

Public-Private-Partnership for sustainable rural development: the experience of the Organic Asparagus Producers Group



REPORT

Systematization and share of good practices in rural development

Attapeu province, Sanxay district
Laos PDR, March 2012

Lao's People Democratic Republic
Ministry of Agriculture and Forestry, Department of Planning and Investment
Rural Livelihoods Improvement Project (RLIP)
International Fund for Agricultural Development (IFAD)
PROCASUR Corporation

ACKNOWLEDGMENT

This report presents the innovative experience of the Organic Asparagus Producers Group in the production of organic asparagus.

The systematization of this experience has been possible thanks to the cooperation between the Ministry of Agriculture and Forestry, Department of Planning and Investment of Lao's People Democratic Republic, the Rural Livelihoods Improvement Programme (RLIP), the International Fund for Agricultural Development (IFAD) and the PROCASUR Corporation, that provided technical and methodological support in the process of documentation of the experience.

The systematization process had place between March 19 and 23 2012 in Attapeu province, Laos PDR; it involved the Organic Asparagus Producers Group and 9 trainees selected by RLIP. Of these, 4 people were asparagus producers from the Group and 5 people were staff from RLIP or local government. Activities have been carried out using PROCASUR know how on South to South Cooperation through exchange of best practices and innovations, as part of a regional IFAD financed Learning Route Programme for Asia and the Pacific. Moreover, the IFAD-funded Sustainable Natural Resource Management and Productivity Enhancement Project (SNRMPEP) in Champasak province took active part in the complete learning cycle.

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1. BACKGROUND AND RATIONALE

1. In the frame of the IFAD- PROCASUR Learning Routes Programme for Asia and the Pacific, PROCASUR Corporation is supporting knowledge management and capacity building strategies for scaling up best practices and innovations for poverty reduction among IFAD stakeholders in the Asia and Pacific Region. The programme aims to increase knowledge sharing and learning capacities at project and country levels by building up human capital, facilitate the adoption of best practices and improve the results and impacts of IFAD operations in the region. This will be done by identifying, systematizing and disseminating existing knowledge on innovations and best practices; indentifying local champions who are playing a key role in promoting innovations and enabling them to organize and sharing their experience using Learning Routes (LR) methodology, to make it available to other people; designing and implementing LR and furthering the dissemination and scaling up of the knowledge acquired.

2. In this context, in November 2011 a first mission in Laos PDR was carried out by PROCASUR Corporation in order to present the LR Programme to IFAD partners and carry on an initial assessment of training demands and innovations in the country. As result of the mission, partners from the Rural Livelihoods Improvement Programme (RLIP) and the Sustainable Natural Resource Management and Productivity Enhancement Project (SNRMPEP) showed interest in the Learning Routes methodology. In order to follow up on these agreements, from March 19 to 30 2012 a specific knowledge management and capacity building process has been carried out by PROCASUR Corporation. It has involved local champions and their association of two successful experiences in Attapeu and Champasak provinces and trainees from RLIP and SNRMPEP projects respectively.

3. The objective of the process was to identify, systematize and pedagogically package the existing and generated knowledge, innovations, best practices and lessons learned of two selected experiences from RLIP and SNRMPEP projects, in order to disseminate and scale them up by using the Learning Routes methodology. The training provided an opportunity for the projects to acquire new capacities in terms of knowledge management and participatory research techniques directly on the field, strengthening at the same time collaboration between project staff and farmers and enable these last to efficiently communicate their knowledge to a broad public. To this aim, two specific case studies (one from RLIP and another one from SNRMPEP) were selected for their learning potential by RLIP and SNRMPEP staff; both cases revolved around innovative experiences in Public-Private-Partnership (PPP) that demonstrated to be successful in generating opportunities for farmers to access organic markets.

4. The learning process was carried out from the 19th to the 23rd of March 2012 in Attapeu province, Sanxay district, involving representatives of the Organic Asparagus Producers Group and 9 trainees from RLIP (farmers and project staff) and; from the 26th to the 30th of March in Champasak province, Paksong district, involving AGPC representatives and 14 participants from SNRMPEP. On the 31st of March, a wrap-up event had place in Pakse town, Champasak province; the event hosted representatives of RLIP and SNRMPEP, representatives of the Organic Asparagus Producers Group and AGPC, the Director of the Provincial Agriculture and Forestry Office (PAFO) Champasak Province, governmental authorities as well as representative of private sector and international organizations.

