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**Federation of Nepalese Chambers of
Commerce and Industry**
Agro Enterprise Center

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Abbreviations/Acronyms

ABDSD	Agro business Development and Statistics Division of MOAC
ADB	Agricultural Development Bank
ADB/M	Asian Development Bank, Manila
AEC	Agro-Enterprise Center
APP	Agriculture Perspective Plan of HMG
ATSP	Agro-Enterprise and Technology Systems Project
CA	Commodity Association
CCI	Chamber of Commerce and Industry (district level and municipality level)
CSAN	Cold Storage Association of Nepal
CTC	Cut-Tear and Curled Tea
DADO	District Agricultural Development Office
DDC	District Development Committee
DFID	Department for International development /UK
DG	Director General
DOA	Department of Agriculture
EBA	Enterprise Bank Account
EC	Executive Committee
ED	Executive Director
EFEA	Environment and Forestry Enterprise Activity USAID Project
EPC	Export promotion Committee of MOICS
FAN	Floriculture Association of Nepal
FAO	Food And Agriculture Organization of UN
FDI	Foreign Direct Investment
FNCCI	Federation of Nepalese Chambers of Commerce and Industry
F-T-F	Farmers to Farmer Program of Winrock International
GDP	Gross Domestic Production
GTZ	German Technical Agency
HARP	Hill Agricultural Research Project/DFID
HMG	His Majesty's Government
HOTPA	Himalayan Orthodox Tea Producers Association
HVC	High-Value Crops
IAAS	Institute of Agriculture and Animal Science/Tribhuvan University
IGA	Income Generation Fund
INGO	International Non-Government Organization
IQC	Indefinite Quantity Contract
JICA	Japanese International Cooperation Agency
JS	Joint Secretary
KUSOM	Kathmandu University School of Management
LGP	Local Governancé Program (Program of UNDP/MLD)
LTTA	Long Term Technical Assistance
M&E	Monitoring and Evaluation
MARD	Market Access for Rural Development Project USAID/MOAC
MD	Managing Director
MDD	Market Development Division of DOA/MOAC
MEDEP	Micro Enterprise Development Program of UNDP/MOICS
MLD	Ministry of Local Development
MOAC	Ministry of Agriculture and Cooperatives
MOF	Ministry of Finance
MOFSC	Ministry of Forestry and Soil Conservation
MOICS	Ministry of Industry, Commerce and Supplies
MT	Metric Tons
NARC	National Agricultural Research Council
NARE	National Association of Rabbit Entrepreneurs

NBA	Nepal Bee Keepers Association
NCPA	Nepal Coffee Producers Association
NDA	Nepal Dairy Association
NDDDB	National Dairy Development Board
NGCCI	Nepal German Chamber of Commerce and Industry
NGO	Non-Government Organization
NPC	National Planning Commission
NTA	Nepal Tea Association
NTCDB	National Tea and Coffee Development Board
NTPA	Nepal Tea Producers Association
NTV	Nepal Television
ODA/UK	Overseas Development Administration of United Kingdom
OGL	Open General License
PDDP	Participatory District Development Programme/UNDP
PPP	Park and People Program/MOFSC-UNDP
PSP	Private Sector Support Project /GTZ
RAP	Regional Agribusiness Project of USAID
RLO	Regional Liaison Office of AEC
RUPP	Rural-Urban Partnership Program/UNDP
SAN	Silk Association of Nepal
SDC	Swiss Development Corporation
SEAN	Seed Entrepreneurs Association of Nepal
SG	Secretary General of FNCCI
SIRE	Sustainable Income and Rural Enterprise
SMAN	Sugar Mills Association of Nepal
SO	Strategic Objective
SRDP	Sericulture for Rural Development Program of MOAC/UNDP
SSC	Seed Service Centre
SSSP	Seed Sector Support Project of DFID
STTA	Short Term Technical Assistance
TA	Technical Assistance
TOR	Terms of Reference
TPC	Trade Promotion Center
UNDP	United Nations Development Program
USAID/N	United States Agency for International Development, Nepal
VDC	Village development Committee
VFC	Vegetable, Fruits and Cash Crops
WB	World Bank
WEAN	Women Entrepreneurs Association of Nepal Cooperatives
WIF	Women in Floriculture

Acknowledgement

Thirteen years ago a Cooperative Agreement was signed between FNCCI and USAID to establish Agro Enterprise Centre to develop and promote market-led private sector driven agribusinesses. Taking into consideration of AEC's performances USAID renewed its technical and financial support to FNCCI in September 1997 for further five years by signing Grant Agreement between the two institutions. AEC continued its effort and as a private sector institution, it has made a very valuable contribution to the nation, as a whole and in promoting commercial agriculture in particular. The contribution of this AEC, as a technical wing of FNCCI, has certainly boosted the image of FNCCI.

As the private sector apex body, FNCCI expresses deep appreciation to US Government and USAID/Nepal for extending technical and financial support for the noble cause, for more than a decade. FNCCI also wish to express its special thanks to the SO1 Team Leaders of USAID particularly Dr. David Johnston and Mrs. Donna Stauffer and Program Manager/ CTO Mr. Sribindu Bajracharya for their continued support in the second-phase activities under the Grant agreement.

FNCCI recalls the effort made by the then President of FNCCI and the Current Minister for Industry, Commerce and Supplies Hon'ble Mr. Mahesh Lal Pradhan and the then Secretary General Mr. Jagdish Prasad Agrawal in establishing AEC by signing the first ever cooperative Agreement between the private sector and the donor agency in Nepal. FNCCI salutes them for the visionary work they have done.

FNCCI also extends its thanks to AEC Board Chairpersons, members and special Invitees for their valuable time and contributions in shaping up the AEC's program thrust, implementation policies, guidelines and functioning. Thanks are also due to Dr. A. S. David, Expatriate USAID Advisor, who had helped AEC for almost five years in streamlining its management and policy lobbying activities, besides his prime involvement as specified in his TORs.

FNCCI also extends its deep appreciation to the authorities in Ministry of Agriculture and Cooperatives, Ministry of Industry, Commerce and Supplies and Ministry of Finance for taking AEC into confidence and making it as a development partner. Without their support AEC could not have taken this shape.

During the period AEC has chosen many partners for support and collaboration while implementing its program activities in complementary basis from district /municipality Chambers of Commerce and Industry, Commodity Associations to Donor's programs/projects and from academic institutions to NGOs/INGOs. FNCCI expresses its sincere gratitude to all of them.

AEC has been institutionalised within FNCCI and will continue to function beyond this Grant Agreement period and will continue to play a significant and expanded role in the development of agribusiness within Nepal. We look forward to receiving continued support from all those who have extended their supports to AEC.

Last but not the least, FNCCI expresses its appreciation to the management team and staff of AEC led by Dr. Deva Bhakta Shakya for their continued support and dedications to bring AEC to this stage. FNCCI also thanks all those staff of FNCCI Secretariat who has extended their supports to AEC within the time frame between its inceptions to date.

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Executive Summary

Nepal's development efforts, over the past four and half decades, have built on Nepal's basic resources of land and people. Agriculture continues to provide the livelihood base for about 80% of Nepal's total population, even when the majority continue to be considered subsistence. Economic activities of large section of population still evolve around agricultural production and non-farm activities based on agricultural products. As farm households continued to depend on their productively declining land holdings, agriculture's relative contribution to national wealth as measured in GDP, stagnated and even declined. Commercialisation of agriculture with the use of modern technologies, organized practices, selection of market driven products and investment friendly supportive policies are the needs of the day in increasing the income of the common farmers and micro entrepreneurs that help combat poverty of growing segment of the population falling below the 'poverty line'.

To catalyse and energize Nepal's private sector increased involvements in Nepal's commercial agriculture, particularly in emerging potential comparatively advantageous agro-enterprises, AEC operationalised its strategic objective through the adoption of a two mutually reinforcing process components: identifying specific enterprises that must be promoted through 'business creation/deals', while developing a professionally driven private sector agro-business creation policy supportive environment. Under this USAID/N grant to AEC, between September 1997 to September 2002, the objective of AEC has been to "strengthen the private sector in expanding markets for Nepali farm produce and to accelerate the selection and adoption of productivity increasing technologies and value adding services suited to the needs of Nepal's farmers, agro-enterprises and market opportunities." This rather broad mandate allowed AEC to establish programs capable of providing services for many commodities and financial support to its clients. All of its program activities are consistent with and contributing to USAID's strategic objective, SO1; i.e. "Increase sustainable production and sales of forest and high value agricultural products"

By 2002, AEC has solidified its rightful position as the key private sector institutional base for agribusiness development and growth. It pursued its target strategic objective through creation or strengthening of commodity associations, on the one hand, while encouraging medium and large-scale entrepreneurs to enter into relatively competitive products on the other.

In this period of the USAID Grant, AEC reviewed and subsequently operationalised the criteria for pursuit of commodities that are high value products (like tea, vegetable seeds, off season vegetables coffee, honey, silk and floricultural products) while traditional commodities, such as sugar cane, lentil, sunflower, maize, dairy etc were also supported because AEC observed the prospect of more economic gain by a larger number of farmers through improved productivity and quality of products.

Activities of the AEC's three regional liaison offices were focused more on selected commodities like off-season vegetables, honey, sunflowers/lentil, and large cardamom, strengthening the links between the buyer processors/exporters and producers/farmer groups or cooperatives. This approach had helped to a greater extent in rapid expansion of pocket areas of production resulting in significant impact on the farmer's income and employment and confidence building in collective approach of farmers and also in developing improved relationship between the farmers and the buyers.

Within the grant period of past five years (1997-2002), AEC had, among others:

- Prepared 37 business plans, schemes, feasibility study, and pre-feasibility studies for potential agro enterprises
- Formed and/or supported 12 Associations for Angora Rabbit Wool, Bee keeping, Coffee, Cold Storage, Dairy, Floriculture, Silk, Sugar, Tea and Vegetable seeds
- Supported more than 112 agro entrepreneurs and 10 farmers cooperatives/groups dealing with production/processing and marketing of commodities like agro-forestry, angora wool, apple, baby corn, banana, broom, cardamom, cheese, coffee, cut-flowers, ginger, herbs, off-season vegetables, mandarin, herbs, ginger, lentil, Niger seed, processed fruits and vegetables, silk,

sugar, tea, vegetable seeds etc. More than 2400 walk-in-clients have been served and nearly 3250 persons given short-term trainings in different aspects.

- Impacted agro-based annual turnover of US \$ 4.54 million (in average), average annual export of US\$ 1.028 million; benefiting nearly 15,000 farm families across 39 districts of Nepal, with the increase in area under HVC of about 7000 ha.

AEC made the policy advocacy agenda as one of the topmost agenda and big push was given for bringing out National Policies on Tea, Dairy, Vegetable Seeds, Cold Storage; improvements in the policies of Industry, Trade, Value Added Tax/ Custom Tariff Structure and also in spelling out the incentive policies for the bringing out the agro-products from remote parts of Nepal not accessible by road. It also lobbied strongly for provision of legal measures for contract farming and improvement of quarantine and other Sanitary and phyto-sanitary measures/regulations.

Increasing agro enterprises development, however, continue to require that AEC-FNCCI strengthen the multi dimensional linkages it has been cultivating locally, regionally and internationally. In this context AEC also played some roles in

- Trade negotiations with authorities of the governments and / private sector apex bodies of neighbouring countries particularly India, Bangladesh, China and Pakistan. It had prepared action/case studies, made recommendations for the environment required for increasing the trade between the two countries in win-win situations.
- Many business delegations and organized meetings/presentations for foreign delegations for drawing more FDIs in agriculture sector

Although AEC agenda of agro enterprise development in Nepal is not gender specific, AEC had none-the-less, made every effort to encourage women agro enterprises/groups in the prioritised commodities particularly in floriculture and agro- processing/marketing.

In course of its program implementation, AEC has maintained its partnership/collaboration with many local Chambers of Commerce and Industries, Government institutions, donor agencies, academic institutions and NGO/INGOs.

The twin prong of AEC's adopted and well-proven approach pursued, heretofore, i.e. business promotion and supportive policy advocacy, was continued. The policy advocacy system was institutionalised. With the strength of its network with more than 70 CCIs, supportive roles for more than 10 commodity associations and number of farmers cooperatives/groups and collaborative links with NGOs/INGOs involved, AEC is well placed in HMG, local authorities and donor circles.

All plans and programs carried out seem to reinforce/support of AEC-FNCCI in agri-business development through market driven private sector initiatives in line with 9th Plan and APP. When both public and private sector entities coalesce in their pursuit of Nepal's agricultural development, the perspective of agro-business successes could be optimised. AEC is indeed a very viable essential link in that perspective's realization. A review team constituted by USAID in early 2002 had indeed reported this. They made their recommendation to continue AEC with renewed mission, vision and strategy and put forward a few alternate plans of actions for sustainability of AEC. As such, based on this recommendation and the recommendation from the Task force constituted by FNCCI President, FNCCI has decided to continue AEC as the agricultural arm of FNCCI even after the close out of the USAID Grant support and continues to let it function independently and sustainably as a:

- Central Hub for Business Community-Agriculture Private Sector Pulse and guide and continue supports to CAs in their business development efforts.
- Critical link in Chain between Market/Business and Public/HMG and represent private sector (agro business) in boards, committees, steering committees, consultative meetings called by HMG or donors etc
- Significant translator of Need/Problem into Action Research an

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- Links for product marketing and promoting successful business.

AEC Management has already prepared action plan. As recommended by the review team and the FNCCI Task Force, a few new business-oriented professional staff recruitment is under process and is continuing the business of AEC with a new mandate.

Some of the AEC's initiatives in developing/expanding agro businesses have not been successful due to one or more of the following constraints

- Lack of consistent & clear policies
- Lack of incentives (India is doing so much along this line)
- Lack of substantive private sector involvement
- Inadequate logistics like transport facilities, banking, telecommunication etc.
- Low risk taking capacity/stay-in power of private sector enterprises

FNCCI still feels that there is still much more to be done to minimise these constraints and move forward with its challenging task to promote and expand agro businesses of Nepal. It also needs pursuing a large number of rural communities to get involved in commercial agriculture and off- farm activities associated with agriculture such that their income could be increased and made much more sustainable. For this, as it has demonstrated its ability, in future also, AEC could play a vital role by providing assistance to rural farmers and agribusinesses for productivity increase, product quality improvement and to identify and expand market of products having competitive advantages. Internal resources of FNCCI/AEC alone will not be sufficient for such initiatives. Hence, need for the AEC's continued marketing and further dialogue with the Government and the donors are called for.

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Section I: Background

The Agro Enterprise Centre (AEC) was set up in September 1991 as an agribusiness arm of the Federation of Nepalese Chambers of Commerce and Industries (FNCCI) under the cooperative agreement between FNCCI and USAID, which was one of the parts of the Agro Enterprise and Technology Systems Project (ATSP) of HMG/Nepal and USAID. The AEC marks the first ever initiative taken by the Government and donor communities towards institutionalising the public-private partnership in agricultural development in Nepal. Since its creation, the USAID/N support to AEC has come in two phases. The support for the first phase lasted until September 1997 (including a two-month bridging support after July 1997). The support for the second phase began in September 1997 and lasted till September 2002.

The importance of agriculture to the people and economy of Nepal cannot be overstated. Although the share of agriculture in the GDP has declined from 47% in 1991 to about 38% at present, agricultural development still remains the most important pre-requisite to the overall economic development and poverty reduction in Nepal.

Agriculture is the core of the Nepalese economy and a primary source of employment and livelihood for over 80% of the population. But agricultural productivities are low and the farms are mostly small, traditional and subsistence-oriented. This has resulted in a slow pace of economic development, high rates of under-employment and high levels of poverty. Commercialisation of agriculture offers an important solution to these problems. But it is not expected to happen without a strong, vibrant and sustainable agribusiness sector, which creates demand for commercial agricultural products. Thus, there is need to facilitate and accelerate the development of the agribusiness sector with strong backward linkages with the agricultural sector.

The creation of AEC was an important step toward meeting the above need and toward making the agricultural research system responsive to the needs of the farmers and agro-processors. The overall goal was to accelerate the development of private, market-oriented agro-industry sector in Nepal. The main objectives were to:

- Assist Nepalese entrepreneurs create agro-enterprises, improve their competitive market position and increase their export of high-value processed products;
- Link individual investors, companies, commodity associations and producer groups with markets, technology and modern business skills;
- Provide timely support services and information and act as a catalyst between the business community and technology providers such as agricultural research institutions; and
- Provide a professional base for effective industrial trade and agricultural policies of the government through well researched and professionally presented "scientific findings".

By 1997, the AEC had created an important institutional image of its own and had generated demand for its services from all sectors, including the government, donors and business communities. During an Agro-Enterprise Workshop held in November 1995, there was a consensus among the participants, which included high-level government, AEC Board and FNCCI representatives, that the role and operations of AEC were critical to the promotion of the private agribusiness sector in Nepal. The AEC's policy advocacy role, which helped to promote an enabling policy environment for the sector, was particularly highlighted.

Some of the major achievements of AEC during the first phase were:

- Policy lobbying and reforms in a number of areas relating to the production, processing and marketing of high-value agricultural products, including an active contribution in the preparation of the 20 years Agricultural Perspective Plan (APP) and 9th Five Year Plan.

- Identification and promotion of a number of agricultural commodities based on their potential for export promotion or import substitution (Baby Corn, Saffron, Angora Rabbit Wool, Silk, Cut Flowers, Large Cardamom, Vegetable Seeds, Herbal Tea, Malting Barley, Banana, Bramble Berries etc).
- Supported establishment of twelve new agro enterprises/companies dealing with production, processing and marketing of new agricultural products.
- Promotion (or supporting) of seven commodity associations (Silk, Floriculture, Rabbit, Dairy, Honey, Vegetable Seed and Cold Storage).
- Provision of business development assistance and marketing support to more than 40 private agro-entrepreneurs through Training, Exposure Trips, Regional Workshops and Seminars, Trade Fair and Exhibition, Market Information, Feasibility Studies, and Direct Financial Support.
- Establishment of a sizeable databank consisting of over 2,500 classified items covering a spectrum of issues related to High-Value Agricultural Commodities.

