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Multipurpose Tree Species Network Research Series



Forestry/Fuelwood Research and Development (F/FRED) Project

Multipurpose Tree Species Network Research Series

This series of publications, produced or supported by the Forestry/Fuelwood Research and Development (F/FRED) Project, was developed to improve the scientific research exchanged on the production and use of multipurpose trees. The series includes research papers, reports, case studies, manuals, and videos. Publications in this series are available for distribution to F/FRED network members and other selected individuals and institutions.



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**Toward an Extension Strategy
for Multipurpose Trees**

Report Number 20

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Introduction

I must admit to feeling a little uncomfortable about accepting the invitation to write the theme paper on extension strategies for this symposium. Why? Because I do not believe that a single, monolithic, all-encompassing extension strategy for trees is possible. Certainly not in Asia. The place is simply too diverse.

First there is the inherent geographic and cultural diversity of Asia. Then there are the very wide differences between countries in the rate and the style of economic development that is taking place. National development goals range from classic "industrialization" policies to provision of basic needs and "ecodevelopment." Within each country there is a broad spectrum of clients to address — large and small farmers, marginal farmers, the landless, rural industry workers, shopkeepers, townspeople and urban dwellers — all with different extension needs.

To become involved in MPTS production some clients only need seed. Others need land on which to plant seed. Almost all of them need information on improved varieties and growing technologies. Many need credit. Some need improved processing technology while others need marketing support. These are all things that could be *extended* to the various client groups, each according to their needs.

To add to the complexity of the situation, there are many institutional actors on the scene today. Government institutions formally charged with extension responsibility include forest departments, departments of agriculture and agencies concerned with livestock development, land management, watershed protection, etc. There are universities, public and private, bilateral assistance projects of every hue and color, and NGOs of every ilk. For some of these institutions trees are the main focus of their existence. Others have only a passing interest in trees within much broader mandates to promote rural development or social welfare. It is inconceivable that the same strategy for MPTS extension could apply to each of them!

Confronted with this overwhelming diversity of geography, culture, clients, extension needs, and institutional actors I had reason to doubt that I would be able to come up with a sensible strategy for this paper, let alone for MPTS extension in Asia.

Then I realized, *well that's exactly the point!* There can be no such general strategy, and its time we all realized this. What there can be is an informed approach to the development of extension strategies that fit the needs of particular countries, local situations and institutional mandates.

To put the challenge in a nutshell, it could be argued that what we really ought to be doing as MPTS extensionists is *responding to demand as defined by the clients for our services*, like any well run modern business. One of the constraints that prevents us from meeting this challenge with greater success is the fact that our thinking about MPTS research and extension tends to be governed more by our professional preconceptions about MPTS than by analysis of what our clients really need and want.

The best antidote to this kind of professional "hardening of the categories" is a good, healthy dose of empiricism. It so happens that we have at our disposal a unique source of empirical evidence on what villagers in Asia are actually already doing about multipurpose trees. I refer to the Farm and Village Forestry database at the MPTS Research Network Secretariat in Bangkok. This database is the result of an extensive survey of Farm and Village Forestry (FVF) practices which was undertaken in 1989 by a group of researchers in the Multipurpose Tree Species Research Network under the sponsorship of the F/FRED project.

The survey was carried out by fifteen researchers and their assistants in 26 villages of six countries in Asia (Figure 1). A total of 1,315 households were interviewed. The data from this survey (some 6.3 megabytes on disk) can assist us to develop a better picture of the major existing patterns of tree production and use in Asia.

The picture we derive from an analysis of the aggregate FVF data will still be a general one. It will not bring into sharp focus the unique features of local practice that must be addressed by a sensitive extension strategy. No general analysis can do that, and yet a theme paper is supposed to be general. It should deal with the subject in broad terms and help us gain altitude on what we are doing. My hope is that the analysis I present here will help us.

