



## Darwin Initiative: Final Report

*To be completed with reference to the “Writing a Darwin Report” guidance: (<http://www.darwininitiative.org.uk/resources-for-projects/reporting-forms>). It is expected that this report will be a **maximum** of 20 pages in length, excluding annexes)*

### Darwin Project Information

Project reference	22-010
Project title	Enhancing management and benefit flows in Vietnam’s wild medicinal products
Host country(ies)	Viet Nam
Contract holder institution	TRAFFIC International
Partner institution(s)	Viet Nam Ministry of Agriculture and Rural Development - Bac Kan Provincial Forest Protection Department, Hanoi University of Pharmacy and DK Pharma/DK Natura (alliance), Viet Nam Ministry of Health – Traditional Medicine Administration
Darwin grant value	GBP 299,755
Start/end dates of project	01 April 2015 to 31 March 2018
Project leader’s name	Rosa Indenbaum
Project website/blog/Twitter	<a href="http://www.traffic.org">www.traffic.org</a> ; <a href="http://facebook.com/trafficsea.gmp">http://facebook.com/trafficsea.gmp</a> ; @TRAFFIC_WLTrade
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## 1 Project Rationale

Viet Nam is home to about 4,000 medicinal and aromatic plants (MAPs), many in significant declines due to a lack of adequate market information, inappropriate harvesting and management practices, insufficient incentives for conservation and weak enforcement and monitoring capacity.

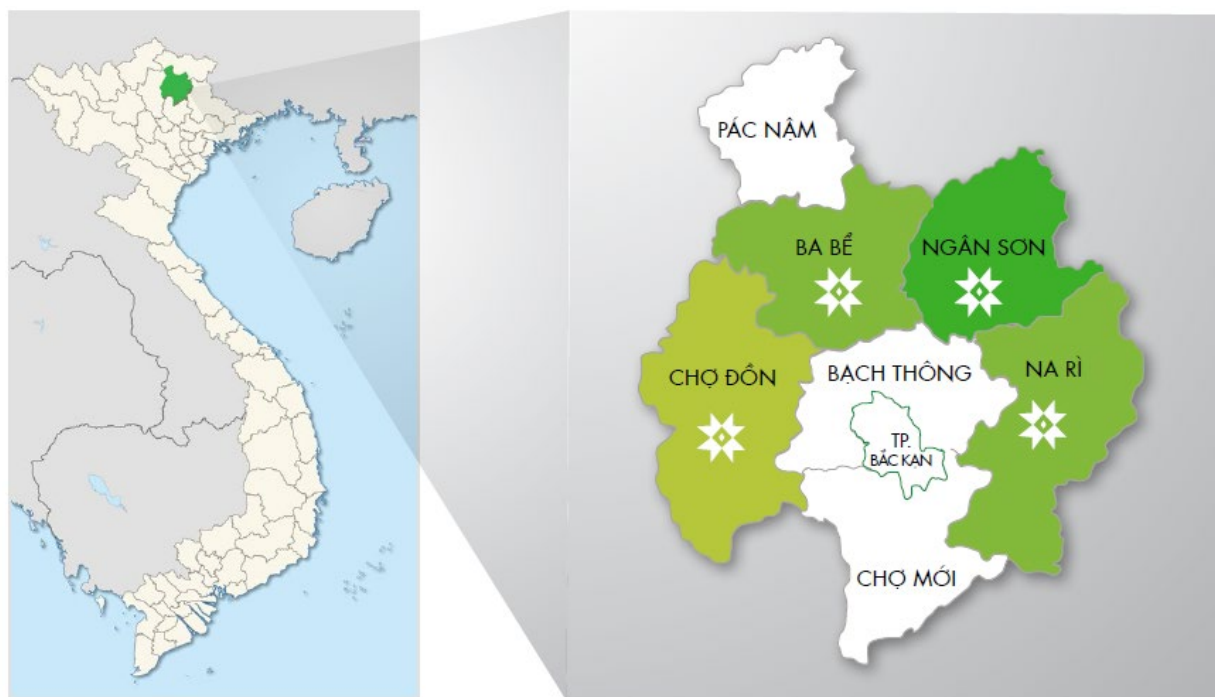
Bac Kan province is an important source of MAPs, which provide critical contributions to health and livelihoods (up to 20% of income) for low-income, rural communities, where the majority of collectors are women from ethnic minority groups. In 2014, the official poverty rate in Bac Kan was 14.24% (national figure: 8.4%). Within the project target groups, among 1011 households in 30 villages, 306 or 30% were living under the poverty line (2015).

Over the past two decades, illegal and unsustainable wild-collection activities at four project sites—mostly buffer zones of protected areas—have led to significant local declines in wild MAP populations. Overharvesting and uncontrolled trade was partly a consequence of insufficient practical experience in sustainable MAP management, and the nature of relationships between collectors and buyers. Improving links along trade chains, coupled with building capacity in sustainable harvesting and equitable trade, were identified as crucial conditions for the conservation of MAPs and improved incomes for local collectors.

TRAFFIC and the Bac Kan Forest Protection Department (BK FPD) have worked in the area since 2011, securing the engagement of communities in sustainable collection and commitments from buyers in purchasing sustainable products. This process also allowed identifying key challenges for the project to address.

Building upon this foundation, the present project, supported by Darwin Initiative was set up to promote the conservation of MAPs by improving links along the trade chain and building capacity of community and government in line with the principles of the FairWild Standard, an internationally-recognized best practice for sustainable use and trade in wild-collected plants.

The project focused on increasing **the income derived from sustainable wild MAP collection for 1000 households** in the buffer zones of the Nam Xuan Lac Species and Habitat Conservation Area, Kim Hy Nature Reserve, Ba Be National Park and Ngan Son district of Bac Kan province.



Project sites in Bac Kan Province

It provided tailored support to implement sustainable production of the following MAPs known to be overexploited in the project areas: *Gynostemma pentaphyllum*, *Cibotium barometz* (CITES Appendix II), *Alpinia* spp. and *Amomum* spp. These were identified through community consultation, trader and manufacturer interviews, and consultations with FPD.

Project partners supported the provision of value-addition mechanisms, ensuring the quality of products while assisting in increased income-generation for local collectors through improved market access and support to certification. DK Pharma/DK Natura (VN) has committed to purchasing *Gynostemma pentaphyllum* in advance of the project launch. Buyers in Vietnam have also offered premium prices for *Alpinia* and *Amomum* produced by the project. The FairWild Standard was used to verify sustainable harvesting and equitable trade, including third-party certification where desired by participating companies.

The project conducted MAP resource inventories and support development of management plans, including population monitoring to verify over-exploitation is reduced and sustainable use achieved.

The project team worked closely with identified stakeholders including 1000 local collectors, traders, processors, product manufacturers and government agencies to **improve market opportunities for selected MAP species enabling the identification and scaling up of successful approaches, partnerships and agreements for sustainable production and supply**. The project activities targeting low-income households, included: support to the registration of local organizations, value chain mapping, links to traders and manufacturers, discussing mechanisms of benefit sharing to receive better price for the wild-sourced products, resource assessments and species specific sustainable harvesting guidelines, processing and marketing of products.

Within the project rationale, a value-chain approach, encouraging community-based management, was viewed as an important mechanism to increase market access for products while sustainable harvesting and trade of MAPs can provide homegrown jobs that encourage independence and economic growth. Activities that generate additional income for local communities from alternative forest uses were seen as an important incentive for species conservation to stimulate community support for the sustainable management and conservation of forests.

The project implemented a voluntary sustainable production scheme implemented by local collectors. Training materials were developed and delivered to ensure local communities and manufacturers understand FairWild Standard and certification requirements. Technical support was also provided to implement a benefit-sharing mechanism.

The project entailed strong collaboration with governmental agencies, by building their capacity, strengthening their leadership and delivery of CITES and CBD commitments.

## 2 Project Partnerships

The original partners of this project were: TRAFFIC, the Viet Nam Ministry of Agriculture and Rural Development - Bac Kan Provincial Forest Protection Department, an alliance between Hanoi University of Pharmacy and DK Pharma/DK Natura, and the Ministry of Health – Administration of Traditional Medicine (ATM).

TRAFFIC provided overall project coordination and implementation; Bac Kan FPD supported the community linkages, development of species management plans, and training; DK Pharma provided technical support on quality of products and value-chain development; and the Traditional Medicine Administration will provided policy leverage and up-scaling in Vietnam.

The Ministry of Natural Resources and Environment (MONRE) - Biodiversity Conservation Agency (BCA) was added to the project as a partner later (2017). Informal partners of the project included: the NGOs GreenViet and the BioTrade Implementation Group (BIG). Further collaborations e.g. with the Viet Nam Chamber of Commerce (VCCI) were activated for the delivery of particular project activities.

The Bac Kan Provincial Forest Protection Department (FPD) was heavily involved in the project planning and decision making as the relevant authoritative body for the activities in Bac Kan Province. In July 2016, Mr. Nguyen Huu Thanh replaced Mr. Hai as the director of FPD and leader of the project implementation board. This change request was approved by Darwin Initiative. This personnel changeover required additional partnership management from the implementation team to ensure timely delivery of outputs and activities. Mr. Thanh ultimately proved to be supportive of activity implementation and responsive to recommendations although most communication was through Mr. Thanh's staff. FPD was the correct partner for this project in terms of authority, despite their original lack of expertise in certain areas relevant to the project including marketing, product development, implementing training course, and linking up with cooperatives/groups. These issues were dealt with via close collaboration with TRAFFIC team in Viet Nam. On May 9, 2018 (after the formal project end) TRAFFIC was informed by the Bac Kan FPD of an unforeseen underspent funds under this project. Bac Kan FPD formally notified TRAFFIC that this underspend was a result of "some expenditure items

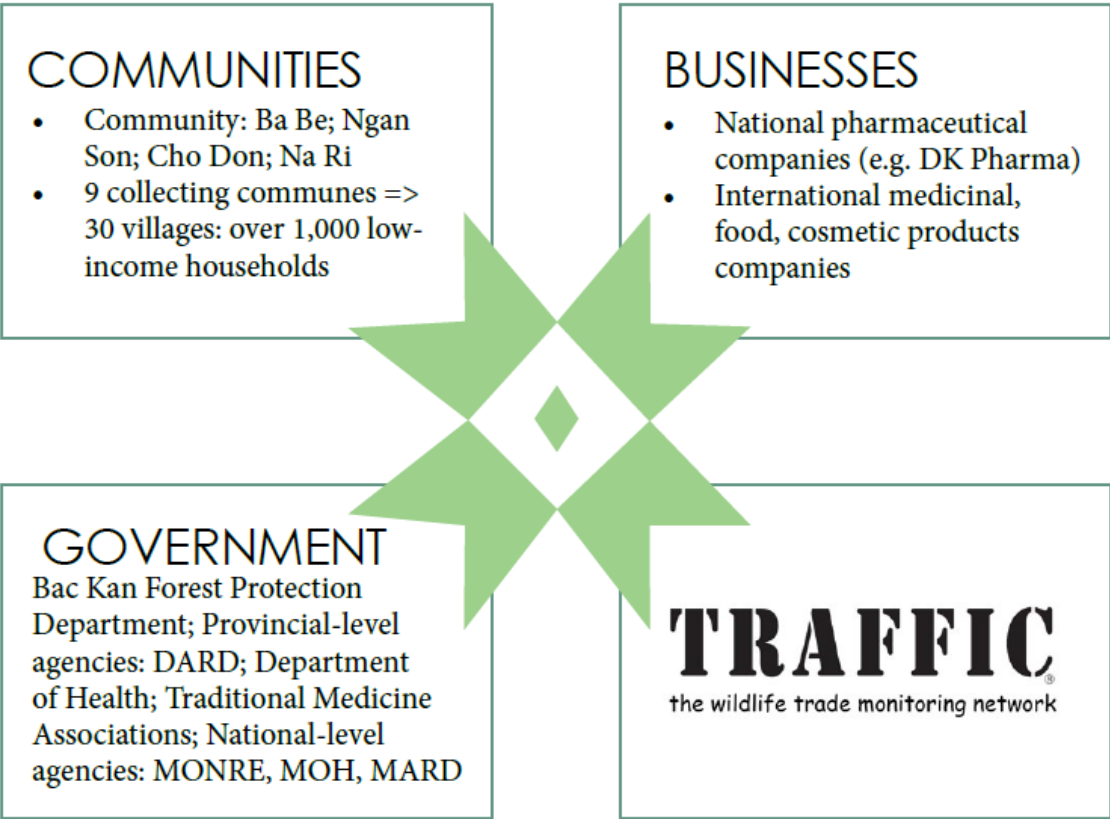
that were not spent reasonably, leading to invalid financial documents.” However, all activities related to this underspend were fully completed. TRAFFIC had no prior knowledge of this underspend. Darwin Initiative was notified of this issue in the budget change request submitted on May 31, 2018, which was then subsequently approved.

TRAFFIC signed a project partnership agreement with the Biodiversity Conservation Agency (BCA) in January 2017 (SD1.1) and a collaboration agreement with ATM in October 2016 (SD#), enabling the participation of national-level institutions in the project implementation. This created the opportunity for engagement of the government (BCA and ATM) for policy advocacy and input into regulatory frameworks supporting sustainable harvesting of MAPs, the quality of traditional medicine products, and possible replication of the project concept in other provinces.

In Year 2 a contract was signed between DK Natura and the Xuan Lac group for trade in Jiaogulan (SD3.1). A change in management of DK Pharma impacted their commitment to the project, however DK Natura continued engagement through the end of the project and that DK Pharma attended one event in Year 3. Several other businesses have engaged in the development of commercial partners with the harvesting communities.

The informal partners, GreenViet and BIG, provided expertise. GreenViet conducted the training sessions on Asset Based Community Development. BIG lent their expertise to the MAPs policy review in November 2016 (Study Report: Review of policies for medicinal materials development based on the FairWild standard and the legality framework for non-timber forest products in Viet Nam) and worked on the One Commune One Product plan.

Partners are likely to keep in touch, including corporate and cooperatives/groups interested in continuing trading relationships. It also includes potential partners that were introduced to the project and are interested in additional information – even those interested in cultivation rather than wild-sourced ingredients could be potential collaborators in the future. The project team further explores the potential for the follow-up activities with the project partners, including through joint project fundraising. Particular opportunities include the development of an enabling policy environment, replicating the community sustainable wild-harvesting model (in collaboration with the Forest Protection Department), as well as advocating for the uptake of the FairWild Standard by businesses in Viet Nam (e.g. in collaboration with VCCI and other relevant stakeholders).



## 3 Project Achievements

### 3.1 Outputs

The following outputs were put forth in the application:

Output 1: The feasibility and benefits (financial, product quality and conservation) of applying the FairWild Standard to wild MAP harvest clearly demonstrated in a value-chain approach.

Output 2: Sustainable use strategies and management plans (species and area) designed and operational for target MAP species harvested at the project site.

Output 3: A mechanism for scaling up application of the project model and results established and an enabling environment created in other areas.

The project **substantially achieved all outputs based on the indicators for success**, as follows (see the references to the supporting documents in Annex 2 of the report):

**Output 1:** By the end of the project, 1,060 collectors', and buyers were engaged on sustainable supply chain practices, fulfilling Indicator 1.

Multiple trading agreements (both formal and informal) between buyers and local collectors were established using FairWild standards as a framework, fulfilling Indicator 2. This includes in particular the three-year trade agreement between the Xuan Lac group and DK Natura, which included the commitment to sustainable sourcing and the mark-up of price for the Jiaogulan trade. Further, two purchasing contracts were signed between DK Natura and Bao Chau cooperative for the trade in Jiaogulan, *Zingiber cassumunar*, and *Heliciopsis lobata* with the intent to produce a large volume of product. Bao Chau cooperative also ventured into an international trade agreement with Indian company.

Product trade under these agreements is ongoing, in fulfilment of Indicator 3.

**Output 2:** A species and area management plan for the target species of the project was developed and approved by provincial authorities, fulfilling Indicator 1. This was achieved by the end of Year 3 of the project. This project delay (originally intended to be completed by the end of Year 2) was due to extensive time needed for review and revision, as well as satisfying the required administrative procedures.

The training workshops reached 1,060 local collectors, fulfilling the Indicator 2 (1,000 collectors) under this project.

These collectors continue to use sustainable harvesting practices and, since the approval of the species and area management plan, will implement those practices within a larger conservation framework (Indicator 3). An additional new opportunity to ensure the sustainability of these activities was pursued through the support to the development of the One Commune One Product plan, which integrates the sustainability provisions of the project.

**Output 3:** The project team engaged government agencies early on, signing partnership/collaboration agreements with the MOH and MONRE. In Year 2, policy interventions and opportunities for replication were identified. In Year 2 and Year 3, these opportunities were acted on (Indicator 1). In particular, the project experience and the replication of the FairWild implementation experience was recommended in the policy workshops held by the government agencies, as well as in the corporate environment, through the business training conducted in collaboration with VCCI, which led to the national Vietnamese companies' interest in FairWild Standard and certification scheme.

A policy review of non-timber forest product legality and FairWild frameworks ultimately resulted in a proposal to the MOH to integrate FairWild principles into Circular 14/2009 (Indicator 2). Recommendations were submitted to utilize the FairWild standard as the best practices framework for a new piece of legislation, Decree 59/2017/ND-CP. The review of that Decree is still ongoing (Indicator 2).

### 3.2 Outcome

Outcome: Improved market opportunities and skills in sustainable harvesting practices for wild MAPs increases income of 1,000 low-income households in Viet Nam by 20%, reduces overexploitation and provides models for replication.

The outcome stated in the beginning of the project was achieved. Based on the final evaluation, income from MAPs increased 31.2% in target districts for 1,060 households. There is also an evidence of the improved harvesting and trade practices, leading to the reduction of overexploitation. The project provides continuous model for replication.

See below information to substantiate these statements.

Indicator 1: By March 2017, 1000 households from the project site participate in project training and other relevant activities and demonstrate knowledge of sustainable harvest practices, increasing from 100 at project start.

- This indicator was met (100%) with at least 1,060 collectors participating in trainings and other activities. Note that in the Year 2 Annual Report TRAFFIC clarified that the number of collectors would be treated as equivalent to the number of households. The participation of 1,060 collectors can be seen in various training reports (example: SD2.1), photos in Annex 7, and membership/registration forms from local groups/cooperatives (SD2.2). TRAFFIC encountered some challenges in reaching this target, including attendance by some individuals at multiple training activities (noted in Section 3.1) and the timing of the events (scheduled outside of harvesting season, but also coinciding with the time that many people seek employment outside the village). Additionally, in the third year there was an unusual amount of rain prior to and during the training workshops. This made it difficult for trainees to travel to the training sites due to mudslides and impassable roads. However, the goal of reaching 1,000 collectors was met and exceeded.

Indicator 2: By March 2017, market intelligence provided and MAP value-addition mechanisms in place and accessed by 1000 local collectors.

- This indicator was fully met. Research on national and international market access was conducted (SD4.2), the FairWild/EU organic verification report (SD4.1), a species resource inventory was conducted (SD4.1), processing equipment was purchased and installed (SD3.3), a report on access and benefit sharing was carried out (SD4.5), and numerous meetings were held between collectors and companies.

Indicator 3: By March 2018, the income derived from sustainable wild collection of selected MAP species increases by 20% for 1000 local collectors (baselines set in Year 1 through household baseline surveys; progress measured mid-way and in the end of project).

