Primer on NTFPs in Cambodia
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What are NTFPs?

According to Article 1 of Prakas no. 132 on Non-Timber Forest Products (March 2005), NTFPs or Non-timber forest products are “all forest resources that are not timber, including products from non-timber plants, wildlife, their processed products, and services from the forest.” Art. 2 of the same Prakas classified NTFPs as:

- Lower class wood, poles, and other non-timber used in traditional construction
- Bamboo, palm tree, rattan, liana
- Medicinal plant/wood
- Aromatic plant/wood
- Resin/gum
- Wax
- Material producing dye or chemical substance.
- Edible plants
- Ornamental plants
- Wood for carving
- Non-timber products for crafts
- Wildlife products
- Forest services

There are over 900 different products identified as NTFPs. A list of these products is in the Annex to Prakas No. 132.
Most of the communities in Cambodia use NTFPs as food sources (honey, mushrooms, nuts, wild fruit, edible leaves, wild potatoes, rattan and bamboo shoots), as medicines (honey and seeds) and as building materials (rattan and bamboo) or materials for creating other products (resin).  

Forest communities have traditionally used honey as medicine and also as food. Most villagers collected honey for family use, but as demand for honey has increased, which made the price of honey higher, villagers now collect honey for commercial purposes.

Resin has traditionally been used as raw material in making varnish, soap, leather, painting and sealing wax. It is also used in sealing boats, and as fuel for torches used for lighting houses. Liquid, yellow and solid resins are collected, with yellow and liquid resin having a higher price. Most communities have a traditional ownership system of resin trees which they recognize and respect.

People commonly use rattan to build houses and make household materials, like baskets and furniture. The rattan shoots can also be eaten. Indigenous communities use rattan to tie water buffalo during spirit offerings. Rattan is usually sold as raw material, though some communities have begun processing it and creating handicrafts and furniture for sale. Also, there has been increase in the sale of Daemonorops jenkinsiana fruits by the local community to traders, with prices significantly increasing in recent years.

What are key examples of NTFPs, and what are their traditional and commercial uses?
Like rattan, bamboo is used as material for making houses (including traditional wedding houses). Bamboo is also made into baskets and musical instruments, and the bamboo shoots are eaten. Bamboo is sold as raw material or as handicrafts and furniture created by communities. Bamboo charcoal is one of the clean products as it is made from the bamboo waste although it is not common produced.
What are the related laws and policies that govern the use, harvest and transport of NTFPs?

The Law on Forestry and the Law on Protected Areas controls the use, harvest, transport, and to some extent, the commercialization of NTFPs by local communities living near forests and protected areas.

What are customary rights to use and harvest NTFPs?

Chapter 9 of the Law on Forestry recognizes the customary user rights of local communities living near certain forested areas who rely on NTFPs for their subsistence. Article 40 says that communities living near Permanent Forest Reserves have traditional user rights, based on their customs, beliefs, culture and religion. These rights are to forest products and by-products, and local communities do not require a permit to avail of these rights. These rights include:

- Collecting dead wood, picking wild fruit, collecting honey from wild bees, taking resin, and collecting other forest by-products;
- Using timber to build houses, stables for animals, fences and to make agricultural instruments;
• Cutting grass and releasing livestock to graze within the forests;
• Using other forest products & by-products consistent with traditional family use;
• Bartering or selling forest by-products without permit, if those activities do not cause significant threat to the sustainability of the forest. Buyers or customers who collect these products from the local communities require a permit, and have to pay a royalty and premium.

Local communities cannot transfer any of their rights to anyone else. They also have to use their rights in a sustainable way so as not to destroy the forest or its resources, and to respect the rights of others and the law (Art. 56). They do not have to pay any royalties or premiums for the NTFPs they harvest (Art. 53). The Forestry Law also gives protection to these customary rights, saying in Article 15 that forest concessionaires have to ensure that their operations do not interfere with customary access and user rights of communities living in or adjacent to forest concessions. Art. 29 protects resin trees that local communities have been tapping for customary use, and any person convicted of cutting or harvesting these trees may face 1-5 years in prison, and/or a fine of up to 100,000,000 riel.

What are the rights of a forest community to use and harvest NTFPs?

