

CEPF FINAL PROJECT COMPLETION REPORT

I. BASIC DATA

Organization Legal Name:	Indonesian Ecotourism Network, INDECON
Project Title:	Community-based Conservation Action through Sustainable Ecotourism Business Development in Protected Area
Date of Report:	December 12, 2007
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CEPF Region: Sundaland (North Sumatra)

Strategic Direction: 1. Enhance stewardship of resources

Grant Amount: \$73,000

Project Dates: October 1, 2005-March 31, 2007

Implementation Partners for this Project (please explain the level of involvement for each partner):

1. LPT (Tangkahan Tourism Organization) – Community organization which was a major partner of the project. The project mainly involved LPT members through participatory way. Consistency of LPT in supporting the project was play important role in project achievements.
2. Gunung Leuser National Park (GLNP) – involved in supporting fund for Tangkahan co-management office, trainings and workshops. GLNP support the project in acknowledging Tangkahan and LPT to Directorate General of Forest Protection and Nature Conservation, Department of Forestry.
3. Flora Fauna International – involved in trainings for community, co-funding in Tangkahan co-management office construction, and involved in several Tangkahan
4. Langkat Culture and Tourism Regional Office – involved in promoting Tangkahan ecotourism packages.

II. OPENING REMARKS

Provide any opening remarks that may assist in the review of this report.

The project was designed to strengthen the institutional capacity of Tangkahan community in conducting and manage ecotourism to more effectively, low impact and sustain. In achieving this outcome, the project was formulated on a partnership basis with community, park management and other stakeholder related to tourism at district, provincial and national level. Hence, the project has ensured that tourism development in Tangkahan is sustainable, focus on generate more income and expand job opportunities for local community through effective participation by community in planning, ownership and operation of tourism enterprise.

Indecon has implemented ecotourism program in sequence to sustain the community business for long term period, by using three major components as an innovative strategy for achieve the project goals, which are benefit to local communities, minimized the environment and cultural impact, and increased good relationship among stakeholders. Three components was interrelated each other that was built a strong community ecotourism enterprise.

All activities were implemented well. Nevertheless, some ideas also came up through community meetings and discussions particularly in term of small scale business improvement, such as how to optimize revolving fund program, handicraft program, equipment rental program that would provide things such as tents, tubing, and cooking group program.

III. ACHIEVEMENT OF PROJECT PURPOSE

Project Purpose:

- 1. Community has capability to conduct and managed ecotourism activities in the national park in sustainable way.*
- 2. LPT acknowledge by directorate general of forest protection and nature conservation to conduct and manage the ecotourism activities in the park.*
- 3. LPT legal as tour operator at district level.*
- 4. LPT become a strong organization and capable to collaborate with other stakeholders.*
- 5. Tangkahan ecotourism site plan and ecotourism investment guide are developed, in order to minimize the tourism impact and suspend mass tourism development.*
- 6. Community tour operator established and operated.*
- 7. Commitment and partnership among the stakeholders are increased.*
- 8. Tangkahan ecotourism products recognized by local market, tour operator at provincial and national level.*

Planned vs. Actual Performance

Indicator	Actual at Completion
<p>Purpose-level: <i>Capability of 40% community member (including LPT member) to conduct and manage ecotourism activities increased within one years project</i></p>	<p>In order to increase capacity of community in managing ecotourism, INDECON carried out several trainings, which are:</p> <p>(1) Training on the mechanism of monitoring, analyzing and reporting that carried out for three days on December 2005, attended by 24 participants. The training was quite successful, participants shown high spirit and actively involved in the training. They learned about relationship between tourist activities and impact to the environment and how to measure the impact of visitation;</p> <p>(2) Training on community tour operator management that attended by 21 participants. Participants were trained to conduct reassessment of tour packages prices in order to increase price competitiveness. Output of the trainings is participants made agreement on reservation mechanism, tour management, and accommodation rolling system management to establish one door management system through Community Tour Operator (CTO) body;</p> <p>(3) Training on handicraft, attended by nine participants. The Training of trainer methode was used for selected person, in order to be more focus and efficient. Participants were trained to make handicraft souvenir using local materials. Handicrafts made by participants are currently sell to visitors as souvenir;</p> <p>(4) Training on food and beverage services, attended by 10 women participants. Participants were enthusiastic and actively involved in training, since they had more knowledge in making good taste of foods and beverages;</p> <p>(5) Training on tour operator management. Aim of the training was to refresh capacity of rangers on guiding techniques and knowledge of Tangkahan area. In addition, training also aims to increase navigation and expedition skills as well as to strengthen teamwork and discipline.</p> <p>Moreover, beside conducted scheduled, INDECON facilitated two members of LPT to attend and giving speech on ecotourism management training hosted by INDECON and Ministry of Culture and Tourism on 26-28 July 2006 in Medan. The training is attended by ecotourism and nature tourism managers and local tourism offices from throughout of North Sumatra. Lessons learned of ecotourism development from many locations in Indonesia including Tangkahan were presented in the training.</p> <p>INDECON and Gunung Leuser National Park also facilitated LPT member and national park staff to participate in "Share Learning" workshop, hosted by PILI (a national environmental education NGO) in Bogor West Java on July and in Tomohon, North Sulawesi in September 2006.</p>