5. The following paragraphs report the outcomes of the systematization process of the Organic Asparagus Producers Group' experience in the production of organic asparagus. The contents presented below are therefore the result of the research and analysis conducted by the farmers themselves with the support of RLIP staff who conducted the whole participatory research process.

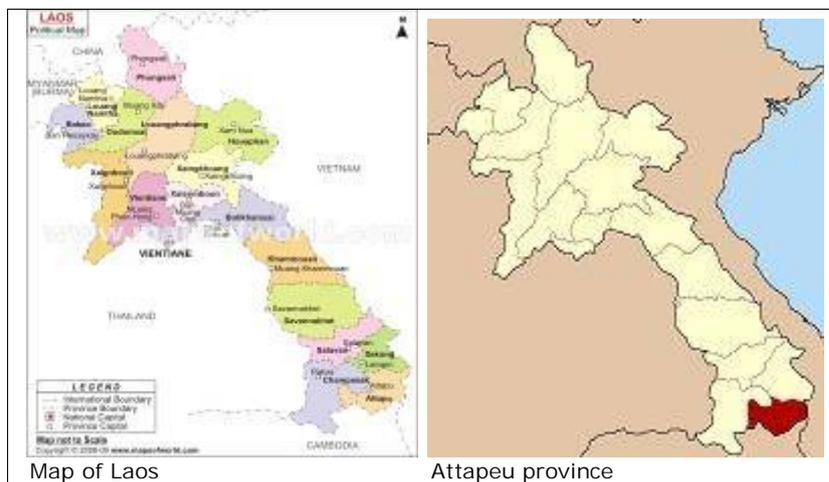
2. PUBLIC-PRIVATE-PARTNERSHIP FOR SUSTAINABLE RURAL DEVELOPMENT: THE EXPERIENCE OF THE ORGANIC ASPARAGUS PRODUCERS GROUP

2.1 Contextualising the experience

The Organic Asparagus Producers Group is composed by 21 families from the community of Darkhied, district of Sanxay, Attapeu province. The initiative is being supported by the International Fund for Agriculture and Rural Development (IFAD) through the Rural Livelihood Improvement Project (RLIP), in collaboration with the Ministry of Agriculture and Forestry of Laos PDR and SWIFT Co. Ltd, a private enterprise based in Thailand.

Attapeu province is located in the south-east of Laos and it comprises five districts, namely: Phou Vong, Samakkhixay, Sanamxay, Sanxay and Xaysetha. Attapeu shares borders with Vietnam in the east, Cambodia in the south, Sekong province in the north and Champassak province in the west. With a population of about 120,000 people, Attapeu is one of the least densely populated areas of Laos; the most of the population belongs to ethnic groups, being the Kleum, Katou, Alak, Katang, Tahoy, Nge, Suay and Nyajeung the main ones. In recent years Attapeu province, and particularly Sanxay district, has experienced intensive government sponsored internal resettlement from mountain and upland areas to lowlands.

Attapeu is one of the Laos' s economically poorest provinces. As poverty is defined by the Government of Lao, rice security is the primary indicator. The Government of Lao PDR defines a poor household as one in which the monthly income cannot provide 16 kilograms of rice per person each month. Recent estimates by the World Food Programme suggest that only about one-third of the rural population are truly "food secure" and that one household



in seven has either poor or borderline food consumption and chronic malnutrition remains "alarmingly high"¹. Most farmers in these districts keep livestock and practice subsistence agriculture, cultivating rice and some other crops. Landholding are generally too small to be adequately productive and communities lack of infrastructure for basic services and transport².

There are three basic farming systems in Attapeu, each of which revolves around rice cultivation: (a) upland rice; (b) lowland irrigated rice; and (c) lowland rainfed rice. Upland rice cultivation is the predominant activity; the rice is often grown together with other crops, e.g. maize, sesame and vegetables. Rice is grown mostly for household consumption rather than for sale, but a great many households are not able to grow enough rice to meet their own household consumption needs. The annual harvest is typically sufficient for only seven to nine months of the year. Rice yields are particularly low in upland areas and those re-settled from the uplands to the floodplains have little technical knowledge about paddy rice farming³. Most households have gardens, providing an additional source of food and in some cases an important source of cash. Many gardens are located on riverbanks or intercropped with upland rice. The productivity of these riverbank gardens is greatly dependent on the seasonal changes in water levels. Flooding is in fact a significant problem in much of the province. Entire crops

¹ IFAD 2010, RLIP Supervision Report

² <http://operations.ifad.org/web/ifad/operations/country/project/tags/laos/1301/project%20overview>

³ Mekong Wetlands Biodiversity Programme- UNDP, 2006, Attapeu Situation Report. Mekong Wetlands Biodiversity Conservation and Sustainable Use Programme, Vientiane, Lao PDR

are lost by increasingly severe flooding events. Peak floods usually occur in August; severe flooding occurred in 1997 and in 2001 while major floods occurred in 2009/10 creating widespread crop failure and loss of life.