In light of the above achievements and growing demand for AEC's services, USAID extended financial support for the second phase to continue the business development activities and strengthen AEC.

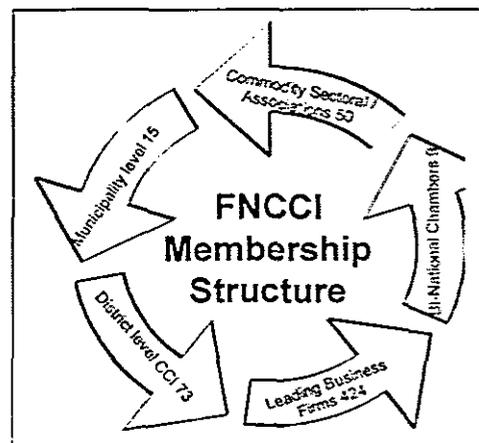
Since the AEC came into play, in the early 1990s through the present period, agriculture in Nepal has begun a slight but noticeable change. Farmers are beginning to employ new production techniques, hybrid varieties are being introduced and accepted by farmers that have improved productivity and quality, products that never were marketed before are heading for markets, farmers are learning what it means to market a product. They are also beginning to understand the need for the pocket area development approach for attaining economy of scale and for the organized and collective efforts in marketing of their produces. Opportunities to produce, market and establish new agro enterprises are being identified and exploited. Establishment of commodity associations has created strong voices in the agricultural sector capable of leading their participants in their quest to develop successful production and marketing agro enterprises. The evolution of the agricultural sector into a more dynamic market driven sector has begun. AEC with its vast array of services and activities helped to bring this beginning about. This progress must be expanded and accelerated if the rural agricultural sector is to share in the benefits of development and reach its potential contribution to the country's economy.

It is clear that AEC's activities have added to the contribution of AEC and helped to further solidify its position as a key private sector institution promoting and strengthening private agribusiness sector in Nepal.

Section II: Introduction

The FNCCI

The Federation of Nepalese Chambers of Commerce and Industry (FNCCI) is an umbrella organization of the Nepalese private sector. FNCCI plays a key role in promoting business and industry in the country. It provides inter-alia, information, and advisory consultative, promotional and representative services to business and government and organizes training/workshop/seminar on a regular basis. FNCCI was established in 1965 with an aim of promoting business and industry and inter-trade of the country while protecting the rights and interests of business and industrial communities. Its membership constitutes the District/Municipality level Chambers of Commerce and



Industry, Commodity Associations, Bi-National Chambers of Commerce and Industries and Associate Members.

FNCCI has been actively cooperating also with various foreign/international organizations. It is undertaking many program activities working in partnership with many government (Ministry of Industry, Commerce & Supplies, Ministry of Population and Environment, Ministry of Local Development, etc.) and donor agencies (like USAID, UNDP, DANIDA, ILO, GTZ, JICA etc.).

AEC Organization Structure

AEC has been institutionalised within FNCCI and run as an independent institution as a technical wing of FNCCI from within its own premise. It has a separate Executive Board and a management, and maintained three Regional Liaison Offices in three-development regions of Nepal. The AEC board consists of a Chairman, who is an Executive Member of FNCCI involved in Agro business, and other three representatives from the private agro-business leaders and representatives from USAID/N representative. It also included other five permanent invitees representation from the Government and FNCCI Secretariat. The Managing Director of AEC is acting as the Member Secretary of the Board.



Chairperson

- FNCCI EC Member--involved in Agro-business

Member

- Private Agro-Business Leaders (3)
- USAID Representatives (2).

Permanent Invitee

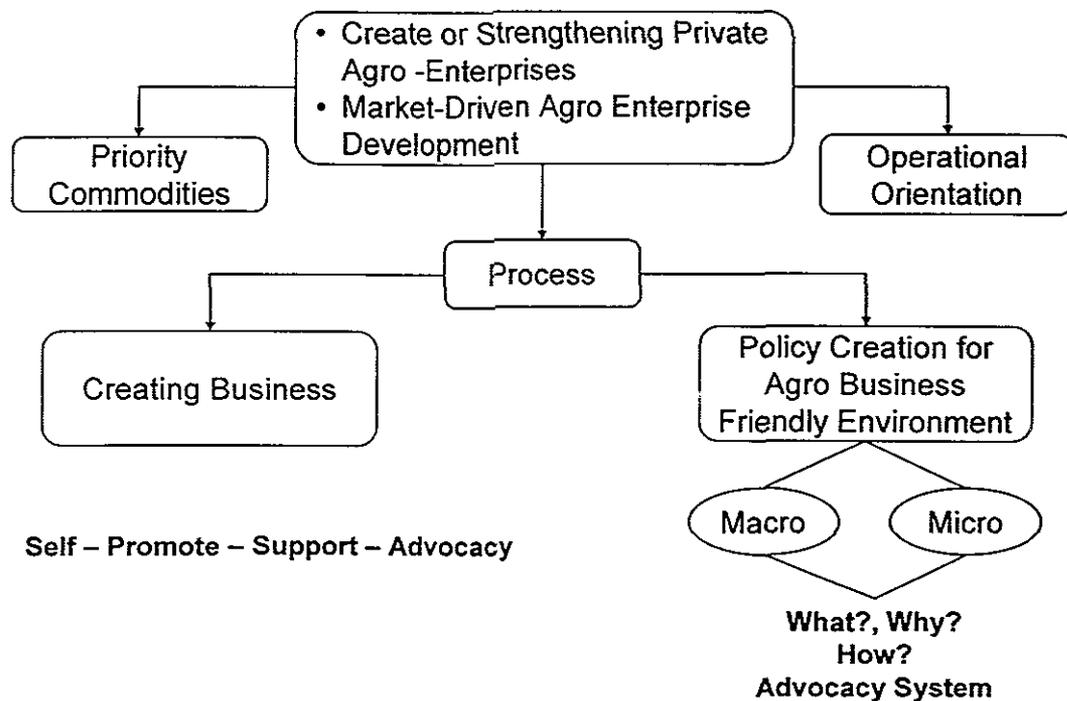
- JS of MoAC (1)
- JS of MoICS (1)
- JS of NPC (1)
- ED of NARC (1)
- SG of FNCCI (1)

Member Secretary

- MD/AEC

Strategy Components

As AEC concentrates on supporting the technical services to Nepalese agro entrepreneurs to increase the production and productivity of high value goods, imparting training, select appropriate technology to improve value of goods and to secure better market opportunities. Hence AEC create or strengthen the private Agro Enterprises and helps on Market Driven Agro Enterprise Development. Keeping this view in mind AEC support for the priority commodity development by operational orientation with the process of creating business and for the sustainability of such business, lobbying with the HMG for creation of policy friendly environment in macro and micro level for agro business development. The strategic components are given in the sketch below:



AEC Management

Before inception of the second phase program activities, AEC had prepared and adopted an operational staffing guidelines and recruited new staff with revised **job descriptions** that reflect AEC's proposed program thrust and administrative structure. As a move towards institutionalising its activities within the FNCCI central structure, AEC had merged AEC's documentation center, i.e. stock of published documents, with FNCCI's central documentation center. More operational linkages with FNCCI secretariat and district/municipality level CCIs had been established. FNCCI's Executive Committee, Office bearers were kept apprised of AEC's activities and progress thereof, periodically.

Within the central AEC core, each operational division heads were made responsible for executing, periodic monitoring and reporting of activities in his/her division. Maximal use of computer based monitoring and reporting systems was adopted and administratively synchronized. AEC is also having its own staff rules and regulations, which governs the salary, benefits, leaves, travel and hiring firing terms and conditions.

Long Term Technical Assistance (LTTA)

In order to support AEC in export marketing, international technical backstopping, policy advocacy implementation system, and monitoring and evaluation (M&E), USAID/Nepal had provided one long term expatriate technical Advisor, for first three years.

The Advisor's main involvement was in:

- Assisting AEC in identifying prospective high value agricultural produces for export in the region,
- Preparing detailed and specific reformatory proposals and assist AEC/FNCCI in recommending policy measures to the Govt. to resolve specific regulatory problems clearly indicating the responsibilities of specific government agencies to implement them,
- Suggesting policy measures to attract and encourage private sector entrepreneurs and channelise resources of all agencies including the Govt., NGOs and Donor community to supplement /compliment the efforts of the private entrepreneurs to develop and promote those

products or sub sectors on a commercial scale so that these products may be marketed globally.

- Suggesting AEC measures to motivate agro- entrepreneurs to invest in organized commercial ventures and link such undertakings with the farm producers.
- Coordinating the provision of international back stopping including services of short term TA from India and other countries as and when required.
- Assisting AEC in developing sets of criteria for selection of clients and commodity associations/groups for extending its support and in administering the monitoring and evaluation system.
- Assisting AEC in preparing a strategy for AEC's financial sustainability.

Section III: Progress

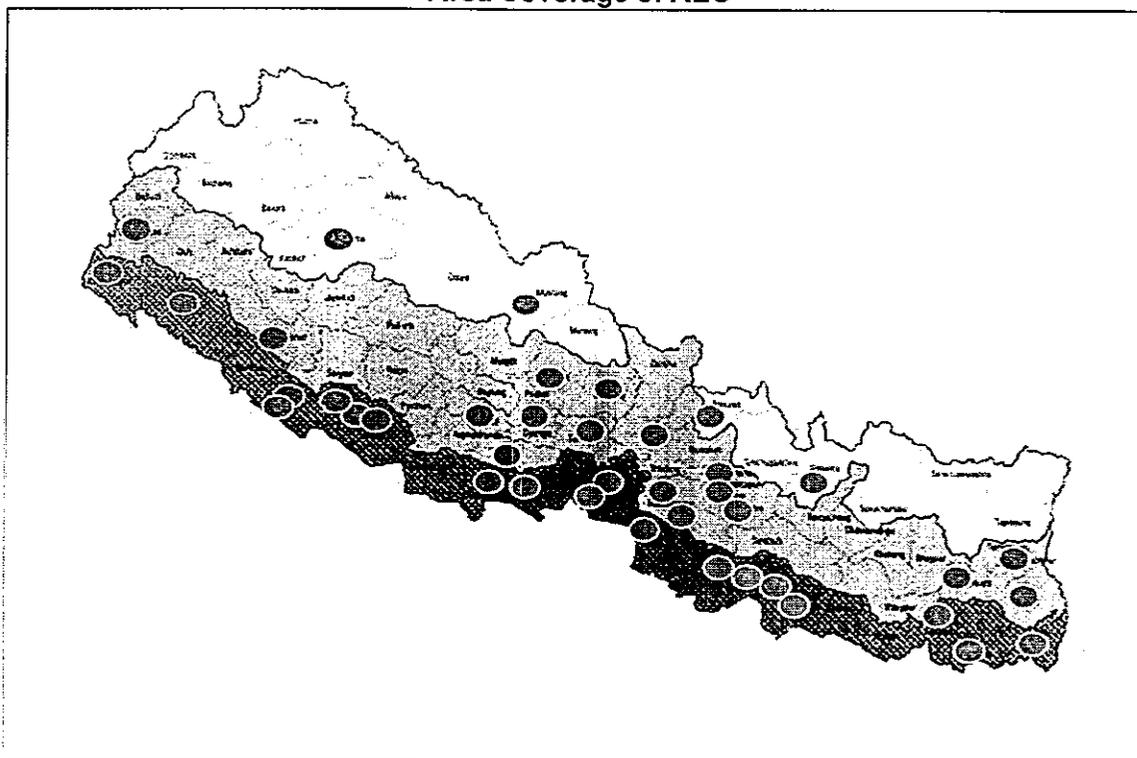
Progress by Program Component

Since 1997, under the second phase of USAID/N support, AEC has been concentrating its activities on the following five program components:

- Support to agricultural marketing and processing
- Institutional and program support to commodity associations and groups
- Policy advocacy
- Agribusiness support programs
- Regional liaison office activities for agribusiness development

During this program phase AEC had expanded its program area coverage to 39 districts throughout Nepal.

Area Coverage of AEC



While carrying out all program activities, the following measures were taken:

- While considering enterprises development role, AEC did take a more global approach in creating successful enterprises such that the resulting outcome of the program activities could be transparent and copied by others for gaining multiplier effect.
- Supports were extended to only those clients/programs of commodity associations/groups, which were in line with AEC's mission objective and strategy. Wherever possible, AEC had also pursued for cost sharing, repayment structure or service fee with the clients and commodity associations.
- While supporting the prioritised commodity association/group, emphasis was given to develop and establish linkages between and among associations/entrepreneurs/ groups for the overall growth and expansion of the commodity sub sector.
- In support of all of its programs; AEC did strengthen its data bank and information service program particularly in terms of agro-commodity price information service.
- Wherever required, AEC has executed its programs maintaining complementarities and partnership with other public and private sector institutions.
- To maintain effective tracking and feed back to program planning, AEC also did introduce a system for monitoring and evaluation of program activities by assigning staff member to track the activities with individual clients, specially value and volume of product produced.

Support to Agricultural Marketing and Processing

This is the heaviest program component so far as the concentration of AEC's activities and resources is concerned¹. Support services provided by AEC under this component are wide ranging in commodities and include Feasibility Studies, Business Plans, Field/Market Trials, Export Promotion, Prototype Support, Study/Exposure Trips, Training, Business Meetings and Expert Services. The services provided by AEC within the project period are briefly described below—some details are given in **Annex B: Activity No. 1**.

During 1997-2002, some 20 Pre-Feasibility/Market Studies/Base-Line Studies were conducted on various agro-enterprises/products, which included Honey, Fruits, Cold Storage, Coffee, Angora Wool, Off-Season Vegetables, Cut Flowers, Rainbow Trout, CTC Tea, Herbs & Aromatic Plants and Dairy & Dairy Products. Business plans were prepared for nine enterprises: Cold Storage, Bee Keeping, Floriculture, Hybrid Tomato Production, Coffee Growing/Processing, Goat Raising, and Dairy Farming/Processing. A comparative study on the competitiveness of some agro-products between Nepal and India (Cross-border) was also prepared. Technical assessment of the performances of existing cold storages through out Nepal was also under taken.

The AEC conducted, or provided support to conduct trials productions to develop pocket area production and marketing of various commodities, including Lentil, Niger, Hybrid Maize, Sunflower, Off-Season Vegetables, Rose & Gladiolus, Broom Grass, Hybrid Tomato, Radish Seed, Cauliflower, Cabbage, Beans and Capsicum. In collaboration with Sugar Millers Association and NARC, it also launched a Seed Multiplication Program for wider propagation of improved varieties of Sugarcane. The AEC also supported pilot-testing of export market potential of Honey, Orthodox Tea, Organic Coffee, Herbal Tea, Oranges, Cheese, Strawberry, Apple, Tomatoes, Cut Flowers, Broom Grass, Ginger and Large Cardamom in Bangladesh, India, Japan, Germany, Qatar and Singapore.

As a part of demonstration/introductory uses the AEC provided different types of prototype support to promote production and marketing of agro-products. Some of these include provision of Plastic Crates (for Fresh Vegetable/Green Tea Leaf transportation and distribution), Bee-Hives (for honey bee production); Pure Line of live Angora Rabbits (for rabbit breeding for wool production; planting materials), Mobile Cart (for floriculture), Packaging Materials (for apple and processed fruits and vegetables), Packaging Materials and Machinery (for coffee processing) and Hot Moist Air Treatment Plants (for sugarcane seed treatment). It also extended supports to construct demonstration Poly-

¹ In true sense, the RLO activities, though dealt as a separate program component, are also a part of AEC's support to agricultural marketing and processing at the regional level.

Houses and Collection Centres for some of the progressive farmers groups. In order to promote the domestic and export marketing of agro-products (e.g., Fresh Fruits & Vegetables, Honey, Hybrid Tomatoes, Large Cardamom), the AEC also financed exposure visits and study tours for entrepreneurs to various markets within and outside the country (to Tibet, Bangladesh, India and Thailand).

The AEC sponsored a number of technical trainings for farmers and entrepreneurs on various aspects of production, processing and marketing of agro-products. Depending upon the need, support was also extended to enable farmers/entrepreneurs to obtain training on some specific aspects (e.g., on the operation of coffee hulling machine and coffee processing) in India. To facilitate production and export/marketing of various agro-products, a number of business meetings/study trips were arranged both within and outside the country. Altogether, some 14 training events and 18 business meetings have been listed. Finally, AEC also provided more than a dozen expert & technical advisor services on different commodities bringing in experts from within Nepal.

Institutional Support to Commodity Associations and Farmer Groups

The AEC has so far promoted and supported ten Commodity Associations: Floriculture (FAN), Silk (SAN), Seed (SEAN), Angora Rabbit (NARE), Orthodox Tea (HOTPA), Honey-Bee (NBA), Cold Storage (CSAN), Coffee (NCPA), Dairy (NDA), and Sugar Mills (SMAN). It has also supported progressive farmer groups of Makwanpur, Dhading, Bhaktapur, Lalitpur and Jhapa districts on various activities related to the production and marketing of Off-Season Vegetables.

