

A Rapid assessment of the involvement of the Self Help Group members (SHGs) in collection, processing, and marketing of Non-Timber Forest Produce(NTFPs) of the CGMFP Federation

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**Post Graduate Diploma in Rural Management
2012-2014**



**School of Rural Management
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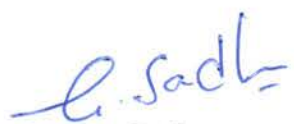
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TO WHOM SO EVER MAY CONCERN

This is to certify that **Ms. Deepal Solanki** student of Postgraduate Diploma in Rural Management (PGDRM) from the Institute of Health management Research, Jaipur has undergone internship training at **GIZ, DEUTSCHE GESELLSCHAFT FUR INTRNATIONAL ZUSAMMENARBEIT GmbH** from **25th MARCH 2014 to 21st MAY 2014.**

The candidate has successful carried out the study designated to her during in my internship training and her approach to the study has been sincere, scientific and analytical.

The internship is in fulfillment of course requirement.


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This is to certify that the dissertation titled **“A Rapid Assessment Of The Involvement Of Self Help Group Members (SHG) In Collection, Processing And Marketing Of Non Timber Forest Produces(NTFP) Of The CGMFP Federation ”** and submitted by **Ms. Deepal Solanki** Enrollment No. 49 under the supervision of **Dr. Tanjul Saxena** for award of Postgraduate Diploma in Rural Management (2012-2014) of the Institute carried out during the period from **25st March 2014 to 21st May 2014** embodies my original work and has not formed the basis for the award of any degree, diploma associate ship, fellowship, titles in this or any other Institute or other similar institution of higher learning.


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Acknowledgement

I would like to acknowledge the assistance and encouragement of individuals who directly or indirectly gave me assistance and motivation in the completion of my dissertation.

My prime gratitude goes to **Dr. Tapan Kumar Gope (Team Leader EU SPP GIZ)** for giving me the opportunity to study on **A Rapid assessment of the involvement of the Self Help Group members (SHGs) in collection, processing, and marketing of Non-Timber Forest Produce (NTFPs) of the CGMFEP Federation** in the districts of Chhattisgarh.

I would also express my deep sense of gratitude to my coordinator **Dr. Tapan Kumar Gope (Team Leader EU SPP GIZ)**, for their able guidance and continuous supervision throughout the study. I also want to thank entire staff of **GIZ**.

I would like to thank **Mr. A.K Singh (MD, CGMFEP Fed Ltd.) and Ms. Sanjeeta Gupta (GM-2)** and other staff members for providing their valuable guidance during my field visits in districts of Chhattisgarh. I would also like to thank the people of all villages, especially the collectors and residents of all the villages I visited.

I would thank **Dr. Gautam Sadhu (Dean, SRM, and IIHMR)** for his support and guidance in my dissertation. I would also thank my guide **Dr. Tanjul Saxena (Associate Professor SRM, IIHMR)** and Mentor Prof. **Susmit Jain (Assistant Professor, SRM, IIHMR)** for their guidance and motivation during the dissertation.

Last but not least, I would like to thank my parents, friends and all well-wishers for successful completion of my dissertation.

EXECUTIVE SUMMARY

The EU supported State Partnership Program with Chhattisgarh (SPP), which is a multi-sector policy support program, is aiming at poverty elevation in Chhattisgarh. The program intervention revolves around the three themes of, (i) strengthening devolution of function, functionaries and fund to the Panchayati Raj Institutions, (ii) strengthening pro-poor sector policy, planning and management, with a strong focus on governance and institutional capacity development in Health, Education and Livelihood sectors, (iii) providing support for improved coverage of quality services in the health, education and livelihood sectors.

Chhattisgarh State Minor Forest Produce (Trading & Development) Co-operative Federation Ltd., Raipur is the organization created with an objective to promote trade and development of minor forest produce in the interest of the Minor Forest Produce collectors, mostly tribal people. EU SPP provides support to the CGMFP Co-operation Federation Ltd with the following objectives:

Poverty of tribal communities reduced through (1) enhanced capacities of beneficiary groups at all levels, through selected forest based livelihood interventions that protect the environment and (2) development of state wide strategies for environment-friendly economic opportunities for the poorest.

An assessment study of the impact and sustainability of the EC SPP Livelihood component by the CGMFP Co-operation Federation Ltd on the tribal population of Chhattisgarh including future prospects and perspectives was conducted by the EU SPP TA team in 2013. An action plan on the basis of the recommendations of the study to strengthen the different forest based livelihood interventions is prepared. Federation has formed a Mission Action Group for the implementation of the action plan. EU SPP TA Team Leader is an invitee member of the Mission Action Group. As a part of the different initiatives of the Mission Action Group a rapid assessment of the involvement of the Self Help Groups members (SHGs) in collection, processing and marketing of Non-Timber Forest Produce of the CGMFP Co-operation Federation Ltd is carried out with the coordination and guidance of the EU SPP TA Team Leader.

The objective of the study are to “Assess the degree of involvement of the members of the SHGs and reasons for the variation in the degree of involvement in collection, processing, and marketing of the Non-Timber Forest Products of the CGMFP Co-operation Federation Ltd” and “to prepare a strategic plan for the Self Help Group members and their future Self reliance including a capacity building plan for the Self Group Members”.

The study was conducted to know the issues related to the ownership and involvement of SHG members in the collection, processing and marketing of Honey

The study was conducted in 4 blocks of Chhattisgarh which are situated in the interior of the forest which comprises of hills where the maximum population is tribal. Methods adopted for the study were:

- i) In-depth interview in which primary data was collected by interviewing 55 collectors with the help of descriptive questionnaire. These collectors were involved in Honey collection.
- ii) FGDs were conducted with the SHG members in different areas to assess the present situation and future direction in related to degree of involvement and the income of the members involved in the process of collection, scale of production and marketing.
- iii) 6 key informants from the federation and gathered useful information.
- iv) Various published and unpublished reports of the CGMFP Federation were reviewed and secondary information related to different processes involved, problems were faced by the collector, SHG members are identified.
- v) In depth case studies were also the part of the study.

Honey, Chhattisgarh Herbals' "gold," is a product that is sourced from tribal primary collectors. Honey is most demanded forest product which is required throughout the year and the consumption of honey is also good for the health so need to increase the scale of production. The sale of honey on 2013-14 from Bilaspur was Rs.7,56,762 and Raipur was Rs.4,41,552.

The major findings of the study are:

1. The CGMFP Co-operation Federation Ltd has excellent intentions and step towards helping and improving the livelihood and providing the employment to the forest dwellers and mainstreaming them.
2. There is communication gap between the collectors and the processing unit regarding the amount of honey collected and processed.
3. Customers also had a problem related to freezing of honey which is due to the fermentation.
4. There are also the problems related to packaging and labelling.
5. 100 percent respondents don't have Life insurance.
6. Container used for storing honey is also not hygienic.
7. There are problems related to the delivery of the stock to the sanjeevani on time.
8. Low Professional competency is found among the honey collectors.
9. Lack of ownership of SHG members.

There are some suggestions for improvement of the processes may be stated as below:-

1. Professional competency of the Honey collector should be developed and enhanced.
2. Cultivation and domestication of valuable NTFP (Honey) should be encouraged on Private land establishing NTFP (Honey) Bee Keeping.
3. All the honey collectors should be covered under a life Insurance Scheme.
4. Record keeping of the SHGs member in the village should be strengthen.
5. Proper monitoring should be done regarding the work done by the collectors for maintaining the records and about Hygiene.
6. New members should be included who are capable to work with their interest and the people who are not active should be replaced.

In conclusion, study reveals that good initiative was taken by the CGMFP Federation for the honey collectors and help in improving the livelihood of the tribals. There are a lot of demands of Chhattisgarh honey but most of the times you will not get honey in Sanjeevanis. There are gaps in demand and supply. There is immediate need to increase the scale of production and by doing these the income of tribal will also be enhanced.

Chart Three: Honey Value Chain (Based on Kanan Pendari Processing Unit in

Bilaspur)¹

Processes				
	Field Level	Secondary	Processing	Marketing
Key Actors	Primary Collectors	Village or Cluster Level SHGs	Honey Processing Unit Staff	Marts / Sanjeevanis
Timing	1 main season: March – June, secondary: October	2 purchase seasons	Potential year round production	Year round sales
Benefits	Volume: 8082 kilo	Volume: 8082 kilo @Rs. 10/kg	Procurement 8082 kilos in FY 2012;	45- 60% of total sales;
	Rs 8,08,200	Rs 80,800	Managed by Federation through Honey Executive.	High dependence on honey.
	Avg 50 kilos / collector	Avg 500 kg/SHG		
	160 collectors Rs 5000 per	16 SHGs under 5 PCS.		

¹ Detailed Value Chain information available at Annex Four.

collector				
Issues	Destructive harvesting;	Role limited to purchase from groups (advances from PCS);	Capacity under-utilised.	Not fulfilling demand.
	Decreasing availability nearby villages;	Private traders also active.	Supply chain logistics recurring problem, esp. packaging;	Under-explored outside state markets.
	Some collectors want higher price & insurance.		Rarely, honey quality issues.	Repeated non availability of honey at Sanjeevanis.

There is still the non availability of honey in Sanjeevanis, considerably: Maximum 750 kilos for one group (93 kg/person) for one season versus Minimum 200 kilos (25kg/person) other season. But it appears reasonable to understand 50-60 kilos per individual collector, or an average income of Rs 6000-8000 per individual collector. The Bilaspur Processing Unit purchase around 8200 kg of raw honey in FY 2013.

Table: One NTFP; Average procurement and quantity collected (in Quintals)

	2011-12		2012-13		2013-14	
Commodity	Actual Average procurement price in RS per quintal	Qty collected in quintals	Actual Average procurement price in RS per quintal	Qty collected in quintals	Actual Average procurement price in RS per quintal	Qty collected in quintals
Honey	8000	97.87	10000	50	12000	90
Tamarind	2200-2400	4245.51	1500-1700	30365.41	1400-1500	2072.11
Gum Karaya	Grade-1 27000 Grade-2 20000	138.5	Grade -1 27000 Grade -2 20250	189.92	Grade-1 27000 Grade-2 20250	NA

Source: CGMFP Federation Survey Report 2007 market Information

Major Honey Collection area in Chhattisgarh State

Honey is the most important product and has a yearly contribution of 3,750 quintal. The annual Market price of honey in Chhattisgarh state is Rs. 160/- kg increasing at the rate and having annual turnover of 6 Crore. Honey is mostly collected from Bastar, South Bhanupratappur, Bijapur, Narayanpur, Kawardha, Khairagarh, Jashpur, Bilaspur, Katghora and Raigarh etc., from the Forest cover.

S.No	Name of District Union	Local Market	Yearly Collection quantity (in quintals)
1.	Dantewada	Naselnaar, Gidam	150
2.	Sukama	Sukma, Dornapal	150
3.	Bijapur	Mendad, Basaguda, Gangalur	150
4.	Jagdapur	Machkote, Jagdalpur	150
5.	North Kondagaon	Keshkal, Vishrampur, Farasgaon, Lanjoda	100
6.	South Kondagaon	Heerapur, Kondagaon	100
7.	Narayanpur	Narayanpur	150
8.	East Bhanupratappur	Amadob, Bhanupratappur	150
9.	West Bhanupratappur	Bhanupratappur	200
10.	Dhamtari	Nagri, Dhamtari	100
11.	East Raipur	Gariyabandh, Chura	150
12.	Uddanti	Mainpur	150
13.	Mahasamund	Pithora, Mahasamund	100
14.	Durg	Balod, Daundi, Gurur	100
15.	Rajnangaon	Rajnangaon, Dongargarh	100
16.	Khairagarh	Saalehwara, Chuikhadan	100
17.	Kawardha	Chilphi, Raingakhar, Khara	200
18.	Bilaspur	Lormi, Khuriya	200
19.	Marwahi	Marwahi	200
20.	Korba	Hardibajar, Korba	100
21.	Katghora	Katghora, Korvi	150
22.	Dharamjaigarh	Lailunga, Dharamjaigarh	100
23.	Raigarh	Gharghoda, Khamriya	100
24.	North Sarguja	Biharpur, Badarfnagar	100
25.	South Sarguja	Mainpur, Tauranga, Indagaon	100
26.	East Sarguja	Dhaourpur, Shankargarh	100
27.	Manendragarh	Manendragarh	100
28.	Jashpur	Ladon, Bagicha, Jashpurnagar	200
	Total		3750

Source:- CGMFP Federation Survey Report 2007 market Information

List of Abbreviations and Acronyms

CG	Chhattisgarh
CGMFPP	Chhattisgarh State Minor Forest Products Trade Federation
Crore	ten million
CSO	Civil Society Organisation
DFO	Divisional Forest Officer
DMD	Deputy Managing Director
EU-SPP	European Union State Partnership Programme
FD	Forest Department (referring to the Department in Chhattisgarh)
FDC	Forest Development Charges
FRA	Scheduled Tribes and Other Forest Dwellers Recognition of Forest Rights Act, 2006
FRC	Forest Rights Committee
FY	Financial Year (1 April until 31 March)
GMP	Good Manufacturing Practice
GoCG	Government of Chhattisgarh
GIZ-IS	Gesellschaft für Internationale Zusammenarbeit – International Services
HH	Household
HMU	Herbal Manufacturing Unit
IFS	Indian Forestry Service
JFMC	Joint Forest Management Committee
JRM	Joint Review Mission
Kg	kilogram
Lakh	100,000
LWE	Left Wing Extremism
MFP	Minor Forest Produce
MIS	Management Information System
MRP	Maximum Retail Price

MSP	Minimum Support Price
MoTA	Ministry of Tribal Affairs
MGNREGA	Mahatma Gandhi National Rural Employment Guarantee Act (and Scheme)
NMFP	Nationalised Minor Forest Produce
NNMFP	Non-Nationalised Minor Forest Produce
NWFP	Non-Wood Forest Product (also referred to as NTFP: Non-Timber Forest Product)
PCS	Primary Cooperative Society
PDS	Public Distribution System
PESA	Panchayats Extension to Scheduled Areas Act, 1996
PIA	Poverty Impact Assessment
PTG	Particularly Vulnerable Tribal Group
Quintal	100 kilograms
Re., Rs.	Indian Rupee, Indian Rupees
SHG	Self-Help Group
ST	Scheduled Tribe (also known as Adivasis)
TA	Technical Assistance
TDB	Tribal Development Block
TCS	Tax Collected at Source
UA	Urban Agglomeration
VAT	Value Added Tax
W/day	working day

CHAPTER-ONE

INTRODUCTION

BACKGROUND

With the increasing population growth, the forest resources throughout the developing countries in the tropics are under severe pressure. The situation in India is even more serious as with only 2 percent of the world's forests, the country has to serve about 15 percent of the world population⁴. Over 85 percent of the rural energy in India is met from biomass and about 50 percent of it is collected from forests. Apart from 200 million tons fuel wood and 45-60 million m³ timber, forests in India provide about 50-60 million tons of forage and a wide range of food, oilseeds, medicinal herbs and aromatics every year. Historically, forests have provided substantial support to the rural economy⁴.

