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CHEMONICS INTERNATIONAL INC.

REVITALIZING THE NON-TIMBER FOREST PRODUCT SECTOR IN ALBANIA

ALBANIA PRIVATE FORESTRY DEVELOPMENT PROGRAM

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ACRONYMS

AAATA	Assistance to Albanian Agriculture Trade Associations
APFDP	Albania Private Forest Development Project
CIDA	Canadian International Development Assistance
DFS	District Forest Service
DGFP	Directorate General of Forests and Pastures
FPRI	Forest and Pasture Research Institute
FAO	Food and Agriculture Organization of the United Nations
GOA	Government of Albania
GTZ	German Technical Assistance
INGO	International non-governmental organization
MAD	Market Analysis and Development
MIS	Market Information System
NGO	Non-governmental organization (local)
NTFP	Non-timber forest product
PRA	Participatory Rural Appraisal
RECOFTC	Regional Community Forestry Training Center
SNV	Dutch Volunteer Organization
UNCTAD	United Nations Commission on Trade and Development
USD	U.S. dollar
TOR	Terms of reference
SME	Small and medium enterprises
EC	European Community
VOCA	Volunteers in Overseas Cooperative Assistance
CEP	Committee on Environmental Protection
CITES	Convention of International Trade in Endangered Species
IUCN	International Union for the Conservation of Nature
WWF	World Wildlife Fund
FLO	Fairtrade Labeling Organization
FSC	Forest Stewardship Council
IFOAM	International Federation of Organic Agriculture Movements

CHEMONICS INTERNATIONAL INC

UNESCO

United Nations Environment, Science and Cultural Organization

IDRC

International Development Research Centre

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Executive Summary

Nature has enough for all — but not for the greed of a few.

Mahatma Gandhi

This consultancy took place from August 10 to September 25, 1999. The objective was to assess the small and medium enterprise (SME) component of USAID-funded Albanian Private Forest Development Project (APFDP), with special emphasis on non-timber forest products (NTFPs). The overall goal was to make recommendations to improve strategy and methods. A detailed TOR can be found in Annex A.

Consultant activities loosely followed the methods recommended in current NTFP development literature, in particular Market Systems Analysis and Development (RECOFTC 1997) and Market Analysis and Development for Locally-Based Tree and Forest Product Enterprises (FAO, draft). Over thirty documents were reviewed (Annex B) and a total of 55 semi-structured interviews were conducted with a wide range of stakeholders including growers, dealers, processors, exporters, government officials, village associations, international aid agencies, and I/NGO staff (Annex C). Four extended field trips were made to APFDP project sites and relevant locations in the districts of Lezhe, Fier, Vlora, Pogradec and Korca.

In addition to the assessment and recommendations contained in this report, over forty resource and reference materials were provided to APFDP staff including literature, Internet sites and organizations (Annex D). Links with a number of businesses and assistance organizations were also established to provide credit, training, research, production and marketing support for small and medium sized NTFP entrepreneurs. Modifications to the schedule and content of an upcoming study tour in the US for NTFP entrepreneurs sponsored by the US Forest Service were also made. An interim presentation and final workshop were given to APFDP staff and members of selected organizations such as GTZ, local NGOs, the Botanical Garden, World Bank and others.

Most background and statistical data on NTFP production and trade were destroyed in the riots of the mid-1990s, and little is known about local patterns of production and trade. As such, this report relies heavily on personal interviews, observations and translations of several documents tracked down as part of the fieldwork. Given the wide scope of the sector and the numerous species involved, a more thorough analysis is certainly warranted but is far beyond the scope of this consultancy. Thus, this is a rapid assessment, and findings point to trends and opportunities only. More research is needed to refine the conclusions and recommendations.

Another major shortcoming was the limited contact with village harvesters. Security continues to be constraint, in this case precluding a visit to the northern regions of the country, a prime production area for sage and other commercial flora.

A. Problem Description

Under communism, Albania was one of the largest NTFP suppliers in Europe, especially for medicinal, aromatic and spice plants (herein referred to as botanicals). Estimated revenues surpassed USD 30 million annually. Production and trade infrastructure was well organized and geared primarily for the export market. Technical expertise was also quite high. With the transition to democracy, the various state enterprises utilizing NTFPs were privatized. While some started out strong most quickly faltered and almost completely collapsed as a result of the chaos from the pyramid scheme disaster in 1997.

Only in the last five years has the NTFP sector started to rebound with a growing number of private entrepreneurs acting as harvesters, primary processors, local contractors, regional dealers and exporters. Currently, the main industries are:

- Botanicals (raw materials and essential oils)
- Willow wicker (raw material and finished products such as baskets and furniture)
- Wildlife Products (frogs and snails)
- Chestnuts
- Mushrooms

APFDP has been involved in the development of this sector mainly through its small and medium enterprise component. Most of their work has focused on providing business and technical support to willow growers and processors, private nursery owners, and to a lesser extent, chestnut growers and one mushroom exporter. The results are exemplary, especially considering the on-going security issues, evacuations and other types of disruptive activity.

The mid-term evaluation report of 1998 calls for greater involvement in NTFP enterprises. APFDP's work to date, however, has been more opportunistic than systematic. There is no structured approach within the project to address the multiple fronts required for sustainable NTFP development, nor are there sufficient resources or time remaining for a comprehensive program. There is also a lack of expertise on this topic, both within the project and in the country as a whole. It is unfortunate that this assessment took place late in the project cycle as there is great scope for NTFPs in Albania and need for support. Nonetheless, APFDP is poised to take a leadership role in this sub-sector, especially in conjunction with their community and private forestry components. It is hoped that this report provides the strategy to do as much as possible in the time remaining.

This assessment addresses APFDP's work with NTFP enterprises as a whole, but pays particular attention to wild-harvested medicinal, aromatic and spice plants, herein referred to as botanicals. This is an area that has been so far overlooked by government and development assistance agencies, yet may be the most important in terms of impact on local economies and biodiversity. There also appears to be a critical mass of interest emerging from I/NGOs, international donors and the private sector in this field and it is one of the fastest growing industries in the world. Now is the time to make critical interventions before more people become involved, extraction intensifies, more ecosystems are degraded and plants become extinct.

B. Key Findings

B1. Scale and Scope of the NTFP Sector

For thousands of rural villagers, the harvest of NTFPs appears to be an important source of employment and cash income. In some cases it may be the only source of cash income, especially for women. Studies by APFDP and information taken during this consultancy indicate that revenues may outweigh those from agriculture, livestock and wage labor, especially in the more remote areas.

The botanical industry is especially widespread, with an estimated 76,000 people involved as harvesters, dealers, primary processors, essential oil manufacturers, and exporters. There is a strong international demand for Albania's products, and today over 130 different plant products are harvested from the wild every year in large volumes. This includes leaves, flowers, bark, fruits, seeds, roots, buds, branches and whole plants.

Main Botanical Species

Albanian	Latin	English
Gështenje e butë	<i>Castanea sativa</i>	Sweet chestnut
Xhirrokull (farë)	<i>Colchicum autumnale</i>	Autumn crocus
Lajthi (gjeth, lev)	<i>Corylus avellana</i>	Hazelnut
Trandafil 1 egër	<i>Rosa canina</i>	Dog rose
Bisht kali	<i>Equisetum arvense</i>	Field horsetail
Fier mashk (rrënj)	<i>Dryopteris filix-max</i>	Male fern
Rrënjë sanezi	<i>Gentiana lutea</i>	Great yellow gentian
Lule basani (bar)	<i>Hypericum perforatum</i>	St. John's Wort
Shpatore (rrënje)	<i>Iris germanica</i>	Iris
Dëllenja e zeze	<i>Juniperus communis</i>	Common juniper
Bar blete	<i>Melissa officinalis</i>	Lemon balm
Lule 1000 fletë	<i>Achillea millefolium</i>	Yarrow
Qershigla (fryt, gj.)	<i>Vaccinium myrtillus</i>	Blueberry
Agulice (lule, rr.)	<i>Primula veris</i>	Cowslip
Mjedër (gjethe)	<i>Rubus idaeus</i>	Raspberry
Shelg (lëvore)	<i>Salix spp.</i>	Willow
Sherebel (gjethe)	<i>Salvia officinalis</i>	Sage
Trumëz (gjethe)	<i>Satureja montana</i>	Winter savory
Bli (gjethe, lule)	<i>Tilia cordata</i>	Small leafed linden
Hithra (gjethe, rënj)	<i>Urtica dioica</i>	Stinging nettle
Timus	<i>Thymus vulgaris</i>	Thyme
Dëllenja e kuqe	<i>Juniperus oxyedrus</i>	Berried juniper
Lavandula	<i>Lavandula officinalis</i>	Lavender
Koreandër	<i>Coriandrum sativum</i>	Coriander
Caj mali	<i>Sideritis rosseii</i>	Mountain tea
Shëngjin	<i>Salvia sclarea</i>	Clary
Mështenkna	<i>Betula pendula</i>	Silver birch
Arra	<i>Juglans regia</i>	European walnut
Murrizi	<i>Crataegus monogyna</i>	Common hawthorn
Salepi	<i>Orchis morio</i>	Green-winged orchid
Helmarina	<i>Atropa bella-dona</i>	Deadly nightshade
Rosmarina	<i>Rosemarinus officinalis</i>	Rosemary
Dafine	<i>Laurus nobilis</i>	Laurel (Bay leaves)
Rigon	<i>Oreganum vulgare</i>	Oregano
Kin fushe	<i>Centaurium umbellatum</i>	?
?	<i>Trifolium spp</i>	Red and white clover

Source. SARA Project, 1995 and field notes



A rough estimate places current production for all botanicals at approximately 7500 tons, but this could be low as much of the commerce is unreported. In contrast, a recent survey of NTFP statistical data by APFDP (Gani 1998) puts this figure much higher for the year 1993, when exports were almost 600,000 tons (CHECK). The last inventory conducted in 1988 reported a total of 50,000 tons exported annually. The table below lists the main species. Of these, sage and juniper appear to be collected in the largest quantities.

B2. Biodiversity Implications

The vast majority of plants are harvested from wild stocks. Perhaps only 5 percent is cultivated, although there is great interest in this among entrepreneurs. Much of the resource base has been degraded as a result of inappropriate agricultural policies of past regimes (especially for juniper) and a number of contemporary threats including:

- Habitat destruction from illegal logging
- Excessive and improper harvesting
- Overgrazing

Some of the more threatened species commonly mentioned by informants are listed below. Given the paucity of information, there could be several more in both categories.

Degraded Species

English	Latin	Albanian
Juniper	<i>Juniperus communis</i> , <i>J. oxycedrus</i>	Dellenja e kuqe
Sage	<i>Salvia officinalis</i>	Sherberla
Linden	<i>Tilia cordata</i>	Bli, gjeth
Hawthorn	<i>Cretagus monogyna</i>	Murrizi
Dog rose	<i>Rosa cannina</i>	Trandafili i eger

Endangered Species

English	Latin	Albanian
Yellow Gentian	<i>Gentiana lutea</i>	Rrenje sanezi
Green-winged orchid	<i>Orchis morio</i>	Salepi
Silver Birch	<i>Betula pendula</i> , <i>B. veracrusa</i>	Meshtekna
Mountain Tea	<i>Sidiritis rosleri</i> , <i>S. syriaca</i>	Caj mali
Autumn Crocus	<i>Colchicum autumnale</i>	Xhirrokull

B3. Lack of Baseline Information

There is a large vacuum of biological and production knowledge of the resource base including density, distribution, yield, ecology, biology, harvesting techniques, etc. for each species and/or population. Social data are also lacking, especially local use and management patterns, traditional knowledge, gender issues, income generation, marketing channels and relationships between the different stakeholders. Market information on pricing, qualities, standards, value addition, outlets and import regulations is also not widely available. This is a major constraint since most species are destined for the international market where competition is intense.

B4. Ineffective Policies and Resource Management

Corruption, collusion and mismanagement cloud much of this sector. The situation shows signs of improving, however, as security and banking becomes more stable and entrepreneurs become more skilled and interested in conducting legitimate businesses. Aside from APFDP's work with private growers, there are currently no models for sustainable management.

While there are several regulations on the books, they are only nominally followed. A permit from the District Forest Service (DFS) is technically required to harvest from state lands, accompanied by a tax or collection fee paid up front based on expected volume. In practice this is obtained by the dealer, who then contracts local villagers to collect from state lands. There is virtually no monitoring in the field or at any point during the trade process. NTFPs are essentially an open access resource.

Policy conflicts between government ministries and departments are also a constraint. For example, if an NTFP entrepreneur is licensed by the district tax office (administered by the Ministry of Finance) he is not required to obtain a permit from the DFS. Thus there is little monitoring of his harvesting activities on state land and he is not required to pay a royalty. Another policy constraint is the lack of multiple-year leases for state lands especially refused and undivided lands, abandoned nurseries and plantations, state forests and pastures, etc. Several entrepreneurs expressed interest in this, and it may offer one potential solution to the problems associated with open access and insecure tenure.

B5. Lack of Markets and Marketing Skills

The marketing process for the NTFP sector as a whole can be characterized as selling, not marketing. There is no active market research or development; producers simply sell in the most convenient manner available to them. Each species, however, has a unique market pathway. For willows, prices are negotiated between buyers and sellers at the beginning of the season, but the sellers have little knowledge on prices or other markets and rely on the buyers to supply them with accurate and fair information. In comparison, chestnut growers sell their produce directly individually at local markets.

For botanicals, the large exporters publish a species and price list at the beginning of the season and distribute it to the regional dealers. The dealers then determine what their prices will be, and pass this down to contractors, and they to harvesters. It is a fairly closed system with strong networks. Harvesters and small dealers, however, have little bargaining power in this process and simply sell the products to the next middleman up the market chain. Monopsonies exist at every level, and one major firm (Alb-Ducros) controls the majority of exports. Most business transactions are based on old contacts. This situation shows sign of changing, however, as more entrepreneurs make contact with outside buyers and vice versa.

Many Albanian botanicals (raw materials and essential oils) are reportedly reprocessed in third party countries for export to the US and the European Community (EC), especially Germany. The EC is by the largest consumer of Albanian products followed by the United States, where the natural products industry is rapidly approaching 4 billion dollars a year.

It is important to keep in mind that the international trade in botanicals is highly volatile and often quite secretive. Competition is fierce, especially from developing countries where the cost of labor is low. Albania does have a good reputation for sage and savory which offers some competitive advantage, but for most species it is a small player in a massive shell game. To illustrate, the market for Albanian St. John's Wort (*Hypericum perforatum*) and Rosemary (*Rosmarinus officinalis*) completely disappeared this year, leaving some dealers stranded. This could be disastrous for small entrepreneurs.

Another marketing constraint is the lack of a trademark and associated identity for Albanian products, something akin to the popular "Herbes de Provence." This is needed to help develop a credible reputation in the marketplace and to distinguish Albanian products from the vast assortment of like products available. Certification of social and environmental responsibility, an emerging trend in the natural products industry, can be used not only to ensure sustainability but to help develop an Albanian market identity as well.

The ability to access reliable, up-to-date market information on prices, qualities, standards (quality assurance and quality control), and potential buyers is also a constraint for small and medium-sized NTFP entrepreneurs. Harvesters especially lack the skill and resources to search out new or additional buyers and keep abreast of current prices. Small dealers face similar problems and lack sufficient operating capital to become independent of the large dealers and exporters. Payment for goods is often delayed for long periods, further exacerbating cash flow problems. Meeting volume demands for international shipments (one container is approximately 10 tons) is also a constraint.

Domestic markets for Albanian NTFPs are poor and undeveloped, however there is great scope for improvement, especially with respect to import substitution. Albania could produce a number of items currently imported using local NTFPs such as willow baskets, furniture and herbal items such as teas, personal care supplies (soaps, lotions, etc.) and traditional medicine. There is a long history of herbal medicine in Albania still practiced in several areas (mainly by older women) and could be used as a basis for a cottage industry.

B6. Processing and Quality Issues

International buyers are wary of dealing with Albanian suppliers directly because of the security issues and a reputation for poor product quality. Some of the factors include:

- Adulteration of the raw material
- Soil and air pollution
- Contamination from microbial growth due to poor transport and storage facilities
- Improper cleaning and drying
- Harvesting at the wrong time or in the wrong manner

Processing technology for both raw materials and essential oils is also often outdated which further limits the quality that can be achieved domestically. Natural products entering the international market must pass rigorous Quality Assurance (QA) and Quality Control (QC) trials,

and at present there is only one certified testing facility in the country which is owned by the largest exporter (Alb-Ducros.)

B7. Lack of Support for NTFP Entrepreneurs

Aside from APFDP's activities, support to small and medium NTFP entrepreneurs is limited. Business planning assistance is readily available from a number of donors, however technical and marketing assistance is not. Terms and conditions for credit and other financial inputs and not favorable for NTFP and tree-based enterprises because of the longer time required to show a profit and the specific needs of small entrepreneurs, for example the lack of operating capital.