Attapeu is also a province facing rapid change. New road links have opened the province to economic development and to markets outside the province, stimulating investment in the local economy.

2.2 Learning from the Organic Asparagus Producers Group

Resulting from the partnership between public and private sector, this is the first experience of production of organic asparagus in Attapeu province. Although the experience is still very young, as producers started commercializing asparagus only this year, it can already provide important lessons for its improvement and replication. Particularly, the experience of the Organic Asparagus Producers Group can provide orientations regarding:

- ✓ Good practices in group creation and maintenance;
- ✓ Strategies for sustainable partnerships between public and private sector.



2.3 Background, history and development of the group over time

The 21 families of the village of Darkhied that today are involved in the production of organic asparagus are originally mountain communities from Alak ethnic group. In 2003, as part of a resettlement programme, families moved from uplands to lowlands. In recent years, in fact, Attapeu province experienced an intensive government sponsored internal resettlement, from the uplands to lowlands, that has mainly interested Phou Vong and Sanxay districts. Following the Land and Forest Allocation policy, the resettlement programme aimed to limit swidden agriculture in the uplands, trying at the same time to move communities closer to services and infrastructures.

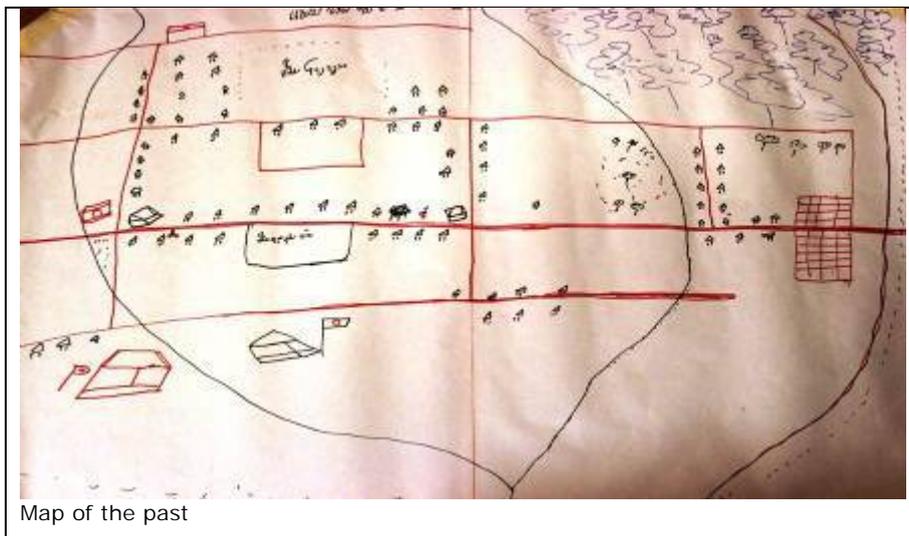
In the uplands, families used to grow mountain rice, practice shifting cultivation and subsistence agriculture and hunting. After moving to lowlands, as part of the government programme, each family received a piece of land of 20x40 m² plus 1ha to grow rice, some equipment to build a house and to work in the rice fields. Some water buffalos were also provided. In 2002, one year before the community moved to the area, the government carried out a programme to clean the region from unexploded ordnances (UXO); the contamination, in fact, significantly affected the province and many of the areas where ethnic groups lived. Even if the problem of UXO contamination has been strongly reduced in inhabited areas, due to the toxic substances weapons had released throughout the years, in some cases it can continue impacting land productivity.

Two school were funded and a military based was created in immediacy of the village. At the beginning, families experienced many challenges as they were not used to grow rice in paddy fields and there was a limited supply of water and agricultural resources. In 2003 there were 70 families, around 400 people, living in the Darkhied village. Gradually, other groups moved to the same location and the number of population started increasing; the coexistence of different ethnic groups in the same area was also challenging for Alak people, specially the relation with Lao people that today represents the majority of the population of the area.



Organic asparagus production in Darkhied

The map below show the situation of the community when they arrived in the Darkhied village from the uplands until 2008/2009, when joint initiatives promoted by international development agencies started to be carried out in the area.