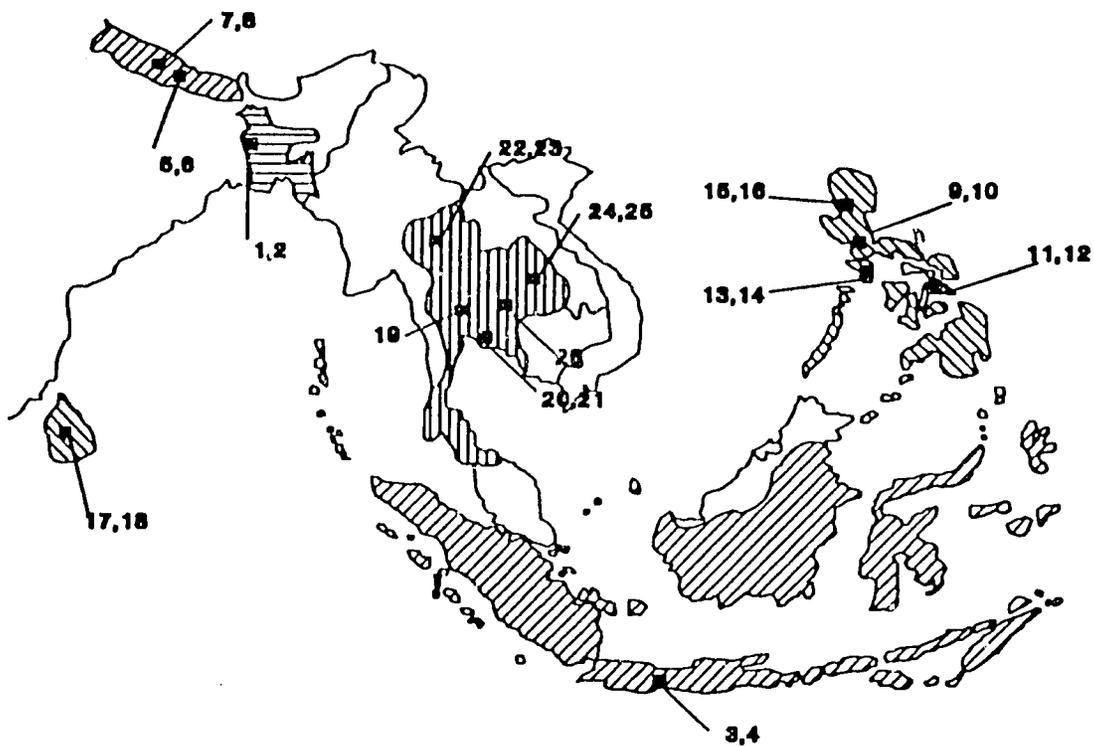


Figure 1. Map of South and Southeast Asia showing the villages in the FVF study.
 (Source: Mehl, 1991)

Patterns Of Tree Product Procurement In Asia

What do Asian villagers use trees for?

The survey revealed a number of patterns pertaining to tree product procurement in Asia. Figure 2 shows the basic pattern of MPTS usage in the FVF villages.

Not surprisingly, timber/ construction materials top the list of tree uses, followed closely by fuelwood and food. These three, clearly, are the main uses of trees in the FVF villages.

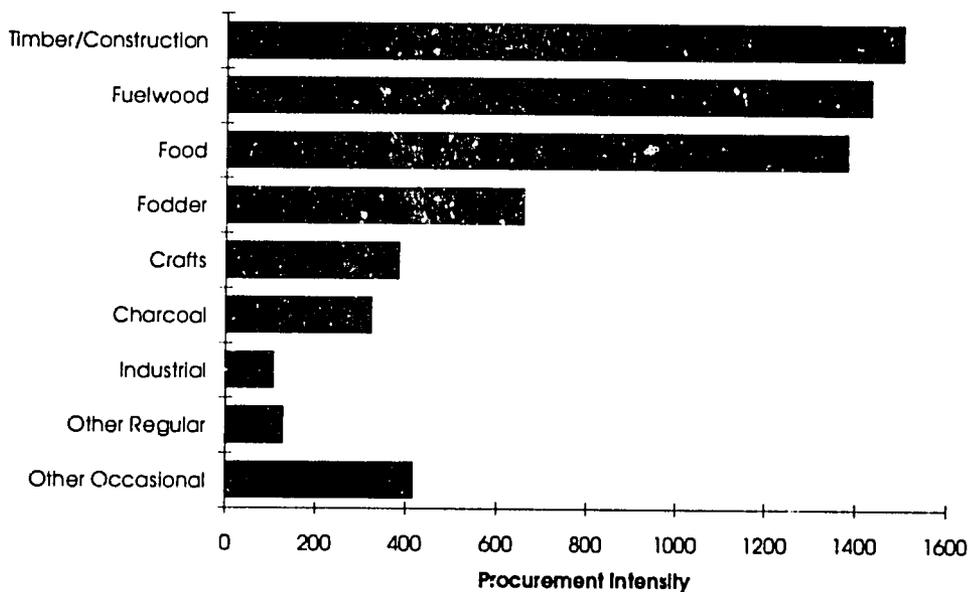


Figure 2
Uses of trees in the FVF villages.

Fodder is a surprisingly distant fourth, followed by handicraft materials and charcoal and, at a much lower level, industrial materials. The residual categories of other regular and other occasional uses complete the picture.

A word of explanation about what is being counted here. The records in this part of the FVF database store the interview data on household procurement activity. Each record represents a "procurement event," i.e. the harvest, collection or purchase of material for a particular use, by a particular person (adult male, adult female, child), from a particular source, and for a particular purpose (household use only, household use and sale, sale only). Thus, the x-axis in Figure 2 represents the number of records for each of the listed uses over a one year period. As such it is a convenient measure of "procurement intensity." It does not represent the *amount* of tree product used for a particular use (this kind of information is impossible to quantify with any reliability in a one- or two-visit survey, so it was not attempted).

What is a multipurpose tree?

Minimally, a multipurpose tree is one that has multiple uses. There are many definitions of a multipurpose tree in circulation today that go beyond this minimal definition to emphasize certain desirable characteristics. For example, many researchers have come to think of multipurpose trees as synonymous with fast growing nitrogen fixing trees. But what does the FVF data tell us about how the *villagers* perceive MPTS.

In each of the study villages 25 households were asked to specify which tree species they preferred for each of the several categories of use. The following table lists the ten most frequently mentioned species in rank order.

