



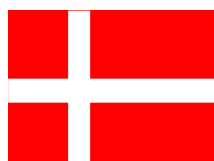
International Workshop of Experts on Financing Sustainable Forest Management

Oslo, Norway, 22 – 25 January 2001

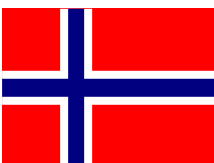
A Government-Led Initiative in Support of the United Nations
IPF/IFF/UNFF Processes



Document No. : OSLO/0.1/RP



Record of Highlights (advance unedited version)



by

Workshop preparation team

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A. BACKGROUND

1. The workshop, co-sponsored by Brazil, Denmark, Malaysia, Norway, the Republic of South Africa and the United Kingdom, was a Government-led initiative in support of the IPF/IFF and UNFF processes. It was co-financed by the Governments of Norway and the United Kingdom and organised by the Center for International Forestry Research (CIFOR). The workshop was a follow-up to the Workshop on Financing of Sustainable Forest Management held in Croydon, UK, in October 1999. This is the third in the series of meetings started with the Workshop on "Financial Mechanisms and Sources of Finance for Sustainable Forestry" held in Pretoria, South Africa in 1996.

2. The workshop had the following three objectives (a) identification of ways of implementation of IPF/IFF decisions on financial resources, (b) identification and better understanding of broader issues that constrain or promote new and additional flows of finance in the forest sector from all sources, and (c) contribution to the new UNFF on its programme of work on finance. The workshop focussed on three broad themes: (i) Feasibility of Investment Promotion Entity (IPE), (ii) Private sector financing to SFM, and (iii) Global Forest Fund and other means of increasing financial resources from all sources. See Annex 1 for the agenda.

3. Documentation for the workshop consisted of lead papers, invited supporting papers and voluntary material, as listed in Annex 2, all of which are posted on the CIFOR website (www.cifor.cgiar.org/fsfm/index.htm). A full proceedings document, will be produced within the first quarter of year 2001. The workshop was covered by the International Institute for Sustainable Development (IISD) and its report of the discussions are available on the IISD website (<http://www.iisd.ca/LINKAGES/>) as well as in the magazine Sustainable Developments (Vol. No. 47, No. 1, 27 January 2001).

4. Seventy experts from 40 countries (developing countries, countries in transition and developed countries), including representatives from the private sector, non-governmental organisations, financing institutions, international organisations and academia participated in their individual capacities. The list of participants is in Annex 3.

5. This document presents a summary of the main findings of the workshop. Given the non-official status of the meeting, this document is not a negotiated text and, currently, it is unedited.

B. HIGHLIGHTS

I. Enabling environment for investment in sustainable forest management

6. Workshop participants recognised that lack of funding is not often the sole constraint to investment in SFM in developing countries and countries in transition; also important is the lack of enabling conditions. At the national level, a key factor is the low commitment and priority given to the forest sector, both by the beneficiary countries and their donor partners, often caused by failure to demonstrate the socio-economic developmental contribution of the sector.

Accordingly, opportunities for funding are often missed by not linking forests to priority concerns such as poverty reduction and sustainable development.

7. Continuing decline in commodity prices at the international level is preventing the forest sector, even of forest-rich countries, from yielding adequate surpluses for reinvestment in SFM. The forest-products markets being price sensitive tend to favour low-priced forest products, often coming from non-sustainable harvesting. This trend undermines the market share of responsible suppliers of forest products that have to bear the full costs of sustainable practices. Therefore, promoting remunerative trade and fair prices has a potentially important role in making SFM investment possible

8. Other important factors in constraining investment are insecure tenure; policy and market failures; high levels of actual and perceived risk due to factors outside sectoral control; lack of suitable credit options and weak and unstable regulatory environments that encourage rather than discourage unsustainable or illegal practices. Factors that would raise operational costs or reduce returns (such as over-regulation, poor infrastructure, undeveloped markets, etc) act as disincentives to private investors. The additional costs involved in practising SFM at micro-scale (individual forest stand level) compared to the landscape level also discourage investment, especially by smallholders.

9. Due to the heterogeneity of situations, individual developing countries and countries in transition have primary responsibility to find solutions best suited to them as they seek to create conducive investment environments for SFM. Making SFM more profitable and less risky through policy interventions would increase the self-financing prospects of the sector and permit mobilisation of new private investment;. However, in many countries there is need for external public-funding (ODA) to support capacity building, development of appropriate legal frameworks, and for creating the social and economic conditions conducive to investing in SFM.

