

**FURTHER COMMERCIALISATION OF A WEST AFRICAN NTFP - AN INVESTIGATION OF THE SOUMBALA VALUE CHAIN IN BURKINA FASO**  
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Non-Timber Forest Products (NTFP) have long been recognised as important for developing countries, especially for rural poor. One such NTFP is the economic and nutritional important fruit product, soumbala, produced from the native West African tree *Parkia biglobosa*. Soumbala is already commercialised in a sustainable way, in Burkina Faso, although at a small scale and the value chain does rarely stretch outside local markets. The main objective of the study is to investigate the opportunities for further commercialisation of soumbala in Burkina Faso, with commercialisation being the process of increasing the value of soumbala in trade and as a result increase income and employment opportunities especially for poor people. It is hypothesised that a further commercialisation of soumbala in Burkina Faso is possible through various development opportunities, such as improved logistics, knowledge enhancement in basic marketing and/or improved distribution possibilities. Moreover, it is hypothesised that existing barriers confine the natural evolvement of the just mentioned development opportunities. The study examines the value chain in three ways, in order to achieve the main objective. Firstly, areas in Burkina Faso best suited for further production meant for resale in non-local markets, are identified. Secondly, identification is made, of the areas in Burkina Faso where production is low, or missing, and, which at the same time seem to encompass a demand for soumbala exceeding the amount sold currently. Finally, the current soumbala value chain is mapped in terms of costs of activities, development opportunities and barriers. The study will identify some, until now, unknown aspects of the Burkinabé soumbala market, which will form a basis for a number of concrete propositions on how to develop the value chain and further commercialisation of soumbala. These propositions will be able to increase the income at some levels of the value chain and ensure nutritional sound nourishment at other levels.