Major needs for NTFP entrepreneurs can be summarized as:

- Market development for sustainably produced commodities
- Production support to enhance the quality and quantity of raw materials through better management of wild harvest, cultivation, and improved primary processing (cleaning, drying, storing, packaging, etc.)

C. Recommendations

A detailed schedule of proposed activities for a one and two year program is included in Annex K. General recommendations and a short summary of activities are given below.

C1. Key Aspects of Sustainable Enterprise Development

NTFP enterprise development is not a simple or short-term undertaking. There are multiple species and plant products involved, each with their own unique biological characteristics, technical requirements and market pathways. Production systems are equally varied, from wild harvests on state lands to agroforestry and conventional agriculture on private lands. There are also a variety of social and institutional issues involved, especially with respect to tenure and access to resources. Finally, since most of the species are destined for the export market, the scales of commerce involved – local to international – greatly increase the level of complexity.

As such, a tailored strategy for each plant (or group of similar plants) is needed. There is no one recipe for success – experimentation and pilot projects are crucial to test what are the most feasible arrangements in the Albanian context. Globally, the most promising initiatives involve strategic alliances between the private sector, an international assistance organization, and a local NGO.

In view of this complexity, NTFP development should be site and product specific. It should also be carried out in a flexible, participatory, process-driven fashion that is continually monitored and refined. Equal attention must be paid to production and market issues, both of which require a large amount of ecological, technical, social and market data per species. A clear institutional framework to research, plan, carry out and monitor pilot projects, and to share results, is clearly needed. This does not exist in Albania at present.

Choosing the right kind of NTFP for focused development is the key to sustainability. Biology is the bottom line: some species and plant parts withstand repeated harvesting better than others. Sage, for example, grows in dense clusters in accessible areas, there is an abundance throughout the country, and only the aerial parts are harvested. Thus, the potential for sustainable harvests is high. Root and bark species are much more difficult to manage because the plant is typically destroyed in the process of harvesting.

Another factor is market viability. Species with large, reliable and diverse market outlets are often a safer investment (at least initially), although profit margins tend to be lower. Specialty products with niche markets may have greater returns but tend to require larger initial investments in product and market development.

Since the vast majority of NTFPs are collected in a mostly uncontrolled fashion from state lands, and enforcement of state tenure is unreliable, a participatory management model is needed. Not all communities or individual entrepreneurs, however, have the capacity or desire to work as an equitable and responsible partner towards sustainable management. Effective local institutions and stakeholder buy-in are required, something that a community forestry program can greatly assist in facilitating. The support of dealers, exporters and other entrepreneurs is also crucial. It is important to keep in mind that community-based enterprises of all kinds have a very mixed track record. Few successful models have been developed anywhere.

C2. APFDP Strategy

Key directions:

- Focus on production and conservation issues. Use MOUs and other structured forms of collaboration to transfer market support services to other organizations with the resources and capacity to focus on this activity alone.
- Increase awareness among and improve capacity of the DGFP and I/NGOs with respect to NTFP development in the context of sustainable forestry and rural economic advancement.
- Facilitate the formation of networks, working groups and strategic alliances for the development of the sector as a whole including research, management, marketing and extension. A list of potential partners is included below.

In Albania:

- German Technical Assistance (GTZ/Protrade)
- World Bank Forestry Project
- Local I/NGOS (Albflor, Agrinas, Oxfam, SNV, Care, VOCA)
- Assistance to Albanian Agriculture Trade Associations (AAATA)
- Organic Farming Network
- Directorate General of Forests and Pastures (DGFP)
- Botanical Garden
- Forest and Pasture Research Institute (FPRI)

- Regional Environmental Center (REC)

International:

- FAO – Community Forestry and Non-Wood Forest Products Divisions
- World Wildlife Fund - Mediterranean Program and Traffic International Office
- United Nations Commission on Trade and Development/Biotrade Initiative
- Forest Stewardship Council

C3. Programming

- Gradually decrease involvement with willow and nursery associations as these organizations are fairly self-reliant
- Continue to provide technical and marketing support to chestnut growers
- Expand involvement with botanicals through research, training and pilot projects with harvesters and small dealers
- Incorporate NTFPs into communal and private forestry programs
- Strengthen NTFP research and database development
- Facilitate training, workshops and awareness generating activities as described below

C4. Specific Activities

C4a. NTFP Research Program

- *Topical PRAs.* Conduct Participatory Rural Appraisal focused on NTFPs in villages where APFDP is currently working and those suggested by dealers
- *Market Analysis and Development Assessment.* Using the FAO manual provided, carry out these assessment for priority NTFPs.
- *Market Research.* With assistance from other USAID-funded programs such as Assistance to Albanian Agriculture Trade Associations (AAATA) and the University of Nebraska Business School Project with Tirana University, conduct in-depth market research on priority NTFPs.
- *Valuation Study.* Conduct a valuation study comparing revenues of NTFPs to logging, livestock and agriculture
- *Database Development.* Start compiling a database model for NTFPs in APFDP project areas. Use the FAO country profile as a template and incorporate the other data fields listed in Annex K. Locate and collect remaining district-level data form

1988 inventory. Verify the existence of a complete set of voucher specimens and/or provide support to create one

C4b. Botanicals Program

- *Capacity Building.* Provide support to the local NGO Albflor to conduct basic training and carry out extension services for harvesters, growers and small dealers. Module 1: Harvesting and Primary Processing. Module 2: Market Information Systems.
- *Production Research.* Create a network comprised of Albflor, Botanical Garden, Forest and Pasture Research Institute, Organic Farmers Association, Nursery Owners Association, and members of the private sector.
- *Conservation.* Form a working group with Regional Environmental Center, Directorate General of Forests and Pastures, Committee on Environmental Protection, Botanical Garden, and Albflor. Develop links with outside conservation organizations such as WWF-Mediterranean Program, Traffic International, Conservation International and IUCN. Host a workshop and start an awareness campaign.
- *Pilot Projects.* 1) Sustainable Sage; 2) Cultivation/Agroforestry in Communal and Private Forests; 3) NTFP Leasehold Forestry on Refused and Non-divided Lands, Abandoned Nurseries and Plantations, etc.; 4) Formation of Harvester Groups; 5) Sustainable Essential Oils.

C4c. NTFP Market Support

- *Market Research and Development Network.* Create a network with appropriate local organizations for market research, marketing strategies, linkages with appropriate buyers, participation on trade fairs and missions, and technical assistance to NTFP entrepreneurs.

C4d. NTFP Policy and Sector Development

- *National Workshop.* Conduct a national workshop to increase awareness of the role of NTFPs in sustainable development.
- *Policy Working Group.* Organize a policy working group. Issues to address: 1) leases on state land; 2) species selection; 3) sector development strategies; 4) communal forest tax 5) NTFP export taxes 6) statistics and database development; 7) weaknesses in current policy framework.
- *Resource Management Training.* Conduct a training and compile a manual for DGFP resource managers on the technical and social aspects of managing the wild harvest in collaboration with the World Bank, the Regional Environmental Center, Albflor and outside technical experts.

C5. Staffing

- *NTFP Project Associate.* Hire an additional staff member to help carry out recommended activities. (See Annex M for Terms of Reference.)
- *APFDP NTFP Team.* Create an in-house team to handle NTFP technical assistance and program implementation.
- *Staff Training.* Support outside training on NTFP development for selected staff members.
- *Short Term Technical Assistance.* Use short-term technical assistance to: 1) help design and conduct workshops and training programs, and 2) conduct market research and develop strategies for selected NTFPs.

SECTION I

Introduction

This consultancy took place from August 10 to September 25, 1999. The objective was to assess the small and medium enterprise (SME) component of USAID-funded Albanian Private Forest Development Project (APFDP), with special emphasis on non-timber forest products (NTFPs). The overall goal was to make recommendations to improve strategy and methods. A detailed TOR can be found in Annex A.

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Much of the background and statistical data on NTFP production and trade were destroyed in the riots of the mid-1990s, and aside from APFDP's work, there is little known about local patterns of production and trade. As such, this report relies heavily on personal interviews, observations, and translations of several documents tracked down as part of the fieldwork. A more thorough analysis is certainly warranted but is far beyond the scope of this consultancy. Thus, this is a rapid assessment, and findings point to trends and opportunities only. More research is needed to refine the conclusions and recommendations.

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The report is divided into the following sections:

- Background
- Current Situation
- Recommendations and Strategy
- Annexes

SECTION II

Background

A. Key Concepts in NTFP Enterprise Development

A1. What are Non-Timber Forest Products?

Non-timber forest products (NTFPs) refer to all biological materials occurring in forests and other natural ecosystems which are utilized by humans. NTFPs typically are not cultivated, although they may be protected or slightly manipulated to maintain productivity. As value increases, however, they can be domesticated on individual farms as an agroforestry or agricultural crop. Individual plant parts and products such as seeds, roots, bark, leaves, berries, flowers, resins, latexes and whole plants are all considered as distinct NTFPs.

The main categories of NTFPs are:

- Medicinal plants
- Ornamental plants
- Edible plants (mushrooms, nuts, spices, etc.)
- Aromatic plants (often medicinal or edible also)
- Extracts, exudates and distillates (resin, dyes, essential oils)
- Fiber products (willow, bamboo, rattan, etc.)
- Animal and insect products (meat, skins, honey, feather, lac, etc.)
- Handicrafts from small ligneous material (pipes, etc.)

Other names for NTFPs include minor forest products, secondary forest products, non-wood forest products, special forest products and alternative forest products. Research over the last ten years shows that in developing countries especially, they are neither minor nor secondary. They often generate a large portion of government revenue, sometimes exceeding that of timber, and are a major source of rural income and employment. Globally they account for some 60 billion dollars in annual sales, with a 20% annual increase over the last several years. The botanical market in the United States alone is approaching 4 billion dollars a year, with a 15-30% annual growth rate. It is the largest importer of raw materials and natural products in the world, closely followed by Germany.

A2. Sustainable Enterprise Development for Economy and Ecology

Environmentalists, governments and development assistance agencies have become increasingly interested in NTFPs due to their large impact on biodiversity and the potential they represent for ecologically compatible economic development. For the forestry profession, however, it is still a widely unexplored and dynamic field.

Sustainable NTFP enterprise development, however, is a complex undertaking. A wide variety of species and plant parts is involved, each with their own unique biological characteristics and technical requirements. There are also a variety of potential production systems, from wild

General Principles of Export Marketing for NTFPs

- Start with NTFPs that are already on the market.
- Diversify production and reduce dependence on just a few products.
- Diversify markets for raw and processed forest products.
- Add value to the product locally through processing.
- No one group (harvester or dealer) can provide commodities for even one small company in North America or Europe.
- Controlling a large market share of a commodity allows considerable influence over the entire market.
- Make a decent profit in the marketplace, not a killing.
- Certification of environmental sustainability is the key.

Source: Clay, 1992

harvests to agroforestry, home gardens and plantation agriculture. Each product or group of like products has its own unique market pathway, and there are numerous social and institutional issues at play such as tenure and access rights, equity, and gender. The scales of NTFP commerce can be equally as wide, with the same product being sold in local markets as well as exported. Thus, a large amount of ecological, technical, market and social data is required per species to make informed development decisions and effective interventions. Some general principles are listed in the box on the left.

In short, NTFP enterprise development in Albania and elsewhere is not a short-term proposition. Production and marketing must be addressed simultaneously, and each task requires considerable expertise and resources. Because of the diversity of products and entrepreneurs, the

open access nature of the resource base, and multiple scales involved, development must be site and product specific, implemented in a flexible, participatory, process-driven approach. This translates to pilot projects, supported by continual monitoring and evaluation. A clear institutional framework is needed to research, plan, carry out and monitor these projects — and to share results. This does not exist in Albania at present. Four main aspects of a sustainable NTFP enterprise are outlined in the box below.

A3. Product Choice and Strategic Alliances are Key

Sustainable NTFP enterprise development hinges on selecting most compatible plant product(s) and partnering with the right kinds of stakeholders from the beginning. This requires a screening procedure to determine whether an NTFP is both biologically suitable and economically viable, and whether the people involved have the desire and ability to work effectively together.

For plants collected in the wild, biology is the bottom line. Table 1 outlines some parameters to determine biological suitability. Potential species should also be screened against national and international conservation databases such as those maintained by the Convention on International Trade in Endangered Species (CITES), World Wildlife Fund's Traffic Program, and the World

Characteristics of Sustainable NTFP Enterprises

Ecological. Products can be harvested indefinitely from a limited area of forest or other natural ecosystem. Development of market will not lead to over-exploitation and will have negligible impact on structure and dynamics on population and the surrounding ecosystem.

Technical. Long-term ability to use and maintain technology and processes for production, manufacturing and marketing.

Social. Activities of entrepreneurs do not harm disadvantaged members of the community. Management practices accepted and enforced by all. Secure tenure and access to resources.

Market. Entrepreneurs must have the ability to assess changes in the marketplace and adapt the product so it remains competitive and attractive to targeted customers.

(Source: Market Analysis and Development for Agroforestry and Forest Products, FAO Community Forestry Division. Forthcoming.)

Conservation Monitoring Center. A Red Data Book for threatened Albania flora and fauna has recently been published which could be also used for this purpose.

Table 1. Management Potential of Different Non-Timber Forest Product Resources

	Potential for Sustainable Management		
	Low	Medium	High
Resource Group	Bark, stem, tissue, roots	Some resins, fruits and seeds,	Latex, fruits and leaves
Yield/plant	Low	Medium	High
Species Characteristics:			
Flowers	Few, large	Intermediate	Small, many
Fruits	Few, large	Intermediate	Small, many
Seed Germination	Low viability	Intermediate	High viability
Sprouting capability	None	Low	High
Population Structure:			
Size-class distribution	Type III curve	Type II curve	Type I curve
Tree density/hectare	0-5 adults	5-1- adults	10+ adults
Spatial distribution	Scattered	Clumped	Homogenous
Regeneration Guild	Early Pioneer	Late Secondary	Primary
Flower/Fruit Phenology	Unpredictable	Supra-annual	Annual
Reproductive Biology:			
Pollination	Biotic; specialized vector	Biotic, with a generalist vector	Abiotic
Pollinator Abundance	Rare: bats, hummingbirds	Intermediate: beetles, moths,	Common: small insects
Seed Dispersal	Biotic; specialized vector	Biotic, with generalist vector	Abiotic
Disperser abundance	Rare: large birds, primates	Intermediate: small mammals	Common: bats, small birds

Source: Peters, 1994

To assess a product's economic viability, thorough market research and analysis must also be conducted, especially for products entering the international marketplace. This issue is crucial given the increasing level of globalization that characterizes foreign trade today. Finally, local communities and entrepreneurs should be screened to determine whether they are interested and capable enough to manage resources effectively and equitably. This is of crucial importance as the vast majority of NTFPs occurs on public lands and are viewed as open access or common property resources. In this way the link with community forestry programs is critical. An example of selection criteria for partners is included in Annex E.

Once all these analyses are conducted, the plants and the communities with the best potential can be selected and project work can begin. An example of how these analyses can be integrated is given below in Table 2.

Table 2. Market Analysis and Development for NTFPs

Phase 1.		Assessing the Existing Products, Markets and Means of Marketing			
Objectives	<ul style="list-style-type: none"> • Select a site/community • Identify the tree and forest product entrepreneurs • Determine the economic objectives of the concerned entrepreneurs • Get a broad inventory of the existing resources and products • Determine constraints that limit the performance of the existing market system • Eliminate non-viable products • Assist entrepreneurs in identifying potential initiatives 				
Market Environment Forces	Economy/Market	Ecology/Environment	Social/Institutional	Science/Technology	
Outputs	Short list range of products on which to base the next step. Hypotheses of initiatives/strategies to be studied in the next step				
Phase 2.		Assessing the Existing Products, Markets and Means of Marketing			
Objectives	<ul style="list-style-type: none"> • Analyze the marketing channels focusing on identification of opportunity • Building on these opportunities 				
Market Environment Forces	Economy/Market	Ecology/Environment	Social/Institutional	Science/Technology	
Outputs	Most promising hypotheses of products/initiatives are tested and selected Data collected for the design of their business plan				
Phase 3.		Developing an Enterprise Strategy and a Sustainable Business Plan			
Objectives	<ul style="list-style-type: none"> • Analyze information on market environment • Develop an enterprise strategy • Develop a sustainable business plan that includes the four plans translating the strategy components into practical targeted objectives 				
Market Environment Forces	Economy/Market	Ecology/Environment	Social/Institutional	Science/Technology	
Outputs	The enterprise strategy comprising the selected products is formulated and its different plans detailed.				
Phase 4.		Implementation of the Sustainable Business Plan			
Objectives	<ul style="list-style-type: none"> • Securing financing • Pilot phase and marketing testing • Follow-up of implementation activities • Monitoring progress and dealing with change 				
Market Environment Forces	Economy/Market	Ecology/Environment	Social/Institutional	Science/Technology	
Outputs	Indicators for monitoring the implementation of the sustainable business plan				

Source: FAO, forthcoming

A4. Current Trends

Globally, the most effective strategy for sustainable NTFP development appears to be collaboration between an international forestry or conservation project, a local NGO, and the private sector. Organizations such the World Wildlife Fund/Biodiversity Support Program, Cultural Survival International, Conservation International, German Technical Assistance (GTZ)/Protrade and Green Net Programs, the United Nations Commission on Trade and Development/Biotrade Initiative have been involved in these kinds of endeavors for quite some time. Private industry has also increasingly become interested due to consumer demands for more social and environmentally sustainable products and in response to diminishing raw material supplies.

