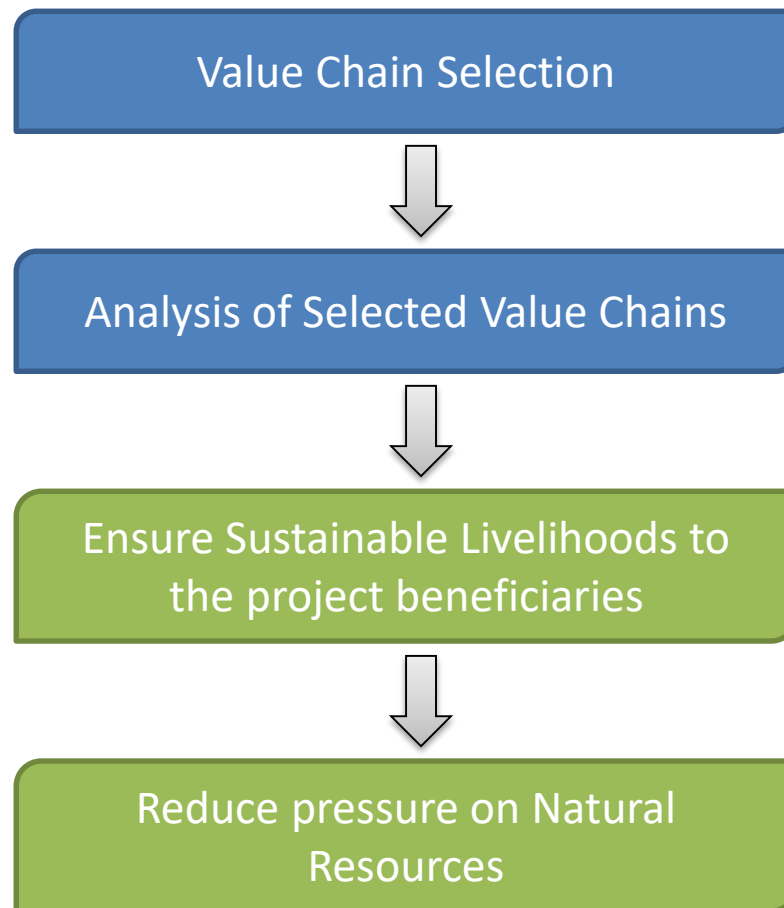


Study to Select Value Chain and Analyze Selected Value Chain

Presentation on Value Chain Assessment



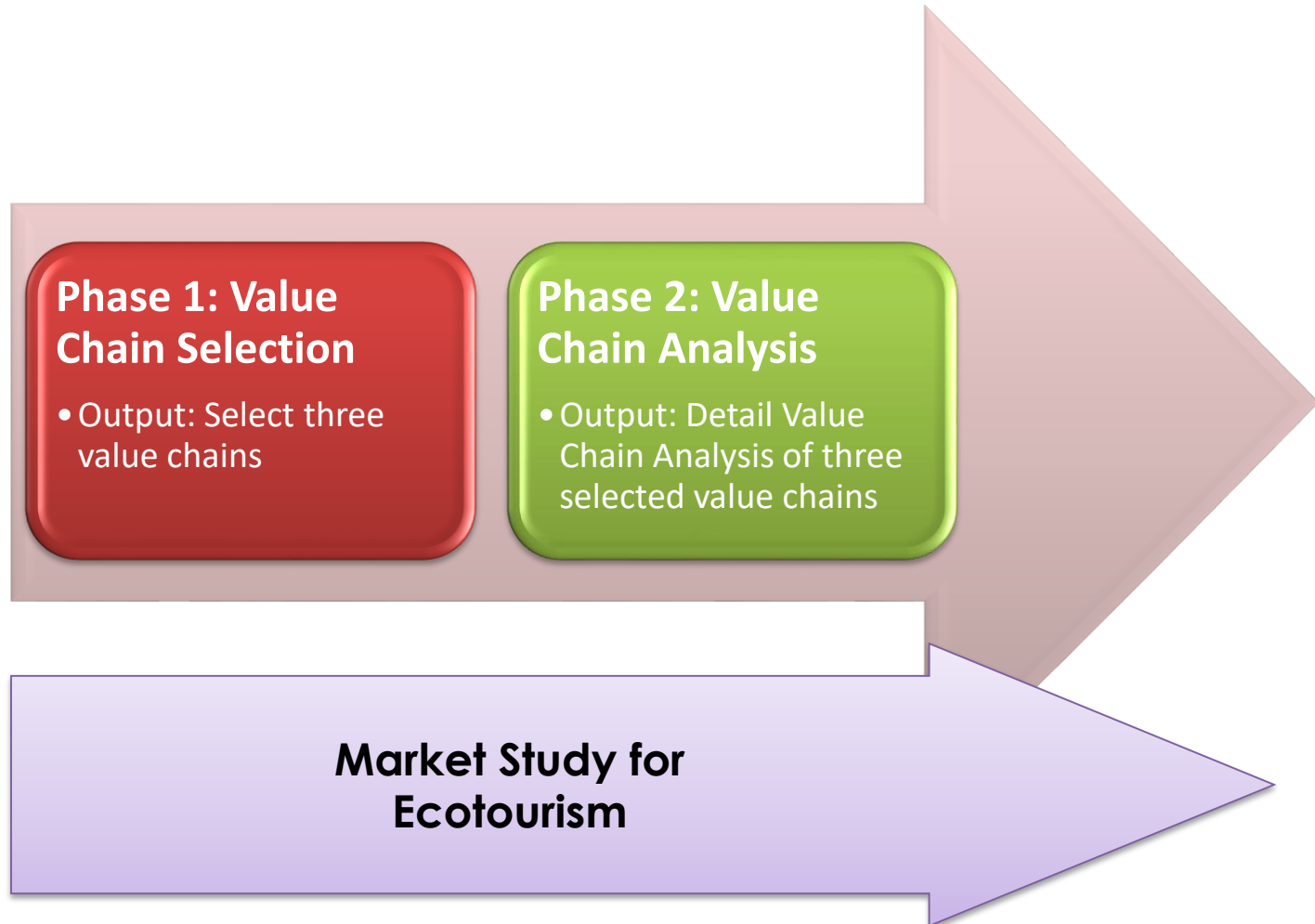
Study Objectives



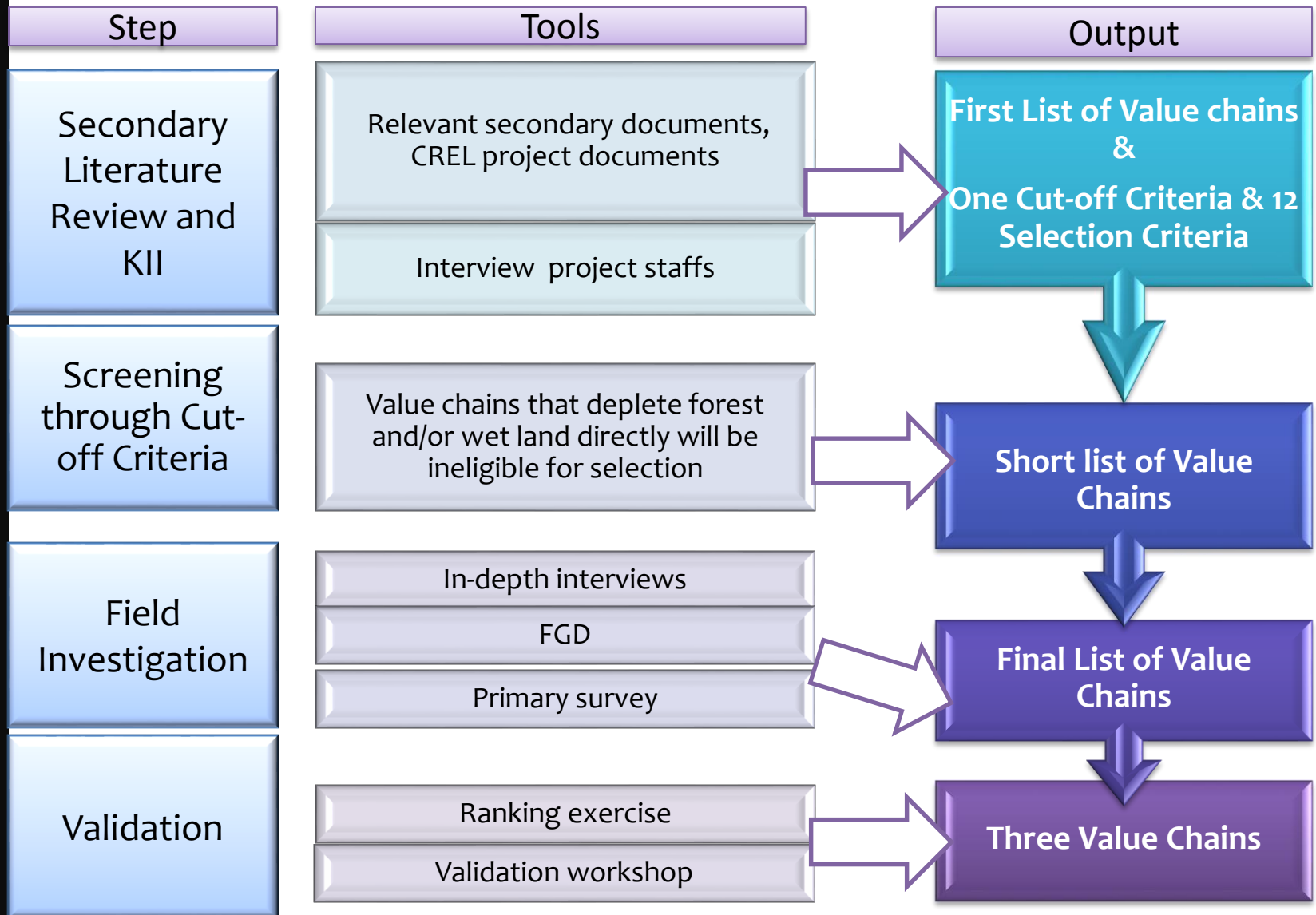


Specific Objectives

- The study was conducted in two phases:



Process of Value Chain Selection



Value Chain Selection Criteria

Criteria	Weight	Criteria	Weight
Climate Tolerance (Low tolerance=1, High tolerance=5)	3	<i>Income</i> (Low income increase=1 High income increase=5)	5
Climate Resiliency (Low resilience=1, High resilience=5)	3	<i>Private sectors participation</i> (Low interest=1, High interest=5)	3
Resource Extraction Minimization (Not minimized=1, Highly minimized=5)	5	Development priorities and favorable policy of government (Low priority & favorability=1 High priority & favorability=5)	3
Women and Youth Inclusion (Low inclusion=1, High inclusion=5)	5	Synergy and potential collaboration (Low synergy=1, High synergy=5)	3
Outreach (Low outreach=1, High outreach=5)	2	Risk (High risk=1, Low risk=5)	4
Growth potential (Low growth=1, High growth=5)	5	Scope for value addition (Low scope=1, High scope=5)	3

Tools for Data Collection & Respondents in Phase 1

CREL Livelihood Officer & MDO directly participated in most of the interviews with Innovision Team

In-depth Interview