In India, out of the total land area of 329 million ha, only 77 million ha is classified as forests. However, the actual green cover is confined to only 12 percent of the geographic area. Due to such reduction in the forest cover, there has been severe scarcity of fodder, fuel wood and water and destruction of flora and fauna. With drastic reduction in the income from minor forest produce, unemployed local people are indulging in illicit felling of trees to sustain their livelihood⁴.

Therefore, promotion of Non-Timber Forest Products (NTFP) species, through productivity improvement and value addition is necessary to reverse this trend and to sustain the livelihood of the rural families, who have been dependent on NTFP since ages⁴.

Chhattisgarh belongs to the "tribal belt" of central India and most of the villages located in and near forest are inhabited by tribal people (Adivasis) belonging to over 30 different groups ("scheduled tribes") such as Gond, Oraon, Korwa, Kamar, Baiga, Etcetera. Some five groups including the Kamar and Baiga are considered particularly vulnerable (previously known as "primitive") tribal groups (PTG). Chhattisgarh's Adivasi population is largely concentrated in the southern and northernmost districts, as is its forest cover (see Figures 1 and 2 below). Aside from the States in the northeast of India, there is no State that has a larger tribal population than Chhattisgarh in percentage terms. Over half of its 146 Blocks are Tribal Development Blocks (TDBs). The overall tribal population of the State is 31% according to the 2001 Census (over 7 million in 2011, final Census 2011 figures are not yet available). According to projections by the Ministry of Water Management Information System (MIS), tribal people comprise 38% of Chhattisgarh's rural population.

More than other peoples of Chhattisgarh, the Adivasis' livelihoods tend to be much more forest-dependent. Not only do they live in closer proximity to forest, they gather many different forest products for domestic use or for sale. They are more likely to keep herds of cattle and goats that free graze in the forested areas near their villages. They collect much firewood for domestic use. Some Adivasi groups have traditional knowledge of lac collection, now being promoted by government programmes in the State. Although Adivasis have a rich knowledge of the forest and its myriad products, over the years they have become

the most marginalised group in India both economically and socio-culturally: they represent more of the poor population than other socio-economic groups in the State.²

In more recent years, Adivasis have become at risk from being alienated from their traditional forest lands partly because of large companies interested in extracting the mineral resources located in such areas. The declaration of various forest areas as Parks and Nature or Tiger Reserves has also led to additional displacement of tribal people. Thus, they often have uncertain land rights despite landmark legislation, the Scheduled Tribes and Other Traditional Forest Dwellers (Recognition of Forest Rights) Act (2006, amended 2012). Community forest rights have been slow to be recognised and granted although the Forest Rights Act (FRA) provides for them. The tendency throughout India has been to grant individual land rights (*pattas*) under the Act. This has implications for the ownership and management of forest products, including valuable timber species such as teak and sal, but also including so-called “minor forest produce” (MFP) that are found in forest areas traditionally belonging to the communities living there. Given the importance and value of so-called MFP in Chhattisgarh it is anything but “minor

Over half of Chhattisgarh’s districts, primarily those which are remoter and “underserved,”³ have higher forest coverage and higher percentages of tribal.

1.2 Micro-Enterprises

There are approximately 72 micro-enterprises that have been sanctioned under the EU-SPP. A majority of the micro-enterprises included on the list, however, such as “lac cultivation” or “raw herb (or other) collection” are not enterprises as defined in the Micro- Small and Medium Enterprises Act of 2006. To be defined as such, an enterprise needs to be involved in the production or processing of a particular good or product. Thus, many of the micro-enterprises listed actually represent supplementary income generating activities conducted by primary collectors and/or farmers either individually or in groups. Such “enterprises” include all those that have to do with primary collection or cultivation (lac cultivation: 16, raw herb collection: 16, honey collection: 4, Chironji collection: 1, cashew harvesting and collection: 1—totally 38 or over half of the micro-enterprises on the list). The remaining 34 are processing units.

Totally there are around 32 sanctioned micro-enterprises or collection groups that have received funding under the EU-SPP and should be part of the Chhattisgarh Herbs value chains.

They are as follows:

- Raw Herbs (16)
- Honey (4)
- Aonla Processing (2)
- Oil Seed Processing (2)
- Herbal/Ayurvedic Medicine Processing (5)⁴
- Herbal Food Processing (1)
- Chironji Processing (Char) (2)

1.3 About NTFP

The NTFP based forest management provides a mechanism for creating incentives for the forest conservation itself: the argument here is that the rural community will be less inclined to destroy the resource base if they are able to derive more benefits from forest conservation³. Term Non Timber Forest Products (NTFPs) appear to have been coined, for the first time, by De beer and Macdermott (1989)³.

India possesses a rich boundary of NTFP's in its 64 M/ha of state- managed forests. Over 50 percent of forest revenues and 70 percent of forest export income come from NTFP's. In India, the major source of both self-employment and indirect employment in forestry is the collection, processing and scale of a wide range of NTFP's¹.

These include bamboo, cane, grasses, oilseeds, fibers, gums and resins, dyes, medicinal plants, spices, honey and wax, nuts, sandalwood, leaves and seeds for propagation¹.

Although the designation 'minor' may give the impression that this sub-sector is of low value, in 1986 NTFP accounted for almost 40 percent forest department revenues, 75 percent of net export earnings from forest sector revenues, and 75 percent of net export earnings from forest produce¹. Small scale forest based enterprise, many of them reliant on NTFP's, provide up to 50 percent of income for 20-30 percent of the rural labour in India. NTFP's accounts for more than 70 percent of total wage employment in the forestry sector¹.

About 70 percent of the NTFP collection in India takes place in the central 'tribal belt' of the country². NTFP products are crucial in meeting local communities' subsistence needs, providing a safety net in times of need and contributing to seasonal income¹.

NTFPs have constituted an important component of rural livelihoods in India, particularly in the tribal dominated forest regions. In addition, they have also formed an important source of forest revenue in the country and, therefore, remained under the control of the forest

⁴ Apparently, there are now six licensed processing units, with Narayanpur under process. Thus, the two units were able to access funds from elsewhere (MoTA). Of the five EU-SPP funded units, Jashpur and Donganala should have both received funds earlier from MoTA.

department. However, over the last few decades, NTFPs have attracted the interest of both the public and private sectors. The National Forest Policy of 1988 and subsequent government resolutions on joint forest management are paradigm shifts towards forest management in India, which reflect a shift in emphasis from 'Forests as source of State Revenue' to 'local needs' and 'environmental concerns'.

1.3.1 Types of NTFP

The NTFP of economic importance in India can be grouped into the following categories.

1. **NTFP for Food Security:** Honey, mushroom, edible fruits and nuts, foliage and rhizomes
2. **NTFP for Wood and Biomass:** Useful for fuel, furniture, thatching, forage and manure
3. **NTFP for Medicines and Plant Protection:** For human beings, animals and for control of pests and diseases in agricultural crops
4. **NTFP for Aromatics, Dyes and Oilseeds:** For medicinal and industrial uses

1.3.2 ABOUT HONEY:-

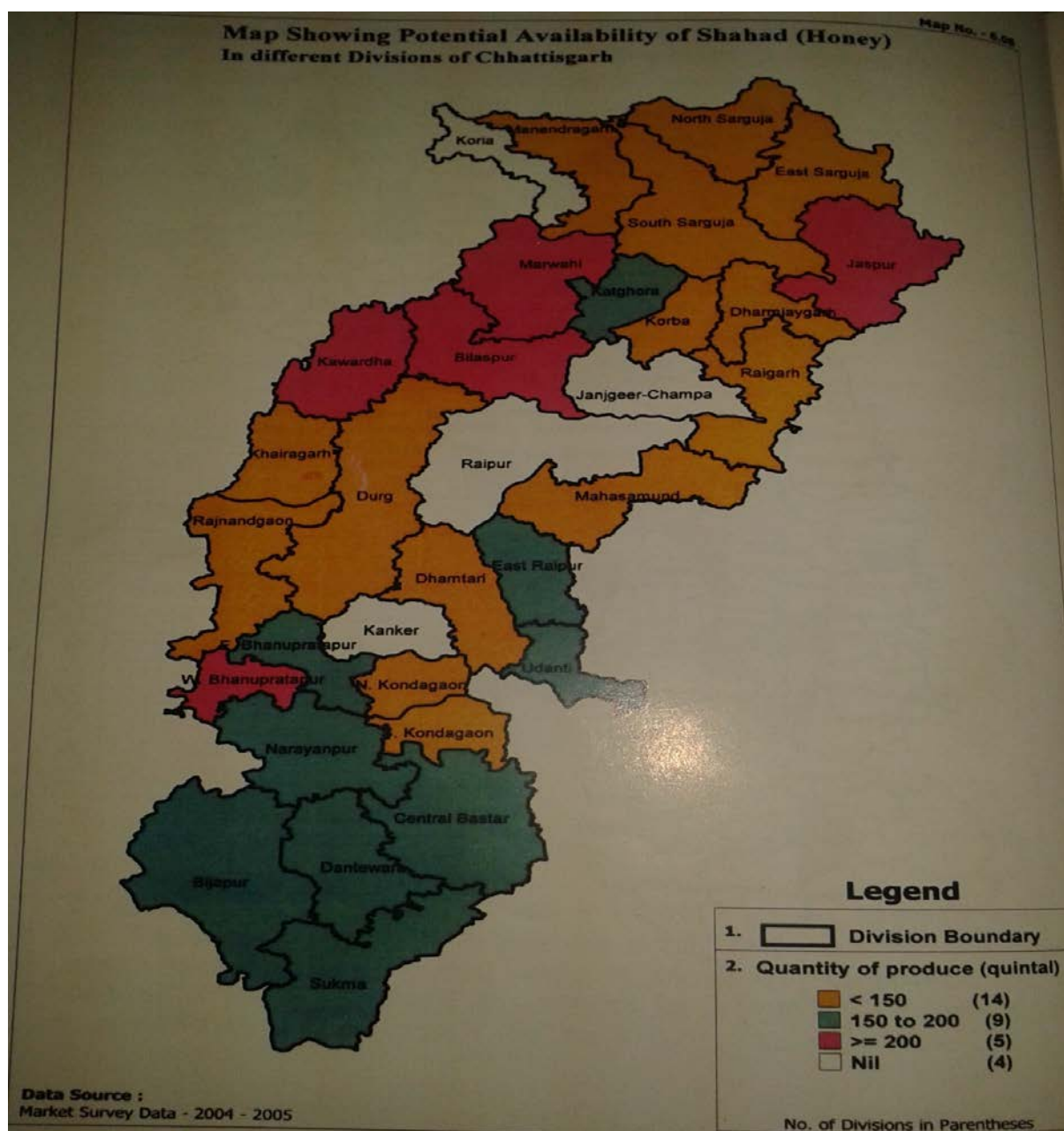


Figure 1. Map of Honey collection area in Chhattisgarh

Product Name - Honey

Regional Name - Shahed, Madhuras

Scientific Name - Honey (*Apis florica*)

Selling part - Honey and Wax

Characteristic - Liquid

Usage - Having a medicinal content in it therefore used in the making of Ayurvedic medicine. And are also used in making different kind of drinks.

Collection Location: - Dantewada, Sukama, Bijapur, Jagdalpur, North Kondagaon, West Bhanupratappur, south Bhanupratappur, West Uddanti, Dhamtari, Mahasamund, Rajnagaon, Bilaspur, Marwahi, Dharamjaigarh, South Sarguja, Manendragarh, Jashpur, Khairagarh, Kawardha, Katghora, Koriya forest department.

Harvesting Season - Two times in a year

- May – June (less moisture content)
- November – December (moisture content is more)

Method of Extraction – The Traditional method is that at night time the collectors fire the area under the tree with the waste and the whole hive of the bee are destructed in this type of process of collection, this method was not used for harvesting or extracting of honey. Rather Non- Destructive harvesting has been used so that there should be less harm to the hives. And a sting proof costume should be wear by the collectors and water is spray on the bee hive so that all the bees fly away and with the help of knife a part of the hive where the honey is collected is cut and the honey is taken out it doesn't destroy a whole bee hive and help the bee to make the new hive soon as possible and it prevents from bee biting and less number of bees will be die under this process and the productivity will increase by using this non-destructive harvesting method.

Market Quality –

- Thick Red Liquid
- Moisture content is 25%
- Pure without any impurities

Demand - Honey is highly demanded product in the market.

Table- Three: Specification of Honey

S.no.	Parameter	ISI Specification for std grade	PFA specification
1.	Colour/ Appearance	Light to dark brown, should be free from foreign matter such as mould dirt, scum pieces off bee wax, fragments of bees and other insects and other extraneous matter.	Light to dark brown, should be free from foreign matter such as mould dirt, scum pieces off bee wax, fragments of bees and other insects and other extraneous matter.
2.	Specific gravity at 27%	Min 1.37	NLt 1.35
3.	Moisture % mass	NMT 25	NMT 25
4.	Total reducing sugar Min	Min 65	Min 65
5.	Sucrose % mass	Max 5.0	Max 5.0
6.	Fructose glucose ratio min	1	NLt 0.95
7.	Ash % mass	NMT 0.5	NMT 0.5
8.	Acidity as formic acid	Max 0.2	Max 0.2
9.	Fiehe's Test	Negative	Negative
10	Hydroxyl methyl furfural HMF mg/kg	Max 80	Max 80
11.	Optical density at 660 nm %	Max 0.3	NA
12.	Microbial parameters		
13.	Yeast and mould	NMT 100 count/gm	

1.3.3 Critical Issues on Honey

There are several critical issues and/or bottlenecks on this rather short honey supply chain:

- The number of collectors involved in the Chhattisgarh Herbals value chain in a given year is rather small so far: in FY 2012 it would not have been more than 250 in total, while in the previous year it may have been 400. This appears rather limited given the importance of honey in keeping the brand viable, and given the estimated number of collectors in Chhattisgarh (upto 3000)⁵.
- Annual purchase fluctuations evident from the table above could cause the collectors to sell to private traders rather than to the local collection SHG if they cannot be sure the honey will be bought.
- Given the generally very high demand for wild honey, the collectors will always have other buyers for their honey to whom they may prefer to sell, especially if they can get a higher price. From a collector's viewpoint there's no reason to sell honey to an SHG unless he is also a member or gets some other benefit by doing so.
- Although sustainable harvesting techniques are getting taught to the collectors, there is too little follow-up. Overall, the big demand for honey is causing collectors to use unsustainable harvesting techniques in a wider radius than previously. This may drive the wild bees to the remotest sections of forests and cliffs where they won't be so easily disturbed. In the long run, this could drastically reduce the availability of collectible wild honey.
- A major issue—if the data provided for Table Eight above are accurate—is uneven purchasing, processing and bottling. Given the steady demand for honey, and given the known processing capacities of the Bilaspur Plant (300 kilos per day), it can be assumed that there have been supply chain logistics problems most probably related to packaging (food grade bottles and lids, proper labels, etcetera) that has blocked processing along the way.
- Major underutilization of facilities, certainly of Bilaspur, and why there have not been more efforts to establish links with a greater number of groups.