The institutional support provided by AEC to these associations varies in amount and duration. In most cases, the activities/programs of the associations financed by AEC included Exhibition & Trade Fairs, Feasibility Studies, Business Plan Development, Business Meetings & Workshops, Publications, Trainings and Observation Visits. Some associations also received financial support from AEC to participate in International Trainings (e.g. SEAN) and International Exhibitions/Trade Fairs (e.g. HOTPA). The HOTPA, FAN and SEAN are among those that received financial support for the largest number of activities. In spite of AEC's continuous perusal NBA, NDA and SMAN could only come up with a few number of program proposals for their business development in their sector. The HOTPA, SAN, SEAN and FAN were also provided with office space initially within AEC's premises. The office of FAN is still inhabited within AEC, while the rest have moved out. (More details of the program activities are presented in Annex B: Activity No. 2)

Policy Advocacy

Policy advocacy has been the most important program component of AEC, and is the function that AEC is most well identified by. The strategies adopted by AEC under this component include organising business meetings and workshops on specific policy issues, policy lobbying, visits to politicians, government officials & donors, preparing case studies, and media publicity campaigning (Some details are given in Annex B: Activity No. 3). During the review period, AEC had organized (or participated in) more than 20 central and regional-level business meetings/workshops involving government ministries, boards, banks, commodity groups, and donors in Nepal. The issues discussed during these meetings were wide ranging and covered a large number of commodities.

The AEC actively participated in various important policy forums and formulation teams, including in the preparation of APP, Ninth Plan, Tea Policy, Dairy Development Policy and Agricultural Marketing rules. The AEC also played an instrumental role in the removal of octroi, interest rate in agricultural loan, reduction of electricity tariff for cold storage by 50% and incentives for air transport of apple from remote parts to facilitate export of apples to Bangladesh from Jumla and Mustang districts of Nepal. The requests from Parliamentary Committees on Environment and Finance for FNCCI/AEC briefings on agribusiness development issues have been put on record an indication of the active role that AEC had played on policy advocacy.

Case studies are an important input to AEC for policy advocacy. The cases, studied or prepared by AEC are related to the export of Nepalese agro-products to Bangladesh and other countries of the region. In this context, the AEC has compiled Agribusiness Policies of Nepal and India; Studied the Custom Rules, Regulations, Road Infrastructures and Tariff System of Bangladesh; and assisted the MOAC to do a field study to identify the issues and problems associated with enforcement of the Plant Quarantine Act. As agricultural trade has been the important part in trade expansion with the neighbouring countries, it also actively helped the Government (MOICS and MOAC) in trade negotiations with India, Bangladesh and China and settling some issues like Quarantine with India, Tariff and Infrastructure with Bangladesh and Pakistan.

With AEC's initiative and support, issue-based programs on various Nepalese agro-products have been telecast by the Nepal Television (NTV). The commodities so far covered include Orthodox Tea, Floriculture, Angora Rabbit, Sugarcane, Honey, Fruits & Vegetables, Cold Storage, Tea, Coffee and Niger. A private media company 'Independent Business News' has been contracted to prepare and telecast Agribusiness Activities for policy lobbying and business awareness through NTV.

AEC/FNCCI has been well recognized as the representative of the voice of the private sector agribusiness community and as a development partner by the Government. AEC/FNCCI is represented institutionally in the three of the highest Committees/Board constituted under the chairmanship of Hon'ble Minister of Agriculture and Cooperatives (in Agribusiness Development Committee, Central Agriculture Development Committee and the National Dairy Development Board). Similarly, it is also represented in many other Committees and Project Steering Committees headed by Secretary, Joint Secretaries and Director Generals. AEC is also occasionally invited in many committees of MOICS, Department of Industry, Department of Customs and Parliamentarian committees for advises and appraisals for adopting policy changes..

Support Program

The services provided by AEC under this component include provision of information service to walk-in clients, which numbered 300-400 per year, collection and dissemination of Daily Market Price Information on various agro-products, and organizing workshops. This component also includes activities that are aimed at institutional strengthening and marketing of AEC, such as strengthening its monitoring & evaluation system, adding office equipment, enhancing its library & databank, publishing newsletters & other bulletins, and participating in exhibitions & trade fairs (some details are given in Annex B: Activity No. 4).

An important service provided by AEC under this program component is compilation of Daily Wholesale Market Prices from major market centres and dissemination to District Chambers, Marketers and Producers. Starting with price information for fruits and vegetables from 4 markets, the AEC's market price information bulletin now covers 18 major markets of Nepal and contains information on daily prices of many other commodities as well. To disseminate the Price Information beyond the Traders and Farmers, AEC, in collaboration with RUPP/UNDP and with the cooperation from MOAC/DOA Market Development Directorate (MDD), launched a website (www.agripricenepal.com) exclusively dedicated to daily price information of agro-products on 17 August 2002. AEC is maintaining the site and providing further information updating services. In addition, information on prices of Herbs, Mustard, Rice, Sunflower, Tea and Coffee from major markets in India is collected and maintained periodically. Since 2001, the AEC has been providing the daily market prices of a number of commodities, such as Vegetables, Fruits, Spices and Tea to the Trade Promotion Center (TPC) on a fee-paying basis. It has also been receiving funds from the Export Promotion Committee (EPC) assigned only for promoting export of Nepali agro-products.

Towards the end of the grant period, AEC organized an AgroExpo 2002 in Kathmandu to show publicly the achievements made in Agro business sector within past one decade inviting Government Institutions, Parastatal Corporations, Private Enterprises, Commodity Associations and Farmer's

Groups to participate. The event became very successful in giving the message to planners, bureaucrats, entrepreneurs and consumers and also in expanding the businesses and business contacts

Regional Liaison Office (RLO) Activities

The AEC maintains three regional offices in the Eastern, Mid-Western and Far-Western Regions of Nepal. The main functions of these regional offices are to collect market information on different agro-products, participate in trade fairs, provide expert technical services to farmer groups & agro-entrepreneurs. Identification and promotion of high-value market-oriented agricultural commodities suitable for the region has been a major activity of the RLOs. Some of the commodities supported or promoted by these RLOs include Hybrid Tomatoes and Large Cardamom in the Eastern Region; Honeybee, Lentil, Niger Seed and Vegetable Seeds in the Mid-Western Region; and Banana, Sunflower and Off-Season Vegetables in the Far-Western Region (some details are given in Annex B: Activity No. 5)

Progress by Commodity

A wide range of commodities has been provided with varying levels of support by the AEC during the past eleven years. Some were dropped during the early phase on performance grounds, some were continued a little longer, while some still remain within AEC's priorities. According to current AEC priorities, Coffee, Floriculture, Honey, Off-Season Vegetables, Sugarcane, Tea and Vegetable Seeds are considered the major commodities while Cold Storage, Herbs, Large Cardamom, Lentil, Maize, Niger Seed, Angora-Rabbit Wool, Sericulture and Sunflower are considered minor commodities. A brief description of the AEC's services and progress in the development of some of these commodities is given below.

Coffee

The AEC's interest in coffee was mainly led by its export potential in niche markets and the prospect for expanding coffee cultivation into 33 districts of Nepal. Currently, coffee is being planted in 12 districts in 358 ha. involving 3200 farmers. In particular, when farmers began to uproot coffee plants due to the lack of markets for their production (cherry) in 1998, the AEC extended support to this commodity initially by helping producers to organise into the Nepal Coffee Producers Association (NCPA). The cumulative support provided by AEC was to improve the production, processing and marketing of coffee in the past four years amounts to Rs.1.3 million. In addition to AEC's support, this sub sector has received technical assistance through the "Farmer-to-Farmer" program implemented by Winrock International and funded by USAID through SDC/Helvitas.

The resulting progress has been generally significant. During the past four years, dry cherry of coffee production increased from 29 tons to 85 tons, the number of processing companies increased from 2 to 5, and the value of export of organic green coffee beans (mostly to Japan) increased from Rs. 1.06 million to Rs. 2.9 million. The area planted to coffee is expected to increase sharply in the coming years. The industry is focusing its marketing efforts on the development of niche markets particularly for organic coffee. This last market is a natural for Nepal as agricultural chemicals and fertilisers are not used in most of the coffee producing regions.

Floriculture

The AEC's support to floriculture started in 1992 with the promotion of the Floricultural Association of Nepal (FAN) with 11 members, and the membership has now increased to 133 around the country. AEC's cumulative support to FAN in different forms amounts to Rs.4.5 million. With the support of AEC, five women were encouraged to form the "Women in Floriculture (WIF)" group and establish the first flower shop in the valley in 1996. There are now 38 flower shops in the valley and the number of nurseries in the country has also increased from 80 in 1992 to 315 in 2002. More and more

floral nurseries specialised in Gladiolus, Rose, Carnation, Chrysanthemum; Tuberoses, Cymbidium, Antherium, Gerbera, Lily etc. are emerging in the recent years. Four years back, FAN had also started a Floriculture Wholesale Market in Kathmandu, in support of small growers and growers with not having institutional buyers. The wholesale market has been proved to be very useful and beneficial. Accordingly, the value of annual sales of Plants and Cut Flowers has increased from about a million rupees to Rs.70 million during this period. Production is mostly for the domestic market; but some Cut Flowers, Flower Seeds, and Bulbs have also been exported to India, Bangladesh, Japan and the Gulf Countries, on a trial basis. The development and the growth of the Floriculture Business is spreading over in more than 10 districts of Nepal and has proven as one of the most successful programmes of AEC.

However, within one and half years, there has reportedly been a significant decline in the sales of plants and flowers of flower shops, including that of WIF, due to various reasons. The main reason is reduced demand from hotels and restaurants as a result of a decline in the number of foreign tourists. In addition, a saturated market and excessive number of flower shops are contributing to a shake out of the florist industry. Ideally export markets could take up the slack but the industry has to face many issues such as Quality Considerations, Cost Competitiveness, Lack of Refrigeration Facilities in the Airport, Transportation, Knowledge of Markets, Need for Capital Investment capital and so on.

Honey

The AEC's choice of honey as one of its priority commodities was guided by its huge production potential, given the vast ecological and biological diversity in Nepal, and was also in line with APP's priorities. AEC took the approach of pocket area development in Bee Keeping so that the economy of scale of collection could be achieved and Bee Keepers-Processors-Marketers linkage could be well established. After a technical survey, AEC selected Dang District in Rapti Valley as the prospective site. The support started late in 1998/99 with a feasibility study and training followed by the provision of 20 beehives with exotic and higher honey yielding bee called Apis mellifera. The support was based on a tripartite agreement among Beekeepers, Gandhi Bee Concern (GBC)—a private honey buying company—and AEC. In 1998, with the initiative and support of AEC, the Beekeeping Entrepreneurs Association of Nepal (BEAN) was formed; but that never became active. Consequently, a new association, named Nepal Beekeepers Association (NBA), was formed in 1999, which also has remained more or less idle as two schools of thought emerged whether to promote high yielding exotic bee Apis mellifera or low productive native Apis cerana.

The total financial support provided by AEC in the past four years for the promotion of this industry in Nepal amounts to little over Rs.1.8 million. A major part of the support has been channelled for Training, Exposure and Trade fairs. The number of beehives in Dang district is presently estimated at more than 1,500 producing around 50 tons of honey. Yield recorded was as high as 60 kg per hive per year, three times more than from the native beehives. Some other donor programs are also getting involved in the recent years at the same area, particularly MEDEP/UNDP. The honey industry is beginning to take off in some districts of Nepal, particularly in Chitwan, Nawalparasi, Sunsari and Kaski districts, but it needs serious assistance on improving quality, management of hives and entrepreneur training & orientation on marketing.

Off-Season Fresh Vegetables

Off-Season Vegetables were taken up by the AEC in response to the APP and with the ecological advantages of Nepal. The stated objectives of AEC in supporting this commodity were to increase the production & export of off-season vegetables, raise farm incomes and create year-round employment for farm labourers. As a module, AEC choose different-pocket areas of Nepal particularly in Dhading, Makwanpur, Jhapa, Dhamkuta, Bhaktapur and Lalitpur districts. Hybrid tomato and capsicum were the main off-season vegetables chosen and supported by AEC since 1997/98. AEC provided seed, prototype support and expert training services to the Producer's Groups, besides

financing various studies, exposure visits, business meetings and the establishment of collection centres. Total financial support involved in these activities amounts to about Rs.3.2 million.

As regards, the progress recorded by AEC in the past five years, the area under these off-season crops in their pockets of production, increased annually from 13 ha to 98 ha (total area and production of all vegetables in Nepal are 149,000 ha and 1.5 million tons, respectively) production from 473 tons to 2,674 tons, the number of producers from 74 to 646, and the turnover from Rs.3 million to Rs. 26.6 million. The number of farmer cooperatives/groups created or supported also increased during the period from 3 to 10. Hybrid tomato has been a big success both in terms of area expansion as well as income earning of farmers. Farmers have seen the advantages to planting hybrid varieties. Although, the original market thrust was for exports, the high demand for hybrid tomatoes in the local market has not allowed any export markets to be developed because of lack of production. With time, the local market demand will be met and prices will come down making exports, an interesting market outlet opportunity to continue the increase of production of hybrid tomatoes.

Sugarcane

Low yielding sugarcane varieties and a large gap between the domestic demand and production of sugar were the main reasons for AEC's intervention in this commodity, which started with a 30-month long trial production with Indian and Nepalese varieties on commercial plots of two sugar mills in 1995. The trial was conducted by NARC with full financial support from AEC. In 1998/99, the AEC signed agreements with four sugar mills, and launched seed multiplication, commercial farming and training programs on sugarcane through NARC. The AEC's support also included exposure visits for farmers and the staff of sugar mills to India and provision of four moist hot air treatment plants.

In the past four years, AEC's cumulative support to this commodity has amounted to about Rs.3.53 million, of which Rs.1.15 million was provided to NARC. The progress that resulted from this support has been recorded by AEC, as good and having better multiplier effect. With the two Indian varieties that were selected from the trials, sugarcane yield has increased significantly from 35 ton/ha to 60-90 ton/ha. The area under these varieties has now reached 2300 ha and is expected to increase further in the years to come. Similarly, the number of farmers involved in the production of these varieties in the command areas of the four sugar mills is expected to reach 2,000 by next year. In Nepal, the total area under cultivation was estimated to be around 58,000 ha, producing around 2.1 million tons of sugarcane. The reported figures on area under sugarcane and farmers involved in production are all new and attributable to AEC's support provided to the sub-sector. Compared to the total national production, it may require a few years to replace the traditional varieties with the new varieties provided the millers and the farmers continue to expand the programs together. Here the Government's supportive role will be crucial for the massive expansion mobilizing a large number of farmers in the sugarcane growing regions.

Orthodox Tea

The AEC has prioritized orthodox tea as a high-value, export-oriented commodity and has provided support for its promotion and export since 1996. The support started with the provision of expert services from Darjeeling to train the tea growers in plantation management and pest control, and from the U.K. to enhance the technical capability of the processing companies to develop quality products for export. In 1998, the AEC helped the tea producer groups, estate owners, processors and exporters to organize into the Himalayan Orthodox Tea Producers Association (HOTPA). Since then, AEC has been providing various forms of institutional support to HOTPA, including the support to participate in international trade fairs (Barcelona, Japan, Netherlands).

The HOTPA has now grown to be one of the most well recognized commodity associations in Nepal and has been recorded as a successful endeavour of AEC. The cumulative AEC support to the HOTPA amounts to Rs.4.5 million, the highest among all the commodity associations. Most of the

support has been channelled towards garden management, policy lobbying and export promotion activities.

The industry has grown over time. There are now 11 tea-processing factories (increased from 3 in 1996) and 40 tea gardens. Total tea plantation area increased within five years, between 1997 and 2002, from 375 ha. to more than 4000 ha. During the same period, annual production of orthodox tea increased from 70 tons to 850 tons; annual turnover increased from Rs.20 million to Rs.192 million; and the value of export increased from Rs.17.5 million to Rs.134 million. Almost the entire orthodox tea produced in Nepal is exported to India and overseas.

The orthodox tea produced in Nepal is a very high quality due to its growing conditions at a very high altitude. The industry is targeting the high end of the tea market where Darjeeling tea is sold. They foresee the opportunity to gain a large market share of this market through continuing improvement of production and processing practices and a major export market development program.

In the mean time, as the production of CTC tea (granular/dust black tea), largely produced and consumed within the country, has also reached to a stage where demand and supply are in equilibrium, more thrust in the export front is required in the future. It is reported towards the end of the period that more than 1.5 million kg of CTC tea has been successfully exported to India once the luxury tax imposed by State Government of India was withdrawn recently. AEC has also taken initiative to address the issues that need to be resolved and some initial supports were extended to Nepal Tea Association and Nepal Tea Producers Association, both having more focus on CTC tea. With the strong policy advocacy from AEC, the National Tea Policy 2000 have been brought out by the Government and some measures have already been initiated as envisaged in the new Policy.

Vegetable Seeds

The production and market potential (both domestic and export) of seeds, particularly vegetable seeds, in Nepal has been widely emphasized. But organized efforts to develop the seed industry were lacking till 1989, when the Seed Entrepreneurs Association of Nepal (SEAN) was established. The SEAN was registered with the government in 1991 with support from FAO and GTZ. The AEC's support to the seed sector began in 1993 with the organization of a Regional Seed Marketing Workshop in Dhankuta. This was followed by training and research support during the same year. Since then, AEC has been continuously supporting the industry through SEAN in various ways. Over the years, SEAN's membership has grown from 30 in 1992 to 163 in 2002. Over 80% of SEAN's members deal with vegetable seeds.

The progress achieved by the seed industry has been significant. During the past five years, annual seed production increased from 100 tons to 610 tons; annual turnover increased from Rs.6.6 million to Rs.73 million; and the value of export increased from Rs.1.5 million to more than Rs.4.5 million. More than 15% of the total production is exported (mainly to India, Bangladesh). A large number of farm families are involved in the vegetable seed production and are taking the seed production as their business with a good source of income.

Seed Sector Support Project has been launched by DFID and has been extending program supports to HMG/DOA and SEAN. A commercial seed center, named Seed Service Centre (SSC), has been established with shares from individuals involved in seed trade and the SEAN as well. SSSP has provided financial support for infrastructure development and initial management of the Center. This center is working with producers to improve quality of seeds produced. In future the center is expected to act as a certifying body to certify seed quality and will work to develop both domestic and export markets and carryout sales activities.