- Government officials (Forest Department, Department of Agriculture, Department of Fishery, Department of Livestock, Jobo Unnayan)
- CMC Members, Local Chairman
- Forward Market Actors: Collector (Faria), Trader (Bepari), Wholesaler (Arotdar)
- Backward Market Actors: Input seller (Seed Seller, Fertilizer seller, Chemical & Medicine seller etc.)
- Research Institute
- NGOs Staffs
- CREL Regional staffs

CREL Livelihood Officer & MDO directly participated in most of the FGD with Innovision Team

FGD

- Community People (VCF Members, CMC Members, CPG members, NS)

CREL Livelihood Facilitators conduct the survey

Primary Survey

- Beneficiary Profiling (VCF Members)

Ranking Exercise for Northeast Zone

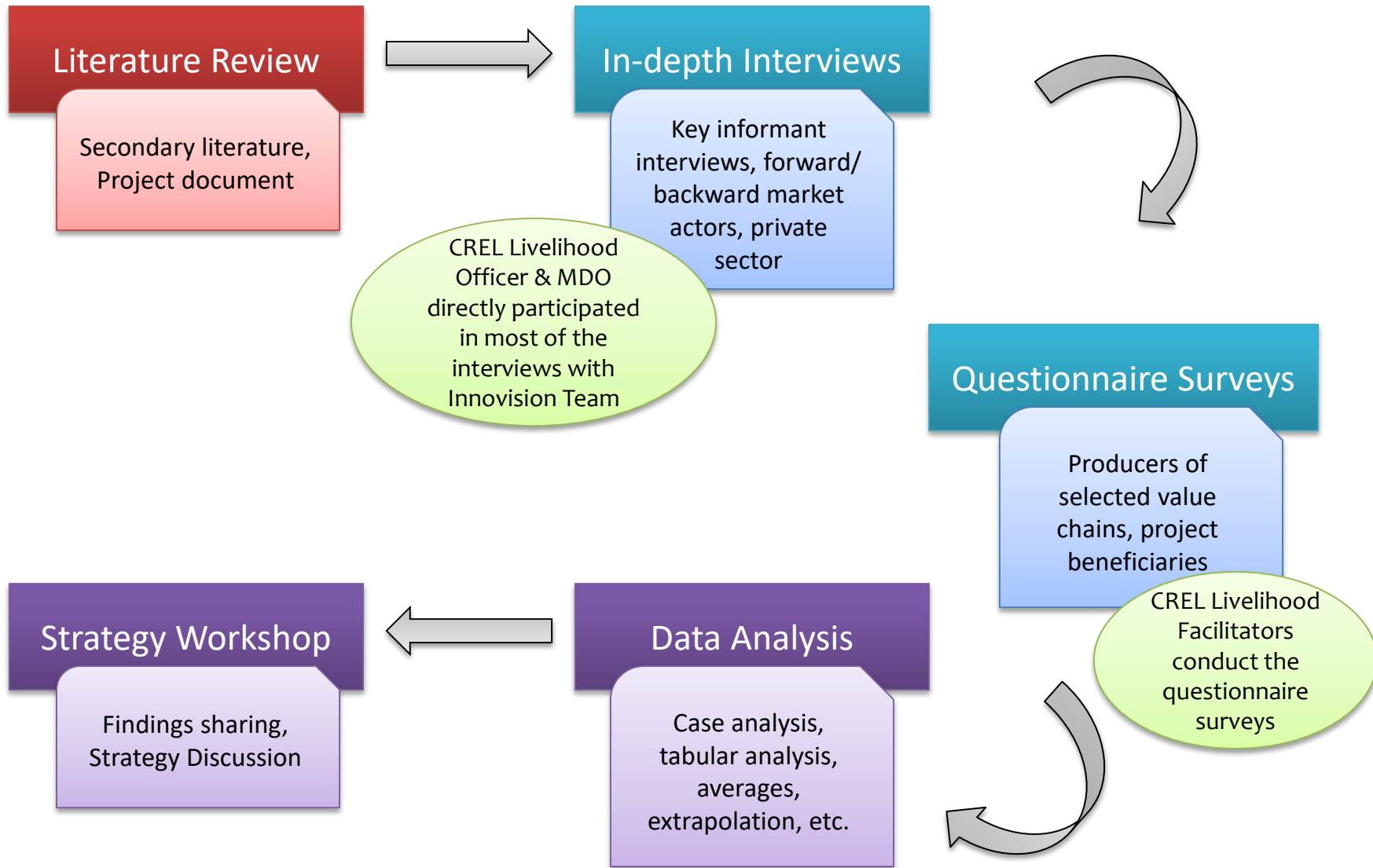
Criteria	Weight	Vegetables	Fruits	White fish	Tilapia	Beef	Dairy	Duck
Climate Tolerance	3	4	3.5	3.5	4	4	4	4
Climate Resiliency	3	3.5	4	4	4	4	4	4
Resource Extraction Minimization	5	5	5	5	5	5	5	5
Women and Youth Inclusion	5	5	4	2	1	3	3	4
Outreach	3	5	3	2.5	2.5	2.5	4	4
Growth potential	3	4	3.5	4.5	4	4	3	4
Income	5	3.5	4	4.5	4	4	4	4.5
Private sectors participation	5	2	3	2	3	2	3	4
Development priorities and favorable policy of government	3	4.5	4.5	4.5	4.5	4	5	5
Synergy and potential collaboration	3	4	4	4	4	3	3	3
Risk	5	2	3	4	4	3	3	3
Scope for value addition	5	3.5	4	3	3.5	2	4	2
Total Weightage Score		180	182.5	171.5	171.5	159.5	179	184.5