For botanicals especially, consumer demand and concerns over sustainability is pushing the industry towards more environmentally and socially responsible products. Quality Assurance (QA) and Quality Control (QC) standards regulating potency and purity are becoming increasingly strict. Rigorous testing from certified labs is a standard import procedure.

Third party certification for all kinds of NTFPs is also an emerging trend. Organizations such as the Fairtrade Labeling Organization (FLO), International Federation of Organic Agriculture Movements (IFOAM), and the Forest Stewardship Council (FSC) all are pushing certification as a mechanism for sustainability. IFOAM in particular is quite heavily regulated by laws, especially in Europe, which makes it increasingly difficult for developing countries to export herbal and organic products to the European Union. This trend toward greater transparency and guarantees of sustainable production will undoubtedly grow stronger in the future.

B. History of NTFP Use in Albania

The knowledge, collection and trade of wild plants in this region have a history as long as that of modern civilization. Greek and Roman scholars documented useful medicinal properties, common people harvested plants for their own purposes and for sale, and long distance traders brokered them along the most famous routes between Europe, the Middle East and Asia. Ruling powers from all over the Mediterranean Basin sought out useful wild plants as part of their state building campaigns.

Like other agrarian nations, rural communities in Albania relied heavily on forest resources for a large number of diverse purposes including shelter, pasturage, food, fiber, energy, furniture, and tools. There is also a long tradition of herbal medicine particular to the region that is still practiced today, mainly by older women in districts such as Permet, Elbasen, and Malesia Emadhe. During the communist era the Institute of Traditional Medicine was responsible for research and development of local medicinal knowledge, but this too was abandoned with the transfer to democracy.

While investigating subsistence uses of wild flora was tangential to the central goal of this consultancy, it is important to understand these uses and document traditional knowledge associated with them. This not only helps to preserve an important aspect of cultural heritage but also avoids placing commercial pressures on resources that people need in the daily lives.

B1. The Communist Era

Albania had a large, well-developed set of state enterprises based on several diverse NTFPs during the communist era. This is quite atypical for the NTFP sector worldwide, as much of the commerce historically operated in an informal fashion, outside of state control. Each district had its own enterprise and a large proportion of the population (reportedly over 100,000 people) worked as harvesters, growers and processors. Albania was especially known for its botanical resources and reportedly was the largest exporter of medicinal plants in Europe during this period. Production was geared primarily for export of raw materials, with some semi and fully-processed goods, mainly to other communist countries in Eastern Europe and to Italy. The industry as whole was shaped like a pyramid, with each district providing goods to the state exporters located in Tirana and the seaport at Durres.

The main NTFP enterprises were:

- Medicinal, aromatic and spice plants (raw materials and essential oils)
- Fiber plants - willows, hay and other grasses (raw materials and processed articles such as baskets and furniture)
- Nuts (chestnuts and hazelnuts for export, acorns and walnuts for domestic use)
- Tannins (acorn shells from *Quercus valonea*; leaves from *Rhus coriarea*)
- Pine resin (*Pinus nigra*)
- Wildlife products - meat (frogs, snails, and pheasants); skins and fur (small mammals) and sport hunting
- Honey (produced in artificial hives placed in forest areas)
- Handicrafts (pipes, decorative boxes, etc.)

Three main ministries were involved in NTFP-based industries: the Ministry of Agriculture and Forests, the Ministry of Food, and the Ministry of Light Industry. There was little coordination between these agencies, and in fact, they often competed for the same raw materials and export markets. The State Research Station of Forestry Species and Medicinal Herbs (under the Ministry of Agriculture) had an extensive network of experimental plots around the country where they conducted cultivation trials, yield studies and other types of production experiments. These were largely abandoned or destroyed during the last decade.

Estimates of gross revenues derived from NTFPs from these three ministries combined are not available. From the forestry department alone, however, it is estimated that between 23 and 30 million dollars were generated annually involving some 50-60,000 tons of raw materials (Vezir Muharremi, personal communication.) The last national inventory, conducted in 1988 by the State Research Station of Forestry Species and Medicinal Herbs (now known as the Forest and Pasture Research Institute.) identified 165 species with medicinal, tannin and essential oil bearing properties. Selected information from this study is included in Annex F. In addition, each district conducted its own inventory, however much of that data has been lost. (The Fier District Inventory was recovered during fieldwork.)

Raw material production for each category of NTFP came from a mix of cultivated and wild sources, depending on the specific plant. For example, willow stems and nuts were wild-harvested as well as cultivated in plantations; tannins and resins all came from wild sources. Medicinal, aromatic and spice plants (approximately 130 different species) were mainly harvested from the wild. Sage (*Salvia officinalis*) and juniper (*Juniperus communis* and *J. oxycedrus*) were harvested in the largest volumes. A few selected species were cultivated including rosemary, thyme, foeniculum, coriander, basil, lavender and mint.

SECTION III

Current Situation

A. Main NTFP Enterprises

Production, processing and export of NTFPs rapidly declined with the change to a market economy. This trend was further exacerbated by the pyramid scheme riots in 1997 when much of the infrastructure was destroyed. The main surviving industries are listed below in Table 3.

Table 3. NTFP Enterprises in Albania, 1999

Industry	Main Market
Botanicals (raw materials and essential oils)	Export
Willow Wicker (baskets and other household items)	Export, some domestic
Chestnuts	Domestic
Frogs and snails	Export, some domestic
Mushrooms* (fresh/unprocessed)	Export, some domestic
Honey	Domestic

*Only one entrepreneur involved

B. Description of the Sector

NTFP entrepreneurs are typically people who worked in the sector before. In general there are three kinds of entrepreneurs: harvester/grower, processor, and exporter. Some entrepreneurs do more than one activity, depending on the specific NTFP. For example, chestnut growers harvest and market their products themselves, whereas willow growers sell their raw material to processors who also act as exporters.

Almost all small and medium entrepreneurs suffer from a lack of access to market information, linkages, and skills. Domestic markets, if they exist at all, are very undeveloped although there is great potential for import substitution. Processing technology and technical expertise are for the most part outdated.

Aside from APFDP's work, support to small and medium NTFP enterprises is limited. General business planning assistance is readily available, however resource management and marketing is not. There is a significant lack of in-country technical knowledge and assistance regarding NTFPs as well. Terms and conditions for credit and other financial resources are also not favorable due to the longer time frame needed to show a profit and the specific needs of entrepreneurs, for example, operating capital.

APFDP has made good progress with willow wicker producers and processors, chestnut growers, and nursery owners. With respect to the botanicals industry, at least two agencies have attempted interventions. GTZ tried to organize botanical traders in the mid-1990s but pulled out due to a lack of cooperation among entrepreneurs and an unsupportive political-economic climate. The Italian government recently started a project in Lezhe District (in conjunction with the World Bank Forestry Project) where local women are given support and training to improve production and quality of selected commercial species. Other agencies such as CIDA (Canada), SNV (Dutch

Assistance) and Agrinas (Dutch NGO) have expressed an interest to get involved in some aspect of NTFPs but have not made substantive progress as yet.

C. Resource Management

With the exception of APFDP's work with selected private growers, resource management of most NTFPs appears to be poor. A small number of botanicals are reportedly cultivated on private lands, but all products growing in state forests are essentially open access resources and as such, unmanaged. To compound matters, much of the resource based has been degraded by the inappropriate agricultural policies of the past and the illegal logging of the present. On the bright side, discussions with botanical dealers suggest that there may be some de facto forms of customary tenure and management operative in certain areas. This is definitely a topic that warrants further investigation.

Both APFDP and World Bank are working with the DGFP on communal forest and pasture transfers but neither includes NTFPs as part of their research, inventories or local-level management planning. NTFPs are also not a systematic part of APFDP's work with private forest owners (chestnut and willow growers being the exception.) This is a significant oversight in view of the opportunities the sector represents. For example, NTFPs can be inter-planted as a commercial crop to be harvested while trees for afforestation and fuelwood are growing, providing direct economic benefits to local villages. This could have additional conservation benefits as well by (re-) introducing more native species in the area and increasing the structural complexity and productivity of the existing stands.

C1. Institutional Responsibility

The three main government departments involved with NTFPs are the Directorate General of Forest and Pasture (DGFP), the Ministry of Finance/Office of Registered Business, and the Directorate General of Customs. The DGFP is charged with management, while the other two are concerned with commerce. The lack of coordination these agencies has created major policy loopholes and conflicts over use. For example, an entrepreneur licensed through the Office of Registered Businesses need not obtain a permit from the DFS to collect. He simply pays an annual tax and uses his business license in lieu of a harvest permit.

The level of in-country expertise on NTFP policy and management is outdated. Globally, there have been many advancements in the field and a number of lessons learned, but policy and program development specialists in Albania have had little exposure to them.

C2. Policies and Regulations

Table 4 lists some of the main policies and regulations governing NTFP harvest and trade. These articles are only minimally enforced, however. There are no systematic policy or sector strategies as such.

Table 4. Some Laws and Regulations Affecting NTFP Production and Use

Name of Law	Contents
Law 7623 (13 Oct. 1992) "For Forestry and Forest Service Police"	Chapter II: Forest Estate Administration, Development and Treatment Chapter III: The Harvesting of Forests and Other Forest Products
Law 7722 (15 June 1993) "On the Preservation of Medicinal Plants, Essential Oil Herbs, and Tannins"	Ten articles of law plus special regulations governing harvesting practices for NTFPs.
Regulation 308 (26 Feb. 1996) "About the Transfer of Communal Forests and Pastures for their Use and Administration"	Provides criteria for the transfer of communal forests and pastures.
(From Law 7623 --noted above--and 7917--"On Pastures and Meadows"). Draft Guideline No. 2 of Law 8302 (12 March 1998) "Management of Incomes Generated from the Forests and Pastures that will be given to the Communes for Use"	Places tariffs on communal forest and pasture users. Revenues are to be divided between the state and the communal reinvestment fund.

Source: DGFP

The main law affecting commercial NTFP use at present is the requirement of a harvest/transportation permit. In theory, anyone wishing to harvest forest products from state land must first obtain a permit from the District Forest Service (DFS). The DFS determines where and how much can be harvested and issues a permit that must be shown at certain checkpoints. In exchange, the user pays a tax (pre-harvest) based on the estimated volume. In practice, permits are not taken by harvesters but by commercial dealers who then contract local villagers to harvest. The villagers harvest according to their own needs and are not monitored in any fashion. Once the products are amassed, the dealer comes to retrieve them. There is minimal follow-up or enforcement by the DFS.

In recognition of the state's inability to control wild harvests, there is some discussion among senior officials at DGFP to transfer all permit responsibilities to communes and forest user committees in villages adjacent to state forests, but nothing substantive has occurred to date.

Other problems and policy conflicts include:

- *Lack of long-term leases.* There are no provisions for long-term leases on unused state land such as abandoned plantations, nurseries, refused and non-divided lands. Private entrepreneurs have expressed great interest in securing such leases, but current regulations dictate that they can only be allocated on an annual basis.
- *Tax on communal forest use.* The recent tax placed on communal forest use is, at this time, more of a hindrance to sustainability than a help. Since the concept and practice of community management is still new in Albania and only somewhat tested, the tax places an additional burden on users and may be taken as a disincentive to cooperate with management plans. It also hinders the desire/ability for villagers to innovate with commercial NTFP production.

- *Lack of monitoring and enforcement of rules.* Dealers who do obtain permission from the DFS are often frustrated by the lack of accurate knowledge and resource protection provided. One dealer complained that the DFS issues permits for areas that have already been harvested.
- *Inability to distinguish wild from cultivated products.* There is no way to distinguish NTFPs that are cultivated on private land from those that are harvested from the wild on state land. This may be an obstacle in the future as taxing procedures are further refined.
- *Lack of coordination among users and managers.* There is a major lack of coordination and dialogue among NTFP stakeholders, including the various private sector users and the government agencies charged with management. Raw material exporters and essential oil manufacturers, for example, are competing with each other over a shrinking resource base and may be undermining each other as a result.

D. Markets and Marketing

The lack of market development for NTFPs is another major issue facing entrepreneurs. As mentioned previously, internal markets are undeveloped but show promise especially with respect to import substitution. With respect to external markets, a number of obstacles are present such as:

- Lack of market information on price, end uses, qualities, value addition opportunities, seasonality, etc.
- Lack of direct access to buyers
- Inability to fill volume demands
- No promotional activities
- Poor communications

All are required to be viable in an often highly competitive and volatile international market. As a forestry project, APFDP has the capacity to provide only limited market support at the local and regional level, but as most NTFP enterprises are export-oriented, a much greater effort (in terms of time, resources and expertise) is needed.

E. The Botanical Industry

E1. Size of Industry

Owing to the legacy of past state industries, there appears to be some level of activity associated with the botanical industry in almost every district. The industry is still shaped like a pyramid, except now exports are dominated by one large private firm called Alb-Ducros. Set up in the early part of the decade as a joint venture with a French company (Ducros), it has a monopsony¹

¹ A monopsony is a situation where there are many sellers and one buyer, as compared to a monopoly, where there is one seller and many buyers.

on production and export. The joint venture aspect has recently disintegrated and now the firm is completely owned by the parent company. The table below estimates the actual number of entrepreneurs involved in this sector.

Table 5. Botanical Industry Entrepreneurs, 1999

Type of Entrepreneurs	Estimated Number involved
Raw Material Exporters	1 large, 3 medium
Regional Dealers/Small Exporters	75 small and medium
Local Contractors (average 10/dealer)	750
Harvesters (average 100/dealer)	75,000
Essential Oil Manufacturers	1 large, others unknown
Natural Product Manufacturers	1 large (but not operating at present)

Source: fieldnotes

E2. Species and Volume Data

Approximately 130 species are harvested on a regular basis. Current species lists provided by two of the larger exporters and the main essential oil manufacturer are included in Annex G. A table of those collected in the greatest abundance is included below. Of these, sage and juniper are (still) harvested in the highest quantities. Only a small fraction of the plants listed are cultivated.

Current estimates for raw material exports are 5000-7500 tons per year. (Calculated conservatively as 75 dealers multiplied by 100 tons each. The actual amount could be much higher.) A 1998 survey by APFDP of the remaining NTFP statistical data, however, reported that in the years immediately following democracy, exports of botanicals shot up to 800,000 tons in one year alone. The largest essential oil manufacturer reports that he produces 40 tons of oil a year and uses 1800 tons raw material per season. (10 tons per day multiplied by 6 months.)