Map of the past

Red thick lines indicate the two main roads (not paved) in the village; on the right side of the map, the abundance of tree shows the presence of a rich forest in the area. Few houses were present in the village along with two schools and a military base (both represented as big houses with a Lao flag). At the right side of the map, small crops indicate the presence of agricultural activities and small cultivated areas (the rectangular grid).

2003: as part of government sponsored internal resettlement, 70 households - about 400 people - from Alak ethnic group are resettled from uplands to lowlands areas in Attapeu. Families are given 20X40 m² land and some equipment, along with water buffalos, are provided by local government.

2004/2005: government provides 1ha of land to each family to start growing paddy rice. IFAD starts its operations in the area; interventions focus mainly on infrastructure improvement (road construction, water system).

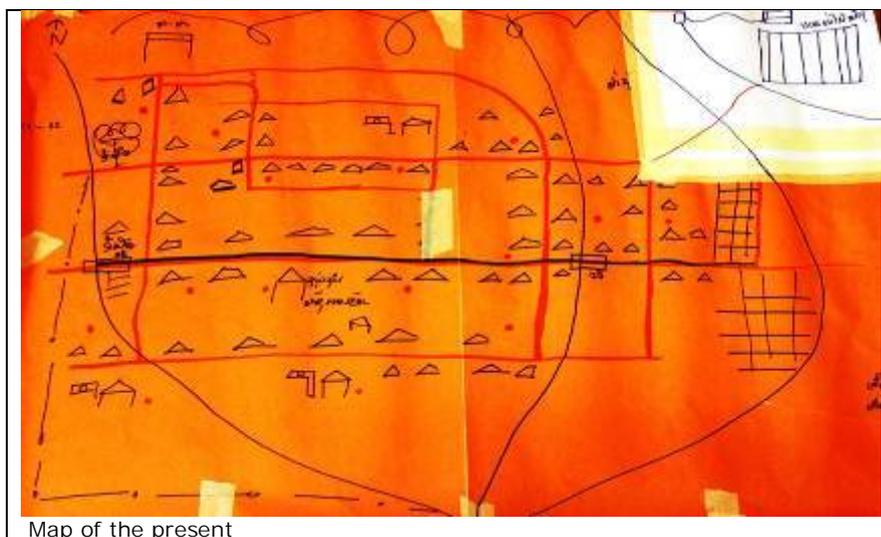
2007/2008: improvement of the water system in the area. A community house is built in the centre of the village. Improvement of village infrastructures.

2009: cooperation between IFAD and the World Food Programme (WFP) for the enhancement of the agricultural situation in the community. The original plan was the creation of bush gardens which are successively replaced by corn plantation. In September 2009, typhoon Ketsana entered in southern part of Laos causing extensive damages to people's propriety, social and physical infrastructure and to the area's productive capacity. Attapeu and Xekong were the two most affected provinces. Sanxay district has been one of the most damaged zones.

2010: the District Agriculture and Forestry Offices (DAFO) of Sanxay district promotes 2 days orientation on organic agricultural techniques to farmers. The participation to the meeting is on voluntary base; 20 people from Darkhied village, 12 of whom female, took part at the training. Among them there is Mr Phimsa, the village leader. The training is given by the technical staff from DAFO together with staff from SWIFT Co. LdT, a private enterprise based in Thailand leader in the production and processing of organic vegetable. Farmers are given the choice to learn on different kind of fruit and vegetable; Mr Phimsa and the group from Darkhied decided to focus on organic asparagus. This choice relates with the particular characteristics of the vegetable: asparagus, in fact, produce 8 months in one year and their plantation can last 4 years. An optimal production counts with 100 Kg of asparagus harvested per day. Local weather and soil are also suitable for this production. The activity is framed into a public-private-partnership aimed at rural development initiative supported by DAFO, IFAD, GTZ and SWIFT.

2011: in the frame of the above mentioned cooperation, SWIFT Co. LdT invites 14 farmers to attend a 6 days training in organic asparagus production in Petchaboon, Thailand. Four people, among which Mr Phimsa, travel from Darkhied to Thailand. Other farmers from Phou Vong and Xaysetha districts also attend the training. During the training farmers learn specific techniques in organic agriculture, including how to prepare soil, how to make organic compost and grow vegetables, how protect the plantation from insects without using pesticides and how to proper harvest. Once they came back to Laos, Mr Phimsa and the other 3 community members shared what they have learnt in asparagus production with the other villagers that have took part at the first orientation meeting in 2010. In April, the 20 families started planting organic asparagus and in July of the same year they first sell their products to the local market. The first selling is at 7.000 kips per kilo (almost 1 USD); as the quality improves, they are able to get 13.000 (USD 1.6)⁴ kips from the second one. They set up an informal group; however, the production is still sold individually by each family.

