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Marketing and Domestication of NTFPs in North Phonsali Three Districts

Paper prepared for the NTFP MIS Workshop 5-6 July 2005



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Contents

| No. | Content | Page |
|----------------|---|-------------|
| | Contents | 1 |
| 1 | Introduction to the Project | 2 |
| 2 | Role of NTFP in Opium Income Substitution, Forest Conservation | 2 |
| 3 | Major NTFPs gathered and marketed | 4 |
| | 3.1 <i>Bailai lucidia discolor</i> | 4 |
| | 3.2 <i>Konjac (Houa Kaluk</i> | 4 |
| | 3.3 <i>Wild Orchid (Dok Nangkai) Dendrobium spp</i> | 5 |
| | 3.4 <i>Nangneou (Tipti) Boehmeria malabarica URTICACEAE</i> | 5 |
| | 3.5 <i>Cardamom Amomum spp</i> | 5 |
| | 3.6 <i>Makkha (Galangal Seeds) Alpinia siamensis</i> | 5 |
| | 3.7 <i>Ketsana (Agar wood) Aquilaria Spp</i> | 5 |
| | 3.8 <i>Dried Hetdeng (Mush room) and Dried Bamboo shoots.</i> | 5 |
| 4 | Control of NTFP Gathering and Trading | 6 |
| 5 | Domestication of NTFPs | 6 |
| | 5.1 <i>Makkha (Galangal)</i> | 6 |
| | 5.2 <i>Cardamom (Gouangdong variety)</i> | 6 |
| | 5.3 <i>Nang Neou (Tip Ti)</i> | 6 |
| | 5.4 <i>Agar wood (Mai Ketsana)</i> | 6 |
| | 5.5 <i>Wild Orchid(Dok Nangkai)</i> | 6 |
| Table 1 | NTFP Production and Trading Record | 7-8 |
| 6 | Fields to be strengthened for NTFP Trading and Domestication | 9-10 |
| | 6.1 <i>Organized production</i> | 9 |
| | 6.2 <i>Market Information and Information Exchanges</i> | 9 |
| | 6.3 <i>Enforcement of the Forest Management Regulation</i> | 9 |
| | 6.4 <i>Enforcement of Village Animal Raising and Community (Social) Disciplines</i> | 9 |
| | 6.5 <i>Technical Knowledge and Skills</i> | 10 |
| | 6.6 <i>Focused plan</i> | 10 |
| 7 | NTFP Marketing and Domestication Information Summary | 11 |
| | Abbreviation | 13 |

Table 1. NTFP Production and Trading Record, North Phongsali Alternative Development Project Year 2003-04-05

1. Introduction to North Phongsali Rural Development Project UNODC/AD/LAO/01/F12

North Phongsali Alternative Development Project (NPADP) is financed by the United National Office for Drugs and Crime. Project covers the 32 villages of North Phongsali three districts, Phongsaly, Bounneua and Ngot Ou. The target population is 977 households, 6230 peoples belong to eight ethnic minority groups, Leu, Xeng, Hor, Yao, Yang, Phounoi, Akha, Alu, of them approximately 69 % grew opium. The total opium production was 9.8 tons (more than 2000 hectares) in 1997-98.

The Project Objectives are:

- *Elimination of opium production*
- *Reduction of drug abuse through alternative development, demand reduction and law enforcement*
- *Integration of the target areas into the mainstream national economy.*

| District | Number of Growing Families | Average plot area (ha) | Average Proportion of poppy farmers | Estimated area (ha) | Scaled area (ha) | Rank *1 | Production in kg (4.6kg/ha) |
|-----------|----------------------------|------------------------|-------------------------------------|---------------------|------------------|---------|-----------------------------|
| Phongsali | 3,204 | 0.2843 | 69% | 631.49 | 847.25 | 8 | 3,897 |
| Gnot Ou | 3,434 | 0.2843 | 69% | 676.83 | 908.07 | 5 | 4,177 |
| Boun Nua | 1,119 | 0.3100 | n/a | 233.00 | 384.00 | n/a | 1,766 |
| | 7,757 | 0.293 | 69% estimate | 1541.32 | 2139.32 | | 9,840 |

Source: LCDC/UNDCP 1997/98 National Opium Survey

*1 Rank in the opium producing districts of Laos.