Anyone accustomed to thinking of MPTS as more or less equivalent to fast growing nitrogen fixing trees (FGNFTS) may find it surprising to note that such trees are far from dominant in the villagers' way of thinking. Only two of them — *Albizia falcataria* and *Leucaena leucocephala* — make it into the "MPTS Top Ten."

Topping the charts, four of the ten (and indeed the top three) are species we normally think of as "fruit trees" — mango, coconut, jackfruit and guava. This will come as no surprise to anyone familiar with small farmers in Asia, where the twin concerns of food security and cash income can be jointly addressed by planting fruit trees.

But are these really multipurpose trees? Let us look at the data on the uses of the three most frequently mentioned species to answer this question (Table 2).

Table 1. The tree species most frequently mentioned as first or second choice for any use by villagers in the FVF study .

Rank	Species	Frequency mentioned
1	<i>Mangifera indica</i>	978
2	<i>Cocos nucifera</i>	904
3	<i>Artocarpus heterophyllus</i>	856
4	<i>Albizia falcataria</i>	818
5	<i>Shorea robusta</i>	803
6	<i>Leucaena leucocephala</i>	529
7	<i>Castanopsis indica</i>	468
8	<i>Prunus cerasoides</i>	426
9	<i>Schima wallichii</i>	387
10	<i>Psidium guajava</i>	373

Table 2. The MPTS Top Three: rank order of use and frequency of mention as first or second choice species for various uses any particular use for the three top trees.

Mango		Coconut		Jackfruit	
Food	558	Food	299	Food	387
Fodder	117	Fuelwood	222	Timber/cons	189
Fuelwood	117	Timber/cons	128	Fodder	166
Timber/cons	132	Handicrafts	99	Fuelwood	49
Charcoal	26	Charcoal	81	Industrial	26
Industrial	7	Industrial	41	Handicrafts	8
Handicrafts	4	Fodder	31	Charcoal	7
Other	17	Other	3	Other	24

There can be no question about it. *These are multipurpose trees* Villagers get much more than food from these trees.

To understand the villager's perspective it may help to think of it this way: If you were a villager with limited land and concerned about food security for your family,

which would you prefer ...a fuelwood or timber tree that produced food or one that didn't?

The remaining trees (*Shorea robusta*, *Castinopsis indica*, *Prunus cerasoides* and *Schima wallichii*) fall into a residual category which we might, for lack of a better term, call local forest trees, in view of their origin and their localized significance.

It would be a mistake to overgeneralize from the FVF data and to place too much emphasis on these particular species. Even though the FVF survey was a very large survey, the 26 villages in the survey are by no stretch of the imagination a "representative sample" of Asian villages. Asia is far too diverse to be captured by any such abstraction. The typical Asian village simply doesn't exist.

What the analysis of these data can tell us is what *kind of MPTS* the villagers are interested in. What the data seem to say is that, although the particular species may change from one place to another, locally important multipurpose trees are likely to fall into one of the following three major categories:

1. Fast growing nitrogen fixing trees
2. Multipurpose food trees
3. Local forest trees

Category 1 has received the greatest amount of formal sector attention to date. And rightly so, perhaps, because fast growing nitrogen fixing trees have great potential in the development of sustainable landuse systems.

Category 2 is the one that, in view of its importance to farmers, has been the most overlooked. Clearly, multipurpose food trees are at the forefront of small farmers livelihood strategies and they deserve a prominent place in any extension strategy for MPTS.

Category 3, unlike the others is not a neat conceptual grouping. But what it may lack in definition it makes up in ubiquity. Villagers in the vicinity of forests rely greatly on local forest species, and any extension strategy which ignored them would risk being perceived as fanciful.

From what locations are tree products obtained?

Second only to the question of what kind of tree to plant is the question of where to plant it. The best indication of likely planting locations is the existing pattern of sources for tree products. Here again, the FVF data are revealing.

Households in the study were asked to indicate the sources of procurement for the different tree products. The source categories for tree products were:

- *On-farm sources*: homegarden, farm plot with trees only (e.g. woodlots or orchards), agroforestry systems on farms, and scattered trees on farm
- *Off-farm sources*: government forest, private forest, common forest, other commons
- *Market*: (purchased tree products)

First, let us look at the general patterns. Trees can be harvested from on-farm sources, collected from off-farm sources, or purchased from market sources. Figure 3 shows the relative contributions of these different sources.

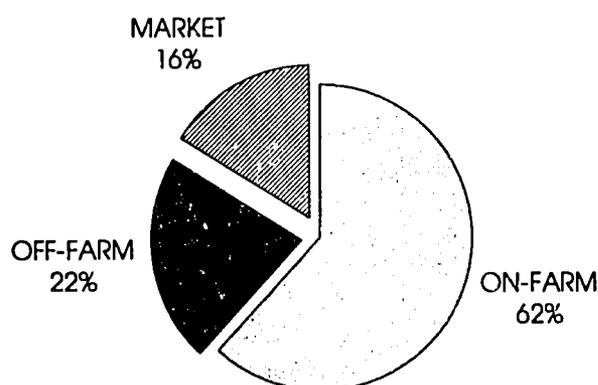


Figure 3.
Sources of tree products in the FVF villages.