Rank 2

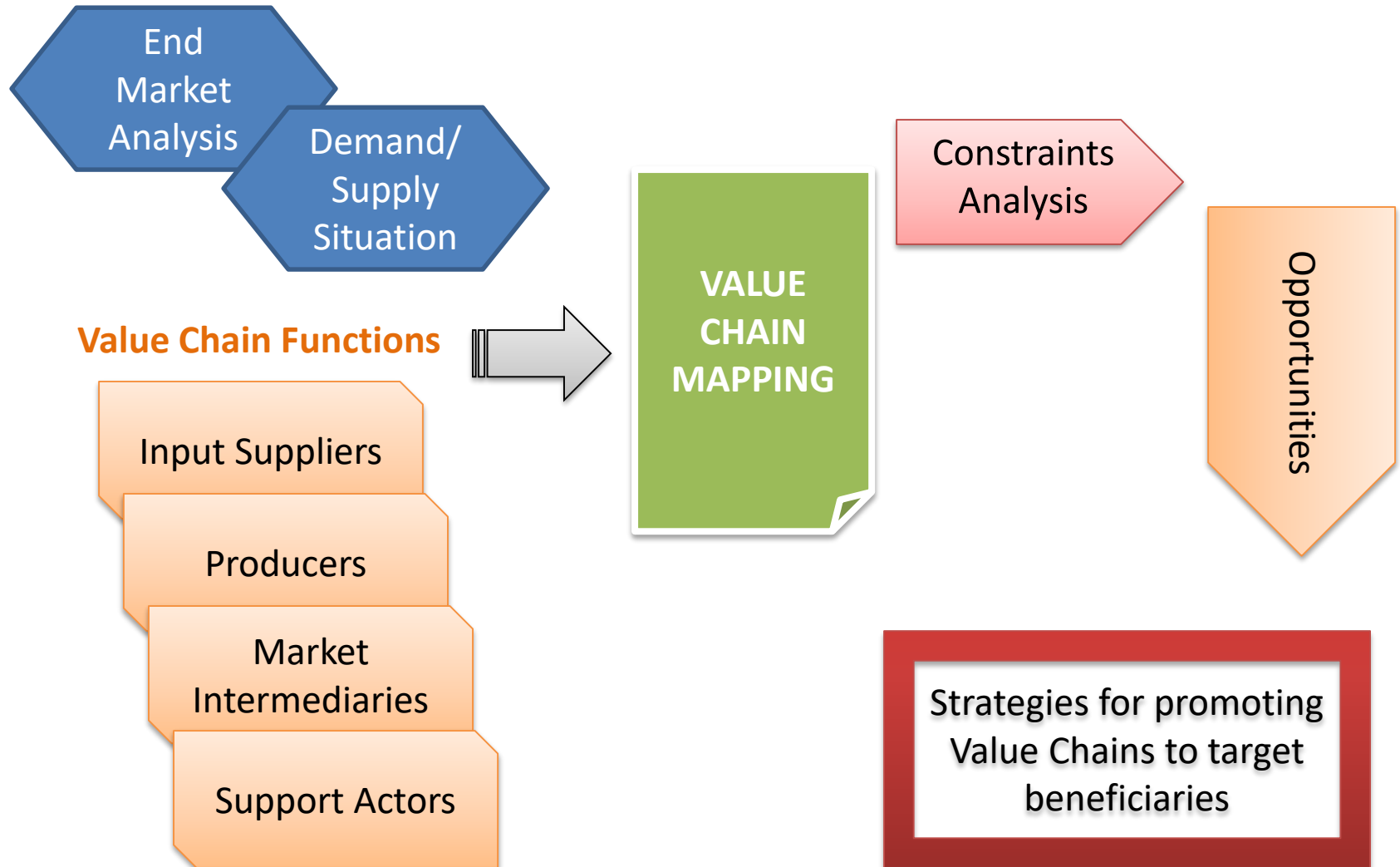
Rank 3

Rank 1

Process of Value Chain Analysis



Outcome of Value Chain Analysis



Presented to CREL on 2nd October 2013

Summarizes the key findings on selected Value Chains:



Vegetable



Fishery



Duck (Layer)



Eco-Tourism

Region: North-East zone in Sylhet, Moulvibazar and Habiganj districts.

Conducted as a follow up to a rigorous value selection exercise through which the three value chains along with Eco-tourism were identified for in-depth assessment.



Geographic Scope

Zone	District	Upazila	Site
Northeast Zone	Sylhet	Sylhet Sadar & Goainghat	Khadimnogor NP
		Fenchuganj, Golapganj	Hakaluki Haor ECA
		Kulaura, Juri, Baralekha	
	Moulvibazar	Moulvibazar & Sreemongol	Hail Haor
		Kamalganj & Sreemongol	Lawachara NP
	Habiganj	Chunarughat	Rama Kalenga WS
		Chunarughat & Madhobpur	Satchori NP



Geographic Scope





Data Collection & Respondents

In-Depth Interview

Input Seller

Farmer

Resource Extractor



Collector (Foria)

Wholesaler (Aarotdar)

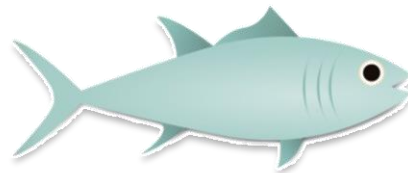
Expert Resource

Retailer



Data Collection & Respondents

Questionnaire Survey



Beneficiary Analysis
(5 X 7) = 35 Large Farmers
(5 X 7) = 35 Small Farmers



30 Resource Extractors

100 Beneficiaries

6 Locations

7 CREL Staff Team



People We have Interviewed

25 Farmers
04 Input Suppliers

Vegetable

10 Farmers
03 Input Suppliers
03 Forias
13 Retailers
07 Wholesalers

02 Experts
12 Tour Guides

04 Farmers
01 Foria
07 Wholesalers

Duck (Layer)

82 Total Interviews

06 Project Sites

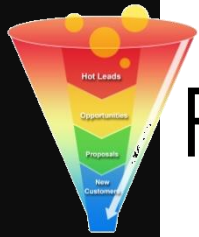
Fishery

11 Farmers
01 Input Supplier
01 Foria
01 Retailer
03 Wholesalers
01 Expert Resource

22 Intermediaries
14 Retailers

Eco-Tourism

12 Tour Guides
Expert Resource



Rational for Value Chain Selections?



Vegetable:

Competitive Edge
Beneficiary Competence (Homestead)
Strong Access to Inputs market
Established market channels



Off-season market gap
National Market Chain
Higher profitability/area
Local market preference
Area suitability (water supply)



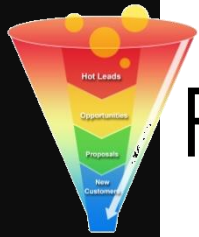
Short-Cycles
Steady income stream
Year-round production
Local market preference



Climactic suitability
Chittagong market
Long shelf life & Easy Storage
Consistent Demand and pricing



Haor Suitability
National demand
Lower perishability
Area-specific supply
Higher transportability

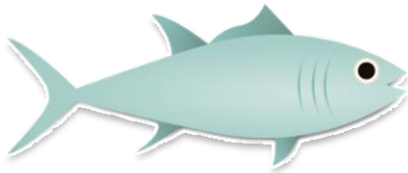


Rational for Value Chain Selections?



Fisheries:

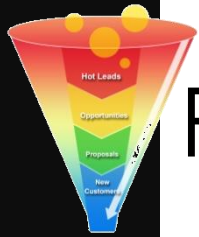
Haor Area suitability
National market recognition
Untapped resource (Homestead Ponds)



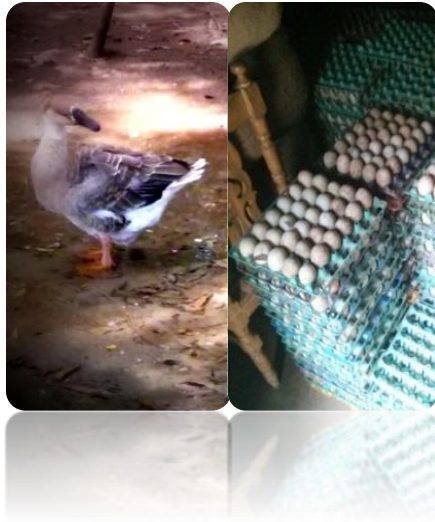
Mass demand
Higher priced
National Market Chain
Supply deficient region



Resilient
Multiple Cycles
High value/area
Low water requirement



Rational for Value Chain Selections?