- This indicator was fully met. A final income assessment conducted in Year 3 showed a 31.2% increase in income from MAPs for the project area (SD5.3) over the income from the baseline survey (SD5.1), estimated via the household surveys. The Mid-term qualitative evaluation provided insight in the non-monetary benefits from the project activities (SD5.2). Agreements (formal and informal) were made between local collectors and corporates for purchase and trade (e.g. SD3.1; SD3.2)

Indicator 4: By March 2018, target MAP species monitoring based on developed species and area management plan show reduced overexploitation

- This indicator was met. A species resource assessment was conducted in Year 1 (SD4.4). A species and area management plan was drafted in Year 2, based on the results of the resource assessment, and approved by authorities in Year 3 (SD6.4). The Management Plan includes a product development plan for target MAP species (SD6.5). These documents provide the framework for reducing overexploitation.

### 3.3 Impact: achievement of positive impact on biodiversity and poverty alleviation

Impact statement from the project application form: Increased livelihood benefits for low-income forest-dependent, ethnic minority groups in northern Vietnam through sustainable harvesting and equitable trade in medicinal and aromatic plant resources, contributing to improved environmental governance.

The project contributed to this high-level impact in the following way.

A least 893 low-income, rural, ethnic households or 1,060 collectors were reached during the life of this project. These households were trained on sustainable harvesting of wild-MAPs as well as business acumen related to the buying and selling of MAPs. Ultimately, these households experience a 31.2% increase in income derived from wild-MAPs. The sustainable harvest techniques they obtained during the project can be applied not only to the target species of the project, but to other non-timber forest products. Additionally, the concepts of long-term conservation and fair trade (access and benefit sharing, fair pricing, certification) can flow into other business aspects of the communities. This project has stabilized and increased MAPs-related income for these communities leading to a more secure income for forest-dependent residents.

In addition to increased MAPs-related income, this project also produced a species inventory of target MAP species and a species and area management plan for Bac Kan province, both of which will lead to biodiversity conservation. The SMP will be used in the long term as an example for provincial leaders and national decision-makers to improve resource management plans in Viet Nam and ensure the sustainability of wild-MAPs collection as a source of income for local collectors. In the development of these documents, local authorities also gained knowledge and familiarity with conservation and sustainable use of MAPs. National authorities were also engaged and supportive of this project, including BCA and TMA.

With the support of stakeholders, Bac Kan FPD developed a management plan for target species and protected areas. The Species Management Plan (SD6.4) This management plan is established to create a set of management tools for all the stakeholders on the harvesting, preliminary processing, processing, producing and trade of products made from *Jiaogulan* *Gynostemma pentaphyllum*, Woolly fern *Cibotium barometz*, *Amomum* spp and *Alpinia katsumadai* Hayata in Bac Kan. The Plan covers all aspects of the value chain and addresses stakeholders such as households, interest groups, co-operatives, and companies as well as supporting organizations like district People's Committees, Department of Forest Protection, Forest Protection Stations, the Management Boards of Nam Xuan Lac and Kim Hy Natural Reserves, non-governmental organizations, universities and research institutes. The final target of the management plan is to ensure the sustainability of harvesting, preliminary processing, processing, producing and commercialization and to ensure benefit sharing.

Local collectors now have knowledge and experience on sustainable use of their wild resources, they know the sustainable harvesting process for wild-MAPs, which contributes to the long-term conservation of natural resources. Bao Chau Cooperative and Xuan Lac group in particular have increased market access for the MAP products, although all households in the project area have seen an increase in income.

TRAFFIC and the Bac Kan FPD, as well as other branches of government, implemented a number of activities based on FairWild Criteria aimed at maintaining the long-term sustainable use of wild MAPs. These activities became a model that was then scaled up into the development of One Commune One Product Plan (SD6.3.1), including the OCOP-MAPs plan and the OCOP Product development plan.

On the national level, the project engaged with MARD, MONRE and MOH analysing existing gaps in government policies and regulations. These government agencies, in conjunction with the project team, began to work on incorporating the aspects of the FairWild principles and sustainable harvesting and trade in national policy (such as GACP and Circular 14/2009/TT-BYT). A number of business capacity-building events were delivered to raise the awareness and the understanding of the urgency for private sector to take on in this sector, leading to interest in the follow-up work and FairWild uptake.



## 4 Contribution to Darwin Initiative Programme Objectives

### 4.1 Contribution to Global Goals for Sustainable Development (SDGs)

This project contributed to the following SDGs: SDG 1 Poverty (1.1, 1.2, 1.4, 1.5), SDG 2 Food (2.4, 2.5), SDG 3 Health, SDG 5 Women (5.5), SDG 8 Economy (8.2, 8.3, 8.5, 8.7, 8.8), SDG 10 Inequality (10.1, 10.2), SDG 12 Consumption (12.2, 12.6, 12.7, 12.a), SDG 15 Ecosystems (15.2, 15.4, 15.5, 15.6, 15.7, 15.c), and SDG 17 Sustainability (17.17). These contributions include following details.

**SDG 1. Poverty:** During the life of the project income from wild-MAPs collection increased by 31.2 % for 1,000 households. The project assisted in the drafting and finalization of the MAPs portion of the One Commune One Product development plan, a plan focused at improving economic development related to six areas in the province.

**SDG 2. Food:** Project contributes to the uptake of sustainable wild plants harvesting and equitable trade practices; in the long-term ensuring the survival of wild foods and crop wild relatives. Medicinal plants further provide complementary income improving inter-seasonal food security for households with limited access to land, and particularly in seasons in-between harvests and when crops yields are low.

**SDG 3. Health:** Many of the medicinal plants harvested by the target communities are used in Vietnamese traditional medicine; project contributes to the survival of these healthcare practices and resources on which they depend.

**SDG 5. Women:** Majority of wild-harvesters involved in the project are women and project contributes specifically to their empowerment. Engagement in decision-making and resource management will empower women and ethnic minorities - the main medicinal plant collectors. Collector registration with the Forest Protection Department supporting the right to harvest legally and sustainably will contribute to sustainable livelihoods. A more enabling policy environment prioritizing sustainable MAPs co-management will recognize the role of harvesting communities and practical approaches to benefit-sharing.

**SDG 8. Economy:** The project built the capacity on medicinal plants quality and value-addition, directly influencing selling prices and income-generation. Long-term commitments from trading partners contributes to reducing communities' vulnerability. Committed industry partners with relevant technical expertise supported quality assurance, value-addition and market access.

The project supported the implementation of value-addition mechanisms (processing, and potential future certification), creating additional economic benefit flow mechanisms to communities and facilitating industry engagement.

Employment opportunities for ethnic minorities and women, who typically lack secure access to land and therefore rely on forest resources for raw materials and income, were increased through establishing local organizations; negotiation and trading skills; and supporting fair trading relations. Engagement in decision-making and resource management empowers women and ethnic minorities - the main wild-collectors. Collector registration with FPD supporting the right to harvest legally and sustainably will contribute to sustainable livelihoods. A more enabling policy environment prioritizing sustainable MAPs co-management recognize the role of harvesting communities and practical approaches to benefit-sharing.

The project is using the FairWild Standard as a guiding framework for activities implementation. Respect for customary rights, traditional knowledge, and access and benefit-sharing, limiting child labour in wild-harvesting, are its key principles. It prevents discrimination based on race, colour, ethnic origin, religion, gender or political opinion and is implemented in vast number of countries around the world.



SDG 10. Inequality: The project contributes to the increased incomes of low-income households in Viet Nam (poverty rate in Bac Kan was double the national average in 2013) through the improved market opportunities and skills in sustainable harvesting practices

The project supported the implementation of value-addition mechanisms (processing, and potential future certification), creating additional economic benefit flow mechanisms to communities and facilitating industry engagement. The project is using the FairWild Standard as a guiding framework for activities implementation. Respect for customary rights, traditional knowledge, and access and benefit-sharing, limiting child labour in wild-harvesting, are its key principles. It prevents discrimination based on race, colour, ethnic origin, religion, gender or political opinion and is implemented in vast number of countries around the world.

Employment opportunities for ethnic minorities and women, who typically lack secure access to land and therefore rely on forest resources for raw materials and income, will be increased through establishing local organizations; negotiation and trading skills; and supporting fair trading relations.

SDG 12. Consumption: Project promoted the uptake of the sustainable wild harvesting and equitable trade practices in wild-harvested plants as its core activity and output. This includes worked with companies in Viet Nam and in the main consumer markets encouraging the uptake of the responsible sourcing practices through the supply chains. Project also engaged government agencies to support the development and implementation of policies enabling sustainable wild-harvesting practices and resource management, including by companies.

SDG 15. Ecosystems: During the life of the project a resource assessment was conducted that identified the natural distribution of key relevant species in the project sites and sustainable harvesting quotas. This resource assessment was used as a foundation for the Species and Area Management Plan (promoting sustainable use of target species). Some of the medicinal plants harvested in project area are illegally traded internationally. Projects supported increasing understanding of this trade and the implementation of measures in support of transparent sustainable use and trade.

SDG 17. Sustainability: This project successfully brought together public and private partners and encouraged multi-stakeholder engagement to reduce the overharvesting of MAP resources based on FairWild principles. It encouraged Project the multi-stakeholder implementation towards resolving the issues which are of multi-stakeholder character by their nature.

#### **4.2 Project support to the Conventions or Treaties (CBD, CITES, Nagoya Protocol, ITPGRFA)**

This project contributed to Viet Nam's delivery of the CBD, Nagoya Protocol and CITES. Project partners disseminated the concept of sustainable use of biodiversity and equitable benefit sharing of MAP resources in project workshops, meetings, trainings and events.

**Nagoya Protocol:** The project supported the delivery of Articles 5, 6, 7, 9, 15 and 17 by showcasing a practical model of a benefit-sharing mechanism. TRAFFIC supported Biodiversity Conservation Agency (BCA), the Vietnamese agency responsible for implementing the Nagoya Protocol, in reviewing the interface of current access and benefit sharing (ABS) implementing guidelines and FairWild Principles. A consultative workshop co-hosted by BCA and TRAFFIC was held to inform the public and government agencies of the applicability of the FairWild Principles to the national implementation of the Nagoya Protocol in Viet Nam.

At the workshop, ABS requirements and FairWild Principles were introduced, and the recommendations of the review were shared with attendees. In January 2018, BCA began the review process for the Decree 59/2017/ND-CP based on actual implementation on the ground and feedback collected in different consultative events both at national and local levels. It was reported that BCA will roll out an updated version of the Decree by end of 2018 These activities contributed to the adjustment of the ABS guidelines for better implementation of the Nagoya Protocol by Viet Nam.

**CBD:** Opportunities were explored to provide input into the update of Viet Nam's National Biodiversity Strategies and Action Plans (NBSAPs). The project experience was included in a report to the 1<sup>st</sup> Meeting of the Subsidiary Body on Implementation (May 2016), supporting the delivery of the CBD's Global Strategy for Plant Conservation (GSPC). The project activities directly contributed to all CBD Objectives with a particular focus on sustainable use of biodiversity and equitable benefit sharing. The Project also contributed to the implementation of the Aichi Targets 4, 14, 16, 18; and Targets of Objective III of GSPC. The project lessons learnt will be presented at the relevant side-events of the CBD CoP14, planned for November 2018, and included in the GSPC 2020 reporting.

**CITES:** TRAFFIC's Non-Detriment Findings guidance, piloted in Viet Nam on cycads in 2012 and since used by CITES authorities in Viet Nam for various taxa. The pilot in Viet Nam also led to further development of NDF guidance for perennial plants and its launched at the most recent CITES Conference of Parties. The FairWild Standard and the Darwin Initiative project experience was further used and highlighted in the preparation of [the study \*The applicability of traceability systems for CITES medicinal plants with a focus on the Greater Mekong countries\*](#), presented at a workshop prior to the CITES CoP17, as well as CITES Plants Committee in 2017. The project experiences was also used and presented as a case-study at a workshop entitled [Beyond Enforcement: Engaging Communities in Combatting Illegal Wildlife](#) held by IUCN, IIED, TRAFFIC and others, in advance of the Hanoi Conference on Illegal Wildlife Trade in November 2016 in Hanoi, Viet Nam (as a follow-up on CITES resolutions).

### 4.3 Project support to poverty alleviation

Project interventions addressing poverty alleviation were linked to income, health, employment, empowerment, food security and vulnerability of communities.

**Income:** A 31.2% increase in income from wild MAPs was reported by the end of the project in the four sites. The project reached at least 893 low-income households and trained 1,060 harvesters on sustainable practices and fair trade. The project focused on the quality of MAPs products, improving quality by encouraging processing and semi-processing as well as packaging for longer shelf-life of the products. The improved quality lead to higher market prices. The project also supported the development of product certification which now command a higher market price, leading to increase economic benefit flows to the community.

**Health:** The sustainable use and trade in MAPs has helped ensure the long-term availability of medicinal resources that the target communities use for their own healthcare needs, in addition to trade.

**Employment:** This project provided employment opportunities for harvesters in Bac Kan Province, the majority of whom are ethnic minority women. Previous MAPs harvesting and trade was inconsistent and irregular. This project worked to create a situation in which harvesting and therefore incomes derived from harvesting of MAPs was more consistent and garnered larger incomes, which in turn makes it a desirable form of self-employment. Furthermore, all participants in the workshops, events, study tours, etc. were able to work on negotiation and trading skills.

**Empowerment:** A significant portion of this project focused on empowering women and ethnic minorities. As most of the collectors are women and all households involved were ethnic minorities, the project empowered these groups in terms of their understanding of resource management and engagement in decision-making related to MAPs trade.

In Year 3 TRAFFIC also worked closely with the Bac Kan FPD to encourage higher female attendance at the workshops, something that required additional attention given the cultural context of women being unable to easily travel to the workshop location and being the primary caregivers of children. TRAFFIC and Bac Kan FPD co-hosted a Celebration of Women's Day event specific to acknowledge and empower female collectors (see 4.4). This activity was an example of the project's adaptive management, as it was recognized that despite the fact that women played key role in wild-harvesting and processing, their engagement in project activities (including trainings) was limited. This event, focused on women, led to a higher rate of participation in the follow-up training events. The villages and the province were also empowered, drawing a sense of pride from their MAPs trade.

**Food Security:** A by-product of the increased income derived from MAPs obtained in during this project is an increase in food security for the households with limited access to land. In particular, the increase in income from MAPs can contribute food security in between harvest seasons.

**Vulnerability:** This project created direct trading relationships between the communities and trading partners. These kinds of relationship reduce communities' vulnerabilities in that they can contact and negotiate contracts directly with the companies.

#### **4.4 Gender equality**

The project supported greater gender equality in rural communities by increasing benefit flows and empowering female collectors. In the project area, women and ethnic minorities represent around 90% of the collectors of wild MAPs. Their empowerment was key to the success of the project. The project staff actively encouraged the participation of women in all aspects of the project.

In 2018, TRAFFIC and Bac Kan FPD co-hosted a National Women's Day celebration to honour the role of women and their families in wild MAPs collection and conservation as well as local economic development. A total of 25 women attended the event, representing the collectors' cooperatives and groups, the four target districts, local authorities and DK Natura. Several women spoke at the event about their experiences and knowledge of MAPs harvesting, highlighting their role and economic contribution towards the local economy. This activity was an example of the project's adaptive management, as it was recognized that despite the fact that women played key role in wild-harvesting and processing, their engagement in project activities (including trainings) was very limited. This event, focused on women, led to higher rate of participation in the follow-up training events.

By the end of the project, 415 women were trained in FairWild principles for sustainable wild-harvesting and fair trade, and 70 have registered as the members of cooperatives or groups. Four of them became trainers themselves. One member in particular, Ms. Chu Thi Thap, of the Xuan Lac cooperative, took on a leadership role encouraging other women to participate and engage in the project. Five women collectors participated in the exchange learning visit to Lao Cai Province in 2016 and two women collectors participated in the exchange learning visit to Quan Ninh Province in 2018.

Attention was also placed on the diversity of attendees, particularly age. Both older and younger people were present at the trainings and activities during the training courses were suitable for all ages. Within TRAFFIC project team, efforts were made to achieve gender balance in the project team. Two local female project officers, Nguyen Mai and Nguyen Thuy, worked heavily on the project management and implementation.

#### **4.5 Programme indicators**

- **Did the project lead to greater representation of local poor people in management structures of biodiversity?**

This project helped local harvesters become leaders in groups/cooperatives, assisting them in developing the management and business acumen skills to succeed in the group/cooperative structure. The project also brought about the representation of local people in business meetings with national companies. Both local collectors and local officials were involved in the development of the Species and Area Management Plan, a long-lasting management structure for biodiversity in the province. Furthermore, the provincial FPD officers engaged in this project are locals from the province of Bac Kan. Thus, their skill development was not only development of local authorities, but also of local people.

- **Were any management plans for biodiversity developed?**

Yes. A Species and Area Management Plan was developed during this project.

- **Were these formally accepted?**

Yes. The Species and Area Management plan was accepted and approved by authorities in Year 3.

- **Were they participatory in nature or were they ‘top-down’? How well represented are the local poor including women, in any proposed management structures?**

Both local collectors and local officials were involved in the development of the Species and Area Management Plan through a participatory process led by a team of experts from Ha Noi University of Pharmacy. This began with a resource inventory including mapping the distribution of species that was carried out not only with the participation of the communities but relying heavily on their knowledge of the areas and species. This inventory was then used as the basis for the draft species and area management plan, which was developed with the input of the harvesting organisations. The draft plan was reviewed by project partners, including local FPD and was then revised to reflect comments. Female harvesters were involved to the extent that the drafting team consulted with the cooperatives/groups.

- **Were there any positive gains in household (HH) income as a result of this project?**

Yes. Reported increase of 31.2% in household income gained from wild-MAPs collection.

- **How many HHs saw an increase in their HH income?**

1,000 households [based on a representative sample size of 275 households surveyed (SD5.3)]

- **How much did their HH income increase (e.g. x% above baseline, x% above national average)? How was this measured?**

Reported increase of 31.2% in household income gained from wild-MAPs collection over the baseline figures. This was measured using both quantitative and qualitative measures. Baseline data were based on the household survey method, while the mid-term qualitative study use the most significant change (MSC) methodology. The final survey methodology used both a quantitative survey and the MSC methodology. More detail can be seen in Annex 2.

#### **4.6 Transfer of knowledge**

The project transferred knowledge to practitioners, policy makers and the general public through various channels. An article was published in the TRAFFIC Bulletin, an authoritative publication on wildlife trade that is shared with a broad readership. The overall outcomes and highlights of the program have been compiled into a final publication (dual language) to be shared with all stakeholders, industry, local government, and interested parties (SD6.2).

Project results were shared targeted and expert audience by way of: a report submitted to the 1<sup>st</sup> Meeting of the Subsidiary Body on Implementation for the Convention on Biological Diversity's Global Strategy for Plant Conservation; submission to a study titled *The Applicability of Traceability Systems for CITES Medicinal Plants with a Focus on the Greater Mekong Countries*; presentation at the IUCN World Conservation Congress (Activity 3.5); presentation at BioTrade stakeholders forums (Activities 3.2 and 3.3).

No formal qualifications stemmed from this project.