<p>In the year of 2006, LPT organization and its ecotourism activities acknowledged by The Directorate General of Forest Protection and Nature Conservation</p>	<p>Socialization of Tangkahan program to the Directorate of Forests Protection and Nature Conservation, Department of Forestry Indonesia was carried out by inviting the Director of Conservation Areas to Tangkahan on February 2006. The visit was conducted at the same time with "Share Learning" workshop, a program organized by Center for Environmental Study Indonesia (PILI), INDECON and National Park.</p>
<p><i>By the second quarter in 2006, Community Based Tourism investment guideline in Tangkahan Area is 80% developed (including tourism site plan and investment strategy)</i></p>	<p>On the third week of January 2006, INDECON facilitated a meeting involving LPT and land owners whose land bordered with the National Park, accommodation and restaurant owners. The meeting highlighted the plan to develop ecotourism further in the future, encouraged input from the participants, and sought to find common ground among parties involved. During the meeting a consensus has also been achieved to undertake community land mapping in areas potential for further ecotourism development.</p> <p>Moreover, the land owners also agreed to allow the construction of walking path that lie across their land for tourism purposes. The mapping activity that was carried out in February 2006 involved land owners and LPT members. Result from this activity included a map and a plan for walking path development agreed by all parties.</p> <p>The community agreed to the idea of developing guideline for investment in community based ecotourism, which would apply co-investing system that enable community to obtain shares from the development without selling their property.</p> <p>The investment guideline had been written by INDECON team. The site adjusted to the last condition was attached in to investment guideline document. The guideline document comprises several community tourism investment options, mechanism on private sector involvement, and business partnership model.</p>
<p><i>Community revenue from tourism increased by 50% within a years after the project completion</i></p>	<p>The number of domestic visitor to Tangkahan increased from 5,774 in year 2005 to 8.270 visitors In 2006, or increased 43%. Meanwhile international tourists increased 115% from 122 visitors in 2005 become 263 foreign visitors. This number showed the great achievement of marketing effort that done by LPT members and Indecon.</p> <p>Increasing visitation automatically increase community revenue, especially tourism division of LPT's member. Based on the 2.5 days length of stay of the international tourists, and their ability to spend USD 35.00 per day, revenue from international tourists is USD 23,012.00 or equal to IDR 204,800,000.00.</p>

	<p>LPT income from foreign visitor itself is approximately around IDR 70,220,000.00. It is the money that spent by tourists for tourism activities and entrance fee managed by LPT. The rest of revenue went to local community who run the accommodation and sell food/beverage.</p> <p>Additional revenue from souvenir is not included, since we still have lack of data.</p> <p>Domestic tourists earned IDR 248,100,000.00 with length of stay is only 1,2 day. Revenue from domestic tourists spread more widely to community, where LPT approximately received IDR 44,658,000.00 and the rest went to food stall, restaurant and women group that sell drink and food during weekend.</p> <p>Tangkahan community also gets revenue from fruit crops, beside direct revenue from tourism activities. Durian fruit from Tangkahan is quite famous as one of the best species among the Medan city communities. Usually the local people sell their durian to the middle man IDR 1,500.00 per one durian and the middle man brought the durian to Medan and sell around IDR 4,000.00 to 5,000.00 per one durian. Nowadays the local community sells their durian directly to tourists with IDR 3,500.00 each. The durian not only bring more benefit to communities, but also become a strategy to attract domestic tourists especially durian lovers to come to Tangkahan.</p>
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<p><i>By the end of the third months of the second quarter in the second year, cooperation agreement between LPT and other Tour Operator signed</i></p>	<p>INDECON in cooperation with Al'joe Tours-Jakarta (national level) have agreed to collaborate in selling Tangkahan ecotourism package. As result, ten Dutch tourists visited Tangkahan in May 2006 arranged by Al'joe Tours. In the other side, INDECON working together with Bina Swadaya had organized a workshop on North Sumatra Ecotourism Promotion that attended by 35 participants, which 25 participants are ecotourism developers and 10 participants are representatives tour operators in Medan. In the occasion, LPT presented its products and succeeded in securing cooperation with two Medan based tour operators, namely Ravelino and Narasindo Tour & Travel, to sell Tangkahan product. Ravelino Tours and Travel with their link in Netherlands was proved to send at least 10 group of tour to Tangkahan within year 2006.</p> <p>In collaboration with Bina Swadaya Foundation and Bumi Kita Foundation supported by European Union, Indecon has produced eco tour products, which was developed together with Medan based tour operator using the sustainable tourism criteria's. This product was marketed by Bina Swadaya Foundation in Europe, including France, Netherlands and participated in Ecotourism Expo at Raisepavilion Hannover in Germany. Indecon also put this products in Indecon's website.</p>
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Describe the success of the project in terms of achieving its intended impact objective and performance indicators.