Summing for all procurement events, and looking at their distribution by source, one striking finding emerges immediately: households in the FVF sample rely far more heavily on *farm sources* of tree products than from off-farm forest sources and the

marketplace. In fact, farm sources appear to be almost twice as important as the other two combined.

There has been so much international attention focused on non-farm sources of tree products in social forestry projects over the past decade that someone is sure to ask whether these data are even remotely representative? The answer is that the FVF survey was designed to cover both farm and village forest sources and there was no conscious attempt to select villages with a farm forestry bias. In the selection of households to interview, however, there may have been a bias toward landed households with less reliance on off-farm forest resources. It is difficult to resolve this issue conclusively, but it seems far more likely that the greater bias is with projects specifically designed to focus on community forests to the exclusion of farm forestry.

In sum, it would seem that it is farm forestry whose importance has been underestimated in the consciousness of the international forestry community. The FVF data provide support for the conclusion that farm forestry and agroforestry may play a far greater role in rural communities than has been recognized. These areas deserve far more attention than they have been accorded thus far in the international forestry effort. Further research could help clarify the issue for specific localities, but, in general, it would seem that present research is sufficient to warrant a much larger international effort in farm forestry extension.

With reference again to Figure 3, if off-farm forest sources seem to play a surprisingly small part in the tree products economy of the FVF households, the role of the market seems surprisingly large. These are villagers, people who ought to be relatively self-sufficient in tree products. If they have to rely on the market for as much as 16 percent of their tree product needs, the market demand of the towns and urban centers must be very large indeed. This would suggest a big opportunity for the villagers in market oriented tree production.

How much tree product production is market oriented?

As can be seen from Figure 4, only a small portion of current tree product activity is for sale only. Somewhat more is for household use and sale, but fully 86 percent of all tree crop procurement activity is for household consumption only.

This finding has clear implications for extension strategy: *Whatever other objectives it might target, any extension program for MPTS which does not specifically target trees for household consumption is likely to be badly remiss.*

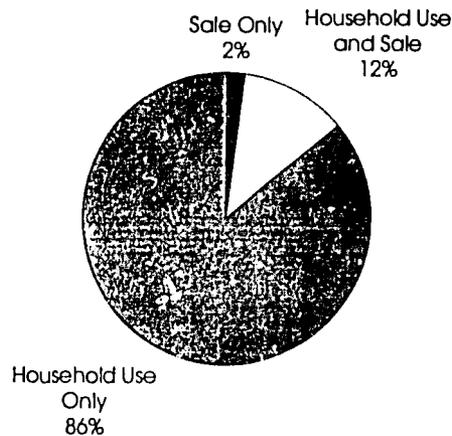


Figure 4. Purpose of tree product procurement.

This does not rule out commercially oriented tree production as an extension objective. It merely indicates that commercial production should not be targeted single-mindedly, at the expense of the villagers' concern for first meeting household consumption needs. More about this is discussed under the section on patterns of commercialization later in the paper

Before we go on to that, let us look a little closer at the source patterns to identify more precisely from what landscape niches the tree products are coming. Figure 5 gives a more detailed breakdown of the source information.

Nearly all on-farm production comes from agroforestry plantings — not the formal agroforestry patterns of the researcher (designated in the survey instrument as "agroforestry") but the informal, indigenous agroforestry of the traditional homegarden and the irregular, often haphazard agroforestry of scattered trees in crop fields and elsewhere on the farm.

Also, the woodlot bias which has dominated project approaches to farm forestry is not supported by existing farmer practice. "Trees only" plots account for only 4 percent of all procurement records (6 % of on-farm sources). No doubt, woodlots have some place in farm forestry extension programs, but they should not be given the priority typically accorded them by most projects.