#### **4.7 Capacity building**

The program officers that implemented this project were all local staff: 2 women (Thuy Thanh Nguyen, Mai Thi Nguyen) and 3 men (Cuong Ba Nguyen, Khuong Hoai Nguyen, Cuong The

Nguyen). Some of the program officers came to TRAFFIC with experience in MAPs, while others build this expertise on the job. For example, Khuong had experience working with communities in rural areas of Viet Nam, but was able to grow his network to include people working on medicinal plants. Cuong The had extensive field work experience working on MAPs and NTFPs, but was new to the FairWild Standard.

Staff members of local partners, such as Bac Kan FPD, were mostly men but all staff were new to the idea of FairWild.

## **5 Sustainability and Legacy**

Tangible project resources that will extend beyond the life of the project is the equipment purchased by FPD for the collectors. This included herbal dryers, cutting machines, nylon bags, boots, knives, facilities that were built, and other items. Equipment was purchased each year of the project and TRAFFIC assisted in ensuring that it was up and running. A full equipment and materials list can be seen in SD3.3.

Another tangible resource that will continue being used beyond the life of the project is the Pocket Guide. The Pocket Guides were distributed in hard copy at all the training workshops. These guides were made on durable, heavy paper for use in the field. It is anticipated that collectors will continue to use them.

In terms of policy impacts, the project saw an analysis of gaps in policies and laws that address harvesting of forest resources (including MAPs). Based on this analysis and consultative workshop, ATM later proposed that the Ministry of Health integrate FairWild principles in Circular 14/2009. Recommendations were also made to use FairWild principles as the best practice framework for implementing the new Decree 59/2017/ND-CP. These formal recommendations were shared with the government and it is anticipated that they will be considered in the formal review of the decree. Additionally, the OCOP plan, inclusive of the MAPs-OCOP plan and the MAPs Product Development Plan, was approved in Year 3 and will be implemented in 2019. Lastly, the Species an Area Management Plan will help lead the province towards the stabilization of medicinal and aromatic plant species in Northern Viet Nam.

In carrying out the policy improvements and inputs listed above, the Bac Kan province greatly improved their capacity for environmental governance, particularly as it relates to MAPs trade. They, and the residents of the area, have been directly exposed to national and international conservation measures and harvesting techniques.

In Year 3, project stakeholders began to take the lead on developing trade relationships. Examples of trade agreements include the agreement between DN Natura and Bao Chau, Bao Chau cooperative and the hospital (in development), and Bao Chau cooperative and an Indian importing company. Following the completion of the project, further enquiries into the sustainability of (potentially FairWild-certified) Jiaogulan were received and this engagement is ongoing. TRAFFIC remains in contact with the trained companies (via a VCCI-facilitated workshop), e.g. TH Herbals., JSC about their potential interest in FairWild certification in the long term.

The TRAFFIC project officers completed their contracts on 31 March 2018 on the date this project closed. TRAFFIC remains engaged with them, via the Senior Programme Officer and the Medicinal Plants Technical Lead, and continues to seek further funding for follow-up work. Many project staff remain on board, such as those at FPD and other partners. In addition, the trading relationships fostered during the project between corporates and communities remain strong.

Another aspect of sustainability lies in the selection of project partners. TRAFFIC deliberately chose project partners (e.g. FPD, DK Pharma, government Ministries) that will remain in place after the project's completion allowing follow-up on the project activities. TRAFFIC will continue

to seek further opportunities to continue work on wild-MAPs trade in Viet Nam through these partners and others.

## **6 Lessons learned**

Worked well: the project allowed and encouraged building strong partnerships with local authorities. It steered partnerships in the right direction for sustainable management of MAPs and improved livelihood development. The project built capacity and awareness for MAPs harvesters and set up successful trading relationships. By using participatory approaches, the project successfully developed a robust species and area management plan that incorporates the knowledge of local harvesters as well as national level experts. The 31.2% increase in income derived from MAP trade is a testament to the success of the project overall. Using the FairWild Standard as a framework around which to build activities was successful in that it was able to show how individual activities were supporting and building on a greater effort – that of working towards an international standard.

Didn't work well: Finding the appropriate time to engage companies with cooperatives/group was tricky as many activities ran simultaneously. For instance, corporate partnership development ran in parallel to training groups/cooperatives on business acumen and trade negotiation. At times, it is possible that trade relationships were attempted before both sides were fully prepared to take full advantage. Additionally, retaining TRAFFIC staff proved to be a challenge with a changeover occurring in both the project officer positions and the senior programme officer position.

If repeated, most of things would have been done the same way. It may have been an idea to have an additional staff member (e.g. of TRAFFIC, or another local NGO) in the field (Bac Kan) full-time throughout the life of the project, to further support the FPD capacity-building and the implementation of project activities on the ground. The main office in Hanoi, however, was essential for the coordination of the implementation in the field and at the national level.

TRAFFIC would recommend that similar projects extend the timeline for project implementation. Activities, particularly those related to the Species and Area Management Plan and other policies took longer than anticipated due to slow moving nature of the government review and approval processes. Additionally, or alternatively, TRAFFIC would recommend selecting a location for this kind of project in which some of the scientific research (species inventory) or policy advocacy (development and applicable of sustainable management practices) has already been done or introduced., i.e. a location in which these concepts are already familiar to both local people and local authorities.

TRAFFIC would recommend that other undertaking similar projects consider formalizing partnerships with multiple government agencies. There were times in this project where the engagement of other government authorities would have helped to achieve the same goals while allowing for more flexibility (procedures, protocols and priorities differ from agency to agency). Playing to the strengths or applicable of multiple government partners could leave to more efficient progress.

In terms of project administration, one lesson learned was to manage the expected time needed to build the capacity of local partners, and in particular the government agencies (like FPD). In this project, TRAFFIC subcontracted FPD for a range of agreed activities. In the beginning this was easier to instigate the carrying out of activities, but on the back end of the project years it was a lot more work to ensure all receipts and invoices were properly catalogued.

Another lesson learned was that the procedures for formalizing collectors' groups were not clear or straightforward. These procedures (and identifying the person or party responsible for each) took more time than expected. In addition, although at the outset the goal was to formalize collectors into any number of entities (groups, cooperatives, etc), it became clear that the benefits of a legally registered cooperative were much greater than a group. However, as the procedural aspects became clearer, it was soon realized that upgrading groups to cooperatives was a huge undertaking, one which many of the groups were not ready for in terms of expertise and management skills.

While the international market access assessment (SD4.3) indicated possible markets for the target MAPs species, it should not be underestimated how long the international partner engagement takes. The project has hence focussed on the local/national markets. Having a full commitment to buy particular product/ingredient before the project beginning could be an important element of the project that involves building the international market links.

## 6.1 Monitoring and evaluation

The project's M&E framework was based on bi-annual (6 month) progress reviews using adaptive management.

One of the key elements of the outcome of the project was evaluated by assessing the income derived from MAP collection. The baseline income assessment in Year 1 was followed up in Year 2 by the qualitative impact evaluation which is referenced in the Mid-Term Review (SD5.2). A Final Income Evaluation was conducted at the end of Year 3 (SD5.3). The evaluations used both qualitative (Most Significant Change Theory) and quantitative methodologies (surveys and questionnaires) to monitor project progress. This combination of methods provided the most insight into the project progress. The M&E mechanism was practical and helpful as it provided information about changes in the income but also changes in attitudes and understanding about sustainable harvesting.

Internal evaluation and adaptive management were ongoing throughout the project life. Local stakeholders were encouraged to voice questions and concerns during village meetings or directly to project staff. The Bac Kan FPD established a provincial-level management board to review technical and financial matters related to the implementation of the project on the group. FPD and TRAFFIC met regularly in person over the course of the project with TRAFFIC staff making regular trips to Bac Kan. Communication via phone was also regular for planning of activities, progress review and risk management. TRAFFIC Viet Nam and TRAFFIC International were also in communication daily and held Skype calls on a monthly basis. Internal evaluation of the project took place once at the project duration.

Three external evaluations were conducted to measure the income of local people derived from MAPs. The baseline survey (SD5.1), the mid-term review (SD5.2) and the final income evaluation (SD5.3). Ultimately, these findings showed a 31.2% increase in income from MAPs in the project sites.

The FairWild Verification Pre-Audit conducted in Year 2 was a third-party evaluation of the wild-harvesting operation in Bac Kan against the principles and criteria of FairWild. The results demonstrated key achievements made under the project including the resources inventory (Year 1), capacity building activities (Year 2), and contributions to the ecological and social sustainability of the province (ongoing). Gaps identified by this evaluation included the lack of collection area maps. This gap was later addressed in Year 3 as part of the Species and Area Management Plan (SD6.4).

## 6.2 Actions taken in response to annual report reviews

All issues raised from the Year 1 Annual Report were addressed in the Year 2 Annual Report (Section 10). All issues raised from the Year 2 Annual Report are addressed here. These were discussed with the partners.

Year 2

1. *How serious is the reported 'weakening' in the cooperation between the project and DK Pharma – and what are the consequences of this for the project?*

The weakening in cooperation between the project and DK Pharma was significant. In Year 3, although DK Pharma was invited to all events they only attended one (the VCCI workshop). However, the consequences of this were not insurmountable given that DK Natura remained involved in the project and filled the role of DK Pharma (same expertise, same capacity). Additionally, other corporate partners (both formal and informal) were brought on that helped fill the role of DK Pharma.

2. *The report of the MTR records reduced interest by DK Pharma/DK Natura in the FairWild certification scheme. What are the reasons for this? Does this loss of interest*



*undermine the basis of the project's approach – or have implications for its sustainability?*

The reduced interest in FairWild was only on behalf of DK Pharma. It is likely that this was due to difficulties engaging with local harvesters in relation to communication and formalizing trade agreements. DK Natura continued working closely with TRAFFIC and was committed to meeting the requirements of FairWild. DK Natura played a large part in securing equipment, improving hygiene conditions, etc. DK Natura sees the potential market for products with FairWild certification, but they are still strongly influenced by market demand (or lack thereof). The demand for the FairWild certification to date is at the international markets, and these opportunities will further be pursued, together with building the momentum and recognition of this nationally.

3. *Please provide an English translation of, at minimum, the summary of the MTR.*

An English version of the Mid-Term Report is included as SD5.2

4. *Please comment on the upscaling potential of the project.*

In the project area, Bac Kan, this project created a foundation for FairWild certification starting from zero. The project provided expertise, technical skills, equipment, documents and procedures through which to work towards FairWild standards. All of these aspects are transferable and could be upscaled into other provinces or countries. The project assisted local authorities in developing a provincial OCOP plan to help with overall economic development. The MAPs-OCOP plan sits within the greater provincial OCOP plan and in this sense has great potential for upscaling to other provinces. Through OCOP, Bac Kan will also receive financial support from other government agencies and donors. Many other provinces are also starting from ground zero in this regard. See also Section 5: Sustainability.

## **7 Darwin identity**

Throughout the life of the project efforts were made to ensure a steady stream of publicizing the Darwin Initiative.

Project flyers were disseminated at the project workshop, trainings, BioFach 2017, 2018 and other meetings.

A product sample from Bac Kan was also displayed at BioFach 2018 illustrating the new and improved packaging and labelling. The Darwin Initiative logo was included in the Harvesting Pocket Guides created in Year 3 and disseminated widely during Year 3 training workshops. The Darwin Initiative logo was also placed on the billboards erected in the communes.

All publications (press releases, articles, flyers) and the project video acknowledged the financial support of the Darwin Initiative (see Annex 5). In Year 2 and Year 3, Darwin Initiative funding was the only source of funding for the project and was recognized as such.

The Darwin Initiative logo and funding was acknowledged in the final public project report, summarizing and highlighting project outcomes and success.

TRAFFIC Viet Nam follows the Darwin Initiative on Facebook and TRAFFIC International follows Darwin Initiative on Twitter. TRAFFIC endeavours to link social media accounts where possible.

The Darwin Initiative is known in Viet Nam amongst the development and conservation community for its funding of previous projects.

## 8 Finance and administration

### 8.1 Project expenditure

Project spend (indicative) since last annual report	2017/18 Grant* (£)	2017/18 Total actual Darwin Costs (£)	Variance %	Comments (please explain significant variances)
Staff costs (see below)			0%	
Consultancy costs			0%	
Overhead Costs			0%	
Travel and subsistence			0%	
Operating Costs			0%	
Capital items (see below)			0%	
Others (see below)			0%	
<b>TOTAL</b>				

\*Note: 2017/2018 Grant figures above are based on the approval of a change request submitted on

Staff employed (Name and position)	Cost (£)
Madelon Willemsen – Project Manager, Vietnam	
Thuy Nguyen – Project technical staff	
Cuong Ba Nguyen – Project technical staff	
Cuong The Nguyen – Project technical staff	
Khuong Nguyen – Project technical staff	
Alisa Blee – Project Communications	
Amanda Quinn – Project Communications	
Huong Dang – Project financial reporting and management	
Thanh Nguyen – Project financial reporting and management	
Linh Nguyen – Project administration officer	
James Compton -Technical supervision and overall implementation responsibility	
Anastasiya Timoshyna - Project Technical Lead Medicinal plants, CBD and Nagoya Protocol	
Bryony Morgan	
Charity Payton	
Salwa Elhalawani	
<b>TOTAL</b>	

Capital items – description	Capital items – cost (£)
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Bac Kan FPD, processing equipment for products value-add for MAPS project - Bac Kan	
<b>TOTAL</b>	

<b>Other items – description</b>	<b>Other items – cost (£)</b>
Bank charges	
Difference due to exchange rate	
Stationery	
Postage	
<b>TOTAL (Must match Others total in Section 6)</b>	

## 8.2 Additional funds or in-kind contributions secured

<b>Source of funding for project lifetime</b>	<b>Total (£)</b>
TRAFFIC International	
TRAFFIC Viet Nam	
Bac Kan FPD	
TMA&MOH	
<b>TOTAL</b>	

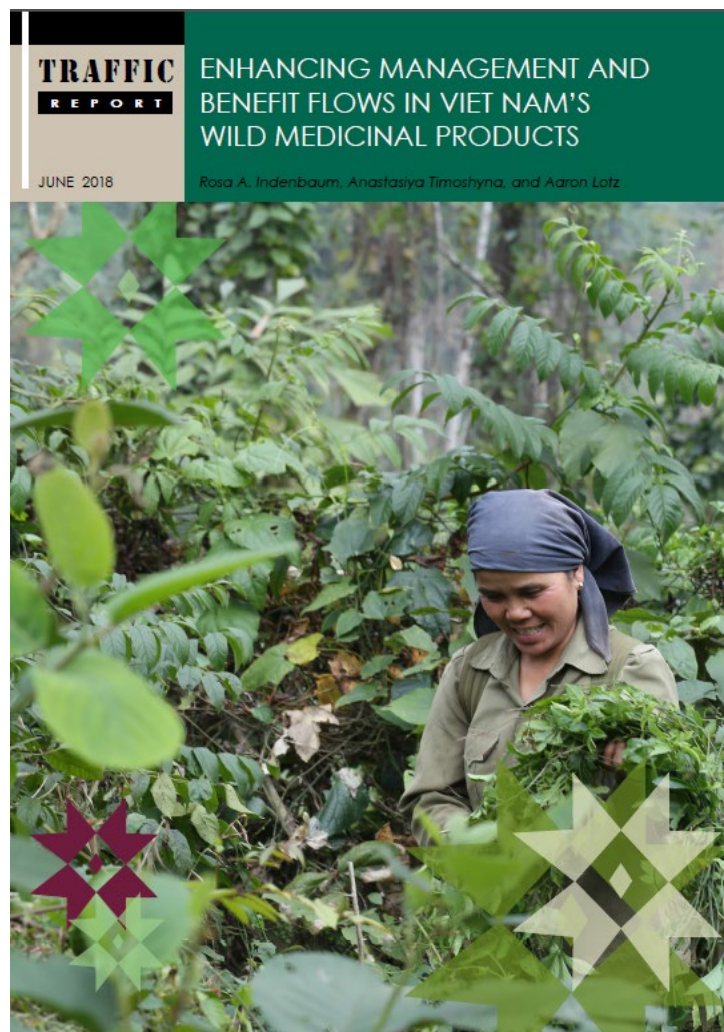
<b>Source of funding for additional work after project lifetime</b>	<b>Total (£)</b>
<b>TOTAL</b>	

## 8.3 Value for Money

This project was implemented on an existing framework of technical experience and expertise of TRAFFIC and local partners in Viet Nam. This project built on previous projects under the Critical Ecosystems Partnership Fund (CEPF) 2011-2013 and the Keidanren Nature Conservation Fund (KNCF) 2013-2015 which also focused on the FairWild Standard in the project area. Those projects really set the stage for this project to start off with an existing relationship with Bac Kan FPD and Provincial People's Committee, as well as knowledge harvesting practices in the province. Additionally, TRAFFIC was able to build on relationships with DK Natura and DK Pharma that came about from the previous projects. This existing framework really started the project off with a solid foundation. One clear example of this is the success in scaling up from engaging 100 households in previous projects to 1,000 households engaged in this project.

Additionally, this project was set up with MOUs between TRAFFIC and the provincial-level government. These partnerships helped to foster significant in-kind support from Bac Kan FPD.

All activities were carried out with consideration given to their longevity and cost-benefit analysis. Skills gained during the sustainable harvesting workshops are transferable to other non-timber forest products. Concepts of sustainable harvesting and conservation conveyed during the workshops are applicable to other non-timber forest products. Skills related to business acumen, marketing, record-keeping, etc. are also transferable to trade and business relations of other commodities. During the training workshops in Year 2 TRAFFIC also began to focus on train-the-trainer methodology to encourage harvesters to become trainers of these topics themselves, thus nurturing this knowledge base within the community itself. The project also secured physical equipment for the cooperative and groups. This equipment will serve all harvesters in the communities for many years and these benefits will influence the streams of commerce in these areas. These one-off costs will improve the price not only of the target species of this project but other MAP species as well.



**Final project report**

## Annex 1 Project's original (or most recently approved) logframe, including indicators, means of verification and assumptions.