2012: the Group sells for the first time to SWIFT. Asparagus are bought at 15.000 kips per kilo. The main road of the village is paved.

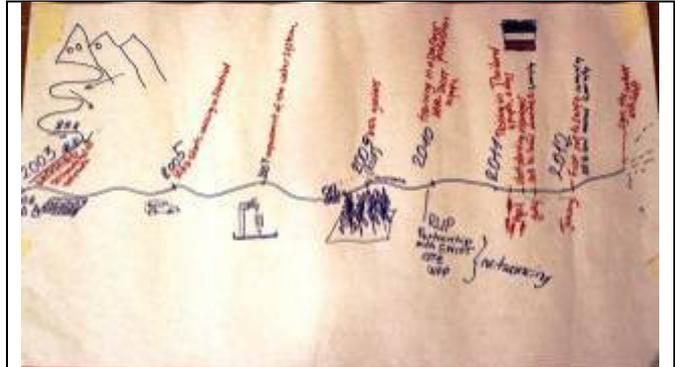


⁴ The rate has been calculated on the base of the currency of May 2012.

In the course of the last years, the population of the village of Darkhied has grown, as it can be appreciated by the number of houses depicted on the map that represents the present situation of the community.

There are today 222 households and more than one thousand people living in Darkhied. A new school has been built and infrastructure has improved. The forest area has now been replaced by the fields, where asparagus and other crops are cultivated (right corner at the top of the map).

Asparagus production takes 3.3 ha on an overall surface of 5ha cultivated by the 21 families. A bridge is also being constructed in order to facilitate transportation during the raining season.

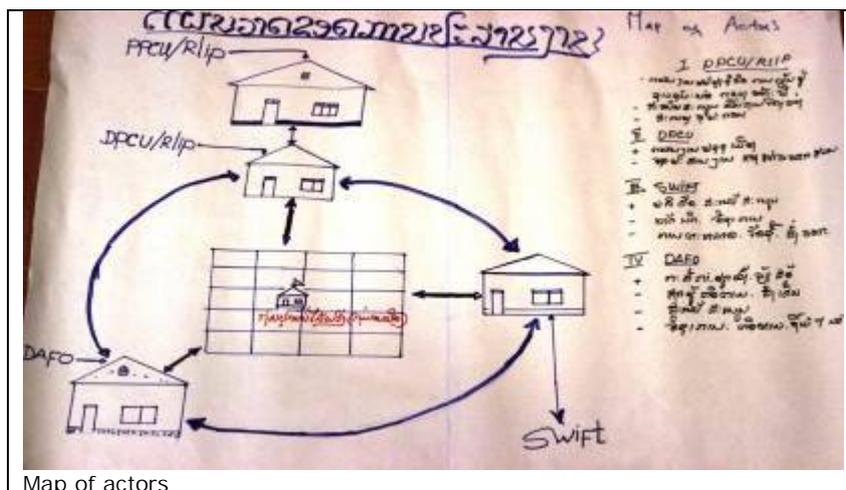


Time line: the development of the experience over time

2.4 Main actors involved

The development of this innovative experience in organic agriculture would not have been possible without the collaboration among some key actors. At governmental level, the Provincial Agriculture and Forestry Office (PAFO) of Attapeu, that has overall responsibility for all agricultural and forestry development in the province, and the District Agriculture and Forestry Offices (DAFO) of Sanxay, the PAFO's coordinating office at district level, have been fundamental in order to promote the establishment of public and private partnership. DAFO is also responsible for land allocation, thus its presence is crucial when addressing land and agricultural-related initiatives.

RLIP has been active in the region since 2005. The beginning of the collaboration between RLIP and SWIFT Co. LdT dates back to 2010 when Mr Soulichanh Phonekeo, RLIP Director, met with Mr. Noo, SWIFT representative, in a meeting jointly organized by IFAD and FAO in Bangkok, Thailand. In this occasion, Mr Soulichanh Phonekeo invites SWIFT to provide an orientation on organic agriculture to farmers in Attapeu. The training is organised under the supervision of DAFO, which together with SWIFT staff provides technical training to farmers. It is in the frame of the PPP established between local government, RLIP and SWIFT that the production of organic asparagus in Darkhied starts.