⁵ Personal communication from Federation.

1.3.4 Sustainability Issues

The Chhattisgarh Herbals brand appears to have a well-established presence in the State and the Team fully expects that it is sustainable. This means that at least some of its products, especially honey and a selected group of the ayurvedic/herbal medicinal preparations, plus some food items, are likely to continue to enjoy increasing market demand. This means that a number of the micro-enterprises established under the project have more potential to be sustainable; in the case of the HMUs, however, they will need much more support to manage GMP, Standard Operating Procedures and the business side of their operations if sustainability should be made a reality. They will also need to be brought into information networks so that they source all possible MFP from forest area villages and SHGs rather than from trading houses.

Generally speaking, however, the processing micro-enterprises are not sustainable in two ways: one is that the SHGs running them are mostly unable to do so independently. In most cases they cannot do much more than simple accounts for their operations, and see themselves as wage takers without a “stake” in the business. Although Chhuri is an exception in this, the combination of seasonal employment, and too little independence from the FDO’s office leaves the SHGs with little incentive to change the business model as required. Second, most of the micro-enterprises have been set up by the respective FDOs without reference to economic or social feasibility. Thus, none of them were “designed” with financial sustainability in mind (i.e., what happens when the subsidy runs out?). Indeed, it is obvious from our visits that quite a number of the micro-enterprises have been revived from previous efforts on the same spot (that did not function well originally). While subsidies may be seen as a “good” thing, the subsidies to establish or revive many of the micro-enterprises have also encouraged wasted investments and expenditures (too much money spent on the wrong things in the wrong place). The lack of sustainability observed in the micro-enterprises cannot, therefore, be blamed on village and small town women when they have only been brought in to operate enterprises that are/were unfeasible from the beginning.

On a specific note, the forthcoming cashew producing complex in Jagdalpur may also quickly run into sustainability issues. Although a number of people have mentioned that it is being set up according to the feasibility study and technical recommendations that BAIF had made in 2010, the Team finds that the Jagdalpur DFO is not following the recommendations. It seems there is switching around the number of initial processing plants with the number of final packaging plants that would completely change the business model.⁶ There have been

⁶ BAIF called for three cluster-level processing plants (50T capacity each) to capture the harvest from main cashew producing areas. From these three plants, the initially sorted and processed cashew should go to one final processing and packaging plant located at Jagdalpur (250T)—locations

no business calculations done for the model preferred by the DFO, and whether this set up has any feasibility is not known. This situation should be double-checked with some urgency.

Lac production has good chances of sustainability for many farmers. At the same time, however, the combination of weather-related yield failures and the inadequacy of good brood lac will cause more drop-outs along the way. Moreover, if the kusmi and rangini prices drop significantly at any point, this will also cause farmers to drop out. We would anticipate, however, that there will always be a “core group” of farmers who will maintain the activity as it is profitable for them and an important source of supplementary income.

recommended by BAIF (2010: 18): *Cluster level cashew processing units at Rajnagar village in Bakawand Range, Kirmiri village in Bastar Range and Madpal village in Machkot range, and a Central Cashew Processing Unit at Asna near Jagdalpur.* The DFO has decided to put a major initial processing plant at Bakawand and then wants to set up three further final packaging plants (not sure where). From a business logic perspective this is, of course, wrong and may result in the type of idle capital (losses) we have seen at other units.

State scenario

Chhattisgarh became the 26 State of India in the year 2000, covering an area of 1,35,000 sq. km. Chhattisgarh belongs to the “tribal belt” of central India, consists of 27 districts grouped into three agro-climatic zones, viz, the central plain, northern hills and Bastar plateau. The state is richly endowed with natural resources like minerals, forests and water bodies². The total population of the state is 20.83 million, of which 31.8 per cent belongs to the scheduled tribes and 11.6 per cent to the scheduled castes. A significantly large portion of the state population (79.93 per cent) resides in rural areas. The state sex ratio is 1000:989 overall, but 1000:1013 in the case of tribal community where women play an important role in household livelihood security through a collection of NTFPs². With 44 per cent forest cover, forest resources rank next to agriculture in importance as source of income and food supplement for the rural poor, particularly during the lean seasons².

In Chhattisgarh, where 11,185 villages out of a total of 19,720 villages are forest fringed, the importance of NTFPs in the livelihood security of the rural population has led the state government to declare seven NTFPs such as tendu leaves, saal seed, harra, gum (khair, dhawara, kullu & babool) as nationalized and establish the CGMFP Federation with an objective to promote trade and development of these minor forest produces (MFPs) in the interest of MFP collectors, mostly tribals. The remaining other MFPs were left free for trade because their distribution and production varied with respect to time and space².

The Chhattisgarh State Minor Forest Produce Co-operative Federation Limited (CGMFP Federation) has taken various initiatives for organizing production, collection, processing and marketing of non-nationalized NTFPs in order to provide additional employment opportunities and thereby livelihoods for nearly one Million poor forests produce gatherers².

CHAPTER-TWO

ORGANIZATION AND IT'S ROLE

2.1 CGMFP Federation²

CGMFP Federation came into being in October 2000 as an apex organization with a three-tier co-operative structure after the division of the erstwhile Madhya Pradesh state. The Federation comprises an Apex body at the state level, 32 District Unions (forest units) at the district level and 913 Primary Forest Produce Co-operative Societies at the village level. At present there are about 10,000 collection centres spread over the length and breadth of the state and approximately has covered around 9.78 lakh forest produce gatherers. The Federation collects and markets nationalized NTFPs like sal seeds, tendu leaves, harra and gum through this three tier co-operative structure. Major tasks being done by the Federation are:

- a) Collection and trade of nationalized NTFPs
- b) Collection and trade of non-nationalized minor forest products, including medicinal and aromatic plants with an assured market tie up
- c) Promotion of MFP-based processing units
- d) Conservation, development and sustainable utilization of MFPs
- e) Promotion of cultivation of MFP species, including medicinal, aromatic and dye plants.

2.1.1 Chhattisgarh Herbals

The Federation has made a concerted effort to establish the Chhattisgarh Herbals brand in the State. Chhattisgarh Herbals consists of several value chains of differing lengths and with different actors. Generally speaking, the value chain will start with the primary collector, goes to a collection SHG, to a processing SHG, a Mart and then one of a number of retail outlets, mainly Sanjeevanis, that are also operated by SHGs.⁷ Since Chhattisgarh Herbals includes many different NWFPs, it means that the primary collector has a variety of products (roots, rhizomes, leaves, bark, seeds and fruits) to collect from a wide array of plants and trees, as well as honey. The natural products collected and/or processed in these value chain should then be sold under the “Chhattisgarh Herbals” brand.

The different raw products have vastly differing prices depending on supply and demand and perceptions of value. With the exception of honey over the past few years, many other forest products have seasonal price fluctuations. The honey price has only shown an upward trend. Price fluctuations do affect the primary collectors’ enthusiasm and willingness to collect different NWFPs. Some of the products, such as Aonla, are available both in wild and

⁷ Some products are occasionally sold via other outlets such as fairs or melas, and via private agents.

domesticated forms, but promotional efforts with tribal farmers have not been done to any great extent so far.

2.1.2 Sanjeevanis

The Sanjeevanis are the retail outlets of the Federation but come under the administrative responsibility of the Forest Division in which they are located. As mentioned, 43 Sanjeevanis have been sanctioned and established (or upgraded) in Chhattisgarh to create a widespread retailing network. There are six at Forest Circle level (attached to the Marts), while the others are primarily at Forest Division level. In administrative terms, virtually all the Sanjeevanis are at District headquarters or Block level, the notable exceptions being Kanan Pindari (zoo near Bilaspur) and Kyonchi (important road junction for pilgrims/travellers to Amarkantak from Chhattisgarh). As will be discussed in detail under 4.1, the Sanjeevani sales figures vary enormously from outlet to outlet, and some of them have had to close by the time of this writing because of low sales. (See Table Five below). It is quite remarkable that the sales of the Raipur Mart Sanjeevani are higher than the total sales of any other individual Circle.

2.2 EU SPP and GIZ

The EC SPP (2006-2015) is a policy reform and budget support program providing 80 million Euro of financial assistance to the State of Chhattisgarh. About 65% of the total amount has already been released by EC. Four components are included in the programme.

GIZ Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH operates throughout Germany and in more than 130 countries worldwide. The Registered offices of GIZ are in Bonn and Eschborn. They have more than 16,000 staff across the globe, some 70 per cent of who are employed locally as national personnel.

GIZ operates in many fields: economic development and employment promotion; governance and democracy; security, reconstruction, peace building and civil conflict transformation; food security, health and basic education; and environmental protection, resource conservation and climate change mitigation.

Most of their work is commissioned by the German Federal Ministry for Economic Cooperation and Development. GIZ also operates on behalf of other German ministries – including the Federal Foreign Office, the Federal Ministry for the Environment, Nature Conservation and Nuclear Safety, the Federal Ministry of Defence, the Federal Ministry of Economics and Technology and the Federal Ministry of Education and Research – as well as German states and municipalities, and public and private sector clients in Germany and abroad. These include the governments of other countries, the European Commission, the

United Nations and the World Bank. They work closely with the private sector and promote synergies between the development and foreign trade sectors. Their considerable experience with networks in partner countries and in Germany is a key factor for successful international cooperation, not only in the business, research and cultural spheres, but also in civil society.

GIZ IS provides technical assistance for the EU SPP in Chhattisgarh is focused on capacity building provided by the Team Leader and five additional experts on decentralization, public finance, capacity building, health and education. These experts are appointed by the GIZ IS, which has been commissioned by the EC to manage the implementation of the project. The GIZ IS TA team supports their counterparts in coordinating and managing SPP. It also supports financial and planning reforms across the sector with emphasis on the Finance & Planning and on the Health and Education Departments, support is specifically in the implementation of the recommendations of the Public Finance Management Assessment (PFMA) including Medium Term Expenditure Framework. A strong focus is put on capacity building in order to facilitate change processes in administration and governance.

2.3 NTFPs and TRIBAL ECONOMY

Non-timber forest products (NTFPs) refer to medicinal plants, food, resin, fiber and others kinds of non timber products collected from the forest (Peters et. al., 1989, Chamberlein et. al., 1998). Gathering NTFPs from local forest for getting cash income or used by indigenous people themselves can be traced thousands of year ago (Ticktin 2004, Freed 2001). To collect and use NTFPs is a key issue related not only to living standards improvement and traditional culture of indigenous people but also conservation of biodiversity and sustainable development of concerned regions (Kareiva 1994, Gould et. al., 1998, Baird and Dearden 2003). Traditional market not only provides a major venue to indigenous people for getting cash income from their produce but also is important sites for spreading traditional knowledge on plant use and conservation (William's et. al., 2000, Mertz et. al., 2001).

Chhattisgarh holds 34% of tribal population of India. According to 2011 census, the tribal population of the state is about 7,822,902 which account 18.2% of the state's total population. And highest rural population of 7,231,082 and urban population of 591,820. There are 42 tribal communities in the state divided into more than 100 ethnic groups. The state is very rich in biodiversity and ethno-diversity of the country. Forests are inseparable part of the tribals. They are almost wholly dependent on forests for food, shelter, medicine and clothing. They collect Non Timber Forest Products (NTFP's) like roots, tubers, flowers, fruits, fibers, gum, resin, dye, tannins, honey and wax etc. to fulfill their day to day requirements. Very little work has been carried out on socio-economic aspects of tribal's for upliftment of their economic status through locally available raw materials or plant produces through selling of NTFP's. Some important studies from ethno botanical point of view have been made at certain places (Bhalla et. al., 1986, Jain 1988, Maheshwari 1990, Maheshwari and Painuli 1990, Sikarwar 1997, 1998, Singh 1993, Jain 2000, Jain and Patole 2001 and Jain and Vairale 2007)

Shortly after its establishment in the year 2001, Chhattisgarh was declared a “Herbal State” because of its rich forest resources containing both timber and non-timber forest products. Chhattisgarh still has one of the highest forest coverage rates in all of India at 41% (slightly down from 44%), with sal and teak-dominant forests depending on the area of the State. The different forest types are also home to many different types of herbs that have uses as food, fodder, medicine and other domestic uses by people living in the estimated over 11,500 forest fringe villages in Chhattisgarh.

The scheduled tribes, with a population of over fifty seven lakh, constitute 32.5 per cent of the State’s population as per the 1991 census. Almost 98.1 per cent of this population lives in the rural areas and only 1.9 per cent in urban Chhattisgarh. Among the larger States in India, Chhattisgarh has the highest percentage of population of people from the scheduled tribes. However, Madhya Pradesh is still the home to the largest population of scheduled tribes in India.

The scheduled tribes are concentrated in the southern, northern and the north-eastern districts of the State.. The highest concentration is in the erstwhile Bastar district. The new district of Dantewara has 79 per cent tribals followed by Bastar (67 per cent) Jashpur (65 per cent), Surguja (57 per cent) and Kanker (56 per cent).

The Gonds at 55.1 per cent form the largest proportion within the tribal population. They are distributed almost equally in the urban and rural areas. The Oraons, the Kawars, the Halbis, the Bharias or Bhumiards, the Bhatras and the Napesias also form a substantial portion of the tribal population. Thirty other scheduled tribes have small population residing in various pockets across Chhattisgarh. The Gonds are concentrated in the hilly parts of southern Chhattisgarh but are also spread across most districts whereas the Baigas, Bharias, Korwas and Napesias occupy only specific pockets. The Bhatras, Kolams and Rasjas largely live in Bastar and the Kamars in Raipur. The Halba tribe inhabits parts of Bastar, Raipur and Rajnandgaon. The Oraons live in Surguja and Raigarh districts.

There are 9500 villages, or 48 per cent of all inhabited villages, which have more than half their population belonging to the tribal groups. Thirty per cent of all inhabited villages have more than three fourths population from the scheduled tribes. The tribals constitute 100 per cent of the population in 1262, or 6.4 per cent villages. The districts of Raipur, Durg and Janjgir Chhampa have less than twenty per cent tribals. There are a total of 42 tribes in Chhattisgarh, principal among them being the Gond tribe. Besides, a large population of Kanwar, Brinjhar, Bhaina, Bhatra, Oraon, Munda, Kamar, Halba, Baiga, Sanwra, Korwa, Bharia, Nageshia, Manghar, Kharia and Dhanwar tribe are also found in the State.