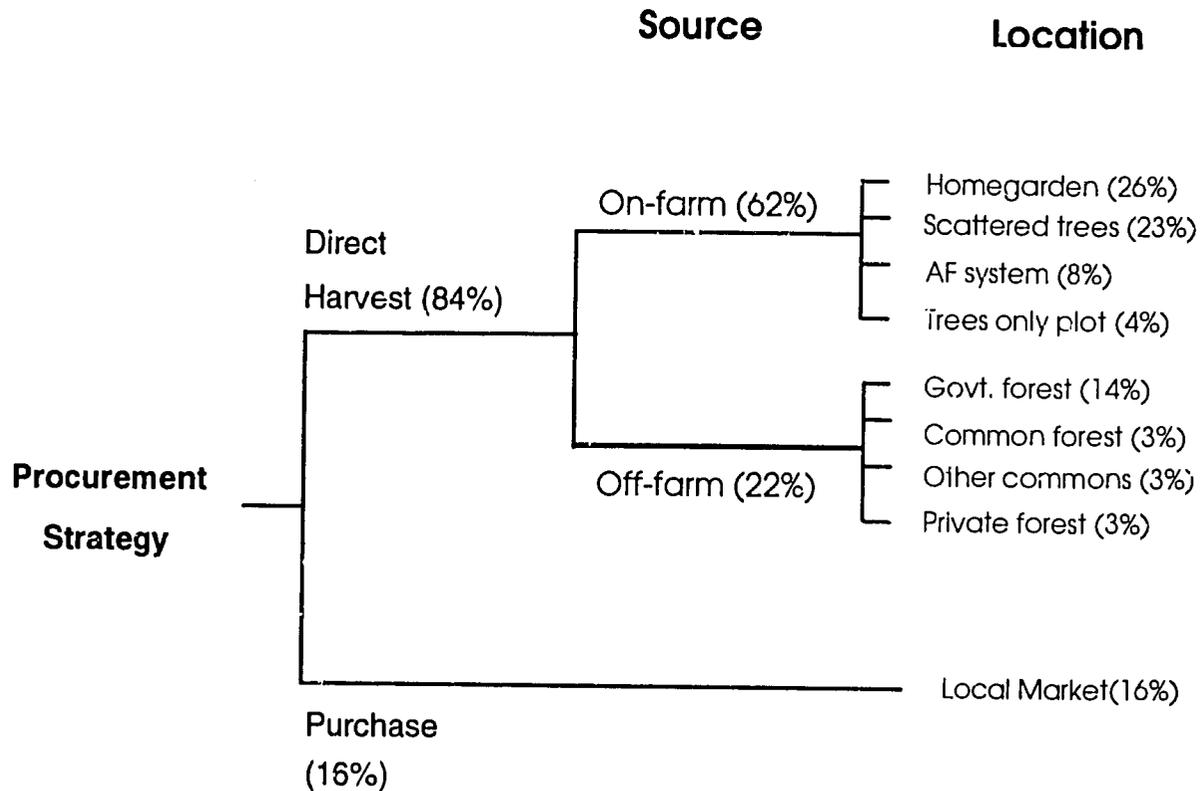


Figure 5. Breakdown of sources by specific locations: percentages of total procurement (total may not = 100% due to rounding.)

These findings echo the results of Kerkoff's wide ranging inventory of agroforestry projects in Africa, where farmers showed far greater tendency to plant trees in traditional, less formal forms of agroforestry (homegardens, scattered trees, boundary plantings) than in monocultural woodlots or meticulously designed agroforestry arrangements (e.g. alley cropping). This has implications for extension strategies, not only for the most appropriate locations and types of planting arrangements but also for the choice of appropriate tree species based on the spatial possibilities of the farm. Unless we have reason to believe otherwise, we may expect Asian farmers to show a tendency to favor "intercropping" ideotypes over "crop" or "competition" ideotypes (see Raintree and Taylor 1992 and Raintree 1991 for more on tree ideotypes).

Government forests dominate off-farm sources. This tends to support to the new emphasis in social forestry programs on "joint forest management," which is, at base, an attempt to resolve the longstanding tenure conflict between governments and local communities over the use of local forest resources. Devolution of a greater measure of management responsibility to local communities is accompanied by the increasing importance of the field forester as a management consultant and extension agent.

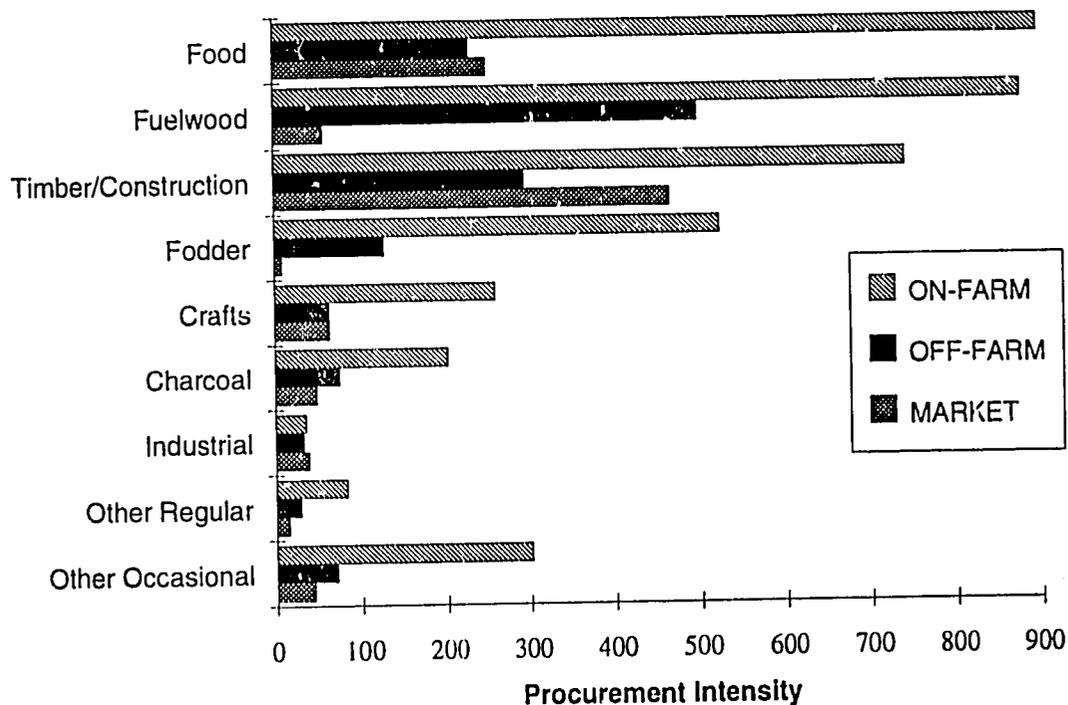


Figure 6. Uses by source.

