phnom Kulen National Park, which is named after the evergreen lychee trees, is located within the World Heritage Site of Angkor, with a great religious, cultural, and archeological significance for Cambodia. The Park around the holy mountain of Phnom Kulen, is considered the birthplace of the ancient Khmer empire and believed to be where the King Jayavarman II proclaimed Cambodia's independence from Java. It has become a significant site for local and foreign tourists seeking blessings from its holy waters and sacred temples and to enjoy the beauty of the park.

Phnom Kulen is designated a national park for a good reason. Its 37,000 hectares is rich in biodiversity, home to more than 800 species of plants, approximately 40 species of mammals, and an estimated 200 species of birds. However, life in the villages is difficult. Locals paid more attention to the cultivation of cashew and lychee trees which can only be harvested during summer months. And the high demand for space for cultivated plantations is taking the toll on its forest areas.

The Project

Aiming at linking economic development for the people living in and around the national park while conserving its precious biodiversity, the project "Biodiversity-based Products (BBP) as an Economic Source for the Improvement of Livelihoods and Biodiversity Protection" is supporting local communities in the buffer zones of protected areas to generate sustainable income through the promotion of biodiversity-based value chains.

Funded by the Federal Government of Germany through the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the BBP project is being jointly implemented in Cambodia,



Lao PDR and Viet Nam by the ASEAN Centre for Biodiversity and GFA Consulting Group GmbH.

In Cambodia, the BBP Project is implemented in collaboration with the General Secretariat of the National Council for Sustainable Development of the Ministry of Environment.

Business development and successes

In Cambodia, two biodiversity value chains were supported – the production of black ginger tea and handcraft items from vine/climbing fern.

Black Ginger Tea

Cultivated in the villages around the Phnom Kulen National Park, the Black ginger also known as Thai ginseng, is acknowledged to have health benefits such as cure for liver problems, digestive stomach disorders and "natural Viagra". While being well known





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in Thailand, the medicinal qualities have just become recently recognized in Cambodia and the demand is growing.

To develop the black ginger's potential as a sustainable source of income while protecting the biodiversity in Phnom Kulen National Park, the BBP Project supported the establishment of a black ginger group, wherein 26 households in the villages of Anlong Thom and Thmor Chruonh were provided trainings for sustainable means of growing, harvesting and drying of the black ginger. The benefit of the Black Ginger is that it can be grown in partially shady areas, hence people can grow it in their home gardens or between existing cashew nut trees without the need for new agricultural area.

A business relationship has been established between the villagers and a professional tea producer from Phnom Penh that has facilities for tea processing, packaging and labeling and is supported by the project in enhanced marketing of the new product. The tea producer and the villagers signed sale-purchase agreements, securing the villagers with a long-term buyer and the producer with sustainable raw material supply, thereby establishing a win-win situation for both stakeholders, producer and farmers.

Vine / Climbing Fern Handicraft

The vine / climbing fern used to have low significance in the daily lives of 21 households in Thmey Village. They have paid more attention to growing lychees and cashew. However, these can only be harvested in summer months. The BBP Project promoted the sustainable use of the climbing fern as a sustainable source of income by turning the fibre into handicraft items and therefore

controlling the expansion of this invasive species. The vine handicraft group was established and trained in handicraft production in designs which meet the market demand. The trainings included techniques on sustainable vine cutting and harvesting to preparing and processing (weaving) into handicraft items such as baskets, bracelets and napkin rings.

A long-term business relationship for the vine handicraft group was established with the Angkor Handicraft Association (AHA), which facilitated various connections to buyers such as restaurants who ordered napkin rings or flower shops who use a specific type of basket design for decorative flower arrangements. AHA also exhibits the products in their shop in Siem Reap and will facilitate the respective design trainings according to buyers' needs also in the future. Early products that do not meet the high quality expectations by some buyers are still sold at local markets, e.g. around the tourist areas near the waterfall.

This is a completely new activity for the villagers, especially for the women and elderly who spent much time at home and who now have a way to contribute to their households' income.

Through the new income from biodiversity sources, such as black ginger and vine/climbing fern, the villagers support biodiversity conservation through intercropping (black ginger) and controlling an invasive species, such as the vine/climbing fern. Furthermore, the vine substitutes for the diminishing rattan resources, which is also harder to regrow. By adding value to the biodiversity around us, economic development and biodiversity protection can be equally supported and villagers in remote areas can gain a better market access.