Chhattisgarh is rich in forest resources. About 44 per cent of the total area of the State is under forest cover. Chhattisgarh is famous in the entire country for its *sal* forests. In addition, teak, bamboo, saja, sarai and haldi are also found in large numbers. Tendu leaf, which is used in beedi-making, is the principal forest produce of the State. Chhattisgarh produces a large number of minor forest products as well.

Chhattisgarh has been famous for its rice mills, cement and steel plants. Durg, Raipur, Korba and Bilaspur are the leading districts in the field of industrial development in the State. The Bhilai Steel Plant (BSP) in Durg district happens to be the largest integrated steel plant of the country. The establishment of BSP in the 1950's led to the development of a wide range of industries at Raipur and Bhilai. Raipur district has got the rare distinction of having the largest number of big and small-scale cement plants. Bilaspur and Durg districts, too, are home to a number of large-scale cement plants. Korba, with a number of power generating units established by NTPC and MPEB, is among the leading power generation centers in the country. Aluminium and explosive plants are also located in Korba district. There are a number of industrial growth centers in the State which host hundreds of industrial units.

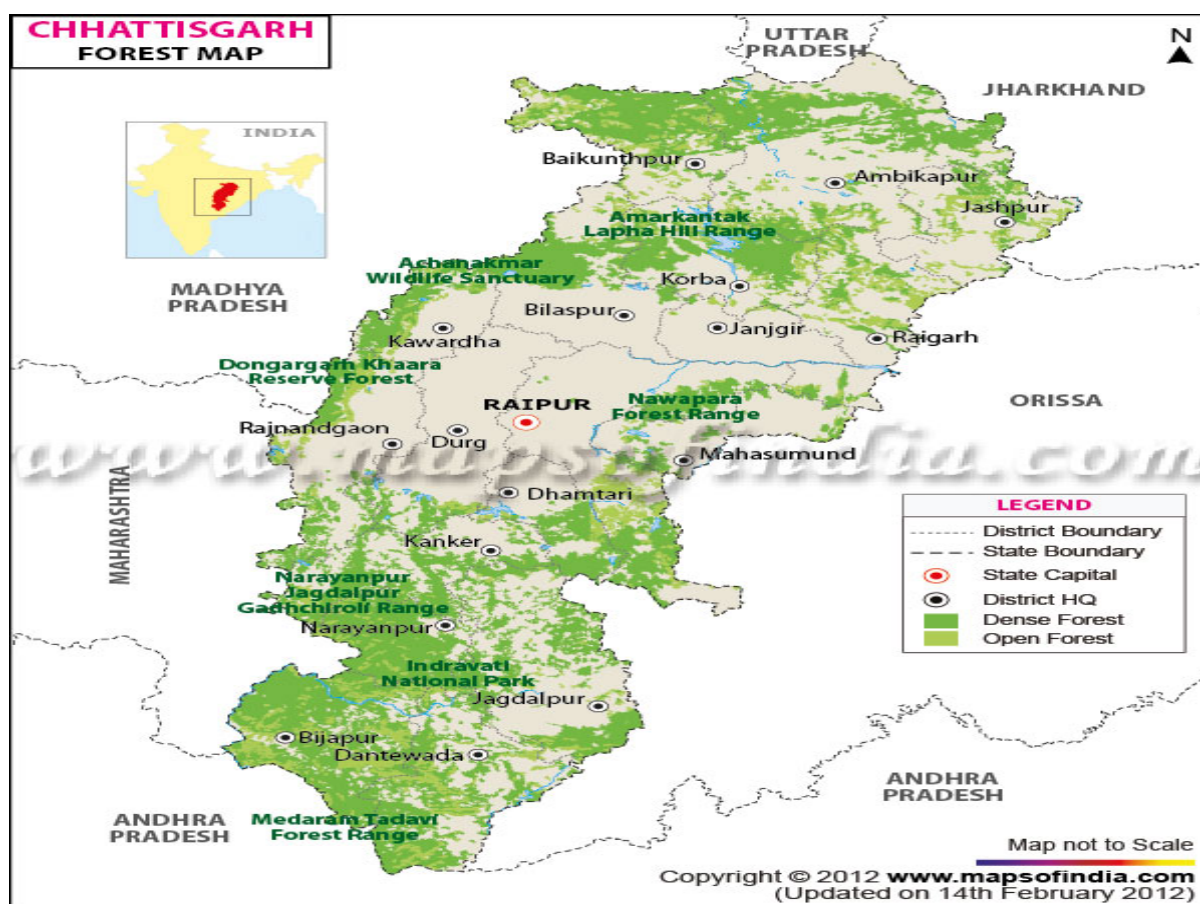


Figure 2.Chhattisgarh Forest Cover Map

The forest cover of state is placed at 55,870 Sq.Km. According to forest survey of India assessment (2007) the extent of very dense forest is 4,162 Sq.Km. dense forests 35,038 Sq.Km. and opens forest is 16,670 Sq.Km. The legal forest area (as per the legal definition) of the state is 59772 sq. km. This accounts for 44.2 % of geographical area of the state. It is the 10th largest state in India, with an area of 135,190 km² (52,200 sq mi). With a population of 25.5 million, Chhattisgarh is the 16th most-populated state of the nation. It is a source of electricity and steel for India. Chhattisgarh accounts for 15% of the total steel produced in the country. Chhattisgarh is one of the fastest developing states in India.

The state was formed on 1 November 2000 by partitioning 16 Chhattisgarhi-speaking south-eastern districts of Madhya Pradesh. Raipur was made its capital city. Chhattisgarh borders the states of Madhya Pradesh in the northwest, Maharashtra in the southwest, Andhra Pradesh in the south, Odisha in the east, Jharkhand in the northeast and Uttar Pradesh in the north. Currently the state comprises 27 districts.

Table- Four: Forest cover area of Chhattisgarh State

Very Dense Forest	4163 Sq.Km
Dense Forest	34911 Sq.Km.
Open Forest	16600 Sq.Km.
Total	55674 Sq.Km.
Of State Geographic Area	41.18 %
Of Country Forest Cover	8.4 %

CHAPTER- THREE

RESEARCH METHODOLOGY

3.1 OBJECTIVES:-

1. To assess the degree of involvement of the members of the Self Help Groups and reason for the variation in the degree of involvement in collection, processing, and marketing of the Non-Timber Forest Products; Honey of the CGMFP Federation.
2. To prepare a strategic plan for the Self Help Group members and their future Self reliance including a capacity building plan for the Self Group Members.

3.2 METHODOLOGY:-

Honey is the important product where 42 Self Help Groups are involved. Honey is the key product as per sale of different NTFP in Sanjeevani is concerned. We have adopted following methods for the study:-

1. All the published and unpublished reports of the CGMFP Federation have been reviewed and secondary information related to honey is gathered.
2. A descriptive questionnaire has been prepared and 12 % of total SHG members has been interviewed with the help of the questionnaire in all the places where collection and processing was carried out.
3. 4 FGD with the SHG members in different areas has been carried out to assess the present situation and future direction in related to the income of the members involve, scale of production and marketing.
4. In depth case studies were part of the study and interview was carried out with 3-4 key informants and also staff members of the federation have been interviewed.

STUDY LOCATION AND CHARACTERISTICS:-

The study was conducted in 4 districts namely Raigarh, Rajnandgaon, Korba ,Dharamjaigarh Districts. The details about the villages covered under the study are given below:

1. Jaldega is a small Village/hamlet in Dharamjaigarh Tehsil in Raigarh District of Chhattisgarh State, India. It comes under Jaldega Panchayat. It is located 76 KM towards North from District head quarters Raigarh. 247 KM from State capital Raipur. Jaldega is surrounded by Patthalgaon Tehsil towards East, Kartala Tehsil towards west, Gharghoda Tehsil towards South, Lailunga Tehsil towards East. Korba, Sakti, Raigarh, Dipka are the nearby Cities to Jaldega. Chhattisgarh is the Local language spoken in Jaldega.
2. Manpur (td) is a Tehsil in Rajnangaon District of Chhattisgarh State, India. Manpur (td) Tehsil Head Quarters is Manpur town. It is located 100 KM towards South from District head quarters Rajnangaon. 158 KM from State capital Raipur towards North. Manpur (td) Tehsil is bounded by Mohala (Td) Tehsil towards North, Durgukondal Tehsil towards East, Bhanupratappur Tehsil towards East, and Dondi Tehsil towards East. Dalli-Rajhara City, Balod City, Gadchiroli City, and Kanker City are the nearby Cities to Manpur (td). Manpur (td) consist of 181 Villages and 52

Panchayats. It is in the 412 m elevation (altitude). Kanker, Rajnangaon, Dhamtari, Durg, Bhamragarh Wildlife Sanctuary are the nearby Important tourist destinations to see. It is too hot in summer.

3. Katghora is a developing city as well as a nagar panchayat that is located in the Korba district of Chhattisgarh state. It is situated at 22.5°N 82.55°E with an average elevation of 312 m, which is 1023 ft above sea level. This city exists towards the northwest of Raigarh and northeast of Bilaspur and Raipur, the capital city of Chhattisgarh. The tribal population of Katghora is heavily dependent on its agricultural resources which are found in plenty here. It is worth exploring their age-old culture, customs and rituals which have been identified as a part of the many tribal communities that the state of Chhattisgarh consists of. Besides a few prominent temples a number of well-flourished industries like Balco, IBP, KSTPS, etc. too have developed in the recent years here.
4. Gaurella is the home to many indigenous tribal groups of the region. Originally a backward district, Gaurella is rapidly moving towards industrialization. The beautiful city of the Bilaspur district, Gaurella houses many small scale cottage and handloom industry that strengthens the economy of the district. Most of the people of Gaurella depend on agriculture to earn their living. The vibrant and dynamic cultural tradition of the different tribal groups of Gaurella can be experienced through the numerous festivals and fairs of the city. Majority of the people of the city of Gaurella speak Chhattisgarhi which is one form of Hindi language. The attractive and colourful folk cultures of the city add to the charm of Gaurella.

3.4 LIMITATIONS OF STUDY:-

1. People hesitate to tell about the details regarding income and assets.
2. No proper register were maintained by the SHGs and Secondary data was also not consistently found.
3. During the field visit most of the honey collectors were busy for Mahua collection and honey collection. As a result less number of collectors was interviewed by the Researcher.
4. There are limited literature article available on the subject.

3.5 LITERATURE REVIEW:-

1. TERI project report 2003 SF 63, July 2004 discussed about sustainable exploitation, cultivation and marketing linkages of Non Timber Forest Produce (NTFPs) in Andhra Pradesh. In the report NTFP collection process, types and uses of NTFPs collection, processing and value addition of NTFPs were discussed in length. In Andhra Pradesh the role of Girijan Cooperative Corporation is crucial on the entire process of NTFPs from procurement to Marketing of NTFPs. Report also carried of Strength, Limitation, Opportunities and Threat analysis of Girijan Cooperative Corporation. Report also highlighted Resource Inventory, Retail marketing of NTFPs.
2. Gebert Rita and Sinha Manu; EU-SPP Livelihood Components and the Chhattisgarh State Minor Forest Produce (Trading & Development) Co-operation Federation; Assessment and Perspectives; July 2013 (unpublished report) highlighted the impact of EU SPP livelihood component on the tribal and critically analysed the issues/problems related to procurement of different NTFP, processing of NTFP in micro enterprise units and selling of NTFP products in Sanjeevani outlets. The income of the tribal women members, cost effectiveness of the different micro enterprises, Sanjeevani outlets were also assessed. They have also recommended series of measures to strengthen the entire process of the CGMFP Federation Ltd.
3. Gharai K Ashish and Shreela Chakrabarti; NTFP-related livelihood dependency and people's perception of the commercialization potential of selected NTFP s in selected locations of Gumla, Hazaribagh & Simdega districts of Jharkhand, February 2009 (unpublished report) highlighted the dependency of people and marginalised farmers on agriculture and forest for harvesting NTFP at the time of collecting and gaining profit out of it and the importance of SHGs in keeping the records of the amount of honey collected.
4. Research conducted in India (Kant 1996) quantified the significant contribution of NTFPs to household income. The study showed that the percentage of total forest products income resulting from NTFPs varies between 50 and 95 percent. This study further observed that NTFP returns are comparable with those of agriculture even when NTFP prices are low due to lack of competitive NTFP markets at the local level.
5. Peters, Gentry, and Mendelsohn 1989, Balick and Mendelsohn 1992, Von Hagen et al. 1996 emphasised that NTFPs played an important role in generating the employment opportunities for the rural poor. They also highlighted poor marketing of the NTFPs and need to improve the marketing on NTFPs.



Figure 3 Sanjeevani at Bilaspur and Korba

Table Five: Sanjeevani Sales Data: April 2010 to February 2013 (in lakhs Rs.)