In many places traditional and sustainable community forest management systems already exist. Here again, if the forester is to have a role, it is that of the client-oriented extension agent. National forest policies in Asia are turning, one after another, to this new role concept. The problem, of course, is that the focus of traditional training of foresters in Asia has rarely equipped them to play such a role. Experience suggests that little progress will be made until appropriately trained foresters are in place.

Does the source vary with the type of tree product?

This is an interesting question. Figure 6 shows a breakdown of the FVF source data by tree product type.

On-farm sources dominate across the board for all types of tree products except industrial materials, a relatively minor procurement activity which exhibits no source preference in the FVF villages. Comparing this with Figure 2 we can see that food and fuelwood assume a somewhat greater importance on the farm than they have in the overall sample, moving up from 3rd and 2nd to 1st and 2nd positions, respectively; while, timber/construction material moves back from 1st overall to 3rd position on the farm. This is not surprising given the importance of food and fuel in the daily economy

of the household. What may be surprising, particularly to community foresters, is that the farm is as important a source of timber as it is.

Does it matter whether trees are grown for home use or sale?

Figure 7 indicates that it does. Here we have a breakdown of procurement behavior by purpose (subsistence vs commercial) and a further subdivision by general source and specific location. The numbers indicate percentages within the particular category. For example, 86 percent of all procurement activity is for household use only. Of that, 72 percent is produced on-farm; and of that, 44 percent comes from the homegarden.

Comparing the two extremes of Figure 7, "for sale only" at the bottom with "for household consumption only at the top", we see that the relative importance of the different landscape niches is substantially altered when production is solely for commercial purposes.

Trees only plots appear to be the location of choice for commercially oriented producers. This will come as no surprise to the woodlot oriented supply-siders, but I would remind you that in the FVF villages it is only a small minority (2%) of villagers that this applies too. *Nevertheless, in an extension strategy for the commercially oriented farmer, woodlots may well be the planting technology of choice.*

Homegardens are somewhat less important as a source of products destined solely for the market than they are as a source of products for home consumption only, but scattered trees make a substantial contribution (26%) to commercial production.

In the "for household use and sale" category, scattered trees moves up to first position, while the homegarden drops back slightly to second. The rest of the pattern is the same as for household consumption.

In the off-farm niches, for all production purposes, government forests are in first place. Private forests make a strong showing in the "for household use and sale" category but, strangely enough, not in the "for sale only" category. It is not clear what the reason for this pattern might be. Perhaps the sample was just too small to accurately reflect the real situation with private forests.

Nevertheless, judging from the behavior of the FVF villagers, we may venture to hypothesize that, among the off-farm locations, government forests offer the best opportunities for commercially oriented villagers, while private forests may be of greatest importance for mixed "subsistence plus" production. I emphasize that this is

only an hypothesis for testing and that it is based on a dimly perceived pattern in the FVF data. It may be best to avoid developing any strong expectations about this issue until further study is completed.