The Opium Eradication Law has been enforced in all project target districts. All Project Districts have declared opium free in 2004 and 2005.

Project is assisting the target population in livelihood development through various activities such as Opium detoxification, Health assistance, Water Supply assistance, Rural access road construction, Formal and Non formal education assistance and alternative development to substitute incomes from opium. Among them the alternative development for opium income substitution is a prime target. Non Timber Forest Product conservation and domestication is one important alternative for opium income substitution as the project area has vast natural forest rich with various NTFPs.

2. Role of NTFP in Opium Income Substitution, Forest Conservation

According to the Baseline survey report of 2002, family income from Opium represented 24% of the total family income. For Akha villages who are majority in the project areas (12 villages out of 32 target villages), income from opium represented 40% the total family income. Income from NTFPs represented 9% of total family income in average. The highest NTFP income portion is found among Lao Loum (20%).

| Ethnic Group | Villages Surveyed | Families | % (weighted for no. families) cash income derived from: | | | | | |
|--------------|-------------------|----------|---|------|-----------|------|------------|-------|
| | | | opium | rice | livestock | NTFP | cash crops | other |
| Akha | 6 | 263 | 41 | 18 | 21 | 5 | 1 | 14 |
| Yao | 3 | 122 | 21 | 47 | 18 | 0 | 9 | 5 |
| Hor | 2 | 94 | 23 | 31 | 18 | 16 | 5 | 7 |

| Ethnic Group | Villages Surveyed | Families | % (weighted for no. families) cash income derived from: | | | | | |
|------------------------|-------------------|------------|---|-----------|-----------|----------|------------|-----------|
| | | | opium | rice | livestock | NTFP | cash crops | other |
| Lao Loum* | 4 | 156 | 0 | 29 | 27 | 20 | 5 | 20 |
| Totals/Averages | 15 | 635 | 24 | 28 | 21 | 9 | 4 | 13 |

* = Leu + Xeng + Yang.

Source: NPADP Baseline survey 2002

The impacts of project introduced agriculture and livestock development activities become visible in terms of increasing in paddy areas, decreasing in shifting rice cultivation areas. The family incomes and the income sources have not yet been surveyed. Apparently the alternatives to substitute the income from opium are insufficient and not yet produce results while opium eradication is being enforced.

It has been observed that gathering NTFPs become important alternative to fill the income gaps. Increase in various NTFP gatherings were reported every where and also can be observed directly. The figures from the Provincial Trade Department and the District Trade offices show increase in the traded quantities of NTFPs and numbers in varieties. However, the traded quantities of some NTFPs are declining which is directly indicating the dwindling quantities of NTFPs in nature.

Project has supported the Land use planning and establishing of Community Forest management regulation. Land use planning was limited to the Land Zoning and establishing village Land use and Forest Management Regulation. One aim of supporting land use planning was for NTFP conservation and proper gathering (harvesting).

Except Cardamom and Galangal seeds, the quantities of other NTFPs are dwindling. Traded quantities of Nang Neou (Tip ti) decreased from 212 tons in 2003 to 44.5 tons in 2004. According to the information from the villagers, Tip ti was heavily harvested since around 2000. Houa Kaluk (Konjac) traded quantity reduced from 131 tons in 2003 to 1.3 tons in 2004. The regeneration of the plants (tubers) takes several years, hence there may have no production of Konjac tubers in near future. It is apparent that the agar wood has been over exploited. No standing agar wood trees are found in the nearby forests.

3. Major NTFPs gathered and marketed

According to the district trade offices, the trading of 20 NTFPs have been recorded in 2004-05, increased from 10 NTFPs recorded in 2003. *See Table 1.*

The major NTFPs produced are –

Cardamom *Amomum spp*
Agar wood *aquilaria spp*
Galangal Seeds *Alpinia siamensis*
Nang Neou (Tipti) *Boehmeria malabarica*
Houa Kaluk *Amorphophallus Konjac*
Khia Liang
Pouak Boung

Varieties of NTFPs collected in small quantities by the casual arrangement with the buyers (mainly Chinese) and the local villagers are not recorded.

