



## FOREST and FARM FACILITY Country achievements



**Viet Nam**

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### HIGHLIGHTS OF IMPACTS

- **Seven value chains quickly advanced** by local Forest and Farm Producer Organizations (FFPOs) supported by the **Forest and Farm Facility (FFF)** in tree nurseries, acacia and magnolia timber, cinnamon products, star anise oil, tea, pomelo and forest chickens.
- **14 collective farm groups and cooperatives** officially established, developing businesses involving 295 forest and farm households (298 female farmers, 360 males).
- **Incomes raised by 10 to 20 percent** as a result of establishing collectives.
- **Collective action by FFPOs allowed them to achieve more:** investing in business and production techniques, creating better value products, increasing markets and information, achieving better prices, signing contracts with companies and traders, gaining a stronger voice with local authorities.
- **Sustainable forest management certification from Forest Stewardship Council (FSC) achieved** sustainable agriculture, bio-diversification, plus safe and organic certifications obtained.



### MAJOR ACHIEVEMENTS BY THE NUMBERS

- **494 smallholder tree growers obtained FSC certification for 1 738 hectares of acacia** in Yen Binh District, Yen Bai Province. One FFPO became a cooperative, achieving FSC chain of custody certification and establishing a 1 000-square-metre sawmill, selling 500 to 700 cubic metres of acacia timber per month.
- **27 service providers/experts from government, national agencies, and NGOs actively consulted** and ready to support FFPOs.
- **11 policies and issues related to policy implementation addressed**, e.g. 10 kilometres of local roads built to improve market access, new cinnamon development programme approved with 500 hectares of cinnamon in Yen Bai Province converted to organic production.
- **Vietnamese Good Agriculture Practices (VietGap) certification sought for 24 000 forest chickens** in Thai Nguyen Province in 2017. Safe farming practices for vegetable, tea and pomelo applied in Bac Kan and Phu Tho provinces.



## A VIET NAM SUCCESS STORY

The thriving Binh Minh Agroforestry Cooperative, including 18 households in Lem Village, Phu Thinh Commune, Yen Binh District, Yen Bai, became stronger with Forest and Farm Facility (FFF) support. It now owns 60 hectares of plantation forest and and Forest Stewardship Council (FSC) chain of custody certified sawmill with a total capacity up to 700 cubic metres per month. But the story was very different a decade earlier, when the Lem Village acacia growers collective met only occasionally and members sold timber individually. The group had no business plan, nor market information, nor money to invest in value-added processing, and could not negotiate higher prices and profits. That changed in 2014, when FFF began to offer training in market analysis and development, wood processing, and proposal writing, as well as exchange visits for cooperative members to learn about FSC-certified wood. As a result, Lem Village members agreed to invest in business together and participate in the FSC programme. Now, almost 500 households in Yen Binh District, including members of the cooperative, have received FSC certificates for sawmills and incomes have increased by 10 to 15 percent.



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## LESSONS LEARNED

Engaging governments and farmers' unions at many levels (from commune to district to province to national) can unblock support and overcome legislative barriers.

Building trust, cooperation among farmers, FFPOs and external actors a key factor in the development within FFPOs of linkages between production, business and value chains.

Apex-level FFPOs such as the Vietnam National Farmers' Union (VNFU) must act as a bridge, actively coordinating and linking producers with businesses, relevant scientists and technicians, and authorities/agencies.



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## GENDER/YOUTH IMPACT

Participation of women facilitated in all FFF capacity development activities, including leadership training for producers in Viet Nam, with at least 50 percent female participation.

**Partners:** Vietnam National Farmers' Union (VNFU).

**Government counterparts:** Ministry of Agriculture and Development (MARD); Viet Nam Administration of Forestry (VNFORST).