In term of achieving its intended impact objective and performance indicators, INDECON has improved the community knowledge and skill in managing and implementing sustainable ecotourism business. It showed in LPT rules and regulation for tourism investment among the community, such as small food stall, community tour operator, lodge operational, and tourism activities. Voluntarily, the community followed the rules and regulation and be responsible for their small ventures. They generate financial profits to ensure sustainability of the business while at the same time ensuring sustainability of natural resources in Tangkahan.

In managing the area, members of LPT shown high spirit and actively involved in any activities, including conservation and tourism activities. They also learned about relationship between tourist activities and impact to the environment and how to measure the impact of visitation. The community conservation perspective is improved. They are depend on the sustainability of their area, and begin to do something to protect the Tangkahan area as their assets.

Were there any unexpected impacts (positive or negative)?

The success of the project has encouraged many parties to seriously develop ecotourism in Indonesia as one of conservation tools. Moreover, Minister of Department of Forestry and Minister of Culture and Tourism are agreed to establish Memorandum of Agreement (MoA) on collaboration management of ecotourism in protected forest. The MoA planed to be signed in Tangkahan, since Tangkahan is considered to be a successful area in implement ecotourism management in protected area.

IV. PROJECT OUTPUTS

Project Outputs: Enter the project outputs from the Logical Framework for the project

Planned vs. Actual Performance

Indicator	Actual at Completion
Output 1: Knowledge and skill of Community Monitoring Unit increased	
<i>By the end of the first month of the fourth quarter in the first year (2005), LPT and the community trained to develop monitoring mechanism</i>	Training of monitoring mechanism was conducted on December 19-20 2005. The training was participated by 24 of LPT member. Subjects presented in training understood the definition and benefit of monitoring; understanding indicators in monitoring; learning about data collection methods; understanding when monitoring must be conducted and who should do it. Participants were also involved in a day practice took place in forest, where they tried to use data collection methods in flora-fauna monitoring. In addition, training participants planed to conduct flora-fauna monitoring monthly.
<i>By the end of the third months of the fourth quarter in the first year (2005), member of LPT and the community trained to work on monitoring analyses and develop monitoring report</i>	Training on analyzing and reporting in monitoring was conducted following the training on monitoring mechanism. The training was carried out on December 20-21 2005 and attended by 24 participants who learned how to analyze data, data organization, comparing data with references/literatures or previous data, and decision making. Further, participants also learned on report writing techniques as well as how to develop result of data analyzes to become a good report. In addition, training material was developed in to monitoring guideline book.
<i>By the end of the second months of the fourth quarter in the first year (2005), the project have purchase computer to archive data base</i>	One set of PC computer was bought for the purpose of data base archives development. Through discussion with LPT, the PC is currently installed and placed at Namo Sialang village office, due to electricity supply and security.
Output 2: Impact of tourism activities to certain flora and fauna monitored	
<i>By the end of the project monitoring is conducted once a month to see impact of tourism activities to certain flora & fauna</i>	Guidelines for survey contain methods, observation tools, and organization of field activities, all of which are used in flora-fauna data base collection. Data collected were from the following animal groups: mammals, birds, trees, and amphibian and river biota. Observation encountered 15 species of mammals, including a direct encounter with orang utan; 44 species of birds, 7 species of amphibian and species kinds of fish. Plants observation found that Dipterocarpaceae family dominates the forest, followed by Euphorbiaceae and Sapindaceae.

<p><i>By the end of the project, series (five times) of social impact monitoring is conducted</i></p>	<p>Monitoring of social impact in community should be done by members of Ranger. But during the implementation it faced many obstacles, for example the Rangers were busy in preparing the LPT congress on May 2006. Another obstacle was that social issue is a new thing for them and they still lacked in view about social impact. This reason made them not interested in this issue. This situation caused a low involvement of the ranger in social monitoring. In response to this situation, INDECON hired an expert on community social to conduct independent monitoring on the socio-economic impact of ecotourism development in Tangkahan. The social impact monitoring had been carried out on 15-24 August 2006.</p>
<p><i>By the end of the project, survey on visitor satisfaction is conducted once a month (starting from the second months of the fourth quarter in the first year to the first month in the third year)</i></p>	<p>Visitors' satisfaction forms were prepared by revising previous forms and distributed to the visitors. Distribution methods and people in charge of the distribution have also been decided. There were two kinds of forms: one that used English for foreign tourists, and one that used Bahasa. These forms were distributed by staffs or were handed to tourists and visitors when they registered at community tour operator.</p> <p>However, foreign tourists had complained about access; with 36% found that access was poor and 18% very poor.</p> <p>They also found accommodation, services, tourism attractions, activities, cleanliness, security and community hospitality as good. However, many respondents thought that cleanliness, tourism information center and access still needed to be improved.</p>
<p>Output 3: Assessment and Implementation of Investment Strategy conducted</p>	
<p><i>By the end of the first year (2005), community map for tourism is developed</i></p>	<p>Community land mapping had only been conducted on February 8-9, 2006 after the weather condition improved. Locations included in the mapping were areas that were anticipated to become center of tourism activities and facilities in Tangkahan, i.e. areas located around Buluh and Batang Serangan River. Land owners were identified. Plotting for tourism walking path that would lie across community area has also been completed.</p> <p>Community mapping had been carried out on January –February 2006.</p>
<p><i>By the end of the third months of the first quarter in the second year (2006), the site plan for Tangkahan ecotourism is developed</i></p>	<p>The process of site plan development has begun since March 2006. Subsequently, the site visit was conducted on the middle of April (16-17) 2006. This task was assigned to an architect having good ecological awareness assisted by a staff of INDECON. The design of the site plan took into account inputs from the community, especially the agreement among the community members on the</p>