Map of actors

The map of actors, drawn by Group's members during the training, shows the relationships between different key actors in the development of the experience. It is possible to note that, while the producers' Group maintains direct relations with DAFO, RLIP and SWIFT Co. LdT, i.e. local government, cooperation agencies and the private sector, the relation with the external

market is not direct but still mediated by SWIFT (see the arrow pointing down at the bottom of the map). Indeed, SWIFT has the monopole for the selling of organic asparagus to foreign countries (such as Thailand or Europe), while farmers can sell to local markets only those asparagus that don't meet the quality standards required by SWIFT.

2.5 Organic Market

With its headquarter based in Kamphangsae, Thailand, and branches in Chiang Mai and Petchaboon, SWIFT Co. Ltd is one of Southeast Asia's leading fresh produce exporters within the niche market of organic, chemical free, vegetable and fruits. SWIFT principal export destinations include the United Kingdom, countries in the Middle East, as well as Japan and Australia. As part of its commitment to communities, SWIFT offers free technical assistance to growers in converting their traditional farming into organic farming practices.

SWIFT classifies asparagus into 3 quality categories: grade A, grade B and grade C. SWIFT only purchases grade A and B asparagus from farmers, for 16.000 (USD 2) and 15.000 kips (USD 1.88) respectively. Grade C asparagus can be sold by farmers to the local market. In this case, the price is between 10.000 (USD 1.25) and 12.000 kips (USD 1.5) per kilo. In Attapeu, farmers are still not able to sell grade A and B asparagus to SWIFT continually; the most of the production is sold locally as the quality doesn't meet the standards required. However, further technical support by SWIFT and the improvement of the water system should allow producers to access to the external market in the future.

SWIFT also provides farmers with those components necessary to create the organic compost that are not available in nature (e.g. sugar, dried fish oil, soy beans) in order to limit their expenses.

Moreover, in order to facilitate the export of fresh vegetable, asparagus as well as other crops, SWIFT is planning to open a packaging factory in Attapeu which would also provide a new source of employment for local people.



Mr Phimpsa, former head of Darkhied village (left) with Mr Noo from SWIFT Co.LdT (right)



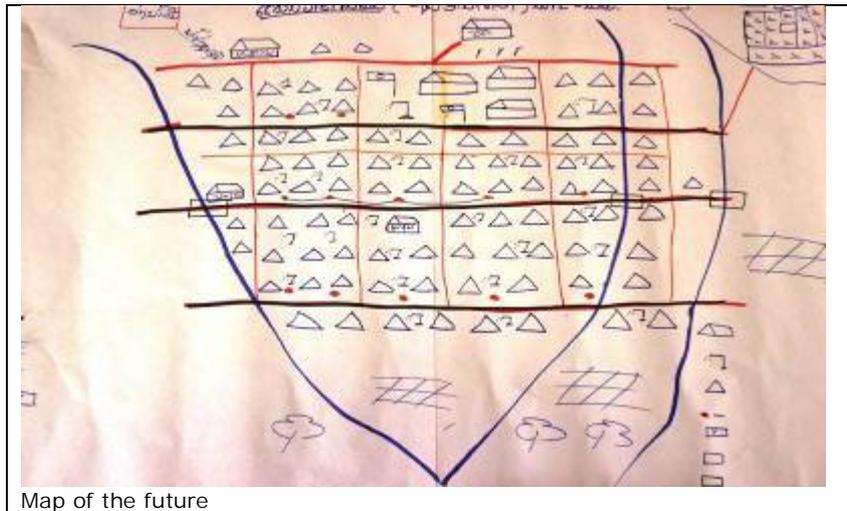
Lack of water is still an issue



Organic asparagus

2.6 Future Plans

The producers have clear aspirations for their future. They would like to improve their asparagus production, introducing also other crops in their plantation, so to be able to maintain a more stable relation with external market. In order to do that, water supplies should be enhanced: families would like to buy a water tank to store water during the dried season. In their vision for the future, farmers see the village with more houses and an improved community house that could be also used as office to sell their asparagus. They also would like to strengthen the group, involving more families and structuring it as an association. Women stressed the wish to have a Buddhist temple in the village and to replace the 3 small existing schools with a bigger, central, one. They would like to raise small animals, such as chickens, and to improve their alimentation integrating the diet with other vegetables. The vision of the community in the future is represented in the following map.