In general the demand on NTFPs is high. The lower price mainly caused by the poor quality of products or improper processing (mainly drying) after harvesting.

NTFP Trading was not properly recorded in the past. No reliable figures could be obtained from the Government Offices except year 2003 and 2004. The control on the NTFP trading, issuing formal permits for trading NTFPs become routine only since 2003.

Prices are often varied between the districts and decided primarily by the main traders. There is no information on the markets and prices of the products at their destinations in China or elsewhere. The prices offered for some NTFPs are unacceptably low mainly for not well known NTFPs (Ya 32 Houa, Lan Khoua, etc.)

3.1 *Bailai lucidia discolor*

The market destination is China and Taiwan. The dried leaves and plants are used for Chinese Medicinal Herbs. The quantity demanded is not limited. Whatever amount collected is collected by the Chinese businessman. The only agent in Phonsali who is also collect Bailai from other provinces such as Luangprabang and Sayaboury is Mr. Khamfong, Ban Yo Village, Bounneua District. The agent has drying oven to process the fresh leaves. The fresh plants (leaves and stems) fetch 45,000 –50,000 kips per Kg and the dried leaves fetch 700,000 kips per Kg. The dried leaves is only processed by the agent.

3.2 *Konjac (Houa Kaluk)* is local pig feed. It is taro type monocotyledon plant. The tuber is popular traditional food in Japan. The chemical compound *glocomannan* which is widely used as diet control medicine is extracted from Konjac.

China become major exporter of Konjac in recent years along with Indonesia and Thailand. The dried konjac tubers are collected by Chinese traders. 131 Tons of dried konjac chips exported to China from Ngot Ou district. The price offered is 5000 kips per Kg of dried konjac chips. Konjac tuber chip selling is not recorded officially in Bounneua and Phonsali district despite the processing and selling are found in the villages of those districts.

Over harvesting is observed during the consultant visit to the project target villages.

Only small plants are found in the forest along the footpath across the natural forest for about 10 Kms. All mature plants had been harvested. It took more than 3 years growing period to get the standard

tuber. Project is planning to introduce the seedling production and replanting of konjac in the natural forests.

3.3 **Wild Orchid** (Dok Nangkai) *Dendrobium spp*

Chinese company Ban Mai, Bounneua District is collecting the wild orchids. Fuel wood used drying oven is also built to process fresh stalks. The quantity demand is not limited. The dried orchid stalks are used as a tea with medicinal value in China. The company owner has orchid garden in Mouang La (Yunnan). The prices for fresh stalks is 3000 kips to 5000 kips per one Kg. The dried stalks fetch as round 500,000 kips per one Kg.

3.4 **Nangneou** (Tipti) *Boehmeria malabarica URTICACEAE*

There are two agents collecting Nangneou in Bounneua (Mr. Thao Set and Mr. Onhchan). The product is raw material for making joss stick. The market destination is China. The demand is not limited. Over harvesting and lack of proper harvesting and conservation, nangneou is difficult to find in nearby forests, the production is dwindling.

3.5 **Cardamom** *Amomum spp*

The fresh fruits and dried fruits are collected by the traders. The market destination is China. Well dried fruits fetch up to 45,000 kips per one Kg. The quality of dried fruit is important to get a good price. The villagers are aware of the importance of post harvesting processing (Mainly proper drying). PDDP project in Phonsali District provided drying ovens to the villagers for Cardamom processing which can also be used for drying of other agriculture Products such as chili and maize, galangal seeds, etc. The market is not organized, however due to the high demand, the price is stable for several years. The major buyers of Cardamom in project area are Nang Lai (Ban Yo, Bounneua District), Thao Mao (Phonsali District), Mai Ohn Chanh (Ban Deua, Bounneua District), Mai So (Sieng Fa village, Bounneua District).

3.6 **Makkha** (Galangal Seeds) *Alpinia siamensis*

Dried fruits fetch 3000- 5000 kips per kg. The price is decreasing. Larger scale production is expected in near future as Villages in Phonsali District have planted galangal in larger scale in upland fallow land after upland rice cultivation. The plantation are ready for production from 2006, 2007 on. The demand level is not known. Organized market is urgently needed to avoid further decreasing of the price.