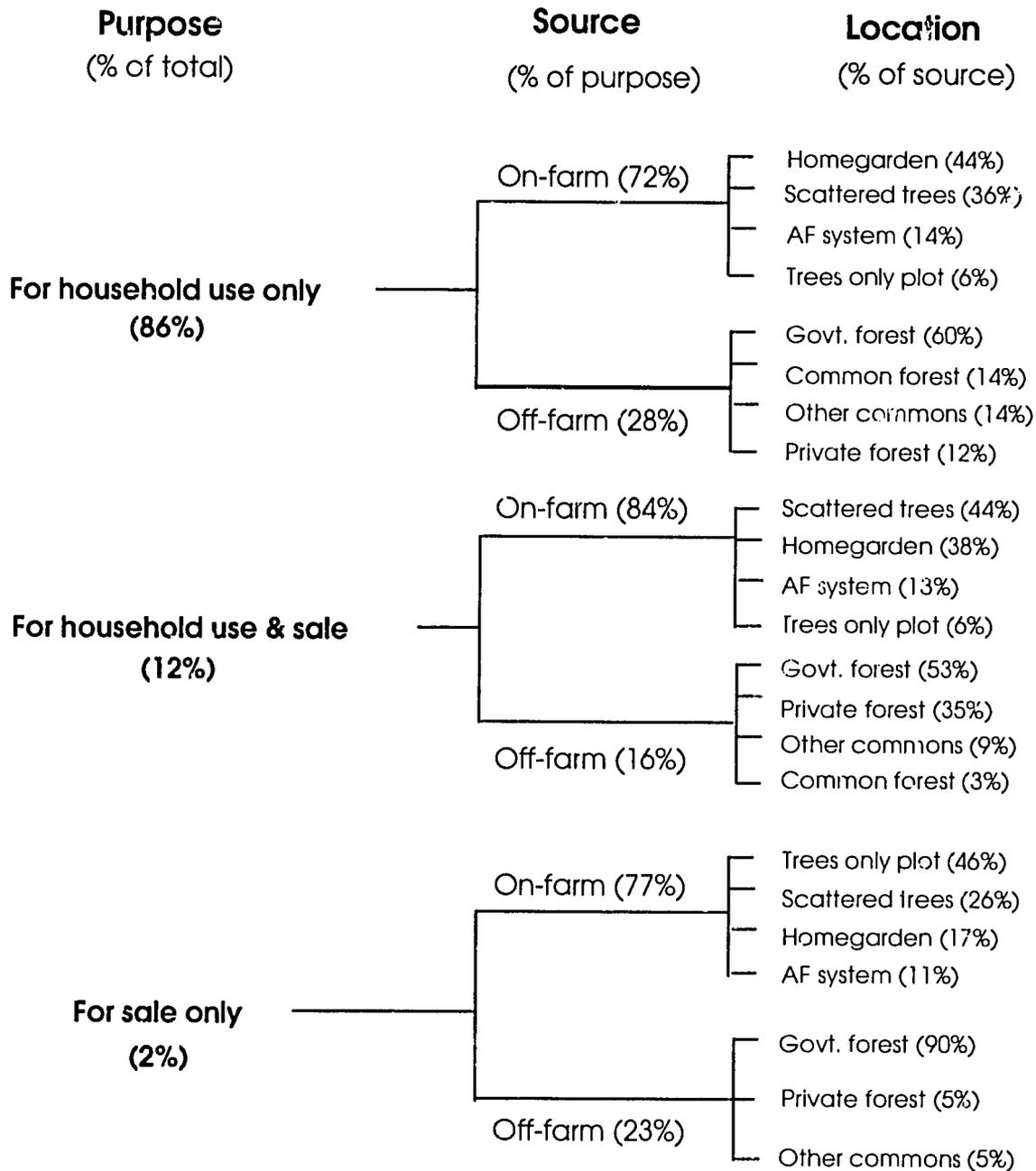


Figure 7. Purpose of procurement, source and location of tree products in FVF villages: The effect of commercial orientation.

Patterns in the Commercialization of Trees

Let us now delve a little deeper into the larger pattern of commercial tree production. The foregoing analysis was based on the part of the FVF survey that focused on questions pertaining to the purpose of specific procurement activities at the household level. It indicated that only about 2 percent of this activity was undertaken "for sale only," while some 12 percent was reported to be "for household use and sale."

In other parts of the survey the households were asked to report on the percentage of annual household income that came from tree products and the relative wealth rank of the household (1, 2 or 3 with 3 being the wealthiest). This household level information was combined with data from another part of the database on district level parameters describing the socioeconomic and environmental context of the households (see Table 3). The farm size variable was included in the initial run of this analysis but, as it showed no correlation with income from trees, it was not included here.

Table 3. Patterns in the commercialization of tree production.

Percentile	<u>Household Level</u>			<u>District Level</u>	
	Income from tree products	Wealth rank	% Pop. urban	% Agric. employment	% Forest cover
> 75	77	1.15	50	23	4.3
> 50	58	1.21	43	27	5.1
> 25	43	1.34	37	32	6.3
> 0	33	1.45	32	38	8.4
Correlation	1.00	-.36	.48	-.55	-.26

coefficient (>.18 significant)

The first column gives the breakdown of the sample into four percentile groups. From bottom up this corresponds to: the whole sample, the top 75 percentile in terms of income from tree products, the top half, and the top quarter of all households with

sufficient data to be included in this analysis. The second column gives, for each of these groups, the average percent of household income derived from tree products. The third column lists the average wealth rank for each grouping.

Columns 3-6 report the average figures for percent of the population of the district which resides in urban areas, percent of the district population which is employed in agriculture, and percent of forest cover in the district.

When broken down in this way the results are highly significant. The percent of household income derived from tree products is positively correlated with urban population of the district and district forest cover, and negatively correlated with district agricultural employment and household wealth.

The first three of these correlations are easily interpreted in terms of market demand and price incentives. The ability of households to obtain a greater percentage of their income from the sale of tree products will be higher in districts with a large urban consumer population relative to the population of agricultural producers. The market for tree products under these conditions is simply bigger and the prices are likely to be higher. Price incentives are also likely to be higher where the supply of tree products is scarce due to low natural forest cover. The data confirm that these market forces are indeed operant in the FVF villages.

But why is it that the households with higher percentage of their income from trees tend to be from the lower wealth classes? Is it that, in general, trees tend to be more important as sources of cash income for poor people than for wealthier households? One would tend to think that tree planting for commercial purposes would be the kind of investment that would be more easily made by wealthier households. An alternative interpretation might be that, in any case, the amount of income derived from trees is small and that it tends only to constitute a significant proportion of household income for those households whose incomes are low to begin with. As it stands, the issue is not resolvable on the basis of the FVF data alone. It is a question that would seem to merit further study.

Gender Analysis of Farm & Village Forestry Practices

The FVF study also recorded information on the gender of the household member responsible for the procurement activities.