Map of the future



Community members drawing their maps

3. ANALYSIS OF THE ORGANIC ASPARAGUS PRODUCERS GROUP' EXPERIENCE: GOOD PRACTICES, LESSONS LEARNED, CHALLENGES AND OPPORTUNITIES

The organic asparagus production in Darkhied is certainly an innovative experience in the province and it is showing good results, even if community is still facing some constraints. Despite the improvements made, in fact, poverty rate in Darkhied is still high; the lack of an efficient water system and the occurrence of droughts obstacle agricultural productivity in the area. Many farmers still struggle to produce the right amount of rice to feed their families through the whole year; in some cases, rice production is sufficient only during four or six months. In this context, the growing of alternative vegetables can represent an exit strategy to sustain the livelihood of poor families in the area.

Indeed, the good collaboration between the public and the private sector has been fundamental to the development of this experience. The long term vision and commitment of the actors involved to work together with and for the benefit of poor rural families has been key to the success of the experience. However, as it has emerged during the systematization process, there is another key ingredient that made the success of this experience possible: the motivation and the engagement of Darkhied's people or, as farmer said "the men energy"! The agricultural experience in Phou Vong and Xaysetha districts, in fact, did not give the same results, even though farmers attended the same training than families in Darkhied.

Many factors can influence the success of a farmers' group; among them, internal factors such as the social characteristics of the villages prior to group establishment, the presence of a strong and respected leadership or the existence of networks at cluster level that can be used to activate and maintain new initiatives (such as the formation of producers' groups). External factors, such as climatic and geographical conditions, soil fertility and water supplies, but also the presence of roads and other infrastructures that can facilitate exchanges between villages and the access to markets for small producers, are also key elements that can affect the development of farmers' activities.

Indeed, the motivation of the people to commit and to cooperate, sharing risks and benefits, is also another important factor that can determine the success or the failure of a group. In this sense, when people are self-motivated in getting together, with clear goals and objectives to achieve, groups are more likely to succeed; a strong and committed leader, as Mr Phimsa in this case, can also facilitate the development of new activities. On the contrary, when the creation of a group is imposed by outsiders or it is encouraged to achieve objectives determined by outsiders, people's motivation can be low and groups are more likely to fail. This can occur more often when people are brought together to start new initiatives in fields where they have no experience, as in the case of the production of asparagus. In this context, the motivation and engagement of the people is key to the success of a new initiative.

Other characteristics for the success of farmers' groups can be highlighted, such as the cohesiveness of the group, the transparency in the decision-making processes, the ability to solve internal problems and to overcome obstacles and the presence of a strong social capital within the group, which allows the sharing of responsibilities and the distribution of power among members. This last element is particularly crucial, as often village headmen or other village's representatives can end up acting as group leader as well, preventing other potential leaders to emerge⁵. Find ways to ensure rotation of roles and responsibilities within the group is a strategy that could ensure the sustainability of the group over time. In this sense, the strengthening of capacity building among farmers is crucial for the long term sustainability of the experience.

Women play a key role in the production of the asparagus, being the main responsible for its cultivation and harvesting and for the selling of the products at the local market. Generally, they are also responsible to manage funds at household level. For this reasons, attention to

⁵ See also, Rita Gebert (2010), cit.

women' needs and the strengthening of their position at community and group level should be also encouraged.

In this framework, the institutional support provided by the Lao government and by the international organization working in cooperation with it, it is fundamental in order to ensure the sustainability of this experience over time. A long-term vision and commitment to cooperate from local government, development agencies and the private sector is key to maintain successful Public-Private-Partnership over time. At the same time, the support of international partner organizations is important to guarantee that innovative solutions are replicated in contexts that share similar needs. In this sense IFAD, through RLIP, has the added value to be in the position of promoting the spread and the scaling up of best practices in the frame of its area of intervention. Linked to this, is the possibility to give increasing visibility to those actors that have played, and continue playing, a key role in the development of the Organic Asparagus Producers Group, as the talented local practitioners that are at the core of this experience. Their knowledge and skills should be employed to promote the development of similar experiences in other contexts. Finally, exchanges among farmers' group should be also furthered to enable them to learn from other more advanced experiences in group consolidation and management.