	location of walking path. The site plan document consists of illustration and narration describing restrictions of development for accommodation, walking path, hanging bridge, visitor center and parking area that must be obeyed by all parties in Tangkahan.
<i>By the end of the fourth months of the second quarter in the second year (2006), investment guideline is produced</i>	<p>The process of developing the investment guideline involved the community. The discussion with the community on that issue was conducted in May 2006. Subsequently, a wider discussion was held on June 2006 in which Flora Fauna International, hotel and café owners were involved. During the process, the concept of "family investment" offered received a positive response from one participant who later has successfully persuaded his family to build accommodation through an investment fund collected from member of the family. In this case, each member of the family will have share proportional to the amount of fund invested.</p> <p>Through such an arrangement, two rooms have been finished on the end of September 2006. This event has set a good precedence and it will encourage the community to be brave enough to make investment in their own area. In doing so, the community will become the main player in Tangkahan tourism. The community's investment in accommodation is very important since accommodation is one of the major elements giving large profit in ecotourism development.</p>
<i>By the end of the fifth months of the second quarter in the second year (2006), Tangkahan Tourism Prospectus for donator is developed</i>	The draft of tourism prospectus has been finished by INDECON team. This draft consists of ecotourism development history, data on the development progress, policy of LPT to create and stabilize suitable condition in Tangkahan, prospect for tourism investment, and prospect and benefit for donor to make investment.
Output 4: LPT become legitimate and effective community ecotourism institution	
<i>By the end of the second month of the fourth quarter in the first year (2005), LPT structure have been reviewed and revised</i>	<p>Meeting with LPT representatives was held on December 21 2005 to find out LPT's needs for the year (2006). Further, a meeting with LPT's community members was conducted on January 21 2006. Topics discussed were: (1) Evaluation on Tangkahan development and LPT during the 2005 program. Progress that have been achieved were the increasing number of visitors and improved revenue for LPT; visitor rules that were managed better; changes in community behavior, such as not drinking alcoholic drink as often as before, less attribute used by young visitor groups; (2) Identification of weaknesses, such as some roads heading to Tangkahan in worse condition, LPT roles and benefit it generated that had not been understood by communities in other villages, waste management problem, rangers' performance improvement, weaknesses in mastering English; (3) New ideas that might have positive impacts to</p>