Ohn Chan (Bounneua) and Mai Ohn Ken (Bounneua) are the main traders of galangal seeds.

3.7 **Ketsana** (Agar wood) *Aquilaria Spp*

The high grade Agar wood is rare and apparently not recorded officially. Only the lower grade maiketsana which are mainly used for Agar wood oil distilling are recorded. The lower grade woods are sold at 2000 – 8000 kips per kg. The market destination is Thailand. There are two Maiketsana oil distilling plants located in Bountait and Ngot Ou districts. The companies have their own labors to search maiketsana in the forest and to collect form the local villagers. The price and demand for maikedtsana is stable.

3.8 **Dried Hetdeng** (Mush room) and **Dried Bamboo shoots**.

The formal registration for collecting Dried red mush room and dried bamboo shoot started only in 2004. The demand and prices are high. Mai Ohn Ken (Bounneua), Sancheng (75 Km village, Bounneua) are main traders for dried bamboo shoot, Mai Kham (Bounneua) and Phom Leua (Boun Sai Village) are main trader for Dried Het Deng.

4. Control of NTFP Gathering and Trading

The local traders and agro-business companies are required formal permission from the Agriculture Offices (PAFO, DAFOs) and from the Trade Department at the Province and District Trade Office. Formal banning of trading of some NTFPs such as Rattan, Cinnamon, Wild orchid is enforced by PAFO and DAFOs. The quantity, prices and the products' quality are not controlled by the formal permits. The agri-business companies collected the products through assigning the local agents (usually the local villagers). No facilities for proper storage are provided to the local agents who normally use their own house to keep the products temporarily.

5. Domestication of NTFPs

5.1 *Makkha (Galangal)*

Phonsaly district is promoting growing Galangal in the fallow land of the upland rice fields. The activity is successfully implemented in Hatsa area. The farmers are worried about the stability of the price when the production reached to the peak. The price offered in 2004 is lesser than previous years with 3500 kips per Kg.

5.2 *Cardamom* (Gouangdong variety) plantation is extended among the local farmers. Relatively stable cardamom market and high price offered for the Gouangdong cardamom (Introduced from Yunnan) encourage the farmers to make investment in Cardamom plantation.

5.3 *Nang Neou* (Tip Ti) has been important NTFP among the locals as. Due to the heavy harvesting, the nature Tipti are now hardly found in the nearby forests. The traded quantity is drastically dwindling during recent years. However the plant can be propagated relatively easily by stem cutting. Some villages in Mouangkhousa has successfully established Tipti plantation. Mr. Thaoset in Bounneua produces Nangneou seedlings by his own initiative and distribute them to the villagers who use to collect nangneou for him. Due to the lack of proper propagation methods, the seedling production from stem cutting has limited success.

5.4 *Agar wood (Mai Ketsana)*

Villagers are interested in agar wood plantation. In some villages (Ngai Nuea area), the nature seedlings from the forest are collected (uprooted) and replanted in the desired locations. Seed propagation by root cutting is used widely. Propagation by seeds has not yet been introduced to the project areas, though it is used in other provinces effectively. Re-plantation of agar wood is one contract condition of the Agar wood companies active in the project districts. This requirement has not yet been fully enforced and implemented.

Mr. Sangsamai (Phonsali District) has been doing Agar wood plantation in Phonsali District and Ngot Ou District. 70 hectares agar wood plantation is now 7 years old. It has been reported that some trees are forming the resin. Various methods to instigate Agar wood oil formation or resin formation have been tried by many villagers. No information and technologies are available for proper Agar wood plantation and care taking.

5.5 *Wild Orchid(Dok Nangkai)*

Two Chinese companies starting plantation of wild orchids (selected varieties for traditional herbs) and spices (Chako). The activities are just being initiated. The arrangement is contracting with the local villagers for plantation and supply the products to the companies.

Table 1.