Table 6. Main Botanical Species, 1999

Albanian	Latin	English
Gështenje e butë	<i>Castanea sativa</i>	Sweet chestnut
Xhirrokull (farë)	<i>Colchicum autumnale</i>	Autumn crocus
Lajthi (gjeth, lev)	<i>Corylus avellana</i>	Hazelnut
Trandafil 1 egër	<i>Rosa canina</i>	Dog rose
Bisht kali	<i>Equisetum arvense</i>	Field horsetail
Fier mashk (rrënj)	<i>Dryopteris filix-max</i>	Male fern
Rrënjë sanezi	<i>Gentiana lutea</i>	Great yellow gentian
Lule basani (bar)	<i>Hypericum perforatum</i>	St. John's Wort
Shpatore (rrënje)	<i>Iris germanica</i>	Iris
Dëllenja e zeze	<i>Juniperus communis</i>	Common juniper
Bar blete	<i>Melissa officinalis</i>	Lemon balm
Lule 1000 fletë	<i>Achillea millefolium</i>	Yarrow
Qershigla (fryt, gj.)	<i>Vaccinium myrtillus</i>	Blueberry
Agulice (lule, rr.)	<i>Primula veris</i>	Cowslip
Mjedër (gjethe)	<i>Rubus idaeus</i>	Raspberry
Shelg (lëvore)	<i>Salix spp.</i>	Willow
Sherebel (gjethe)	<i>Salvia officinalis</i>	Sage
Trumëz (gjethe)	<i>Satureja montana</i>	Winter savory
Bli (gjethe, lule)	<i>Tilia cordata</i>	Small leafed linden
Hithra (gjethe, rënj)	<i>Urtica dioica</i>	Stinging nettle
Timus	<i>Thymus vulgaris</i>	Thyme

Albanian	Latin	English
Dëllenja e kuqe	<i>Juniperus oxyedrus</i>	Berried juniper
Lavandula	<i>Lavandula officinalis</i>	Lavender
Koreandër	<i>Coriandrum sativum</i>	Coriander
Caj mali	<i>Sideritus rosseii</i>	Mountain tea
Shëngjin	<i>Salvia sclarea</i>	Clary
Mështenkna	<i>Betula pendula</i>	Silver birch
Arra	<i>Juglans regia</i>	European walnut
Murrizi	<i>Crategus monogyna</i>	Common hawthorn
Salepi	<i>Orchis morio</i>	Green-winged orchid
Helmarina	<i>Atropa bella-dona</i>	Deadly nightshade
Rosmarina	<i>Rosemarinus officinalis</i>	Rosemary
Dafine	<i>Laurus nobilis</i>	Laurel (Bay leaves)
Rigon	<i>Oreganum vulgare</i>	Oregano
Kin fushe	<i>Centaureum umbellatum</i>	?
?	<i>Trifolium spp</i>	Red and white clover

Source: SARA Project, 1995 and fieldnotes

E3. Research and Extension

The State Research Station of Forestry and Medicinal Herbs was transformed into the Forest and Pasture Research Institute (FPRI) with the change to democracy and continues to conduct research on various botanicals. A summary of their current work is included in Annex H. Several private growers, dealers, and exporters are also conducting cultivation trials. APFDP has also supported cultivation by providing quality St. John's Wort seed to interested farmers and has published a small booklet on growing techniques in conjunction with Alb-Ducros. Alb-Ducros has also supported advanced training in France for a number of the larger dealers.

E4. Harvester Profile

Harvesters tend to be the poorest of the rural poor, with little access to arable land or capital. Quite often they are women and children, but men may also be involved, depending on several factors such as price, security issues and distance to collecting area. Itinerant gypsies are also known to be involved. Harvesters have very little market information about prices, qualities and other buyers. They simply sell their goods to the local contractor on an individual basis.

In terms of income generation, a single collector working alone can make approximately 500-800 lekh per day (roughly 3.00 - 6.00 USD), or about 15,000 lekh per month (107.00 USD) during the season. The amount greatly depends on the species harvested and the prices offered by the dealers, but in general it compares favorably with the standard rate for daily labor which is about 500 lekh. In contrast, a family of four in the village of Troshan (Lezhe District) who only cleans and sorts sage for a regional dealer can make 200,000 lekh (1429.00 USD) in their spare time over the course of three months.

E5. Small- and Medium-Sized Contractors and Dealers

There is a large network of local contractors and regional dealers spread across the country. Each typically specializes in products available in the immediate region and has his own set of contacts with harvesters and buyers. These alliances appear to be fairly fixed, perhaps due in part to the lack of operating capital which encourages dependency. Contractors typically sell to the same dealer, and dealers to the same exporters, every year.

Some contractors and most dealers carry out the bulk of primary processing at their warehouses using wage labor. This includes cleaning, drying, sorting, and packaging or baling for transport. Small entrepreneurs usually do not store raw materials for long periods due to poor facilities, however the larger dealers can store products up to two years, sometimes even longer, depending on the product.

Other problems facing small contractors and dealers including:

- Lack of operating capital to be independent of the large exporters
- Lack of access to alternative market outlets
- Lack of credit and training to improve processing facilities and marketing
- Adulteration of raw materials by harvesters
- Difficulties in receiving final payments from buyers, especially if sold outside Albania

E6. Prices

A list of typical prices is given below in Table 5. This information was obtained by the Forest Pasture and Research Institute and is assumed to reflect the average price paid to dealers by the large exporters. It should be noted that prices can be quite volatile due to the heavy competition in the international marketplace. The markets for Albanian St. John's Wort and Rosemary, for example, virtually disappeared last year.

Table 7. Average Domestic Prices for Selected Albanian Botanicals, 1999

Flowers	
<i>Crataegus monogyna</i> (with leaves)	150 Lek/kg
<i>Crataegus monogyna</i> (without leaves)	1000 Lek/kg
<i>Belis perenis</i>	200 Lek/kg
<i>Tussilago farfara</i>	400 Lek/kg
<i>Primula grandiflora</i>	300 Lek/kg
<i>Tilia officinalis</i>	300 Lek/kg
<i>Matricharia chamomila</i>	50 Lek/kg
<i>Achillea millefolium</i>	--
<i>Sambucus</i> (Elder Flowers)	600 Lek/kg
Herbs	
<i>Hypericum perforatum</i>	100 Lek/kg
<i>Achillea millefolium</i>	50 Lek/kg
<i>Cant bariu</i> (?)	30 Lek/kg
<i>Centarium umbellatum</i>	60 Lek/kg
<i>Equisetum arvense</i>	30 Lek/kg
<i>Salvia officinalis</i>	35 Lek/kg
Roots	
<i>Gentiana lutea</i>	7000 Lek/kg
<i>Ruscus aculeatus</i>	70 Lek/kg
<i>Urtica dioica</i>	70 Lek/kg
<i>Primula grandiflora</i>	80 Lek/kg
<i>Qumeshort</i> (?)	50 Lek/kg
<i>Cynodon dactylon</i>	30 Lek/kg
Leaves	

<i>Saturea montana</i>	60 Lek/kg
<i>Thymus serpyllum</i>	60 Lek/kg
<i>Corylus avellana, columa</i> (Hazelnut)	30 Lek/kg
<i>Juglans regia</i> (Walnut)	30 Lek/kg
<i>Castanea sativa</i> (Chestnut)	30 Lek/kg
<i>Fraxinus</i> (Ash)	35 Lek/kg
<i>Tussilago farfara</i>	50 Lek/kg
<i>Plantago major</i>	70Lek/kg
<i>Plantago media</i>	40 Lek/kg
<i>Rubus idaeus</i>	180 Lek/kg
<i>Vaccinium myrtillus</i>	
Fruits	
<i>Sambucus</i>	300 Lek/kg
<i>Melissa officinalis</i>	100 Lek/kg
<i>Verbascum</i>	100 Lek/kg
<i>Colchicum autumnale</i>	1000 Lek/kg
<i>Ferre (?)</i> seed	30 Lek/kg
<i>Rosa canina</i>	80 Lek/kg
<i>Papaver rhocceas</i>	800 Lek/kg
<i>Vaccinium myrtillus</i>	200Lek/kg

(140 lek = 1 USD)

Source: Mr. Dida, Director, FPRI

Prices are a function of scarcity and demand. Note that the price of *Crataegus monogyna* (hawthorn) flowers is more than 6 times that of the leaves. The roots of *Gentiana lutea* fetch the highest price. This is presumably due to their scarcity: they are one of the most endangered species in Albania and their range is probably fairly restricted. This species is used to make a popular winter beverage called "salep."

A comparison between domestic and international prices for two of Albania's more popular spices are given below. International retail prices are taken from the fall 1999 buyers catalogue from Penzeys Spices, a private company from the US based in the state of Wisconsin. In both cases, the mark-up is over several thousand percent.

Table 8. Domestic and International Price Comparison

Species	Wholesale Price (Alb)	Retail Price (US)	Mark-Up	
Sage (<i>Salvia officinalis</i>)	35 lek/kg 1 oz. = .007 USD	USD 6.00/8 oz. 1 oz. = .75 USD	107x	10,700%
Winter Savory (<i>Saturea montana</i>)	60 lek/kg 1 oz. = 1.7 lek = .01 USD	USD 5.00/8 oz. 1 oz. = .63 USD	63x	6300%

140 lek = 1USD. 1 lek = .007 USD. 1 kg = 2.2 lbs. = 35.2 oz.

Source: field notes

E7. Market Chain

The market chain is diagrammed in Figure 1. Large exporters (noted by capital letters) distribute species and price lists at the beginning of the season. This information passes to regional dealers

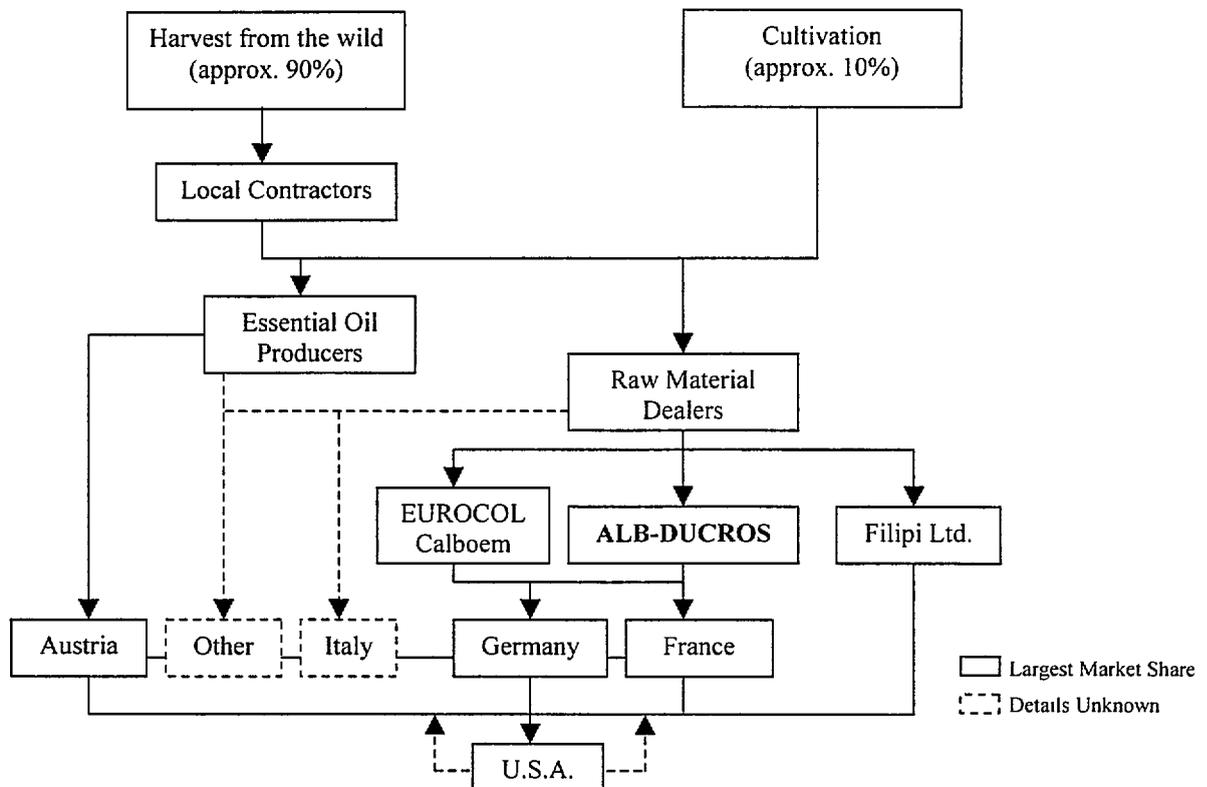
and from there, to local contractors who organize collection by farmers. Cash advances flow in a similar fashion, and products flow out in reverse. Local contractors may also sell directly to essential oil producers as well. One species may have several market pathways, depending on its geographical distribution, end-use and other factors.

Exporters have a network of regional dealers in different parts of the country in order to access large volumes of a variety of products. There appears to be some degree of cooperation (and/or collusion) between the large firms with respect to price setting and product specialization, but to what extent is not known.

Raw materials are exported mainly to Germany and France, with a lesser amount to Italy and other countries in the region. There they are consumed domestically or shipped onward after more processing, with a large portion presumably going to the US. There is reportedly an American dealer who specializes in Albanian products for the US market (mainly sage), but this could not be verified. (For the botanicals industry as a whole, it is a common practice for brokers to specialize in regions and/or species.) Essential oils are primarily shipped to Austria before being re-exported (perhaps after some secondary processing) to other European countries and the US.

It is important to remember that the international trade in botanicals is highly competitive and opportunistic. Booms and busts are common. Exporters need to have excellent and timely market data and a network of outlets to compete successfully

Figure 1. Market Chain for Albanian Botanicals (Raw Materials and Essential Oils)



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E8. Seasonality

Annex I contains a table provided by one of the larger exporters that lists appropriate months to harvest Albanian botanicals. In general, most of the harvesting takes place in spring and early summer. The harvest season lasts for about six months, although processing may continue throughout the winter.

E9. Indigenous Management

Discussions with dealers suggest that some communities are managing selected wild botanicals. Some of the practices reported are:

- Protecting customary collection areas on state lands from non-resident harvesters
- Harvesting red and white clover growing spontaneously on private lands before agricultural crops ripen
- Collecting wild oregano from pasture lands before livestock is brought in
- Transplanting wild species to home gardens for better care

E10. Quality Issues

Albania's reputation in the international marketplace buyers is mixed. While it is known to produce some high quality products such as sage and savory, buyers are wary due to adulteration and quality issues and overall investment insecurity. Many shipments are rejected because of:

- Contamination from soil and atmospheric pollutants
- Adulteration by mixing with other substances
- Poor harvesting and processing practices, resulting in low quality
- Improper storage, causing bacterial growth
- Outdated manufacturing technology (especially for essential oils)

Small and medium entrepreneurs often lack the technical know-how and capital to improve their operations. Plants are collected at the wrong times, improperly dried, transported in tainted containers such as used fertilizer bags, and stored in damp conditions. Basic cleaning, sorting and grading is also poor. All these issues reduce the quality of the product as well as the sustainability of the industry as a whole.

Botanicals entering the international market have to pass increasingly rigorous Quality Assurance (QA) and Quality Control (QC) testing. At present only a few of the larger firms have the capacity to conduct these kinds of tests. There is reportedly only one international standard testing facility in the country, which is owned and operated by Alb-Ducros.

E11. Conservation Issues

It is estimated that at present approximately 90% of all plant material harvested for international markets are collected from the wild in a mostly uncontrolled fashion. Several species are thought to be highly degraded as a result, and some are in danger of extinction. Aside from the lack of secure, enforceable tenure, the main reasons are due to poor harvesting practices, including

- Collecting before the reproductive propagules have matured
- Overharvesting (frequency and intensity)
- Improper techniques (taking whole branches instead of leaves, etc.)

Sage, for example, is collected earlier each year in the northern parts of the country reportedly because of a surge in price. Whole branches are taken instead of just the leaves. This may be due to a market for the stems as well. One raw material dealer reported that if harvesters waited until the leaves were mature, they would receive ten times the price received from essential oil producer, their main competitor who appears to be using the stems as well. Premature harvests of open access resources are a common result of increasing demand, which in turn leads to a degraded wild population.

Hawthorn suffers from a similar situation. Whole branches are removed instead of the individual flowers, fruits and leaves. Under this system, a period of four years is needed until the tree is ready to harvest again. Here, a simple pruning plan may be all that is needed, yet due to the lack of secure tenure and technical skill, the trees continue to be harvested in quickest fashion with little regard for sustainability. Regeneration is poor.

Cultivation, a common prescription for conservation, will only benefit those with sufficient land, labor and capital. It will not reduce impact on wild species unless those individuals currently involved in harvesting from state lands are targeted for support. Some of the threatened species commonly mentioned by informants are listed below. These are preliminary lists; there may be several other species that are threatened with extinction or extirpation.

Table 9. Degraded Species

English	Latin	Albanian
Juniper	<i>Juniperus communis, oxycedrus</i>	Dellenja e kuqe
Sage	<i>Salvia officinalis</i>	Sherberla
Linden	<i>Tilia cordata</i>	Bli, gjeth
Hawthorn	<i>Cretagus monogyna</i>	Murrizi
Dog rose	<i>Rosa cannina</i>	Trandafili i eger

Source: Field Notes

Table 10. Endangered Species

English	Latin	Albanian
Yellow Gentian	<i>Gentiana lutea</i>	Rrenje sanezi
Green-winged orchid	<i>Orchis morio</i>	Salepi
Silver Birch	<i>Betula pendula, veracrusa</i>	Meshtekna
Mountain Tea	<i>Sidiritis rosleri, syriaca</i>	Caj mali
Autumn Crocus	<i>Colchicum autumnale</i>	Xhirrokull

Source: Dr. Liri Dinga, Director, Tirana Botanical Garden; Red Data Book for Albania.

SECTION IV

Recommendations

APFDP's work with nursery owners, chestnut growers, willow producers, and mushroom exporters is quite satisfactory. Nursery owners and willow producers especially are self-sufficient and require few new inputs. Support to chestnut growers and mushroom harvesters should continue as planned.