	<p>conservation efforts and ecotourism activities in Tangkahan.</p> <p>From this evaluation, LPT agreed on the following matters: (1) Implementing certain programs in 2006 to address issues such as the need to improve visitor management system, campaign and socialization of LPT's activities and village regulations to other villages, ranger revitalization, conduct training on small scale business, development of information center and enhancement in promotion; (2) Re-structuring of LPT structure in order to be more effective; (3) Improving legal aspect of LPT into an association and legalization of LPT's business unit into a cooperatives. LPT members would have an internal discussion about the re-structure the organization before they continued with the plan. All of these suggestions would be brought to LPT Congress in May 2006 as the highest decision making forum, to be discussed and determined as a plan.</p> <p>Before the informal meeting that was held in December 2005, Indecon working together with Latin American and Caribbean – Asia NGO Youth Exchange, sent a volunteer from Ecuador in October – November 2005 to conduct an independent evaluation of ecotourism development in Tangkahan. The result that came out was used as one of the material sources in the meeting with LPT. The evaluation revealed: (1) Accommodation: lacked in cleanness while good in comfort, provision of water & electricity and sufficient food service; (2) Empowerment of the community: good in participation, price & politics, fair number of visitor, lacked in information; (3) Local resources: good in biodiversity, income and transportation, while cultural value, local employee & manager, food, edification, were scored as fair; (4) Environmental conservation: good in electricity, conservation program & community awareness, whereas fair in water, transportation & edification, and lastly the evaluation found that food, trash management & visitor awarness were still lacking in the area; (5) Others, good in transparancy, social & economic impact, but fair in sustainability in time. Overall, it was concluded that: Considering that the process that had started from zero, Tangkahan ecotourism development seemed to be a very successful achievement. The community has been very receptive and the local organization has been reflecting high levels of social capital. The place was able to develop more activities and it looked that there had been enough interest from local people and organizations that had been handling the process. The process would have to take special care of negative impacts of the activities that could also destroy the richness of the place.</p>
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<p><i>By the end of the first month of the second year (2006), LPT have achieved legalization from the notary</i></p>	<p>Legalization of LPT in the Notary could only be done after a new organizational structure was approved in LPT Congress that would be held on May 2006.</p> <p>LPT has achieved notary legalization. Currently LPT status is cooperative organization.</p>
<p><i>By the end of the third month of the first quarter in the second year (2006), LPT ecotourism management has been authorized and acknowledged by Directorate General of PHKA, Ministry of Forestry</i></p>	<p>Presentation with the Directorate of Forests Protection and Nature Conservation was carried out during a visit by the Director of Conservation Area to Tangkahan, in the occasion of "Share Learning" program held PILI, National Park and INDECON in February 2006. From the presentation given by LPT and INDECON, the Director stated that support would be given to LPT and the National Park.</p> <p>Gunung Leuser National Park (GLNP) and INDECON gave information continuously about development of Tangkahan to Directorate of Conservation Area (via GLNP) and Directorate of Environmental Services and Nature Tourism (through INDECON). In addition, GLNP also informed the activity in natural resources conservation by Tangkahan's community to the Secretary of Ministry which achieved positive response. This Ministry later sent a letter to the Directorate General of Forest Protection and Nature Conservation saying their intention to go Tangkahan for observing possibility of visit by the Indonesia's president to the area. Furthermore, four staffs of the Ministry had visited Tangkahan on 4 June 2006 and they were accompanied by Head of GLNP, Director of INDECON and representative of Flora-Fauna International. This visit has increased the motivation of the community to improve the efforts in conserving Tangkahan natural resources. The result of this visit has also encouraged the Minister of Forestry to come and see Tangkahan. Actually the visit was planned on 4 September 2006 but it has been delayed until sometimes in the future.</p>
<p>Output 5: Tourism Business of LPT is strengthened and tourist satisfaction increased</p>	
<p><i>By the end of the second months of the fourth quarter in the first year (2005) and the fifth months of the second quarter in the second year (2006), LPT trained to manage tour operator</i></p>	<p>Training on tour operator management was conducted two times.</p> <p>First training that was conducted on December 17-18 2005 with 21 participants. There were two subjects provided in the training: visitor management and tour operator management. Visitor management emphasized on topics such as type of visitors, recording number of visitors, visitors flow, and services. On the other hand, tour operator management discussed issues such as product management, marketing process, reservation, execution and administration. The training began with a presentation on current visitor management system and existing services as well as obstacles that have been occurred. Participants were involved in a simulation aim at developing visitor's flow and reservation mechanisms that</p>

	<p>were needed in Tangkahan. In addition, participants also conducted reassessment to tour packages price, so that competitiveness could be enhanced. Materials for this training were compiled in guidelines for tour operator management;</p> <p>Second training, that was conducted on 6-9 July 2006 and it attended by 16 selected participants from the rangers which were also the members of Community Tour Operator in Tangkahan. The training was held by INDECON collaborated with Flora-Fauna International (FFI) and Gunung Leuser National Park (GLNP). Subject given in the training included guiding techniques, navigation and expedition skill, and teamwork. The training was conducted in the field, i.e. at camping ground where participants took overnight. Method used in training was combined tutoring (for guiding, hospitality, safety and region knowledge) and team building games to increase teamwork and discipline. All participants evaluated on several aspects, i.e. discipline, problem solving ability, environmental knowledge and teamwork. Fifteen participants had successfully passed this training and obtained certificates and uniforms from INDECON-FFI-GLNP.</p> <p>Moreover, during period of 29 April - 29 May 2006, through a Germany female volunteer assisted member of ranger and community tour operators in improving their English skill and hospitality, facilitated by INDECON.</p>
<p><i>By the end of the project, four times (January, April, July, and November 2006) of small business management training conducted</i></p>	<p>Training on handicraft was held on 19 April – 15 May 2006. The instructor of the training was an expert on handicraft from Candirejo village, Magelang - Central of Java. Given the intensity of the training (i.e. conducted daily), participants were therefore selected based on their interest. Training was attended by nine participants. Topics of training included overview of handicraft, experience in using handicraft equipment and making souvenirs from local materials. At the beginning of the training, participants learned how to install the handicraft equipments at the workshop provided by the community. Subsequently, the participants learnt how to operate the equipments. At the end of the training, some participants had been able to make several kinds of souvenir made from wood.</p> <p>Training on management of food service was held on 13-14 May. This training was attended by 10 participants; all of them were women. In the future the participants of this training were expected to provide food service for the tourists visiting Tangkahan. The training topics included identification and selection of raw food materials available locally, learning some meal recipes, making menus based on budget and cooking practice. Participants were also learnt how to calculate the cost and setting the price of meals</p>