Sericulture

Theoretically, sericulture offers great production and market potential in Nepal. Before 1992, silk farming was practiced on a limited scale in two districts of eastern Nepal with support from an INGO – the Lutheran World Services. At present, the industry has expanded in 23 districts producing about 18 tons of silk cocoons annually, and it can be further extended to 60 districts of the country. Considering this potential, the AEC actively supported the formation of the Silk Association of Nepal (SAN) in 1992 as an institutional base for developing silk in Nepal. Since then, AEC's support to sericulture has been channelled through SAN. Since 1997, when the UNDP-funded Sericulture for Rural Development Project (SRDP) was initiated with SAN as a major implementing organization, the AEC's support to SAN has been concentrated in areas that are not supported by the SRDP. Yet, the cumulative support of AEC to SAN in the past five years has amounted to Rs.1.3 million. So far, all the cocoons are marketed domestically with the government (farm) as the main buyer.

Although progress has been made, AEC found a number of hurdles that made their continued intervention of very little consequence, and, therefore, has withdrawn any further support to the industry. Many diversified program interventions are taking place in the sericulture industry with little effort to coordinate activities. There is also a lack of private sector interest in providing back up services at a private sector level, to get involved in production of silkworm eggs and to establish reeling centers. However, AEC sees that there is a very good prospect of sericulture development provided HMG will have a very clear policy in identifying and introducing technology in terms of mulberry plantation and silk-worm egg production and /or supply to attain the speedy economy of scale, yield and quality to be able to compete with the silk yarn from other countries.

Angora Rabbit Wool

The AEC's objective in supporting this commodity was to promote commercial Angora rabbit farming in Nepal with the use of pure and productive breed. To begin the process, it supported the formation of the 'National Association of Rabbit Entrepreneurs (NARE)' in 1993. The AEC's support to this commodity thereafter was channelled through NARE and was for training, exhibition, policy advocacy, exposure visits, and institutional development of NARE. The AEC also provided 75% of the required financial support to two private farms to import German Angora rabbits for breeding purpose in 1997/98. In financial terms, total support extended to this commodity in the past four years amounts to nearly one million rupees.

However, the progress achieved by the industry is far from satisfactory. For several reasons, including the shedding problem in finished woven products, difficulty in perfecting the breeding technique (high mortality and sterility) and feed, problems with processing wool into fine year, the entrepreneurs lost interest in the industry. The Angora wool industry has practically collapsed now because of the non- availability of wool both in terms of quality and quantity. Currently, the NARE is also very inactive. AEC is therefore no longer supporting this association.

Cold Storage

In 1995, the AEC supported the preparation of a feasibility study to establish cold storage in Damauli (Tanahun) and in the Tribhuvan International Airport (Kathmandu). It then promoted the Cold Storage Association of Nepal (CSAN) and provided support for technical training, studies and policy advocacy, financially amounting to Rs.0.64 million. The AEC's policy advocacy was effective in bringing about a 50% reduction in electricity tariff for cold storage and also reducing the interest rate of Bank loan. The number of cold storage companies has now increased to 33 from 18 two years ago, and there are already concerns that most of these have over crowded in many places, at the same time some really needing area have not received attention for want of huge investment required to establish economic size of cold storages and changing policy of the Government.

Medicinal and Aromatic Herbs

Considering the export potential of both fresh and medicinal Nepalese herbs, the AEC, in collaboration with Dabur Nepal, initiated its support to the commodity with financial assistance to conduct trial production of Kuth (*S. lappa*), Padamchal and Akarkara in Mustang district at an altitude of around 2900 m (from msl.). The support was for air transportation of saplings, lease rent of land and training to farmers. The total amount of support provided by AEC in the past three years is about Rs.0.62 million. The results of AEC's support were very good and the large-scale propagation of those species was found very promising. AEC has been very effective in assisting an international company having industrial plant to link up with rural farmer groups who are capable of producing and processing the needed medicinal herb products. AEC sees a good opportunity to replicate this service with other industrial clients in different production regions.

In the meantime, together with Kanchanpur DDC, PDDP and Kanchanpur CCI, a baseline study was made to assess the possibility of establishing a processing plant for herbs and aromatic plants in the region as a value addition activity. Similar study was also made for Dolkha district at the request of Dolkha CCI.

Large Cardamom

The large cardamom has traditionally been a major agricultural export of Nepal to India. The AEC's involvement in this commodity since 1997 was with a view to improving the quality of the Nepalese cardamom so as to expand its export to overseas markets. The AEC's support, which amounts to about Rs.0.52 million, has been for processing prototype support, training, expert technical services, feasibility studies, exposure visits and business meetings. However, because of the remoteness, concrete evidence of the progress achieved through AEC's support could not be measured specifically, particularly in terms of increased sale of improved quality cardamom.

Lentil

The stated objective of AEC's support to this commodity, which began in 1997, was to increase the production and export of lentil by introducing improved varieties and enhancing the linkage between the millers and farmers of this commodity. The support has been for trial production in seven geographic pockets, organizing farmer groups and providing them with training and expert services. Positive results have been recorded with respect to improvement in yields and quality of grain through AEC's support. For example, the varieties introduced by AEC have yielded as high as 1.3 tons/ha, while the national average yield level remains 0.8 ton/ha and the size of the lentil was much bolder than the conventional variety and were preferred by millers/exporters as such bold lentil is in big demand and the price offered for such variety was almost Rs 2 to 4 rupee more per kg than the conventional variety produced. Consequently, the AEC program has expanded to cover increased acreage. The total area under cultivation with improved variety reached 206 ha, which is still insignificant compared to the total area covered under lentil. Around 181,000 ha. More effort/initiatives are still needed to expand the area under the improved varieties.

Maize

With a view to promoting commercial hybrid maize production, the AEC has been providing support to farmer groups since 1997 for hybrid seed, training and expert services, business meetings and marketing. However, the progress toward commercial production of this commodity is still seriously constrained. As reported by AEC, the production practices, post-harvest processing (eg. drying and separation of grains) and marketing of the product are some major factors constraining the commercial production. To-date, the total area under production is about 819,000 ha with average productivity less than 2MT/ha. AEC's effort to introduce hybrid maize with much higher yield (as high as 7 MT/ha) was much appreciated by farmers of Chitwan, Makwanpur, Dang, Bara and Parsa

as the return from the crop was very higher than they had thought of. Much of the expansion later has been due to farmers continuing the effort by themselves. AEC is no longer involved in this program given that there is little that is remaining to do.

Niger Seed

The stated purpose of AEC's involvement in niger seed was to promote the commercial production and export of this commodity. The AEC's support has been concentrated in trial production and seed multiplication, farmer group mobilization and training, and in establishing linkage between farmers and marketers. However, due to falling product prices over time (from Rs. 35/kg to Rs.20-25/kg) and increasing competition with India because of the de-canalisation of the niger seed export from India, there is little prospect for Nepalese niger seed, produced in small quantity and pockets, to gain access to export markets. As a result, AEC has discontinued support to farmers under this program.

Sunflower

The AEC's support was aimed at best utilizing the well-irrigated land during the gap time between the two major crops by introducing high-yielding and quick ripening (within 110 days) hybrid sunflower seeds. The support started in 1997 with a trial production program in the far western development region particularly in Kanchanpur district and was extended for seeds, the provision of training, exposure visits and expert services to the farmers and market linkages with the buyers.. Financially, the AEC's total support to this commodity amounts to around Rs.2 million. Despite some positive initial results with respect to the number of farmers involved in hybrid sunflower production and average yields recorded, the overall progress in this commodity remains below AEC's satisfactory level. Due to traditional sowing and cultural practices, the average yields have remained low (0.9 ton/ha) and the number of farmers involved in the production has declined from 274 in 1999 to 100 in 2001. The dramatic reduction in the price of sunflower seed in India, resulting from opening of OGL by the Government of India for import of sunflower oil from other countries has become a key factor in farmers losing interest in sunflower farming. As a result, this program too has been discontinued by AEC.

Target Performance Indicators and Cumulative Achievements Made by AEC

The target performance indicators originally proposed and set for measuring the performance of AEC had many parameters like

- Increase in area under HVC,
- Incremental number of farm families benefiting,
- Turn over increase of companies/association members
- Number of business/commodity associations created /supported,
- Export value of HVC
- Total number of membership in Commodity associations,
- Increase in number of direct employment,
- Number of agro commodity business profiles/reports prepared,
- Number of success stories published
- Number of business meeting
- Number of Trade fair organized /sponsored
- Walk in client served
- Income Generated
- Number of documents collected etc.

AEC's M&E unit had kept records on the above indicators by collecting data from associations and groups or individual clients and the cumulative result of the five years performance is presented in Table 1 given below. The detail list of clients supported by AEC and the collaborating partners involved in accomplishing the activities are given in Annex C.

Table 1: Target Performance Indicators and Achievements Made by AEC (1997-2002)

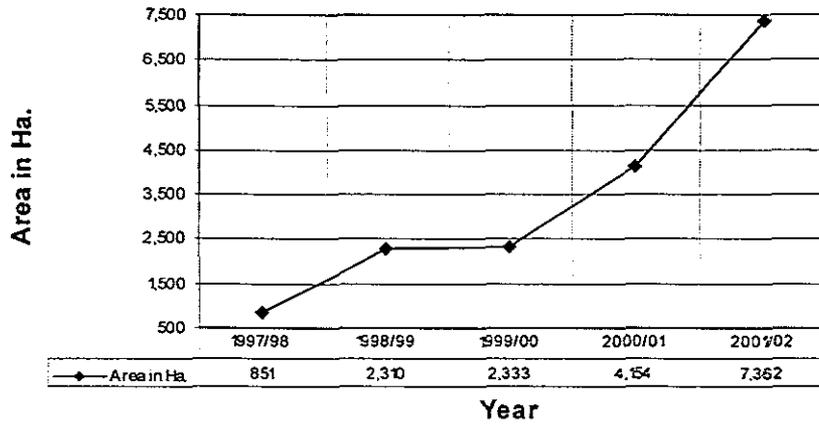
Target Indicator	Cumulative Target	Achievement Made
Increase in Area under HVC (In ha.)	1000	7015
Incremental no. of Farm Families Benefiting (Directly)	17000	6013
Number of Farm Families Benefiting (Indirectly)		8981
Increase in number of Direct Employment	400	Not Available
Turn over increase of Companies/Association members (Rs. In Million.)	260	1380
Export Value of HVC (Rs. In million)	-	371.5
Incremental number of Enterprises created/supported	45	77
No. of New Businesses Created	10	18
Number of Commodity Associations created/supported	10	10
Total number of membership increment in Commodity Associations	125	762
Number of agro commodity Business Profiles, Business Plan/Reports prepared	20	37
Number of Success Stories published in TV and print media	10	14
Number of Business Meeting	10	47
Number of Trade Fair organized/sponsored	10	36
No. of Walk in Client served	3000	2410
Income Generated (Rs. In million)	0.5 million	
Cumulative number of publications/documents collected etc	5000	4005
Number of Training programs organised	-	69
Number of Trainees participated and benefited	-	3241

As per the USAID's advise resulting from the R4 meetings, AEC had made attempts to tract and record the quantifiable data on the following considering each commodity under AEC's program scrutiny:

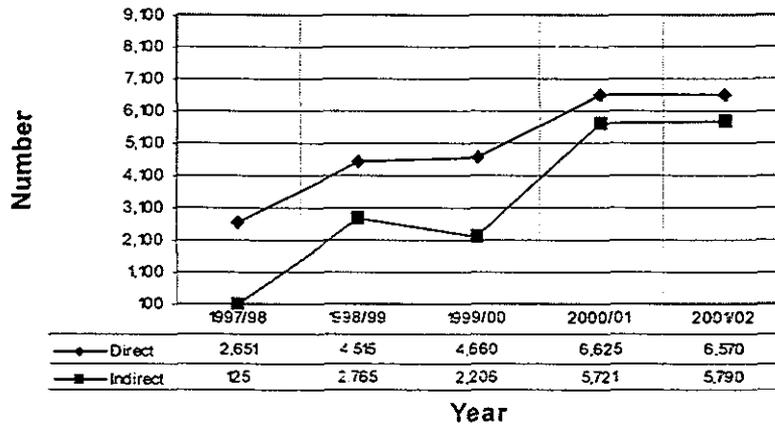
- Increase in area under HVC,
- Incremental number of farm families benefiting,
- Turn over increase of companies/association members
- Export value of HVC
- Number of business/commodity associations created /supported

Details of each year's performance and the cumulative performance of five years are given in Annex D and as self-explanatory graph, the data are presented below (Figures 1 to 4) with turn over and export in US\$ values.

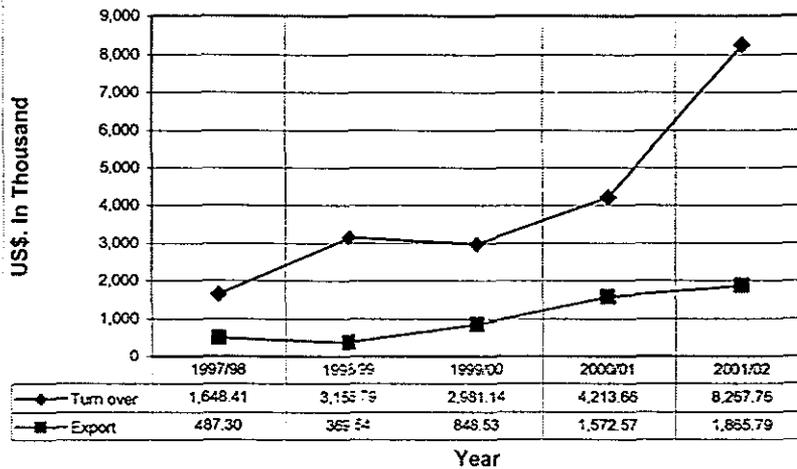
Area Covered by High Value Commodity

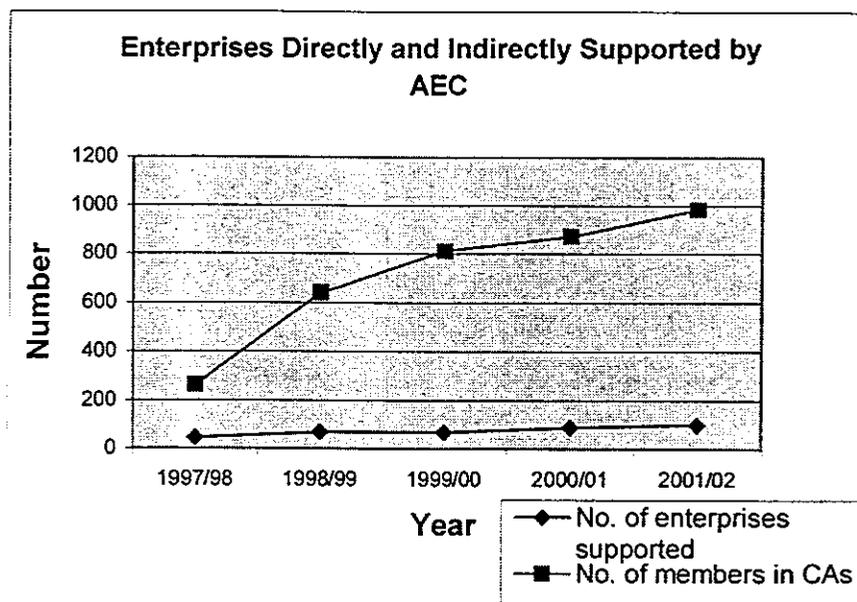


Farm Family Benefited by AEC's Activities



Turnover & Export of HVC Effected by AEC's Activities





Section IV: Impact and Implications

Review of Impact

USAID/Nepal commissioned a study mission, involving three-member team (two Expatriate and one Nepalese) in January- March 2002 (GBTI Task Order Under IQC# PCE -1-00-98-00017-00) to review the programs and activities of the AEC in order to prepare a plan that will assist them define their strategy and sustainability beyond the USAID Grant Period. As an assessment made by them on the impact of AEC's strategy on Nepal's agro-enterprise sector, extracts from their report given below depict the picture of AEC.

"From the perspective of the growth of agro-enterprises in the country, the impact of AEC's strategy at the national level is unclear, as the available statistics show a decline in the number of manufacturing agro-enterprises in Nepal from 1,686 in 1991/92 to 1,376 in 1994/95 and further to 772 in 1996/97. Obviously, government policies and existing production and marketing conditions during that period were not right and many agro-enterprises disappeared. However, AEC did contribute to the creation of some new agro-enterprises in some sectors; for example, floriculture, honeybee, coffee, angora wool and orthodox tea. Some are more successful than others. Moreover, new business creation takes time and the pace is influenced by many factors. Having policies, production and marketing conditions right is a major step towards creating and sustaining new businesses."

"There seems to be a consensus among almost all the respondents to interviews that policy advocacy is one area where the AEC has been most active and effective in the past. It is this role of AEC that has made its presence most widely felt and appreciated in the past, and is what provides the most important rationale for AEC's continued existence in the future. Table 2 below displays the level of stakeholder satisfaction with AEC's services."

Table 2: Summary of Stakeholders' Perceptions regarding the Effectiveness (Quality, Quantity and Impact) of AEC's Services by Program Component

	Support to Agro-Processing and Marketing	Institutional and Program Support to CA	Policy Advocacy	Support Programs (with ref. to MIS)	RLO Activities
CA	Effective	Effective	Very Effective	Effective	No Response
Private Agro-Enterprises	Very Effective	Very Effective	Very Effective	Effective	No Response
Government Line Agencies	Effective	Effective	Very Effective	Very Effective	Effective
Donors (related to agro-industry sector)	Effective	Effective	Effective	Effective	No Response
FNCCI/AEC Task Force	Effective	Very Effective	Very Effective	Effective	Not So Effective
AEC Staff	Very Effective	Very Effective	Very Effective	Very Effective	Effective

Note: The above table presents a very simplified summary of the stakeholders' perceptions regarding AEC's services and should, therefore, be taken as indicative, rather than a conclusive evidence, of the general trend. This has been prepared based on the views and opinions expressed by the stakeholders' during their interview with the consultants' team.