S.No.	Forest Circle and District Union (Division)	Block/District Union Level	2010 - 2011	2011 - 2012	2012 - 2013: until Feb.	3 Year Totals: (35 months)	Ranking by Sales 1 lakh+ (1-25)
Raipur Circle			16.26	27.31	26.59	70.16	
1	Raipur	Raipur Mart	12.98	19.43	20.84	53.25	1
2		Arang	0.22	0.21	0.16	0.59	
3		Barnawapara (Kharora)	0.04	0.10	0.00	0.14	
4		Balodabazar	0.09	0.11	0.00	0.20	
5		Abhanpur	0.08	0.13	0.15	0.36	
6		Kasdol	0.11	0.05	0.00	0.16	
7		Bilaigarh	0.06	0.08	0.00	0.14	
8		Tilda	0.20	0.87	0.06	1.13	24
9	East Raipur	Rajim	0.13	1.29	0.68	2.10	18
10		Gariaband/Udanti	0.63	0.50	0.24	1.37	21
11	Dhamtari	Dhamtari	1.72	2.50	3.31	7.53	6
12	Mahasamund	Mahasamund	0	2.04	1.15	3.19	15
Durg Circle			11.98	13.82	13.18	38.98	

S.No.	Forest Circle and District Union (Division)	Block/District Union Level	2010 - 2011	2011 - 2012	2012 - 2013: until Feb.	3 Year Totals: (35 months)	Ranking by Sales 1 lakh+ (1-25)
13	Durg	Durg Mart	6.43	8.09	8.44	22.96	2
14		Dondi	0.44	0.23	1.21 (likely = 0.45)	1.88 (likely =1.12)	20
15		Nawagarh	0.33	0.35	0.62	1.30	22
16		Lohara	0.10	0.15	0.00	0.25	
17	Khairagarh	Dongargarh	0.13	0.06	0.08	0.27	
18	Kawardha	Kawardha	2.23	2.76	2.20	7.19	8
19	Rajnandgaon	Rajnandgaon	2.32	2.18	1.39	5.89	9
Jagdalpur Circle			3.64	5.10	5.12	13.86	
20	Jagdalpur	Jagdalpur Mart	3.09	4.30	4.29	11.68	4
21	Bijapur	Bijapur	0.22	0.32	0.08	0.62	
22	Dantewada	Dantewada	0.12	0.30	0.21	0.63	
23	Sukma	Sukma	0.21	0.18	0.54	0.93	
Sarguja Circle			5.08	5.81	6.31	17.20	
24	South Sarguja	Ambikapur Mart	0.93	0.93	1.35	3.21	14
25		Ambikapur Park	0.00	0.32	0.00	0.32	
26	Manendragarh	Manendragarh	0.43	0.27	0.16	0.86	
27	Koriya	Baikunthpur	0.97	1.31	1.84	4.12	11
28	Jashpur Nagar	Jashpur Nagar	0.81	0.63	2.33	3.77	12
29	East Sarguja	Ramanujganj	0.07	0.10	0.00	0.17	
30	North Sarguja	Pratappur	1.87	2.25	0.63	4.75	10
Kanker Circle			1.51	1.76	1.79	5.06	
31	Kanker	Kanker Mart	0.42	0.75	1.10	2.27	17
32	South Kondagaon	Kondagaon	0.23	0.15	0.00	0.38	

S.No.	Forest Circle and District Union (Division)	Block/District Union Level	2010 - 2011	2011 - 2012	2012 - 2013: until Feb.	3 Year Totals: (35 months)	Ranking by Sales 1 lakh+ (1-25)
33	East Bhanupratappur	East Bhanupratappur	0.42	0.48	1.05 (likely =.45)	1.95 (likely =1.35)	19
34	Narayanpur	Narayanpur	0.44	0.38	0.24	1.06	25
Bilaspur Circle			12.75	14.58	19.34	46.67	
35	Bilaspur	Bilaspur Mart	3.49	6.82	7.43	17.74	3
36		Lormi	0.43	0.43	0.32	1.18	22
37		<i>Kanan Pendari</i>	<i>2.51</i>	<i>1.91</i>	<i>2.84</i>	<i>7.26</i>	<i>7</i>
38	Raigarh	<i>Raigarh</i>	<i>Closed</i>	<i>Closed</i>	<i>1.06</i>	<i>1.06</i>	<i>25</i>
39		Tamnar	0.50	0.10	0.57	1.17	23
40	Marwahi	Kyonchi	4.48	2.24	4.88	11.60	5
41	Katghora	Katghora	1.11	1.97	0.96	4.04	13
42	Korba	Korba	0.23	1.11	1.28	2.62	17
Grand Total			51.22	68.38	72.33	1.91.93	

Table Notes: The data were provided, for the most part, via the Federation's own data retrieval system. In some cases, where the Study Team had a chance to copy data directly from Sanjeevani cash books those data are presented instead (in case of discrepancies).

The table has been finalised as best as possible given data inconsistencies that have arisen time and again. Example of inconsistency: Jagdalpur (FY 2012) was given as 2.29, but the actual figure taken directly from the Sanjeevani's records is 4.29 (more consistent with previous year).

Locations in *italics* are those where the Team knows there is no SHG operating the Sanjeevani.

3.6 The NWFP Marts

The six NWFP Marts were originally established in around 2004 - 2006, with the intention of promoting the GoCG policy of Chhattisgarh as India's "Herbal State." Under EU-SPP, each of the Marts should have received some Rs. 20 lakhs as investment capital. Some of them, such as the Raipur Mart, also received significant funds for construction and/or renovation. The Marts are normally staffed with at least one senior executive and other office staff and may also have junior executives. At present five of the six Marts have each one senior executive, while Raipur has two.⁸

The Mart Managers (the senior executives) are answerable to the DMD and DFO in the Forest Division within which they are located (i.e., the Marts are located at Circle level, but administrative responsibility for the Mart is taken, nonetheless, at Division level). The Mart is the wholesale distributor that places orders for products from the micro-enterprises as shown in Table Three below. They may also get involved in ordering packaging and labelling materials, in purchasing raw herbs from different sources and in purchasing mahul leaf plates and bowls (the latter has dropped considerably since 2006 - 07).

The Marts take care of the Sanjeevanis' product needs within the Circle based on orders, but do not have a supervisory function vis-à-vis the Sanjeevanis. They do not check sales and purchase records of the Sanjeevanis, as that is the responsibility of the respective Forest Division. The Marts fill purchase orders placed by the Sanjeevanis and provide the items on credit. The Mart executives may also assist, or involve, the Sanjeevani SHGs in fairs ("melas") which usually bring about higher product sales and welcome publicity for the Chhattisgarh Herbals brand name

Table Six: Division-Wise Data on Microenterprises, SHGs and Beneficiaries under EU-SPP (to February 2013)

Circles and Divisions	Microenterprise Type	No. of SHGs	No. of Beneficiaries (Fed.)	Team Estimate of Beneficiaries	Remarks
Sarguja Circle					
Manendragarh	1. Oil Seed Processing	45	453	0	Not started yet.
	2. Aonla Processing	45	456	20	400+ beneficiaries not possible.
	3. Raw Herb Collection	7	85	70	
	4. Raw Herb Collection	8	95	80	

⁸ Kanker Mart was without an Executive for some two years. An executive, who had been posted at North Kondagaon District Union, has been shifted to Kanker just in May 2013.

Circles and Divisions	Microenterprise Type	No. of SHGs	No. of Beneficiaries (Fed.)	Team Estimate of Beneficiaries	Remarks
	5. Mahul Leaf Processing	10	78	50	
Koriya	6. Raw Herb Collection	16	163	150	
	7. Lac Cultivation	21	272	270	
	8. Mahul Leaf Processing	16	163	50	
South Sarguja	9. Mahul Leaf Processing	21	236	50	
	10. Mahul Leaf Processing	20	160	0	New, so no beneficiaries yet.
	11. Lac Cultivation	50	500	500	
	12. Lac Cultivation	50	607	600	
	13. Raw Herb Collection	12	129	100	
North Sarguja	14. Mahul Leaf Processing	22	362	50	
	15. Lac Cultivation	50	500	500	
Jashpur	16. Herbal Manufacturing	4	43	10	
	17. Mahul Leaf Processing	23	320	50	
Circle Total	17	420	4622	2550	
Bilaspur Circle					
Katghora	18. Mahul Leaf Processing	18	223	150	Best unit of all: Chhuri. 150 includes some 75 – 100 collectors.
	19. Herbal Manufacturing	7	80	15	Donganala: biggest supplier in system.
	20. Lac Cultivation	51	578	578	
	21. Honey Collection	8	95	55	
	22. Raw Herb Collection	8	87	80	
Korba	23. Chironjee/Char <u>Collection</u>	20	208	50	Was listed as Processing; no SHG here, PCS procuring.
	24. Lac Cultivation	54	624	620	

Circles and Divisions	Microenterprise Type	No. of SHGs	No. of Beneficiaries (Fed.)	Team Estimate of Beneficiaries	Remarks
	25. Chironjee Processing	15	170	4	Women only remove shells; hired men operate machines. FD buys char.
	26. Mahul Leaf Processing	19	121	20	1 SHG gets leaves from FD.
Raigarh	27. Raw Herb Collection	20	223	80	Estimate from DFO
Dharamjaigarh	28. Honey Collection	13	238	90	50 in 4-5 villages for 1 SHG
	29. Lac Cultivation	36	488	1500	Hard to estimate currently involved farmers: team visited 2 villages with 57 farmers—totally = 47 villages; suggests +/- 1410 – 1500 rather than 2741 given here.
	30. Lac Cultivation	52	795		
	31. Lac Cultivation	53	873		
	32. Lac Cultivation	45	585		
	33. Raw Herb Collection	8	91	80	This may be about right!
	34. Raw Herb Collection	6	62	60	
	35. Mahul Leaf Processing	22	250	25	Hard to estimate because many women get only <500/month. Collection stopped 2012.
Marwahi	36. Raw Herb Collection	8	98	80	
	37. Honey Collection	15	156	60	
	38. Herbal Manufacturing	2	28	0	Not functioning but has licenses.
Bilaspur	39. Lac Cultivation	3	23	23	Spoke to Lac Jr. Exec. This number is correct. Other projects have much larger numbers.
	40. Herbal Manufacturing	3	38	1	Benefits 1 hired person. (Ataria)
Circle Total	23	486	6134	3521	
Durg Circle					

Circles and Divisions	Microenterprise Type	No. of SHGs	No. of Beneficiaries (Fed.)	Team Estimate of Beneficiaries	Remarks
Rajnandgaon	41. Honey Collection	5	56	50	Why so little going on here?
<i>Circle Total</i>	<i>1</i>	<i>5</i>	<i>56</i>	<i>50</i>	
Raipur Circle					
13. Raipur	42. Lac Cultivation	12	259	250	
	43. Herbal (food) Manufacture	6	90	8	Additional labour hired at peak periods.
14. Udanti	44. Aonla Processing	21	331	20	Guess: 10 – 20
	45. Raw Herb Collection	2	28	20	
	46. Mahul Leaf Processing	12	138	0	This unit defunct.
15. Dhamtari	47. Aonla Processing	17	257	10	
	48. Mahul Leaf Processing	39	395	50	
	49. Lac Cultivation	7	396	390	Visit too short to get clear picture.
<i>CircleTotal</i>	<i>8</i>	<i>116</i>	<i>1894</i>	<i>748</i>	
Kanker Circle					
Bhanupratappur	50. Lac Cultivation	50	770	770	
Kanker	51. Raw Herb Collection	11	144	30	Hard to judge: 1 group of 5-6 men earns very little; DFO says 20 other groups got Rs. 10,000 but no data about them, not even if EU-SPP funds.
	52. Lac Cultivation	29	894	890	Hard to know how many now engaged in lac, but Kanker is a centre for it.
	53. Lac Processing		500	9	Lac processing, 1 SHG involved
Narayanpur	54. Tamarind Processing	5	54	10	

Circles and Divisions	Microenterprise Type	No. of SHGs	No. of Beneficiaries (Fed.)	Team Estimate of Beneficiaries	Remarks
N. Kondagaon	55. Raw Herb Collection	9	113	45	No way of knowing basis for this.
	56. Raw Herb Collection	8	95	45	
	57. Lac Cultivation	50	240	220	
S. Kondagaon	58. Tamarind Processing (Bricks)	3	24	10	
Circle Total			2834	2029	
Jagdalpur Circle					
Jagdalpur	59. Oil Seed Processing	48	480	1	1 man runs oil expeller by producing oil for villagers who bring their seeds to him (like a miller)
	60. Raw Herb Collection	8	96	8	
	61. Tamarind Processing (Bricks)	4	42	10	Involves 38 collectors & 77 decorticators, another few procurer SHGs. Earnings / person are low.
	62. Tamarind Candy	5	50	6	
	63. Cashew Processing		270	200	Harvesting / collection / grading?
	64. Cashew Processing Centre		224	0	224 is "wild guess," unit is not yet operational—unlikely to be more than 1 or 2 SHGs involved.
	65. Cashew Packaging			0	Not yet set up.
	66. Cashew Packaging			0	Not yet set up.
	67. Cashew Packaging			0	Not yet set up.
	68. Herbal Manufacturing	1		9	Restarted Nov 12 after having licensing issues.
Dantewada	69. Tamarind Processing	10	62	0	Not functioning!

Circles and Divisions	Microenterprise Type	No. of SHGs	No. of Beneficiaries (Fed.)	Team Estimate of Beneficiaries	Remarks
Sukma	70. Chironji Processing	31	362	0	Not functional; no product bought from there in 2012 – 13.
	71. Raw Herb Collection	8	96	50	Very hard to know!
	72. Raw Herb Collection	8	100		
<i>Circle Total</i>		192	2254	284	
Grand Total	72	1314	17,322	9,100+	

Table Notes: The initial data were provided by the CGMFPPF. The total number of micro-enterprises is a reflection of those sanctioned, not those actually operating (or operating well). Numbers of SHGs and beneficiaries were initially supplied by the participating DFOs but not verified. Blue (darker) shaded boxes indicate the enterprises visited by the Team: 22 “units” in whole or in part (in case of lac cultivation, the “projects” are highly dispersed; at most the Team could only visit a few villages of the many involved.) Grey (lighter) shaded boxes are the Team’s estimate of beneficiaries based on the units visited and discussions with various Executives and Forestry staff. Most important to note is the huge difference between lac and other beneficiaries: There over 7,100 lac cultivators, leaving only around 2,000 beneficiaries involved in all the other enterprises at present. There’s a chance that more will arise from the planned cashew processing activities in Jagdalpur, but it is difficult to predict.

CHAPTER – FOUR

FINDINGS AND DATA INTERPRETATION

This chapter summarizes findings from the honey collectors and the Self Help Groups and also the perception of the members of the community towards degree of involvement in collection, processing and marketing of NTFPs; honey and their future sustainability.

A total of 56 collectors were interviewed from 4 districts and 6 blocks of Chhattisgarh state under the CGMFP co-operative Federation Ltd., and two focus group discussions with the SHGs members were conducted to assess ownership of the NTFPs.

1. Age of the Respondents

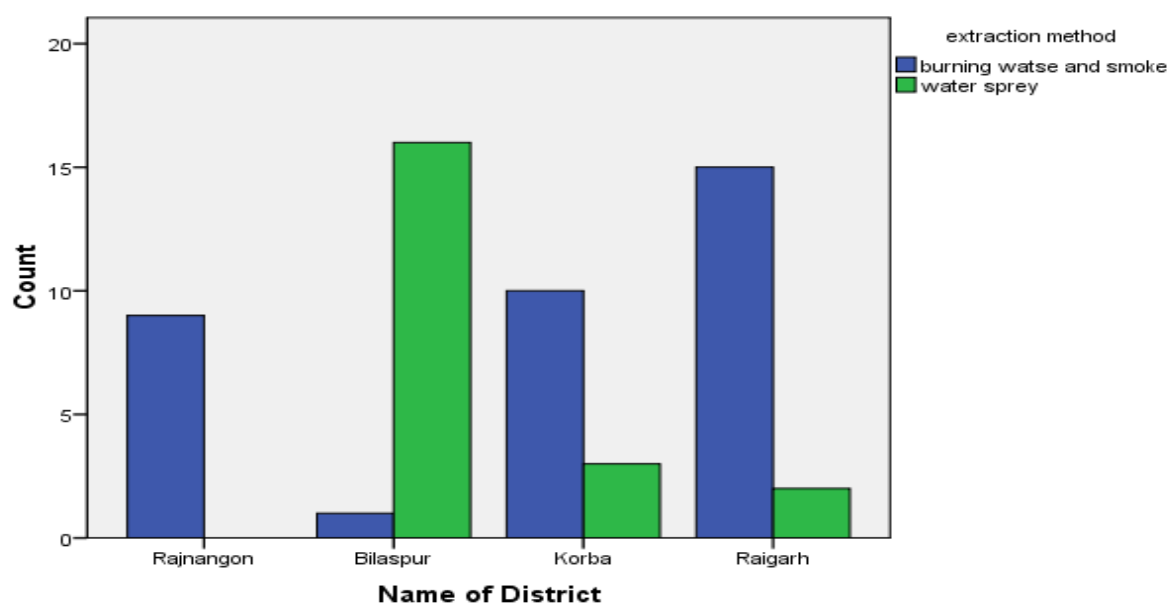
Age of Respondents		
		Valid Percent
Valid	21 – 30	30.4
	31 – 40	25
	41- 50	19.6
	51 – 60	25
	Total	100

Data Interpretation:- Figure shows that there are 17 people who belong in the age group of 21-30 who involve in honey collection , 14 people in age group of 31-40, 11 people in age group of 41-50 and 14 people in the age group of 51-60.