NTPF Production and Trading Record, NPADP 2003, 2004, 2005

| No. | NTPFs (Common Name) | Scientific Name | Collected plant parts | Districts | Collecting Season | 2003-04 Traded Quantity | Average Price 2003 (Kips/Kg) | 2004-05 Traded Quantity | Average Price 2004 (Kips/Kg) | Market Destination |
|-----|---------------------------|-------------------------------|-----------------------|-----------------------------|---------------------|-------------------------|------------------------------|--------------------------|------------------------------|--------------------|
| | Ngot Ou 2004 | | | | | | | | | |
| 1 | Bailai | <i>Lusidia discolor</i> | whole plant (Fresh) | Bounneua, Ngot Ou | Dry Season | No record | | 0.127 | 45,000 | China/Taiwan |
| | | | Whole plant (Dried) | | | | | | 7000,000 | China/Taiwan |
| 2 | Dok Pheung (Dok Nang Kai) | <i>Dendrobium spp</i> | Stems | Bounneua, Ngot Ou | Rainy Season | 8.4 | 3000 | 8.3 | 4,000 | China |
| 3 | Hak Nya 32 Houa | <i>Stemona tuberosa Lour</i> | Roots | Ngot Ou | Dry Season | No record | No record | 2 | 1500 | China |
| 4 | Het Deng (Fresh) Mushroom | | whole plant | Bounneua, Ngot Ou | Rainy Season | No record | No record | 3 | 800 | China |
| | Het Deng (Dried) Mushroom | | whole plant | Bounneua | Rainy Season | ?? | 10000 | 225 | 70000 | |
| 5 | Houa Kaluk (Konjac) | <i>Amorphophallus Konjac</i> | Tubers (Dried chips) | Bounneua, Ngot Ou | Dry Season | 131 | 5000 | 1.3 | 1,200 | China |
| 6 | Houa Manpa | ?? | Tubers | Bounneua | Dry Season | No Record | No Record | 9 | 1,000 | China |
| 7 | Ketsana (Agar Wood) | <i>aquilaria spp</i> | wood, roots | Bounneua, Ngot Ou, Phonsaly | Dry Season | 9.805 | 2000-5000 | 7.7 | 8,000 | Thailand |
| 8 | Khem (Broom grass) | <i>Thysanolaena latifolia</i> | panicle petioles | Bounneua, Ngot Ou, Phonsaly | November - February | 71.35 | 1200 | 30.6 | 2000 | Thailand |
| 9 | Khia Liang | ?? | Stems | Ngot Ou | November - March | 20.778 | 2000 | 17.7 | 2000 | China |
| 10 | Mak Kha (galangal seeds) | <i>Alpinia siamensis</i> | Seeds | Bounneua, Ngot Ou, Phonsaly | August to October | 97 | 5000 | 72 | 3500 | China |
| 11 | Mak Pong Pet | ?? | | Phonsaly | ?? | No Record | No Record | 0.35 | 1000 | China |
| 12 | Makneng (cardamom) | <i>Amomum spp</i> | Seeds | Bounneua, Ngot Ou, Phonsaly | October - November | 37 (Recorded Only) | | 203.35 (three districts) | | China |

| No. | NTFPs (Common Name) | Scientific Name | Collected plant parts | Districts | Collecting Season | 2003-04 Traded Quantity | Average Price 2003 (Kips/Kg) | 2004-05 Traded Quantity | Average Price 2004 (Kips/Kg) | Market Destination |
|-----|---|--|-----------------------|-----------------------------|--------------------|-------------------------|------------------------------|-------------------------|------------------------------|--------------------|
| | | | | | | Bounneua) | | | | |
| | <i>Makneng (cardamom) Guangdong Cultivar (Dried)</i> | | | | | | 25000 - 35000 | | 25000 - 39000 | |
| | <i>Makneng (cadarmom) Guangdong Cultivar (Fresh fruits)</i> | | | | | | 10000 | | 10000 | |
| | <i>Makneng (cardamom) Wild variety (Dried)</i> | | | | | | 8000 | | 8000 | |
| | <i>Makneng (cardamom) Wild variety (Fresh fruits)</i> | | | | | | 2000-3000 | | 2000-3000 | |
| 13 | No Heng (Dried Bamboo shoot) | <i>Bambusa spp</i> | bamboo shoots | Bounneua, Ngot Ou, Phonsaly | Rainy Season | 21.88 (only Phonsaly) | | 52.65 | 8000 | China |
| 14 | Nya Hang Sia | ?? | ?? | Ngot Ou | Dry Season | | | | 10000 | China |
| 15 | Nya Wan Kheau | ?? | ?? | Ngot Ou | Dry Season | | | | 5355 | China |
| 16 | Posa (Paper mulberry) | <i>Broussonetia papyrifera</i> | Barks | Phonsaly | December - January | | | | 1000 | China |
| 17 | Pouak Bung | ?? | Barks | Bounneua, Phonsaly | October - November | No Record | | 176 | 10,000 | China |
| 18 | Tipti (Nang Neou) | <i>Boehmeria malabarica</i> URTICACEAE | Barks | Bounneua, Ngot Ou, Phonsaly | February - March | 215 | 5000 | 44.5 | 5000 | China |
| 19 | Wai (Rattan) | <i>calamus spp.</i> | Cane | Bounneua, Phonsaly | Dry Season | No record | | 15 | 3,000 | China |
| 20 | Ya Bai Me (Phakno sang) | <i>Centella asiatica</i> | Leaves | Ngot Ou | October - November | No record | | 0.5 | 3000 | China |