Ratings: Very effective indicates the services were of high quality, fulfilled the actual needs and led to significant impact on agro-enterprise creation/expansion; Effective indicates the services were desirable, but were not of sufficient quality and quantity, and the impact generated was also less than expected; and Not-So-Effective indicates the services were not well planned and responsive to the actual needs, and the impact generated was not clear. A No response implies that the respondent was either unaware of or knew little about AEC's activities under the program component; so there was no recordable response.

Study Team's Comments and Recommendations

The study team of USAID had in their report indicated some of the weaknesses and strength of AEC and given some recommendations for the future course of action to be taken to make the AEC sustainable. The management team and the Board of AEC, and the FNCCI all have agree with the teams input and decided to continue AEC as an autonomous technical wing of FNCCI with renewed mission, vision and strategy with due consideration of all the weaknesses and strength of AEC indicated by the team. Some of the key points raised and recommendations made by the team is extracted from their report and presented below:

“Of course, as expected, the financial and technical assistance provided by the AEC in the promotion of various commodities and commodity associations are well appreciated. With some exceptions, most people perceive the need for AEC to continue providing the services that it used to provide, implying that it should continue with its past activities. However, such perceptions can bear no consequences for the future AEC simply because, after July 2002, it will not have the current USAID financial support and, even if it did, AEC must have a new, proactive mission and strategy, which should be focused on targeted commodities. Providing individual agro enterprises whatever service they need is not feasible or realistic in the future. AEC should provide services that can generate maximum tangible impact on the sub-sector and value to the immediate clientele.”

The study team did also point out some of the weaknesses of and constructive comments on AEC, which are listed below in their own words;

In Relation to AEC's Mission and Focus

- The AEC seems to have lacked focus; it worked with many commodities, launched many different types of support activities and spread resources thinly.
- It had a wide range of stated objectives but not a specific mission to guide its efforts.
- The support activities ranged from pure research (e.g., variety testing and trial production) to market promotion (e.g., trade fairs).
- The stated objectives of AEC in selecting commodities also varied. Sometimes, the objective was to increase the production and productivity of the commodity; sometimes, it was to narrow the gap between the domestic supply and demand of processed product; and still at other-times, it was to create new export-oriented agro-enterprises based on the biological and ecological production potentials of the commodities.
- AEC needs a clear and consistent mission

In Relation to the Commodities Considered

- The commodities selected by AEC are wide ranging, from traditionally grown cereals (e.g., maize) and cash crops (e.g., sugarcane) to new, export-oriented crops (e.g., organic coffee). However, what it does point to is a lack of clear criteria for commodity selection and prioritization based on market analysis

In Relation to Commodity Associations and Support Packages

- So far, the AEC has helped in the promotion of nine commodity associations and has provided them with varying levels and types of support. Among these, some are very active with a clear vision of their own for the future (HOTPA); some are active with less clear vision (e.g., NDA); while some are inactive or non-functional (e.g., NARE).
- However, AEC does not maintain and update their institutional profile.
- Neither has it made a thorough assessment of their current status and future prospects.
- Such an assessment is required to re-design the AEC's support package for them in the light of its inability to work with a large number of commodities in the future.
- The support package must be geared towards strengthening the capacity of the associations to provide leadership in the sub-sector.

In Relation to Business Development for AEC

- So far, the AEC's operations have been guided by a 'service orientation' rather than by a 'business orientation'.
- It cannot continue to 'act public and remain private', if it is to be sustainable.
- It should continue doing what it did well in the past, as these are the areas where AEC's services are valued the most and therefore, provide the main ground for its institutional sustainability.
- But for its financial sustainability, it has to be able to recover (or cross-subsidize through profits generated from other businesses) the full cost of its service delivery.
- Therefore, business development has to be a major agenda for the future AEC.
- It should adopt strategies to market itself and sell its services to its clientele, government agencies and donors.

In Relation to Regional Liaison Offices (RLOs)

- The RLO activities are a part of the agro-processing and marketing services component became a major cost item of AEC.
- Operationally, they are the regional arms of the AEC and help to test the potential of new agro-enterprises in or near their geographic periphery. However, such activities have only been marginally successful with high turnover of personnel and difficulty in providing supervision of activities and staff given the existing security issues.

- Consequently, AEC has decided to significantly reduce the programs at later parts of the program and finally ceased all programs towards the end of the grant project, taking into consideration of non-sustainability.

In Relation to the Next Stage of AEC Evolution

“If AEC is to continue its vital role of assisting the industry to identify and resolve its problems, it must evolve.

- It must become more proactive rather than reactive.
- As a proactive institution it must reduce the types of services it offers to reflect its new mission and its new focused way of conducting business.
- AEC must provide leadership and vision to eliminate production and marketing constraints and to help people make the right decisions that will lead to successful production and marketing strategies.
- AEC will no longer target individuals or individual agro enterprises to provide assistance.
- It will be looking at commodity wide issues through working with the lead associations.
- New agro enterprises will be created and strengthened as production and marketing of the commodity improves as a result of a better-organized sector, tighter programmed activities and services of AEC, other donors and the Government.

“The AEC evolution must begin with a new mission statement that reflects the vision of what the AEC Board and the FNCCI want AEC to accomplish. The mission statement is necessary to begin the process of changing the mentality of the AEC staff and Board and the way they view things should be done at AEC. AEC must become a new institution with a private sector mentality and drive which runs like a profit, not a cost, center. It will not have the luxury of FNCCI, which has an assured source of income. Financial sustainability must be at the forefront of everyone’s thoughts and actions. Many opportunities exist to sustain AEC but they require creativity and dedication to bring them to fruition.”

“A key to financial sustainability is the issue of institutional sustainability. AEC’s role within FNCCI is grounded on successes. AEC’s integral link to FNCCI cannot be overlooked. However, to date, AEC has also been operating like a project, which it was. Now that project status of AEC is coming to a close, it will be of utmost importance to clearly and precisely define the governance of AEC. All parties must then understand this definition so that there remains little confusion on who has oversight responsibility and who has the responsibility to provide direction to the AEC activities.”

In Relation to AEC’s Institutional Strength

The accomplishments of AEC on which it will build the future mission and strategy include:

- Development of a name, image, and goodwill with the government, agro-enterprises and donors for getting things done;
- Valuable experience in providing services to agricultural sector participants;
- Ability to link agro-enterprises (market) with the production community;
- Proven policy dialogue capabilities; and
- Ability to mobilize and provide institutional strengthening to commodity associations and groups.

“These accomplishments coupled with an agricultural sector that is showing signs of growth and diversification, will allow AEC to move to a new chapter. AEC needs to focus its mission and strategy to have high impact on the creation of success stories. Certain crops have reached a threshold that with good support can become successful generators of employment, increased family income, and opportunities for investment in new agro enterprises, and foreign exchange earnings.”

“The conclusion of the review is that most of these interventions had good impact as a stand-alone activity. Individual agro-enterprises and groups of individuals were positively affected by the provision of information or resolution of problems. However, it became clear that the efforts of AEC were spread very thinly and that there was no focus to their efforts. One problem was solved just to find another one. AEC was either not able or prepared to provide the type of continuing support that really would make an agro-enterprise successful in its quest to produce and market a product. One of the most common findings was a lack of rigorous market analysis identifying markets, market channels, competition, pricing, strategies to gain access to markets, and competitive advantage of Nepali products. If AEC is to be effective it has to refocus its vision, mission and strategy, concentrate its efforts on fewer products and establish a new service package to achieve its goals. In addition, the team found that AEC needed to address both institutional and financial sustainability.”

The review team had also made some significant recommendations for AEC’s future sustainability.

Their main recommendations included were:

- AEC should remain in FNCCI as it receives important stature from being part of FNCCI.
- Since one of the most important and successful activities at AEC has been policy advocacy, its role in this activity and ability to carry it out is greatly enhanced through its relation to the parent body.
- AEC needs to operate relatively autonomously under its own expanded Board, which will have total oversight responsibility for AEC.
- AEC should have renewed Mission statement, Vision and Strategy and for its sustainability it should function more professionally and with more business like program activities, generating more revenue for its own sustainability.
- AEC must launch a campaign to inform donors and the Government of its new mission, vision, strategy, strength and programs. They must be convinced that partnering in those activities with AEC where there are common grounds, like export market development and promotion, market assessment and marketing strategies, institutional development of associations, is more productive than trying to develop these activities on their own or with other well-meaning but in-experienced groups

Section V: Budget and Expenditure

To date, AEC’s agribusiness development and strengthening activities have been funded through a grant agreement with USAID/N. The grant of \$980,000 (equivalent of Rs. 69.408 million), covering the period from September 9,1997 through 30 September 2003, was committed supporting AEC’s development program activities. These programs contribute to the overall agribusiness development and growth in Nepal, and to the achievement of USAID’s Intermediate Result 1.1 “Expanded Market Participation” under Strategic Objective one (SO1) *Increased Sustainable Production and Sales of Forest and High Value Agricultural Products.*

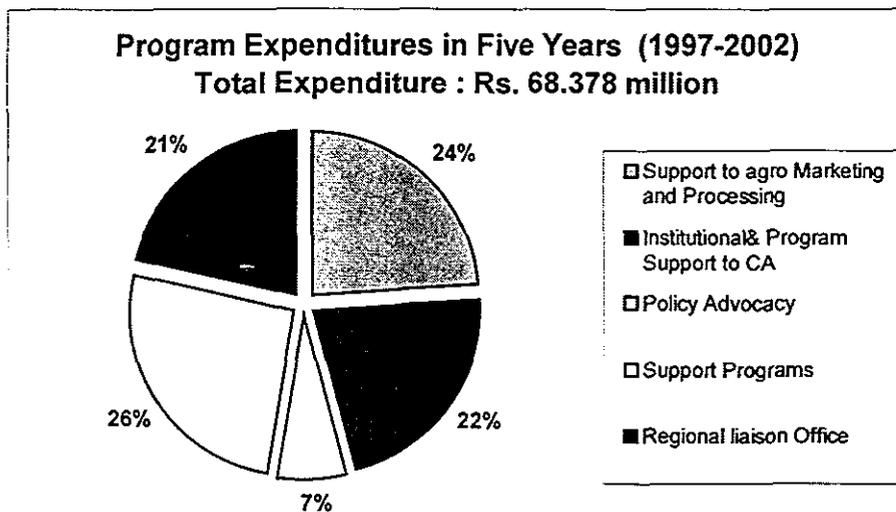
Grant Program Fund

Excepting the core staff, AEC’s program staff and development activities are financed principally by a grant fund provided by USAID/Nepal. Under the grant, AEC’s program staffs develop, facilitate, and manage the implementation of AEC’s five program activities in response to clients’ needs and demand on an occasional cross-subsidization and/or fee-recovery basis.

Over the past five years, the AEC program management team has focused project resources on the following five program areas:

- Support to Agro-Marketing and Processing Activities

- Institutional and Program Support and Commodity Association/Groups
- Policy Advocacy
- Support Programs
- Regional Liaison Office Activity



These five program activities combined have utilized, by 30 September 2002, a total of approximately Rs. 68.378 million.

More than 24 percent (or Rs.16.4. million)

of the grant program funds are being channelled to activities for the *Support to Agro-Marketing and Processing Activities* program (see figure 1 above).. This program window supports activities that help develop and expand commercial production and marketing of high value commodities, which link entrepreneurs with producers. Production of feasibility reports, Business Plans, Business profiles and economic analyses based on either client request or produced on an exploratory basis to gather information, fall under this component.

Almost 22% of the Grant program funds (Rs.14.88 Million) were spent on program activities for *Institutional and Program Support to Commodity Associations and Groups*. The main objective of the activities under this program is to strengthen, support and facilitate the formation of Commodity associations and producer/farmer groups.

AEC's most notable achievement in the last five years has unequivocally been in the area of *Policy Advocacy*. Yet, of all its programs, Policy Advocacy is the least costly program, utilizing only about 6.6 Percent of the grant fund over 5 years. The objective of AEC's policy advocacy program has been to help improve the enabling environment and quality of dialogue between public and private sector in order to facilitate agribusiness development and encourage investment in areas pertaining to AEC's clients. The total cost involved in carrying out policy advocacy activities over the past five years was Rs. 4.52 Million.

AEC's *Support Programs* were designed to create and update a databank containing up-to-date technical, marketing, and managerial information for the use of AEC's management as well as its varied clients. In addition to a library of information, AEC has also provided information services on a fee-paying basis to clients who need customized information, whether be it on commodities, markets, market prices or international business linkages. It also organized exhibitions and trade fairs, creating its own infrastructure facilities like mobile exhibition shades for future uses in Kathmandu and different parts for organization of regional agribusiness trade fair as a part of AEC's future sustainability. The five-year program costs for this component amount to Rs 18.32. Million or 26.2 percent of the total grant fund.

The fifth program activity implemented by AEC under the grant agreement with USAID/Nepal is the *Regional Liaison Office (RLO)* activity. While not essentially a program like the first four, given its mandate and physical separateness locationally, the RLO activity has been classified as a program. The objective or mandate of the RLO activity is to extend the same set of AEC support (program)

activities to existing and potential agro-entrepreneurs, commodity associations and producer groups at a district level in Nepal's far-flung regions. AEC presently has three such regional liaison offices in the Eastern (Dharan), Mid-Western (Tulsipur), and Far-Western (Mahendranagar) Development regions of Nepal. This outreach program is estimated to have utilized approximately Rs. 14.6 Million or 21.37 percent of the total pools of grant funds.

Collaboration between AEC and the MOICS resulted in AEC receiving Rs. 1.6 million over five years from EPC/MOICS for the purpose of assisting the MOC to organize and manage export promotion activities on their behalf. The fund is particularly utilized for the export promotion of Orange, apple, and tomato in Bangladesh, broom in India, tea, honey, cardamom and coffee in Japan, and EU.

FNCCI's Cost Sharing Fund Contribution

During the period 1997-2002, AEC and FNCCI have contributed Rs.23.345 million as the cost sharing particularly for the salary and benefits of core staff and other operational costs involving communication, fuel, R&M, insurance, utilities, rent, stationeries etc. The average proportion of this contribution accounts for 34.percent of the program cost under the Grant agreement. The cost sharing is more than the committed proportion of 29.96 percent.

Table 3: AEC's Annual Expenditure Trend (Rs. In million)

Year	Grant Expenditure	FNCCI Contribution	Total
1997/98	5.977	3.979	9.957
1998/99	11.85	4.811	16.661
1999/00	13.813	4.98	18.793
2000/01	13.78	4.268	18.048
2001/02	15.411	4.8	20.212
2002/03	7.546	0.504	8.050
Total	68.378	23.345	91.723

Adding to AEC's pool of grant funds, provided by USAID/Nepal, is the income earned through AEC's various income-generating activities. AEC also has Rs. 34.5 million as an Enterprise Bank Account (fixed deposit) in a commercial bank. The interest earning from the fund is also utilized as a major part of the contributory fund for the office and overhead expenses of AEC. In the last several years, AEC has taken the initiative to seek ways to recover some of its costs.

Income Generation

Income generation activities range from sale of non-service activities (such as rental of LCD projector, photocopying etc) to sale of service related (trainings, exhibitions) activities. This category also includes interest earnings from AEC's income generation fund (operational savings account with about Rs. 3 million), which returns about 4 percent interest a year. The Income Generation Account (IGA) was created with services-fees and refunds received from clients for activities paid by AEC. Over the last eight years, these earnings have accumulated to the current size of about Rs.3.5 million. This IGA will be utilized in future to fund both operational and some program expenses.

Section VI: Recommendations for the Future AEC and FNCCI's Initiatives

Recommendations

Bases on the recommendations made by USAID Review team, the FNCCI Task Force, constituted for for preparing AEC's sustainability Plan, had recommended the FNCCI President to make the AEC as the integral part of FNCCI and give continuity of its program activities with renewed mission, vision and strategies. It had also recommended, as in the past, operating AEC relatively autonomously under its own Board and letting it -

- Focus on limited number of commodities, which could have competitive advantages
- Adopt new business approach for its sustainability
- Down sizing staff and change in the set
- Do marketing campaign with donors and HMG for partnership in developmental efforts

It also recommended the first year period after close out of USAID Grant as the transition period where AEC will focus only those program activities, which could be managed with the internal resources of AEC/FNCCI.

Recommended renewed Vision and Mission of AEC are as given below;

The Vision

"The vision in the national context is a strong, vibrant and sustainable private-sector-led agro-enterprise sector capable of contributing to high and broad-based economic growth, which is a pre-condition for poverty reduction in Nepal"

With this vision, as an agricultural arm of the FNCCI, the AEC will represent the apex private sector body. As the key institution, AEC will help to put in place an enabling policy and regulatory environment for the development of a high-value, market-oriented and private-sector driven agro-industrial sector consistent with the goals and priorities of APP and the five-year plans of the government. In the process, the AEC will emerge as the lead private sector institution to serve the needs of Nepal's ago-industry sector.

The Mission Statement

"To expand and strengthen private, market-oriented agro-enterprise in order to increase the value and volume of high-value, agro-products sold domestically and internationally."

AEC will achieve its renewed mission through the application of the following strategy:

- Based on a targeted list of priority commodities, AEC will promote a rigorous study analyzing each priority commodity from production to market, with representatives from commodity associations, producer groups, key industry leaders, donors and government institutions.
- These studies will identify production, technology, and marketing issues like policy constraints, post-harvest problems, market limitations and opportunities, quality requirements for successful competitive marketing, transportation needs, competitive advantage analysis, etc.
- This type of analysis will allow the industry to determine its primary constraints and transaction costs, so that it can develop a pointed and precise agenda of efforts and activities

to effectively and efficiently address these constraints and limitations. Working with all key players, the commodity association can look for the sources of assistance.

- AEC will provide assistance throughout this process and will bring to bear its financial and managerial resources to move the agenda to success.