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Bridging Economic Development and Biodiversity Conservation through Value Chain Approach in Lao PDR

A Success Story

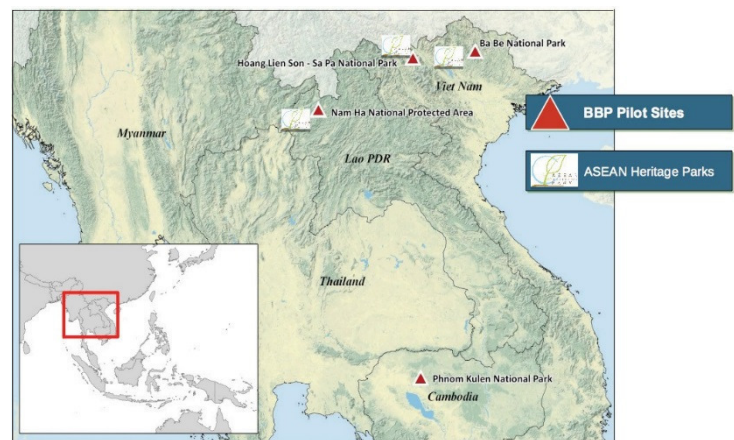
Background

The Nam Ha National Park, situated in the province of Luang Namtha in Lao PDR, is the largest protected area in the northern Indochina subtropical forest zone and an extremely important watershed. It is home to more than 20 different ethnic groups, making it a remarkable repository of ethnic diversity and indigenous knowledge. The Park, which was declared an ASEAN Heritage Park in 2003, is also considered botanically unique as it harbors at least 38 species of large mammals, over 300 bird species, important butterflies, amphibians and reptiles, and a wide variety of non-timber forest products such as bamboo and cardamom.

Despite the abundance of forest resources, such as bamboo, villagers live mostly from rice farming and selling bamboo poles or young bamboo shoots for food. Due to a lack of livelihood options, villagers were often engaged in slash & burn agriculture and hunting activities.

The Project

In order to bridge the urgent need for sustainable economic development for the villagers in the remote areas and for the protection of biodiversity in Nam Ha National Park, the project “Biodiversity –based Products (BBP) as an Economic Source for the Improvement of Livelihoods and Biodiversity Protection” is supporting local communities in the buffer zones of protected areas to generate sustainable income through the promotion of biodiversity-based value chains.



Funded by the Federal Government of Germany through the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the BBP project is being jointly implemented in Cambodia, Lao PDR and Viet Nam by the ASEAN Centre for Biodiversity and GFA Consulting Group GmbH.

In Lao PDR, the BBP Project is implemented in collaboration with the Department of Forestry (DoF) under the Ministry of Agriculture and Forestry (MAF) and the Provincial and District Agriculture and Forestry Office (PAFO/ DAFO) in Nam Ha National Protected Area.

Business development and Successes

In Lao PDR, the focus of the BBP Project is on the establishment of biodiversity-based products made from bamboo to provide better





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income for the communities. Bamboo production is completely new to the villagers as they only used to sell young bamboo shoots or larger poles for income.

The BBP Project is supporting 96 households in four villages around Nam Ha NPA. They were organized in two producer groups per village, one each for furniture and for handicraft production. As part of the group formation, by-laws and business plans were developed that included the establishment of a group fund wherein 20-30% of the income from sales are set aside for further investments and long-term financing.

Where biodiversity, in the case of Laos specifically bamboo, is the primary material for producing products such as handicraft and furniture, its conservation comes as a prerequisite to ensure its sustainability. The project, together with PAFO and the Nam Ha NPA management and the villagers, conducted a bamboo forest inventory to identify the bamboo forest production area and developed an official forest management plan for the bamboo resources. This will allow the villagers to manage 180 hectares of bamboo forest found around the four villages that will include harvesting schedules, training in identifying, tending and harvesting of wildlings for food and pole production, and monitoring. Through the new stable income, unsustainable collection of NTFPs and other harmful practices such as illegal logging and hunting, are reduced.

