



Food and Agriculture Organization  
of the United Nations

**Promotion of non-wood forest products-based micro-enterprise in the Near East and North Africa  
Region**

**Regional Workshop Report**



**Fairmont Nile City HOTEL, Cairo, Egypt**

**28th - 29th November 2016**

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## **1. Background**

The Near East and North Africa (NENA) region has limited forest resources with limited potential for timber production. However, NENA forests has huge potential for the production of a wide range of Non-Wood Forest Products (NWFPs) and the utilization of NWFPs by local communities for food, fodder, medicine and income generation have been practiced for millennia. However, the transaction of most of the NWFPs still remains in the informal sector with only limited commodities that have documented contribution to local and national economies and recorded statistics on their export earnings.

National country studies were conducted under the frame of RNE Regional Initiative for Small Scale Family Farming in Tunisia, Lebanon, Sudan and Algeria (under finalization) to identify the potential NWFPs for value chain development and value addition. The analysis of NWFPs value chain in these countries revealed that local rural producers/collectors get the least share from the revenues generated from the sale and commercialization of these products, and that outside agents concentrate most of the profits from NWFPs trade. It is also evident that NENA countries' experience in the valorisation, utilization, marketing and development of NWFPs sector in general vary to a great deal.

Based on these studies a Concept Note (CN) for a regional project proposal on the development of non-wood forest products-based micro-enterprise was drafted. The overall goal of the project is to contribute to poverty reduction and livelihoods improvement of the rural poor forest-dependent people in the targeted countries through maximizing their gains from the commercialization of the NWFPs. Policy actions in support of the valorisation of NWFPs and development of NWFPs-based rural microenterprises will improve the forest sector's contribution to the rural development, while supporting countries' efforts to achieving sustainable management of the forest resources, green economy and climate change adaptation. By doing so the project will contribute to countries' efforts for achieving the Sustainable Development Goals (SDGs 1 & 15).The project will also foster regional collaboration and experience sharing in the development of the NWFPs sector in the NENA region.

## **2. Aim, objectives of the regional workshop**

The workshop was aimed at discussing and sharing experiences at the regional level on the promotion of non-wood forest products-based rural microenterprises and to develop a regional project. The specific objectives of the workshop included:

- 1) To provide participants with a brief synthesis on the outcomes of the country studies;
- 2) elaborate the CN into a full project proposal by agreeing on the project scope, long term impact, outcome and project components;
- 3) develop the project result matrix and detailed project budget; and
- 4) identify potential resource partners

## **3. Expected outputs of the meeting**

- a. Workshop report
- b. Final project proposal with logical framework and budget, project scope, long term impact and outcomes
- c. Roadmap for resource mobilization from identified potential donors

## **4. Workshop Participants**

The workshop was attended by 14 participants from the NENA including country representatives from national forestry institutions, national consultants, technical officers from FAO Regional Office in Cairo and the International consultant from the central African region (Annex 1: participants at the workshop).

## **5. Process adopted for the workshop.**

Prior to the workshop participants were requested to go through the draft project proposal and concept note on the promotion of non-wood forest products-based micro-enterprise in the Near East and North Africa Region as well as some national country studies. Given the small number of participants that ensured interactive discussions, the approach to the meeting involved two plenary sessions and discussions each day. The first session involved welcome remarks by three resource persons (Abdel Hamied A Hamid, Alfredo Impiglia & Julius Chupezi Tieguhong) followed by the presentation workshop objectives by Hamied A Hamid and four presentations on the country studies. After coffee break, the session dwelled on the summary of countries' presentations, reflections on Communalities and general discussion as well as on the value added of microenterprises based on NWFPs, potential funding sources and a general introduction of the objectives and expected outputs of the project. The second session was focused on presenting, discussing and refining the logical framework of the project. On the second day, the first session involved the identification and validation of the main impact, outcomes, outputs and activities of the project and the fourth session involved outlining of the list of personnel and assistants, procurement and draft result-based budget. The international consultant was assigned to finalise the proposal based on the discussions and few closing remarks were made by the aforementioned resource persons (Annex 2: Workshop Programme).

## **6. Workshop Results**

### **6.1. Presentation of national consultancy reports**

Four country studies were presented by the national consultants or country representatives and discussed with a summary provided by the international consultant.