2 No of members * household income Cross tabulation

Count				
		extraction method		
		burning waste and smoke	water spray	Total
Name of District	Rajnangaon	9	0	9
	Bilaspur	1	16	17
	Korba	10	3	13
	Raigarh	15	2	17
Total		35	21	56

Bar Chart



Data Interpretation: - This figure shows different extraction methods adopted by the collectors in different districts of Chhattisgarh in which maximum people extract from burning the waste and smoke to the bees and the people of Bilaspur, few people of Korba and Raigarh practice water spray technique for harvesting the honey.

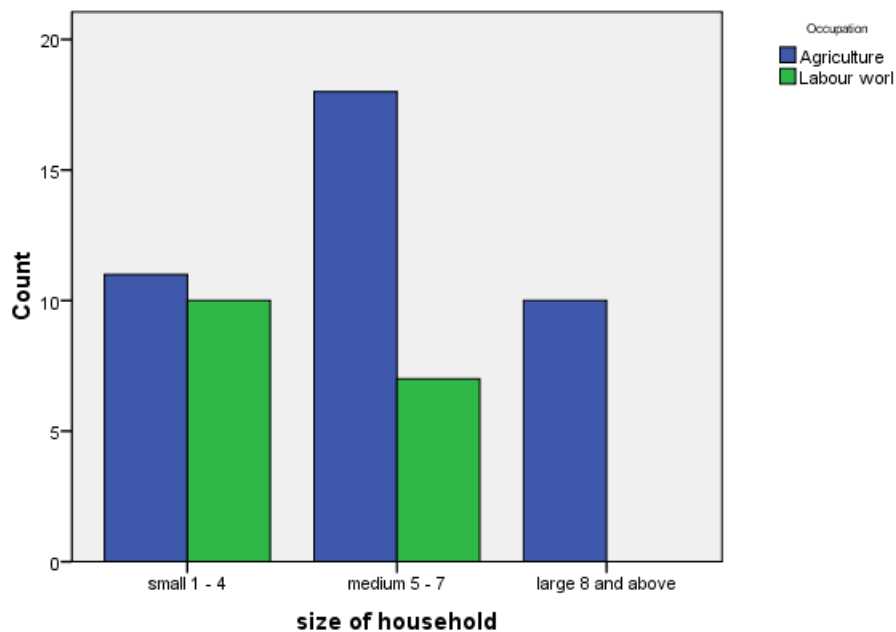
Data Interpretation:- This figure shows the monthly household income of the collectors.

3.

size of household * Occupation Crosstabulation

Count				
		Occupation		Total
		Agriculture	Labour work	
size of household	small 1 - 4	11	10	21
	medium 5 - 7	18	7	25
	large 8 and above	10	0	10
Total		39	17	56

Bar Chart



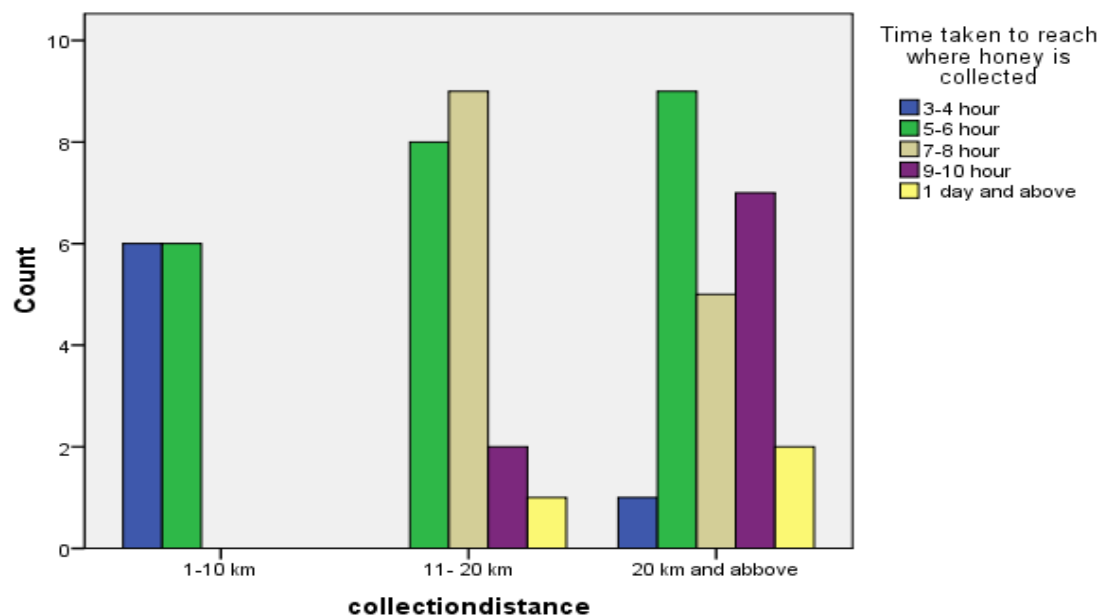
Data Interpretation:- This figure shows that in the small household(1-4) 11 people are dependent on agriculture and 10 are engaged in labour work; in medium family size(5-7) majority of the people are engaged in agriculture ; in large household all are

depend on agriculture. This shows that the primary occupation of the villagers are agriculture.

4. collection distance * Time taken to reach where honey is collected Cross tabulation

Count							
		Time taken to reach where honey is collected					Total
		3-4 hour	5-6 hour	7-8 hour	9-10 hour	1 day and above	
Collection distance	1-10 km	6	6	0	0	0	12
	11- 20 km	0	8	9	2	1	20
	20 km and above	1	9	5	7	2	24
Total		7	23	14	9	3	56

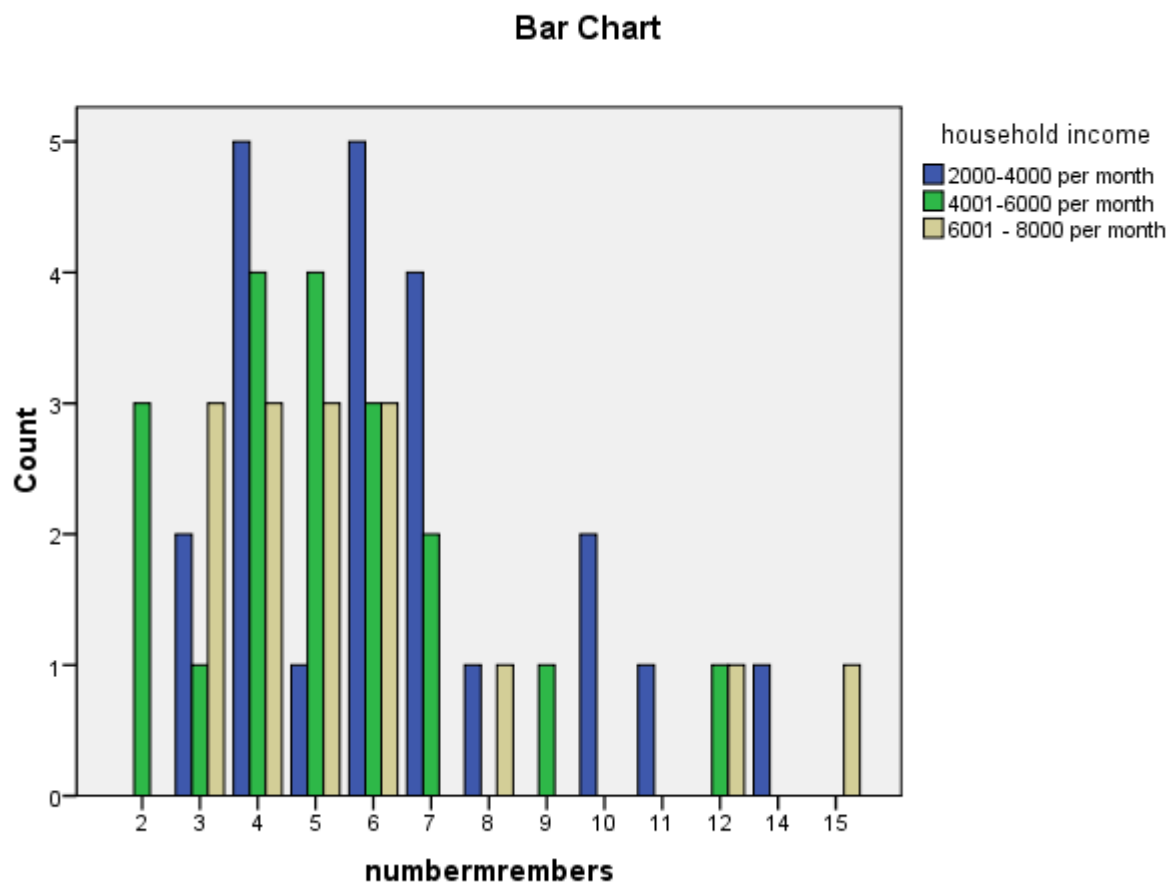
Bar Chart



Data Interpretation:- This figure shows that the distance travel by the collectors is 1-20 km and time taken by them in reaching the place of collection is minimum 3-4 hour and maximum 1 day and above.

5.

		* household income Crosstabulation			
Count					
		household income			
		2000-4000 per month	4001-6000 per month	6001 - 8000 per month	Total
2		0	3	0	3
3		2	1	3	6
4		5	4	3	12
5		1	4	3	8
6		5	3	3	11
7		4	2	0	6
8		1	0	1	2
9		0	1	0	1
10		2	0	0	2
11		1	0	0	1
12		0	1	1	2
14		1	0	0	1
15		0	0	1	1
Total		22	19	15	56



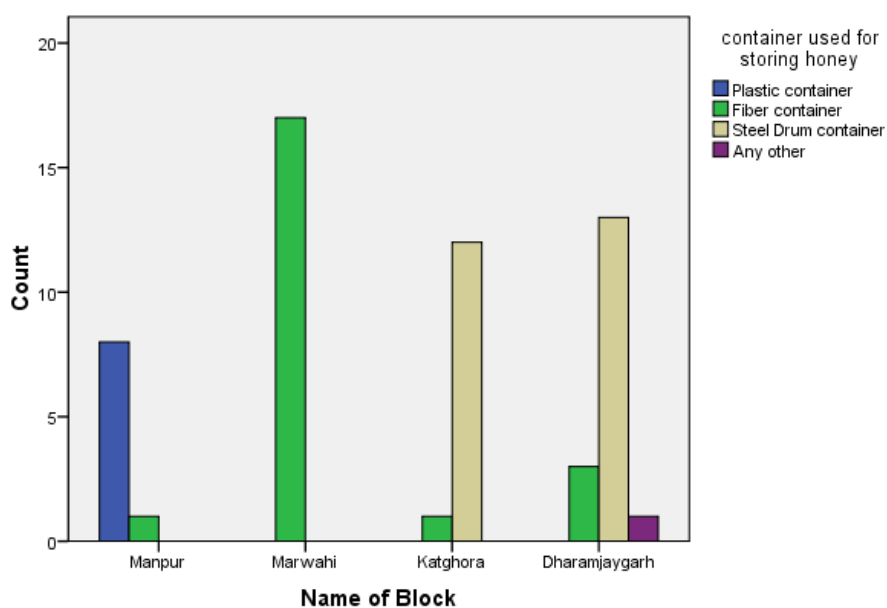
Data Interpretation:- This figure shows the monthly household Income of the members involved in the collection of honey. i.e. from 2000 per month to 8000 depending upon their working in different occupation.

6.

Name of Block * container used for storing honey Cross tabulation

Count						
		container used for storing honey				Total
		Plastic container	Fiber container	Steel Drum container	Any other	
Name of Block	Manpur	8	1	0	0	9
	Marwahi	0	17	0	0	17
	Katghora	0	1	12	0	13
	Dharamjaygarh	0	3	13	1	17
Total		8	22	25	1	56

Bar Chart

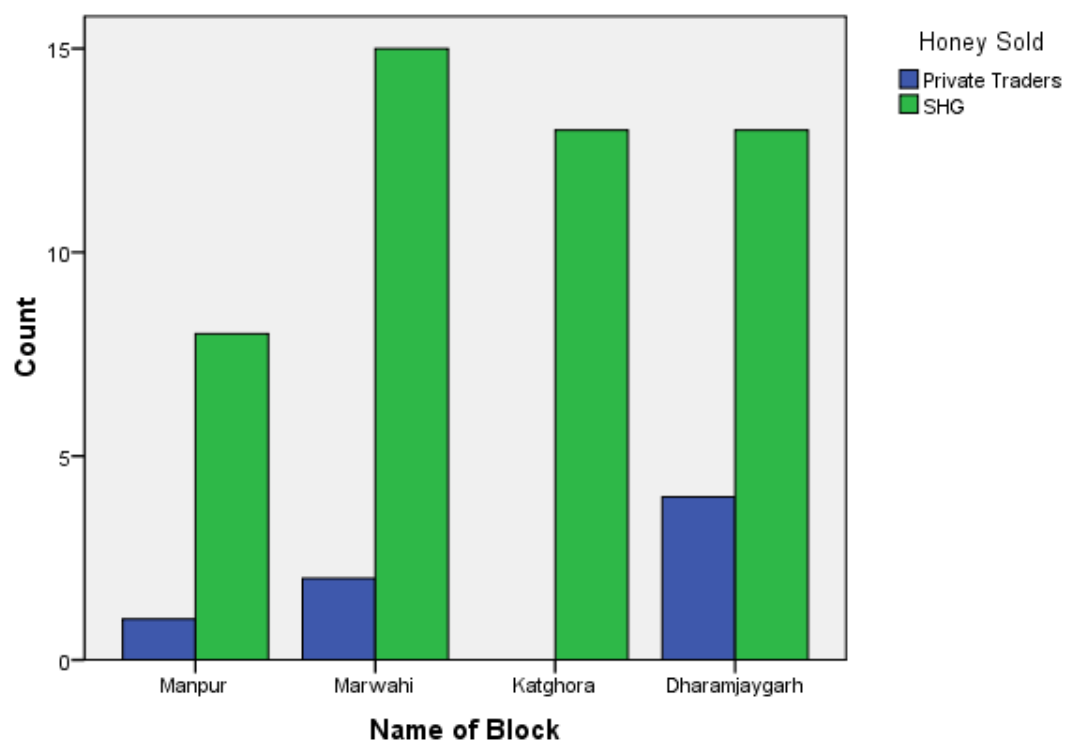


Data Interpretation:- This figure shows that the collected honey is stored in plastic container, fiber container and steel drum also in which the honey stored in plastic and fiber container is not hygienic and should be clean at regular intervals.