Project summary	Measurable Indicators	Means of verification	Important Assumptions
<b>Impact:</b> Increased livelihood benefits for low-income forest-dependent, ethnic minority groups in northern Vietnam through sustainable harvesting and equitable trade in medicinal and aromatic plant resources, contributing to improved environmental governance.			
<b>Outcome:</b> Improved market opportunities and skills in sustainable harvesting practices for wild MAPs increases income of 1000 low-income households in Vietnam by 20%, reduces overexploitation and provides models for replication	<ol style="list-style-type: none"> <li>1. By March 2017, 1000 households from the project site participate in project training and other relevant activities and demonstrate knowledge of sustainable harvest practices, increasing from 100 at project start.</li> <li>2. By March 2017, market intelligence provided and MAP value-addition mechanisms in place and accessed by 1000 local collectors.</li> <li>3. By March 2018, the income derived from sustainable wild collection of selected MAP species increases by 20% for 1000 local collectors (baselines set in Year 1 through household baseline surveys; progress measured mid-way and in the end of project).</li> <li>4. By March 2018, target MAP species monitoring based on developed species and area management plan show reduced overexploitation</li> </ol>	<p>Indicator 1:</p> <ul style="list-style-type: none"> <li>• Lists of project activity participants and photos</li> <li>• Project reports</li> <li>• Feedback from training sessions including pre and post questionnaires</li> <li>• Registration forms and membership lists from local collector organisations</li> </ul> <p>Indicator 2:</p> <ul style="list-style-type: none"> <li>• Value chain analyses and reports for target species identifying value addition mechanisms</li> <li>• Photos and evidence of processing equipment installed</li> <li>• Report outlining benefit sharing mechanism</li> <li>• Report detailing effectiveness of benefit sharing mechanism amongst the value trade chain</li> <li>• Photos and minutes of meetings between collectors and representatives from international and domestic markets.</li> </ul> <p>Indicator 3:</p> <ul style="list-style-type: none"> <li>• Agreements/contracts between manufacturers and local collectors on supply of sustainably harvested products</li> <li>• Project baseline, monitoring and evaluation reports including income</li> </ul>	<ol style="list-style-type: none"> <li>1. A wider range of species and buyers is available in the event that demand and/or market opportunities for target MAP species fluctuate drastically during the project period, for example due to the development of preference for cultivated ingredients or major unanticipated problems with quality</li> <li>2. Established inter-community conservation and livelihood support fund (sharing percentage of sustainably traded products revenue with non-involved and non-harvesting members of community and implementing alternative livelihood initiatives) create incentives for sustainable collection and reduces occasions of competition and potential conflict between collector groups.</li> <li>3. Alternative projects sites are available in the event that civil and political unrest prevent participation of collector households in the pre-selected site in the project.</li> <li>4. Alternative projects sites are available in the event that natural disasters, extreme weather events and/or climate change impacts, pest out-breaks prevent implementation of activities in project sites</li> <li>5. Provincial or national government agencies continue to support sustainable use and do not ban trade in wild harvested plants</li> </ol>

		<p>data and statements from collectors.</p> <p>Indicator 4:</p> <ul style="list-style-type: none"> <li>• Reports of population status of target species.</li> <li>• Resource inventory and management plan reports</li> </ul>	
<p><b>Outputs:</b></p> <p><b>1.</b> The feasibility and benefits (financial, product quality and conservation) of applying the FairWild Standard to wild MAP harvest clearly demonstrated in a value-chain approach</p>	<p>1a. By March 2016, 1000 local collectors' households and buyers have agreed to work together to develop a sustainable supply chain and trading agreements</p> <p>1b. Trading agreement between buyers and local collectors based on sustainability criteria and a fair pricing arrangement negotiated and agreed by the end of year 2 of the project</p> <p>1c. Product trade in line with the trading agreement ongoing and commitment to continue and/or further strengthen trading relationship maintained for target MAP species by the end of project year 3</p>	<ul style="list-style-type: none"> <li>• List of project activity participants;</li> <li>• Value chain details and reports including value addition mechanisms;</li> <li>• Agreements between buyers and local collectors on supply of sustainably harvested products;</li> <li>• Receipts showing increased prices for target species;</li> <li>• Baseline and progress/final income reports from local collectors</li> </ul>	<ol style="list-style-type: none"> <li>1. A wider range of species and buyers is available in the event that demand and/or market opportunities for target MAP species fluctuate drastically during the project period, for example due to the development of preference for cultivated ingredients or major unanticipated problems with quality</li> <li>2. Local government remains supportive of institutional mechanisms enabling delivery of technical support, value-addition, including allowing registration of collectors' organizations.</li> <li>3. Alternative projects sites are available in the event that civil and political unrest prevent participation of collector households in the pre-selected site in the project.</li> <li>4. Established inter-community conservation and livelihood support fund (sharing percentage of sustainably traded products revenue with non-involved and non-harvesting members of community and implementing alternative livelihood initiatives) create incentives for sustainable collection and reduces occasions of competition and potential conflict between collector groups.</li> <li>5. Provincial or national government agencies continue to support sustainable use and do not ban trade in wild harvested plants</li> </ol>
<p><b>2.</b> Sustainable use strategies and management plans (species and area) designed and operational for target MAP species harvested at the project site</p>	<p>2a. Management plans for the target species and areas developed through a government-led multi-stakeholder consultation process by the end of year 2</p> <p>2b. 1000 local collectors trained in FairWild Standard principles of sustainable wild collection by the end of project year 2</p> <p>2c. 1000 local collectors use sustainable harvesting practices based on the management plan</p>	<ul style="list-style-type: none"> <li>• Target MAP species resource inventory and management plan;</li> <li>• Training records and post-training survey;</li> <li>• Surveys and collectors' interviews;</li> <li>• Species monitoring reports</li> </ul>	

	and associated FairWild principles by the end of project year 3		6. National level government agencies commit to the development and implementation of a sustainable management strategy for Vietnam's MAP resources by the end of year 3 of the project
3. A mechanism for scaling up application of the project model and results established and an enabling environment created in other areas	<p>3a. VN government ministries (environment, health), representatives from the site, and companies recommend replication and scaling up of Bac Kan MAP model for additional species and sites in Vietnam by the end of year 3 of the project</p> <p>3b. National level government agencies commit to the development and implementation of a sustainable management strategy for Vietnam's MAP resources by the end of year 3 of the project</p>	<ul style="list-style-type: none"> <li>• Government agencies media reports;</li> <li>• Project case-study publication;</li> <li>• Workshop and meeting reports</li> </ul>	

**Activities** (each activity is numbered according to the output that it will contribute towards for example 1.1, 1.2 and 1.3 are contributing to Output 1)

**Output 1**

Activity 1.1: Assess baseline income generated from MAP collection and increases in income from MAP collection over the project course (the initial baseline survey).

Activity 1.2: Identify, confirm and analyse value chains of target species and any potential challenges to achieving sustainable collection and improving product trade flows and benefits

Activity 1.3: Design and implement training programme for at least 1000 collectors on improving product quality; marketing and other entrepreneurial skills, including fair cost calculation and negotiation; and associated access and benefit sharing mechanisms.

Activity 1.4: Facilitate the establishment of local collectors' organizations (a cooperative, social enterprise or association)

Activity 1.5: Support application of sustainability certification schemes (e.g. FairWild, organic wild, CITES non-detriment finding and/or similar as appropriate)

Activity 1.6: Increase access to national and international markets for local collectors by facilitating relationships with selected manufacturers

**Output 2**

Activity 2.1: Raise awareness of economic and biodiversity benefits of sustainable harvesting among identified beneficiaries including collectors, manufacturers, traders and local authorities through project consultation processes, including individual and multi-stakeholder meetings

Activity 2.2 Develop training materials and implement direct training and 'train the trainers' programmes for at least 1000 collectors' households in Bac Kan province and key FPD staff, with a focus on sustainable harvesting methods and monitoring of target species populations in response to harvest.

Activity 2.3: Carry out resource inventory, and develop and support the endorsement and implementation of a species and area management plan for target MAP species



Activity 2.4: Develop province-level sustainable use strategy for MAPs and communicate it to all stakeholders through project activities and Vietnam's BioTrade network

### **Output 3**

Activity 3.1 Share project results showcasing successes, challenges and lessons learned with specific regard to:

- A. Negotiating multi-stakeholder (government, local community, business) arrangements and agreements for sustainable resource management and trade in wild-harvested products;
- B. The potential and challenges of achieving sustainable management of NTFP trade to increase incomes in protected area buffer zones;
- C. Practical approaches to achieve equitable access and benefit sharing for trade to local and international markets
- D. Compliance with CITES requirements for international trade in CITES-listed species
- E. Operationalizing third party certification systems for wild-harvested products destined for local and international

Activity 3.2: Promote the FairWild Standard through peer-to-peer learning mechanisms and links to existing Vietnamese organic wild-collection enterprises and communities.

Activity 3.3: Input into the existing BioTrade Vietnam multi-stakeholder forum on private sector leadership for sustainability of sourcing and production in Vietnam

Activity 3.4: Advocate for wider national-level policy changes in Vietnam to create an enabling environment for sustainable MAPs harvesting, equitable resource trade and intra-ministerial cooperation on the issue

Activity 3.5: Present the project and outcomes of the project at international fora, including trade show, high-level policy events (e.g. CITES or CBD CoPs)

## Annex 2 Report of progress and achievements against final project logframe for the life of the project

Project summary	Measurable Indicators	Progress and Achievements
<p><b>Impact:</b></p> <p>Increased livelihood benefits for low-income forest-dependent, ethnic minority groups in northern Vietnam through sustainable harvesting and equitable trade in medicinal and aromatic plant resources, contributing to improved environmental governance.</p>		<p>Over the life of the project, 1,060 collectors (including 415 women) received training on sustainable harvesting practices and fair trade and experienced an increase in income derived from MAPs of 31.2%. Over 90% of the collectors involved in the project were ethnic minorities.</p> <p>The project has promoted the continued survival of MAPs in Bac Kan province and has allowed consistent, seasonally-appropriate harvesting practices to take place. It has established secure, direct market access for local harvesters and resulted in trade contracts (both formal and informal).</p> <p>Additionally, the Bac Kan FPD has developed a species and area management plan for MAPs and approved a One Commune One Product plan that includes MAPs products, recognizing the important role that MAPs play in the local economy. This experience can be used in longer term as a case study for provincial leaders and national decision-makers to improve resource management plans in Viet Nam and improved income for local collectors.</p> <p>On the national level, the project engaged with MARD, MONRE and MOH and highlighted existing gaps in government policies and regulations. These government agencies, in conjunction with the project team, began working to incorporate aspects of the FairWild principles and sustainable harvesting and trade in national policy (such as GACP and Circular 14/2009/TT-BYT).</p> <p>Local collectors now have knowledge and experience on sustainable use of their wild resources, they know the sustainable harvesting process for wild-MAPs, which contributes to the long-term conservation of natural resources. Bao Chau Cooperative and Xuan Lac group in particular have increased market access for the MAP products, although all households in the project area have seen an increase in income.</p>
<p><b>Outcome</b> Improved market opportunities and skills in sustainable harvesting practices for wild MAPs increases income of 1000 low-income households in Vietnam by 20%, reduces overexploitation and provides models for replication</p>	<ol style="list-style-type: none"> <li>1. By March 2017, 1000 households from the project site participate in project training and other relevant activities and demonstrate knowledge of sustainable harvest practices, increasing from 100 at project start</li> <li>2. By March 2017, market intelligence provided and MAP value-addition mechanisms in place</li> </ol>	<p><b>Indicator 0.1:</b> Out of 950 collectors/households who received initial introductions on FairWild Principles in Year 1, 523 individual collectors received further in-depth training on FairWild standard principles of sustainable wild-MAP collection and 353 participated in the cooperative/group operations training session in Year 2. In Year 3, 537 people participated in the trainings. In total, <b>a minimum of 1,060 households/collectors participated in trainings throughout the life of the project.</b></p> <p><b>Indicator 0.2:</b> In year 1, during the training sessions on fair pricing and benefit sharing mechanisms, as well as the operation and management of cooperatives, 52 trainees, including local collectors, DK Pharma/DK Natura companies and authorities made a first step towards an agreement by identifying the barriers to prevent fair pricing for harvesters and the companies. In Year 2, 353 individuals participated in training sessions and 250 households accessed the market information and equipment. By the end of the project, in total, <b>a minimum of 1,060 households/collectors</b> participated in trainings and accessed information throughout the life of the project.</p> <p><b>Indicator 0.3:</b> In Year 1, the baseline income of MAP collection established in year one was 3-5 million VND per household per year. In Year 2, a qualitative mid-term review was carried out to measure income. In Year 3, a <b>final income evaluation showed a 31.2% increase in income derived from MAPs trade in the project areas, extrapolated from a representative group of 275 households.</b></p>

	<p>and accessed by 1000 local collectors.</p> <p>3. By March 2018, the income derived from sustainable wild collection of selected MAP species increases by 20% for 1000 local collectors (baselines set in Year 1 through household baseline surveys; progress measured mid-way and in the end of project)</p> <p>4. By March 2018, target MAP species monitoring based on developed species and area management plan show reduced overexploitation</p>	<p><b>Indicator 0.4:</b> Resources assessment and market assessment completed in Year 1 provided the data for the Species and Area Management plan drafted in Year 2 by an expert consultant group from Ha Noi University of Pharmacy with participation from the local harvesting communities. The <b>Species and Area Management plan was piloted and approved</b> in Year 3.</p>
<p><b>Output 1.</b> The feasibility and benefits (financial, product quality and conservation) of applying the FairWild Standard to wild MAP harvest clearly demonstrated in a value-chain approach</p>	<p>1. By March 2016, 1000 local collectors' households and buyers have agreed to work together to develop a sustainable supply chain and trading agreements</p> <p>2. Trading agreement between buyers and local collectors based on sustainability criteria and a fair pricing arrangement negotiated and agreed by the end of year 2 of the project</p> <p>3. Product trade in line with the trading</p>	<p>Indicator 1.1: In year 1 950 households were introduced to the project. Furthermore, by Year 2, two series of training sessions were held: one with the focus on sustainable collection (<i>523 participants</i>, 140 women), and one on the cooperative and group operations (<i>353 participants</i>, 115 of which women). The training out-reach was optimised through the training of trainers programme. By the end of Year 3, a total of 1,060 collectors were trained on sustainable collection practices. Additionally, 15 collections organizations were established with 221 registered members.</p> <p>Indicator 1.2: A Jiaogulan purchasing contract between DK Natura and Xuan Lac group was signed in Year 2 with a 2% mark-up on the market price for the ingredients. The contract also included funding for product registration as well as another 3 year commitment to purchasing of the wild MAPs from the group in Xuan Lac commune.</p> <p>In Year 3, DK Nature continued the 3-year trading deals on Jiaogulan as committed from the Year 2 with Xuan Lac group and also supported to improve pre-processing techniques of dried materials in compliance to group requirements of final product's quality. Price of materials also gradually increased by 10% during heavy precipitation. Xuan Lac group prioritised retail sale for local use for a better price. Two purchasing contracts between DK Natura and Bao Chau cooperative were signed in year 3 for trading of Jiaogulan, <i>Zingiber cassumunar</i>, <i>Heliciopsis lobate</i> with large volume of trading. In 2017, Bao Chau cooperative also proceeded its transboundary trade with an India company for import of Jiaogulan tea.</p>

	<p>agreement ongoing and commitment to continue and/or further strengthen trading relationship maintained for target MAP species by the end of project year 3</p>	<p>Indicator 1.3: Product trade was ongoing from Year 2 contracts and trade agreements. New sales were also undertaken. In Year 3, heavy precipitation created a challenge for collectors' organization to meet the contracted harvesting volumes as promised. The project team assisted in findings solutions to meet purchase orders from buyers.</p>
<p>Activity 1.1 Assess baseline income generated from MAP collection and increases in income from MAP collection over the project course (mid-term and final)</p>		<p>In Year 1, a baseline survey on income generated from MAPs collection of local villagers was conducted (SD5.1). This survey also collected information on practices, attitude and knowledge about MAPs collection. The survey included: 16 Dao and Tay villages, seven communes, four districts, and 409 in-person interviews (representing 409 households) (186 women). The survey found that annual income from MAPs ranged from USD150-250 per household constituting between 10-12% of their total income.</p> <p>In Year 2, a qualitative Mid-Term Review (MTR) was conducted between December 2016-February 2017 to evaluate overall project progress against the three outputs (SD5.2). Noting that only one year had passed since the baseline survey, the evaluator was instructed to use the Most Significant Change (MSC) methodology in addition to quantitative questionnaires. The survey included: four districts, representatives from DK Pharma/DK Natura, local authorities, collectors and TRAFFIC staff. The review found positive impacts at the community level, including: strengthened relationships amongst villagers through participation in the groups/cooperative, improved confidence and understanding of MAPs trade, trusting relationships established between DK Pharma/DK Natura and the collectors. The review also flagged the following issue: reduced interest of DK Pharma/DK Natura in FairWild certification and difficulty of groups/cooperative to meet trading volumes in Jiaogulan.</p> <p>In Year 3, a final income assessment was conducted in December 2017 which found that the average annual income gained from wild-MAPs collection and trade among surveyed households had increased by 31.2% compared to 2014 based on a representative survey of 275 households (SD5.3). The assessment used the MSC approach and a quantitative survey. All of the people assessed were ethnic minorities from low income households. A focus group discussion (FGD) was held in each of the four project districts to determine the most significant change stories related to wild MAPs collection and income generation. A total of 40 people (16 men/24 women) participated in the FGDs. Above and beyond the FGDs, individual interviews were conducted with other collectors using survey questionnaires on socio-economic changes. The quantitative information gathered from the questionnaires were used to confirm the stories extracted in the FGDs. A total of 235 people (137 men/98 women) completed the questionnaires. Descriptive and comparative statistic methods were used in the final assessment.</p> <p>Other key findings from the final income assessment included:</p> <ul style="list-style-type: none"> <li>• The annual contribution of income from MAPs collection and trade increased from 6.9% (baseline) to 8.4% (final).</li> <li>• The percentage of respondents that report wild-MAPs collection as part of the annual income increased from 54.9% (baseline) to 72.8% (final).</li> <li>• Collectors can now identify and sustainably harvest more species of wild MAPs.</li> <li>• Collectors can now process MAPs using knowledge and equipment obtained during the project.</li> </ul>

	<ul style="list-style-type: none"> <li>Collectors are now aware of the importance of sustainable wild MAP collection and conservation. For example, prior to the project collectors took the entire plant, whereas now they leave some parts to encourage faster regeneration.</li> </ul> <p>Recommendations from the final assessment include:</p> <ul style="list-style-type: none"> <li>To maintain the increase in annual income generated from wild MAPs collection, local authorities and other stakeholders should prioritize the continuation of training courses, including courses on topics such as product processing, market access and brand development.</li> <li>Stakeholders should further ensure ecological safeguards for the sustainability of wild plant resources.</li> </ul>
<p>Activity 1.2 Identify, confirm and analyse value chains of target species and any potential challenges to achieving sustainable collection and improving product trade flows and benefits</p>	<p>In <b>Year 1</b> significant time was spent at the national level fostering linkages between the local collectors and DK Natura/DK Pharma who expressed initial concern regarding the quality and price of the products. TRAFFIC met with representatives from Pukka Herbs (UK) and the Body Shop International during visits to Viet Nam. At the international level, TRAFFIC disseminated information about the project and shared samples of Jiaogulan with potential buyers at the BioFach Fair in February 2016. Samples of Jiaogulan were sent to: the Body Shop international, Pukka Herbs, Neal's Year Remedies, and Organic Herb Trading Company, among others. Studies were conducted on national and international market potential for sustainably certified target species (SD4.2; SD4.3) (Activity 1.6).</p> <p>In <b>Year 2</b> a three-year trading agreement was signed between the Xuan Lac group and DK Natura for trade in Jiaogulan with an obligation to pay a 2% mark-up on the market price (SD3.1). 200 kg of dried Jiaogulan ingredients was purchased by DK Natura, the total transaction between the two parties was about VND17,200,000 (£605). DK Natura/DK Pharma manufactured final products: <i>Jiaogulan tea bags</i> and <i>Jiaogulan</i> loose leaf made 100% from the Xuan Lac group. In December 2016, 23 participants (7 female), including FPD staff and representatives of the Bac Kan collector groups/cooperative, participated in a study tour to Sapa Napro – a community-run company in Lao Cai Province (SD4.6). This study tour invigorated the participants in Bac Kan and reinforced the success of access and benefit sharing for local communities first hand. On the international level discussions continued with potential buyers in the EU and the US. TRAFFIC again distributed materials at the BioFach Fair 2017, the In-Cosmetics Trade Fair, and other events. TRAFFIC staff participated in a knowledge exchange visit to China (see Activity 1.6).</p> <p>In <b>Year 3</b>, 19 participants (02 women), including government officials, a member of the Bac Kan OCOP committee, and representatives of collector's groups/cooperative, participated in a study tour to Ba Che in Quang Ninh province in March 2018. Although the original plan was to conduct the study tour in southern Viet Nam, Quang Ninh province (northern Viet Nam) was ultimately selected for its successful OCOP-MAPs product model (SD4.8). Additionally, project staff felt that a tour to Quang Ninh would be suitable as it is home to many of the same ethnic minority groups as Bac Kan (Tay, Nung, Dao), allowing for ease of communication (same languages spoken). Despite the best efforts of the project staff, the number of female participants on this study tour was low because it is difficult for women to travel overnight given their household duties. The study tour offered participants the opportunity to observe sustainable harvesting techniques, preliminary product processing, and product development.</p> <p>Feedback from participants of the study tour included:</p>