Duck (layer):

Local Demand

Steady income

Area Suitability

Easy maintenance (Resilient)

Untapped Resource (Low lands, Haor areas)



Value Chain Analysis: VEGETABLE

End Market Analysis

Main Markets

Market Type	Locations	Characteristics
Natl. market	DHK, CTG, BOG, JESS, KHL, RAJ	Large volumes, mass products
Div. market	Sylhet, Srimongol	Urban Centers,
Local Bazar	Chunarughat, Juri, Belagaon, Shamsernagar, etc	Channel between local retail and divisional market hubs
Local Retail	Himaliya, Kalenga, Madhabpur, Komogonj	End-market consumer reach in localities

- In general, producers connected with Aarotdars most.
- In tomato and brinjal, significant connection with small retailers (32%), in Forash, forias matter (24%) and in Taro with consumers (11%)
- Strongest value addition chain in brinjal (274%), followed by tomato (154%), taro (150%) and forash (111%)

End Market Analysis

Demand/Supply

Demand Characteristics

- Price determinant: Supply, Freshness and Form
- Highly perishable nature of the product leads to customer preference despite higher price (5-10 tk/kg)
- Region is supply-deficient: In winter, competitive edge of outside vegetables flood the market while in summer, unmet demand exists
- Tomato: Unmet market demand for summer tomatoes
- Brinjal: Inflow from northern regions, competitive edge in price although the product is faded and deformed from extensive travelling
- Forash: Localized demand within Sylhet and some areas in Chittagong. Highly seasonal in nature.
- Taro: Localized demand. Occasional consumption. Limited but consistent demand.

Value Chain Function

Input Suppliers

Types:

- Local Suppliers and large urban shops

Products:

- Open and packed seeds, fertilizers, insecticides and pesticides

Functions:

- Provide inputs for vegetable farming
- Strong brand presence and variety of choice
- Retailers knowledgeable and willing to engage customers
- Good relations with big companies
- Relations with producers hampered by usage knowledge gaps
- Price-sensitive nature of small farmers and preference for open seeds

Value Chain Function

Producers

Types:

- Homestead, commercial (small), Commercial (large)

Products:

- Rice is the dominant crop. Lemon and tea in some areas
- Variety of vegetables produced; some with localized demand

Functions:

- Produces vegetables for self-consumption and selling
- Homestead farming involves women
- Lacking commercial interest for remote area farmers
- Ready access to water in most areas reduces irrigation costs
- Acidic soil of some areas impact yield
- Dependence on traditional knowledge and natural soil fertility
- Overlapping areas of hills and haors create belts of both agriculture and pisciculture practices

Cost Benefit Analysis of Vegetable Farmer

	Tomato	Forash	Brinjal	Taro
Total Cost (/dcm)	BDT 600	BDT 232	BDT 397	BDT 304
Production(kg/dcm)	95	12	59	43
Average Price (/kg)	BDT 15.5	BDT 41.5	BDT 16	BDT 17
Revenue (/dcm)	BDT 1449	BDT 498	BDT 948	BDT 716
Net Profit (/dcm)	BDT 849	BDT 267	BDT 552	BDT 413

Value Chain Function

Market Intermediaries

Types:

- Foria, Wholesalers, Retailers

Products:

- Vegetables, fruits and spices

Functions:

- Two kinds of wholesaling: Commission-based selling (5%-7%) and buy for re-selling
- Link between local market and outside divisions
- Overall volatility of market leads wholesalers to prefer repeated dealing with same source
- Price information flows freely: Mobile telecommunications
- Outside sourcing preferred due to lower pricing and better quality products despite lower freshness and deformation in transport
- Local produce has problems with inconsistent supply, lack of professionalism and lower quality at higher price

Value Chain Function

Support Function/Actors

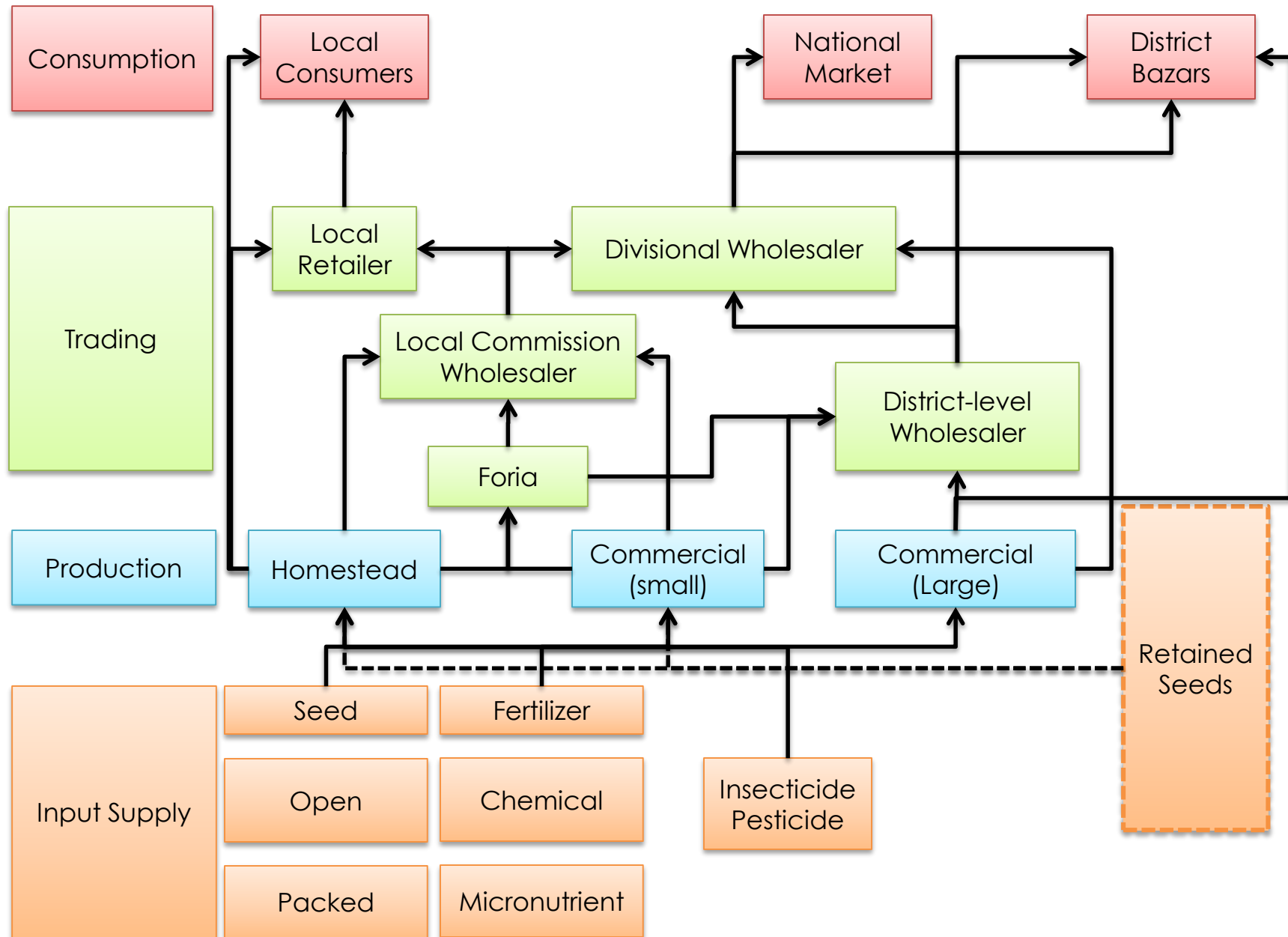
Transporters:

- Vegetables transported in bundles for 'hard' vegetables like taro and in crates for 'soft' ones like tomato
- Infrastructural challenges increase transportation cost and time which in turn reduces 'freshness' of outside vegetables

Government and other actors

- Government institutions interested in building vegetable production base within Sylhet Region
- Relations with government officers moderate with officers visiting; but only after repeated requests

Value Chain Mapping



Lack of supply (locally) in off season

Large number of farmers preferring homestead production

Preference for farmers' retained seeds ' over high yielding branded seeds

Ineffective Fertilizer

Price fall in Peak season

Unaware of benefits of using hybrid / summer variety seeds

Arbitrary usage of fertilizer

Inadequate use of micronutrients

Poor shelf life and absence of proper storage

Lack of knowledge/skill on improved cultivation technique causing low yield.

Lack of proper knowledge in prudent use of crop protection products and techniques.

Lack of knowledge on crop specific balanced fertilization techniques (micronutrients etc.

Market Glut due to weak linkages with larger regional markets

Constraints Analysis

Not interested to reach larger markets

Limiting production to meet local market demand only

Procuring vegetables from outside region in off season

High Transportation Costs

Lack of knowledge/skill on improved cultivation technique causing low yield.

Lack of proper knowledge in prudent use of crop protection products and techniques.

Lack of knowledge on crop specific balanced fertilization techniques (micronutrients etc.

Market Glut due to weak linkages with larger regional markets

Rudimentary farming practices in rural areas leads to lower yield

Constraints Analysis

Perception: Commercial farming is for 'rich' farmers

Low capital to start large scale farming

No sources for vegetable specific loans

Lack of knowledge/skill on improved cultivation technique causing low yield.

Lack of proper knowledge in prudent use of crop protection products and techniques.