According to Chapter 9 of the Law on Forestry, local communities who manage a community forest have the rights to:
• harvest forest products & by-products within the demarcated forest area stated in the Community Forest Agreement and consistent with the Community Forest Management Plan. They may not sell or transfer any rights to anyone else. They may barter, process, transport and sell NTFPs from the Community Forest;
• maintain, develop, use, sell and distribute products they have planted on areas over which they have been granted user rights.
Under the Sub-Decree on Community Forestry, persons who want to be part of a CF community have to be Khmer citizens actually living in the community, and must be at least 18 years old. A person may only belong to one CF community. They also have to conserve, protect and plant the forest to ensure the sustainability of forest resources and environment.

In addition to the above user rights, communities may harvest, process, transport and sell forest products and NTFPs 5 years after approval of the Community Forest Management Plan (unless the plan was made before the Sub-Decree was issued, then the five years is counted from the time the plan was first approved). The community must always follow the Community Forest Management Plan.
CF communities also have the right to undertake activities according to the CFMP and CFA without any permits. They can set royalties and premiums on NTFPs for other users, to support community development, equitable benefit sharing, and poverty alleviation. There is a question about how Article 55 of the Sub-Decree and how it conflicts with the Forestry Law. Article 53 of the Forestry Law says that CF communities do not have to pay any royalties or premiums, but Article 55 of the Sub-Decree requires payment of royalties and premiums.

In support of Art. 64 of the Forestry Law, the Sub-Decree on Community Forestry says in Art. 31 that the FA may use the national forest development budget to support the development process of community forestry. The Prakas on Guideline on Community Forest (No. 219, Ministry of Agriculture Forestry and Fisheries, issued in 2006) states that communities may seek financial and technical support from the Forestry Administration, other relevant institutions and donors to implement their community forestry activities (Art. 8).
What are the rights of communities living near protected areas to use and harvest NTFPs?

Communities living near protected areas, which are under the responsibility of the Ministry of Environment (MOE), have the right to traditional uses of natural resources, local customs, beliefs, and religions within a sustainable use zone defined by the MoE. They have the right to establish their own regulations for the community protected area. These regulations need to be recognized by local authorities and the Department of Nature Conservation and Protection/Community Protected Area Development Office of the Ministry of Environment.

What permits are needed for the use, harvest and transport of NTFPs?

Chapter 7 of the Forestry Law states that the Forestry Administration is responsible for issuing all permits for use, harvest and transport of NTFPs, such as:

- Permit to set annual harvesting quotas for forest products & by-products;
- Permit to harvest of forest products & by-products;
- Permit for transport quotas of forest products & by-products;
- Permit to transport of forest products & by-products;
- Permit for use of forests;
- Prakas to establish a forestry industry, sawmill, or forest products & by-products processing facility;
- Permit to establish a stock place to sell, distribute forest products & by-products;
- Permit to establish all types of kilns that use forest products & by-products as raw material;
- Export quota for forest products & by-products; and
- Export and Import Permits for forest products & by-products.

All persons who have been granted rights to use and harvest NTFPs need permits. Communities which do not harvest more than allowed under customary rights, or which harvest just for subsistence and not as a business, do not need permits. These amounts should be in the community management forestry plan, which is created by the community with assistance from the FA, However, if a community goes over its community management forestry plan, it will need a permit.
Permits need to have the following information:

- Name of the permit holder
- Duration of the permit
- Specific location and boundaries of the NTFP harvest area
- Amount of NTFPs allowed for harvest as determined by the FA
- Origin and destination of NTFPs being transported

The Chief of the Division of the FA can issue permits on:

- harvesting forest products & by-products in a community forest at an amount above the customary user right; and
- transporting forest products & by-products originating from the area under his/her Division jurisdiction.

The Chief of the Cantonment can issue permits:

- setting harvest quota of forest products & by-products for local communities;
- establishing stock place to store, sell or distribute forest products & byproducts and for small scale of forest products & by-products' processing facilities;
- establishing kilns of all types that use forest products & by-products as raw material;
- setting transport quota of forest products & by-products originating from a community forest.

The head of the FA can issue permits on:

- harvesting forest products & by-products from concessions and production forest not under concession;
- transport quota for forest products & by-products from concession and production forest not under a concession;
- transporting forest products & by-products intended for export-import;
- entering coupe prior to issuance of annual harvest permit; and
- the export-import license for forest products & by-products.