	<ul style="list-style-type: none"> <li>• The study tour met expectations</li> <li>• Based on observations of the Ba Che district model, the project activities in Bac Kan are well-designed to support collectors' groups/cooperative</li> <li>• Observations of the development and implementation process for the Ba Che OCOP-MAPs products (including harvesting, processing, marketing, selling) can be replicated in Bac Kan</li> <li>• In order to successfully implement suitable parts of the Ba Che model in Bac Kan, the Bac Kan OCOP Committee should prepare an activity proposal for the People's Committee that incorporates relevant elements of the Ba Che model</li> <li>• Groups/cooperative can actively apply what they observed in their own business activities</li> </ul> <p>In the <b>Year 3</b>, Nam Xuan Lac group continued selling both vacuum-packaged five-leaf Jiaogulan tea and Jiaogulan material under its 3-year agreement with DK Natura and at the same, discussed with VHerb company to conclude a trade deal on Jiaogulan. Meanwhile, Bao Chau cooperative focused more on increasing trading volume of Jiaogulan with India company. However, heavy precipitation in the project sites created a challenge for collectors' organization to meet the contracted harvesting volumes as promised. The project team assisted in findings solutions to meet purchase orders from buyers. Highlights of trade are as follows:</p> <ul style="list-style-type: none"> <li>• DK Natura purchased 150kg of dried Jiaogulan ingredients for commercial and studying purposes (used by Ha Noi University of Pharmacy). Total transaction amounted to VND14,260,000 (GBP440).</li> <li>• VHerb purchased 100kg of unprocessed Jiaogulan in 2017 from Xuan Lac. Both parties have agreed to discuss a formal trade agreement in 2018.</li> <li>• DK Natura purchased 200kg of Jiaogulan, 500kg of Zingiber cassumunar, 600kg of Heliciopsis lobate from Bao Chau Cooperative. Total transaction amounted to VND170,000,000 (GBP5,250).</li> <li>• DK Natura also purchased Zingiber cassumunar, Tetracera scandens (L.) Merr from Ngan Son. Total value unknown.</li> <li>• Bao Chau Cooperative exported 45kg of vacuum packaged dried loose leaf Jiaogulan to Indian in 2017. The total price was VND20,250,000 (GBP625).</li> </ul> <p>As in previous project years, the project products and experiences were presented at the BioFach 2018 trade fair. This led for example to an active prospect of a commercial interest from a French cosmetic ingredients company, which is being followed-up on beyond the project end.</p>
<p>Activity 1.3 Design and implement training programme for at least 1000 collectors on improving product quality, marketing and other entrepreneurial skills, including fair cost calculation and negotiation skills, and associated access and benefit sharing mechanisms.</p>	<p>In <b>Year 1</b> the following documents were translated, printed and distributed: FairWild Flyer (1,000), FairWild Performance Indicators (500), project overview flyer (1,100), project poster on Jiaogulan (50), project folders (1,000). Four herb dryers were obtained in April 2015 (using match funding from KNCF) for the groups/cooperatives to elongate the life of the products thereby reducing the need to overharvesting. DK Natura trained the harvesters on the use of the dryers.</p> <p>TRAFFIC developed a new partnership with a local NGO, GreenViet, to promote the concept of Asset-Based Community Development (ABCD), a methodology for the sustainably development of communities based on</p>

	<p>their strengths and potential for sustainable long-term uptake of project interventions. In Year 1 GreenViet facilitated the initial ABCD training for project stakeholders in two locations/districts Ngan Son and Ba Be and conducted three village/commune meetings using ABCD to assist collectors in establishing legal cooperatives (as mentioned in Activity 1.4).</p> <p>In March 2016, 52 individuals from collecting cooperatives, pharmaceutical companies and the local government received training on fair pricing, entrepreneurship, business acumen, negotiation skills, and access and benefit sharing mechanisms conducted by the University of Pharmacy and hosted at DK Natura. The training helped stakeholders understand their role in the value trade chain and how to leverage their position within the chain to achieve greater benefits from sustainable harvesting of wild MAPs.</p> <p>In <b>Year 2</b>, local collectors who had participated in the TOTs conducted knowledge sharing sessions with 353 participants (115 women) on operating a cooperative/group. Members of cooperative and collectors' groups were provided with personal harvesting tools such as cloth gloves and rubber boots. 1 dryer and 1 drying station were supplied to Ngan Son and Ba Be districts to facilitate the drying process and practice the drying processes before the next harvest season. For a full list of equipment and materials see SD3.3.</p> <p>In <b>Year 3</b>, TRAFFIC collaborated with the local FPD and leaders of the collector's organizations to come up with a comprehensive Work Plan (SD4.13) for improving the quality and value added to finish products for market sale. The support consisted of providing new processing and packaging equipment (SD Select Photos) new product design, labelling, packaging and marketing activities in the following locations as detailed in Activity 1.6.</p>
<p>Activity 1.4. Facilitate the establishment of local collectors' organization (e.g. a cooperative, social enterprise or association)</p>	<p>Prior to Year 1, TRAFFIC noted that informally organized collectors encountered barriers to market access. In <b>Year 1</b>, TRAFFIC promoted the advantages of legally recognized entities, such as cooperatives, at community meetings. Aiming to encourage ownership over the process from the collectors themselves, TRAFFIC took the following steps to help local collectors and supporting stakeholders to formalize local collectors' organizations and improve processing skills and market access.</p> <ul style="list-style-type: none"> <li>• 1) ABCD Training: 02 ABCD trainings were conducted by GreenViet to identify and mobilize existing community assets (individuals, institutions, physical, financial, cultural) and allow community members to create new economic opportunities without being dependent on external stakeholders. More than 48 participants (FPD staff and village leaders) from the districts of Ngan Son, Na Ri, Cho Don and Ba Be attended the four-day training sessions held in Ngan Son and Ba Be.</li> <li>• 2) Village Meetings: 02 village meets were facilitated by trainees of the ABCD workshops to identify community assets, rank community development opportunities, and consider the types of legal entities applicable to the local situation. The 928 attendees of the first meeting (905 people from ethnic minorities, 427 women/521 men) and the 974 attendees of the second meeting (923 people from ethnic minorities, 583 women/391 men) generally agreed that sustainable harvest of MAP products and improve market access would help protect MAP resources and increase income. Subsequently, 14 villages that were represented at the meetings agreed to form sustainable collecting groups and 07 existing groups in Xuan Lac and Ban Thi agreed to upgrade to cooperatives.</li> </ul>



- 3) Capacity Building for Authorities: Meetings conducted with Commune and District People's Committees to ensure understanding of the process of establishing cooperatives and support of the collectors.
- 4) The third commune meetings were conducted at 9 communes and 21 villages where One group for 7 villages of Xuan Lac and Ban Thi Commune has newly established; One (Bao Chau) in Lang San Commune (Na Ri District); 15 Groups have formulated in other communes of three new project sites.

In **Year 2**, one cooperative and 15 harvesting groups were established with endorsement from local authorities and operational regulations in place. The cooperatives/groups had 221 members, all of whom were trained on FairWild principles of sustainable harvesting, processing and trading.

In **Year 3**, training courses on sustainable harvesting, processing and market management were delivered to all members of the collectors' groups/cooperatives (see Activity 2.2). To optimise production activities, more processing equipment was provided based on a needs assessment (SD4.13). In June 2017, experts and technical staff were also dispatched to key cooperatives/groups including Nam Xuan Lac, Bao Chau and Khuoi Lung to coach the leaders (including FPD) to:

- (1) issue/adapt business plan, operation regulations, labour contract with collectors, harvesting permit procedure (Nam Xuan Lac, Bao Chau)
- (2) optimize processing facilities as per production requirements (Nam Xuan Lac, Bao Chau, Khuoi Lung)
- (3) Increase market access by sending staff members to introduce their own products at local level.

The operation of the other 14 collectors' groups has faced some challenges due to difficulties in product development and business acumen. For example, the Khuoi Tro group in the Ngan Son district is focusing on *Alpinia menghaiensis* and *Amomum villosum* given their sizeable population in the area. However, the domestic market for these two species is very limited and all materials have been sold raw as agricultural products for processing by other parties and ultimately consumer outside the country (in China for example), which to date meant the limited value-addition opportunity. Another example is the Banh Trach group in Ba Be district in which the remaining population of the target species is quite low, with project recommending alternative development options. The notable progress in three groups was as follows:

Nam Xuan Lac group:

In June 2017, the Jiogulan tea product label was re-designed to improve the traceability of the product (SD Select photos). Detailed information on the origin and the food safety certification (product meets food standards) were included in the label. The quality and durability of the label material was also improved. In September 2017, the packaging material was also upgraded to be more eye-catching and durable (i.e. vacuum packaging), improving the ability of the product to withstand transport and elongating the shelf-life of the product. The new packaging material also aimed to increase the price of the final product and move the product into the realm of "gifts" as well as traditional consumables. In March 2018, the group received the following equipment and materials: 01 cutting machine, 20 square meters of steel netting for drying materials, 02 rolls of galvanised netting to enhance the fence around the processing area, 900 nylon bags for vacuum packing, 900 printed product labels, etc. (see SD3.3 for more details).

	<p>Bao Chau cooperative:</p> <p>In August 2017, the cooperative upgraded the design of the product labels for Jiaogulan and Purple Fruited Pea Eggplant (<i>Solanum trilobatum</i>) products from a black and white label on regular paper to a coloured label on commercial grade paper. The new labelling resulted in an increase in the price of Jiaogulan tea from 140,000VND/kg to 180,000VND/kg on the domestic market, and up to 450,000VND/kg on the international market (the price at which goods sold to an Indian company in February 2018 (SD3.2). The cooperative received the following materials to improve their processing facilities: 3,000 pieces of brick, 3,000kg of cement, and 10 proofing sheets. The cooperative received the following equipment and materials: 01 cutting machine, 600 printed labels, 600 vacuum packs, etc. (see SD3.3 for more details).</p> <p>Khuoi Lung group:</p> <p>In September 2017, TRAFFIC staff and FPD undertook consultations with the group to discuss upgrading from a group to a cooperative, including identifying products eligible for registration from existing target species. Additionally, those consultations identified gaps in the production process, including issues with the processing facilities, drying machine, and packaging equipment. In response to these findings, the group worked closely with local authorities to navigate the required paperwork and address the problem areas in efforts to become a cooperative. This upgrade would provide capacity for the Khuoi Lung collector group to take part in the value chain and developing commercial products with competitive price, and to reach out for more potential market opportunities. By the end of this project the group has not yet been successful in upgrading to a registered cooperative, but this remains in plans beyond the project timeline. The group received the following equipment and materials: 1,000kg of cement, 2,000 pieces of brick, 01 cutting machine, 10 pairs of boots, and 10 knives. TRAFFIC advised FPD and local authorities to continue supporting product development, label design and printing after the project closed, for example by including these activities in the OCOP implementation.</p> <p>At the end of <b>Year 3</b>, the project was successful in creating 15 new collectors' organizations: 15 newly formed groups. One group, Khuoi Lung, is currently in the process of upgrading to a cooperative but had not reached success by the end of the project life.</p>
<p>Activity 1.5. Support application of sustainability certification schemes (e.g. FairWild, organic wild, CITES non-detriment finding and/or similar as appropriate)</p>	<p>In <b>Year 1</b>, the FairWild standard was selected to provide clear guidelines for local collectors and companies to produce sustainably-sourced, wild-collected products while considering aspects of fair trade and social sustainability. Relevant FairWild documents were translated and contextualized for the project as noted in Activity 1.3. A training workshop for pharmaceutical companies was held by TRAFFIC on best practices in sustainable wild harvesting and equitable trade given by TRAFFIC's Medicinal Plants Programme Lead (see Activity 1.6). Vietnamese project manager (Ms. Mai Nguyen) attended the training events during the BioFach trade fair and received in-depth training in FairWild aspects through webinars and during her visit to TRAFFIC International office in Cambridge, UK in February 2016.</p> <p>Bac Kan FPD staff participated in field visits to Ha Giang Province to gain exposure to the Good Agricultural and Collection Practices (GACP), which will be required for all traditional medicine manufacturers in Viet Nam by 2020, to help structure cooperatives and FairWild standards. DK Pharma intends to combine FairWild principles and the GACP model.</p>

In **Year 2**, a pre-audit baseline verification against the FairWild Standard and the EU's organic regulations and requirements regarding wild MAPs collection and equitable trade was carried out ("pre-audit verification") (SD4.1). Positive findings included: sound implementation of the management plan, resource inventory, and capacity building on sustainability. Gaps identified included: lack of collection area maps, lack of strict compliance with national labour laws, documentation of working time and payment and inconsistent recording of purchase records. Recommendations included: additional training on collection, processing and storage, development of collecting and handling rules, improved traceability, and elevating market access of potentially certified products.

Seven billboards promoting FairWild were placed in Ngan Son, Na Ri, Ba Be, Cho Don to promote the basic principles of sustainable collection at the community level.

In **Year 3**, as a follow up to the gaps identified in the pre-audit verification, the project team, in collaboration with DK Natura, developed a Work Plan (SD4.13) aimed at addressing critical shortcomings towards achieving the FairWild Standard and needs identified in the Species and Area Management Plan Draft (see Activity 2.3) and Bao Chau cooperative and Nam Xuan Lac group and Khuoi Lung groups. DK Natura agreed to support the priorities for action identified in the Work Plan. Project staff along with an expert monitored the implementation and progress of these actions. The main improvements achieved included:

- All priorities listed in the pre-audit verification report (SD4.1) from Year 2 were addressed and resolved
- Nam Xuan Lac group:
  - Local commune authorities worked with the group in the completion of relevant business papers (registration of collectors, record keeping), business restructuring, and finding/registering more collectors for the group.
  - Necessary upgrades in processing equipment and production area were made in March 2018.
- Bao Chau Cooperative:
  - A 30m<sup>2</sup> drying yard was constructed for MAPs products and the production facilities were redesigned and rearranged in compliance to the food safety criteria and safe product registration.
  - In December 2017, following the technical training of 07 staff, the cooperative was certified as being in compliance with food safety criteria by the Bac Kan Department of Agriculture and Rural Development in Decision 97/QĐ-CCQLCL. This certification is key for improving product pricing and market access.
  - The cooperative is technically qualified to seek further certification and registration, including submission of application forms with detailed information on products, food safety certificate, human resource documents, list of cooperative members and so on to the commune's people committee and eligible to receive support from OCOP program from 2018 on development of the three key products.
- Khuoi Lung group:
  - The project staff and consultant worked with FPD and local district and commune authorities to clarify the procedure for upgrading the group into a cooperative. This process is planned to be completed

	<p>beyond the project end. Paperwork related to the formal registration of the cooperative was transferred to the responsibility of the commune's People's Committee for further action. TRAFFIC shared the procedural guidelines/tools needed from the authorities and conveyed the importance of the local authorities in completing these procedures following the closure of the project. This upgrade would further the goals of the OCOP plan as well.</p> <ul style="list-style-type: none"> <li>○ Local authorities agreed to take over the upgrading process after March 2018.</li> </ul> <p>The above mentioned main improvements received support from local actors and laid the foundation for additional progress towards achieving the FairWild Standard. In the last quarter of Year 3, the project staff and FPD worked closely with local partners, including the OCOP committee and local authorities, to ensure that improvement pending in each cooperative/group are addressed. Ongoing work related to MAPs harvesting and trade is embedded in the larger activities that will be carried out under the larger OCOP program.</p>
<p>Activity 1.6. Increase access to national and international markets for local collectors via facilitating relationships with selected manufacturers</p>	<p>In <b>Year 1</b>, studies were conducted on the national and international market potential for sustainably certified target species (SD4.2, SD4.3). The National market study showed that pharmaceutical plants were collected with artisanal mining style, were not processed, had no permanent market, had low added value and are mainly sold directly to Chinese traders. Additionally, the study found that local people were not aware of FairWild certification. The International market study found that Jiaogulan has a potential market in Europe as a food supplement, while the American market offers potential for both species (Jiaogulan and Woolly fern). Connections with national and international buyers were strengthened through the attendance at BioFach and meetings (see Activity 1.2).</p> <p>A training workshop for pharmaceutical companies was held by TRAFFIC on best practices in sustainable wild harvesting and equitable trade. Twelve companies were represented including Helvetas, BioTrade, and Fairtrade Viet Nam as well as the Ministry of Health. A training workshop on access and benefit sharing was held by GreenViet later in the year to improve the link between local communities and national companies (see Activity 1.3 and 1.4).</p> <p>In <b>Year 2</b>, 08 representatives from DK Pharma/DK Natura met with 17 representatives (including 10 women) from the Xuan Lac group and Ban Thi group. On a different occasion, 24 representatives (including 12 women) from the groups/cooperatives met with DK Natura at their office and were joined by representatives from the pharmaceutical company Vherb. DK Natura demonstrated the process of Jiaogulan production and explained the price analysis/calculation on which they base their offered purchasing price to the collectors. Project staff were present at all meetings to ensure that the principles of FairWild were taken into account. The outcome of these meetings was a signed contract between the Xuan Lac group and DK Natura for trade in Jiaogulan in line with FairWild Principles (SD3.1). The contract spans three years and includes a contractual obligation to pay 2% above market price for the products.</p> <p>New commercial and pharmaceutical partners, Vherb, Solavina and BioTrade Implementation Group Vietnam were also introduced to the project to promote market access of other target MAP materials.</p> <p>At the international level, the project staff in the Viet Nam office paid a visit to TRAFFIC project sites located in China to exchange and share experience of implementing MAPs projects. Lessons learned from market access and linking with responsible buyers were shared between Vietnam team and China team (SD4.7). Different</p>