### **6.2. KEY Messages from presentations**

- The NENA region is a least forest endowed and forests areas are mostly managed for conservation ends while the valorisation of NWFPs from those forests provide a niche for local communities to participate in forest management while earning income to improve their livelihoods.
- The need to link the project to evolving concepts such as green economy, climate change adaptation and mitigation and the sustainable development goals (SDGs) as well as to south-south cooperation.
- The need to think of country and regional initiatives and specificities while looking for funding opportunities.
- The need to limit the duration of the project to four years to meet donors' needs.
- The need to ensure legal, regulatory, technical, economic and environmental sustainability of the management of NWFP-based enterprises in the NENA region.
- Short-term investments in the NENA region through projects in the development of SMFEs in terms of improving resource management, developing new products and markets, ensuring equitable distribution of the marketing margins through the improvement of the marketing

performance (getting policies right, enhancing market information system, market infrastructure, processing, storage) as well building business capacities may help break the vicious circle that ties forest communities to poverty

- The promotion of SMFEs can improve the livelihood of populations in the pilot sites and contribute to the diversification of the economy
- Ensuring the promotion of SMFEs is a pro-poor strategy for increased income generation, reduced vulnerability, increased land security and environmental sustainability.
- Consistent outside supports can make a difference in promoting the development of sustainable SMFEs in the NENA region
- However, achieving the above will require the facilitation and enhancement of the roles of governments, SMFEs, business development service providers, financial service providers and NGOs and development agencies

### **6.3. Major strengths, weaknesses, opportunities and ways forward to the development of NWFP-based enterprises were discussed and recognized with overall positive projections.**

#### **Major strengths**

- An important natural resource base (rich in NWFPs),
- Existence of local know-how in harvesting, rudimentary processing, propagation etc
- A plethora of local institutions and NGOs,
- Government initiatives increasingly put in place,
- Previous works on NWFPs development

#### **Major weaknesses**

- Access to the resource by small enterprises,
- Weak local capacities and organisation of local actors
- Lack of access to markets/marketing strategies
- Lack of appropriate value addition equipment and technologies,
- Weak local, national and regional institutions, laws and regulations
- Market potentials not fully developed at national regional and international levels,
- Lack of credits/finances,

#### **Opportunities**

- The interest of donors and their supports
- Willingness of local/international actors to engage
- Increasing interest in natural products
- Interest shown by country national forest programmes (nfp)
- Global push for climate change adaptation/mitigation measures, green economy and SDGs etc..

#### **Ways forward**

- Improve the policy, legal and institutional environments governing the NWFP sector in NENA region;
- The need for national strategies and action plans for the development of the NWFP sector in the region;
- The need to increase production of priority NWFPs through domestication and integration into agricultural farm holdings (resource sustainability);
- The need for further processed products (quality products)
- The need to develop entrepreneurial capacities
- The need to ensure increased access to national, regional & international markets
- The need for increased research and development (R&D)
- The need for direct technical and financial supports to SMFEs

#### 6.4. Target Group(s)

- The beneficiaries of the proposed project are the local communities, civic associations and governments in the NENA.
- Local communities: through wider market access for their products, increased income, production & quality.
- The civic associations will get benefit through policy environment conducive to their enlightening actions.
- The governments will benefit through practicing the scenarios, vision and strategy to achieve their own strategy of growth and employment, and to make significant steps towards the SDGs, green economy and climate change adaptation and mitigation.

#### 6.5. Priority NWFPs for development interventions

- **Tunisia:** Aleppo pine (*Pinus halepensis*), stone pine (*Pinus pinea*), and essential oils from Myrtle (*Myrtus communis*) and Mastic (*Pistacia lentiscus*) (Zaibet 2016).
- **Lebanon:** Myrtle, honey, Mastic, stone pine (*Pinus pinea*), Syrian oregano (*Origanum syriacum*), Sage (*Salvia fruticosa*) and laurel (*Laurel nobilis*) (Hamade 2015)
- **Sudan:** Gum Arabic (*Acacia senegal* and *Acacia seyal*), Baobab fruits (*Adansonia digitata*), Tamarid fruits (*Tamarindus indica*) and Nabag (*Zizyphus spina-christi*) (Mahmoud 2015).
- **Morocco:** romarin (*Rosmarinus officinalis*), thym (*Thymus satureioides*), origan (*Origanum compactum*) and pyrèthre (*Anacyclis pyrethrum*) (Naggar and Iharchine, 2015).
- **Algeria:** romarin (*Rosmarinus officinalis*), caroubier (*Ceratonia siliqua*), Aleppo pine (*Pinus halepensis*), Liege, Myrtle (*Myrtus communis*), Alfa (*Stipa tenacissima*) (Daoudi 2016)