The following recommendations apply to more comprehensive NTFP program within APFDP as well as the sector as whole. Section A contains general program directions, Sections B-F contain specific recommendations for the different components. A detailed schedule for a proposed one and two-year NTFP program is included in Annex J.

A. Programming

Integrate NTFP research and management with the communal and private forestry program.

Focus on production and conservation issues. Transfer market support to organizations with the capacity to focus on this activity alone.

Increase support to selected I/NGOs, GOA/DGFP and APFDP staff to improve national management capacity for NTFP enterprise development in the context of sustainable forestry.

Form strategic alliances with the private sector, I/NGOs, and other projects to:

- Establish an NTFP Marketing Network
- Encourage other organizations in Albania (INGOs and other donors) to adopt parts of APFDP's current NTFP program to ensure continued support after APFDP ends
- Expand professional contacts internationally to increase the level of local awareness and expertise via associations with NTFP programs at FAO, WWF-Mediterranean Program, UNCTAD/Biotrade Initiative, UNESCO/People and Plants Initiative, IUCN, IDRC and others listed in Annex D
- Increase national and local awareness of the role of NTFPs in rural economies and their potential for development through workshops and seminars
- Strengthen the NTFP research component to better understand the opportunities, constraints and operating environment for specific NTFP enterprises
- Expand involvement with botanicals

- Continue to provide input to GOA/DGFP on policy, regulations and sector development

B. NTFP Research Program

For botanicals especially, more information is needed on the nature and extent of resource base, social science aspects, markets and marketing, international regulations and standards, and technology. All research should be conducted under the framework of adaptive management or action-learning so findings can be applied in the field and monitored.

Objectives:

- To understand the situation better in order to make informed interventions
- To determine the role of women in harvesting and trade, and identify potential means to increase benefits
- To identify and select pilot project sites
- To identify communities that are protecting state forests as customary collection areas and learn from their experience
- To identify groups of users and small contractors/dealers interested in working as partners with APFDP

B1. Projects

- Review existing PRAs for NTFP information
- Conduct Topical PRAs on NTFP use and management. Compile case studies on specific plants and/or harvester communities
- Conduct a Market Analysis and Development Assessment (based on FAO draft manual provided to APFDP) to gather market information and to develop a short list of priority species
- In conjunction with the USAID-funded Assistance to Albanian Agribusiness Trade Associations (AAATA) and Tirana University/University of Nebraska Project, commission in-depth market studies/analyses of selected species such as chestnuts, willow wicker and short-listed botanicals
- Start developing an NTFP database using the information fields recommended in Annex K and the draft datasheets provided
- Compile a country profile on NTFPs using the FAO template provided

- Search out and collect remaining district level data from the 1988 inventory undertaken by FPRI
- Initiate a trader-based inventory on species, volumes and prices
- Conduct a valuation study comparing the revenues from NTFPs to logging in appropriate sites
- Verify the existence of a complete set of voucher specimens for all commercial NTFPs. If none exist, provide the support required to establish one

C. Botanicals Program

Three main components are suggested:

- Support to the local NGO Albflor
- Strategic alliances for research, training, extension and awareness building
- Pilot projects

C1. Support to Albflor

APFDP staff should continue to investigate Albflor to determine its legitimacy by attending one of their meetings, making a presentation, and organizing a follow-up roundtable discussion. (Annex L contains a translation of the Albflor brochure.) If an agreement is reached, APFDP can provide financial, technical and logistical support to implement some or all of the activities listed below.

- Training and extension services
- Awareness campaign
- Certification system and set of standards for members (dealers) including:
 - floor prices for specific plants
 - equitable relations with harvesters
 - agreements to purchase only quality products that are sustainably harvested
- Credit services (where Albflor acts as a guarantor for members).
- Lobbying GOA on policy issues
- Formation and support of harvester group in conjunction with communal or village forest user associations
- Value-added processing activities at the village level

- Market support services (securing reliable markets, meetings volume demands for exports, etc.)

C2. Basic Training Program

The training program should target harvesters, cultivators, nursery owners, private forest owners, small dealers and DFS Community Foresters. It should be designed as a TOT (Training of Trainers), be practical and hands-on, and conducted in the field in a participatory fashion. Special sessions for women only should be included. The training program will be jointly organized and conducted by Albflor and APFDP.

Two separate modules are recommended:

- Module 1: Harvesting and primary processing
- Module 2: Market Information Systems

C3. Extension

- Explore the feasibility of contracting Albflor to provide extension and training services
- Form a Production Research Network to coordinate work on domestication, cultivation, harvesting practices, management plans and related topics. Suggested members: APFDP, Albflor, Nursery Owners Association, FPRI, Botanical Garden, interested dealers and farmers, Organic Farmers Association and DGFP

C4. Conservation

- Form a working group with representatives from the Regional Environment Center, Committee on Environmental Protection, Botanical Garden, DGFP and Albflor. Link with WWF-Mediterranean Program and Traffic Europe Offices, Conservation International or IUCN for outside support and training
- Support the cultivation of endangered species coordinated by the Production Research Network
- Increase awareness at the national level by:
 - organizing a national workshop
 - designing and carrying out an awareness campaign, perhaps even producing a video for television and training purposes

C5. Pilot Projects

Five potential pilot projects are described below. They should be undertaken only in conjunction with an INGO that agrees to oversee the project and provide technical support when APFDP terminates.

All pilot projects must include:

- A simple inventory and monitoring program (ecological and socioeconomic)
- Linkages with reputable dealers to establish reliable markets with higher prices for better quality raw material
- Support for more value-addition activities at the village level
- Access to credit and other inputs for both harvesters and dealers
- Quality seed, planting material and extension services

Option 1. Sustainable Sage

- Form a strategic alliance with Alb-Ducros, local dealers and McCormick International, one of the largest spice industries in the USA that has reportedly started working with Alb-Ducros.
- Coordinate local-level training, harvesting and management activities in cooperation with reputable dealers in Skodra and other areas. Focus on resource management and value-addition at local level.

Option 2. Cultivation/Agroforestry in Communal or Private Forests

- In conjunction with Forest Users Associations, Nursery Owners Association and private forest owners, conduct Market Analysis to determine which species have the best potential for cultivation and agroforestry and initiate on-site trials.
- Provide technical and market support as needed.

Option 3. Long-Term Leases on State Lands (especially refused and undivided land, abandoned plantations and nurseries)

- Lobby DGFP for permission to use state lands on an experimental basis
- Conduct Market Analyses and choose priority species
- Provide technical and market support

Option 4. Formation of Harvester Groups

- Form local user group(s) as affiliates of Communal Forest Users Association and work toward exclusive access rights/permission to harvest from state forests for village harvesters. If not as a long-term lease, then with guarantee of annual renewal.
- Experiment with different configurations based on local situation: harvesters only (women only, or women and men); harvesters and local contractors/dealers; etc.

- Help create an experimental marketing association to increase bargaining power and meet volume demands.
- Target groups currently protecting state forests as customary collection areas.

Option 5. Sustainable Essential Oils

Form a strategic alliance between Albflor and GTZ to improve the quality of essential oil manufacturing and the sustainability of the resource base. This can include:

- Training and technical support to essential oil entrepreneurs in Germany
- Certification and market development assistance
- Resource management

D. Market Development and Support

Initiate the development of a NTFP Market Research and Development Network with AAATA and University of Nebraska Project (both funded by USAID), GTZ, INGOs (Agrinas, Oxfam, SNV, CARE.) and other donors (CIDA, Italian Government.)

Goals:

- Develop linkages with a range of buyers for sustainably produced commodities
- Gather and distribute market intelligence
- Create a recognizable market identity for Albanian NTFPs
- Improve the quality and reputation of Albanian botanicals
- Improve the marketing capabilities of NTFP entrepreneurs

Specific tasks:

- Collaborate on the selection of NTFPs for focused market development to ensure that they are compatible with conservation and other aspects of sustainability
- Commission comprehensive market analyses for short listed species and develop a tailored marketing strategy for each
- Use guidelines suggested in the FAO and RECOFTC manuals provided as a starting point
- Focus on both domestic and foreign markets
- Explore potential for import substitution, especially for such items as herbal tea
- Utilize Internet and industry resources (trade publications, databases, consulting services, commodity market news services, etc.)

- Develop promotional packages and support participation in trade fairs and trade missions
- Facilitate market linkages especially with green and socially responsible markets
- Investigate the potential to link NTFP entrepreneurs with GTZ's Chamber of Commerce capacity building program
- Obtain and disseminate Quality Assurance (QA) and Quality Control (QC) criteria used by internationally certified labs for botanicals. Explore the potential for creating an independent, accessible testing facility for small and medium export entrepreneurs
- Create a website for Albanian NTFPs
- Organize a trade mission to Albania for representatives of the natural products industry in the United States and Germany
- Explore the potential for cooperative marketing efforts among small dealers and exporters to meet volume demands and increase bargaining power
- Follow up AAATA training in association development to verify membership for Nursery and Willow Associations
- Commission a study on NTFP certification and begin integrating the principles into planning and management
- Explore the potential of collaborating with the American Botanical Council/Herb Research Foundation for product and market development

E. Policy and Sector Development Strategy

Three activities are recommended to help draw attention to the NTFP sector and develop an appropriate policy framework: workshops, working groups, and training. These are briefly described below, followed by a list of specific policy issues to address.

E1. Activities to Increase National Awareness and Build Capacity

National Workshop. An introductory workshop should be organized for government officials, I/NGOs and the aid community to increase awareness of the role of NTFPs in sustainable development, introduce current concepts and practices, and develop links with other relevant organizations in the region.

Policy Working Group. As an outgrowth of the workshop, a working group should be formed consisting of representatives from MAF/DGFP, Ministry of Finance, Committee for Environmental Protection (CEP), GOA/Office of SME, World Bank, interested donors and INGOs, Alb-Ducros, Albflor, FPRI, Botanical Garden and other interested parties.

"Managing the Wild Harvest" Training. Since national capacity is quite low in this field, a training specifically designed for resource planners and managers is needed. This should cover both technical and social aspects. This should be conducted in collaboration with the World Bank Forestry Project, Regional Environmental Center, Albflor and an outside expert.

E2. Policy Issues

Given the complex and dynamic nature of the field, it is important to maintain an open, flexible policy framework that encourages experimentation with different management models. Several Some specific issues to address are:

- *Leasehold forestry.* Continue to work on reforming leasehold laws on state land, including nurseries, plantations and refused land, especially to extend duration of agreement.
- *Species selection.* Ensure that species chosen for focused development have a high potential to be sustainably harvested and that have reliable market outlets in Albania and beyond.
- *Communal forest tax.* Search for ways to bypass tax on production from communal forest until the first rotation age to ensure sufficient time for institutional development and to act as additional incentive to afforestation activities and sustainable management.
- *Taxes on NTFP exports.* Work to create a fair, effective taxing system on NTFP exports, with revenues channeled back into resource management. Bias policies in favor of small and medium entrepreneurs to support balanced development of the sector.
- *Customs/export statistics.* Work to develop an effective method to collect annual export data on NTFPs.
- *Community Forest User Groups.* Explore the possibility of transferring permit responsibilities from dealers to village or village user groups in exchange for exclusive access rights to collect in nearby state forests, as long as products are sustainably harvested
- *Permits.* Explore ways to solve policy contradictions and lack of coordination with regard to permits between the Ministry of Finance and DGFP. Reform DFS practice of issuing permits to dealers for areas that have already been harvested
- Increase DFS patrols of state forest during collection season, especially in areas where permits have been issued

F. Staffing Needs at APFDP

- *NTFP Project Associate.* Hire a new staff member with a background in botany or anthropology to help conduct background research and provide general support services for the program. A TOR can be found in Annex M.
- *NTFP Team.* Create an in-house team to integrate technical and social aspects of NTFP development. Suggested members: Anila Gani, Vezir Muharremi, NTFP Project Associate and Community Forestry Specialist.
 - Refine work plan and budget
 - Systematize support to clients and develop office procedures
 - Program development and implementation
- *Staff Training.* Organize outside training on NTFP management at the Regional Community Forestry Training Center (RECOFTC) or other appropriate institution for APFDP staff.
- *Short-Term Technical Assistance.* Use expatriate expertise for the following activities.
 - Help design and conduct workshop and training programs.
 - Conduct market research and develop strategy for selected NTFPs.

ANNEX A

Terms of Reference

A. Problem

Albania, a country with a traditional economy based on agriculture and exploitation of natural resources, has a tradition of non-timber forest products. Prior to the fall of the Socialist State Albania had developed exports from their non-timber raw and processed natural resources. However, in the new era the environment for the development of private business in this sector has been constrained by the economic climate, policy and regulatory framework and a lack of public and private institutions that provide services for small businesses.

On the other hand, there is a traditional basis for this sector, an educated population determined to engage in private enterprise (but with little experience) and an operating environment that requires only small capital to get started. APFDP has noted that the sector is beginning to pick up again. It needs to assess its past strategies and reformulate for a rapidly changing operating environment.

B. APFDP Work to Date

Please refer to project documentation for a description of APFDP goals and project components. Small Business Development is one of four main project components.

APFDP has conducted a survey related to credit facilities in Albania for businesses based on non-timber forest products, private nurseries and wicker production. Both public and private financial institutions provide inadequate credit facilities in such areas and when they do, not at favorable rates and terms. In general entrepreneurs in this sector must rely on their own capital or that of remittances from family abroad (a large source of capital only partially understood).

Another study showed that prior to 1992 non-timber forest products production, processing and export were significant, though this was done through State enterprises. With the transition to an emerging market economy there seems to be some uptake of private activity in the sector, with profits matching or bettering agriculture, though there is a lack of market information to support entrepreneurs. That forest remain under state control at the moment must be considered a constraint. However, collection of herbs and mushrooms have been a source of cash for villagers.

APFDP has also conducted a study on willow-wicker, including a cost-benefit analysis to determine the profitability of this activity. APFDP brought together willow producers, wicker woodworking artisans and an exporter. The initial problem identified was a lack of raw materials but more thorough analysis of the backward-forward linkages and opportunities is indicated. APFDP has also engaged emerging enterprises in private tree nurseries and beekeeping, as well as herb/mushroom collectors and willow growers.

Another aspect of APFDP's work has been in the improvement of managerial skills and provision of support to entrepreneurs engaged in the sector of non-timber forestry products. This has included two courses on nursery management, two courses on business management and one course in record keeping and accounting. The project has provided assistance through the production of leaflets, participation in the national fair, production of labels and production of advertising materials.

C. Purpose of STTA in Terms of Overall Project Outcomes

APFDP has identified a need to assess its work to date in this area and use short-term technical assistance to assist in the preparation of a better strategy and methodology. This includes our intervention activities, provision of support services, monitoring of the operating environment and engaging policy debate on improving the climate for small businesses in non-timber forest products.

The contribution of the STTA will be:

- To ensure that APFDP has a competent, relevant and realistic strategy for non-timber small business assistance in place that can achieve increases in the number of businesses, increases in income, improvements in product quality and linkages into the marketplace.
- To ensure that APFDP has clear sight on the issues of the policy and operating environment, and a strategy to engage in policy debate and/or can compensate for policy constraints.
- To ensure that APFDP small business strategy is better integrated within the project framework.

D. Objectives

The consultant will be expected to achieve the following:

- Analyze and enhance/reformulate APFDP's current small business intervention strategies and methodologies in stimulating small business development, providing support to small businesses and engaging in the policy debate on the operating environment.
- Recommend any needed changes to methods of approaching APFDP's assessment of the current and future operating environment and needs of small business enterprises so that APFDP can constantly learn and adapt its activities.
- Determine government policy and other constraints affecting small businesses and recommend ways for APFDP to contribute to small businesses overcoming them.

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E. Scope of Work

The activities undertaken by the consultant are expected to include — but not necessarily be limited to — the following:

- Review documents, work and materials produced to date to assess status and quality in context of the operating environment and project parameters
- Interview government officials, donors, entrepreneurs and other relevant players to find alternate successful strategies, common interests and constraints, and points of collaboration and cooperation
- Inspect APFDP activities and other businesses
- Provide assistance to Small Business Specialist on analysis of current activities and reformulation of strategy and methodology
- Explore with APFDP staff opportunities for integrating small business component with other activities (transfer of forest from State to local entities, private forestry, extension and livestock)
- Provide recommendations on strengthening APFDP contribution to non-timber natural resource based small business development and support, including new types of businesses and support mechanisms
- Determine what skills, systems, support mechanisms and resources must be in place to implement the reformulated strategy

F. Outputs

Tangible and deliverable outputs of this assignment are expected to be:

- Analysis and assessment of APFDP's current strategy and methodology, strengths and weaknesses, successes and shortcomings
- Recommendations for improving existing activities, launching new activities and/or support mechanisms
- Assessment of the policy, social, economic and environmental factors affecting small business development
- From the above, develop a strategy for future APFDP interventions
- A final report detailing findings, analysis and recommendations

L. Timing and Level of Effort

The level of effort is estimated at a total of 42 person days, based on a 6-day work week, including 3 days travel and 3 days following departure for the preparation of the final report. Arrival in Tirana, Albania is expected on or about August 7, 1999.