Lack of knowledge on crop specific balanced fertilization techniques (micronutrients etc.

Market Glut due to weak linkages with larger regional markets

Rudimentary farming practices in rural areas leads to lower yield

Lack of knowledge on efficient post harvesting technique leads to quality and quantity loss of harvests

Constraints Analysis

Opportunities

- Supply deficient region indicates scope for scale up
- Strong input access and established output market
- Foria interested in increasing production for own benefit
- Local market preference due to ‘freshness’ and ‘taste’
- Scope for group-based farming with current examples
- Gradual shift from haor-based fishery to cultured fish
- Scope for community-based fund sourcing and formalized financial loan packages
- Scope for group-based selling or through foria to access bigger markets
- Ready access to core resource, water, especially in haor areas.



Discussion on Strategies & Interventions



Value Chain Analysis: Fishery

End Market Analysis

Main Markets

	Local Retail	Local Market	Divisional Market	National Market
Market locations	Small shops in locality	Hobiganj, Lamakazi, Pachaon, Chunarughat	Sylhet, Srimongol, etc	Dhaka, Bhairab, Jessore, Khulna
Farmer				
Trader				
Characteristics	Sources from homestead and local market whole sellers. Caters local households.	Sources mostly from commercial farmers	Sources mainly from the traders in local market (85%). Rest: Large scale farmers. Caters mostly retail markets located in the town & city.	Sources from large wholesalers & arots located in fishery belt in haor areas

End Market Analysis

Demand/Supply

- **Price determinant: Supply, Freshness, Form**
- Haor fish: Seasonal supply, major impact on overall market
- Carp has major changes in supply level, creating volatile pricing
- Tilapia has limited but growing demand over all
- Natural caught fish preferred over cultured due to better taste
- Presence of group-farming in Hail Haor and surrounding areas
- Region is supply deficient due to perception gap
- **Perception gap:** Fishermen think cultured fish will have no market due to haor fish. However, established fish farmers reveal they were experienced fishermen themselves before. However, the supply is too low for sufficient income despite higher price per unit.

Value Chain Function

Input Suppliers

Types:

- Local Suppliers and Suppliers in Mymensingh, Jessore

Products:

- Hatchery, Nursery, Fish feed and aqua chemicals

Performance:

- Provide inputs for fish farming
- Spawns for nursery-integrated farmers, fingerlings for rest
- Ready-feed (preferred for Tilapia) and Natural-feed mixes (for carp)
- Embedded services of usage information, problem identification and likely solutions

Value Chain Function

Producers

Types:

- Homestead, commercial (small), Commercial (large)

Products:

- Carp and tilapia and carp polyculture

Functions:

- Produces carp and tilapia fish for consumption
- Large farmers have nurseries integrated for greater value addition
- Pond preparation, feed management, pond and fish health monitoring and management
- Financial arrangements for year-long production cycles
- In haor sites, presence of group-based farming

Cost Benefit Analysis of Fish Farmer

Attributes (/dcm)	Tilapia Farmer		White Fish Farmer	
	Small	Large	Small	Large
Total Cost	BDT 1145	BDT 2191	BDT 557	BDT 772
Production	20 Kg	32 Kg	11 Kg	19 Kg
Average Price	BDT 110		BDT 120	
Revenue	BDT 1855	BDT 3179	BDT 1119	BDT 1663
Net Profit	BDT 710	BDT 988	BDT 562	BDT 891

- Average land size for White Fish (35dcm) farming is lower than Tilapia (42dcm) farming
- Production cost for Tilapia is higher than White Fish even in extensive culture. This extra costing derives from the packet feed requirement for Tilapia in large volume.
- While selling products, farmers primary choices are Arotdar and Small retailer. Selling modality in Arot is hassle free and selling price is higher to small retailers.

Value Chain Function

Market Intermediaries

Types:

- Wholesalers, Retailers

Products:

- Carp, Tilapia, haor-caught fishes, small fish (mola, dhaela, tengra), other varieties

Functions:

- Two kinds of wholesaling: Commission-based selling (5%-7%) and buy for re-selling
- Link between local market and outside division (namely Bhairab)
- Finance Access: Work as lenders to fish farmers, few of whom have the capital required for year-long carp fish harvest cycle

Value Chain Function

Support Actors

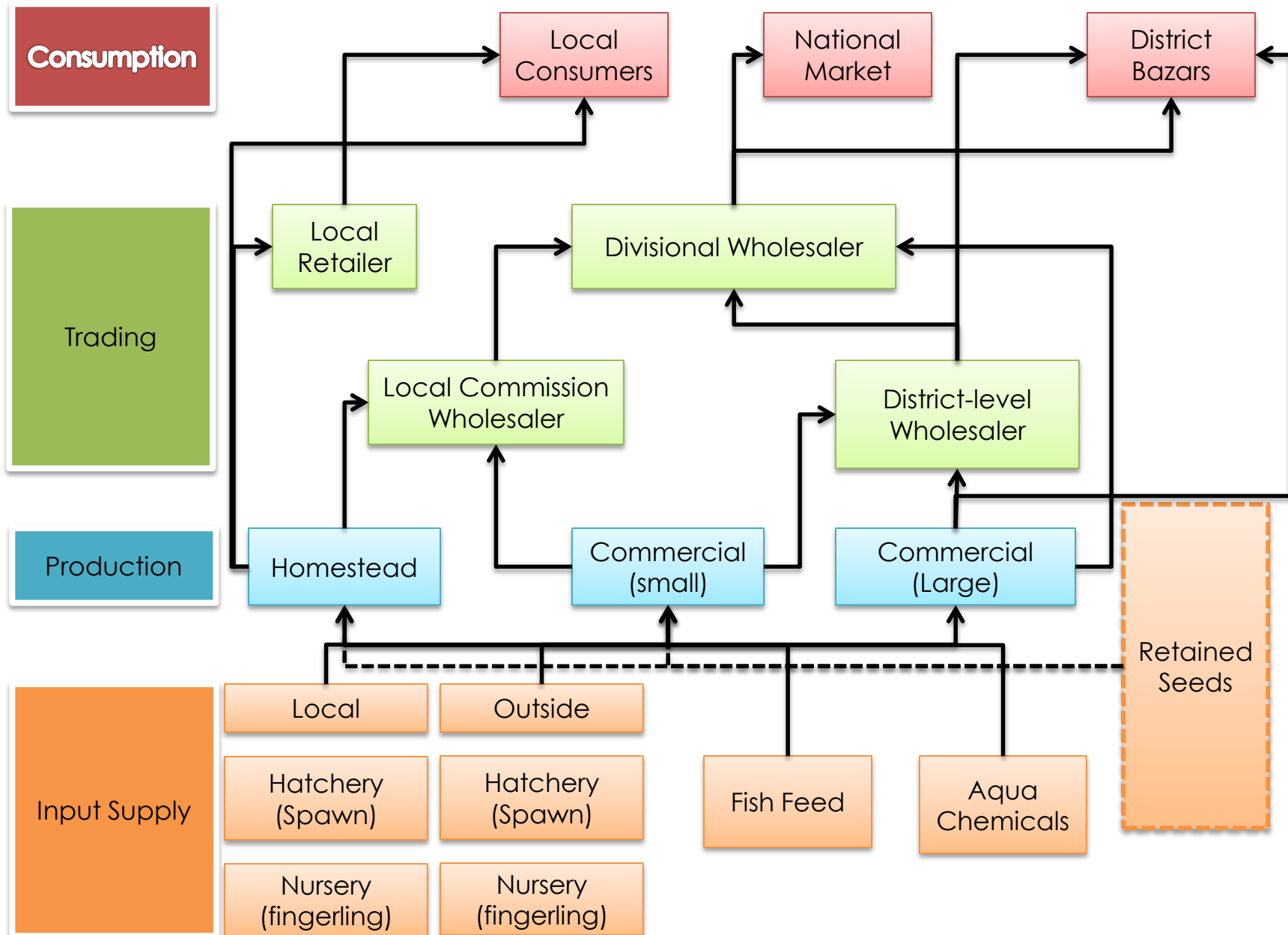
Transporters:

- Fish/spawn/fingerling transported in plastic drums for long distances
- 10%-15% mortality rate
- Low requirement for beneficiaries as supply is within locality

Government

- DoF has strong relations with beneficiaries, however lack of manpower creates challenges in disseminating Govt. services.
- DoF policies focusing on expanding aquaculture practices in Haor areas with focus on Tilapia, Pungas etc.