The Minister of Agriculture, Forestry and Fisheries can approve:

- Permits to set harvest quota for a concession and a production forest not under concession;
- Import-Export quota for forest products & by-products, following the approval of the Royal Government of Cambodia;
- Permits for activities in the permanent forest reserve; and
- Prakas to establish a medium and large-scale of forest industry, sawmills, and forest products & by-products processing facilities.
What are the laws and policies to the COMMERCIALIZATION OF NTFPS?

The Royal Government of Cambodia (RGC) has begun to recognize the value of small and medium enterprises, like NTFP development run by communities. The RGC has developed policies on economic development that support the creation of small and medium enterprises. It has also developed policies to ensure the sustainable use of natural resources. These policies include: the National Strategic Development Plan, the Rectangular Strategy, the National Forestry Programme and the Green Growth Strategy.

Other government programs that support NTFP development include the Natural Resource Management Livelihood Program (NRMLP), Ministry of Commerce (MoC)’s “One Village One Product Program” (which is also part of the National Strategic Development Plan and Rectangular Strategy), and Trade SWAp (Sector Wide Approach). The Ministry of Commerce may also provide support through the Cambodian Trade Integration Strategy on developing export opportunities in rural areas and the Trade Related Technical Assistance in expanding and diversifying Cambodia’s export base in a manner that supports pro-poor development objectives of the country. So far, bamboo (as sustainable construction materials) has been included in the Ministry of Commerce’s “Basket of Exports”, and honey has been included as a potential product by the Trade and Promotions office.⁶

A draft Environmental Impact Assessment Law could also affect NTFP enterprises. The draft law says that all private development projects need to conduct an environmental impact assessment (EIA) before starting operations. It is likely the law will apply to big companies and investments rather than community based NTFP enterprises, since one of the articles talks about how investments in areas where indigenous communities live need to avoid negative impact on these communities’ tradition, livelihood and culture. However, the draft law says that the specific types of private development projects that will require EIAs will be named in a sub-decree, and until the law and sub-decree are finalized, their full effect on NTFP enterprises cannot be confirmed.

The RGC included in its rectangular strategy a policy of improving efficiency in public administration, and making it more accessible to the public. In early 2013, the Ministry of Economy and Finance, together with other Ministries, issued Joint Circulars on Public Service Delivery. These joint circulars contain the types of services performed by each Ministry, and the costs of such services. The Ministry of Agriculture, Forestry and Fisheries is one of 17 Ministries which issued the joint circular, and its circular would contain the fees required for issuing licenses and permits for the transport and commercialization of NTFPs. The National Anti-Corruption Council has been tasked with monitoring implementation of public service delivery; any citizen can file a complaint with the NACC about problems in the delivery of public services.⁷
A Ministry of Industry and Handicrafts was created in 2013 to oversee small and medium enterprises. In March 2014, the Prime Minister said that this Ministry would be solely responsible for the registration of small and medium enterprises. Article 23 of the Law on the Administration of Factories and Handicrafts, passed in 2006, covers the creation of handicrafts such as furniture and musical instruments which communities make from rattan and bamboo. The law says that a person who starts a business making handicraft needs to inform the local authorities and register his/her business at the provincial or municipal Department of Industry and Handicrafts where his/her business is located. This has to be done within 7 days after the business was established. Failure to register a business, or obtain permission from the Ministry is punishable by a fine which can be between 500,000 to 5,000,000 riels (Art. 43).

NTFP enterprises may also register as a company. The requirements are:

1. Deposit of legally required capital (4 million Khmer riel) in a bank, with proof of deposit;
2. Initial check for uniqueness of company name with Intellectual Property Department of the Ministry of Commerce;
3. Approval of company name by Business Registration Office of the Ministry of Commerce;
4. Publication of abstract of company organization documents (by-laws, memorandum, articles of association) in a gazette. Applicants need to get written approval of publication from the gazette;

5. Incorporation of the company with the Business Registration Office of the Ministry of Commerce by the filing of the following documents:
   5.1. Articles of Association (3 copies plus original)
   5.2. Memorandum (3 copies plus original)
   5.3. Filled in registration forms (model) (3 copies)
   5.4. Copies of ID cards/Passports of each company member (3 copies);
   5.5. 4x6 cm photo of each company member (3 copies)
   5.6. Reference letter from bank confirming deposit of minimum capital (original);
   5.7. Articles of incorporation (3 copies);
   5.8. Application for newspaper announcement (3 copies); and
   5.9. Declaration of non-guilt of Directors (3 copies).