Informatikon Sources: PAFO, DAFOs and District Trade Office, Phonsali Province Trade Department

6. Fields to be strengthened for NTFP Trading and Domestication

The potential for NTFP Domestication and trading is high as project areas has vast standing natural forest suitable for NTFP plantation and high demand in China which is next door to the province. Local Authorities and the villagers realize the potential and are anxious to promote the trades and domestication.

NTFP trading and Domestication are fit in to the short term and long term alternative development for opium substitution while it is important for successful shifting cultivation stabilization and Forest Conservation.

The constraints for successful NTFP trading and domestication identified by the local authorities and the villagers are –

6.1 Organized production

The villagers are not organized for production or to deal with the buyers. Easy for the buyers to manipulate the market.

NTFP Production communities should be organized in to the production group or Production cooperative for better access to the production investment and to control the marketing by contact the buyers by group rather than individual.

6.2 Market Information and Information Exchanges

The producers have no information on the market destinations of the products, prices and purpose of using the products, hence no proper contract production and price control could be arranged. Many organizations are involved in NTFP businesses, however, regular information exchanges has not yet been established.

Present marketing information collection of FAO NTFP Project and other projects (ADB, UNODC, IUCN Projects, etc.) should be made available to other projects for exchange information. The unit/sectors responsible for NTFP marketing or Agriculture and Forestry Products (Under MAF or Ministry of Trade, etc.) should be strengthen in marketing information collection and information dissemination to the users regularly on the cost recovery basis (pay subscription). The information exchanges must be extended to the countries in the region. The organizations and projects involved in the same fields in the region must be contacted and coordinated in regular basis by the Unit/ Sector proposed above.

6.3 Enforcement of the Forest Management Regulation

Village land use and forest management regulations have not yet been reached to every villages mainly the villages located in the remote areas. It caused no control of the gathering and trading of NTFPs. The Village Land use and Forest Management regulation enforcement are not monitored regularly. Such regular monitoring is important especially in the beginning of the establishment of those regulations for successful enforcement and implementation those regulations.

Land use planning and land allocation team or Forestry Section should be strengthen in terms of man power and budget to carry out the regular monitoring and enforcement of Village Forest Management Regulation (Community Forest Management Regulation).

6.4 Enforcement of Village Animal Raising and Community (Social) Disciplines

Some farmers tried NTFP extension by their own initiative. The plants were destroyed by household animals or stolen. Hence many villagers are reluctant to continue the activities.

Strengthening the enforcement of village animal raising regulation and social disciplines are pre-requisite to the domestication of NTFPs.

6.5 Technical Knowledge and Skills

Propagation, processing, other value added technologies for most of the NTFP products are not known. PAFO and DAFOs have no capacity to give technical advises or guidance to the NTFP farmers.

Vast knowledge is hidden among many villagers and field staffs who have been involved in NTFP business for many years. One Sector/Unit should be responsible to collect those information and compile the information to be applied by all stakeholders. Some projects had done or are involved in such fields to some extend. For the sustainability of such activity, permanent institution (Government Ministries Institution) should be responsible for such activity by fully facilitation.