AEC's above strategy will be reinforced by the following services:

- **Market and Demand Analysis:** Conduct thorough, rigorous market and demand situation analysis for the priority commodities so that local producers and marketers can maximize the information to their benefit, whether be it in decision-making for crop/commodity selection or to choose a market to sell their products.
- Trade development and expansion for direct promotion of sales through establishment of local trade fairs/exhibitions as well as focusing on development of marketing strategies and export trade promotion.
- **Policy advocacy:** This service will press on to help address and remove those policy constraints that interfere with the development of a competitive and dynamic agricultural sector.
- Institutional development and strengthening of commodity associations and groups so as to support them in assuming good governance and taking a leadership role to strengthen their sub-sector.
- Market information services for preparation and dissemination of market price information and analysis of trends, and market and business profiles

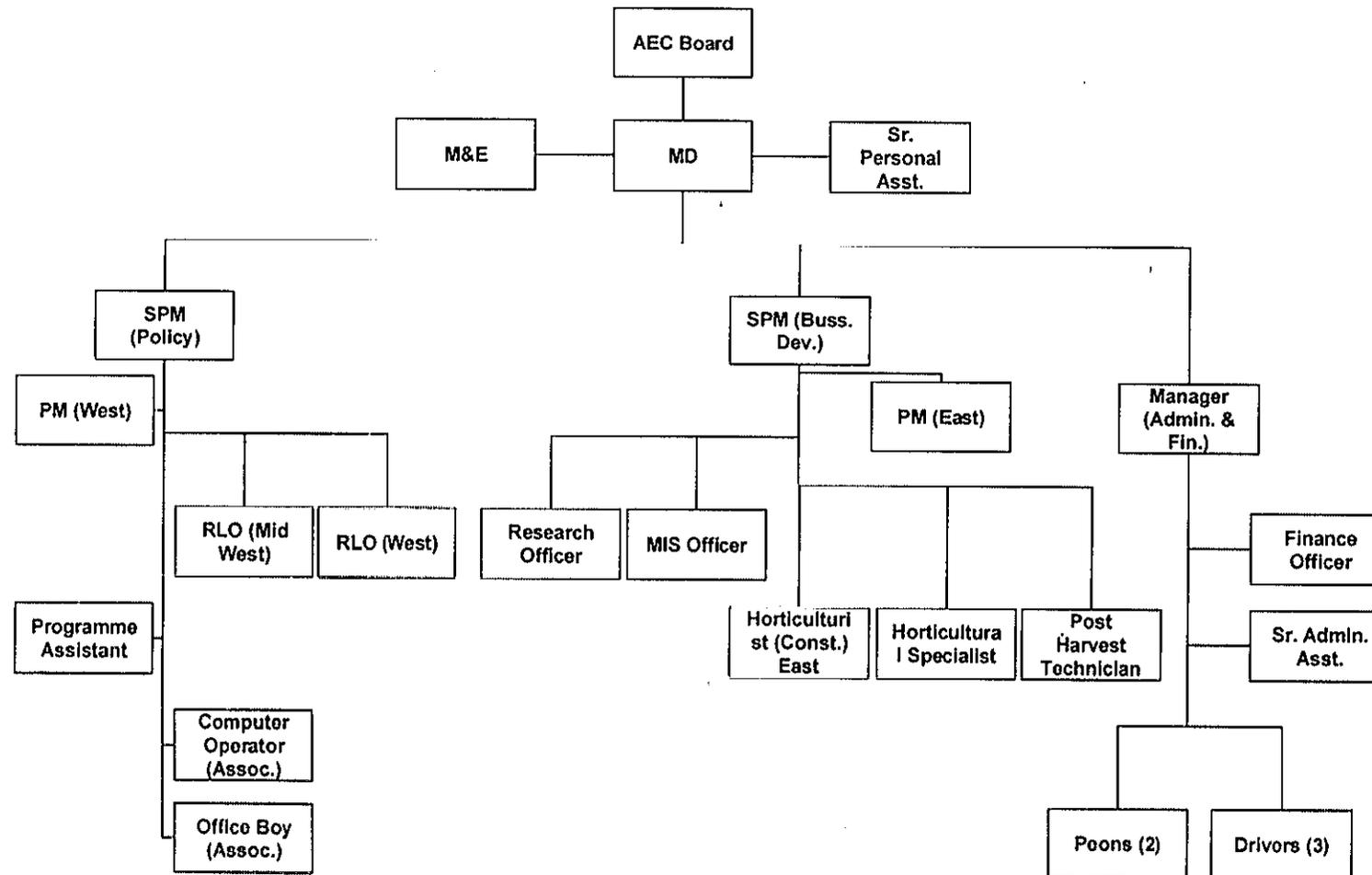
The Task force also recommended the first year period after close out of USAID Grant, as the transition period. During this period AEC will focus only those program activities, which could be managed with the internal resources of AEC/FNCCI and do the AEC marketing for its further expanded program activities, partnering with the Government and the donor agencies..

Strategy Initiated by FNCCI

The FNCCI President had already approved the recommendations made by the FNCCI Task Force for preparing AEC's Sustainability Plan and the AEC Board for the continuity of AEC as a technical wing of FNCCI for agro business promotion. He has already sent a formal commitment to this effect to the USAID. He has also reappointed the managing director of AEC as the new Executive Director and instructed him to draw up and implement new program activities of AEC in line with the new mission and strategy. Down sizing of the staff had already taken place and recruiting of some professionals are in the process. As a part of AEC marketing, the President, other Office Bearers of FNCCI, and the AEC Chairman has stepped up contacts and dialogues with DFAID, USAID and ADB. More dialogues and contacts are forthcoming. Expansion of the AEC Board with more involvement of commodity association representatives is planned. FNCCI is also looking forward to have USAID's continued support by sending a representative in the AEC Executive Board as a Permanent Invitee.

Annex A: Organisation Chart & List of Staff Members

Organisation Chart



List of Board Chair Persons and Members 1997-2002

SN #	AEC Board	From 1997/98 to 1999/2000	From 1999/2000 to 2001/2002	From 2001/2002 onwards
1	Chairperson	Dr. Gopal Prasad Shrestha EC Member, FNCCI	Mr. Suraj Vaidya EC Member FNCCI	Mr. Krishna Prasad Tamrakar EC Member, FNCCI
2	Member	Mrs. Maggie Shah President, SAN	Mrs. Maggie Shah President, SAN	Mr. Niyam Lal Shrestha President, Dhulikhel CCI
3	Member	Mr. Prajanya Rajbhandari MD, Everest Poultry	Mr. Krishna Prasad Tamrakar President, Bhaktapur CCI	Mr. Anup Rai President, FAN
4	Member	Mr. Ashok Todi MC Group	Mr. T.K. Gupta GM, Dabur Nepal Ltd.	Mr. T.K. Gupta GM, Dabur Nepal Ltd.
5	Member	Dr. A. S. David USAID Expat. Advisor	Dr. A.S. David USAID Expat. ADvisor	No Expat. Advisor USAID Expat. Advisor
6	Member	Mr. Sribindu Bajracharya USAID/PM	Mr. Sribindu Bajracharya USAID/PM	Mr. Sribindu Bajracharya USAID /CTO
7	Permanent Invitee	Mr. J.N.Thapaliya Dr. Surendra K. Shrestha JS/ MOA Planning Div.	Dr. Surendra K. Shrestha JS/ MOAC Planning Div	Dr. Surendra K. Shrestha Mr. Ganesh Kumar KC JS/ JS MOAC Planning Div.
8	Permanent Invitee	Mr. S.B Nepal Dr. Upendra Mishra ED/NARC	Mr. Upendra Misra Mr. Dhurba Joshi ED/NARC	Dr. Dhurba Joshi Mr. R.N.Sapkota ED/NARC
9	Permanent Invitee	Mr. Niranjana Baral JS/MOI	Mr. Niranjana Baral JS/MOI	Mr. Niranjana Baral JS/MOICS
10	Permanent Invitee	Mr. Badri Prasad Ojha SG/FNCCI	Mr. Badri Prasad Ojha FNCCI	Mr. Badri Prasad Ojha SG/FNCCI
11	Permanent Invitee	-	Mr. Chandi Shrestha JS/MOC	Mr. Gyan Prasad Sharma US/NPC
12	Member Secretary	Dr. Deva Bhakta Shakya MD/AEC	Dr. Deva Bhakta Shakya MD/AEC	Dr. Deva Bhakta Shakya MD/AEC

Staff Members

Regular Staffs

Administrative Staffs

<i>Sn.</i>	<i>Name</i>	<i>Designation</i>
1.	<i>Dr. Deva Bhakta Shakya</i>	<i>Managing Director</i>
2.	<i>Mr. Manik Ratna Shakya</i>	<i>Manager (Finance and Administration)</i>
3.	<i>Mr. Sulochan M. Tuladhar</i>	<i>Finance Officer</i>
4.	<i>Mr. Surendra R. Tuladhar</i>	<i>Senior Personal Assistant</i>
5.	<i>Mr. Maheshwor Paudyal</i>	<i>Senior Administrative Assistant</i>
6.	<i>Mr. Ram Gopal Khadka</i>	<i>Driver</i>
7.	<i>Mr. Ramesh Khattry</i>	<i>Driver</i>
8.	<i>Mr. Deepak Gulmi</i>	<i>Driver</i>
9.	<i>Mr Arjun Thapa</i>	<i>Peon</i>
10.	<i>Mr. Arjun Khattry</i>	<i>Peon</i>

Program Staffs

<i>Sn.</i>	<i>Name</i>	<i>Designation</i>
11.	<i>Mr. Krishna Raj Tiwari</i>	<i>Sr. Program Manager (Policy Advocacy)</i>
12.	<i>Mr. Shanker Man Singh</i>	<i>Sr. Program Manager (Business Development)</i>
13.	<i>Mr. Bhushan Das Shrestha</i>	<i>Prog. Manager (Commodity Association)</i>
14.	<i>Mr. Vijay Shrestha</i>	<i>Program Manager (Marketing)</i>
15.	<i>Mr. Prakash Neupane</i>	<i>Regional Liaison Officer, Tulsipur</i>
16.	<i>Mr. Sanjay Acharya</i>	<i>Research Officer</i>

Program Based Staffs Under Grant Fund

<i>Sn.</i>	<i>Name</i>	<i>Designation</i>
1.	<i>Ms. Sunita Shakya</i>	<i>MIS Officer</i>
2.	<i>Ms. Sangita Rai</i>	<i>Computer Operator</i>
3.	<i>Mr. Bhim Bahadur Bista</i>	<i>Office Boy</i>
4.	<i>Mr. Shyam Krishna Panta</i>	<i>Horticulture Specialist</i>
5.	<i>Mr. Santosh Regmi</i>	<i>Act. RLO (Mahendranagar)</i>
6.	<i>Mr. Prakash Oli</i>	<i>Post Harvest Technologist</i>
7.	<i>Mr. Anjan Panta</i>	<i>Short Term Consultant (Monitoring)</i>
8.	<i>Mr. Shambhu Katuwal</i>	<i>Consultant (Horticulture)</i>
9.	<i>Mr. Ajay Parajuli</i>	<i>Program Assistant</i>

Annex B: Programme Based Achievements (1997-2002)

Activity No. 1 Support to Agro Marketing and Processing

Pre-Feasibility/Business Plan/Scheme

- Study: "Honey market in Nepal: Demand, Supply and Quality Assessment" -1997/98
- Business Plan: "Coffee Processing at Community level in Palpa"- 1997/98
- Study: "Market Channel system for fresh fruits & vegetables of the Eastern, Central Development Regions, Western & Far Western Development Regions of Nepal & major adjoining border cities of Nepal" -1997/98-1998/99
- Revision of Business Plan: "Establishing Cold Storage facility at Tribhuvan International Airport" -1997/98
- Study: "Vegetables & Fruits production & market study of Eastern Development Region of Nepal with emphasis to Siliguri Market" - 97/98
- Schemes: "Establishment of small scaled Dairy Plants with capacity to process 500l, 1000l and 2000l of milk per day".
- "Profile on high value agro products (Junar, Apple, Ginger, Soyabean, Poultry, Angora, Off Season Vegetables) in Baitadi, Doti, Darchula, Kailali, Kanchanpur, Dadeldhura" - 1997/98
- "A study on Technical Evaluation of Cold Storages in Nepal" - 98/99
- Study: "Coffee Marketing System in Nepal with reference to Kavrepalanchowk, Sindhupalchowk & Lalitpur" - 98/99
- Business Plan: "Commercial scale of Angora Rabbit Farm at Dhankuta & near by Kathmandu" - 98/99
- Technical feasibility study: "Bee Keeping at Lekhnath Nagarpalika" - 98/99
- Survey Study: "Identified prospective pocket areas for commercial production of off season vegetables in the Dhangadi-Dadeldhura-Dipayal Highway Corridor in the Far Western Region of Nepal" - 98/99
- Pre-Feasibility Study: "Establishment of Cold Storage in Kaski district" - 99/00
- Market Study: "Cut flower-Problems and prospects" - 99/00
- Baseline Study: "Coffee production in Gulmi, Palpa, Argakhachi, Sindhupalchowk, Baglung, Tanahu, Syangja, & Kavre" - 99/00
- Pre-feasibility Study: "Rainbow Trout Production" - 99/00
- Commercial Business Plan; Goat raising (project concept) - 1999/00
- Commercial Business Plan: Floriculture-1999/00
- Commercial Business Plan: Hybrid Tomato Production- 1999/00
- Commercial Business Plan: Dairy Farming and Processing- 1999/00
- Commercial Business Plan: Coffee Production- 1999/00
- Commercial Business Plan: Bee Keeping – 1999/00
- Field Study: "Current situation of CTC's tea production and current market" - 2000/01
- Survey Study: "A local market study of dairy and dairy products "was conducted within Dolkha districts for Integrated Dairy Cooperatives of Dolkha (Dolkha, Charikot, Mude, Jiri, Tamakoshi and surrounding areas)" - 2000/01
- A technical feasibility study: "To identify some potential area for commercial production of off -season vegetables in highway corridor of Tribhuvan Highway and selected pocket areas of Makwanpur districts (in Bajrabarahi, Palung, Aghor, Namtar, Handi khola)" - 2000/01
- A pre-feasibility report: the Goat raising in Lamahi & Banke - 2000/01
- Cross Boarder Study on Some Selected Agri Products/ Processing (A Case Study):- April 2002
- Baseline study on Production, Processing and Marketing of Non-Timber Forest Products in Far Western Development Region, Nepal (2001/02)

- Report on Situation Analysis Study on Production, Processing and Marketing of Herbs in Dolakha and its Vicinity (2001/02)

Field Trial/Market Trial

- Completed Sugarcane Field trial in Maha Laxmi Sugar Mill, Kapilbastu & Morang Sugar Mill, Morang in about 1 ha. in each mill area- 97/98
- Plantation trial of improved varieties of Sugarcane - Everest Sugar Mill, Mahottari & Sri Ram Sugar Mill, Rauthat in 10 bigha – 97/98
- Assisted Dabur Nepal in its commercial field trial of S. Lappa (Kuth), a valuable herbal plant at Marpha, Mustang - 1998/99
- Assisted Rudyn Agro Flora of Bhadrapur to grow gladiolus cut flower in winter season – 1998/99
- Sugarcane Seed Multiplication Programme in the command areas of Shree Ram Sugar Mill, Indushanker Sugar Mill, Everest Sugar Mill and Eastern Sugar Mill, initially from 18.7 ha to 985 ha. Between. 1998/99-2000/01
- Further collaboration extended to Dabur Nepal for its Trial production and farming of Kutha, Padamchal and Jatamasi and Akarkara in additional 6 ha. in Mustang Marpha (1999/00-2001/02)
- As a prospect of income generating activities of the population in the buffer zone area of Wild Life Conservation Area of Bara/Parsa, working together with Park and People Project of UNDP, a trial production of Sunflower (2.5 ha), Nigerseed (0.6ha), Sugarcane (2.5ha), hybrid maize (6ha) was carried out within the Buffer Zone Command area - 1999/00
- Nigerseed multiplication programme was undertaken in Bara, Sarlahi and Dhanusha districts in 15 ha. with the buyback arrangement with Trade Promotion Centre for its production expansion program- 2000/01
- Hybrid maize production trial program launched in Chitwan, Bhandara VDC in 25 bigha, Jyoti Farm, Parwanipur in 3 ha. to show the multiple-fold productivity increasing prospect - 2000/01
- Launched programs for hot moist air treatment for sugarcane seed in four sugar mills for insect and disease control- 2001/02
- Off season vegetables farming/marketing demonstration farms at Bhaktapur/ Bungmati is in inception stage – 2001/02

Export/Market Promotion

- Sample marketing of honey, orthodox tea, herbal tea in Singapore - 1997/98
- Sample marketing of honey, orange, sweet orange, cheese & strawberry in Bangladesh - 1997/98
- Extended financial support to WEAN co-operatives for marketing of agro products produced by its member processors - 1997/98
- An entrepreneur dealing with strawberry was supported to explore possibility of exporting strawberry to Calcutta - 1997/98
- Support extended for marketing of apple of Jumla & Mustang by providing packaging material and technical input support to two companies - 1997/98-1998/99
- Arranged a visit programme of an entrepreneur to Bangladesh to establish linkage with potential importers of Amliso & Ginger - 1998/99
- Arranged an observation visit for Bangladesh Importers to Jumla for apple and Syangja for Orange - 1998/99
- Trial exporting of Tomatoes, apples & oranges to Bangladesh started using Kakarvitta-Fulbari-Bangladesh route in 1998/99 and export of orange continued till 2000/01
- Assisted a company of Dang in packaging of high quality radish seed for export to adjacent Indian cities - 1998/99

- Facilitated export of Organic green coffee by District Marketing Cooperatives of Gulmi to Fair Trade Group in Japan (1998/99-2001/02)
- Mustang apples, Orthodox tea and large cardamom sent to Osaka, Japan to exhibit in "Food Tech Fair 2000" - 2000/01.
- Technical and financial support extended to a party in Jhapa to undertake a trial production and marketing of Value added broom branded broom to India e Brand - 2000/01-01/02.

