

**NGO Resource Centre**  
**218 Doi Can Hanoi**  
**Meeting minutes- Community Based Tourism Network**  
**25 May 2010**

**Meeting chaired by Mr. Phil Harman (SNV)**

**Minutes taker: Ms. Phan Linh – SNV**

Attendees: Phil Harman – SNV, Marko Lovrekovic - NGORC, Douglas Hainsworth -Consultant, Achim Munz – Tourism Resource Consultant, Anton Jurgens - **Adventure Department Manager, Exotissimo Travel Vietnam**, Martin Techner - Exotissimo), Lam Nguyen, Mac Tuyet Nga - WWF, Sam Thi Thanh Phuong - PanNature, Linh Phan – SNV, Tang Duyen Hong – MCD, Nguyen Van Lam – FFI.

**1. Introduction:**

- Welcome by Phil Harman. Roundtable self- introduction
- Welcome by Marko Lovrekovic, brief introduction about NGO resource center
- Brief recap of CBT Network history by Douglas Hainsworth

**2. Roundtable of current activities by core group members:**

- Anton (Exotissimo): has included CBT in tours, works with FFI in Cuu Long area, expanding activities in Ha Giang, planning to send experts to improve farming techniques, build lodge instead of homestays, need support from NGOs with capacity building, see a niche market in experiential learning and cross-cultural experience, especially through volunteering.
- Achim (TRC): work with SNV in Sapa, trekking grading system, suggest that private sector should help connect demand to potential supply, need a database for all CBT projects.
- Douglas (Independent Consultant): CBT limited definition and not fully understood, both a product and a process; a general overestimation of market demand for homestay.\_
- Lam (FFI): working on a project to build community [institutions for the development and management of pro-poor nature based tourism in Pu Luong Nature Reserve, Thanh Hoa province.](#) [capacity in Pu Luong](#), near Cuc Phuong national [reservepark](#), suggest that people come from different sectors and backgrounds but face similar constraints and work with similar mechanisms.
- Hong: project in Xuan Thuy national mark, meeting with difficulty in attracting tourists to the site, a memorandum with Volunteers for Peace, provide support to Ministry of Agriculture and Rural Development, suggest CBT network to include state-based organizations.

- Nga (WWF): working on Cat Tien national park project, suggest CBT network to southern part of Vietnam, seek coordination, information sharing and networking from the group.
- Phuong: working on Hang Dua project, have difficulty in matching supply with demand.
- Phil (SNV): developing Northern Highlands region, responsible travel project with tourism industry in Hue in partnership with EnerTEAM and working with UNESCO in Quang Nam.

### **3. Focus of the CBT Network going forward- potential renaming of network and joint activities:**

- NGO RC will continue providing logistical support, promotional assistance
- There was a general agreement that the network should focus on information sharing, better connecting NGOs with the private sector and addressing common issues/constraints.
- There was no agreement on potential name change. *NB: A potential name is the Community Based and Responsible Tourism Network. This addressed the issues raised at the meeting and helped to broaden the focus of the network. If no-one objects, the Chair proposes that this becomes the new name of the network.*
- Suggestion: a working forum, improved website to reach greater audience, need a moderator for both the forum and the network.

### **4. Upcoming activities and follow-up actions:**

- Develop a simple matrix (NGO RC) where organizations can fill in information on where they are working (everyone).
- Review current website and update contents (Linh to follow up, NGO RC provides ICT support and website space)
- Organize a networking event that will better connect NGOs with the private sector including members of Responsible Travel Club (SNV and Exotissimo potentially to co-host an event in August)