Value Chain Mapping



Tilapia culture requires
higher investment

Not interested in
reaching larger markets

Dadon (informal lender)
controls business decisions

Substandard
infrastructure

Substandard
Packaging

Year-long Carp
Cycle

Initial high
investment

Obligated sale to
Dadon or no loans
next year

Low understanding of commercial
benefits:
Tilapia farming (2-3 cycles/year) vs.
Carp Farming (1 cycle/year)

high transportation cost and product
loss in penetrating bigger markets

Poor access to custom-made
aquaculture loan products

Constraints Analysis

Water too acidic for large scale culture

Using chun kills fish

Volatile water depth

Low Water retention

Water too deep in monsoon for Tilapia

Perception: Pond preparation too expensive

Low understanding of commercial benefits:
Tilapia farming (2-3 cycles/year) vs.
Carp Farming (1 cycle/year)

high transportation cost and product loss in penetrating bigger markets

Poor access to custom-made aquaculture loan products

Lack of awareness and skills in proper application of 'Dolomite' to reduce acidity leads to poor growth, health hazards and productivity.

Absence of pond preparation and water channel build practices due to prevailing wrong perception of the value of the activity creates bottleneck to adopting improved aqua- farming practices in the area

Constraints Analysis

Cultured fish has low growth and high mortality

Oxygen shortages hampers growth

Oxygen shortages hampers growth

Lack of knowledge regarding stocking density leads to overstocking, which creates oxygen shortage, feed wastage and higher disease rate

Ever declining haor catch leading to fetch lower revenue from sales in spite of the high value of the catch per unit

Low understanding of commercial benefits:
Tilapia farming (2-3 cycles/year) vs.
Carp Farming (1 cycle/year)

high transportation cost and product loss in penetrating bigger markets

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Constraints Analysis

Mortality from poisoning

Tilapia : High feed cost

Tilapia : Low Yield

Use of sinking feed over floating, due to price

Overstocking with wrong feed usage

Lack of Knowledge regarding proper feed management in Tilapia farming

Lack of knowledge regarding stocking density leads to overstocking, which creates oxygen shortage, feed wastage and higher disease rate

Ever declining haor catch leading to fetch lower revenue from sales inspite of the high value of the catch per unit

Low understanding of commercial benefits:
Tilapia farming (2-3 cycles/year) vs. Carp Farming (1 cycle/year)

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- Scope for group-based selling or through foria to access bigger markets
- Ready access to core resource, water, especially in haor areas.



Discussion on Strategies & Interventions



Value Chain Analysis: Duck (Layer)

End Market Analysis

Main Markets

	Local Retail	Local Market	Divisional Market	National Market
Market locations	Small shops in locality	Bazar: Juri , Komolganj, Chunarughat	Sylhet, Srimongol,etc	Dhaka, Chittagong, etc
Farmer				
Trader				
Characteristics	Sources from homestead duck farmers and local market whole sellers. Caters local households.	Sources mostly from commercial duck farmers (upto 750 ducks, getting 500 eggs a day) located in close proximity of the market	Sources mainly from the traders in local market (80%). Rest: Large scale duck farmers (1000+ ducks, getting 800 eggs a day) Caters mostly retail markets located in the town & city.	Sources from large whole sell & arots located in major duck rearing belts (MoulviBazar, Habiganj)

End Market Analysis

Demand/Supply

- Price is mostly determined by availability of egg. It varies slightly with the size.
- Consumption increases with increased supply. When supply is adequate, broiler egg is replaced by duck egg in meal more frequently.
- Maximum demand supply gap is noticed in rainy season. Throughout the region demand is higher than supply.
- In local bazaars 100% consumption is local in off season, while in peak season it's around 60% – 65%. Rest of the egg goes to divisional large markets.

Value Chain Function

Input Suppliers

Types:

- Feed seller, Vaccine & Medicine Seller (Govt.& Private), DOC Seller

Functions:

- Selling packet feeds and open feeds (Khoil, Kura etc.)
- Selling medicines and vaccines
- Selling “Day Old Chicks” to duck farmers
- (Embedded) Providing information to the farmers on applying medicines and vaccines

Value Chain Function

Producers

Types:

- Duck Farmer Large/Commercial, Duck Farmer Homestead

Functions

- Rearing duck for egg production
- Selling products in markets

Performance:

- Production rate is low, particularly in rainy season
- Inappropriate feeding throughout the region
- Duck mortality rate is higher due to diseases
- Limited market channel, large farmers reaching upto Divisional market due to large production
- High demand resulting optimum consumption of local production
- Peak season production is high

Cost Benefit Analysis of Fish Farmer

	Small Farmer	Large Farmer
No of Ducks	30	136
Eggs Per Month	20	21
Cost (duck/month)	49	53
Revenue (duck/month)	137	155
Profit (duck/month)	88	102
Annual Income	3529	4080

- Commercial duck farmers mostly trade through Forias (53%) due to the fragmented nature of the market system. But price wise farmers get highest price selling their products directly to the small retailers (BDT 8.5 per piece).
- Among the beneficiaries, majority of the duck farmers are Homestead. The commercial duck farmer covers mere 2% - 3% of the beneficiaries. Homestead duck farmers prefer selling their products to small retailers due to small volume.

Value Chain Function

Market Intermediaries

Types:

- Faria (Small paiker), Whole seller (Local & Regional) Products:

Functions

- (Faria) Collecting products from commercial farmers and from remote areas.
- Sells to the whole sellers located in the local markets.
- Bears the transport cost
- (Whole seller) Collects products both from Farias and large commercial farmers.
- Sellers bear the transport cost
- Mostly sells products locally, only a small percentage (5% - 10%) goes to national market in peak season.

Value Chain Function

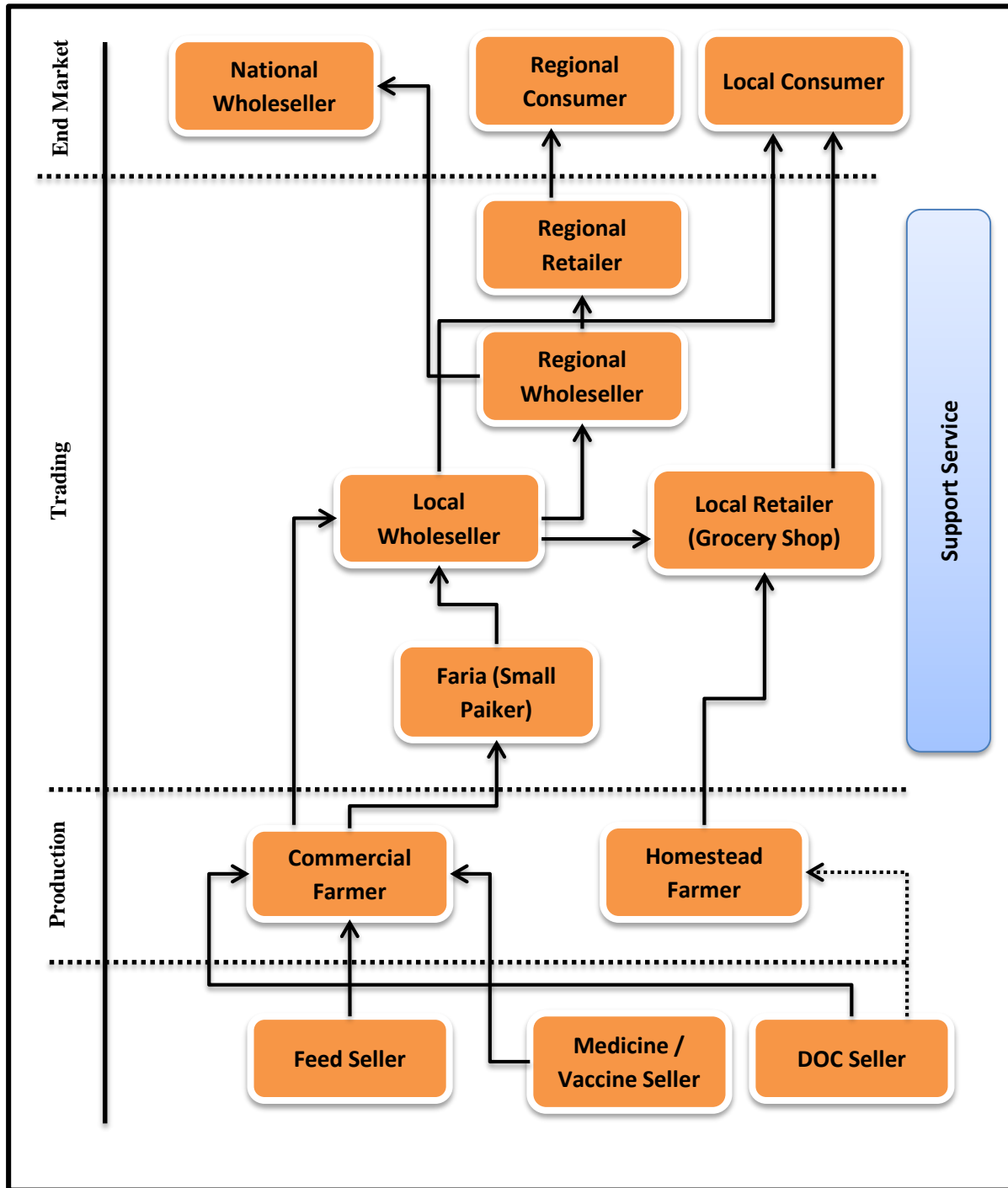
Support Actors

Transportation

- Transport service provider
- Providing carrying and transport facilities to the traders and farmers