		<p>approaches to promote FairWild certification scheme or engage pharmaceutical companies were introduced by the China's team, such as building local human resources on auditing (instead of having international auditor) and engaging leading pharmaceutical companies who have strong influence over others in the industry to facilitate the process of increasing market opportunities for local collectors. After the visit, the Viet Nam project's list of potential market species was shared with relevant stakeholders, including Wecome company – a past project partner on TCM sustainability in China.</p> <p>At the international level, conversations with herbal tea and cosmetic companies in the EU and the US continued. The need for Jiaogulan traded international as a consumable to be registered emerged as a possible limitation to international trade in the product. In response the project team developed a list of additional species available from the project site and distributed that list at BioFach 2017, the In-Cosmetics Trade Fair, and other events.</p> <p>In <b>Year 3</b>, product samples were shown at BioFach 2018. This led for example to an active prospect of a commercial interest from a French cosmetic ingredients company, which is being followed-up on beyond the project end. Although the original plan in Year 3 was to attend national trade fairs in Hanoi or Ho Chi Minh City, the project team ultimately decided that a second study tour (Activity 1.3) would be more beneficial to the collectors.</p> <p>TRAFFIC staff also met with representatives from the TH Company on multiple occasions to discuss their interest in becoming FairWild certified and the opportunities for sustainable sourcing in Viet Nam. Products available through the project were shared with TH as well as the list of available species. In November 2017, TRAFFIC staff held two meetings with leaders of the provincial traditional medicine hospital in Hai Duong province on sourcing of MAPs including Jiaogulan and Tuber fleecflower (<i>Fallopia multiflora</i>) used for hospital patients (medication and treatment). As a result, a partnership was informally established between the hospital staff and the Bao Chau Cooperative nurtured by a two-way exchange of information (meetings, product samples shared). Bao Chau Cooperative shared with the project team that a detailed trading agreement on some MAPs materials may be signed in 2018. It was confirmed that Bao Chau will continue its strong collaboration with DK Natura by increasing trading and two-way support and also keeping up with the international partners for higher prices.</p>
<p><b>Output 2.</b> Sustainable use strategies and management plans (species and area) designed and operational for target MAP species harvested at the project site</p>	<ol style="list-style-type: none"> <li>1. Management plans for the target species and areas developed through a government-led multi-stakeholder consultation process by the end of year 2</li> <li>2. 1000 local collectors trained in FairWild Standard principles of sustainable</li> </ol>	<p>Indicator 2.1: An independent consultant group from Hanoi university of pharmacy and Bac Kan FPD, in collaboration with local harvesters, developed the draft species and area management plans for the target species and areas, based on the resource inventory conducted in year 1 and year 2. The management plan was piloted in the beginning of year 3 and finalized at the end of year 3.</p> <p>Indicator 2.2: 950 individual collections received an initial introduction to FairWild principles during the ABCD training in year one. In Year 2 523 participants (140 women) were trained in FairWild standard principles of sustainable wild-MAP collection, and 353 (115 women) trained in cooperative and group operations by 2017. A training of trainers (TOT) was also delivered to 30 FPD staff and local community members in year 2. In year 3, further trainings reached 537 people.</p> <p>Indicator 2.3: The collectors trained in FairWild principles and practices are utilizing their skills in their communities. Further indicators of using the FairWild principles can be found in the terms of the contract</p>

	<p>wild collection by the end of project year 2</p> <p>3. 1000 local collectors use sustainable harvesting practices based on the management plan and associated FairWild principles by the end of project year 3</p>	<p>between DK Natura and Xuan Lac. In an interview to the Voice of Viet Nam, Ms. Nong Thi Hue, the Xuan Lac group member shared: “I didn’t know earlier how to harvest sustainably until I was trained by the project on sustainable harvesting such as technique on harvesting that allows next generation. Additionally, I was trained on cutting and dying. Before I just collected what I wanted, even uproot without recognizing this practice harms species. The project training improved a lot my skills and knowledge”.</p>
<p>Activity 2.1. Raise awareness of economic and biodiversity benefits of sustainable harvesting among identified beneficiaries including collectors, manufacturers, traders and local authorities through project consultation processes, including individual and multi-stakeholder meetings</p>		<p>In <b>Year 1</b>, project staff conducted 07 preliminary consultative meetings with partners to introduce them to Bac Kan authorities and the current situation of MAPs harvesting and trade in the four project districts. These consultative meetings, in addition to the ABCD trainings (see Activity 2.2), reach over 1,000 people (including 950 collectors). The Bac Kan FPD submitted formal recommendations on the sustainable management of MAPs (pre-cursor to the MAPs management plan) to the Bac Kan People’s Committee. According to the preliminary report of the resource assessment, FPD has committed to develop a MAPs management plan in collaboration with consultant group which started in March 2016.</p> <p>In <b>Year 2</b>, a train the trainers workshop was held in August 2016. These trainings raised awareness about the sustainable use of MAP resources amongst local collectors, local authorities and pharmaceutical companies. The Bac Kan FPD helped secure 07 billboards in the project communes containing messages on the benefits of FairWild Principles. Comments were received from the People’s Committee on the formal recommendations submitted by FPD in Year 1. These comments were incorporated into what would be the full draft of the Species and Area Management Plan. A communication plan for Year 2 was developed and implemented, keeping target audiences and relevant stakeholders updated about project activities. The reach of the communication plan can be seen in Annex 5.</p> <p>In <b>Year 3</b>, project staff continued holding regular meetings with FPD and other stakeholders. A Celebration of Women’s Day was organized in Bac Kạn city to raise awareness specifically about the role and importance of women sustainable MAPs harvesting and trade (SD4.9). A total of 52 people attended this event, including the female representatives from DK Natura company, Childfund Bac Kạn office, and 1 female FPD officer.</p> <p>A Final Project Workshop was held in March 2018 attended by 42 participants, representing local authorities, partners and cooperatives/groups from the target districts in Bac Kạn province. The workshop was a platform to share the successes of the project, emphasize the economic and biodiversity benefits of sustainable harvesting achieved over the life of the project, and instil confidence in the local authorities for continuing to support actions instigated during the project (SD4.10). A communication plan for Year 3 was developed and implemented, continuing to keep target audience and relevant stakeholders updated about project activities. The reach of the communication plan can be seen in Annex 5.</p>

	<p>A workshop was held for pharmaceutical companies and associations (see Activity 1.5). A workshop was on legality frameworks for traditional medicine organizations (see Activity 3). A workshop was held on access and benefit sharing for pharmaceutical companies and health agencies.</p>
<p>Activity 2.2. Develop training materials and implement direct training and ‘train the trainers’ programmes for at least 1000 collectors’ households in Bac Kan province and key FPD staff, with a focus on sustainable harvesting methods and monitoring of target species populations in response to harvest.</p>	<p>In Year 1, technical materials on FairWild were translated into Vietnamese (SD6.6) as part of the initial steps to prepare training materials and training programmes on sustainable harvesting and species monitoring. Sustainable harvesting methods were introduced during the ABCD trainings (Activity 1.4). To support the resource assessment (SD4.4), key FPD staff were trained in resource management and monitoring approaches (Activity 2.3).</p> <p>In <b>Year 2</b>, train the trainer materials on sustainable harvesting methods and species monitoring were developed (The Pocket Guide) (SD6.1) and delivered to 12 Bac Kan FPD staff and 18 community representatives (including 4 women). The Pocket Guide promotes FairWild principles on sustainable harvesting by way of illustrations, pictures, symbols and graphics. The trainers subsequently shared the knowledge with other collectors in two sessions: one with a focus on sustainable collection (523 participants, 140 women), and one on operating cooperatives/groups (353 participants, 115 women).</p> <p>In <b>Year 3</b>, 19 training courses on sustainable harvesting, trading and management were held in 19 villages in the four districts in September-October 2017. A total of 537 collectors attended (including 215 women). The courses used the following methods: group discussion, drawings, brainstorming, card writing, and problem trees. These methods were selected to stimulate the participants to think about the causes/drivers of previous actions retroactively, self-evaluate their current harvesting practices and enable them to adopt a sustainable harvesting approach going forward. The courses identified and removed barriers to changing behaviour and affirm the positive impact of adopting a sustainable harvesting approach. Lastly, training games were used to demonstrate links between harvesting and the benefits of long-term forest conservation. Over 500 Pocket Guides were distributed to participants. Post-training evaluations found that the knowledge gained was very useful for harvesters and traders of MAPs. 96% of the participants found the content of the trainings suitable for ethnic minority people, that the content of the training was successfully communicated to attendees and wanted more trainings to share the knowledge more broadly.</p> <p>By the close of the project, 893 collectors’ households had participated in train the trainer or training programmes focused on sustainable harvesting methods and species monitoring.</p>
<p>Activity 2.3. Carry out resource inventory, develop and support the endorsement and implementation of a species and area management plan for target MAP species</p>	<p>In Year 1, as part of developing a species and area management plan, the Institute of Ecology and Biology Resources in collaborating with Bac Kan FPD conducted a resource assessment of <i>Gynostemma pentaphyllum</i> and <i>Cibotium barometz</i> in the project sites (SD4.4). Beginning in March 2016, the survey team mapped the natural distribution of both species and estimated their populations. Additionally, the survey team held village meetings to learn about the current collection protocols observed in the project site. Progress began on developing the species and area management plan.</p> <p>In Year 2, the resource assessment was completed (SD4.4) and showed the distribution in the project areas, the population estimates, identified sustainable harvesting quotas, and mapped the harvest areas for both species. A group of experts from the Ha Noi University of Pharmacy, together with the project team, completed a full draft of the species and management plan (SD6.4) utilizing the findings of the resource assessment. The sustainable</p>

	<p>harvesting manual (“Pocket Guide”, SD6.1), together with the establishment of sustainable collection quotas and the identification of collection areas for target species were completed.</p> <p>In <b>Year 3</b>, the draft Species and Area Management Plan underwent review from the project partners (TRAFFIC, outside experts, and FPD). TRAFFIC staff then worked with the experts from Ha Noi University of Pharmacy to revise and finalize the species and management plan. The Species and Area Management plan was finalized in early March 2018 and has been included in the OCOP implementation plan for Bac Kan. Although the Species and Area Management Plan has not yet been implemented (set to begin in 2019), it provides the framework for Bac Kan authorities to be successful in its future implementation. Main highlights of the management plan include:</p> <ul style="list-style-type: none"> <li>• A set of management tools for all stakeholders on harvesting, preliminary processing, processing, producing and commercializing the products from target species (<i>Jiaogulan (Gynostemma pentaphyllum)</i>, Woolly fern (<i>Cibotium barometz</i>), <i>Amomum spp</i> and <i>Alpiniae katsumadai Hayata</i>), in four target districts.</li> <li>• Value chains including households, interest groups, cooperatives, companies, People’s Committees, FPD, management boards, NGOs, universities, research institutes</li> <li>• The final target of the management plan is to ensure the sustainability of harvesting, preliminary processing, processing, producing and commercialization and to ensure reasonable sharing of benefits</li> </ul> <p>Even during Year 3 the plan guided collector’s organization in carrying out the following actions:</p> <ul style="list-style-type: none"> <li>• Xuan Lac group selected its key product of vacuum-packaged five-leaf Jiaogulan tea (<i>Gynostemma pentaphyllum var</i>) and set a target of registering this products under the provincial OCOP program which to be implemented on the ground from 2019.</li> <li>• Bao Chau cooperative selected 3 key products including vacuum-packaged <i>Ampelopsis cantoniensis (herbal tea)</i>; Vacuum-packaged five-leaf Jiaogulan (<i>Gynostemma pentaphyllum var. pentaphyllum</i>) and <i>Solanum trilobatum</i> for business development and OCOP program registration in 2018.</li> <li>• Khuoi Luong group has kept on following with the remaining procedure for upgrade into cooperative and developing final commercial product which is packaged Dao ethnic group’s herb ingredient for better health with OCOP registration tentatively in 2019.</li> </ul>
<p>Activity 2.4. Develop province-level sustainable MAPs use strategy and communicate it to all stakeholders through project activities and Vietnam’s BioTrade network</p>	<p>In <b>Year 1</b>, a meeting was held to discuss MAPs conservation in accordance with provincial decision No. 3808/2009/QD-UBND (the approval of the MAPs Development Program in Back Kan Province 2010-2015 and its vision to 2020). TRAFFIC provided technical support to the Bac Kan FPD in submitting formal recommendations to the Bac Kan People’s Committee to improve regulations for the sustainable management of MAPs.</p> <p>In <b>Year 2</b>, this activity was replaced by the MAPs Product Development Plan (SD6.5) following consultations with the Bac Kan FPD and the development of a new MAPs program by the Bac Kan Provincial Committee. In the capacity of a consultant, the former director of the National Institute of Traditional Materials, BIG, Bac Kan FPD and TRAFFIC, together developed a draft of the MAPs Product Development Plan. Meetings were held with the provincial Department of Agriculture and Rural Development, the OCOP representatives, and the People’s Committee to discuss the plan. The plan was presented in a consultative workshop to get inputs and</p>



comments from stakeholders such as ATM, BCA and the provincial departments. Initial feedback was positive and plans were made to integrate the Product Development Plan into the OCOP Program.

In **Year 3**, the drafting team finalized the Performance Report on the MAPs Product Development Plan in January 2018 (SD6.5). The main highlights from this plan include:

- Activities to develop MAP products towards the OCOP plan have been carried out successfully.
- Recommended that the Bac Kan FPD Project Management Board and TRAFFIC work with the province and OCOP steering committee to integrate the product development plan into the OCOP program.
- Recommended that the OCOP steering committee provides guidance to the partners on each product.

Also during **Year 3**, the Bac Kan People's Committee continued developing the One Commune One Product (OCOP) program at the provincial level. The greater OCOP program covers six economic sectors, including medicinal and aromatic plants (this section is referred to as OCOP-MAPs), and aims to help the province meet economic development goals by 2020. It is tailored to the social-economic context of Bac Kan province and designed to lend financial and technical support to the economic sectors highlighted within. In October 2017, an OCOP steering committee was established with permanent staff. The committee was tasked with bringing together expertise, knowledge, and lessons learned from around the country and using that information to set practical objectives for the Bac Kan OCOP program. This project focused only on one portion of the greater OCOP Program, the piece related to OCOP-MAPs which included the Species and Area Management Plan. The provincial OCOP committee, working as a specialised advisory to the highest provincial authorities in the field, has stepped up to summarise and turn all lessons learnt and observations from the study tours over the last two years into practical skills for adapting OCOP program in the province. The program was approved for implementation on 2 March 2018 (SD6.3.2).

The main objectives of the overall OCOP program are:

- To raise awareness amongst the general public and local authorities (both at the district and commune level) of the program and the importance of altering economic structure, restructuring agricultural product model to trigger rural economic development and improve living conditions;
- To create effective production and business models for traditional products and services to make them more competitive on the domestic market;
- To identify common materials with product development potential in each district/town/commune
- To compile a product development plan
- To strengthen management and operation system for the OCOP program from provincial to district and commune levels.
- To set up marketing and sale system for OCOP products at provincial and district level.

Beginning in October 2017 the project team assisted Bac Kan FPD to finalise and launch an OCOP plan inclusive of the specifically tailored program for MAPs products (OCOP-MAPs) as mentioned in the **Activity 2.4** in the targeted districts. In December 2017, the OCOP-MAPs was successfully integrated into the larger OCOP-Bac

	<p>Kan program by the OCOP Committee. The project team and FPD worked closely with the key local collectors' organizations to select potential MAPs products to register for OCOP-Bac Kan program and improve value chains for facilitating better market access (as noted in Activity 2.3).</p>				
<p><b>Output 3.</b> A mechanism for scaling up application of the project model and results established and an enabling environment created in other areas</p>	<table border="1"> <tr> <td data-bbox="472 271 775 619"> <p>1. VN government ministries (environment, health), representatives from the site, and companies recommend replication and scaling up of Bac Kan MAP model for additional species and sites in Vietnam by the end of year 3 of the project</p> </td> <td data-bbox="786 271 2107 619"> <p>Indicator 3.1: TRAFFIC signed partnership/collaboration agreements with ATM (MOH) and BCA (MONRE) in year 2, directly engaging two ministries in the project implementation. This familiarized the government with the project approach, the sustainable use of wild resources, and the FairWild standard. The opportunities for the policy interventions and replication were identified. They included: replication of the project approach and model via the OCOP programme; the potential to integrate project findings and FairWild best practices into the ABS and GACP parts of legal and policy frameworks for implementation. As it took longer than expected to get all of the frameworks in place in Bac Kan, the project came to an end before these tools could be fully implemented. Thus, it was a bit too soon to obtain recommendations for scaling up. However, all stakeholders have given positive feedback, the OCOP MAPs plan and the OCOP overall plan have been approved by the Bac Kan People's committee and await implementation in 2019.</p> </td> </tr> <tr> <td data-bbox="472 622 775 948"> <p>2. National level government agencies commit to the development and implementation of a sustainable management strategy for Vietnam's MAP resources by the end of year 3 of the project</p> </td> <td data-bbox="786 622 2107 948"> <p>Indicator 3.2 The findings from the policy review on non-timber forest product legality and FairWild Frameworks (SD4.12) were disseminated at a workshop co-organised by ATM, the Ministry of Health and TRAFFIC. ATM ultimately proposed that the Ministry of Health integrate the FairWild principles in Circular 14/2009. TRAFFIC and BCA co-hosted a workshop in January 2018 at which the FairWild standard was proposed as a best practices framework and a means by which to implement the new legislation Decree 59/2017/ND-CP. Recommendations and comments from this workshop were shared with the government and review of Decree 59 is currently ongoing. The major outcomes and case studies of the project were compiled into a final publication (SD6.2) and shared with all stakeholders, companies, and interested entities.</p> </td> </tr> </table>	<p>1. VN government ministries (environment, health), representatives from the site, and companies recommend replication and scaling up of Bac Kan MAP model for additional species and sites in Vietnam by the end of year 3 of the project</p>	<p>Indicator 3.1: TRAFFIC signed partnership/collaboration agreements with ATM (MOH) and BCA (MONRE) in year 2, directly engaging two ministries in the project implementation. This familiarized the government with the project approach, the sustainable use of wild resources, and the FairWild standard. The opportunities for the policy interventions and replication were identified. They included: replication of the project approach and model via the OCOP programme; the potential to integrate project findings and FairWild best practices into the ABS and GACP parts of legal and policy frameworks for implementation. As it took longer than expected to get all of the frameworks in place in Bac Kan, the project came to an end before these tools could be fully implemented. Thus, it was a bit too soon to obtain recommendations for scaling up. However, all stakeholders have given positive feedback, the OCOP MAPs plan and the OCOP overall plan have been approved by the Bac Kan People's committee and await implementation in 2019.</p>	<p>2. National level government agencies commit to the development and implementation of a sustainable management strategy for Vietnam's MAP resources by the end of year 3 of the project</p>	<p>Indicator 3.2 The findings from the policy review on non-timber forest product legality and FairWild Frameworks (SD4.12) were disseminated at a workshop co-organised by ATM, the Ministry of Health and TRAFFIC. ATM ultimately proposed that the Ministry of Health integrate the FairWild principles in Circular 14/2009. TRAFFIC and BCA co-hosted a workshop in January 2018 at which the FairWild standard was proposed as a best practices framework and a means by which to implement the new legislation Decree 59/2017/ND-CP. Recommendations and comments from this workshop were shared with the government and review of Decree 59 is currently ongoing. The major outcomes and case studies of the project were compiled into a final publication (SD6.2) and shared with all stakeholders, companies, and interested entities.</p>
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<p>Activity 3.1. Share project results showcasing successes, challenges and lessons learned with specific regard to:</p> <p>A. Negotiating multi-stakeholder (government, local community, business) arrangements and agreements for sustainable resource management and trade in wild-harvested products;</p> <p>B. The potential and challenges of achieving sustainable management of NTFP trade to increase incomes in protected area buffer zones;</p> <p>C. Practical approaches to achieve equitable access and benefit sharing for trade to local and international markets</p> <p>D. Compliance with CITES requirements for international trade in CITES-listed species</p>	<p>In <b>Year 1</b>, initial project experiences were summarized in various publications including the Food and Agriculture Organization Non-Wood Forest Products newsletter, the IUCN Sustainable Use and Livelihoods Specialist Group newsletter, the International Trade Center Market News Services report, and TRAFFIC and FairWild communication channels, among others (see Annex 5).</p> <p>In <b>Year 2</b>, project results were shared in a report submitted to the 1<sup>st</sup> Meeting of the Subsidiary Body on Implementation for the Convention on Biological Diversity's Global Strategy for Plant Conservation. Project results were also used in the preparation of the study <i>The Applicability of Traceability Systems for CITES Medicinal Plants with a Focus on the Greater Mekong Countries</i>. The mid-term successes of the project were presented at several events including the IUCN World Conservation Congress (Activity 3.5) and BioTrade stakeholders forums (Activities 3.2 and 3.3).</p> <p>In <b>Year 3</b>, the findings from the policy review on non-timber forest product legality and FairWild Frameworks (SD4.12) were disseminated at a workshop co-organised by ATM, the Ministry of Health and TRAFFIC. TRAFFIC project staff published a short report in the TRAFFIC Bulletin entitled <i>Membership in Community: Why is it important?</i> on the significance of the collectors' groups/cooperatives formed under the project. The major</p>				