7. Name of Block * Honey Sold Cross tabulation

Count				
		Honey Sold		Total
		Private Traders	SHG	
Name of Block	Manpur	1	8	9
	Marwahi	2	15	17
	Katghora	0	13	13
	Dharamjaigarh	4	13	17
Total		7	49	56

Bar Chart

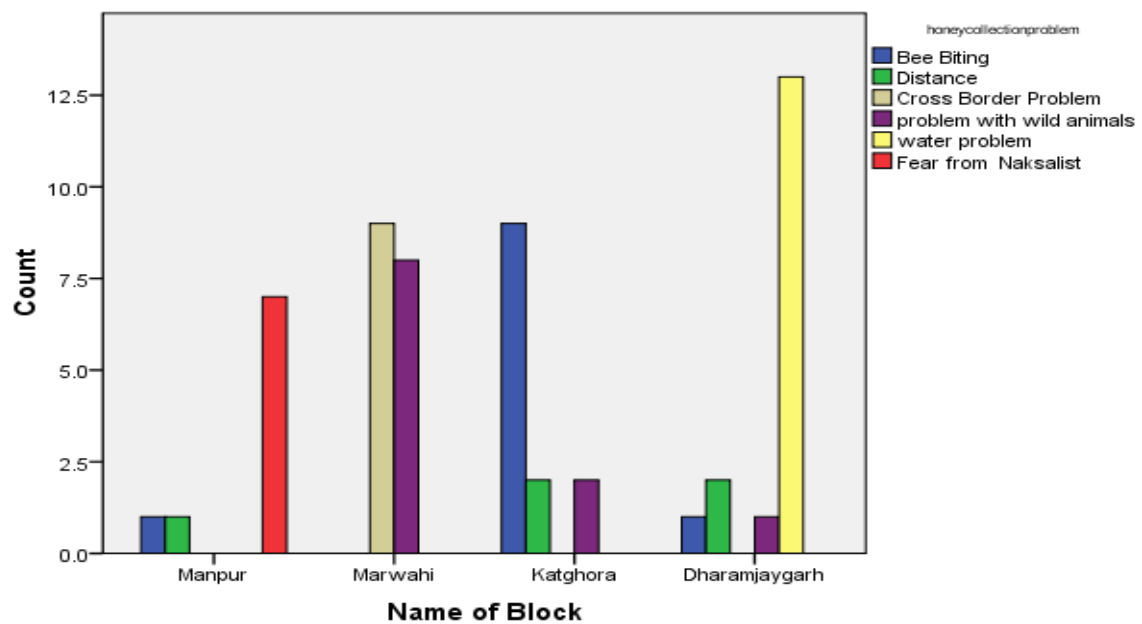


Data Interpretation:- This Figure shows that the maximum honey collectors sold their honey to SHGs and get fair prices and some of them sold to Private traders as per the demand and requirement to the circumstances.

Name of Block * honey collection problem Cross tabulation

Count								
		Honey collection problem						Total
		Bee Biting	Distance	Cross Border Problem	problem with wild animals	water problem	Fear from Naksalist	
Name of Block	Manpur	1	1	0	0	0	7	9
	Marwahi	0	0	9	8	0	0	17
	Katghora	9	2	0	2	0	0	13
	Dharamjaygarh	1	2	0	1	13	0	17
Total		11	5	9	11	13	7	56

Bar Chart



Data Interpretation:- This figure shows the problem faced by the collectors at the time of collection in different season i.e. the problem with wild animal, fear from naksalist and water problem. Etc., as they have to go inside the dense forest

10. Schooling

		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	3-4	4	4.0	7.1	7.1
	5-6	16	16.0	28.6	35.7
	7-8	14	14.0	25.0	60.7
	9-10	9	9.0	16.1	76.8
	11-12	3	3.0	5.4	82.1
	Nil	10	10.0	17.9	100.0
	Total	56	56.0	100.0	
Missing	System	44	44.0		
Total		100	100.0		

Data Interpretation: - This figure shows the education qualification of different honey collectors.

11.

Occupation

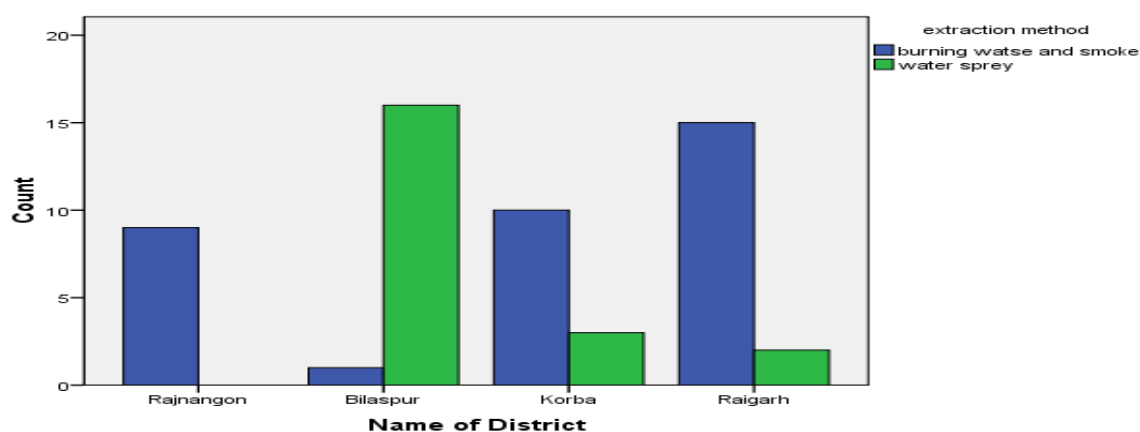
		Frequency	Percent	Valid Percent	Cumulative Percent
Valid	Agriculture	39	39.0	69.6	69.6
	Labour work	17	17.0	30.4	100.0
	Total	56	56.0	100.0	
Missing	System	44	44.0		
Total		100	100.0		

Data Interpretation:- This figure shows the primary occupation of the collectors as maximum of the respondent are engaged in agriculture activities for their livelihood and rest are wage labourers who work under MGNREGA , etc.

12. Name of District * extraction method Cross tabulation

Count		extraction method		Total
		burning waste and smoke	water spray	
	Name of District			
	Rajnandgaon	9	0	9
	Bilaspur	1	16	17
	Korba	10	3	13
	Raigarh	15	2	17
Total		35	21	56

Bar Chart



Data Interpretation: - This figure shows the methods of honey collected in summer season as it is seasonal and different methods are adopted by the collectors. for extracting honey in which maximum of them practice non- destructive harvesting

Table Seven: SWOT ANALYSIS OF HONEY:-

Strength	Weakness
1. Abundant natural Availability of Raw Honey 2. High quality 3. Natural forest product (Wild Honey) 4. Has a multifloral content which makes it more healthy 5. Rich in medicinal content 6. Organic product	1. Poor Packaging and Labelling 2. Lack of Marketing, Advertisement strategy 3. Non- destructive method of harvesting 4. Illiterate SHG members 5. Inadequate supply of honey in compare to high demands
Opportunity	Threat
1. Demand of honey is very high 2. Presence of wide market 3. Good Road connectivity 4. Government schemes 5. CGMFP federation Ltd facilitates collection, processing and marketing of honey. 6. Scope for improvement in packaging and labelling 7. Availability of manpower	1. Existence of corporate competitors like Dabur and Himalaya 2. Patanjali honey is less in price than Chhattisgarh herbals honey. 3. Natural calamities 4. Lack of R & D

Table Eight: SHG at Village:-

Name of the SHG's	Hamlets	Members	Total savings	Savings per month/ per SHG member	Remarks
Jyoti SHG	Pidha	12	52000/-	100/- per month	functional
Mahamaya SHG	Amadob	11	55000/-	100/- per month	Functional
Shiva Shankar SHG	Pidha	8	53000/-	100/- per month	Functional
Ganga SHG	Patpari	17	56000/-	100/- per month	Functional
Durga SHG	Amadob	12	50000/-	100/- per month	Functional
Madhumakkhai palan SHG	Pahadgaon	10	15000/-	50/- per month	Functional
Shrimali SHG	Paudi	10	20000/-	50/- per month	Functional
Mahamaya SHG	Pali	8	25000/-	60/- per month	Functional
Bajrang SHG	Jaldegga	12	10000/-	50/- per month	Functional
Ganga SHG	Chala	10	15000/-	50/- per month	Functional

Table Nine: PRICE OF THE HONEY FROM THE TIME OF PROCESSING TO MAKETING:-

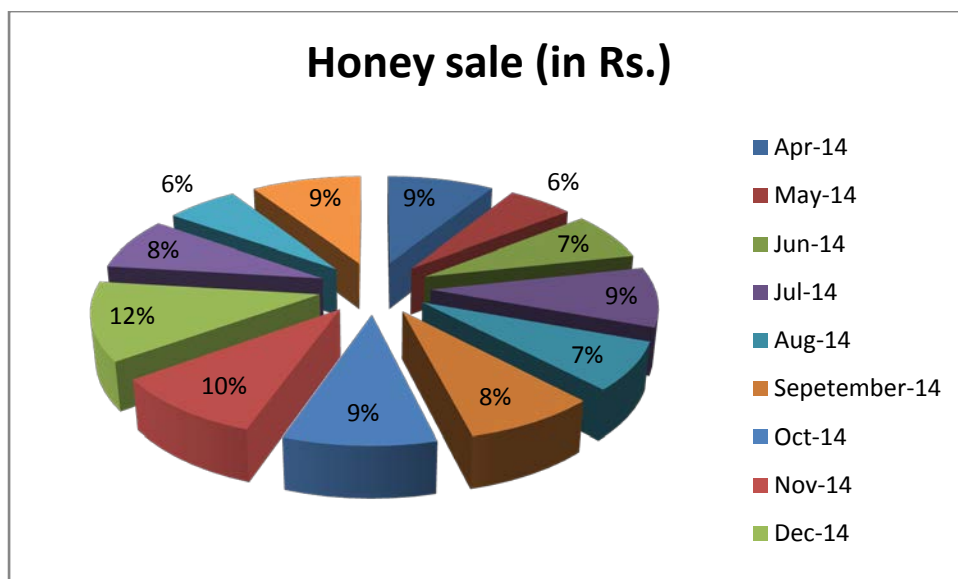
S.no.	Honey in Kilograms	Price to Mart	Price to Sanjeevani	Price to Customers
1.	5 kg	933.30	1127.00	1225.00
2.	1 kg	190.75	242.25	285.00
3.	Half kg	98.45	136.00	160.00
4.	200 gm	49.00	72.25	85.00
5.	100 gm	27.00	42.50	50.00
6.	50 gm	14.50	25.50	30.00

Source: FGD

This figure shows the price of the honey which the processing unit sold to mart, mart sold o the sanjeevani outlet and Sanjeevani sold to the customers.

Table Ten: MONTHLY SALE OF HONEY PRODUCT IN SANJEEVANI DURG (APR-13 TO MARCH-14)

S.no.	Month	Honey sale (in Rs.)	Average
1.	Apr-13	47565.00	1585.50
2.	May-14	29275.00	944.35
3.	Jun-14	38035.00	1267.83
4.	July-14	47835.00	1543.06
5.	August-14	38585.00	1244.68
6.	Sepetember-14	43540.00	1451.33
7.	October-14	49575.00	1599.19
8.	November-14	51495.00	1716.50
9.	December-14	62995.00	2032.10
10.	January-14	41685.00	1344.68
11.	February-14	32090.00	1146.07
12.	March-15	48895.00	1577.26

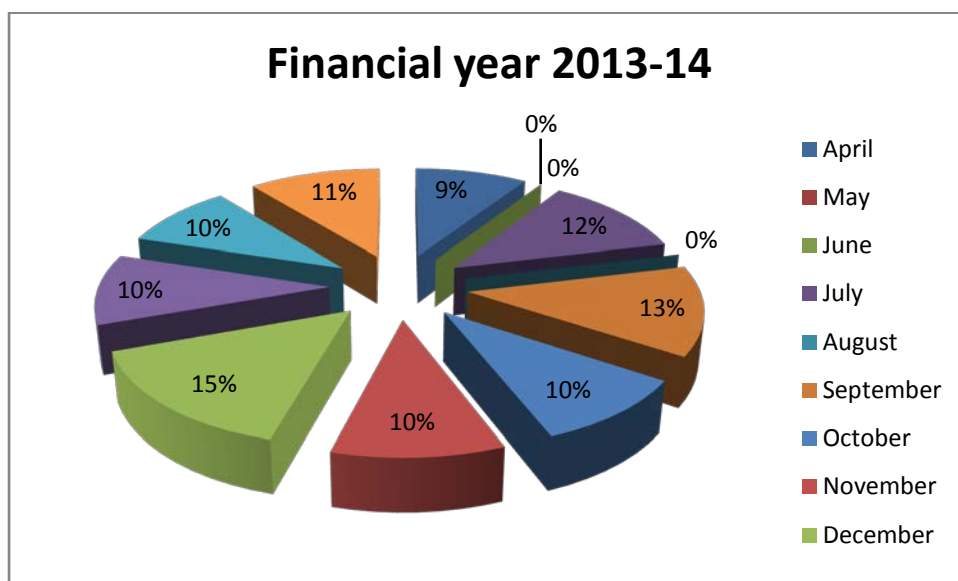


Source:- questionnaire

This table and figure shows the monthly sale of honey during the financial year 2013-14 of Durg Sanjeevani.