Government Support

- Govt. services provide better quality inputs. Duck farmers get service from Livestock department when they visit there.
- Medicines / Vaccines from Govt. sources are sometimes low on supply



Value Chain Map

High mortality rate of DoC & ducklings from diseases

Cannot identify when duck is sick

Lacking awareness of and access to quality vaccination

Monsoon: Lower output
Smaller size of eggs

Dependence on natural feed

Inadequate feeding & improper feed management

Mixed productivity

Mixed Species

Traditional knowledge of species selection. Mixed species in farming

Majority of consumption in local market

Low volumes: market localized

Lacking market linkage with larger networks for commercial farming

Limited market reach

Competitive advantage of larger duck rearing belts

Absence of fixed customer base for wholesaler

Value chain not fully developed; still a fragmented supply chain

Volatile pricing due to advance payment system

Professionalism lacking

Constraints Analysis

Opportunities

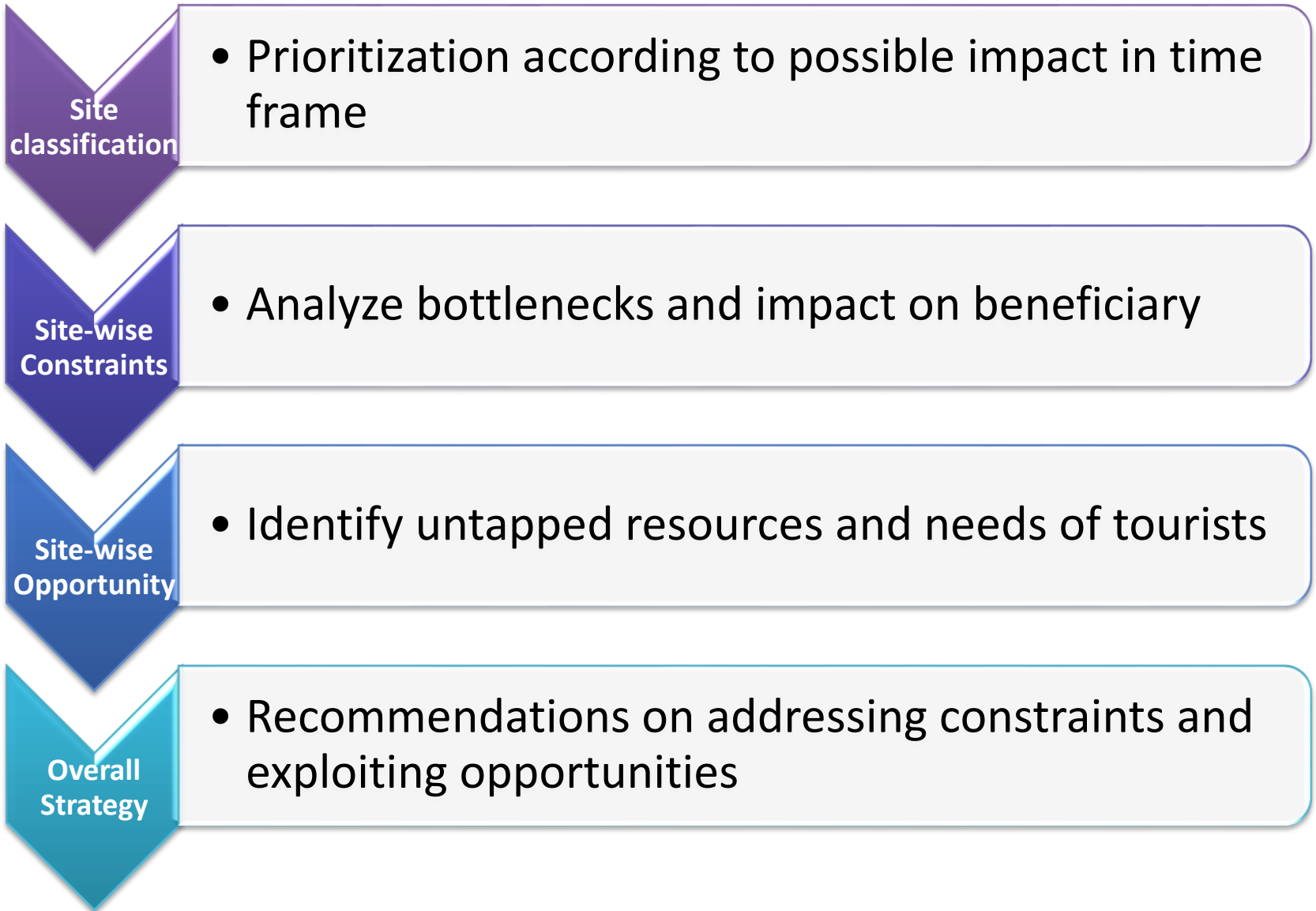
- Trend of consumption and duck rearing is increasing
- High local demand
- Availability of Vet support from Govt.
- Ducks rented out to others for caring during off-season
- Haor area is ideal for duck rearing (without damaging the natural balance)
- Duckling Hatching in Off-season as supplementary income
- Women traditionally involved in duck rearing

Discussion on Strategies & Interventions



Value Chain Analysis: Eco-tourism

Eco-tourism Methodology



Eco-Tourism Analysis

Cluster A

Interventions are likely to have best outcome. Well established tourism network present.

**Lawachara
National Park**

**Satchori
National Park**

Constraints

Weak management
Lack effective manpower
Ineffective law & enforcement system
Ineffective promotional activities
Overwhelming number of tourists, specially in peak season

Opportunities

Developed road network and accommodation facilities enhancing tourism activities
Active management system
Comparatively well highlighted in national scale tourism

Cluster B

Expected moderate result from interventions. Lower number of tourist and insufficient facilities decreases probability of measureable impact

**Khadim Nagar
National Park**

Hakaluki Haor

Constraints

Nearly no management
Lack effective manpower
Very low promotion
Lack of infrastructure
No distinct forest boundaries
Very low to moderate tourist traffic
Absence of major private sector investment

Opportunities

Rich in biodiversity
Potential to attract wide variety of tourists
Situated within city range, making accommodation and other supporting facilities available
Well known in domestic tourism

Eco-Tourism Analysis

Cluster C

Interventions are suggested to work in foundation level.

Lack of infrastructure & absence of tourist makes ecotourism mass development harder.

Focus on preserving eco-balance & engaging in promotional campaign may bring visible impacts.