II. Private sector financing of sustainable forest management

10. SFM offers opportunities for economic gain alongside ecological and social benefits. Thus it requires increasing investment not only by the private sector, ranging from small farmers and communities to large international corporations, but also by the public sector, including ODA

11. Private investors seem to prefer industrial plantations to natural forests for their investments. Accordingly, large companies have targeted substantial private capital flows towards industrial plantations. While this so far has taken place mainly in developed countries, the trend is also spreading to an increasing number of developing countries where conditions for private capital are attractive. With their predictable output and relatively short rotations, industrial plantations carry a lower level of perceived risk than natural forests; thus public sector incentives appears to be less needed for this market segment. However, promotion of sustainable forestry in natural forests and smallholder plantation developments would continue to require greater public support and incentives.

12. Major considerations affecting private sector decisions about forestry investments are levels of returns, risks and transaction costs. Sufficient returns are a prerequisite and thus any cost-enhancing factors tend to represent yet another burden for the private sector. The

evidence is that small investors face particular difficulties in meeting additional costs of SFM. Since investors weigh returns against risks, , they demand much greater returns (typically 15-30%) in the case of some developing country conditions where the risks could be perceived as very high. Risk mitigation – much of it relating to factors outside the forest sector's control - could therefore significantly assist in promoting investment in SFM. Reduction of transaction costs is also important, particularly for attracting small investors in SFM.

13. In view of the high investment costs, technical complexity, perception of modest returns compared to significant risks and uncertainties, and contentious environmental and social issues, private sector investors appear more reluctant to invest in SFM in natural forests. Given that these forests yield considerable public benefits for society, there is often a need and justification for domestic and/or international public funding in natural forest management.

14. Ways to promote private sector interest in SFM, including expanded attention to natural forests, should be sought and promoted. The public sector should make the investments necessary for enhancing production of public benefits from forests as well as for creating enabling conditions to leverage complementary private capital investment in SFM.

15. There is also growing interest in investment, and possible opportunities for new funding related to carbon sequestration and climate change mitigation through forests, about which the international community continues to seek formal agreements.

III. Investment Promotion Entity as a potential means to promote SFM financing

16. As a follow up of the IPF/IFF decisions, further analyses were carried out on a proposed Investment Promotion Entity (IPE) for SFM; the results of two complementary pre-feasibility analyses were discussed at the workshop.

17. The general idea of promoting/catalysing increased private sector funding was welcomed and there was a broad agreement that the concept of the IPE should be explored further. Frequent reference was made to the need for investment promotion in the context of national forest programmes (nfps). The principle of partnership building was welcomed and suggestions were made to familiarise the private sector about it and to assess the sector's potential interest in the partnership.

18. On the other hand, there was also recognition of the limitations of the proposed format of IPE in relation to the needs of a wide range of countries, SFM activities and investors. Nevertheless, it was stressed that the IPE should focus on a few aspects of SFM rather than attempting to serve all possible needs. It was felt that in clarifying the IPE design, there should be a full and deliberate exploration of options in its scope and orientation. The factors to be considered in such an exploration include the following:

- potential to serve countries that have only medium attractiveness for large-scale private investment;
- possibility to serve a range of scales of investor;
- ability to promote SFM investments in natural forests, where need for public/private sector (commercial and non-profit) partnerships are often a key to success;
- operation at national and regional rather than global levels.

19. It was agreed that, subject to availability of appropriate funding, further in-depth analysis on the IPE was warranted, in order to provide a broader consideration of several factors important for assessing its merits. The analyses should be conducted in consultation with a wide range of actors, including, in particular, the private sector. Issues identified as requiring further examination include:

- Market analysis: full assessment and characterisation of demand including a review of existing experience in small, medium and large scale forest-related financing in different regions (different risk levels and country conditions) as well as provision of examples of projects and investments to be carried out by IPE;
- Review of investment experience: including experience for large, medium and small investments;
- Orientation: the degree to which to combine commercial with development objectives in projects;
- Functions: fuller consideration, e.g. degree to which to focus on packaging of investment, risk mitigation, reduction of transaction costs, information provision, and clearing house functions;
- Investment criteria: including definitions of types of SFM and beneficiaries and benefits to be obtained by developing countries and countries with their economies in transition;
- Risk assessment: detailed assessment of risk and securing private sector views on risk from the perspective for investors at various scales;
- Organisational issues: Structure, governance, operational strategy, coverage and geographical scope (global, national, regional);
- Financing IPE establishment and operation: balance between public and private sector funding of IPE as an institution, long term financing issues (including means for self-financing);
- Linkages with other mechanisms: possible complementarity or duplication with existing and planned mechanisms.