Capacity building measures were an essential part of the upgrading strategy for the value chain which included proper treatment of the bamboo to avoid insect infestation, understanding of market demands for modern designs as well as in natural resource management, leadership and gender. Apart from strengthening the groups' knowledge and capacities in sustainable bamboo production, the project also linked the producer groups with the market. The Lao Bamboo Trader Association (BTA) is an active

private sector partner of the project, not only for training the villagers in the various bamboo-based handicraft and furniture designs to meet the market demands but also as a conduit to the final consumption market. Village outlets were built to target various buyers passing by the villages, tourists or travelers to/from China. The constant growth in sales is also largely attributed to the participation in different local and national trade fairs that provided opportunities for business matchmaking, to showcase their products, gain new market access and expand the biodiversity-based business operations.

A major milestone was receiving the One District One Product (ODOP) certification for the producer groups in early 2019, strongly supported by the Province of Luang Namtha. This certification, issued by the Ministry of Industry and Commerce through its district offices, affirms compliance to national quality standards for traded goods and emphasizes the locally sourced raw material under systematic management.

The successful establishment of the bamboo value chain in Nam Ha NPA has resulted in some villagers shifting from slash-and-burn agriculture and other seasonal work to fulltime bamboo production. Project beneficiaries have expressed satisfaction with the new and stable source of income, especially compared to unpredictable NTFP collection before.

The bamboo value chain pilot in Lao PDR has shown that sustainable management of natural resources and economic development can go hand-in-hand. The value chain methodology brings together government, private sector and local communities to find better ways in reducing poverty by using but not depleting the natural resources. Biodiversity-based enterprises have an incentive to conserve biodiversity as their businesses rely on those resources and provide new opportunities for local communities in remote areas around protected areas.

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Bridging Economic Development and Biodiversity Conservation through Value Chain Approach in Viet Nam

A Success Story

Background

Viet Nam is one of the region's richest countries in biodiversity. It harbors an astonishing range of habitats, from rain forests and dry forests to mangroves and coral reefs, and is home to an unusually rich array of plants and animals. In fact, there are currently 8 national parks declared as ASEAN Heritage Parks in Viet Nam. However, threats to biodiversity still exist, halting the nation's economic development, also because the potential of biodiversity for a country's economy is often still unknown.

Ba Be National Park, located in Bac Kan Province, named after Ba Be Lake, Vietnam's largest and highest, natural freshwater lake. The Park and is the centerpiece of a landscape dominated by limestone mountains and covered in thick forest making it a premier tourist site in northeast Viet Nam. The National Park, also declared as ASEAN Heritage Park, covers 10,048 hectares and was established to conserve important ecosystems and rare plant and animal species.

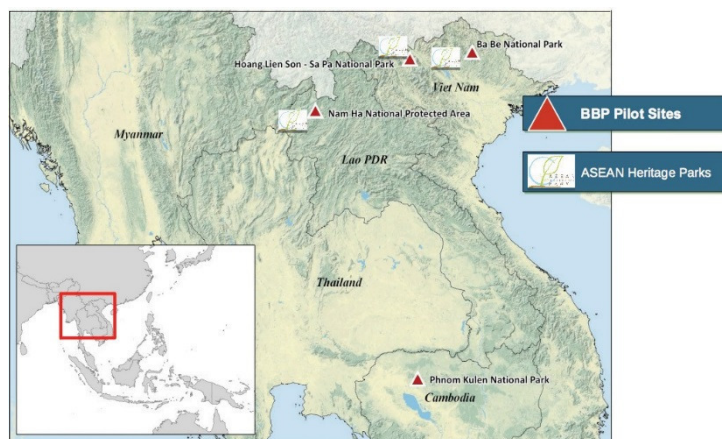
Hoang Lien Sa Pa National Park, with a total area of 29,845 hectares, is in the northwestern boarder region of Vietnam it is home to the Fansipan mountain lording at 3,143 meter above sea level in the northern section of Viet Nam, the highest mountain of Indochina and a major tourist attraction. It hosts the most abundant flora and fauna due to the varying landscapes on diverse range of latitudes. It was declared an ASEAN Heritage Park in 2002 and the following year, as one of the four UNESCO Asian Heritage Parks in Viet Nam.

However, despite their tourist attractions, life is not easy for the local people living in and around the mountainous national parks in Vietnam's Northern area. Lack of agricultural land and low education leads to high poverty rates, which often leads to unsustainable exploitation of the forest areas.

The project

In order to bridge the urgent need for sustainable economic development for the villagers and for the protection of biodiversity, the project "Biodiversity –based Products (BBP) as an Economic Source for the Improvement of Livelihoods and Biodiversity Protection" is supporting local communities in the buffer zones of protected areas to generate sustainable income through the promotion of biodiversity-based value chains.