Prototype Support

- Cardboard Boxes provided on trial basis for grading, packing and shipment and brand promotion of Apple from Jumla to Karnali Apple Company Ltd. - 1997/98
- 48 pure line Angora Rabbits (12 male & 24 female) provided from Germany to two Angora Rabbit Breeding Farms (Eva Angora Farm, Hile, Dhankuta & Farm House, Kathmandu) for breed development and bunny supply required for pocket area development- 1997/98
- As a trial, provided 150 plastic crates for improved post harvest handling of green tea leaf to Small Tea Producers Pvt. Ltd. Fikkel, Ilam - 1997/98
- One mobile cart provided to Women in Floriculture (WIF) to promote sell of cut flower in the International Airport - 1997/98
- Provided for procuring Plant material for growing Carnation cut flower to Standard Nursery in support of its initial commercial production. - 1997/98
- Packaging materials for cut flower marketing by Women in Floriculture (WIF) - 1998/99
- Coffee sieving machine, sealing machine, printing cylinder & packaging materials provided to Nepal Organic Coffee Products of Madan Pokhara, Palpa for its brand promotion- 1998/99
- Coffee huller machine provided to District Co-operative Federation Ltd. Tamghas, Gulmi for its export promotion of organic coffee to Japan Market linking with a Japanese Fair Trade Organisation - 1998/99
- Continued support for Packaging materials (corrugated boxes & stylo foam wrapper) for apple marketing provided to Apple marketing companies of Jumla & Mustang - 1998/99
- As a part of pocket area development 76 conventional bee-hives and technical assistance provided to identified bee keepers of Lekhnath municipality - 1999/00
- Hot Moist Air Treatment Plants (HMAT) were set up in Four sugar mills (Eastern Sugar Mill, Indu Shanker Mill, Everest Sugar Mill & Sri Ram Sugar Mill) for disinfestations of insects and freeing of diseases in improved sugarcane seeds produced by farmers - 2000/01
- Cardamom Driers for Sankhuwasabha -1998/99
- Dehumidifier for flower wholesale market in Kathmandu-1998/99
- Improved sugarcane seed materials for seed multiplication programs of four sugar mills - 2000/01

Study Visit/Market Trips

- A market exploration team comprising of 8 members from Dhankuta, Dharan & Damak CCIs, enterprises & AEC to Bangladesh to promote, export of fresh fruits & vegetables via Kakarvitta-Bangladesh route - 1997/98
- Business exposure trip regarding Bee keeping & honey to Bangalore for 3 honey entrepreneurs - 1997/98
- AEC Management team visited Lhasa for examining the prospects of exporting Nepalese Fruits and vegetables to Tibet. 1997/98
- Visited Thailand by AEC Chairman, 2 permanent invitees of the board & MD/AEC for the observation of agro industry & contract farming system - 1998/99
- Market exploration visit made by AEC Expatriate Advisor and Business Development Manager to Doha/Qatar for the export promotion of fresh fruits, vegetables and floriculture products - 1998/99

- Organised a exposure visit of bee-keepers/processors to Karnataka and Maharashtra in India – 1998/99
- Organised visit programmes of farmers to Patnanagar Agriculture Institute, India - 1998/99
- 6 farmers & entrepreneurs from Taplejung to Sikkim (India) to observe the large cardamom farming practices & learn about the improved technology of drying cardamom - 1999/00
- Two officials from District Cooperative Federation of Gulmi sent to Bangalore/Chikmagalur for training on the operation of coffee hulling machine and processing of coffee – 1999/00
- Expatriate Advisor and AEC Business development Manager had a study tour of Northern India (Sikkim, Delhi, UP and Bihar) to assess the prospect of exporting fresh vegetables to those market- 1999/00
- A study visit was made by a AEC Staff to Kalimpong and Siliguri of India to study the processing and marketing of Indian Ginger-1999/00
- A week long visit of a well known Indian Scientist in Nepal was organised to assess the present situation of sugarcane and sugar production in Nepal and to advise AEC on its sugarcane seed multiplication program- 1999/00
- 20 sugarcane farmers from the command areas of four sugar mills were taken to UP and Bihar for a familiarisation visit to observe the improved sugarcane farming system and to identify suitable new varieties for higher productivity/performance (2001/02)
- Partial sponsor of a business linkage visit to India (Punjab/Hariyana and New Delhi) to the MD of Gandhaki Bee Concern for establishing a honey-processing unit. (2001/02)

Trainings

- Cardamom drying technology training to 6 farmers affiliated with Shankusabha Agro Business Company - 1997/98
- Orthodox Tea Garden management training in Ilam provided to 102 farmers from Ilam & Panchthar district - 1997/98
- Food Quality Management training was organised for 25 entrepreneurs in Makawanpur Chamber of Commerce and Industry, Hetauda - 1997/98
- Training to 25 farmers on off season vegetables production & marketing of Junar - 1997/98
- Conducted post harvest & cost calculation training to 63 farmers of orange in Pokhara, Damauli & Syangja - 1998/99
- Conducted grading & packaging training to 40 locals from Dharan by packers from Siliguri (India) during export of apples, oranges & tomatoes to Bangladesh - 1998/99
- Conducted Food Safety HACCP training by expert from DAI Washington. (About 30 participants from food factories & from respective government organisations) -1998/99
- Provided Sugarcane Seed production training to 250 farmers on improved plantation techniques of command areas of Everest, Sri Ram & Indushanker Sugar Mill - 1998/99
- Organised training programme on horticulture products' commercial farming - 1998/99
- Two representatives from District Cooperative Society of Gulmi were sent to Bangalore for training on the operation of coffee hulling machines & processing of coffee - 1999/00
- Training provided to 26 farmers from Chitwan, Bhandara VDC on the use of improved farming practices and hybrid maize - 2000/01
- 60 farmers were trained on the operation, handling & maintenance of the improved cardamom dryer in Siddhapokhari & Sabhapokhari of Sankhusabha districts - 2000/01
- A 2 day training were provided to 69 farmers of Budimorang, Dhankuta on soil testing method, tomato diseases & Nursery management - 2000/01
- With a view to promote agri commodities, AEC/FNCCI and Bhaktapur CCI jointly co-ordinate one day workshop on “Commercial Promotion of High Value Agro Commodities” – 2001/02

Business Meetings

- Meeting held with Niger Seed exporters of Birgunj - -97/98

- Meeting held with Sugar millers to brief about the Improved Sugarcane Production trial progress - 97/98
- Meeting held with potential entrepreneurs on Tissue culture based plant production & uses for ginger, cardamom, flower, sugarcane - 97/98
- Meeting held with Government officials and entrepreneurs on Production/processing & marketing integration - 97/98
- Meeting held with Orthodox tea producers to resolve the policy problems - 97/98
- Meeting organised for Fruits & vegetables wholesaler's for establishing the development model for contractual production of vegetables in different pocket areas - 97/98
- Organised a meeting of wholesalers of orange for exporting orange to Bangladesh via Kakarvitta- Fulbari- Banglabandh route -98/99
- Meeting organised at Birgunj CCI with niger seed exporters and Dang niger seed producers- 1998/99
- Organised a meeting between fruit & vegetable wholesalers of Nepal & importer from Bangladesh - 98/99
- Organised a meeting of importers of agro commodities of Lhasa/Tibet - 98/99
- Organised a meeting between representatives of SEAN, seed traders & experts to sort out problems arising out of the violation of contractual agreement on vegetable seed procurement - 98/99
- Organised a meeting of farmers/producers' groups for exporting gladiolus to Delhi - 98/99
- Organised a meeting with exporters for the continuation of export of orange to Bangladesh 98/99
- Participation in DFID/UK funded Agro related Projects in Eastern Nepal - 99/00
- Meeting was held between His Majesty Government representatives & representatives from the private sector to discuss about the feasibility of exporting meat products to West Bengal - 1999/00
- A meeting cum workshop was conducted to present the findings of the study on the "Transit Transport Systems in Bangladesh particularly in reference to its importance for Nepal's Traffic-In-Transit" - 2000/01
- Held with Sankhuwasabha CCI's executives and entrepreneurs & chairman of district development Committee for the continuation of cardamom programmes in Sankhuwasabha & for additional future programmes - 2000/01
- Two Regional meetings were organised, one at Janakpur and other at Bhaktapur to avail of the business opportunities in Dairy, off season vegetable, herbs & medicinal plants & bee keeping, floriculture - 2000/01

Expert/Advisor's Service

- An expert provided to Agro-Forestry Company in Kapilbastu for planning & production of agro-forestry commodities - 1997/98
- Two veterinary experts' short-term services provided, one each for For Eva Angora farm, Hile & one for Farm house, Kathmandu- 1997/98-98/99
- For providing technical support to farmers group of the Eastern Development region specially for hybrid tomato pocket area - 1997 98
- One full time horticulturist & short term experts were hired to provide technical support to farmers group in producing hybrid tomato - 1998/99
- Provided technical assistance to farmer groups of Surunga, Jhapa - 1998/99
- Two technical experts services provided for the construction of two improved cardamom dryers in Sabha Pokhari & Siddha Pokhari of Sankhuwasabha District - 1999/00-00/01
- One local expert service provided to WIF for technical supervision over its Rose Production initiative at Tanahu/Abu Khaireni - 1999/00
- For group formation and programme activities for central and eastern region for hybrid maize and Niger seeds production - 2000-01

- Two senior scientists from NARC visited Dang to assess the Bee keeping pocket area development programme - 2000/01
- Expert service provided on Sunflower for Far western Region - 2000/01
- Hired two JT/JTA, on contract basis, for group mobilisation and program activities for central and eastern region for hybrid maize and niger seed - 2000/01
- Horticulturist service to tomato farmers of Dhankuta, Bajrabarahi/Makwanpur Bhaktapur/Lalitpur and Sahajpur (2000/01)

Activity No. 2 Commodity Associations

Institutional Support to Farmers Group

- Supported a progressive farmers group of Kankai Suragna/Jhapa; Chattr Deurali/Dhading, Bajrabarahi/Makwanpur in the following programmes:
- Provided 375 plastic crates to farmer's cooperative of Chatre Deurali, Dhading for proper grading, handling and marketing of vegetables they were producing thereby reducing the post harvest losses- 1998/99
- Technical Assistance provided for the formation of a farmer's group at Bajrabarahi, Makwanpur for off-season vegetable production and marketing – 1998/99
- 10 farmers from Chattrdeurali, Dhading visited Budimorang, Sindhuwa - 1998/99
- Provided 300 plastic crates each to two farmers organisations at Suragna, Jhapa, one involved in production and one involved in agro-product marketing - 1998/99
- Provided technical support to the farmers of Chattrdeurali for production and marketing of Off-season vegetables- 1999/00
- Extended supports to farmer's group in Bajrabarahi/Makwanpur for establishing market linkages (Birgunj, Narayanghat, Pokhara etc) - 99/00
- Provided technical guidance & supervision for modular farming of off season vegetables especially Hybrid tomato (2.5 ha.) & capsicum (2.5ha) - 99/00
- Collection centre establishment - 99/00
- Provided training on post harvest handling & management to 25 farmers from Chatre Deurali and Bajrabarahi - 99/00
- Group of 16 farmers were sent to Sindhuwa, Dhankuta, Budimorang & Pakhribas to learn about the Off season vegetable production & marketing management - 99/00
- Group of two farmers were also sent to Dodhar & Chandani of Kanchanpur to study & learn about the production of Pointed Gourd (Parwal) - 99/00
- Provided technical support to the farmers of Chattr Deurali of Dhading for the production & marketing of off season vegetables - 99/00
- Survey of production and marketing of improved variety of tomato done in Sahunepati, Sindhupalchowk - 99/00
- A 3 day training provided to 30 progressive off season vegetable farmers from Bajrabarahi/Makwanpur - 2000/01
- Assisted Progressive Off-season Vegetables & Fruits Producers Co-operatives Ltd. in installing one model of Poly-house of size 21'x10'x8' in Bajrabarahi/Makwanpur. Also, vegetable seeds of capsicum, hybrid tomato, cauliflower, and technical back-ups are provided to farmers in three season - 2000/01 - 2001/02
- Some financial and technical support provided for Cooperatives in Chatre. Dhading to construct a poly-house of size 21'*10'*8' for the off-season production trial of vegetables.
- Expert service provided for the production of Off-season vegetables in Chatre Deurali/Dhading - 2000/01
- Study visit of 6 farmers of Surya Binayak farmers group associated with Bhaktapur CCI were organised to Bajrabarahi to observe off season vegetables production in Polyhouse and to see the model Polyhouse – 2001/02
- Organised a visit of the chairperson of Surya Binayak multipurpose Cooperative to Minneapolis/US farmers/marketing cooperatives. -2002/03

FAN

Business Meeting

- Wholesale Market Business Meeting initiated - 97/98
- Meeting Held with producers/exporters/importers - 2000/01

- One-day workshop on Flower Wholesale market Management" conducted –2001/02

Institutional Support

- Office Space provided for FAN- 1997/98 to date
- Partial support for the salary of the FAN coordinator- 1997/98- 1998/99
- Assisted FAN for bringing out FAN Newsletters- 1997/98- 2000/01
- Distribution of Tissue culture plantlets of Chrysanthemum to 10 nurseries for commercial trial production of its cut flower, with the technical supervision from FAN- 1998/99
- Extended financial support to Amber Nursery for visiting Banglore and buying 5000 cut rose plants of selected varieties for taking initiatives in commercial cultivation of cut flower rose in Kathmandu and with the technical supervision from FAN - 1999/00

Exhibition/Trade Fair

- Autumn Floriculture Show organised - 97/98
- Fourth Floriculture Trade Fair Organised - 97/98
- Organised a 3 day Regional Floriculture Trade Fair in Pokhara - 1998/99
- Organised Floriculture Trade Fair '99 at Bhrikutimandap exhibition hall - 1998/99
- Organised Fifth Floriculture Trade Fair – 1999/00
- FAN participated in "Dharan Centenary Festival". Similarly participated in a Butwal Trade Exhibition - 2000/01
- Support extended to organize "Tihar Floriculture Trade Fair" in Kathmandu - 2000/01
- Financial and technical assistance provided to FAN to organize "1st International Floriculture Trade Fair-2001" and One international seminar was organized in Kathmandu - 2000/01
- Financial assistance was provided to two entrepreneurs to participate in "Bangladesh Floriculture Display-2001" – 2000/01
- Jointly organised Floriculture Trade Fair as a part of Agro Expo 2002 - 2002/03

Training

- Nursery Management Training for 30 nursery personnels with the expatriate expert help of Winrock International - 97/98
- Organised a training on Chrysanthemum for 19 nurseries by bringing in an expert from India- 1998/99
- Organised a training on post-harvest technology, disease control of gladiolus for 30 nurseries by bringing in an Indian expert from Lucknow/UP- 1998/99
- Conducted a study program for four nursery farmers from Kaski to get familiar with the nursery practices and the flower market in the Kathmandu valley- 1999/00
- Rose training conducted for 25 nurserymen for producing quality cut-flower rose bringing in an expert from India - 2000/01
- Training on " Seasonal Flowers Production and Management" for 29 nurseries- 2001/02
- 3 days Training on " Floral Decoration for 13 potential entrepreneurs- 2001/02

Export/Market Promotion

- Financial assistance provided to the FAN to establish and manage Flower Wholesale Market from 1998/99 to 2001/02, with recovery of some commission for FAN's sustainability.
- Survey of floriculture market in Pokhara- 1998/99
- Supported to establish a flower shop in Pokhara- 1999/00

SAN

Training

- Cocoon grading Training in Chitwan and Ilam- 1997/98

- 15 day's "silk by-product" is conducted for 15 farmers in Dhading –2001/02

Institutional Support

- Provided support for the publication of SAN Newsletter - 98/99-01/02
- Financial support for membership fee of International Silk Association - 98/99
- Assisted SAN in organising a one day seminar regarding the future business prospects of Silk - 98/99
- Organised two day workshop in " Strategy Development" for 10 years plan
- Assisted in preparing a Business Plan- "Economics of different Sericulture Activities (Silk Reeling & Twisting, CRC Operation and Charkha Spun Yarn Production) in Nepal- 2001-02
- Sericulture Development Strategy of SAN- 2002/03

Prototype Support

- Solar Dryer for cocoon drying is installed at the premises of Kalika Someshwor SDG in Laxmi Niwas of Chitwan clusters of Silk Association of Nepal - 2000/01

SEAN

Training

- Support to the coordinator for participating in the training course on organization management of seed production & supply in Sweden - 1997/98

Feasibility Study/Business Plan/Scheme

- Border Area Seed Trade Status Study (Assessment of Indian vegetables seed sales in the Border areas in the Far Eastern Development & Far Western Development region of Nepal) - 1997/98

Expert Service

- To supervise & inspect seed production & quality control in areas of the Eastern Development region - 1997/98

Business Meeting

- With Bangladesh seed traders - 1998/99
- Coordinated meetings between seed traders & farmers to strike contract production deals at Dhankuta, Lumle - 1998/99
- A coordination meeting was organized on "Production and Marketing of Seed in Nepal" with all the stakeholders involved in seed business – 2001/02

Others

- Establishment of SEAN Seed Service Centre - 1998/99
- Conducted supervision of vegetable seed contract production in Koshi Hills, Parbat, Baglung & Myagdi - 1998/99
- Provided support in preparation of Work plan/business plan for the Seed Service Centre of SEAN & also in the organisation of Rapti Area vegetable seed producer/farmers-entrepreneurs contractual meetings at Tulsipur & also in publishing regular SEAN bulletins – 1998/99- 01/02
- Organised a one day "Maize Seed Production & Marketing Planning Workshop" - 2000/01
- Operational Plan of Community Seed Processing Centre at Lumle was prepared - 2000/01
- Supported to SEAN for the publication of SEAN profile - 2000/01
- Co-sponsored in the organization of two days "Third National Seed Workshop" in coordination with HMG/ National Seed Committee, DFID/SSSP in Kathmandu – 2001/02