<p>E. Operationalizing third party certification systems for wild-harvested products destined for local and international</p>	<p>outcomes and case studies of the project were compiled into a final publication (SD6.2) and shared with all stakeholders, companies, and interested entities.</p> <p>TRAFFIC met with Helvetas a number of times to discuss the possibility of collaborating on activities or workshops. Both sides shared current and relevant workplans, but ultimately no specific activity/event was identified for collaboration. This was due in part to change over in Helvetas staff during this year.</p> <p>Finally, the project team produced the final report showcasing successes, challenges and lessons learnt in the final report (in EN and VN) SD6.2a/b, with the plan for distribution.</p>
<p>Activity 3.2. Promote the FairWild Standard through peer-to-peer learning mechanisms and links to existing Vietnamese organic wild-collection enterprises and communities</p>	<p>In <b>Year 1</b>, the FairWild Standard was promoted at a workshop on sustainability certifications for national pharmaceutical companies (Activity 1.6). Information about FairWild was also disseminated to collectors and project partners at other meetings and training courses held in the first year.</p> <p>In <b>Year 2</b>, the FairWild principles were presented and linked to the project activities, including the partnership with ATM and BCA working on policy advocacy. Other companies (Vherb and Nam Duoc Pharmaceutical Company) were introduced to the FairWild principles at various meetings. ATM and TRAFFIC co-hosted a FairWild-GACP workshop (Activity 3.4) at which they proposed integrating FairWild principles into government policy on MAPs management in general and in the Circular on GACP in particular (to address issues of traceability). During the study tour to Lao Cai Province, the FairWild principles were introduced to the director of Sapa Napro.</p> <p>In <b>Year 3</b>, TRAFFIC and the Viet Nam Chamber of Commerce and Industry co-hosted a workshop promoting sustainable harvesting and fair trade practices as part of corporate social responsibility, in particular through the application of the FairWild standard, in November 2017. The 25 attendees included: local traditional medicine practitioners, pharmaceutical companies, food companies, and cosmetic ingredient producers. The workshop gave attendees a greater understanding of how medicinal and aromatic plants are harvested, processed, and traded. Attendees were given guidance on the legislation surrounding plant harvesting and on the importance of safeguarding plants for future generations. Community development was also a major topic of discussion, with speakers emphasising how fairer trade practices resulted in higher living standards for the harvesting communities and contributed to a more consistent, better quality product. CSR training materials on the following topics were distributed: sustainable wild collection, protecting MAP resources, protecting the environment, community development, community engagement, health and safety in wild collection practices, transparency and stakeholder engagement, quality control and traceability. Approximately 100 FairWild booklets were also distributed.</p> <p>Ten of the 25 companies and agencies in attendance, (including the Thai Hung Tea Company, the Center for Preservation and Development of Viet Nam, and Tue Linh Company) showed interest in learning more about FairWild standards by requesting additional information. Twenty companies approached VCCI and TRAFFIC about possible opportunities to offer technical support and participate in the MAPs project. Ten companies, including TH Company, later engaged with the project to share more information related to sustainable harvesting. Following the workshop, VCCI confirmed its willingness to support future activities involving small and medium enterprises that fall within their scope of management.</p>

<p>Activity 3.3. Input into the existing BioTrade Vietnam multi-stakeholder forum on private sector leadership for sustainability of sourcing and production in Vietnam</p>	<p>In <b>Year 1</b>, the project team communicated with BioTrade Viet Nam about opportunities for joint events.</p> <p>In <b>Year 2</b>, A new partnership with the BioTrade Implementation Group (BIG) was established to support the delivery of this activity. Project staff provided technical input to the BioTrade stakeholder forums on the identification of barriers to trading biodiversity products from Viet Nam at a workshop entitled, <i>Addressing the Intersection Between the Nagoya Protocol, Access and Benefit Share Rules and BioTrade in Viet Nam</i>. In the workshop co-hosted by ATM and TRAFFIC, a representative from Helvetas presented on how FairWild-based policies benefit manufacturers and communities. It was suggested that the government of Viet Nam, specifically the ATM should proceed along these policy lines. ATM was urged to take action regarding the amendments of the Circular directing GACP application in Viet Nam.</p> <p>A meeting between the project team and Helvetas resulted in the strengthening of relationships and opened opportunities to collaborate and provide technical input to the BioTrade project.</p> <p>In <b>Year 3</b> The collaborative relationships with Helvetas programme and relevant projects continued, including via Helvetad targeted support to the Darwin Initiative partners DK Pharma/Natura.</p>
<p>Activity 3.4. Advocate for the wider policy impact on the national level in Vietnam on creating the enabling environment for sustainable MAPs harvesting and equitable trade in resources and intra-ministerial cooperation on the issue</p>	<p>In <b>Year 1</b>, the project team consulted various government bodies (BCA, MARD, the National Institution of Medicine Materials) about potentially contributing to Viet Nam’s commitment to implement GACP. They expressed interest in and readiness to support the project. The following project materials were developed: a 20-minute documentary about the project; 2,400 FairWild Standard pamphlets, 2,400 project overview flyers, 500 FairWild Performance Indicator brochures.</p> <p>In <b>Year 2</b>, through the partnership with BIG (Activity 3.3) an analysis of gaps in policies/laws that address harvesting and trading forest resources (including MAPs) was conducted and results are in a report (SD4.12). The findings of the analysis noted that Viet Nam’s existing legal framework is not comprehensive with regards to the collection of certain species and lacks collection area maps, post-harvest monitoring and evaluation, and benefit sharing for local collectors. Helpful policy recommendations included addressing the traceability of MAPs and that roles/responsibility of MAPs management should be revisited (for example, currently FPD has control over collection practices but has no expertise to identify different plant products). TRAFFIC and ATM signed a partnership agreement in October 2016 and co-hosted a forum on traditional medicine practitioners on sustainable wild collection in December 2016. Attendees included BIG, DK Pharma, and Bac Kan FPD. This issue of traceability was discussed with regards to imports/exports to/from China. In March 2017 TRAFFIC and ATM co-hosted a workshop about integrating FairWild Standards and the Good Agriculture and Collection Practices (GACP). The workshop resulted in an action plan to integrate the two frameworks, demonstrating how FairWild’s guiding principles could fill existing gaps in the existing GACP. The proposal for integration was agreed on by all workshop participants, including ATM. TRAFFIC will continue with implementation of the plan.</p> <p>TRAFFIC signed an MOU with BCA in February 2017 for work in 2016-2018. BCA worked with TRAFFIC to carry out a study on the interface of access and benefit sharing and FairWild principles (SD4.5), aligned with the implementation of the Nagoya Protocol in Viet Nam. The main findings linked the eight FairWild principles with the ABS rules, showing how they could be complimentary. A panel was convened to peer-review the report. Overall positive feedback was received including that the report provided sufficient and convincing arguments for integrating FairWild into ABS, but that stronger actions should be sought from the government on wild MAPs management. TRAFFIC and BCA co-hosted a consultative workshop in March 2017 to present the</p>

	<p>recommendations of the study and introduce ABS rules and FairWild principles. Participants agreed to apply the FairWild standard to ABS implementation noting that ethical and social aspects of trade are often neglected in Viet Nam. Once again the issue of traceability was flagged and it was suggested that FairWild principles could contribute greatly to improving that issue. Some participants suggested creating a specific guidance document on FairWild/ABS implementation (Decree or Circular).</p> <p>In <b>Year 3</b>, following the action plan for FairWild/GACP created in Year 2, ATM proposed that the Ministry of Health integrate the FairWild principles in Circular 14/2009. A workshop was held in November 2017 co-hosted by TRAFFIC and ATM in which the policy review on the gaps in legal frameworks was shared. The event offered a consultative opportunity for 30 traditional medicine associations, health agencies, pharmaceutical companies and local authorities to provide feedback. ATM ultimately took the feedback under consideration and confirmed that the process of updating the Circular is underway and should be completed in mid-2018.</p> <p>TRAFFIC and BCA co-hosted a workshop in January 2018 for 32 participants from pharmaceutical companies, trading firms, and health and conservation agencies to discuss the implementation of new legislation (Decree 59/2017/ND-CP) relating to ABS. The FairWild standard was proposed as a best practices framework and a means by which to implement the new legislation that ensures Viet Nam's plant collection activities meet international standards. Recommendations and comments from this workshop were shared with the government and review of Decree 59 is currently ongoing.</p> <p>The organizers also disseminated the results of a TRAFFIC-funded study on similarities between the Nagoya Protocol, an international agreement on access and benefit sharing, and the FairWild Standard. The study found that the adoption the FairWild Standard, could provide valuable support for the new decree, thereby ensuring that the country's medicinal and aromatic plants are harvested in a sustainable manner and that revenue from their development is shared equitably among stakeholders.</p>
<p>Activity 3.5. Present the project and outcomes of the project at international fora, including trade show, high-level policy events (e.g. CITES or CBD CoPs)</p>	<p>In <b>Year 1</b>, the project progress was shared at several international events including BioFach 2016 in Germany and the II Traditional Chinese Medicine Corporate Social Responsibility and Sustainability Forum in Hangzhou, China. Other presentations can be seen in Activity 1.6, Activity 3.1.</p> <p>In <b>Year 2</b>, the project mid-term successes were presented at several events including the IUCN World Conservation Congress and BioTrade stakeholder forums. A summary of the project was aired by the national radio station, Voice of Viet Nam, on 17 April 2017. Other presentations can be seen in Activity 1.6, Activity 1.3.</p> <p>In <b>Year 3</b>, the project results were highlighted at the BioFach trade fair (February 2018), and plans for a lessons learnt distribution are made for the post-project CITES Plants Committee meeting in July 2018, and the CBD CoP14 in November 2018.</p>

## Annex 3 Standard Measures

Code	Description	Total	Nationality	Gender	Title or Focus	Language	Comments
<b>Training Measures</b>							
1a	Number of people to submit PhD thesis						
1b	Number of PhD qualifications obtained						
2	Number of Masters qualifications obtained						
3	Number of other qualifications obtained						
4a	Number of undergraduate students receiving training						
4b	Number of training weeks provided to undergraduate students						
4c	Number of postgraduate students receiving training (not 1-3 above)						
4d	Number of training weeks for postgraduate students						
5	Number of people receiving other forms of long-term (>1yr) training not leading to formal qualification (e.g., not categories 1-4 above)						
6a	Number of collectors trained in FairWild Standard principles of sustainable wild collection by the end of project		Vietnamese (Tay, Nung, Dao ethnic minorities)	1,060 total: 415 women/645 men	Training on sustainable harvesting; Training on fair pricing and benefit sharing; Training on cooperative and group operations;	Vietnamese	

					Training on FairWild		
6b	Number of training weeks not leading to formal qualification						
7	Number of types of training materials produced for use by host country(Viet Nam) (materials developed for training activities)	6			Sustainable harvesting, fair pricing, product quality, marketing, species monitoring, FairWild Certification, MAP processing		
<b>Research Measures</b>		<b>Total</b>	<b>Nationality</b>	<b>Gender</b>	<b>Title</b>	<b>Language</b>	<b>Comments/ Weblink if available</b>
9	Number of species/habitat management plans (or action plans) produced for Governments, public authorities or other implementing agencies in Viet Nam	1			Species and Area Management Plan: <i>Cibotium barometz</i> and <i>Gynostemma pentaphyllum</i>	Vietnamese & English	Participatory process used
10	Number of formal documents produced to assist work related to species identification, classification and recording.	1			A Pocket Guide for the Sustainable Collection of Jiaogulan,	Vietnamese English	

					Woolly Fern, and Other Medicinal Plants		
11a	Number of papers published or accepted for publication in peer reviewed journals	1			Membership in Community: Why is it important?	English	
11b	Number of papers published or accepted for publication elsewhere						
12a	Number of computer-based databases established (containing species/generic information) and handed over to host country						
12b	Number of computer-based databases enhanced (containing species/genetic information) and handed over to host country						
13a	Number of species reference collections established and handed over to host country(s)						
13b	Number of species reference collections enhanced and handed over to host country(s)						

Dissemination Measures		Total	Nationality	Gender	Theme	Language	Comments
14a	Number of conferences/seminars/workshops organised to present/disseminate findings from Darwin project work	10+			Sustainable harvesting of MAPs in Bac Kan	Vietnamese/English	E.g. Project launch workshop, Women's Day Celebration, Closing Workshop



<b>Dissemination Measures</b>		<b>Total</b>	<b>Nationality</b>	<b>Gender</b>	<b>Theme</b>	<b>Language</b>	<b>Comments</b>
14b	Number of conferences/seminars/ workshops attended at which findings from Darwin project work will be presented/ disseminated.	7+			Sustainable harvesting of MAPs in Bac Kan		E.g. BioFach, World Conservation Congress

<b>Physical Measures</b>		<b>Total</b>	<b>Comments</b>
20	Estimated value (£s) of physical assets handed over to Viet Nam – processing equipment for harvesters	13,000	Mainly processing and harvesting equipment, including herbal dryers. For a full equipment purchase list see SD3.4.
21	Number of collectors' organisations established	15	15 collectors' groups were formed during the project, 01 collector cooperative participated in the project but was pre-existing
22	Number of permanent field plots established		Please describe

<b>Financial Measures</b>		<b>Total</b>	<b>Nationality</b>	<b>Gender</b>	<b>Theme</b>	<b>Language</b>	<b>Comments</b>
23	Value of additional resources raised from other sources (e.g., in addition to Darwin funding) for project work from TRAFFIC Viet Nam, Bac Kan FPD, ATM and TRAFFIC International	33,218	Vietnamese British			Vietnamese English	

## Annex 4 Aichi Targets

	Aichi Target	Tick if applicable to your project
1	People are aware of the values of biodiversity and the steps they can take to conserve and use it sustainably.	x
2	Biodiversity values have been integrated into national and local development and poverty reduction strategies and planning processes and are being incorporated into national accounting, as appropriate, and reporting systems.	
3	Incentives, including subsidies, harmful to biodiversity are eliminated, phased out or reformed in order to minimize or avoid negative impacts, and positive incentives for the conservation and sustainable use of biodiversity are developed and applied, consistent and in harmony with the Convention and other relevant international obligations, taking into account national socio economic conditions.	
4	Governments, business and stakeholders at all levels have taken steps to achieve or have implemented plans for sustainable production and consumption and have kept the impacts of use of natural resources well within safe ecological limits.	X
5	The rate of loss of all natural habitats, including forests, is at least halved and where feasible brought close to zero, and degradation and fragmentation is significantly reduced.	
6	All fish and invertebrate stocks and aquatic plants are managed and harvested sustainably, legally and applying ecosystem based approaches, so that overfishing is avoided, recovery plans and measures are in place for all depleted species, fisheries have no significant adverse impacts on threatened species and vulnerable ecosystems and the impacts of fisheries on stocks, species and ecosystems are within safe ecological limits.	
7	Areas under agriculture, aquaculture and forestry are managed sustainably, ensuring conservation of biodiversity.	
8	Pollution, including from excess nutrients, has been brought to levels that are not detrimental to ecosystem function and biodiversity.	
9	Invasive alien species and pathways are identified and prioritized, priority species are controlled or eradicated, and measures are in place to manage pathways to prevent their introduction and establishment.	
10	The multiple anthropogenic pressures on coral reefs, and other vulnerable ecosystems impacted by climate change or ocean acidification are minimized, so as to maintain their integrity and functioning.	
11	At least 17 per cent of terrestrial and inland water, and 10 per cent of coastal and marine areas, especially areas of particular importance for biodiversity and ecosystem services, are conserved through effectively and equitably managed, ecologically representative and well connected systems of protected areas and other effective area-based conservation measures, and integrated into the wider landscapes and seascapes.	
12	The extinction of known threatened species has been prevented and their conservation status, particularly of those most in decline, has been improved and sustained.	x
13	The genetic diversity of cultivated plants and farmed and domesticated animals and of wild relatives, including other socio-economically as well as culturally valuable species, is maintained, and strategies have been developed and	

	implemented for minimizing genetic erosion and safeguarding their genetic diversity.	
14	Ecosystems that provide essential services, including services related to water, and contribute to health, livelihoods and well-being, are restored and safeguarded, taking into account the needs of women, indigenous and local communities, and the poor and vulnerable.	
15	Ecosystem resilience and the contribution of biodiversity to carbon stocks has been enhanced, through conservation and restoration, including restoration of at least 15 per cent of degraded ecosystems, thereby contributing to climate change mitigation and adaptation and to combating desertification.	
16	The Nagoya Protocol on Access to Genetic Resources and the Fair and Equitable Sharing of Benefits Arising from their Utilization is in force and operational, consistent with national legislation.	X
17	Each Party has developed, adopted as a policy instrument, and has commenced implementing an effective, participatory and updated national biodiversity strategy and action plan.	
18	The traditional knowledge, innovations and practices of indigenous and local communities relevant for the conservation and sustainable use of biodiversity, and their customary use of biological resources, are respected, subject to national legislation and relevant international obligations, and fully integrated and reflected in the implementation of the Convention with the full and effective participation of indigenous and local communities, at all relevant levels.	X
19	Knowledge, the science base and technologies relating to biodiversity, its values, functioning, status and trends, and the consequences of its loss, are improved, widely shared and transferred, and applied.	
20	The mobilization of financial resources for effectively implementing the Strategic Plan for Biodiversity 2011-2020 from all sources, and in accordance with the consolidated and agreed process in the Strategy for Resource Mobilization should increase substantially from the current levels. This target will be subject to changes contingent to resource needs assessments to be developed and reported by Parties.	