**Rema-Kalenga
Reserved
Forest &
Wildlife
Sanctuary**

Hail Haor

Constraints

Very poor road network, making forest inaccessible in rainy season

Niche Tourist

Commercial tourist is none to low

Ineffective management system

Nearly no physical establishment for supporting tourism activities

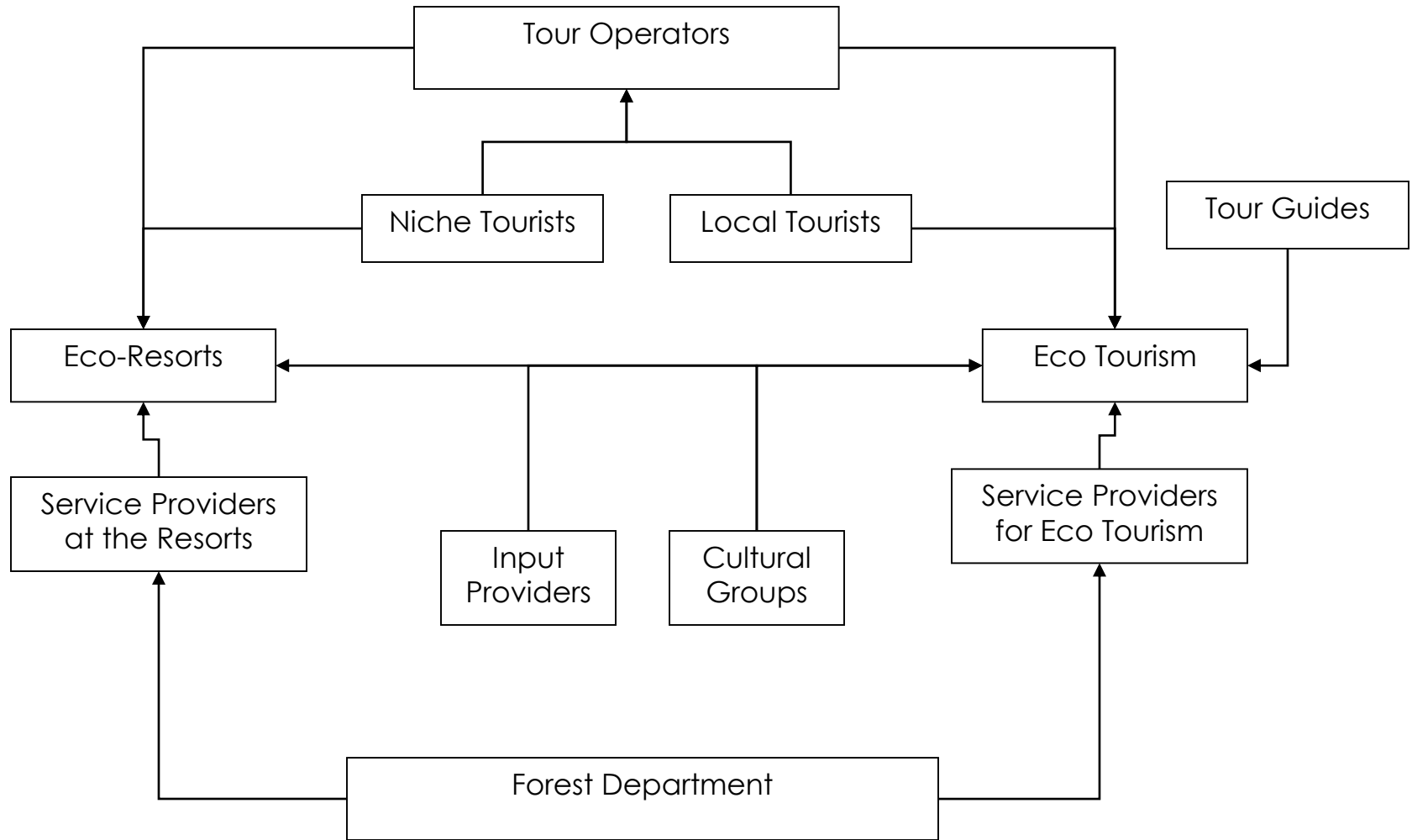
No private sector investment

Opportunities

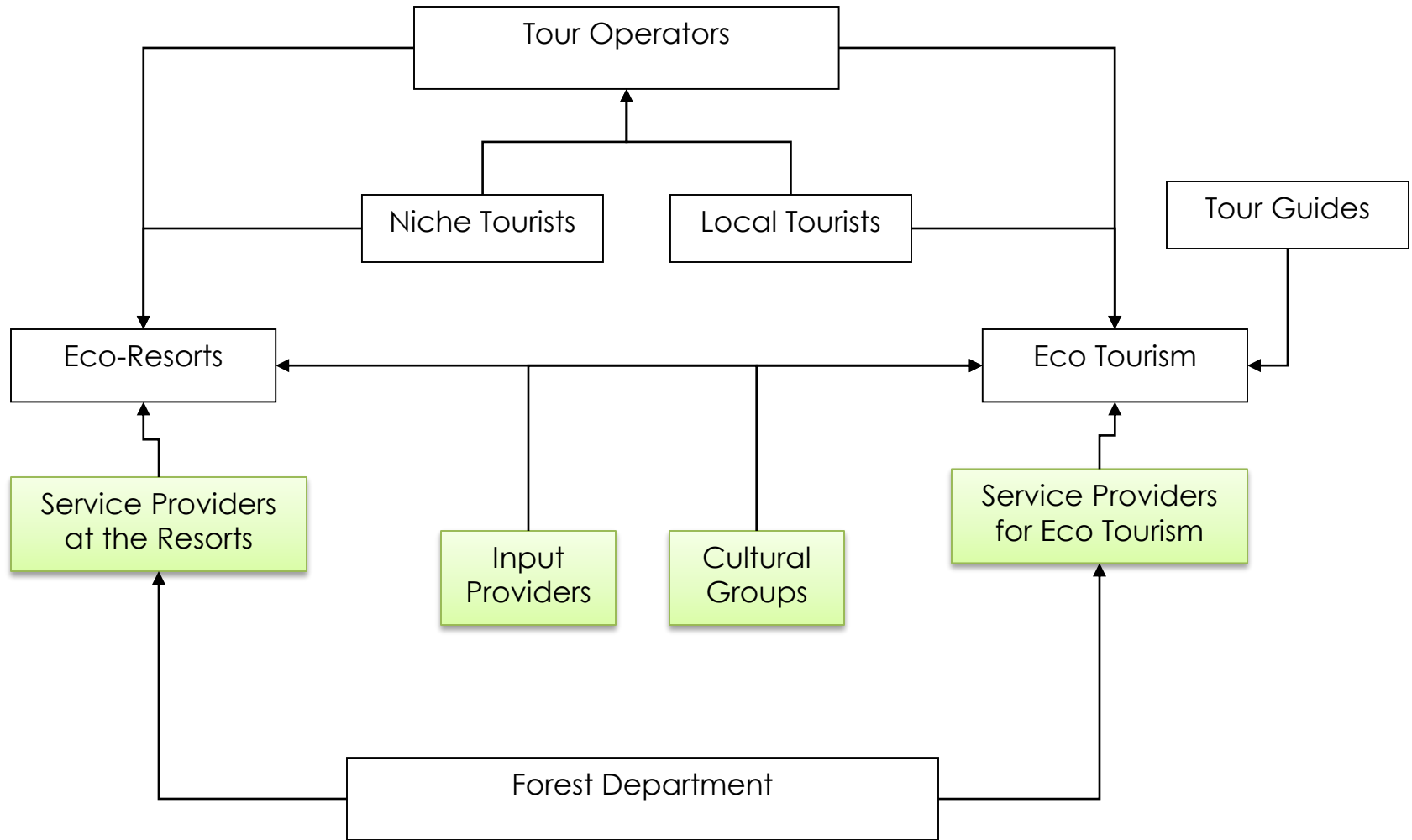
Presence of efficient co-management committee & village groups

Very rich in biodiversity, potential to attract wide variety of tourists

Eco-Tourism Service Actors



Community Engagement Possibilities



Market Opportunities

- Private sector engagement possibilities
- Facilities development
- Financing opportunities
- Promotional activities

Recommended Strategy

- Increasing Management Efficiency
- System upgrade
- Capacity development of Service Providers



Tentative Outreach Through The Selected Value Chains

Outreach

Resource
Extractor

20% = 2,300 HHs

Vegetable
48% = 5,520 HHs

8% = 920 HHs



Fishery
16% = 1,840 HHs

Duck (Layer)

8% = 920 HHs



Potential Trades for the Resource Extractors

Resource Extractor Profile

- Most extracted item by the resource extractor is firewood. Average extraction rate for commercial use (35 Kg/day) is more than 4 times that of extracted for household use (8 Kg/month).
- But larger income is earned by fish extraction. It's nearly 3 Kgs a day totaling an average value of BDT 10750 per month, for commercial purpose.
- Among other extracted resources are Grass, herb, vegetables
- In general resource extractors were found having most experience in agricultural works (sowing, farming, harvesting etc.). Average level of experience was seen in fish cultivation.

Potential Trades

Potential Trades

- Put labor in agriculture, fish farming
- Taking care of Cow / Duck in rainy season when there's scarcity of food
- Involving in handicraft / souvenir making
- Boat or net making (repairing)
- Rickshaw / van pulling

Rationale for trade selection

- Resource extractors have experience in working as labor in agriculture / fish farming
- Cow / Duck renting is an existing IGA in the region
- Indigenous community have skill in handicraft
- Extractors in Haor areas have skills in making / repairing of boats & net
- Developing Access to Finance situation can help extractors acquiring rickshaw / van by loan

Potential Trades (cont..)

Selected Beneficiaries

- Extractors aging from 18 – 40
- Women family members

Project intervention opportunity

- Provide training on cow/duck rearing, improved harvesting techniques etc.
- Linkage development for handicraft/souvenir marketing with CMC/private sectors working in Tourist areas
- Develop financing facilities to provide easy load

Prediction of potential outreach through selected trades

- Large number of engagement in fish farming related trade in Haor areas
- Agriculture / Handicraft trade can reach large number in Forest areas
- Training programs will cover both beneficiaries and extractors specially who are landless

Thank You!