20. During the discussions, some participants suggested that pilot activities would be useful to learn about IPE's feasibility. Such pilot activities, if implemented by governments and/or the private sector, should not preclude consideration of the IPE by the UNFF.

IV. Global Forest Fund

21. A review of earlier discussions related to the Global Forest Fund (GFF) till IFF4 was considered in the context of the search for ways to secure new and additional financial resources for SFM, ensuring the flow of sustained funding to SFM, and addressing concerns related to deforestation.

22. Some participants reiterated the importance of establishing a GFF for developing countries. Some expressed concern that GFF might substitute rather than add to the existing ODA flows to developing countries and countries in transition. The subject of the GFF would continue to require attention.

23. In this connection, recent developments in existing international financing institutions and mechanisms that might offer new opportunities were discussed. They were considered in the context of overall international financial arrangements for SFM with which the proposed GFF might associate, in order to draw co-operation and partnerships among the involved bodies. This was important since no individual mechanism or instrument alone can meet all the needs of the wide range of beneficiaries from forests. Some participants saw a need to assess linkages and collaboration possibilities to enhance the effectiveness of these instruments for SFM. The results of such assessment should lead to identification of various elements of an international framework for SFM financing, including proposals for how any gaps in the existing mechanisms could be filled.

24. Attention was drawn to direct links between SFM and poverty alleviation/sustainable development that could open several possible and so far under-utilised sources of funding, including ODA, for sustainable forestry.

25. The workshop's attention was also drawn to the fact that while financial flows to forestry have not been sufficient, better use of these limited resources would have had a much more positive impact in moving forestry from unsustainable practices to SFM. There are a number of reasons which have contributed to making financial flows to forestry ineffective and inefficient, including poor co-ordination among donors, lack of agreement on criteria for allocating funds, and poor complementarity between public and private funding, both local and foreign. In this connection the participants considered the consortium approach and other forms of partnership as a way of addressing investment needs beyond the funding possibilities of any specific mechanism or source, while enhancing the effectiveness and efficiency of available financial resources. In welcoming the idea of partnerships or consortia, participants expressed preference for applying these approaches at national and regional levels rather than global level.

V. Other means of increasing financial resources from all sources

26. The workshop was briefed about: (i) recent developments following review of the World Bank's forest policy implementation; (ii) activities of the Inter American Development Bank (IDB) including partnership efforts to promote private sector investment; (iii) the Global Environment Facility (GEF) adjustment that offer greater room for forestry funding; (iv) the Global Mechanism of the Convention on Combating Desertification (GM/CCD); and (v) National Forest Funds in a wide range of countries. Participants observed that there is a limited knowledge about the existence of many funding mechanisms, including some bilateral sources; therefore, a wider dissemination of information on the available sources of international financing could help tap additional funding for SFM. In addition, an agreement by the Conference of Parties (COP) of the UNFCCC on the guidelines and the establishment of the Executive Board to contribute to the objectives of the Kyoto Protocol, may constitute a useful mechanism to channel investments in reforestation and afforestation as a means of carbon sequestration.

27. The workshop recognised the World Bank's new efforts to complement project lending with other funding mechanisms such as issued-based lending, greater inclusion of forestry elements in broader development programmes, and systemic resource transfers. It also recognised the wide array of financing instruments of the Inter-American Development Bank (IDB) to support SFM and to bring on board investments by smallholders and by both commercial and non-profit private sector organisations.

28. GEF initiatives to expand its activities in the area of sustainable use (through its Operational Programme #12 Integrated Ecosystem Management, together with its Capacity Development Initiative) were welcomed although it was recognised that being an environment fund, the contribution of the GEF to SFM would remain constitutionally limited. There should nevertheless be greater awareness of the new GEF opportunities for SFM. Considering its limited success in mobilising the level of funding, the GM/CCD provided an important lesson underlining the need for the objectives, functions and operational strategy of any new proposed funding mechanism to be made clear before decisions are made on establishing such new mechanisms.