6.6 Focused plan

No short term and long term focused plan for NTFP marketing and Domestication are worked out and implemented. Most of the activities are initiated by the Agri business companied and local villagers mostly at ad hoc basis.

Support to the private sectors should be strengthened. The private companies and business should be assisted and trained to access to International Funding Agencies and the Private Banks (APB specifically) to boost up the investment to expand the domestication of NTFPs, processing and marketing.

7. NTFP Marketing and Domestication Information Summary
 Ngot Ou, Bounneua, Phonsaly Districts, Phonsaly Province 2005

| No. | Description | Ngot Ou District | Bounneua District | Phonsali District |
|-----|---|---|---|---|
| 1. | Main NTFPs gathered for markets | <ol style="list-style-type: none"> 1. Khia Liang 2. Nangneua 3. Houa Kaluk 4. Dokkhem 5. Hak Nya 32 Houa 6. Nya Hang Sia 7. Het Deng 8. Nya Wan Kheau 9. Phet Sanun Heng 10. Ya Bai Me 11. Nomai Heng 12. Mak Kha 13. Mak Ka 14. Mak Neng 15. Dok Pheung 16. Nya Bai Lai 17. Wai 18. Khia Khao Deng | <ol style="list-style-type: none"> 1. Mak Neng 2. Houa Manpa 3. Nangneua 4. Houa Kaluk 5. Dokkhem 6. Dokpheung 7. Pouak Bung 8. Mai Ketsana 9. Wai 10. Houa Kaluk 11. Makkha 12. Bailai | <ol style="list-style-type: none"> 1. Pouak Bung 2. Wai 3. Khem 4. Makha 5. Makneng 6. Makneng Pa 7. Noheng 8. Tipti 9. Ketsana 10. Mak Pong pet |
| | | Ngot Ou District | Bounneua District | Phonsali District |
| 2 | NTFPs Require urgent conservation | <ol style="list-style-type: none"> 1. Rattan (Wai) 2. Konjac (Houa Kaluk) 3. Wild Orchid (Dokpheung) 4. Agar wood (Mai Ketsana) | <ol style="list-style-type: none"> 1. Pouak Bung 2. Wai 3. Houa Kaluk 4. Houa Manpa 5. Dokpheung 6. Mai Ketsana | <ol style="list-style-type: none"> 1. Pouak Bung 2. Wai 3. Tipti 4. Ketsana |
| | | Ngot Ou District | Bounneua District | Phonsali District |
| 3 | NTFPs identified for Domestication and extension | <ol style="list-style-type: none"> 1. Konjac (Houa Kaluk) 2. Galangal (Mak Kha) 3. Cardamom (Mak Neng) 4. Wild Orchid (Dok Pheung) 5. Nya Bai Lai 6. Posa 7. Tipti/Nangneou | <ol style="list-style-type: none"> 1. Makneng 2. Nang Neuou (All 4 zones in Bounneua) 3. Donpheung 4. Houa Manpa Bailai 5. Pako 6. Mai Ketsana | <ol style="list-style-type: none"> 1. Tipti 2. Makneng 3. Makkha 4. Wai |
| | | Ngot Ou District | Bounneua District | Phonsali District |
| 4 | NTFP Domestication and extension Activities Initiated by Communities, Local Traders and Companies | <p>Orchid Chinese company started activity in 2005</p> <p>Mai Ketsana Santisouk Company started in 2003, surviving rate is low</p> <p>Mak Neng Almost all villages in the district planted cardamom sine 1997-98</p> <p>Wild orchid (Dok Nangkai) Mr. Lisang, Ban Siou Chay 1.2 Hectares</p> | <p>Cardamom (Makneng) Village to village extension has already taken place</p> <p>Nang Neuou/Tipti All 4 zones in Bounneua Mr. Set Local Trader producing seedlings</p> <p>Bailai Ban Bomai</p> <p>Mai Ketsana Ngai Neua, Sopkhing, Nam Kang, Nam Hei</p> <p>Pako 70 ha planted in 2005,</p> | <p>Nangneou/Tipti Phonsaly, Phousom, Wa Tait, Wa Neua</p> <p>Makneng Nam Long, Nam Ngai Area, Lak 21, Lak 18, Ban Lantan)</p> <p>Makkha Ban Hatsa</p> <p>Wai Ban Hat Nyeeing</p> <p>Pako Mr. Sengkham, Ban Phonsali planted Pako, the plants are at production</p> |