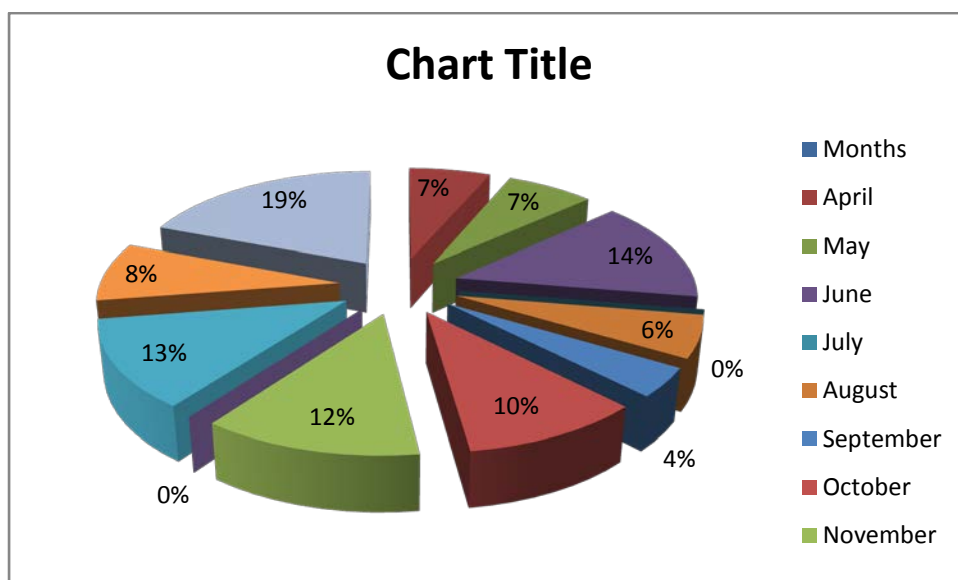
Table Eleven: MONTHLY SALE OF HONEY PRODUCT AT MART/ SANJEEVANI IN BILASPUR (YEAR 2012-13 AND 2013-14)

S.no.	Months	Financial year 2012-13	Financial year 2013-14
1.	April	54781.25	71466.00
2.	May	58750.00	0.00
3.	June	121613.25	0.00
4.	July	0.00	93290.00
5.	August	50503.00	0.00
6.	September	34550.00	101564.00
7.	October	87440.00	76219.00
8.	November	104904.80	78484.00
9.	December	0.00	118813.00
10.	January	105348.55	80215.00
11.	February	70510.00	72841.00
12.	March	163300.00	83870.00
Total		951700.85	776762.00



Source:- Questionnaire

This table shows the monthly sale of honey during the financial year 2012-13 in Rupees of Bilaspur district of Chhattisgarh State.



Source:- Questionnaire

This table shows the monthly sale of honey during the financial year 2013-14 in Rupees of Bilaspur district of Chhattisgarh State.

4.1 Case of a Sanjeevani Mart

The Sanjeevani Mart in Raipur is run by a 10-member Self Help Group formed in the year 2005. For years it had been involved in savings and helping each other through petty cash. It was like an HSG (Household Saving Group). But since the group did not have its own source of income it was difficult for them to continue this and gradually it began to disintegrate. CGMFP Federation developed Sanjeevani Mart using funds from the European Commission supported project and invited Expression of Interest from SHGs to operate Sanjeevani. The year 2007 brought a new dimension to this SHG, when it got associated with CGMFP Federation for operating the Sanjeevani Mart. The SHG did not make any investment. All the herbs and herbal products were supplied by Raipur Mart. SHG members received training in group dynamics, record keeping, ayurvedic medicine and information. For operating the Sanjeevani, responsibilities are shared among the 10 members working in three shifts for 10 hours every day. They have mutual understanding about the time and at a time one finds two members managing the shop. As MART is also attached they also get support from Executives (Senior and Junior). Presently, Sanjeevani has 38 drugs/products which are supplied by Raipur Mart on demand by the group. Tie-ups have been done with two local Vaidyas, who sit in Sanjeevani twice a week each and prescribe herbal medicines to customers. Side by side, customers are also given advice about the use of different medicines through a technical pamphlet by the group members. Along with the main Sanjeevani store, the group member sets up stalls for sale of herbal products in exhibitions and fairs. The SHG gets a commission of 15 per cent on the total sale in a month. The monthly sale of herbs and herbal products in Raipur Sanjeevani ranges between INR 1, 25,000 and 1, 50,000, which takes the commission up to a tune of 18750 to 22500. This amount is distributed equally among the 10 members. They take pride in contributing to 25-30 percent to their family income. The president of the SHG said that with the income from Sanjeevani she has started sending her children to convent school. The SHG members see this as a life-changing job opportunity. Now they also train members from other SHGs who plan to start Sanjeevani in their city/town. During discussion the group members pointed out that sale of herbal products is increasing every day. They also use their personal network for advertising and sale of the herbal products. However, the members also pointed out that many medicines which are much in demand by customers are not available at their Sanjeevani and this affects their relation with customers. They demanded regular supply of all the products from the Marts.

CHAPTER- FIVE

RECOMMENDATIONS AND CONCLUSION

5.1 CONCLUSION:-

The socio- economic structure of the villages visited found to be different from each other. The living conditions are very tough. The villagers are more dependent on agriculture for their livelihood and usually practice harvesting of Non-Timber Forest Produce and aware those regarding the optimum use of the available natural resources in the village. Chhattisgarh has diverse flora and most rural people are utilizing various Non-Timber Forest Products (NTFPs). New varieties of various products are explored and utilized by the forest dwellers using their indigenous knowledge e.g. Honey (Apis Dorsata/ Apis Flora).

The rate of production as well as prices has variation in different season, which is due to various interventions like lack of proper education of local people and in sufficient research and development, market trends and monopolies, wastage and unsustainability during different steps of processing, and govt. Attitude toward NTFPs etc. So, there is need of proper assessment and research on each and individual product through bottom up approach for proper planning, better levels of production, sustainable income through sustainable utilization, training and capacity building of related personals and community for conservation of different forest resources.

The project offers positive impacts to communities especially on sustainability production of NTFPs found in the area. It is evident from the above findings that forest fringe villages in the selected study areas are not solely dependent on NTFP collection, processing & selling. Most of them, especially in Rajnandgaon district are engaged in agriculture and allied activities, with NTFP collection being mostly a subsidiary occupation. NTFP collection is viewed as more of a cultural need and for earning some extra money during the high seasons. Lack of ownership of the SHG members has also been observed.

5.2 RECOMMENDATION:-

1. Trainings on non-destructive harvesting of honey should be carried out.
2. Record keeping should be strengthening.
3. Insurance of the honey collectors should be done
4. Risk allowances should be provided to the honey collectors.
5. Market surveys should be initiated to determine which of these NTFPs have strong market potential.

6. Packaging and labelling should be given more focus.
7. Proper marketing should be done for honey as it is the gold for Chhattisgarh Herbals.
8. Cultivation and domestication of valuable NTFP (Honey) should be encouraged on Private land establishing NTFP (Honey) Bee Keeping.

9. SHGs present in the villages should be associated with some cottage industries business so that women folk can perform their small business rather than working as agricultural wage laborer.
10. Hygiene and Sanitation for shop and products; Product display should be enhanced.
11. Proper monitoring should be done and member should be change according to the requirement.
12. Training about Collection, Processing and marketing of NTFP (Honey) Promotion should be started in effective way by Media, Workshop, and In/Formal discussion with the Collectors.
13. New members should be included who are capable to work with their interest and the people who are not active should be replaced.

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ANNEXURE

ANNEXURE - 1

“A rapid assessment of the involvement of the Self Help Group members (SHGs) in collection, processing and marketing of Non-Timber Forest Produce of the CGMFP Federation”

HOUSEHOLD QUESTIONNAIRE

Name of the interviewer:

Date of Interview:

General Information:

1. Name of the respondent:

1.2 Gender:

1.1 Village/hamlet:

1.3 Block/Mandal:

1.4. Household size: Large/Small/Medium

1.5. No. of members:

Male	Female	Children	Total

1.6 Age:

1.7 Primary occupation:

1.8 Qualification:

1.9 Total monthly household income:

1.10 Monthly income from Honey:

1.11 What is the Income Obtained from?

Collection	Processing	Selling

1.10 Since when you are engaged in honey collection work?

1.11. How many members of your family are involved in this trade?

2. Is honey collection seasonal? (Y/N)

2.1. If yes, explain?

2.2. If no, whether quantity varies in different seasons?

3. Quantity of honey collected in different seasons?

(in litres)				
Summer	Winter	Monsoon	Spring	Autumn

3.1. How far s/he goes to collect honey?

How far s/he goes for collection(in kms)	Time taken to reach

3.2. What are the methods of extraction of honey?

3.3. What are the Major Problems in Collection of honey?

- Distance
- Reducing Resources
- Problems with Forest Department
- Problem with wild animals
- Any other

3.4 Do you have any Insurance?

4. Collection and Processing

4.1. After collection do you process the honey?

- If yes where?
- If no why not?
- If yes how?

4.2. After collection, whom do you sell honey?

4.3. How much honey do you use for the domestic purpose?

Weekly	Monthly	Yearly

4.4. Where do you sell honey?

Federation, Mart	Market	Private traders	Any Other

4.5. How and where you initially store the collected honey?

4.6. For how many days you store the honey in your home?

4.7. How frequently you clean the container?

5. How is honey processing is done?

5.1. What are the major problems you face at the time of processing?

5.2. How many litres of Honey are being processed daily in your units?

6. Do you also engage in Packaging?

6.1. What is the process followed for packaging?

6.2. Does packaging matter in buying honey?

7. Where is the market?

7.1. How far from your village?

7.2. How do you identify the potential buyer?

a) Personal contacts b) From fellow sellers c) Any other source

7.3. Price Information:

Items	Unit of selling(kg/any other)	Current price/unit
Honey from Federation		
Honey from Market		

7.4. What are the major problems in honey selling?

7.5. Any idea and suggestion to solve these problems?

8. Have you received any training for honey collection/processing/marketing? (Y/N) if yes by which agency

8.1. If yes, duration of training:

8.2. Topics covered:

8.3. Trainers:

8.4. Did you find the training beneficial please enumerate?

9. Your suggestions/ comments about how to increase the scale of production?

ANNEXURE - 2

“A Rapid assessment of the involvement of the Self Help Group members (SHGs) in collection, processing, and marketing of Non-Timber Forest Produce(NTFPs) of the CGMFP Federation”

1. Name of the Respondent:
2. From when you are working in this mart/Sanjeevani?
3. Is honey sold in your mart/Sanjeevani?
4. What is the selling price of honey per litre?
5. What is the daily sale of honey?
6. What is the profit margin of honey?
7. What you do when the honey gets expired?
8. What is the niche of your honey in the market?
9. Can you please give the detail of the supply chain of Honey?
10. What is the USP of your Honey?
11. How do you attract consumers?
 - a. High quality
 - b. Constant upgrading or modification to customers' needs
 - c. Assured/ rapid delivery
 - d. Reasonable price
12. What are the other products?
13. Who are the competitors in the market?
14. How do you differentiate your product with others?
15. How do you advertise your product?
16. What is the gross monthly income of your mart/Sanjeevani?
17. What is the net monthly profit of your mart/Sanjeevani?
18. How much time you spent daily in this mart/Sanjeevani?
19. What is your monthly income from this mart/Sanjeevani?

20. Are you satisfied with this income?

a) If yes, explain why? b) If no, explain why?

21. What kind of documents you maintain in this mart/Sanjeevani?

22. What kind of training you receive for the last 1 year?

a. Who organise this trainings

b. Duration of the trainings

c. Your benefits

23. How to increase the income from this mart/Sanjeevani?

24. Who is the owner of this mart/Sanjeevani?

Any suggestions/ comments-

ANNEXURE- 3

QUESTIONS ASKED AT THE TIME OF Focus Group Discussion (FGD)

Name of SHG: _____

Name of Primary Cooperatives: _____

Name of the Respondent: _____

Village: _____

Date of interview: _____

General questions:

1. Can you mention the changes in your life since you became member of the SHG?
2. Can you mention the changes in your life since your SHG was included in a federation?
3. What is your main occupation?
 - o Farm – own employed
 - o Farm – on contract
 - o Farm – day labourer
 - o Non-Farm – own employed
 - o Non Farm – on contract
 - o Non-Farm – day labourer
 - o Unemployed or housewife
 - o Other, please specify: _____
4. Could you first please tell me something about yourself and your role in the SHG federation?
6. Can you indicate to what extent the SHG federation has been successful, what is going well?
7. What are the advantages of SHG and benefits you get from the SHG?



Figure 4. FGD at Manpur Village of SHG

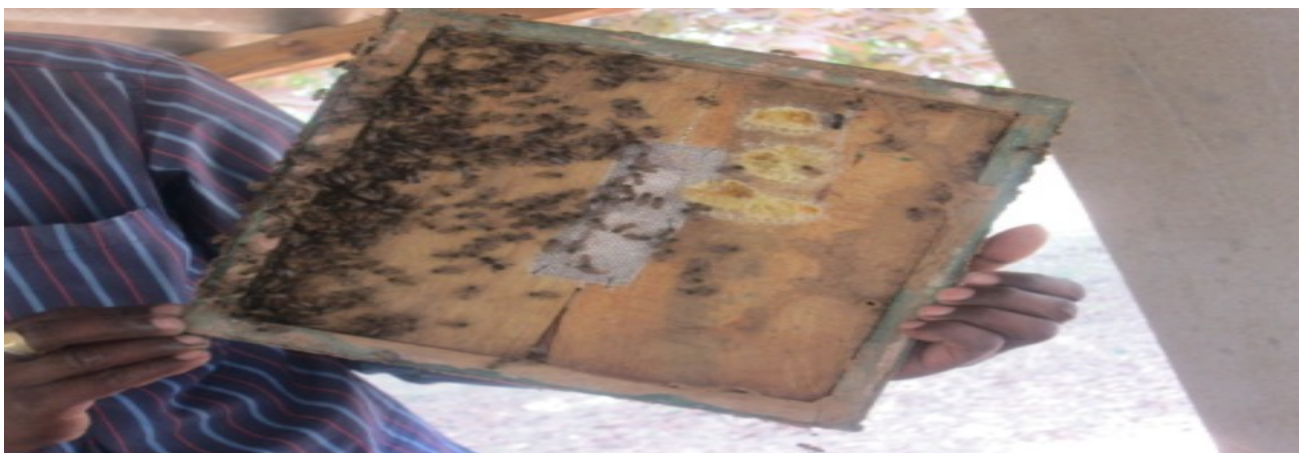


Figure 5. Bee -Keeping activity



Figure 6 Bee-keeping at Katghora



Figure 7.Beee-Keeping at Katghora



Figure 8.FGD at Dharamjaigarh Village



Figure 9.Interview at Marwahi



Figure 10.honey Processing centre at Kanan pindari, Bilaspur



Figure 11.Weighing Machine at Kanan Pindari, Bilaspur



Figure 12.Honey storage container



Figure 13.Sanjeevani at Pendra road, Marwahi



Figure 14.Packed honey in diff sizes



Figure 15.Processed Honey



Figure 16.Storage of Packed honey



Figure 17.Availability of diff product at sanjeevani



Figure 18.Dharamjaigarh district, Jaldega