## 7.0. Project components, duration, scope and potential partners

### 7.1. Key Project components

In order to have a common understanding on what the principal project components could entail, participants had a brainstorming exercise after the presentation of each of the project outcomes. One project impact, three project outcomes, six outputs and 18 activities were discussed and validated by the participants (Annex 1).

### 7.2 Suitable duration of project

Three suggestions were proffered as realistic durations of the project that could ensure the attainment of intended objectives, including: 3 years, 3 years renewable and 5 years. It was agreed that four years could be taken as an average duration for a typical project on the development of NWFP-based microenterprises.

### 7.3. Pilot project sites

It was agreed that two sites per country could be desirable as pilot sites for the project. Other factors of representation considered include geo-political settings and forest endowment and the willingness of different governments to participate in terms of the availability of Forest funds within countries.

- **Tunisia:** Elgouaira, El Baraka, Tabouba, Oued El Naaden, El Kabouch, Chenanfa (Zaibet 2016).
- **Sudan:** North Kordofan (Elhummaira, Umsummaima, Khortaggat, Elain), West Kordofan (Eldowdia, Elkhewei, Talib, and Abuzabad), South Kordofan (Nabag, Abujebaiha), Blue Nile (Boot, Elrusierus, Wad-Abook), Sinnar (Abu Jaele, Elsuki, Eldinder), South Darfur (Bram, Kubbm, Rehaid Elburdi) and Khartoum (Processors) (Mahmoud 2015).
- **Algeria:** wilaya de Souk Ahras and wilaya Tlemcen et Béjaia (Daoudi 2016)
- **Lebanon:** to be decided on case by case basis
- **Morocco:** to be decided.

### 7.4. Potential sources of project funding

One of the task was to come out with a strategy for mobilizing funds? First approach was to have a list of all existing donors, scope, and countries of implementation. Each country representative made some suggestions as follows:

**Sudan:** IFAD, GEF, WB and possibility of synchronize with ongoing projects such as the Great Green Wall Initiative Project.

**Morocco:** EU, USAID, French Development Agency, Swiss, DFID, which in the past could favour technical aspects and value chain analysis and development

**Algeria:** EU, World Bank, French Development Agency, GIZ for value chain development, businessmen and youth programmes.

**Lebanon:** GIZ, French Development Agency, Loans from banks?

**Egypt:** French Development Agency, Italian Cooperation, non-conventional donors like the Gates and Ford Foundations.

It was agreed that funds could be raised from regional blocks and the private sector could be an important source of subsidizing the financing for innovative products e.g. cosmetics, soaps etc. Another strategy for mobilizing funds could be through the dissemination of the results of this workshop, contacting

partners; organizing meetings with donors, etc. A feasible strategy has to be improved and pushed forward by FAO through its fund raising Department.

## **8.0. Project staff and procurement**

Project staff will need to be at the international and national levels.

### **8.1. International**

- LTO (based in Cairo, with partial time input)
- International consultants (Part time)

### **8.2. National**

- National project coordinators (Full-time, 5)
- Project financial and administrative secretary (part time one per country)
- National consultants (various, part-time)
- Local Institutions/NGOs (LoA, part-time)
- Others (Graduate students, interns etc..), part-time
-