Funded by the Federal Government of Germany through the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, the BBP project is being jointly implemented in Cambodia,



Lao PDR and Viet Nam by the ASEAN Centre for Biodiversity and GFA Consulting Group GmbH.

In Viet Nam, the project is implemented in cooperation with the Biodiversity Conservation Agency (BCA) of the Ministry of Natural Resources and Environment and the management of Ba Be National Park and Hoang Lien Sapa National Park for the development of 4 biodiversity value chains in the 2 ASEAN Heritage Parks.

Biodiversity Value Chains

Four biodiversity value chains were supported in Viet Nam. All these products are highly demanded:

- **Bo Khai Vegetable in Ba Be National Park:** Whether boiled or stir-fried, the vegetable bo khai, has been enjoyed by the people of Vietnam for years. It has been used for treating diseases related to the liver and kidney and rheumatism. However, bo khai's availability in the wild began to decline as the people were not aware of the sustainable means of harvesting. To meet the high demand and to support income for local communities, sustainable household cultivation for bo khai was supported by the project and the villagers established a business partnership with San Ha cooperative, specialized on marketing of bo khai.
- **Honey Production in Ba Be National Park:** Bee keeping is one of the most important agricultural activities in the world and very suitable around the park. Farmers have been involved in the craft using traditional methods in bee keeping and the collection of honey. The BBP project established beekeeping for 44 new households through provision of local bees and modern honey extractors, trainings in advanced bee keeping techniques as well



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as support in business planning and marketing and branding.

- **Giao Co Lam Tea in Hoang Lien National Park:** It is well known that drinking Giao Co Lam tea provides many health benefits. The plant used to be abundant in Hoang Lien Sapa and some locals overharvested it for tea production so the plant was almost extinct in some areas. The BBP Project supported the sustainable growing and harvesting of the Giao Co Lam in home garden as well as in forest areas and linked the villagers to the professional CatCat Cooperative as business partner which was also supported in advanced business planning and a modern dryer and vacuum packaging machine.
- **Medicinal Bath Herbs in Hoang Lien National Park:** Traditionally, people have experienced the relief brought about by medicinal bath herbs such as muscle pain. This is the reason why herbal baths have been promoted to locals and tourists in Hoang Lien. The BBP project supported local communities in expanding the growing area on their land, especially at the edge of the forest with high quality seedlings and through premium sales-purchase contracts with a professional bath herb producer who will also expand the model to other villages.

Project Milestones and Successes

- Four production groups or clubs have been formally organized, one for each product. Group formation included the formulation of group regulations, which also regulates the management of the resources, prohibits harmful / destructive practices, use of pesticides etc., which were officially recognized and approved by local governments.
- Capacity building measures improved knowledge and capacity of local villagers on better sustainable planting, tending and harvesting practices for better biodiversity protection. It also improved knowledge on food safety and packaging/handling of raw material and products and business planning and negotiation skills.
- The establishment of nurseries and seedling production have enhanced in situ and ex situ planting, the latter focusing on establishing or supporting home garden areas for villagers so that the pressure on the forest resources is reduced.

- Giao Co Lam, medicinal bath herbs and bo khai were re-introduced to the forest areas where they were extinct or nearly extinct.
- The project also connected the local community members with better markets and business partners that enables them to receive a premium price through guaranteed consumption contracts or sales-purchase agreements with buyers or producers (processing companies), to continue also after the project end.
- Market access for producers including marketing, branding and labelling was supported as well as the improvement of production equipment.
- Food safety certification was awarded to the bo khai producers
- While the BBPs are rarely the sole source of income for households, they contribute significantly to the overall improved income situation of the households and biodiversity protection in and around the national parks.

The pilot projects in Viet Nam have shown that sustainable management of natural resources and economic development can go hand-in-hand. The value chain approach brings together government, private sector and communities to find better ways in reducing poverty by using but not depleting the natural resources and providing new opportunities for local communities in remote areas around protected areas.

Quick Facts

ASEAN Heritage Park	Value Chain	Number of Households	Business Partners
Ba Be National Park	Bo Khai Vegetable	111	San Ha Cooperative
	Honey	44	Thai Nguyen University of Agriculture and Forestry
Hoang Lien National Park	Giao Co Lam Tea	52	CatCat Cooperative
	Medicinal Bath Herbs	93	Hung Dung Company

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