ANNEX I
LIST OF PARTICIPANT

Name	Position	Organisation/ Village
Mr. Phayboun	Community Development Assistant	RLIP Attapeu
Mr. Phasit	M&E Officer	RLIP Attapeu
Mr. Leeken	M&E Technical Staff	RLIP Attapeu
Mr. Khampheng	Technical Staff, Food for Work Activities	RLIP Attapeu
Ms. Phensatith	Community Development Technical Staff	DPCU Xansai
Ms. Soukanha	Farmer	Ban Darkhied
Mr. Phimsa	Farmer	Ban Darkhied
Mr. Vonglakhone	Farmer	Ban Darkhied
Mr. Khamvang	Farmer	Ban Darkhied

ANNEX II
TRAINING AGENDA

	Time	Activities	Additional Information
Monday 19/03/2012	Morning	<ul style="list-style-type: none"> o Introduction to the training o Group exercise: present yourself by playing the "potlatch" o Discussion: identification of trainees' learning expectations for the training o Presentation: PROCASUR – who we are, what we do, which methodologies we use + watch the cartoon and video 	The first day of the training is aimed at providing trainees with the theoretical and methodological framework in which the systematization process is undertaken and to get them familiar with knowledge management tools that will be used to reach the objectives of the systematization process.
	Afternoon	<ul style="list-style-type: none"> o Presentation and discussion: the systematization process, main steps, concepts and tools o Group exercise: draw the map of the past and the present of the community 	Map drawing exercise allow participants to share their knowledge on the context in which the experience is carried out, while at the same time collecting information about the development of the experience over time.
Tuesday 20/03/2012	Morning	<ul style="list-style-type: none"> o Travel to RLIP office in Sanxay district o Community meeting at RLIP Sanxay office o Field visit to the asparagus plantations and community house in Darkhied village o Travel back to RLIP office 	<p>The first field visit allows trainees to understand and analyse the context, contact key stakeholders and collect relevant material on the experience.</p> <p>The meeting with community members was aimed to: (a) present the objectives of the systematization process to community's representatives; (b) reconstruct the experience together with local actors, using the methodology and the tools previously identified, and (c) agree with community members on further activities of the following days.</p> <p>After the meeting, trainees work at the analysis, compilation and presentation of the information gathered, using KM tools and identify missing information that could be collected on the next day.</p>
	Afternoon	<ul style="list-style-type: none"> o Group work: analysis of the information gathered, preparation of the information using knowledge management tools (time line, map of actors, etc). o Presentation of the groups' outcomes o Group work: identification of missing information and structuring of leading questions for semi-structured individual/ group interviews o Planning of the agenda for the day three. 	
	Morning	<ul style="list-style-type: none"> o Presentation: identify local talents o Recap of the previous day and briefing on the daily agenda o Semi-structured interviews: work in groups 	Semi-structured individual/ group interviews are aimed at reconstructing the experience through direct testimonies, collecting different perspectives and voices. Interviews have been organised as the following: (1)

Wednesday 21/03/2012			interview with Mr Bounnao, DAFO director; (2) interview with Mr Soulichanh Phonekeo, RLIP Director. The information collected by groups are shared during plenary sessions.
	Afternoon	<ul style="list-style-type: none"> o Group work: integration and preparation of the information gathered o Presentation of groups' outcomes 	
Thursday 22/03/2012	Morning/ Afternoon	<ul style="list-style-type: none"> o Presentation: review of the systematization process o Group work: analysis of the experience, integration of additional information and preparation for the presentation of the systematization outcomes to community members o Interview to Mr Noo, SWFIT representative 	The day four is aimed at preparing the presentation for community members, during which information collected will be validated. This day also offers the opportunity to collect extra information, if needed, and to revise the main steps, objectives and achievement of the systematization process undertaken so far.
Friday 23/03/2012	Moring	<ul style="list-style-type: none"> o Community meeting, RLIP office, Sanxay: Presentation of the work to community members and validation of the information o Structure of a field visit with local talents o Delivery of certificates to community members 	The objective of the second community meeting is to return the information to local people and validate the contents with them. At the same time, trainees works together with local talents in order to enable them to communicate their knowledge to others. A potential field visit is structured together with community members. Key people have been also selected to participate at the closing workshop of the 31 st in Pakse.
	Afternoon	<ul style="list-style-type: none"> o Writing workshop: preparation of the systematization work for the presentation of the 31st. o Presentation: review of the whole systematization process, main steps, objectives and tools used and analysis of the experience o Cloture: delivery of certificates to trainees 	Preparation of the outputs of the systematization process. Learn how to present the information in a systematization file form. A recap of the entire process undertaken is carried out.
Saturday 31/03/2012	Morning/ Afternoon	<ul style="list-style-type: none"> o Presentation of the systematization process at Hotel Pakse, SNRMPEP and RLIP projects 	Presentation of the outcomes of the training to SNRMPEP and RLIP staff, governmental authorities, representatives of the private sector.