## Annex 1: Proposed project Result Matrix.

Expected outputs	Activities <i>Logic of intervention</i>	Verifiable objective indicator  <i>What verifiable and measurable indicators show expected output has been attained?</i>	Sources and means of verification  <i>What information sources for the indicators</i>	Hypothesis/assumptions  <i>What external conditions must be fulfilled to attain expected outputs within project timeframe?</i>
<b>Impact / general developmental objective</b>	The livelihood of the rural communities <u>engaged</u> in NWFPs value chains is improved.			
<b>Outcomes / specific objectives:</b>	<p>1. Economic, social and ecological knowledge on key NWFPs are generated/strengthened and disseminated at the local, national and regional levels</p> <p>2. Targeted communities/ households (at the pilot sites) are successfully organized and engaged in a sustainable management, value addition and commercialization of NWFPs</p> <p>3. Local and national policies, institutions and organizations support the promotion and development of sustainable NWFPs value chains</p>	<p>1. At least one NWFP value chain is fully described and baseline information in each target country is produced</p> <p>2. At least 20% of the target groups are successfully organized and engaged in sustainable management, value addition and commercialization of NWFPs in at least 2 pilot sites per country</p> <p>3.1. At least one national institution and one organization in each country is actively involved in building capacities of SMFEs</p> <p>3.2. At least one policy process is initiated in the field of sustainable development of NWFP value chains</p>	<p>1 Baseline study reports completed.</p> <p>2 Project progress report.</p> <p>3.1 End of project evaluation reports</p>	<p>-No deterioration of political and social stability which disrupts project outcomes and impact</p> <p>-Changes in government personnel does not disrupt project activities.</p> <p>-No catastrophic environmental, social related impacts on the forest resources</p> <p>-Timely implementation by appropriate bodies of legislative, policy and institutional change outside project control.</p>
Outcome 1:Economic, social and ecological knowledge on key NWFPs are generated/strengthened and disseminated at the local, national and regional levels				

Output 1.1: Documentation of sustainable innovative technologies to boost the economic, social and ecological aspects of NWFPs.	1.1.1 Produce detailed baseline studies in pilot locations of NWFPs in each country 1.1.2 Conduct a regional study on production, value addition, commercialization and investment opportunities of selected NWFPs 1.1.3 Review the legal, policy and institutional set up related to the production, use, value addition and commercialization of NWFPs. 1.1.4 Disseminate findings and guidelines at national and regional levels.	At least five baseline study reports and two regional reports -One manual on strategies to improve the marketing of key NWFPs by SMFEs produced and disseminated	Project reports ; End of project workshop ; Field evaluation reports ;	Political and economic stability in the sub-region
Output 1.2. Needs and challenges of selected NWFP enterprises/cooperatives are determined	1.2.1 Analyze the needs and challenges of targeted organizations and services (legal, financial, technical, organizational, etc.) 1.2.2 Analyze the potentials for the certification of targeted NWFPs	- One study report, -One draft scientific publication	Project reports	
Outcome 2: Targeted communities/ households (at the pilot sites) are successfully organized and engaged in a sustainable management, value addition and commercialization of NWFPs				
Output 2.1: The value chains of prioritized NWFPs are strengthened and promoted through capacity development of target groups	2.2.1.Capacity development of target groups (including Trainer of Trainers) involved in the production, value addition and commercialization of selected NWFPs 2.2.2 Identify partnership models to efficiently support the NWFP value chains enterprises/cooperatives and private sector 2.2.3. Disseminate appropriate innovative technologies to strengthen the production, value addition and commercialization of the NWFPs (production and processing techniques, marketing mix, certification etc.) of concerned stakeholders 2.2.4. Organize workshops with relevant stakeholders to share and discuss the results of the capacity development and the technologies disseminated.	-Income generating activities developed for at least five priority NWFPs in the region; - At least two group sales organized per value chain developed and percentage of increased revenue earned increased by 20%; -Market information system put in place and measurable impact (20% increase) on revenue of local actors; - At least two species with initiated certification efforts - One technical note produced and disseminated on improved production, harvesting and value addition techniques of each key NWFP	Project reports ; Baseline reports End of project workshop ; Field evaluation reports ;	-Political and economic stability in the sub-region. - Ease of access to processing technologies by NENA countries.