6. Making the company seal (issued by the Ministry of Commerce);

7. Registration documents stamped and approved by the Phnom Penh tax department (district office);

8. Register company for patent at the district tax office;

9. Register company for Value Added Tax at the General Tax Department;

10. Tell Ministry of Labor about the start of operations and the hiring of employees; and

11. Receive an inspection from a labor inspector.
What are the laws and policies related to the import and export of NTFPs?

Sub-Decree No. 131 on Forest and Non Timber Forest Products Allowed for Export and Import was issued by the Ministry of Agriculture, Forestry and Fisheries in November 2006. This Sub-Decree lists 23 kinds of NTFPs that are allowed for export (e.g. furniture, wood-carving products, household items and the like), as well as those which are prohibited. The Sub-Decree notes that taxes need to be paid for the export and import according to existing tax laws. Sub-Decree 208 dated 8 Sept 2011 lists commercial NTFP products for import and export such as rattan, bamboo and other produced on a commercial scale.

To be able to export or import NTFPs, one must first submit an Application Form (AF) to the Forestry Administration (Ministry of Agriculture Forestry and Fisheries), together with other documents such as packing lists, invoices, buying-selling contracts, the legal identity of client, power of attorney, and the like. The Forestry Administration considers the Application and submits its recommendation to the Ministry of Agriculture, Forestry and Fisheries for its decision. MAFF may make a decision, or further consult the Council of Ministers. Once the Application is approved, the Council of Ministers or MAFF will decide on a quota for export/import, which is valid for one year. After the quota is received, the person who wants to export/import needs to apply for a license to export/import, which will be issued by the Ministry of Commerce, with a visa by the head of the Forestry Administration. A transportation permit to and from ports must also be requested from the FA before the NTFPs can be moved.
What are the laws and policies related to the import and export of NTFPs?
How can an NTFP enterprise REGISTER A TRADEMARK?

A trademark is a word or symbol used to identify a product with one particular business. NTFP enterprises can register their trademarks with the Department of Intellectual Property (DIP) of the Ministry of Commerce. Applications and documents can be in either Khmer or English. The DIP has application forms that it gives for free; anyone who wishes to apply for a trademark must fill in and submit the form to the DIP, together with fifteen examples of the trademark. The applicant must also pay a fee, which depends on how many and the types of trademarks being registered. The process usually takes around six months. If the DIP approves the trademark, it issues a certificate of registration to the applicant and publishes the mark in the Official Gazette of the Ministry of Commerce.
Many communities in the provinces have begun to develop small and medium sized enterprises based on NTFPs. They have been able to find support from various NGOs which help them in applying to become a CF Community, forming cooperatives and collectives, learning sustainable harvesting of NTFPs, growing some NTFPs (e.g. bamboo and rattan), learning new designs, processing, and treatment for NTFPs, and developing management and marketing plans for their enterprises. These communities and cooperatives are becoming more independent, but could still use some support from Government and NGOs in improving and upgrading their businesses. The policies and laws on small and medium enterprises, and the RGC’s focus on improving the economy in a sustainable manner greatly benefit the development of NTFPs, though there are still some gaps that need to be addressed.\textsuperscript{11}

NTFPs are poised to become part of an emerging green market that requires natural and sustainably sourced raw materials. Decreasing supply of resin and rattan outside of Cambodia has provided an opening in the market, where demand has remained constant. Indonesia banned export of raw rattan in January 2012, driving importers to look for new sources. A conference held in Cambodia on bamboo showed an interest in the resource. Finally, existing trade in medicinal and aromatic plants and forest food such as mushrooms and bamboo shoots can be explored more and expanded through product processing and pro-active marketing and promotions.\textsuperscript{12}
How can NTFP enterprise register as either a business association or an agricultural cooperative?

NTFP enterprises can form small business associations, and register their constitutions with the Department of Domestic Trade (DTD) of the Ministry of Commerce. The DTD has a format for application and the required supporting documents, and will provide sample constitutions and application forms upon request. Business associations have to submit three copies of each required document to the DTD. The Ministry of Commerce will issue certificates to the business association once their constitution is successfully registered. Registered business associations will then have to submit an annual report. Registering as a business association has both advantages and disadvantages. The advantages are that registered associations are recognized by government as discussion partners, they have the right to take legal action, the right to open a bank account and carry out official transactions, and bid for tenders on behalf of members. They can also access certain donor or government funding. The disadvantages are the administrative costs, including time, additional taxes and fees, the problems of bureaucracy, harassment, interference and maybe even corruption.¹³