29. At national level considerable experience has been accumulated on forest, environmental and social funds, which draw their resources from a variety of sources and serve diverse purposes, including the financing of SFM. However, there is limited analytical information on the experience of national funds, including how such mechanisms could be linked with international sources of financing. Further analysis to complement the information presented by FAO should be carried out on the potential of forest, environmental and social funds for financing SFM.

30. Furthermore, capacity building is an essential element for creating enabling conditions for funding SFM. At international level, sharing of knowledge and opportunities on best practices in the field of national forest programmes and their financing strategies are needed. Information on the global market trends as well as application of individual instruments and mechanisms would facilitate the learning process at country level. Exchange of experience among countries and regions should therefore be encouraged.

VI. Additional points

31. The following issues and ideas emerged from discussions in individual working groups. Some of these may deserve further consideration and early action although not all have received the same degree of elaboration, discussion or examination by the entire body of workshop participants as the points highlighted above:

- Organise an international meeting of private sector (to include forestry and forest industry companies) on enabling conditions for private investment.
- Convey the IPE idea to the CEO Forum of the World Bank with a view to secure its possible interest in launching pilot-scale operation of the mechanism.
- Disseminate information on the experiences in multi-stakeholder cooperation (e.g. the Congo Basin experience).
- Offer better information on concept and mix of instruments in developing concrete national financing strategy for nfps.
- Special measures to address considerable investment needs of countries in transition.
- Arrange for south-south knowledge exchange on innovative funds.

- Expand the scope of national funding mechanisms beyond special forestry funds to include further leveraging of existing sources (inside and outside sector).
- Make efforts to develop environmental markets (they have to eventually – better to anticipate before cost becomes too high).
- Develop mechanisms to capture public willingness to pay for SFM services.
- Analyse and examine a need, if any, to align priorities in, for example, GEF, other international public institutions and instruments, private Foundations and NGOs.

**International workshop of experts on financing sustainable forest management
(SFM)
Oslo, Norway,
(22-25 January 2001)**

AGENDA

**[WE WILL EVENTUALLY INSERT THE SCHEDULE OF SESSIONS WITH DETAILS
INSTEAD OF THE PRELIMINARY ONE HERE]**

Agenda item I: Preliminaries

- Registration
- Opening ceremony
 - Preliminary remarks (Chair - Workshop Steering Committee)
 - Keynote address
- Setting the stage: where are we on finance dialogue? - from UNCED to UNFF and the future (Jag Maini - Co-ordinator, IFF Secretariat and Ralph Schmidt)

Agenda item II: Private Sector Financing

- Private sector financing - Trends, opportunities and constraints
- Regional and corporate perspectives on private sector financing of SFM

Agenda item III: Investment Promotion Entity (IPE)

- Investment Promotion Entity (IPE) – feasibility and operationalisation

Agenda item IV: The Global Forest Fund and other means of increasing financial resources from all sources

- The Global Forest Fund - from Rio to IFF4
- Getting the best out of existing financial sources and mechanisms.
- Selected approaches towards new funding mechanisms: consortium approach to international funding.

Agenda item V: Highlights and the way forward

- Highlights from the workshop and matters to draw to the attention of the UNFF and other fora related to forests

Agenda item VI: Closure

- Closing session

LIST OF DOCUMENTS

Agenda item/ topic	Document No.	Title	Author (s)
Reports	OSLO/0.1/RP	Record of highlights	-
	OSLO/0.2/RP	Proceedings of the Oslo International Workshop on Financing Sustainable Forest Management [to be ready within first quarter, 2001]	-
I. Preliminaries	OSLO/I.1/PR OSLO/I.2/PR OSLO/I.3/PR	Agenda List of documents List of participants	- - -
II. Investment Promotion Entity (IPE)	OSLO/II.1/IP	Feasibility and operationalisation of an investment promotion entity (IPE) for sustainable forest management – highlights from the main papers	Workshop preparation team
	OSLO/II.2/IP	Assessing The Feasibility and Operationalisation of An Investment Promotion Entity (IPE) for Sustainable Forest Management [Overall study, with specific attention to structure and feasibility of the entity, and to its operationalisation and launching].	Pedro Moura-Costa, Lionel Fretz and Gerald Kohn, EcoSecurities, UK
	OSLO/II.3/IP	Assessing The Feasibility and Operationalisation of an Investment Promotion Entity (IPE) for Sustainable Forest Management: Demand and Supply aspects.	Jyrki Salmi, Tapani Oksanen, Markku Simula, Indufor Oy, Finland