	<p>sold in large quantity. The participants were given opportunity to provide meals for an event on children performance and announcement of children drawing contest winner which were attended by the representative of CEPF Indonesia.</p>
<p><i>By the end of the project, two times of revolving fund for community to start small business have been distributed (November-December 2005 and July-August 2006)</i></p>	<p>The first revolving fund was used for the provision of tubing equipments that consisted of 10 inner tubes and a pump. From these equipments, LPT was expected to utilize them for tubing rental service. The second revolving fund was granted in February for camping equipments rental. The fund spent for buying sets of camping requirements, such as tents, sleeping beds, and mattress. On the other side, the granting of fund for provision of radio communication was postponed. Revolving funds were not granted all in one time but within a few months period in order to be able to evaluate the management of fund.</p> <p>On April 2006, the revolving fund was used for purchasing handicraft equipments. In addition some funds were also spent for preparing the site used for handicraft workshop. The workshop was expected to be used for producing souvenirs for visitors.</p> <p>On September 2006, another revolving fund was used for buying communication equipment, i.e. a satellite telephone. A satellite telephone was given to the community to be used for handling reservation and coordination.</p>
<p><i>By the end of the first year (2005), Tangkahan Co-management Office has been supported</i></p>	<p>On February 15 2006 a meeting was held in Tangkahan between LPT, Gunung Leuser National Park and INDECON to discuss the plan to develop Visitor Information Center. This building would serve as an entrance to the area, center for information and services, while it would also used as a joint office between LPT and the National Park. Visitor Information Center built with funds from Gunung Leuser National Park and INDECON.</p> <p>Construction of visitor center has been started on June 2006. INDECON and Gunung Leuser National Park (GLNP) provided the fund, whereas the design and construction were conducted by LPT and the community. The visitor center officially opened by the Head of GLNP on 23 July 2006. The building consists of information and reception room, LPT office room, GLNP office room and canteen. The visitor center becomes the entrance gate of Tangkahan, center of information and services, as well as joint office of GLNP and LPT. INDECON in collaboration with Flora-Fauna International contributed neon box and photos display on Tangkahan tourism activities and poster on "the Tangkahan lesson learned".</p> <p>During the launching of visitor center, INDECON contributed a set of uniforms for LPT and petty traders. These uniforms are expected to improve</p>

	the appearance of the people involved in tourism.
Output 6: Tangkahan Ecotourism product well known and number of visitors increased	
<i>By the end of the fifth months of the second quarter in the second year (2006), 300 Tangkahan Ecotourism Interactive CD for promotion has been produced</i>	Three hundreds compact disks (CD) of Tangkahan were produced on June 2006. The content of the CD consists of tourism promotion and lesson learned. The tourism promotion includes location attraction, activities, facilities, code of ethics for visitors, and suggested equipments for visitors. Meanwhile the lesson learned part describes the development of ecotourism in Tangkahan. The CDs have been distributed during some travel marts.
By the end of the project, Tangkahan ecotourism brochures has been improved and produced two times (second months of the second year/2006 and first month in the third year/2007)	Brochure of Tangkahan ecotourism has been produced and distributed through many tourism events, both at regional and national level, e.g. in Sumatra Travel Mart in June 2006 in Medan, and Gebyar Wisata Nusantara in May 2006 and 2007, Travel Indonesia Mart and Exhibition (TIME) in Makassar, September 2006 and Indonesia Ecotourism Business Forum (IEBF) in Jogjakarta, November 2006.
<i>By the end of the project LPT participated in two Travel Mart in Indonesia (May 2006 in Jakarta and September 2006 in Medan)</i>	<p>A national level travel mart, Gebyar Wisata Nusantara, was conducted on 25-28 May 2006 in Jakarta. Tangkahan in collaboration with Tourism Office of North Sumatra participated in that event by displaying promotion materials.</p> <p>At the international level, Tangkahan participated in Sumatra Travel Fair held in Medan on 22-24 July 2006. In collaboration with INDECON, Fauna Flora International, Gunung Leuser National Park and LPT, Tangkahan had its own booth in which the display was in the form of neon box, banner, map, poster, brochure, CD and photo. Two members of the community, assisted by staff of INDECON, were assigned as sale officers responsible in explaining Tangkahan Tourism and responding any questions from visitors. Tangkahan's booth achieved good response as can be seen from number of people visiting the booth. During the Sumatra Travel Fair, there was an international seminar on adventure travel. INDECON was invited as a speaker and presented Tangkahan as a case study of ecotourism in Indonesia.</p> <p>Tangkahan also participated in a regional level travel mart held by North Sumatra Tourism Board in Medan on 16-18 August 2006. As in the Sumatra Travel Fair, two members of the community were assigned as promotion officer but without assistance from INDECON staff.</p> <p>On 18-22 September 2006, Tangkahan was also promoted during International Tourism Indonesia Mart and Expo held in Makassar-Sulawesi. The</p>