In May 2013 a Law on Agricultural Communities was passed which gives the requirements for organizing and registering agriculture cooperatives. The Ministry of Agriculture, Forestry and Fisheries is responsible for overseeing these cooperatives, through the Council for Agriculture Community Policy and the Department of Agricultural Community Development. MAFF is also supposed to establish an Agricultural Community Development Fund. Agricultural cooperatives should have at least 15 members, a Steering Committee, internal rules and by-laws, and can apply for registration at the Provincial Agricultural Departments. The Provincial Agricultural Departments are responsible for reviewing, and then approving or disapproving applications.¹⁴ Being part of an agricultural cooperative could improve farmers’ market position and increase access to financial and technical support from government. Under the law, the Government is supposed to find financial institutions that would offer credit to farmers through their cooperatives, and allow farmers to get loans without collateral, as the cooperative would serve as guarantor for these loans. It would also give farmers stronger bargaining power.¹⁵
How can NTFP enterprise register as either a business association or a agricultural cooperative?
Developing NTFPs supports the following points of the National Rectangular Strategy:

- Improving economic diversification of Cambodia by creating new enterprises based on different materials or on new uses of traditional materials;
- Benefiting rural communities which depend on the NTFPs, which will then decrease the gap between urban and rural development;
- Supporting the sustainability of forest resources and natural resource management as NTFP enterprises depend on these resources and will have to use them sustainably;
- Helping to drive economic growth in the region; and
- Creating more jobs for rural communities in harvesting, and processing, and creating small-scale industries.
The Rectangular Strategy will support NTFP enterprises through:

- Improving policies and laws that will set up better frameworks and administrative structures for doing business in Cambodia;
- Upgrading small and medium enterprises in Cambodia;
- Encouraging investments in rural areas, where most NTFP enterprises are based;
- Strengthening links between local enterprises and foreign investment; and
- Increasing access to finance for SMEs;
- Strengthening technical standards;
- Establishing business development counseling centers;
- Facilitating technology transfer;
- Promoting the “one village one product” movement.
- Improving the profitability of village college industry and moving toward green/clean production; and
- Increasing the exposure of Cambodia’s handicraft products to the international market.
How do NTFP development and the National Forestry Programme SUPPORT EACH OTHER?

NTFP development improves livelihoods, employment and the economy in rural areas as mentioned in the National Forestry Programme. Because NTFP development relies on having these resources, it supports ecologically, socially and economically viable conservation and management of forest resources, and is concerned with environmental protection, poverty reduction and socio-economic development, as stated in the National Forestry Programme.

The National Forestry Programme talks about reducing poverty, developing livelihoods and the economy in a sustainable manner that protects existing forest resources. The policy says that it is based on local people’s rights to access sustainable and legal forest resource utilization. The National Forestry Program supports the creation of viable small and medium scale rural enterprises, which are exactly what NTFP communities are creating. It also states that it will increase community forest management, which would support CBNEs and will create more engagement at the village level and encourage various actors to participate in the forest management program.
How do NTFP development and the National Green Growth SUPPORT EACH OTHER?

Like the National Forestry Programme, the Green Growth Strategy focuses on economic progress in an ecologically sustainable and socially-inclusive manner. NTFP development supports the Green Growth Strategy because it creates jobs and livelihoods for communities that have access to NTFPs. NTFP development involves the creation of small and medium enterprises as mentioned in the Strategy. Because their livelihoods depend on these NTFPs, it is in the interest of these communities to deal with natural resources in an environmentally sustainable manner, as required by the Strategy.

The Strategy aims to reduce poverty and improve livelihoods, while promoting resource efficient economic opportunities and the creation of green jobs. It has seven access points, which include: access to finance and investments, access to food security and access to sustainable land use. Its primary objective in trade development is to strengthen the competitiveness of national SMEs exporting environmental goods and service from Cambodia, and NTFP enterprises are these types of SMEs. The Green Growth Strategy will promote the “one village one product” program, and ensure the continuous improvement of local products such as NTFPs. It also says that it will promote linkages between SMEs and large enterprises to create access to larger markets and supply chains.
How do NTFP development and the National Green Growth support each other?
What are the relevant Policy 
ISSUES/GAPS?