One of the survey researchers, Dr. Anoja Wickramasinghe, undertook a gender disaggregated analysis of this data (Wickramasinghe *in press*; see also Raintree 1992). According to Dr. Wickramasinghe's analysis, men are more heavily involved in collecting tree products than women. Men were responsible for some 63% of all collection events, as compared to only 33% for women. In other words, within the sample villages, men appear to be almost twice as heavily involved in the collection of tree products than women.

There are country differences, however. As can be seen from Table 4, South Asian women tend to have a bigger share in collection of household tree products than women in Southeast Asia.

Table 4. Total collection activity by women as a % of total collection activity by men in each country.

Country	Activity
Bangladesh	89
Sri Lanka	72
Nepal	54
Thailand	47
Philippines	41
Indonesia	39

But this pattern does not apply equally to all products. For some products, it is the women who take the lead (see Table 5). Country differences are also apparent here.

Regarding their involvement in tree products procurement, women in the FVF villages tended to show greater equality with men in those areas of the household

economy that are most directly concerned with daily consumption needs (food, fuelwood, charcoal, and fodder). As Wickramasinghe observes, this is consistent with the priority placed by women on survival and domestic needs, a reflection of the roles conventionally assigned to them in traditional Asian villages as mothers, wives and homemakers.

Table 5. Relative predominance of men and women collectors by product and country. (Male, Female, Equal)

	Bangladesh	Indonesia	Nepal	Philippines	Sri Lanka	Thailand
Fodder	M	F	M	M	M	E
Fuelwood	F	E	M	M	F	M
Charcoal	E	M	M	M	-	F
Food	E	M	F	M	F	F
Timber	M	M	M	M	M	M
Indust.	-	-	E	-	M	-
Crafts	E	M	E	M	-	M
Other reg	M	E	M	M	-	M
Constr.	F	M	M	M	-	M
Other occ	M	M	M	M	-	M

Men, on the other hand, show clear predominance in the collection of timber, construction materials and products for a wide range of other uses. In Asia, gender specialization is not absolute, however. Men are not excluded from collecting products for domestic consumption, nor are women excluded from involvement in the marketplace for tree products. Note also the involvement of both genders in collection for handicraft production (Table 5).

An interesting pattern of gender differences and similarities is also apparent when we look at the sources of supply for tree products (Table 6).

The data suggest that on-farm sources are more important than off-farm sources for both men and women but that men are, as a rule, more likely to purchase tree products from the market than women. This may be because of their greater involvement in decision-making about household expenditures. As a result, government forests figure relatively higher as a source of products for women than for men.

Table 6. Rank order of sources of supply by gender for all products in all six countries.

Rank	Sources Used by Men	Sources Used by Women
1	scattered trees on farm	homegarden
2	homegarden	scattered trees on farm
3	<i>purchased tree products</i>	government forest
4	government forest	non-tree products on farm
5	farm agroforestry systems	<i>purchased tree products</i>
6	non-tree products on farm	farm agroforestry systems
	purchased non-tree products	purchased non-tree products
7	non-tree products off farm	non-tree products off farm
8	private forest	private forest
	farm tree plot	farm tree plot
	common forest	
9	other commons	other commons
10	---	common forest

These findings echo Rocheleau's (1987) observation that African women's collection strategies, somewhat paradoxically in terms of their assumed domesticity, make use of the sources both closest and farthest from home, i.e. the homegarden and the government forest. What the FVF data suggest is that Asian men may follow a similarly broad but also domestically oriented procurement strategies while having somewhat greater recourse to the marketplace as a source of tree products.

What all of this suggests is the importance of an extension strategy for MPTS which recognizes the cooperative procurement behavior of men and women in Asia while addressing the special needs of both genders.

Conclusion

That concludes the present state of analysis of the FVF data. Since the paper is already too long, I will not repeat what has already been said. I will, however, offer a further comment on what the results do not tell us. As is so often the case in empirically based planning, the things that are the most intellectually or morally engaging are not necessarily the things that are the most important. Thus, there is no mandate from the FVF data for:

- a concentration on community forestry (with all its socially interesting challenges) to the exclusion of farm forestry;
- all out commercialization of MPTS in farm forestry to the exclusion of trees for direct household consumption;
- a feminist strategy of extension which inadequately addresses the role of other household members.

I commend the organizers of this symposium for putting extension strategy on the agenda. We have a lot of work to do before we have a sufficiently sensitive and adequately differentiated set of extension strategies to address the variety of situations in which MPTS might be promoted. I hope this paper has been of some use in clearing away some of the existing stereotypes, misconceptions and wishful thinking about the use of MPTS by villagers in Asia, while offering a more realistic set of baseline assumptions. At the very least I hope the paper may stimulate the kind of discussion that will lead to a clearer perception of local realities.

In closing, I would like to emphasize that, while it may be good to have realistic baseline assumptions from which to begin one's work, an extension strategy for MPTS should not be based on assumptions alone. There is no substitute for a thorough familiarity with the needs and opportunities of one's clients. On the other hand, there is little value in developing an "ideal" extension strategy that ignores the mandate and operational constraints of the implementing institution. The challenge is to strike the

correct balance between idealism and pragmatism. I wish you all good speed in developing an extension strategy that is relevant to your clients' needs, appropriate to your institutional setting and, above all, operative in the field of action.

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