Agenda item/ topic	Document No.	Title	Author (s)
III. Private Sector Financing	OSLO/III.1/PS	Investing in the Future: The Private Sector and Sustainable Forest Management	Hans Gregersen & Arnoldo Contreras, USA
	OSLO/III.2/PS	Private Sector Investment in Sustainable Forest Management in Humid Tropical Africa	Jean Jacques Landrot & Steven Speed, IFIA, Paris, France
	OSLO/III.3/PS	Investing In The Future - the private sector and Sustainable Forest Management: a case study of progress towards sustainable forest management in the South African Plantation Forest Industry - the Private Sector and sustainable forest management - Perspective From Southern Africa	Mike Goldblatt, South Africa
	OSLO/III.4/PS	The Private Sector and Sustainable Forest Management – Southeast Asian perspective	Barney S. T. Chan, Malaysia
	OSLO/III.5/PS	The Private Sector and Sustainable Forest Management - South America Perspective	Ivan Tomaselli, STCP, Brazil
	OSLO/III.6/PS	The Private Sector and Sustainable Forest Management - A Private Perspective From South America's Southern Cone	Fernando Raga Castellanos, Chile
	OSLO/III.7/PS	Speaking notes: Considerations in funding SFM - the perspective of an investment bank.	Peter Mertz, Union Bank of Switzerland
	OSLO/III.8/PS	Mechanisms to encourage private capital in environmental services of forests.	David Brand, Hancock Natural Resources Group, Australia
	OSLO/III.9/PS	Certification and Sustainable Forest Management.	Maharaj Muthoo, Executive Director, FSC

Agenda item/ topic	Document No.	Title	Author (s)
IV. Other means of increasing financial resources from all sources including the global forest fund	OSLO/IV.1/FF	Global forest fund: status of policy deliberations at the international level	Workshop preparation team
	OSLO/IV.2/FF	An overview of National Forest Funds: current approaches and future opportunities	Kenneth L. Rosenbaum & Jonathan M. Lindsay, FAO, Italy
	OSLO/IV.3/FF	Financing Sustainable Forest Management: doing more with (probably) less	Jim Douglas, Forestry Advisor, The World Bank, USA
	OSLO/IV.4/FF	The Global Environment Facility – experiences and trends – lessons for SFM financing (GEF)	Dr. Kanta Kumari, GEF Secretariat
	OSLO/IV.5/FF	The Global Mechanism of the United Nations Convention to Combat Desertification (GM/UNCCD) – experiences and lessons in sustainable forest management financing	Per Ryden/Simon Quatrini, GMCCD/IFAD, Italy
	OSLO/IV.6/FF	Forests financing in Latin America and the Caribbean	Kari Keipi, Inter-American Development Bank, USA
	OSLO/IV.7/FF	Changing perceptions of technical assistance in support of Sustainable Forest Management	Lennart Ljungman & C.T.S. Nair, FAO, Italy
	OSLO/IV.8/FF	Global forestry funding – exploring consortium financing of sustainable forest management	Dr. Barin Ganguli, India

Agenda item/ topic	Document No.	Title	Author (s)
	OSLO/IV.9/FF	Consortium funding for Sustainable Forest Management: African perspectives and priorities	Frank S. Kufakwandi, African Development Bank, Ivory Coast
	OSLO/IV.10/FF	Financing sustainable forest management in Norway	Knut Øistad, Ministry of Agriculture, Norway
	OSLO/IV.11/FF	Experiences and Future Directions of Forestry Funding in Vietnam	Dr. Nguyen Xuan Nguyen, Vietnam
	OSLO/IV.12/FF	Financing integrated sustainable forest and protected areas management in Indonesia: alternative mechanisms to finance participatory Forest and protected areas management	Prof. Herman Haeruman Js, Bogor Agricultural University
	OSLO/IV.13/FF	Financing sustainable forest management in Russia and the Commonwealth of Independent States countries: alternative mechanisms to finance participatory Forest and protected areas management	Prof. Anatoly Petrov, Russian Institute of Continuous Education in Forestry, Russia
	OSLO/IV.14/FF	Financing strategies for sustainable forest management at national level – the place of the UNDP Programme on Forests (PROFOR)	Christian Mersmann

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