NTFP enterprises have identified issues that they feel government still needs to address. Some have said that they need more access to markets, including more information about available markets. The Green Growth Roadmap notes that SMEs and community trading organizations in Cambodia have difficulty exporting to environmental markets because of “lack of knowledge about production and marketing, high transaction costs in marketing, costs of compliance with quality standards and ensuring participation of the country in standard setting procedures.”

A few NTFP enterprises believed local products needed to have more support as compared to imported products. NTFP enterprises also felt they lacked financial and technical support for training and development of new products and designs (in line with the government’s planned upgrading of SMEs).

Some enterprises noted problems with implementation of existing policy. For example, there was difficulty in obtaining permits and in paying fees according to Forestry Law and the Joint Public Service Delivery Sub-Decree. They added that policies on royalty fees, exporting process and tax payment needed to be amended and adopted to facilitate the transport and export of their products and remove the possibility of corruption. Taxation procedures and costs are the same for a community forestry that sustainably manages resources as they are for traders. The process of getting permission takes a long time and is quite complicated, especially for communities. These difficulties affect the competitiveness of the Cambodian NTFP sector and cause losses in business and trade opportunities.

NTFP enterprises are covered by policies on SMEs. A new draft policy containing the framework for promoting and regulating SMEs and setting up a clear tax structure was recently released at a policy consultation meeting held on 28 April 2015. Some participants in the meeting said that the policy needed to have a better definition of SMEs, others noted that aside from drafting policies, government should focus on their implementation. There was no definite date given as to when the policy would be finalized.
It has been noted that policy gaps need to be filled before integration into the ASEAN Economic Community (AEC) which is set to take place by the end of 2015 and which will mean that products from other countries in the ASEAN region will be entering Cambodia. Without policies to support SMEs, to increase their productivity, improve their access to finance and markets, and upgrade their technical skills, SMEs will likely suffer after integration.\(^\text{21}\)

In terms of financing, SMEs have noted the lack of an appropriate framework that needs improved access to information, legal protections for lenders and investors, and support to SMES so they can upgrade and be eligible for bank loans and investments by professional investors. There is still no reliable system for collateral, land and credit guarantees for providing security to creditors, which is why banks still require high collateral for loans.\(^\text{22}\)

Some SMEs have raised problems with high electricity costs and lack of human resources. They also noted the high number of controlling processes involved in exporting products, saying that products entering Cambodia do not face the same scrutiny.\(^\text{23}\) Corruption, ineffective taxation, lack of infrastructure (roads and ports) were also named as issues of concern.\(^\text{24}\)

Another issue is that inspection guidelines for SMEs which were supposed to have been issued in 2014 have not yet been issued due to lack of funds. These guidelines were supposed to clarify inspection procedures for SMEs, to make sure that SMEs are obeying the law, and prevent corruption on the part of inspectors.\(^\text{25}\)
What actions and steps are recommended to address the POLICY GAPS AND ISSUES?

NTFP enterprises should form a working group (either by sector such as rattan or honey, or join together to have a cross-sectoral group representing the different types of NTFP enterprises) that can effectively propose concrete actions about reforms to policies and laws, better implementation of laws, as well as lobby with Government about the reforms that are needed. As the participation of Government is vital for policy reform, representatives from Government agencies (such as Ministry of Agriculture, Forestry and Fisheries, Ministry of Environment, Ministry of Commerce, Ministry of Industry and Handicrafts, Ministry of Finance) should either be invited to join the Working Group, or if this is not possible, they should be invited to meet with the Working Group to discuss and jointly develop a policy road map.

In the meantime, the different NTFP sectors can continue to meet (again either by sector or together) with MAFF and FA to discuss issues they have in the harvest and transportation of NTFPs and lobby for the streamlining of the procedure of permission and approval, so that decisions are made directly by higher levels rather than provincial offices (e.g. FA central rather than the cantonment, or the Ministry of Environment rather than the Department of Environment.26

NTFP enterprises should work together with other SMEs (e.g. rice) to lobby for the relevant changes in policy and laws. All SMEs face similar issues, and because Government is interested in promoting and upgrading SMEs in Cambodia, together they will have a stronger voice to lobby for:

- better access to financing, such as existing micro-finance or social enterprise investors, and if they believe it is needed, request the creation of specialized SME banks, with loans/mortgages guarantees given by government; and
- the creation of an SME Development Fund, or to have a similar body created as exists in Malaysia (SME Business Development Services), which could provide training, counseling, advice, technology development and transfer, information (including market information), business linkages and financing.27
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