ANNEX B

Documents Reviewed

APFDP and Chemonics Reports

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ANNEX C

Persons Contacted

USA

Ms. Karen Theophile, Training Specialist for Albanian Team, United States Forest Service, International Programs, Washington, D.C.

Mr. James Weigand, Consultant to USFS/Albanian Study Tour, Sacramento, California.

Mr. Greg Pennyroyal, Director, Botanical Research Science Center, Leiner Health Products Carson, California.

Staff Member, Forest Trade, Brattleboro, Vermont.

Dr. A. L. "Tom" Hammett, Professor, Forest Products Department, Virginia Technical University, Blacksburg, Virginia.

Mr. Seth Petchers, Staff Member, Tranfair, Berkeley, California.

Staff Member, Social Venture Network, San Francisco, California.

Mr. Patrick Mallet, NTFP Certification Program Coordinator, Falls Brook Centre, Canada.

ITALY (FAO)

Mr. Amrit Lal Joshi, Program Officer, Community Forestry Unit.

Ms. Helle Quist-Hoffmann, NTFP Marketing Specialist, Community Forestry Unit.

Mr. Paul Van Tomme, NWFP Program Officer, Wood and Non-Wood Utilization Branch

Ms. Gillian Allard, Forest Protection Officer, Forest Resources Development Service.

ALBANIA

Tirana:

APFDP Staff.

Mr. Rick Halmekangas, Country Director, Opportunity International.

Ms. Merita Janushi, Deputy Director, Land O' Lakes, Inc.

Mr. Rolf Fehlings, Project Coordinator, SME. German Agency for Technical Cooperation.

Mr. Mihallaq Qirjo, Local Representative, The Regional Environmental Center for Central and Eastern Europe.

Ms. Zana Konini, Executive Director, Rural Credit Fund (World Bank).

Ms. Sandra Stajka, Country Representative, VOCA.

Mr. Luan Shahu, Managing Director, Eurocal S. A. (herb exporter).

Dr. Michael Martin, Director in Residence, MBA Program, University of Nebraska and University of Tirana.

Mr. Bashim Sykja, Director of SME Program, Ministry of Economic Cooperation and Trade.

Mr. Agim Pudja, Managing Director, Funghi Ltd.

Mr. Rishit, Shenjergi Village.

Mr. Ibrahim Miftari, President, of Albflor (recently formed NGO dedicated to conservation and sustainable development of medicinal and etheric oil plants) (2x).

Mr. Claude Freeman, Mr. Edmund Mara, Mr. Shpetim Bimo, Ms. Zana Pela. Staff members, Assistance to Albanian Agricultural Trade Associations (AAATA). (Formerly USAID/International Fertilizer Development Project).

Mr. Zamir Libohova, Interim Director, Project Environmental Management Unit, World Bank Forestry Project.

Mr. Genc Kacori, General Directorate of Forests and Pastures, Ministry of Agriculture and Food.

Mr. Dida Maxun, Director, Forest and Pastures Research Institute.

Mr. Alfonse Cico, Herb Wholesaler, Shkodra.

Mr. George Cibuku, Botanicals Trader, Korca District.

Dr. Uran Asllani, Research and Development Department, Alb-Ducros.

Dr. Liri Dinga, Director, Tirana Botanical Garden.

Lezha District:

Mr. Pjeta Trasha, Owner, Gjelberimi Nursery Ltd.

Members of Blinisht Commune Forest User Association: Mr. Ndua (DFS Technician), Mr. Ded (Forest Guard) and Mr. Seraphim (Head of Forest Users Association).

Woman and daughter in Troshan village involved with Italian NGO focussing on women and medicinal plant harvesting. They are one of three families in the area with a low technology drier provided by the NGO.

Mr. Zef Cupi and Mr. Firma Cupi, Owner/Operators, Essential Oil Factory, Vain Village.

Ms. Maria Grega, Herb Contractor and Processor, Kalimet Village.

Fier District:

Mr. Vasil Sota, Owner, Sota Nursery Ltd.

Mr. Manush Kondi, Botanicals Dealer, Novosela Village.

Mr. Vlash Mile, Botanicals Trader (retired) and former chief of State Forest Enterprise.

Vlora District:

Mr. Gjergi Murati, Botanicals Dealer, Kota Village.

Pogradec District:

Mr. Dhimiter Bardhi members of Willow Association.

Mr. Ismael Xhaya, Owner, Xhaja Ltd. (botanicals dealer).

Mr. Petroq Binishi and Mr. Renata Preza, staff members, Agrinas (A Dutch INGO).

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No. 2 Gum Nave Stores: Turpentine and Rosin from Pine Resin
No. 5 Edible Nuts
No. 7 Non-Wood Forest Products for Rural Income and Sustainable Forestry
No. 11 Medicinal Plants for Forest Conservation and Health Care
No. 12 Non-Wood Forest Products from Conifers
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Part B: Organizations and Internet Resources

Organizations with NTFP programs are listed below. Full addresses could not be obtained at this time; it is recommended that APFDP staff conduct an internet search for the appropriate website for more information

NTFP Biocultural Digest. www.anthrotech.com/ice/ntfp/digest/

GTZ/Protrade

Food and Agriculture Organization of the United Nations/Non-Wood Forest Products Division and Community Forestry Division.

Regional Community Forestry Training Center (RECOFTC), Kesetsart University, Bangkok Thailand (NTFPs, Community Forestry).

World Wildlife Fund Mediterranean Program NTFP Network. Based in Greece.
World Wildlife Fund Traffic Office. trafficeurope@compuserve.com

American Botanical Council/Herb Research Foundation. PO Box 201660, Austin, Texas 78720
Ph. 512-331-8868. Fax 512-331-8868. <http://sunsite.unc.edu/herbs>. Publishes the journal Herbalgram.

Convention on International Trade in Endangered Species (CITES).
TRAFFIC. International Development Research Commission (IDRC) Based in Canada.

United Nations Council on Trade and Development (UNCTAD)/Biotrade Initiative

United Nations Education, Scientific and Cultural Organization (UNESCO)/People and Plants Initiative.

World Health Organization (For information on medicinal plants and traditional medicine.)

Forest Stewardship Council (for information on NTFP Certification).

ANNEX E

Example of Social Criteria for Selecting Partners for Sustainable NTFP Enterprises

(Source: Shaman Pharmaceuticals, Menlo Park, CA USA)

Producers

Types

- Individuals
- Organized groups
- Semi-organized groups
- Groups that are organized into associations by geographic region
- Preferably not wage laborers

Shaman should look for producer groups that meet the following criteria:

- Are democratically run, well managed, and accountable to the base
- Have a business or coop structure, and not a political association
- Pay their members a just price
- Preferably are in communities that are already well organized
- Preferably are in communities that have access to technical assistance and financing

Producers' Role

The producer groups should be able and willing to:

- Harvest sangre de drago from Croton lechleri trees in the wild and/or from cultivated trees
- Reforest and/or cultivate croton lechleri trees
- Ensure high quality control
- Transport the product to a collection point

Intermediaries

Types

- Businesses
- NGOs
- Government agencies

Criteria for intermediaries

Shaman should look for intermediaries that meet the following criteria:

- Have experience in working with small scale producers and producer-based organizations
- Have solid business experience, particularly export experience
- Have good infrastructure
- Are willing to manage their operations according to Shaman's guidelines for price, quality control, environmental impact, have access to technical assistance and capital

Intermediaries' Role

- Buy sangre de drago from producers
- Transport, consolidate, and store sangre de drago
- Ensure high quality control
- Promote and control reforestation
- Export sangre de drago to Shaman

Service Providers

Types

- Regional, national, and international NGOs
- Government agencies

Criteria for Service Providers

Shaman should look for service providers that meet the following criteria:

- Have experience in working with small scale producers and producer-based organizations in region
- Have existing relationships with small scale producers and producer-based organizations in the region
- Have existing programs in small business development, community development, or resource management
- Are able to provide technical assistance and training
- Have access to financial resources

Service Providers' Role

The service providers should be able and willing to:

- Provide technical assistance and training
- Provide funding

- Monitor and verify
- Link producer groups with other resources and government programs

1988 Inventory of Medicinal, Ether-Oil and Tannin Plants In The Socialist Republic of Albania

(Translation)

Our country's flora is very rich. It comprises almost 3200 species. Among them one could find a lot of medicinal herbs, aromatic and tannin used for export and for our local needs, to be processed in the country. To have a good knowledge of these various plants and of their distribution in the country, as well as their phytosanitary situation, in accordance with the decision of the Council of Ministers, No 35. Seventy-five working groups were set up consisting of forest engineers, biologists and agronomist. The field work started in April, 1, on the basis of a scientific methodology, based on our country's experience, as well as on the contemporary achievements defined by the Forestry Station. Discussions were held in a special meeting of the Scientific Council, with the participation of specialists (flora specialists), from the Biological Research Centre, Faculty of Natural Sciences, Institute of Traditional Medicine, Faculty of Forestry and other well known specialists from production field.

A central staff was set up for the organization and monitoring of all the inventory problems at Forestry Station, and the district staff as well. The practical implementation of the methodology for field work and office work was preceded by the organization of 4 zone extension groups, with the participation of the specialists responsible for the inventory. Necessary clarifications were made on the process of work.

The first inventory of medicinal herbs was made in 1980, and it identified 19 species. Whereas the actual survey identified 210 species of medicinal value. Around 120 wood species, shrubs, half shrubs, grass plants, which have exportations value and for country's needs as well, were identified in the field. Their vegetating phytosanitary situation was defined, demo plots were set up, out of which the number of plants per ha. and their productivity was obtained. The measures for their future improvement and increase were defined, with the scope of protecting them from damages.

The figures of the survey were discussed and approved by Scientific Councils of the forestry enterprises and the Executive Committees of District C.P. The property which is located in the forestry and pasture area as well as in the agricultural land give a dry general product of about 200.000 tons, which is estimated to be around 560 million lek or 70million USD. The productivity is estimated separately for flower group, leaves and herbs, fruits and seeds, roots and rhizomes, barks etc. (See the attached table No.1-10.)

In addition to the above mentioned, table No.11-19 includes also 90 species, which have medicinal and tannin value, and which are not exported at all. This may be estimated at a total of 400.000 tons.

The conclusions of this survey of practical and scientific value, are as below.

- For the first time the complete medicinal, ether-oil, and tannin flora inventory was made.
- Based on this survey data, the planning of medicinal harvesting is correctly done, in accordance with the structure of species for each district.
- Great damages are caused to this flora due to grazing, opening of new lands, pasture improvement, cuttings, and uncontrolled harvesting, contrary to the biological limitations and technical rules. Great damages are caused to juniper, sage, linden, tanner sumac, hawthorn, dogrose, etc. Some other species of great value but rarely found and almost being disappeared are: Orchis, Sidoritis roheseri etc. It is necessary that measures be taken for the promotion of cultivation of some high valued species.
- Diseases and several pathogens cause also considerable damages against which no protective measures are taken. Only for chestnuts, laurel, Quercus macrolepis and some others, the forestry enterprises have undertaken some insufficient work.
- The figures this survey provides are 3-4 times larger than the amounts of the collected and exported plants of these 2-3 years.
- The inventory was made only during one vegetation season, when the productive period of some plants was expired, whereas some others did not have at all due to the long drought of this year and to production periodization. These gaps were filled having access to the recent five years figures at the Procuring Enterprises or through comparative methods.
- This study provides figures on the work volume and the necessary funds for the implementation of the betterment workings, such as clearings of roots, thinning, cutting, protection from diseases and damages and thickening, reforestations, and cultivation (Table No. 20).
- For a scientific treatment and management and for right exploitation of this property, some improvements are necessary in terms of its organization, planned harvesting and protection. So the compilation of a draft law, as well as the improvement of purchase and sales prices are needed.
- The foreign trade organs should try hard to secure sale markets regarding not only some export samples, but also the other 90 species, which are of medicinal value even though are not exported so far: they can provide the increase of incomes through the export.
- With the aim of increasing incomes, and for a better estimation of this property, Ministry for Food Industry should take measures for herbs and oil extract (aromatic), and the deep processing of several of them.

- On the basis of this study work for the preparation of the map on a scale of 1: 200.000 as well as for the book "Medicinal, ether-oil and tannin plants in our country".
- More complete measures should be taken for the promotion of this property amid masses of people, as well as for the improvement of the programs in the education system.
- To improve work for the right exploitation of this property and to take measures for its regeneration, the Station of Medicinal Ether- Oil and Tannin Herbs should be set up, on the basis of the existing Forestry Station, which will deal with selected seeds and seedlings. To solve some stages of cultivation, management, processing and extraction of some products, foreign experience is needed.

For the working group of the Station of Forests and Ether Oil Herbs
Fadil Lubani
Tirane 21, 12, 1988

Selected Tables

(Note: 4 out of a total of 19 are included here as an example)

Table 1. Medicinal and Tannin Plants in Albania

Plant parts	Surface (ha.)	Production (ton)	Incomes (000)	
			Lek	USD
Flowers	255396	2751	47677	5237
Leaves	611508	127623	304128	35595
Herbs	359739	6038	42050	3371
Fruits	160275	6866	63812	17742
Seeds	5758	69	3144	437
Bark	28989	4563	17262	3289
Roots	117176	2610	22754	2203
Others	97366	20898	34576	3039
Essence Group	8842	40500	22275	391
Total	---	211920	557678	71305

Table 2. Flowers Group

Species	Surface (ha.)	Production (ton)	Incomes (000)	
			Lek	USD
<i>Robinia pseudoacacia</i>	4522	372	5580	298
<i>Helioborus odorosi</i>	15	3	150	13
<i>Primula officinalis</i>	1900	64	3840	308
<i>Tilia argentea</i>	640	39	1950	110
<i>Tilia officinalis</i>	361	28	1400	79
<i>Centaurea cyanus</i>	-	5	225	12
<i>Cichorium intybusi</i>	46785	36	1096	102

Species	Surface (ha.)	Production (ton)	Incomes (000)	
			Lek	USD
<i>Aesculus hippocastanum</i>	-	1	40	2
<i>Spartium juncei</i>	8000	721	5047	494
<i>Consolida regalis</i>	22238	12	960	39
<i>Prunus spinosa</i>	4498	28	1400	76
<i>Matricharia chamomila</i>	335	87	696	43
<i>Papaver rhoeas</i>	11078	56	2200	234
<i>Helianthus annuus</i>	1642	616	7392	1261
<i>Bellis perennis</i>	12695	74	1480	81
<i>Crataegus pentagyna</i>	29870	200	2000	1312
<i>Crataegus monogyna</i>	80	9	90	57
<i>Viola odorata</i>	473	6	60	15
<i>Malva silvestris</i>	45927	27	1350	113
<i>Citrus aurantium</i>	532	7	175	15
<i>Sambucus nigra</i>	467	52	1560	143
<i>Trifolium rubrum</i>	1766	105	2625	129
<i>Trifolium alpestre</i>	1329	84	1660	113
<i>Tussilago farfara</i>	23666	3	60	3
<i>Verbascum</i>	1380	42	1680	121
<i>Lavandula vera</i>	65	28	689	39
<i>Pyrethri</i>	220	28	840	19
<i>Malva officinalis</i>	508	11	550	46
<i>Verbascum phlomide</i>	2498	6	240	17
<i>Centarium puchellum</i>	32200	1	23	3
Total	232145	2751	47677	5237

Table 3. Leaves Group

Species	Surface (ha.)	Production (ton)	Incomes (000)	
			Lek	USD
<i>Cynarea</i>	30	2	10	2
<i>Juglans regia</i>	2622	2654	10617	1303
<i>Tilia officinalis</i>	361	67	402	43
<i>Rubus fruticosus</i>	11189	1647	7412	1117
<i>Eucalyptus globulus</i>	31	28	140	12
<i>Rubus idaeus</i>	2598	425	2125	280
<i>Fraxinus ornus</i>	18245	4508	11270	1501
<i>Fraxinus excelsior</i>	5704	1540	3850	513
<i>Plantagus</i>	21967	65	325	45
<i>Plantagus major</i>	18885	30	300	38
<i>Plantagus lanceolata</i>	41365	80	400	55
<i>Urtica dioica</i>	30828	283	1415	156
<i>Corylus avellana</i>	12707	3894	11682	1682
<i>Nerium oleander</i>	9	11	44	6
<i>Convallaria</i>	7	1	15	1
<i>Fragaria vesca</i>	5205	206	3090	255
<i>Digitalis lanata</i>	58	5	40	2
<i>Arbutus unedo</i>	52235	91766	137649	17160
<i>Myrtus communis</i>	2493	682	2046	255
<i>Betula verrucosa</i>	1012	494	2964	190