Output 2.2: Sustainable production, harvesting and value addition techniques are strengthened and disseminated	2.2.1 Develop innovative and/or upgrade processing techniques for targeted NWFPs and disseminate them within the region 2.2.2 Organize field exchange visits on good practices and experience sharing 2.4.3. Monitor and evaluate supports provided to established groups	-At least two nurseries created and functional in each country, -At least 50 nursery operators (men and women) trained on good nursery techniques in each country -At least 50 men and women trained on sustainable harvesting techniques and on improved processing techniques in each country	Project reports, reports and publications of other concerned organizations	-Forest/ tree stocks remain at a level which allows commercial uses.
Output 2.3. Strengthen access to financial services for enterprises/cooperatives	2.3.1 Provision of targeted logistic support 2.3.2 Facilitate access to financial services	- Training workshops -At least 10 new groups or entrepreneurs engaged in businesses based on NWFPs in each country - At least 5 existing groups or producer organizations have enhanced entrepreneurial capacities in each country	Project reports	
<b>Outcome 3: Local and national policies, institutions and organizations support the promotion and development of sustainable NWFPs value chains</b>				
Output 3.1: Policy, institutional and legal contexts for NWFP production, value addition & commercialization in the NENA region are enhanced & adapted to the development of SMFEs	3.1.1. Establish a dialogue platform to discuss national and regional strategies and create a road map for developing a NWFP strategy in the NENA region 3.1.2. Facilitate networking between the public and private sector at regional and international levels 3.1.3 Establish an evaluation system for the actual values of NWFPs in the region	-At least five workshops/meetings organized involving public and private sectors -At least one simplified document (policy briefs, fact sheets or similar) for disseminating the laws and regulations governing the NWFP sector in each country -At least one evaluation report produced	Project reports and publications  Workshop reports	Institutions and stakeholders are interested in the subject and are available to collaborate in the project activities

## ANNEX 2: List of Participants

	Name	Country	Email
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## ANNEX 2: AGENDA OF WORKSHOP

Time	Topic	Chair/Moderator
<b>DAY 1: November 28</b>		
09:00 – 09:30	<b>Registration</b>	
<b>Session 1: Opening remarks and setting the scene</b>		
09:00– 09:10	Welcome Remarks Self introduction of participants	Abdel Hamied A Hamid, Alfredo Impiglia & Julius Tieguhong
9:10 – 9:20	Objectives of the meeting and expected results	Abdel Hamied A Hamid
9:20 – 10:30	Synthesis of the country studies (15 min each)	Tunisia - Lokman Sudan - Tarig Elshiekh Lebanon - Kanje Hamadi (Skype) Algeria - Nedjma Rahmani
10:30 – 11:00	<i>Group photo and Coffee/Tea break</i>	
<b>Session 2: Project rational and introduction of the concept note</b>		
11:00 – 11:20	Summary of countries' presentation; Reflection on Communalities and general discussion on the countries presentations	Julius Tieguhong
11:20 -11:35	Added value of non-wood forest products microenterprises	Julius Tieguhong
11:35 – 11:45	Potential funding sources	Abdel Hamied A Hamid
11:45 – 12:00	Introduction of the NENA concept note on the development of NWFPs-based microenterprises.	Julius Tieguhong
12:00 – 13:30	<i>Lunch Break</i>	
<b>Session 3: Elaboration of the concept note</b>		
13:30 – 15:00	Discuss proposed project framework and agree on project scope, long term impact and outcome	Julius Tieguhong
15:00 – 15:15	<i>Coffee/Tea break</i>	
15:15 – 16:30	Finalization of the project logframe	Julius Tieguhong
<b>DAY 2: June 2</b>		
<b>Session 4: Development of the project document</b>		
9:00 – 9:10	Recap of the first day	Julius Tieguhong
09:10 – 10:30	Work on the development of the project proposal Components 1 & 3: working group 1 Component 2 & 4: Working group 2	Julius Tieguhong
10:30 – 11:00	<i>Coffee/Tea break</i>	
11:00 – 11:30	Presentation and discussion of Working groups work (presented by Rapporteur of each group)	
11:30 – 12:00	List of personnel and technical assistance	Julius Tieguhong
12:00 – 14:00	<i>Lunch Break</i>	
14:00 – 14:30	List of procurement items	Julius Tieguhong
14:30 – 15:30	Draft result-based budget	Julius Tieguhong
15:30 – 15:45	<i>Coffee/Tea break</i>	
15:45 – 16:45	Finalization of project proposal	Julius Tieguhong
16:45 – 17:00	Closure of the workshop	Abdel Hamied A Hamid Alfredo Impiglia