## Annex 5 Publications

Type * (e.g. journals, manual, CDs)	Detail (title, author, year)	Nationality of lead author	Nationality of institution of lead author	Gender of lead author	Publishers (name, city)	Available from (e.g. web link, contact address etc)
Newsletter article	The FairWild approach in Vietnam is helping communities and conservation, Anastasiya Timoshyna, 2015	Ukrainian	UK (TRAFFIC International)	Female	Darwin Initiative Newsletter on Trade and Biodiversity (DEFRA, UKAID, Darwin Initiative), London	<a href="http://goo.gl/PsCihm">http://goo.gl/PsCihm</a>
Newsletter article	Asia: Biodiversity and human health – implementing best practices in sustainable harvesting and trade of medicinal plants, Anastasiya Timoshyna, 2015	Ukrainian	UK (TRAFFIC International)	Female	Food and Agriculture Organization Non-Wood Forest Product Update Newsletter, Rome	<a href="http://goo.gl/C6tNN6">http://goo.gl/C6tNN6</a>
Newsletter entry	FairWild Newsletter entries, Bryony Morgan, Mai Nguyen, 2015	UK, Vietnamese	UK (TRAFFIC International), Viet Nam (TRAFFIC in Viet Nam)	Female * 2	FairWild Foundation Newsletter, Editions 5 and 6,	<a href="http://www.fairwild.org/newsletter">http://www.fairwild.org/newsletter</a>
Pocket guide	A Pocket Guide for the Sustainable Collection of Jiaogulan, Wooly Fern, and Other Medicinal and Aromatic Plants	Vietnamese	Vietnamese	male	TRAFFIC, Hanoi	From TRAFFIC in PDF form
TRAFFIC web update	FairWild: Looking forward to a sustainable and prosperous 2016, TRAFFIC International (mixed authorship), 2015	Mixed authorship	UK (TRAFFIC International)	Mixed authorship	TRAFFIC International webpage	<a href="http://bit.ly/1Ocmms7">http://bit.ly/1Ocmms7</a>

TRAFFIC web update	Sustainable plant harvesting as straightforward as ABCD, Mai Nguyen and Jill Capotosto, 2015	Vietnamese, USA	Vietnamese (TRAFFIC in Viet Nam)	Female	TRAFFIC International webpage	<a href="http://bit.ly/1Pz4sSe">http://bit.ly/1Pz4sSe</a>
TRAFFIC web update	Wild plant project sows the seeds of sustainable harvesting, Mai Nguyen and Jill Capotosto, 2015	Vietnamese, USA	Vietnamese (TRAFFIC in Viet Nam)	Female	TRAFFIC International webpage	<a href="http://bit.ly/1P8QPrh">http://bit.ly/1P8QPrh</a>
TRAFFIC web update	Strong FairWild presence at world leading organic food fair, TRAFFIC International (mixed authorship), 2016	Mixed authorship	UK (TRAFFIC International)	Mixed authorship	TRAFFIC International webpage	<a href="http://bit.ly/21NifYx">http://bit.ly/21NifYx</a>
TRAFFIC Web Update	Teaching the teachers—learning how to train local harvesters, Thuy Nguyen and Nikolas Veinot, 2016	Vietnamese, USA	Vietnamese (TRAFFIC in Viet Nam)	Female, male	TRAFFIC International Webpage	<a href="http://bit.ly/2o5thO3">http://bit.ly/2o5thO3</a>
TRAFFIC Web Update	Viet Nam’s traditional medicine sector sees clear benefits of using sustainably sourced wild plants, Thuy Nguyen and Nikolas Veinot, 2016	Vietnamese, USA	Vietnamese (TRAFFIC in Viet Nam)	Female, male	TRAFFIC International Webpage	<a href="http://bit.ly/2hd80hO">http://bit.ly/2hd80hO</a>
TRAFFIC Web Update	Collectors Increase Knowledge from Other Successful Sustainability Projects, Thuy Nguyen and Nikolas Veinot, 2016	Vietnamese, USA	Vietnamese (TRAFFIC in Viet Nam)	Female, male	TRAFFIC International Webpage	<a href="http://bit.ly/2joAB4X">http://bit.ly/2joAB4X</a>
TRAFFIC Web Update	Access and Benefit-sharing policies to be implemented in Viet Nam and Thuy Nguyen, Nikolas Veinot, 2016	Vietnamese, USA	Vietnamese (TRAFFIC in Viet Nam)	Female, male	TRAFFIC International Webpage	<a href="http://bit.ly/2opCU6o">http://bit.ly/2opCU6o</a>
TRAFFIC Web Update	Role of women in sustainable conservation and local economic development celebrated	Vietnamese, Australian	Vietnamese (TRAFFIC in Viet Nam)	Male, female	TRAFFIC International Webpage	<a href="https://bit.ly/2GMj81R">https://bit.ly/2GMj81R</a>

	in Bac Kan, Viet Nam, Khuong Nguyen and Alisa Blee, 2017					
TRAFFIC Web Update	Traditional medicine producers encouraged to adopt sustainable plant harvesting practices into their corporate social responsibility, Khuong Nguyen and Amanda Quinn, 2017	Vietnamese, Canadian	Vietnamese (TRAFFIC in Viet Nam)	Male, female	TRAFFIC International Webpage	<a href="https://bit.ly/2EftWjU">https://bit.ly/2EftWjU</a>
TRAFFIC Web Update	FairWild Standard a good fit for new plant laws, Khuong Nguyen and Amanda Quinn, 2018	Vietnamese, Canadian	Vietnamese (TRAFFIC in Viet Nam)	Male, female	TRAFFIC International Webpage	<a href="https://bit.ly/2q5c32i">https://bit.ly/2q5c32i</a>
TRAFFIC Web Update	Local authorities and communities celebrate success of wild plant collection initiative, Khuong Nguyen and Amanda Quinn, 2018	Vietnamese, Canadian	Vietnamese (TRAFFIC in Viet Nam)	Male, female	TRAFFIC International Webpage	<a href="https://bit.ly/2uI0enV">https://bit.ly/2uI0enV</a>
TRAFFIC Bulletin	Membership in the Community: Why is it important? TRAFFIC Bulletin Vol. 29. No. 2, Rosa A. Indenbaum and Thuy Nguyen, 2017	USA, Vietnamese	Vietnamese (TRAFFIC in Viet Nam)	Female *2	TRAFFIC, Cambridge	<a href="http://www.traffic.org/Bulletin">http://www.traffic.org/Bulletin</a>
Newsletter Article	Improving Livelihoods to Reconcile Wild Plant Harvesting with Biodiversity Protection, Ba Cuong and Richard Thomas, 2017	Vietnamese, UK	Vietnamese (TRAFFIC in Viet Nam), UK (TRAFFIC International)	Male *2	Darwin Initiative Newsletter on Conflict and Conservation, London	<a href="http://bit.ly/2nfTiW8">http://bit.ly/2nfTiW8</a>
Facebook post	An introduction to TRAFFIC's project on sustainable wild collection and fair trade in medicinal and aromatic plants in Bac Kan Province, Viet Nam. Contact us for full story in English. <a href="http://www.thiennhien.net/2016/02/14/khai-thac-ben-vung-va-thuong-mai-cong-bang-cay-huong-duoc-lieu-tai-bac-kan/">http://www.thiennhien.net/2016/02/14/khai-thac-ben-vung-va-thuong-mai-cong-bang-cay-huong-duoc-lieu-tai-bac-kan/</a> , Mai Nguyen, 2016	Vietnamese	Vietnamese (TRAFFIC in Viet Nam)	Female	TRAFFIC in Viet Nam Facebook page	<a href="https://goo.gl/L6Sx4X">https://goo.gl/L6Sx4X</a>

Facebook post	Looking forward to a sustainable and prosperous 2016 <a href="http://bit.ly/1Ocmms7">http://bit.ly/1Ocmms7</a> , TRAFFIC International, 2015	UK	UK (TRAFFIC International)	Male	TRAFFIC International Facebook page	<a href="https://goo.gl/HzHBfW">https://goo.gl/HzHBfW</a>
Facebook post	Sustainable plant harvesting - it's as straightforward as ABCD. See how: <a href="http://bit.ly/1Pz4sSe">http://bit.ly/1Pz4sSe</a> , TRAFFIC International, 2015	UK	UK (TRAFFIC International)	Male	TRAFFIC International Facebook page	<a href="https://goo.gl/Q9G1X4">https://goo.gl/Q9G1X4</a>
Facebook post	TRAFFIC is involved in a 3-year sustainable wild plant harvesting and trade project launched today in Bac Kan province, Viet Nam, which aims to improve the livelihoods of at least 1,000 low-income households. <a href="http://bit.ly/1P8QPrh">http://bit.ly/1P8QPrh</a> , TRAFFIC International, 2015	UK	UK (TRAFFIC International)	Male	TRAFFIC International Facebook page	<a href="https://goo.gl/54bBzu">https://goo.gl/54bBzu</a>
Facebook post	Delegates from Dk Pharma and Dk Natura trekked to meet with members of a newly formed cooperative, Nikolas Veinot, 2016	USA	Male	Vietnamese (TRAFFIC in Viet Nam)	TRAFFIC in Viet Nam Facebook Page	<a href="http://bit.ly/2nfZDAU">http://bit.ly/2nfZDAU</a>
Facebook post	#Didyouknow? Locals in Bac Kan province of Vietnam have participated in sustainable harvesting and fair trade workshops. This gives them the knowledge and skills to harvest for today and the future, and ensures that they are fairly reimbursed for their work and products, Alisa Blee, 2017	Australian	Vietnamese (TRAFFIC in Viet Nam)	Female	TRAFFIC in Viet Nam Facebook Page	<a href="https://bit.ly/2GM4A2i">https://bit.ly/2GM4A2i</a>
Facebook post	Happy Vietnamese Women's Day! Yesterday we celebrated the role women in Bac Kan province play in the community, and their	Australian	Vietnamese (TRAFFIC in Viet Nam)	Female	TRAFFIC in Viet Nam Facebook Page	<a href="https://bit.ly/2Ecv87D">https://bit.ly/2Ecv87D</a>

	<p>contributions to sustainable harvesting of wild plants!</p> <p>Three cheers to the women and men protecting Vietnam's nature! Alisa Blee, 2017</p>					
Facebook post	Celebrating the achievements of a great project, Amanda Quinn, 2018	Canadian	Vietnamese (TRAFFIC in Viet Nam)	Female	TRAFFIC in Viet Nam Facebook Page	<a href="https://bit.ly/2uE7n8S">https://bit.ly/2uE7n8S</a>
Facebook post	Sixty collectors of wild medicinal and aromatic plants met in Bac Kan to reflect on their achievements and the challenges overcome during the implementation of a UK Darwin Initiative project on "Enhancing Management and Benefit Flows in Viet Nam's Wild Medicinal Products.", TRAFFIC International, 2018	UK	UK (TRAFFIC in Viet Nam)	Male	TRAFFIC International Facebook page	<a href="https://bit.ly/2H4QLts">https://bit.ly/2H4QLts</a>
Tweet	Wild plant project sows the seeds of sustainable harvesting: Bac Kan, Viet Nam, 2nd October 2015—A three-year ... <a href="http://bit.ly/1N8su5s">http://bit.ly/1N8su5s</a> , TRAFFIC International 2015	UK	UK (TRAFFIC International)	Male	TRAFFIC International Twitter	<a href="https://bit.ly/2uNpolo">https://bit.ly/2uNpolo</a>
Tweet	Sustainable plant harvesting as straightforward as ABCD: Bac Kan, Viet Nam, 1st December 2015—More than 50 loc... <a href="http://bit.ly/1RjILVC">http://bit.ly/1RjILVC</a> , TRAFFIC International, 2015	UK	UK (TRAFFIC International)	Male	TRAFFIC International Twitter	<a href="https://bit.ly/2q6n3gC">https://bit.ly/2q6n3gC</a>



Tweet	FairWild: looking forward to a sustainable and prosperous 2016: Cambridge, UK, 24th December 2015—The December... <a href="http://bit.ly/1Vca5Fn">http://bit.ly/1Vca5Fn</a> , TRAFFIC International, 2015	UK	UK (TRAFFIC International)	Male	TRAFFIC International Twitter	<a href="https://bit.ly/2q6n3gC">https://bit.ly/2q6n3gC</a>
Tweet	Retweeted from @ITCnews: New joint report of @ITCnews& @TRAFFIC_WLTrade looks at potential of sustainable Chinese medicinal plants. Download: <a href="http://bit.ly/1PkoAEY">http://bit.ly/1PkoAEY</a> , Intracen, 2016				@ITCnews Twitter (retweeted by TRAFFIC International)	<a href="https://bit.ly/2JibEII">https://bit.ly/2JibEII</a>
Tweet	Retweeted from @ITCnews: Did you know #China is the largest producer, user & exporter of medicinal & aromatic plants? <a href="http://bit.ly/1PkoAEY">http://bit.ly/1PkoAEY</a> , Intracen, 2016				@ITCnews Twitter (retweeted by TRAFFIC International)	<a href="https://bit.ly/2Hc05M6">https://bit.ly/2Hc05M6</a>
Tweet	Strong FairWild presence at world leading organic food fair: March 2016, Nuremberg, Germany—Last month more th... <a href="http://bit.ly/21NifYx">http://bit.ly/21NifYx</a> , TRAFFIC International, 2016	UK	UK (TRAFFIC International)	Male	TRAFFIC International Twitter	<a href="https://bit.ly/2q9pduT">https://bit.ly/2q9pduT</a>
Tweet	Symposium highlights threats to the world's plants, but solutions are to hand: London, UK, 12th May 2016—TRAF... <a href="https://t.co/2CT7g3sev">https://t.co/2CT7g3sev</a> , TRAFFIC International, 2016	UK	UK (TRAFFIC International)	Male	TRAFFIC International Twitter	<a href="https://bit.ly/2q5pTBq">https://bit.ly/2q5pTBq</a>

Tweet	Retweeted from @Darwin_Defra: Our latest edition of the newsletter features articles from @TRAFFIC_WLTrade, @ZSLconservation, @MarineMegafauna a... <a href="https://t.co/vnyHRVoXSC">https://t.co/vnyHRVoXSC</a> , TRAFFIC International, 2017				@Darwin_Defra (retweeted by TRAFFIC International Twitter)	<a href="https://bit.ly/2Gz63tB">https://bit.ly/2Gz63tB</a>
Tweet	Discussing sustainability of wild plants sourcing in Viet Nam's traditional medicine <a href="http://bit.ly/2hd80hO">http://bit.ly/2hd80hO</a> @Darwin_Defra @TRAFFIC_WLTrade, Anastasiya Timoshyna, 2016	Ukrainian	UK (TRAFFIC International)	Female	TRAFFIC International Medicinal Plants Programme Leader Twitter	<a href="http://bit.ly/2mRhFhK">http://bit.ly/2mRhFhK</a>
Tweet	FairWild and the Good Agricultural & Collection Practices at the last week's workshop in Hanoi! <a href="http://bit.ly/2n0I7Wv">http://bit.ly/2n0I7Wv</a> @Darwin_Defra, Anastasiya Timoshyna, 2016	Ukrainian	UK (TRAFFIC International)	Female	TRAFFIC International Medicinal Plants Programme Leader Twitter	<a href="http://bit.ly/2niBo5i">http://bit.ly/2niBo5i</a>
Tweet	Thanks to @Darwin_Defra for supporting hugely successful project implementing sustainable harvesting of wild plants in northern #Vietnam following @fairwild guidelines <a href="http://bit.ly/2FBN3tT">http://bit.ly/2FBN3tT</a> , TRAFFIC International, 2018	UK	UK (TRAFFIC International)	Male	TRAFFIC International Twitter	<a href="https://bit.ly/2uJScen">https://bit.ly/2uJScen</a>
Tweet	#VIETNAM Thanks to @Darwin_Defra for supporting a workshop examining how the medicinal wild plant industry can utilise the @FairWild Standard to help with implementation of new access and benefit-sharing legislation <a href="http://bit.ly/2F7R6cH">http://bit.ly/2F7R6cH</a> , TRAFFIC International, 2018	UK	UK (TRAFFIC International)	Male	TRAFFIC International Twitter	<a href="https://bit.ly/2GvITnV">https://bit.ly/2GvITnV</a>
Tweet	Retweeted FairWild Foundation - Latest TRAFFIC Bulletin incl. report on role of				@Fairwild (Retweeted by	<a href="https://bit.ly/2q3l7V8">https://bit.ly/2q3l7V8</a>

	community co-operatives in sustainable wild plant harvesting in Viet Nam <a href="http://bit.ly/2iES7PZ">http://bit.ly/2iES7PZ</a> , FairWild Foundation, 2017				TRAFFIC International Twitter)	
Tweet	Retweeted FairWild Foundation - Happy <a href="#">#NationalWomensDay</a> to all our friends in Viet Nam working towards sustainable collection! <a href="http://bit.ly/2hR2e3A">http://bit.ly/2hR2e3A</a> <a href="#">@Darwin_Defra</a>				@Fairwild (Retweeted by TRAFFIC International Twitter)	<a href="https://bit.ly/2EilEGG">https://bit.ly/2EilEGG</a>
	An interview of the project was aired by Voice of Viet Nam on 17 April 2017	Interviewer: An Hoang  Interviewees: Thuy Nguyen (project staff)  Huong Nong (Head of Xuan Lac group)  Hue Nong (member of Xuan Lac group)		Vietnamese	Voice of Viet Nam	<a href="http://vov1.vov.vn/moi-truong-phat-trien/chuan-hoa-quoc-te-thu-hai-cay-thuoc-va-loi-ich-bao-ton-1742017-c21-32130.aspx">http://vov1.vov.vn/moi-truong-phat-trien/chuan-hoa-quoc-te-thu-hai-cay-thuoc-va-loi-ich-bao-ton-1742017-c21-32130.aspx</a>

- TRAFFIC in Viet Nam (<https://www.facebook.com/trafficsea.gmp/?fref=ts>) - 1,892 followers
- TRAFFIC International (<https://www.facebook.com/trafficnetwork/?fref=ts>) – 32,458 followers
- Access to see project photos at <https://www.flickr.com/photos/134909125@N04/albums> at Flickr address: traffic.vietnam

## Annex 6 Darwin Contacts

Ref No	22-010
Project Title	Enhancing management and benefit flows in Vietnam's wild medicinal products
<b>Project Leader Details</b>	
Name	Rosa Indenbaum
Role within Darwin Project	Project Leader
Address	
Phone	
Fax/Skype	
Email	
<b>Project manager</b>	
Name	Anastasiya Timoshyna
Organisation	TRAFFIC
Role within Darwin Project	Project managed/technical lead
Address	
Fax/Skype	
Email	
<b>Partner 1</b>	
Name	Hai Van Hoang
Organisation	Viet Nam Ministry of Agriculture and Rural Development - Bac Kan Provincial Forest Protection Department
Role within Darwin Project	Bac Kan Provincial FPD representative
Address	
Fax/Skype	
Email	
<b>Partner 2</b>	
Name	Tran Van On
Organisation	Hanoi University of Pharmacy
Role within Darwin Project	Head of Botanical Faculty, Advisor/Consultant
Address	
Fax/Skype	
Email	
<b>Partner 3</b>	
Name	Cuong Nguyen
Organisation	DK Pharma/DK Natura
Role within Darwin Project	DK Pharma Company representative

Address	
Fax/Skype	
Email	
<b>Partner 4</b>	
Name	Khanh Vu Pham
Organisation	Viet Nam Ministry of Health – Traditional Medicine Administration
Role within Darwin Project	Traditional Medicine Administration representative
Address	
Fax/Skype	
Email	

### Checklist for submission

	Check
<b>Is the report less than 10MB?</b> If so, please email to <a href="mailto:Darwin-Projects@itsi.co.uk">Darwin-Projects@itsi.co.uk</a> putting the project number in the Subject line.	Yes
<b>Is your report more than 10MB?</b> If so, please discuss with <a href="mailto:Darwin-Projects@itsi.co.uk">Darwin-Projects@itsi.co.uk</a> about the best way to deliver the report, putting the project number in the Subject line.	No
<b>Have you included means of verification?</b> You need not submit every project document, but the main outputs and a selection of the others would strengthen the report.	Yes
<b>Do you have hard copies of material you want to submit with the report?</b> If so, please make this clear in the covering email and ensure all material is marked with the project number.	No
Have you involved your partners in preparation of the report and named the main contributors	Yes
Have you completed the Project Expenditure table fully?	Yes
Do not include claim forms or other communications with this report.	