Species	Surface (ha.)	Production (ton)	Incomes (000)	
			Lek	USD
<i>Malva silvestris</i>	45927	97	1451	195
<i>Crataegus oxyacantha</i>	80	22	85	18
<i>Crataegus monogyna</i>	29870	636	2544	518
<i>Verbascum alba</i>	1380	189	1132	72
<i>Vaccinium myrtillus</i>	13246	618	10365	1398
<i>Arctostaphylos uva-ursi</i>	27	3	40	5
<i>Salvia officinalis</i>	18482	4255	17023	3468
<i>Datura stramonium</i>	21541	118	471	39
<i>Tussilago farfara</i>	23366	319	3185	210
<i>Olea europaea</i>	216070	7991	19978	3093
<i>Viscum album</i>	2620	142	1705	93
<i>Rosmarinus officinalis</i>	268	245	2938	105
<i>Castanea vesca</i>	10318	4469	44690	1492
<i>Aesculus hippocastanum</i>	-	4	4	1
<i>Laurus nobilis</i>	750	227	2718	272
Total	611508	127623	304126	35596

Table 4. Herbs Group

Species	Surface (ha.)	Production (ton)	Incomes (000)	
			Lek	USD
<i>Chamardrys</i>	12153	260	2600	134
<i>Melissa officinalis</i>	465	91	455	57
<i>Polygonum aviculare</i>	38128	272	815	149
<i>Equisetum arvens</i>	15829	245	1469	137
<i>Sideritis</i>	13765	103	1031	53
Bursa Pastoris	1567	112	788	54
<i>Melilotus officinalis</i>	512	88	528	53
Calamintha	760	181	725	89
<i>Matricharia chamomila</i>	32200	74	1840	200
<i>Hypericum perforatum</i>	27345	171	2058	130
<i>Mentha pulegium</i>	49400	184	460	69
<i>Mentha longifolia</i>	29275	102	255	38
<i>Aschilles millefolium</i>	2826	225	1129	111
<i>Asperula odorata</i>	296	14	85	8
<i>Artemisia absinthium</i>	54	17	87	7
<i>Artemisia vulgaris</i>	22384	63	251	28
Agnimoniae	3531	26	154	15
<i>Origanum virride</i>	2371	137	480	60
<i>Origanum vulgare</i>	42319	803	2811	351
<i>Verbena officinalis</i>	27152	27	269	30
<i>Satureja montana</i>	22912	1461	4384	409
<i>Veronica officinalis</i>	69	2	20	2
<i>Thymus serpyllum</i>	11641	678	3991	450
<i>Hyssopus officinalis</i>	17	26	547	25
<i>Salvia sclareae</i>	433	25	253	6
<i>Thymus vulgaris</i>	1773	164	4596	249
<i>Ocimum basilicum</i>	485	379	7953	348
<i>Ocimum gratissimum L.</i>	45	91	1905	83
<i>Origanum majorana L.</i>	28	14	110	16
<i>Parietaria officinalis</i>	7	2	12	2
Total	359739	6038	42050	3371

ANNEX G

1999 Species List for Botanicals

Cupi Ltd. Herbs and Essential Oils, Vain Village, Lezha District

Essential Oils

Salvia officinalis
Satureja montana
Abies alba
Pinus nigra
Thymus serpyllum
Thymus vulgare
Thymus capitatus
Juniperus oxycedrus
Juniperus communis
Mentha piperita
Mentha longifolia
Vitex agnus castus
Laurus nobilis
Calamintha grandiflora
Anethum graveolens
Origanum vulgare
Rosmarinus officinalis
Lavandula vera
Myrtus communis
Ocimum basilicum
Achillea millefolium

Botanicals

Leaves:

Salvia officinalis
Satureja montana
Thymus serpyllum
Thymus vulgaris
Urtica dioica
Fragaria vesca
Malva silvestris
Melissa officinalis
Rosmarinus officinalis
Origanum viridis
Rubus idaeus

Digitalis lanata
Betula verrucosa
Tilia officinalis
Vaccinium myrtillus

Flowers:

Sambucus nigra
Prunus spinosa
Crataegus monogyra, C. oxyacantha; C. Pentagyna
Viola odorata
Trifolium (rubrum, T. pratense, T. repens).

Fruits:

Pyrus malus
Vitex agnus castus
Vaccinium myrtillus
Juniperus oxycedrus
Juniperus communis
Sambucus nigra, S. racemosa.

Herbs:

Centaurea cyanus
Hypericum perforatum
Satureja montana
Thymus serpyllum
Comallaria majalis
Mentha piperita

Roots:

Gentiana lutea
Primula officinalis, P. Veris.

ALBOEM Company. Tirana

Flowers: 1. Robinia pseudoacacia
 2. Bellis perennis
 3. Callitriche
 4. Crataegus monogyna, etc.
 5. Cratageus
 6. Centaurea cyanus
 7. Tussilago farfara
 8. Helioborus odoratus

65

9. Lavandula vera
10. Malva silvestris
11. Achillea millefolium
12. Papver rhoeas
13. Primula officinalis
14. Sambucus nigra; S.racemosa
15. Tilia cordata
16. Tilia tomentosa, (argentea)
17. Trifolium repens, T.algestre
18. Trifolium pratense
19. Viola odorata
20. Prunus (avium, spinosa)

- Leaves:
21. Corylus avellana
 22. Betula verrucosa
 23. Castanea vesca (sativa)
 24. Tussilago farfara
 25. Fragaria vesca
 26. Fraxinus excelsior
 27. Juglans regia
 28. Luniperus communus, oxucedrus
 29. Laurus nobilis
 30. Malva silvestri
 31. Melissa officinalis
 32. Myrtus communis
 33. Vaccinium myrtillus
 34. Olea europaea
 35. Plantagus major
 36. Plantago lanceolata
 37. Rosmarinus officinalis
 38. Rubus fruticosa
 39. Rubus idaeus
 40. Salvia officinalis
 41. Urtica dioica
 42. Verbascum alba
 43. Viola odorata
 44. Viscum album

- Herbs:
45. Ocimum basilicum
 46. Centaurium umbellatum
 47. Equisetum arvense, E. palustris
 48. Fragaria vesca
 49. Hypericum perforatum
 50. Hyssopus officinalis
 51. Melilotus officinalis
 52. Melissa officinalis

53. *Achillea millefolium*
54. *Origanum vulgare*
55. *Satureja montana*(*S.hortensis*)
56. *Thymus serpyllum* (buds)
57. *Thymus serpyllum*
58. *Teucrium chamaedrys*
59. *Thymus vulgaris*
60. *Urtica dioica*
61. *Poligonatum*
62. *Taraxacum officinalis*
63. *Verbena officinalis*

Fruits:

64. *Vitex agnus castus*
65. *Ammi visnaga*
66. *Colchicum autumnale*
67. *Crataegus* sp. (*C. monogyna*, *pentagyna*, *C. oxyacanta*)
68. *Cynara carduculus*
69. *Juniperus communis*
70. *Juniperus oxycedrus*
71. *Vaccinium myrtillus*
72. *Prunus spinosa*
73. *Pyrus malus*
74. *Sambucus nigra*

Roots, rhizomes:

75. *Althaea officinalis*
76. *Bryonia alba*, *B. Cretica*
77. *Cichorium intybus*
78. *Gentiana lutea*
79. *Cynoclon dactylon*
80. *Iris germanica*, (cultivated)
81. *Iris germanica* (natural)
82. *Ononis spinosa*
83. *Ruscus aculeatus*
84. *Saponaria alba*
85. *Taraxacum officinalis*
86. *Urtica dioica*
87. *Orchis morio*
88. *Citrus aurantium*
89. *Juglans regia*
90. *Phaseolis vulgaris*
91. *Rhamnus spinosa*

Current Research on NTFPs from Forest and Pasture Research Institute

Information On The Work Done By The Forest And Pastures Treseach Institute (FPRI) With Regard To Medicinal Plants And Essential Oils Herbs

Provided by Mr. Dida Maxun, Director

The former Research Station of Forestry Species and medicinal herbs reorganized in 1980 its Sector of ether-oil plants' production and research. The activity of this sector is focused on the following topics:

1. Develop a production technology for 15 ether-oil herbs through experiments carried out in the FPRI until the year 1990. The experiments that have taken place in the experimental plots in Tirana, Koplík of Shkodra district and Dardhe of Korça district, were aimed at testing and selecting the best planting time and distance, optimal standards of seed before sowing, harvest time, methods of harvest and manipulation. The institute also carried out regional studies to determine the best planting patterns. Through these experiments, the Institute as resolved several technical and organizational problems that have enabled the development and implementation of production technologies on a total of 150 hectares that is the areas cultivated with such species at national level.
2. Seed and seedling production for plantation by agricultural economies and cooperatives. The Institute has produced seed for *Coriandrum sativum*, *Sinapis alba*, *Piretrum*, *Ocimym bassilicum* sweet basil, *Lavandula vera*, *Thymus vulgaris*, *Salvia carea*, that were cultivated on an area of 500 hectares, mainly in Shkodra and Tirana.
3. Since 1987, the Institute is working on developing the technology for cultivating some medicinal plants of wild flora like mountain tea, oregano, *Salvia officinalis*, *Hpericum perforatum*, etc.
4. Since 1990, the Institute has managed to conserve and maintain the biological material of about twenty essential oils and medicinal plants on small plots for study and multiplication purposes. These species are currently planted in the experimental plots of Linza, Tirane. The primary purpose of this effort is to conserve these plants that are seriously threatened with extinction due to over harvesting of herbs, flowers and roots.
5. Our country has plenty of uncultivated land that can be used for cultivating essential oil and medicinal plants, which are on high demand in markets. This would be a significant source of income for farmers who cultivate them. However, because such plants are not traditionally cultivated by farmers, they would need an initial support in terms of financial means, materials, inputs (seed, fertilizers), machinery and cultivation technology. Currently, the most demanded products that can be cultivated are *Lavandula vera*, *Sideritis roheseri*,

Rosmarinus officianalis, Slavia officinalis, Thymus vulgaris, Gentiana lutea, etc., and in this context, the Institute can help by providing seed and related cultivation technologies. Tirana, 25-Aug-99 — The Sector of Pastures and Essential Oil/Medicinal Plants

**The Forests and Pastures Research Institute
Research Projects Funded by the Ministry of Agriculture and Food**

	Project Title	Project Coordinator	Duration	Budget in 000/Lek
1	Study of popular hybrids and willow varieties for production of selected material. Their conservation and selection.	K. Dano	1994-2000	1,134
2	Conservation and study the genetic material of cultivated and spontaneous essential oil and medicinal plants that are threatened with extinction, for seed and seedling production.	S. Selita	1994-2000	1,462

Research Projects Funded by the World Bank
(Draft budgets of the 12 projects proposed for funding during 1999)

	Project Title	Salary	Social Insurance	Other costs	Total
1	Conservation of the herb germ-plasm <i>Coord: K. Dano</i>	1,000	325	950	2,275

ANNEX I

Table of Collection Season for Various Albanian Botanicals

Provided by Luan Shahn, Eurocal, Inc.

TABLEAU DE RÉCOLTE DES HERBES MÉDICINALES												
Mois	I.	II.	III.	IV.	V.	VI.	VII.	VIII.	IX.	X.	XI.	XII.
<i>Achillea millefolium</i>					 	 	 	 				
<i>Achillea ptarmica</i>												
<i>Acorus calamus</i>												
<i>Aesculus hippocastanum</i>												
<i>Agrimonia eupatoria</i>					 	 	 					
<i>Agropyron repens</i>												
<i>Alcea rosea</i>												
<i>Alchemilla xanthochlora</i>												
<i>Allium cepa</i>												
<i>Allium sativum</i>												
<i>Alnus glutinosa</i>			 	 	 							
<i>Althaea officinalis</i>							 	 				
<i>Anchusa officinalis</i>					 	 						
<i>Anethum graveolens</i>												
<i>Angelica archangelica</i>									 			
<i>Antennaria dioica</i>												
<i>Anthyllus vulneraria</i>												
<i>Arctium lappa</i>												
<i>Arctium tomentosum</i>												
<i>Arctostaphylos uva-ursi</i>												
<i>Armoracia rusticana</i>												
<i>Arnica montana</i>						  	  					
<i>Artemisia abrotanum</i>												
<i>Artemisia absinthium</i>												
<i>Artemisia dracunculus</i>												
<i>Artemisia vulgaris</i>												
<i>Avena sativa</i>												

Mois	I.	II.	III.	IV.	V.	VI.	VII.	VIII.	IX.	X.	XI.	XII.
<i>Ballota nigra</i>												
<i>Bellis perennis</i>												
<i>Beuda pendula</i>												
<i>Borago officinalis</i>												
<i>Brassica nigra</i>												
<i>Calendula officinalis</i>												
<i>Calluna vulgaris</i>												
<i>Calystegia sepium</i>												
<i>Capsella bursa-pastoris</i>												
<i>Capsicum annuum</i>												
<i>Carlina aculis</i>												
<i>Catium cavi</i>												
<i>Centaurea cyanus</i>												
<i>Centaureum erythraea</i>												
<i>Cetraria islandica</i>				thalle	thalle	thalle	thalle	thalle	thalle			
<i>Chamaemelum nobile</i>												
<i>Chamomilla recutita</i>												
<i>Chamomilla suaveolens</i>												
<i>Chenopodium ambrosioides</i>												
<i>Chrysanthemum cinerariifolium</i>												
<i>Chrysanthemum parthenium</i>												
<i>Cichorium intybus</i>												
<i>Cnicus benedictus</i>												
<i>Conyza canadensis</i>												
<i>Corandium sativum</i>												
<i>Corylus avellana</i>												
<i>Crataegus laevigata</i>												
<i>Crataegus monogyna</i>												
<i>Crocus sativus</i>												
<i>Cucurbita pepo</i>												
<i>Cydonia oblonga</i>												
<i>Cynara cardunculus</i>												
<i>Daucus carota</i>												
<i>Dictamnus albus</i>												
<i>Drosera rotundifolia</i>												

Mois	I.	II.	III.	IV.	V.	VI.	VII.	VIII.	IX.	X.	XI.	XII.
<i>Epilobium angustifolium</i>												
<i>Equisetum arvense</i>												
<i>Euphrasia officinalis</i>												
<i>Fagopyrum tataricum</i>												
<i>Filipendula ulmaria</i>												
<i>Foeniculum vulgare</i>												
<i>Fragaria vesca</i>												
<i>Fraxinus excelsior</i>												
<i>Galega officinalis</i>												
<i>Galeopsis segetum</i>												
<i>Galium odoratum</i>												
<i>Galium verum</i>												
<i>Genista tinctoria</i>												
<i>Gentiana lutea</i>												
<i>Geranium robertianum</i>												
<i>Geum urbanum</i>												
<i>Glechoma hederacea</i>												
<i>Glycine max</i>												
<i>Glycyrrhiza glabra</i>												
<i>Helianthus annuus</i>												
<i>Hepatica nobilis</i>												
<i>Herniaria glabra</i>												
<i>Hippophaë rhamnoides</i>												
<i>Humulus lupulus</i>												
<i>Hypericum perforatum</i>												
<i>Hyssopus officinalis</i>												
<i>Inula helenium</i>												
<i>Iris germanica</i>												
<i>Juglans regia</i>								<i>péricurpe</i>				
<i>Juniperus communis</i>												
<i>Lamium album</i>												
<i>Lavandula angustifolia</i>												
<i>Leonorus cardiaca</i>												
<i>Levisticum officinale</i>												
<i>Linaria vulgaris</i>												

TABLE OF COLLECTION SEASON FOR VARIOUS ALBANIAN BOTANICALS I-3

Mois	I.	II.	III.	IV.	V.	VI.	VII.	VIII.	IX.	X.	XI.	XII.
<i>Lantana usitatissimum</i>												
<i>Lithospermum officinale</i>												
<i>Lycopodium clavatum</i>							spores	spores				
<i>Lycopodium europaeus</i>												
<i>Lysimachia nummularia</i>												
<i>Malva sylvestris</i>												
<i>Malva sylvestris ssp. mauritanica</i>												
<i>Marubium vulgare</i>												
<i>Melilotus officinalis</i>												
<i>Melissa officinalis</i>												
<i>Mentha aquatica var. crispata</i>												
<i>Mentha x pipertia</i>												
<i>Menyanthes trifoliata</i>												
<i>Nasturtium officinale</i>												
<i>Nepeta cataria</i>												
<i>Nigella arvensis</i>												
<i>Nymphaea alba</i>												
<i>Nymphaea peltata</i>												
<i>Ocimum basilicum</i>												
<i>Ononis spinosa</i>												
<i>Orchis morio</i>												
<i>Origanum majorana</i>												
<i>Origanum vulgare</i>												
<i>Oxalis acetosella</i>												
<i>Papaver rhoeas</i>												
<i>Petasites hybridus</i>												
<i>Petroselinum crispum</i>												
<i>Peucedanum ostruthium</i>												
<i>Physalis alkekengi</i>												
<i>Pimpinella saxifraga</i>												
<i>Pinguicula vulgaris</i>												
<i>Pinus sylvestris</i>												
<i>Plantago lanceolata</i>												
<i>Polygala amara</i>												
<i>Polygonum aviculare</i>												