	<p>Tangkahan participation was in collaboration with INDECON, North Sumatra Tourism Board and Indonesia Ecoventure (an ecotour operator).</p> <p>Other form of promotion for Tangkahan conducted by INDECON in collaboration with Radio Delta FM Medan was photographer gathering, i.e. Delta Club Gathering Club Photography. The theme of the event was 'take the picture, save the nature' and it located in Tangkahan on 9-10 September 2006. The event successfully took place and it was attended by 45 participants. The results of the photo hunting have been published in some newspapers in Medan.</p> <p>Moreover, news about Tangkahan has appeared in some national newspapers or magazines, e.g. Tempo, Asri, and Inside Sumatra.</p>
<p><i>By the end of the third months of the second quarter in the second year (2006), LPT ecotourism Product has been presented to the Medan and Jakarta based tour operator</i></p>	<p>In May 2006, representing by North Sumatra Tourism Office and Indecon, Tangkahan product was promoted at Gebyar Nusantara Expo in Jakarta. The tourism expo conducted by Ministry of Culture and Tourism and attended by more than 15.000 visitors from Jakarta and its surrounding.</p> <p>In Sumatra Travel Fair, held by North Sumatra Tourism Board in Medan on 16-18 August 2006. Two members of the community were assigned as promotion officer and presented LPT ecotourism products to Medan Based tour operator such as Narasido Tours and Travel, Horasindo, Travellino and Dwijaya Tour and Travel.</p> <p>In August 2006, LPT also collaborate with Indonesia ecoventure, a Jakarta based tour operator which focus on ecotourism product. In November 2006, the tour operator was sent one group consists of 10 tourists to visit Tangkahan.</p>
<p>Output 7: Tangkahan ecotourism development disseminated to broader audience</p>	
<p><i>By the end of the first months of the first quarter in the third year (2007), Seminar at Provincial level about Tangkahan Ecotourism Development is conducted</i></p>	<p>In disseminating Tangkahan ecotourism development to broader audience, Indecon has some opportunity to do so, besides Seminar at Provincial level.</p> <p>In February 2006, INDECON had the opportunity to attend the Governing Council/ Global Ministerial Environmental Forum in Dubai- UAE. This opportunity was used to promote Tangkahan to broader audience. As one of Indonesian delegation members, coordinated by the Indonesian Ministry of Environment and the Department of Culture and Tourism, INDECON presented Tangkahan as one of the best practices in Indonesia for sustainable tourism.</p> <p>Indecon conducted "Enhancement of Ecotourism Development Perspective Seminar". The seminar was conducted in Medan, North Sumatra in July</p>

	<p>26–28, 2006. The seminar was also supported by Human Resource and Training Division Department of Culture and Tourism.</p> <p>In February 2006, INDECON also did a presentation on Tangkahan ecotourism development at the International Ecotourism Forum in Raisepavilion Hannover, Germany.</p> <p>At the same month, INDECON also presented Tangkahan ecotourism development at the Jogja International Cultural Convension; " How to Market Community Based Product: Roles of Tour Operator and Media", conducted by UN WTO and Ministry of Culture and Tourism in Jogjakarta, February 2006</p> <p>Indecon was invited to present a case study on sustainable use. The conference was held by University Berkeley, and the case of Tangkahan was presented in this conference. This activity also supported by Eco-Sea, the US based organization focus on ethno-ecology,</p> <p>Related to Tangkahan product promotion in USA, Indecon's director has the opportunity to meet and looking for cooperation possibility with "Global Exchange", a San Fransico based NGO's that has been succeeded in developing volunteer based tourism in Africa and will start in Asia Pacific. Indecon showed Tangkahan products to be considered for future collaboration.</p> <p>Indecon's director was also attended The International Ecotourism Society Gala Auction. Indecon is promoting Tangkahan as one of the eco tour products in Indonesia.</p>
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Describe the success of the project in terms of delivering the intended outputs.

Results of the monitoring demonstrated that the economic benefit has been absorbed by the local community. The most important factor creating this condition was strong involvement of the local community both in decision making and ownership of tourism assets.

Nevertheless, the magnitude and distribution of economic benefit still need to be improved. Another indication of the progress of Tangkahan tourism was the increase of the number of visitors compared with previous years. Such situation has improved because of promotion efforts during the project collaborated with Gunung Leuser National Park, and Flora Fauna International. In the aspect of management capacity, there was improvement on personal and institutional capacity of some community members involved in Tangkahan tourism, for example improvement in English skill, guiding technique, ecotourism product packaging and administrative management.

Furthermore, perception changes also occur toward a positive view, among the members of local community regarding the function and benefit of forest related with tourism activity. Beside that the presence of physical development has made Tangkahan tourism appear to be more professional.

(1) Increasing self-supporting

It is proven that direct assistance from INDECON staff in the field contributes benefits, e.g. helping community to run the programs, identifying problems, and knowing aspiration of the community, improving skill and maintaining spirit of the community. However this assistance can create dependence if it is conducted too long. For that reason, assistance in ecotourism program must be properly arranged considering tourist season time. The assistance for increasing the capacity and implementing the management system was done in low season of visitors. Meanwhile the intensity of assistance during peak season was lessened to give the opportunity for community to improve their self-supporting capacity thus decreasing their dependence to the local facilitator or INDECON staff. Therefore, INDECON has reduced the intensity of assistance to the community during the peak season of August and September 2006. This strategy is important because INDECON will not stay in Tangkahan forever. During the reduction of assistance, INDECON has initiated a monitoring conducted by third party. Such monitoring is expected to gather unbiased and better inputs directly from the community. It was also an opportunity to observe the activities of the community without assistance from INDECON.