| No. | Description | Ngot Ou District | Bounneua District | Phonsali District |
|-----|---|---|---|---|
| | | | training conducted in 4 villages Mr. Tao Hung Ting (Mouang La Orchid, Pako growing Company) starting the extension activities Pako will give results in 2009. | stages. |
| 5 | Identify target areas for Domestication and extension | Ngot Ou District Bailai Outai, Ban La, Ban Ngon, Ban Ken, Ban Na Louang) Ou Nia 4 villages Donnyeng, Navon, Siengkhon, Nongngai Along the road Ban Na Nyau, Bo Tait Dok Pheung Oo Tai, Siou Chai Lan Twi Zone Makkha Sungkham, Phadaeng Noi, Outai, Tungkwali Zone Houa Kaluk Sungkham, Ban La, Ban Ngo, Ban Ken Ketsana Outai, Ouneua zone | Bounneua District Makneng The whole district Nang Neou/Tipti The whole district Dokpheung 3 zones, Bounneua, Siengpha, Ngai Neua, 48 villages Ketsana Ngainneua 4 villages Makkha Siengpha, Bounneua Bailai Siengpha, Bounneua, Ngainneua mainly in Ngainneua which is watershed for many streams. Pako Ngainneua, Bounneua, Siengpha | Phonsali District Nangneou/Tipti Phonsaly, Phousom, Wa Tait, Wa Neua area Makneng Nam Long, Nam Ngai Area, Lak 21, Lak 18, Ban Lantan area Makkha Ban Hatsa area Wai Ban Hat Nyeeing area Bamboo shoot Tengsengphong, Laoten Area |
| 7 | Private sectors (Local traders, Agro-forestry Companies) in NTFP Trading | Ngot Ou District Chinese Orchid growing Company (Dok Nang Kai) Santisouk Mai Ketsana Company | Bounneua District Nang Neou Mr. Set and Mr. Mai Onh Chanh, Mr. Onh Ken Makneng , Mr. Akhan, Mai Onh Ken, Mai Onh Chan, Mai So, Nang Lai, Bounwan Hetdeng Many traders Dokkhem Bounsai, Nanglai, Somtwi Ketsana Phoukeo Company Wai Vileum (Siengpha Import Export company) Dok Nang Kai Mr. Tao Hung Tin | Phonsali District No Private companies No other information of local traders |
| 8 | Lessons, Problems and Constraints of domestication of NTFPs | Unstable market, No contract farming Irrespect of the contract conditions by the Chinese Companies Lacking of detail contract conditions for the products No technical knowledge of proper NTFP propagation, plantation, processing. Most of the Private companies are not interested in domestication and extension of NTFPs. Maiketsan company asked the villagers to prepare land for maiketsana plantation. Finally the villagers were not provided the seedlings. | | |

Abbreviation

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| DAFO | District Agriculture and Forestry Office |
| DCTPC | District Communication Transportation Post and Construction |
| DLWU | District Lao Women Union |
| DT | District Project Team |
| IFAD | International Fund for Agriculture Development |
| IGA | Income Generation Activities |
| LCDC | Lao Committee for Drug Abuse Control |
| LUP/LA | Land Use Planning and Land Allocation |
| MIS | Marketing Information System |
| NAFES | National Agriculture and Forestry Extension Service |
| NAFRI | National Agriculture and Forestry Research Institute |
| NPADP | Northern Phonsaly Alternative Development Project |
| NTFPs | Non Timber Forest Products |
| PAFO | Provincial Agriculture and Forestry Office |
| PCDC | Provincial Committee for Drug Abuse Control |
| PFU | Project Facilitation Unit |
| PMU | Project Module Coordinator |
| PRA | Participatory Rural Appraisal |
| PTC | Project Technical Coordination Consultant |
| UNODC | United Nations Office On Drugs and Crimes |
| UNV | United Nations Volunteers |
| USD | United States Dollar |
| VDC | Village Development Committee |
| VDP | Village Development Plan |