

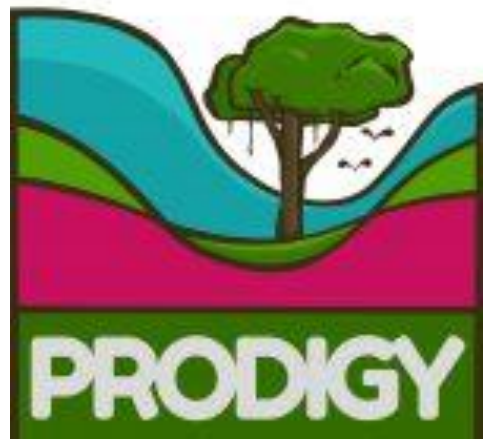
Palm fruit's potential for sustainable commercialisation in Pando, Bolivia

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Introduction

- The economy in the Bolivian Amazon is monodependent on Brazil nut's commercialization.
- There is a necessity to explore other alternatives for economic diversification.
- Palm fruits are important non-timber forest products (NTFP) for the livelihoods of rural people and have a high economic potential in the region.
- However, the conditions for their commercialization are in many cases underdeveloped.

Objective: To assess the potential of four palm fruits for sustainable commercialization in two different rural communities in Pando, Bolivia: inside and outside of a national reserve.



(a) Fruits of Asai (*Euterpe precatoria* Mart), from ACEAA (b) Fruits of Majo (*Oenocarpus bataua* Mart), from Salomon (n.d.) (c) Fruits of Motacu (*Attalea phalerata* Mart. ex Spreng), from Stang (2007) (d) Fruits of Palma real (*Mauritia flexuosa* L.f), from Huamán (n.d.)

Methodology

- **Study area:** West region of Pando, Bolivia. One community inside the *Reserva Nacional de Vida Silvestre Amazónica* (RNVSA) *Manuripi*, and one outside.
- **Palm fruits studied:** Asai (*Euterpe precatoria* Mart), Majo (*Oenocarpus bataua* Mart), Motacu (*Attalea phalerata* Mart. ex Spreng) and Palma real (*Mauritia flexuosa* L.f.).
- **Data collection:** from October 2020 to January 2021
 - Semi-structured online interviews with 14 key informants
 - Structured interviews with 20 community members
- **Data analyses:**
 - Qualitative content analyses
 - Multi-criteria analyses for each respondent group (key informants and two communities).

Based on an analytical framework composed of four criteria (ecological, socio-economic, political and institutional, and commercialization and value chain).

Results

- **Asai** got the highest commercialization potential due to its high abundance, high demand, targeted institutional support, among others.
- Second was **Majo**, which benefited from its similarities with Asai regarding harvesting and processing.
- Majo's technical processing deficiencies limited its commercialization.
- **Palma real** and **Motacu** had medium and low potentials because of a lack of knowledge regarding their harvesting and processing and low consumption.
- The community inside the RNVSA Manuripi had a higher potential than the community outside.



Figure 1. Collection of Asai fruits



Figure 2. Processing of Asai fruits

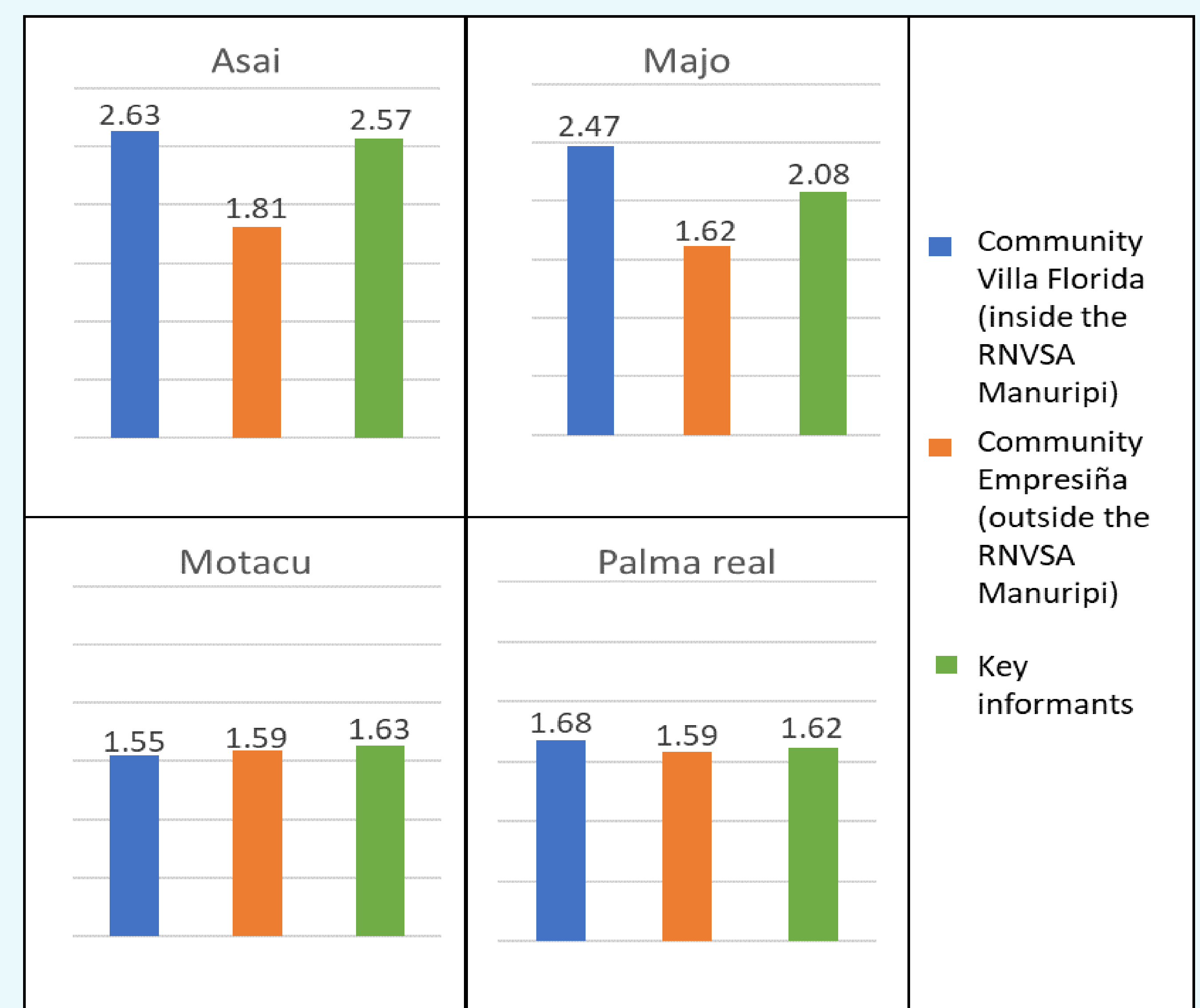


Figure 3. Final rating values for each palm fruit per respondent group

Table 1. Potential for sustainable commercialization for each palm fruit per respondent group

Respondent group	Asai	Majo	Motacu	Palma real
Key informants	High potential	Medium potential	Low potential	Low potential
Community Villa Florida (inside RNVSA Manuripi)	High potential	High potential	Low potential	Medium potential
Community Empresiña (outside RNVSA Manuripi)	Medium potential	Low potential	Low potential	Low potential

Conclusion

- Asai and Majo have shown potential to complement other NTFP commercialization activities.
- Current and future advances in Asai collection and trade may drag the development of commercialization of other palm species, such as Majo.
- Institutional support is key in the development of palm fruits sustainable commercialization.

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