(2) Increasing partnership in program implementation

One of the important aspects in Tangkahan Ecotourism Development Program is building partnership among Gunung Leuser National Park, LPT, NGO and local government. In this period, the partnership has been successfully built as expressed in the document of memorandum of understanding. In addition, several activities of stakeholders have also been synchronized. Activities like trainings, construction of facilities and promotions have been jointly held. INDECON, with the support from CEPF fund, have collaborated with Gunung Leuser National Park to build Visitor Center and joint office Gunung Leuser National Park-LPT. Apart from that, INDECON has successfully invited Flora-Fauna International to contribute information related to elephant activity programs in Tangkahan.

(3) Collaboration in promotion

The collaboration in Tangkahan promotion provides a good lesson learned. Some activities initiated by INDECON for promoting Tangkahan, e.g. in Sumatra International Travel Fair, have been designed jointly with LPT, Flora-Fauna International and Gunung Leuser National Park. The collaboration in promotion has resulted positive impacts on several aspects: (1) increase in the capacity of LPT and ranger in conducting promotions and selling products directly to buyers, (2) increase in products sold, (3) increase in confidence of all stakeholders involved, (4) decrease in promotion cost because it is shared among several stakeholders.

Were any outputs unrealized? If so, how has this affected the overall impact of the project?

No outputs are unrealized.

V. SAFEGUARD POLICY ASSESSMENTS

Provide a summary of the implementation of any required action toward the environmental and social safeguard policies within the project.

VI. LESSONS LEARNED FROM THE PROJECT

Describe any lessons learned during the various phases of the project. Consider lessons both for future projects, as well as for CEPF's future performance.

(1) Support from community

Support from community to the project is the most important matter in conducting project which involving community. Consistency and strong commitment will determine the success of project. Trust of community to the project implementer should be growth in order to increase commitment of community.

(2) Condition of community organization

Condition of community organization plays important role in implementation of project. Any changes in the organization (i.e. policy, structure, etc.) will surely affecting activities planned in project.

(3) Direct assistance in the field by local facilitator

Using a local facilitator and direct assistance by INDECON staff, the program has generated a good lesson learned. The approach has contributed a useful input in program development and identification of conflict potentials between members of community. Local facilitator played an important role as a mediator in communicating with the community and was one of the key parts in implementing the program. Through this process, programs were socialized and accepted by community. On the other side, community aspirations were also identified and integrated well in such assistance method.

(4) National Level Activities in Tangkahan

INDECON, National Park and PILI – NGO Movement conducted 'share learning' program on conflict resolution in forest utilization in Indonesia, which was participated by more than 70 NGOs and community groups that live in forests boundaries. Tangkahan was chosen as one of the models in conflict resolution. The activities gave a pride and spirit to community.

The pride and spirit of the community was also evident when the second national level program was carried out in Tangkahan. This was the meeting of Indonesian environmental journalists that was organized by Association of Indonesian Journalists (AJI) in collaboration with the National Park. This event has positive impact in promoting Tangkahan tourism nationally. Community was enthusiastically participating in the event.

(5) Cooperation with media

Cooperation with media (television, newspaper, and radio stations) made effectiveness in promotion. The photo hunting activity hosted by a radio station has made Tangkahan as interesting object for those loving outdoor photography. Such cooperation has been proven to be efficient because it is low cost and can result in wider impact in terms of information spreading through radios and newspapers, especially when the participants share their experience in Tangkahan.

Project Design Process: (aspects of the project design that contributed to its success/failure)

Project Execution: (aspects of the project execution that contributed to its success/failure)

VII. ADDITIONAL FUNDING

Provide details of any additional donors who supported this project and any funding secured for the project as a result of the CEPF grant or success of the project.

Donor	Type of Funding*	Amount	Notes

***Additional funding should be reported using the following categories:**

- A** Project co-financing (Other donors contribute to the direct costs of this CEPF project)
- B** Complementary funding (Other donors contribute to partner organizations that are working on a project linked with this CEPF funded project)
- C** Grantee and Partner leveraging (Other donors contribute to your organization or a partner organization as a direct result of successes with this CEPF funded project.)
- D** Regional/Portfolio leveraging (Other donors make large investments in a region because of CEPF investment or successes related to this project.)

Provide details of whether this project will continue in the future and if so, how any additional funding already secured or fundraising plans will help ensure its sustainability.

VIII. ADDITIONAL COMMENTS AND RECOMMENDATIONS

The project would very much like to acknowledge and offer a debt of gratitude for the support offered by the donors and collaborators e.g. LPT, Gunung Leuser National Park, Conservation International Indonesia – Medan Office, Fauna Flora International, Langkat Culture and Tourism Office, Direktorat General Nature Conservation Ministry of Forestry, Department of Culture and Tourism.

Information Sharing and CEPF Policy

CEPF is committed to transparent operations and to helping civil society groups share experiences, lessons learned and results. One way we do this is by making programmatic project documents available on our Web site, www.cepf.net, and by marketing these in our newsletter and other communications.

These documents are accessed frequently by other CEPF grantees, potential partners, and the wider conservation community.

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