Mois	I.	II.	III.	IV.	V.	VI.	VII.	VIII.	IX.	X.	XI.	XII.
<i>Polygonum bistorta</i>			∇						∇	∇	∇	
<i>Polygonum hydropiper</i>						☞	☞	☞	☞			
<i>Polygonum lapathifolium</i>						☞	☞	☞	☞			
<i>Polypodium vulgare</i>			∇	∇					∇	∇		
<i>Populus nigra</i>			∇ ☞	∇ ☞								
<i>Populus tremula</i>	∇	∇ ☞	☞	☞								
<i>Potentilla anserina</i>			∇		☞	☞	☞			∇		
<i>Potentilla erecta</i>			∇						∇	∇		
<i>Primula veris</i>			∇	☼	☼					∇		
<i>Prunella vulgaris</i>						☞	☞	☞	☞			
<i>Prunus cerasus</i>							☞	☞				
<i>Prunus dulcis</i>							☞	☞	☞			
<i>Prunus padus</i>	☞	☞										
<i>Prunus spinosa</i>			☼	☼								
<i>Pulmonaria officinalis</i>				☞	☞ ☞	☞						
<i>Quercus petraea, Q. robur</i>			☞	☞		☞	☞			☞	☞	
<i>Ranunculus ficaria</i>			☞	☞								
<i>Raphanus sativus</i>									∇	∇		
<i>Rhamnus cathartica</i>			☞						☞	☞		
<i>Rhamnus frangula</i>			☞	☞	☞							
<i>Rheum palmatum var. tanguticum</i>									∇	∇		
<i>Ribes nigrum</i>						☞	☞ ☞	☞ ☞				
<i>Robinia pseudoacacia</i>			☞	☞	☼	☼						
<i>Rosa canina</i>									☞	☞		
<i>Rosa centifolia</i>						☼	☼					
<i>Rosmarinus officinalis</i>							☞	☞				
<i>Rubia tinctorum</i>									∇	∇		
<i>Rubus fruticosus</i>					☞	☞	☞ ☞	☞ ☞	☞	☞		
<i>Rubus idaeus</i>						☞	☞ ☞	☞ ☞				
<i>Salix alba</i>			☞									
<i>Salvia officinalis</i>					☞	☞	☞					
<i>Salvia sclarea</i>					☞	☞ ☞ ☞	☞ ☞	☞ ☞				
<i>Sambucus nigra</i>						☼		☞	☞			
<i>Sambucus racemosa</i>								☞	☞			
<i>Sanguisorba officinalis</i>			∇	∇		☞	☞	☞	∇	∇	∇	

TABLE OF COLLECTION SEASON FOR VARIOUS ALBANIAN BOTANICALS 1-5

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Mois	I.	II.	III.	IV.	V.	VI.	VII.	VIII.	IX.	X.	XI.	XII.
<i>Sanicula europaea</i>			∇	∇	🌿	🌿				∇	∇	
<i>Saponaria officinalis</i>			∇			🌿	🌿			∇	∇	
<i>Satureja hortensis</i>						🌿	🌿	🌿	🌿			
<i>Saxifraga granulata</i>					🌿	🌿	🌿					
<i>Scrophularia nodosa</i>					🌿 ∇	🌿 ∇	🌿 ∇	🌿 ∇	🌿 ∇			
<i>Sempervivum tectorum</i>					🍀	🍀	🍀	🍀	🍀			
<i>Silybum marianum</i>								🍀	🍀			
<i>Sinapis alba</i>							🌿	🌿				
<i>Solidago vngaurea</i>								🌿	🌿			
<i>Sorbus aucuparia</i>										🍀	🍀	
<i>Stachys officinalis</i>						🌿	🌿	🌿				
<i>Symphium officinale</i>			∇						∇	∇	∇	
<i>Taraxacum officinale</i>			🌿 ∇	🌿 🍀	🍀 🍀	🍀	🍀	🍀	🍀 ∇	∇		
<i>Teucrium chamaedrys</i>							🌿	🌿				
<i>Thymus serpyllum</i>						🌿	🌿	🌿				
<i>Thymus vulgaris</i>						🌿	🌿	🌿				
<i>Tilia cordata, T. platyphyllos</i>						🍀	🍀					
<i>Trifolium pratense</i>						🍀	🍀	🍀	🍀			
<i>Trifolium repens</i>						🍀	🍀	🍀	🍀			
<i>Trigonella foenum-graecum</i>							🌿	🌿				
<i>Tropaeolum majus</i>						🌿	🌿	🌿	🌿	🌿		
<i>Tussilago farfara</i>			🍀	🍀	🍀	🍀	🍀					
<i>Ulmus minor</i>			🍀	🍀								
<i>Urtica dioica</i>					🌿 🍀	🌿 🍀	🌿 🍀	🌿 🍀	🌿 🍀			
<i>Vaccinium myrtillus</i>						🍀	🍀	🍀	🍀	🍀	🍀	
<i>Vaccinium vitis-idaea</i>						🍀	🍀	🍀	🍀	🍀		
<i>Valeriana officinalis</i>								∇	∇	∇		
<i>Verbascum densiflorum, V. phlomoides</i>						🍀 🍀	🍀 🍀 ∇	🍀 🍀 ∇	🍀 🍀 ∇			
<i>Verbena officinalis</i>							🌿	🌿				
<i>Veronica officinalis</i>						🌿	🌿	🌿				
<i>Viola odorata</i>			🌿 🍀	🌿 🍀					∇	∇		
<i>Viola tricolor</i>					🌿	🌿	🌿	🌿				
<i>Zea mays</i>							stigmates	stigmates				

Examples of NTFP Datasheets

These draft datasheets are included to give an idea of the range of information required for each species. They are not final versions and should be viewed only as a starting point for product research.

Biological Information

Botanical Name
(incl. Related spp.): _____

Family: _____

Local names: _____

Trade name: _____

Habitat type: _____

Forest type: _____

Soil type: _____

Part Used:

<input type="checkbox"/> Leaves	<input type="checkbox"/> Flowers	<input type="checkbox"/> Herb	<input type="checkbox"/> Roots/rhizomes
<input type="checkbox"/> Bark/Cortex	<input type="checkbox"/> Fruits	<input type="checkbox"/> Seed	<input type="checkbox"/> Other _____

Natural Distribution: Abundant Common Scarce

Density: Scattered Clumped Homogenous

Main Location

Districts	Villages:	Resource person:
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Conservation Status: Endemic Native Naturalized
 Rare Endangered Vulnerable Threatened

CITES Listed: Red Data Book:

Sustainable Harvest Potential: High Medium Low

SPECIES: _____

DOMESTIC MARKET

Raw Material

Prices:

Local level (village) Intermediate Consumer

Main buyers:

Name:	Address:	Description:
_____	_____	_____
_____	_____	_____
_____	_____	_____

End uses:

Value added products:

Closest substitute:

Supply:

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Demand:

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Institutions for Marketing:

Sustainable Market Potential: High Medium Low

Non-Timber Forest Products Data Base

SPECIES: _____

DOMESTIC MARKET

Processed/Semi-processed Products

Prices:

Local level (village)

Intermediate

Consumer

Main buyers:

Name:

Address:

Description:

Types of products:

Closest substitute/
 Competing products:

Supply:

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Demand:

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Institutions for
 Marketing:

Sustainable Market Potential:

High

Medium

Low

SPECIES: _____

Market Information - Exports

FB

Raw Material

Volume/Year: _____

Price: _____

Main buyers:

Country

Organization address:

End uses:

Value added products:

Closest substitute:

Supply:

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Demand:

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Institutions for Marketing:

Sustainable Market Potential:

High

Medium

Low

Non-Timber Forest Products Data Base

SPECIES: _____

Market Information - Exports

Processed/Semi-Processed Products

Volume/Year: _____

Price: _____

Main buyers:

Country

Organization address:

End uses:

Value added products:

Closest substitute:

Supply:

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Demand:

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec

Institutions for Marketing: _____

Sustainable Market Potential:

High

Medium

Low

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PRODUCTION & MARKETING
(National Level)

Species:

Part:

Seasonal aspects:

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Orders												
Harvest												
Trade												
Processing												
Export												

Storage: _____

ANNEX K

NTFP Program Development Schedule

3
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B

Annex K Proposed NTFP Program YEAR 1 - Oct. 1999-Sept. 2000

ACTIVITY	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sept	COMMENTS
RESEARCH													
Hire/Train NTFP Program Ass't (and Albflor representative)													Jeff Sausier coordinates. Also train Albflor representative.
Planning and Logistics for PRAs													APFDP villages
Conduct PRAs (8)													Investigate villages suggested by dealers
Case Studies													On specific communities and/or plants, gender issues, etc
NTFP Valuation Study													
STAFF DEVELOPMENT													
APFDP/NTFP Team Meetings (2x/month)													Ania, NTFP Program Assistant, Vezir, Jeff Sausier, Albflor
Database Development													
Outside Training/Meetings													At RECOFTC or other training facility
WORKSHOPS													
Managing the Wild Harvest (In conjunction with World Bank and Albflor)				2 days									For field staff of DGFP/DFS, World Bank, INGOs. Technical and social aspects
Role of NTFPs in Sustainable Forestry & Rural Development								2 days					GOA, DGFP, SME, FAO, MOF, WB, etc
TRAINING (to follow PRAs)													
Basic Harvesting and Processing													Secondary goal identify potential pilot project sites
Market Information Systems													Need Market Analyses
SUPPORT TO ALBFLOR													
Negotiations													
Office/Logistical support													In conjunction with Regional Environmental Center
Training Program													
Extension Services													
NETWORK DEVELOPMENT													
NTFP Research Network													FPRI, Albflor, Botanical Garden, dealers, growers
NTFP Market Development Network													
PILOT PROJECTS													
Sustainable Sage (with McCormick Spice)													Partner with AAATA and Alb-Ducros
Leasehold Non-Timber Forestry (State plantations, nurseries, refused/non-divided lands, forests)													Continue lobbying effort and provide technical assistance and training as needed
Private and Commune Non-Timber Forestry													Conduct cultivation and agroforestry trials Provide technical assistance and training
NTFP User Group Formation													Post-Training Only with INGO support

YEAR 2 - Oct. 2000-Sept. 2001

**New Projects

	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	COMMENTS
RESEARCH													eff Sausler coordinates
Case Studies													As needed
STAFF DEVELOPMENT													
APFDPI/NTFP Team Meetings (2x/month)													Anila, NTFP Program Assistant, Vezir, Jeff Sausler, Albflor
Database Development													
Outside Training/Meetings													
WORKSHOPS													Technical and social aspects For field staff of DGFP/DFS, World Bank, I/NGOs
**Certification													
**National Inventory and Database													GOA, DGFP, SME, FAO, MOF, WB, etc
TRAINING (to follow PRAs)													
Basic Harvesting and Processing													Secondary goal identify potential pilot project sites
Market Information Systems													Need Market Analyses
SUPPORT TO ALBFLO													
Office/Logistical support													In conjunction with Regional Environmental Center
Training Program													
Extension Services													
**Awareness Campaign													In conjunction with Regional Environmental Center
**Support to dealers													In conjunction with GTZ and AAATA
NETWORK DEVELOPMENT													
NTFP Research Network													FPRI, Albflor, Botanical Garden, dealers, growers
NTFP Market Development Network													
**NTFP Policy Working Group													
PILOT PROJECTS													
Sustainable Sage (with McCormick Spice)													Partner with AAATA and Alb-Ducros
Leasehold Non-Timber Forestry (State plantations, nurseries, refused/non-divided lands, forests)													Continue lobbying effort and provide technical assistance and training as needed
Private and Commune Non-Timber Forestry													Conduct cultivation and agroforestry trials Provide technical assistance and training
NTFP User Group Formation													Post-Training Only with INGO support
**Sustainable Essential Oils													In conjunction with GTZ

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ANNEX L

ALBFLORE Brochure Translation

ALBFLORE invites all the collectors, processors and exporters of medicinal and etheric-oil plants of Albania to join our Association.

ALBFLORE provides a close collaboration and assists you in your work for the enhancement of your product quality.

Collaborate with ALBFLORE.

Tel/fax: +355 42 396 84

Address: Rr. " Mihal Duri", No.35

Tirane, Albania

APPEAL OF THE ASSOCIATION FOR THE PROTECTION OF THE MEDICINAL PLANTS IN ALBANIA

- * To all the collectors, processors, and exporters of medicinal plants.
- * To all businessmen
- * ALBAFLOR ascertains obvious reduction of qualitative values these recent years, and this has had a negative impact on foreign market demands and prices.

This is due to:

- Out of season collection, mixed species, lack of technical conditions in processing, prolonged storage.
- Plant management by unspecialized people.
- Tendencies to monopolize this field, etc.

ALBFLORE invites you to:

Dear collectors, take care of the conditions while harvesting the herbs

- * Flowers should be collected before full blooming, in buds or half flourishing period.
- * All kinds of leaves are collected at their full ripe, not at their falling season.
- * Fruits should be collected when already ripe.

* Roots and rhizomes should not be collected during their full vegetation period but in late fall or early spring.

*Harvesting is accomplished in dry seasons, not in wet weather.

* All plants should be stored in dry, ventilated and dark places.

* Medicinal plants are available for 18-24 months after the harvest.

ALBFLO

Invites all of the parents and teachers to cooperate with the students to collect medicinal plants and instruct them how to protect plants during harvesting:

* Not to damage them

* To protect roots while pulling them out.

* Not to cut trees. The implementation of elementary rules will give them a long life, then their benefit and profit will be higher.

Dear businessmen!

Temptation for profits is great, but you should take into account that medicinal plants provide profits on national scale, in addition to your hard work and attempts.

Take care and protect them, some medicinal plants are being degraded due to their uncontrolled harvest.

* Try to conserve the quality of your products.

* Do not allow your plants sales below their real value.

* Work hard to have access to the contemporary technology. This will enhance your profits.

ANNEX M

Terms of Reference for NTFP Project Associate

Project Period: 4 months with possible extension based on performance.

Tasks:

Assist Small Business Specialist in PRA-based NTFP research project.

- Become familiar with PRA and NTFP literature.
- Attend advanced PRA training (through APFDP) and demonstrate an ability to use the various tools involved.
- Assist SBS to design and conduct a rapid assessment of NTFP use in APFDP Project areas.
- Assist SBS and APFDP technical staff to design and conduct NTFP PRAs in 8 communities.
- Analyze data and write report.

Level of Effort:

- 1-2 weeks reviewing literature and talking to APFDP staff.
- 1 Week PRA training: (Shenjergi). Focus on mushrooms. 2 days class work, 3 days in field.
- 1 week: Write Results. Assist SBS in design of Rapid Assessment/Preliminary PRA.
- 2 weeks. Conduct Rapid Assessment with SBS.
- 2 months - PRAs with APFDP Team
- 1 month data analysis, report writing, fact checking, etc.

Qualifications/Experience:

- University graduate or specialized training in (social) forestry, botany, anthropology, rural development
- Prefer some familiarity with PRA and other participatory development tools
- Job experience with NGOs, international donors
- Experience in planning/conducting trainings and workshops
- Computer literate
- Familiarity with database development a plus
- Previous field research desired
- Ability to communicate effectively in English
- Female preferred

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Personal:

- Enthusiastic, with a willingness to learn new concepts and skills.
- A good communicator, with excellent “people skills” (facilitation, listening, probing, engaging, making people feel comfortable, observing, etc.)
- Must be able to work with a wide range of people including village farmers, small entrepreneurs, government staff, international donors.
- Creative yet systematic thinker, with good analytical and problem solving skills.
- Enjoys working in teams — must be able to collaborate effectively with diverse groups toward common goals.
- Comfortable traveling and working in remote areas.
- Willingness to periodically work long hours under sometimes uncomfortable conditions.
- Reliable — able to take on projects and complete them in a timely manner.
- Dedicated to the goals of conservation and sustainable rural development in Albania.
- Sense of adventure.
- Sense of humor

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