- Extended financial support to host SEAN website for market promotion -2001/02

Institutional Support

- Assisted in the collection of Seed Trade Statistics and Publication of "Seed Survey-2001" – 2001/02

NARE

Exhibition/Trade Fair

- First Angora Rabbit & Woollen Products Show - 97/98
- Participation in 16th Handicraft Trade Fair - 97/98
- Organised Angora product exhibition - 98/99

Business Meeting

- Meeting held with producers/exporters/importers - 97/98
- Organised business meetings for developing pocket areas of Angora rabbits - 98/99

Training

- Spinning training for 35 entrepreneurs, introduction of new equipment for spinning - 97/98
- Marketing & knitting training for 19 farmers/entrepreneurs involved in Angora business of Kavre district - 98/99

Expert Service

- A technical team consisting of representatives from His Majesty Government, NARC, NARE & DLS visited the Angora Breeding Farms in Dhankuta & Kathmandu to make a technical evaluation of current Angora Breeding activities & to determine the future strategy to be taken by the National Angora Rabbit Entrepreneurs Association for successful breeding farm - 99/00
- Status of the existing Angora Breeding farms were technically assessed by a technical team comprising experts from DOLS and NARC - 2000/01

HOTPA/NTA

- Supported the National Tea Development Board to Organise the first Tea Exhibition in Kathmandu and initiate policy formulation dialogue- 1997/98
- Helped creation of Orthodox tea Producer's association (OTPA) & supported in its activities - 1998/99
- Organised workshop on tea policy with partial financial support from AEC - 98/99
- Conducted several business meetings with OTPA members in formulation of its programme - 98/99
- Actively participated in a programme organised by Nepal Rastriya Bank for the increment of investment in this sector - 98/99
- Assisted Ministry of Agriculture & National Tea Development Board during the preparatory work of National Tea Policy - 98/99
- Tea testing workshop was organised by Nepal Tea Association with technical support from Paramount Tea Academy of India & AEC's financial support - 98/99
- Prepared OTPA's profile, brochure & website for information dissemination - 98/99
- Extended support for ISO 9000 training provided by Confederation of Indian Industry for Kanchanjunga Tea Estate, Nepal Small Tea Producers Ltd., Guranse Tea Estate & Ilam Tea Producers Pvt Ltd - 98/99-99/00
- Extended support to send tea samples to different countries - 98/99
- Provided office space for HOTPA - 99/00-2001/02

- Orthodox tea profile prepared & circulated - 99/00
- Website of HOTPA launched & export promotion brochure prepared & circulated under joint support of AEC & Ministry of Commerce/Export Promotion Committee - 99/00
- Provided support for 16 trainings to be conducted to 550 farmers/farmers' group at the 4 different places in 4 phases by hiring consultants - 2000/01
- Provided financial support for TOT provided to 22 trainers at farmer level for tea garden management- 2001/02
- With the financial assistance from Export Promotion Board- Ministry of Commerce, Industry & Supplies, "National Tea Logo" was prepared in co-ordination with Nepal Tea and Coffee Development Board and private sector stakeholders. The logo has been approved by the Board – 2001/02
- Helped to bring Tea expert from India for Tea Auction and Tasting session during National Tea Day (2001/02)

Trade Fair

- Participated in ANUGA trade fair in Germany & arranged business meeting with buyers from Germany & other EU countries - 98/99
- Supported four Orthodox Tea Producers Association to participate in the "Tea & Coffee World Cup '99" in Barcelona of Spain & held business meetings in Germany, France & England to establish the prospect of tea export in Europe - 99/00
- Provided financial assistance to HOTPA to participate and exhibit in "Japan Food Tech Fair 2001" and "Tea and Coffee World Cup - 2001" held in Holland - 2000/01
- Financial support to prepare and distribute HOTPA brochure to promote Nepal Tea in Biofach Fair/ Germany –2001/02
- Financial support provided to HOTPA members for taking a stall in the" Tea and Coffee World Cup 2002" held in Kuala Lumpur, Malaysia – 2002/03
- BEAN
- Association formed of entrepreneurs involved in bee/honey sector - 1998/99
- Organised a three day "Honey festival" in Jawalakhel/Kathmandu - 99/00

COLD STORAGE (CSAN)

- Technical Evaluation study of all Cold Storages in Nepal initiated and a technical report assessing the present status of Cold Storages was prepared - 99/00
- In collaboration with CSAN & Institute of Engineering, 16 key technicians handling 16 cold storage of Nepal were given refreshers courses to keep them aware of the technical problems/defects in the cold storage - 1999/00

COFFEE (NCPA)

- A business plan is prepared for establishing a coffee nursery & extension services company - 1999/00
- Provided assistance to NCPA to organize a training for 20 farmers of seven districts (Kavre, Kaski, Gulmi, Baglung, Argakhachi, Syangja & Palpa) - 1999/00
- With AEC's financial assistance 7 units of pulper machines procured - 2000/01
- Actively involved in National Coffee Policy Formulation - 2000/01
- Co-ordination meeting with possible coffee donors like Helvetas, SDC - 2000/01
- A workshop organised on "Group strengthening" to operate collective activities, pulper operation and technical service- 2001/02
- Group Trainings for 25 coffee farmers on pulping and grading of Coffee in Syangja and Palpa districts-2001/02
- Highland Coffee company established and coffee nursery established jointly by three coffee processing company and started its business activities with AEC 's support (1999/00-2001/02)

DAIRY (NDA)

- Study on identification of causative factors inhibiting the growth of dairy product marketing done 2000/01
- Agribusiness Interface-2001 Dairy Event is planned to be organized jointly with NDA and NDDB inviting international participants/exhibitors - 2000/01
- Financial assistance provided to Nepal Dairy Association to conduct two days Dairy Festival in Butwal – 2001/02
- A training program organised at Biratnagar on " Quality Management and Milk Products" for 13 participants of 8 dairies (2001/02)

SUGAR MILLS (SMA)

- MD attended a Regional Conference on Sugar in Delhi in March 2001 and presented a paper on Sugar scenario of Nepal - 2000/01
- Training on Sugarcane production, its technical aspect & its controlling methods was provided to 891 farmers from Eastern Sugar Mill, Everest Sugar Chemical Industries, Indushankar Sugar Mill and Shree Ram Sugar Mill - 2000/01

Activity No. 3 Policy Advocacy

Business Meeting/Workshop

- Business Meetings held with Cold Storage Association, Orthodox tea, Honey, Coffee and Herbs Groups - 1997/98
- Interaction program organised with MPs of Foreign Affairs & Human Rights Committee on the issue of Fulbari- Banglabandh route -1997/98
- Jointly sponsored workshop for "National Tea Policy Formulation" with NTCDB - 1997/98
- Jointly sponsored interaction programme with banks, Financial institutions, entrepreneurs & growers for the establishment of Tea Development Bank - 1997/98
- Organised one day meeting at Mahendranagar CCI on programmes launched by AEC at the Mid & Far Western Development Regions - 1998/99
- Organised one day interaction meeting at Dharan CCI on programmes launched by AEC at the Eastern Development Region - 1998/99
- Actively participated in the preparation of draft proposal on execution & management of Agriculture Marketing Act-2055 - 1998/99
- Organised workshop on tea policy with partial financial support from AEC - 1998/99
- Assisted Ministry of Agriculture & National Tea Development and Coffee Development Board during preparation of National Tea Act - 1998/99
- Organised different policy meetings with dairy, poultry entrepreneurs & policy makers, sugar millers, vegetable seed, MARD & FAN executives - 1998/99
- Participated in workshop organised by Ministry of Agriculture on Commercialisation of Agriculture - 1998/99
- Jointly organized workshop on "Contract Farming" with Ministry of Agriculture - 1998/99
- Organised a meeting with two members of Parliament of Bangladesh for expansion of Nepal's agricultural trade with Bangladesh- 1998/99
- A meeting was organised in Jomsom, inviting many senior govt. officials from different Ministries and Corporations and Local authorities to discuss the long term and short term strategies to be taken for the agricultural development in Mustang - 1999/00
- Presentation on "Moving Ahead in Partnership" organised with the objective of attracting the attention of Donor Agencies, Private sectors & the government officials towards need of Agribusiness in Nepal - 1999/00
- A working paper was prepared and an interaction programme "Need for Sugar Policy", was organised - 1999/00
- Organised an interaction programme regarding the expected Budget & Policy for the FY 2057/58 - 1999/00
- Organised two business meetings of the Private Dairy Entrepreneurs & Live Stock Entrepreneurs for examining the prospect of exporting dairy and meat products to West Bengal /India - 1999/00
- A series of one day meetings were organised on Honey, Flower, Dairy, Sugar, Meat and Poultry agriculture tax - 2000/01
- MD participated in two WTO related regional and Sub-regional negotiating workshops on Agreements on Agriculture/Sanitary and Phyto-sanitary Measures and TRIPS - 2000/01
- Extended financial support for National Logo on Tea designing and organised meetings for criteria settings on use of logo - 2000/01
- Organised a two-day workshop on "Possibilities of Nepalese Tea in German Market" in Ilam, jointly by AEC/NGCCI/GTZ/HOTPA/ Participated by 40 entrepreneurs and farmers - 2000/01
- Organised four briefing programs for MOAC Officials, MOICS Officials, Parliamentarians and Commodity Associations on the Quarantine Regulations of India and its implication on

Nepalese Agro-product export to India and the strategy to be taken to reduce the problems arisen there from. (2001/02)

- Organised an orientation program on the possible impact of Nepal's WTO accession on Nepalese Agribusiness –2001/02

Lobbying/Visit

- Actively participated in the development of APP documentation on behalf of private sector and also provided a suggestion paper to the Ministry of Agriculture on the role of private sector in APP implementation strategy - 1997/98
- Lobbying with Ministers, MPs & Economists on the issue of private sector agricultural business & policies - 1997/98
- Prepared & forwarded suggestions to the Tariff Board & Minister of Finance for changes in the new budget (NFY 055/56), implemented the suggestions on reduction on import duty, credit facilities and export promoting policies for high value crops - 1997/98
- Lobbying with His Majesty Government to provide 50% discount in electricity bill for cold storage, Discount made effective - 1997/98
- Actively participated as the member of two task forces formed by National Planning Commission on "Agro Products Marketing" m& "Agro Forest Based Industries" for the preparation of 9th plan policy document & provided AEC's inputs, many of the recommendations were accepted - 1997/98
- His Majesty Government demolished Octroi with effective from 30 April, 1999 - 1998/99
- Participated in joint meetings of Ministry of Agriculture, Ministry of Commerce & Tourism & Civil Aviation & private airlines for facilitating transportation of apples from Jumla & Mustang for export to Bangladesh -1998/99
- MD of AEC visited Siliguri/ West Bengal of India together with the National Dairy Development Board, Dairy Development Corporation and HMG high ranking officials for finalising the raw milk export deal with West Bengal Government-1998/99
- Visit to Agro Tech '98 India arranged for representatives from FAN, Dairy, National Dairy Development Board, Dairy Development Corporation & AEC Board Members - 1998/99
- Participation in the preparation of Agri Marketing Management Act/Rules, National Seed Act (Amendment) & National Tea Policy - 1999/00
- Attended consultation meetings on Agriculture Planning & Policy issues at various places (Ministry of Agriculture, National Planning Commission, DFID/UK, National Tea and Coffee Development Board) - 1999/00
- MD of AEC represented FNCCI, in an official visit of Hon'ble Minister of Agriculture to Bangladesh and discussed the prospects of Nepalese agricultural product exports to Bangladesh including dairy products and fruit and vegetables- 1999/00
- Strong lobby for effective implementation of National Tea Policy 2000- 2000/01
- Actively participated in the formation of Dairy Development Policy along with Nepal Dairy Development Board (NDDB) – 2001/02
- Actively participated in the standing committee and technical committee of the "Agriculture Sector Review Project" at the Ministry of Agriculture and Commerce – 2001/02
- Actively involved in the review of 9th Plan and in the preparation of 10th Plan especially in the Agriculture sector.- 2001/02
- Participated and contributed in the Task Force Team of "Nepal India Trade Treaty" formed by FNCCI as part of Joint Economic Commission (JEC) – 2001/02
- Lobby visit made to New Delhi, India to appraise of the problems created by imposition of Quarantine regulations and suggest the ways and means to correct the measures to streamline the Agricultural trade in the Union Ministries of Finance/ Foreign Affairs and Commerce and CII. Three round of informal meeting were also held with Union Minister of Agriculture. Outcome of the meetings were very good and most of the problems were resolved.-2001/02

- Assisted Ministry of Population and Environment in preparing National Action Plan for combating desertification and climate change, organising group meetings and giving private sector inputs –2001/02
- Presented suggestions for policy reforms and measures to be announced in the National Budget Speech for 2002/03

Case Studies/Draft Preparation

- A team of 3 members representing AEC/CCI & Ministry of Commerce made a study visit to Bangladesh to observe Banglabandh-Dhaka-Mongla Port facilities as a part of assessing the prospect of export of agro products to Bangladesh & to other countries & also to get information on rules/regulations, custom tariff & freight system of Bangladesh - 1997/98
- Compilation of the Acts and Regulations relevant to agriculture and agro-business- 1997/98
- Compilation policy document (Rajpatra) - 1998/99
- Compilation of information on policy of India in agro business & Industry - 1998/99
- A study made to present cases to be considered, in relation to the provision of Agreement on Agriculture & Sanitary & Phyto-Sanitary Measures, before joining WTO. The report disseminated widely to concerned agencies/business groups for consideration - 1999/00
- Jointly organised a meeting with Ministry of Agriculture, including different stakeholders on the Essential Law acts needed for the implementation of contract farming. A report was prepared & consultation held drafts rules - 1999/00
- Mechanism on the role and effective functioning of AEC prepared by legal expert - 2000/01
- Compilation of Acts/Regulations and Orders, Notifications from Nepal Raj Patra; comparative tariff of Nepal and SAARC region, pertaining to agri-businesses, also suggestion given for WTO bound tariff on agricultural products - 2000/01
- Assisted Ministry of Agriculture to undertake a field study to evaluate the existing Quarantine Act/regulation, enforcement practices and identify issues and problems associated - 2000/01

Media Preparation/Publicity

- Telecasted programmes on orthodox tea, Floriculture, Angora Rabbit & Sugarcane through Nepal Television under "Artha ko Artha" - 1997/98
- Interaction with journalists in AEC's policy issues - 1997/98
- TV programmes in apples, sugarcane, sunflower, orthodox tea & export of apple, orange & tomato were telecasted through "Artha ko Artha" programme - 1998/99
- Programmes on Niger, Honey, Cold Storage, Public private partnership, Budget expectation & budget comments, contract farming, developed & telecasted through "Artha ko Artha" programme in Nepal Television - 1999/00
- Telecasted programmes on Mustang apple, Quarantine problem, Fulbari-Banglabandh Transit, Bangladesh border trade prospect, Panchagarh Fair, Agriculture Improvement Fee, Market Information System, Tea Event, Tea Policy 2057 and Budget requirements for coming fiscal year through NTV's "Artha ko Artha" programme - 2000/01
- Through "Artha ko Artha" NTV already telecasted programme on Coffee, Overall impact on Nepalese Agro-products by Indian Budget 2002/03 and Indo- Nepal Trade Treaty (2002/07) and Quarantine PROBLEM, NATIONAL program & Expenditure Bill of HMG – 2001/02

Activity No. 4 Support Programme

Walk-in-Clients

- Information service provided to 273 walk-in-clients - 1997/98
- Service provided to 337 Walk-in-clients - 1998/99
- Service provided to 400 Walk-in-clients - 1999/00
- Service provided to 300 Walk-in-clients - 2000/01
- Service provided to 350 Walk-in-clients- 2001/02

Entries of Books & Periodicals

- Total numbers of entries of report books - 2970; Periodicals-36 - 1997/98
- Total numbers of entries of report books - 3250; Periodicals-36 - 1998/99
- Total numbers of entries of report books - 3430; Periodicals-32 -1999/00
- Total numbers of entries of report books - 3675; Periodicals-30 - 2000/01
- Total no. of entries of reports/books- ...4005.; Periodicals- 25 - 2001/02

Publicity

- Publication of news letters & price information bulletins - 10 issues - 1997/98
- Publication of news letters - 9 issues - 1998/99
- Published seven issues of "Krishi Udhyam Samachar", twelve issues of international agricultural commodity Price Bulletin - 1999/00
- Published 8 issues of "Krishi Udhyam Samachar" and Six issues of International Agricultural commodity Price Bulletin - 2000/01
- Published 4 issues of "Krishi Udhyam Samachar" and Six issues of International Agricultural commodity Price Bulletin – 2001/02

Programme Monitoring & Evaluation

- A short term in house consultant was hired – 1997/98
- A short term In-House Consultant is hired for monitoring current programmes & do the ground work for evaluation - 1999/00
- Programme monitoring and evaluation of AEC's – 1997/98 to 2001/02

Daily Market Price Information Bulletin

- Market Information Service Network started from May 1998 with daily exchange of price information between five markets- Kathmandu, Dharan, Birtamod, Tulsipur and Kaporkot – 1997/98
- Compilation & distribution of daily market price information bulletin incorporating prices of nine markets from Birtamod, Dharan, Narayangarh, Kathmandu, Butwal, Nepalgunj, Pokhara, Mahendranagar, Tulsipur - 1998/99
- In collaboration with RUPP, extended the existing Daily Market Price Information service of fresh fruits & vegetables with nine more municipality markets Altogether, now 16 markets are covered in the Daily price in formation bulletin. The programme being run in close co-operation with the His Majesty Government/MoAC, district CCIs & municipalities - 1999/00
- 18 wholesale markets linked with addition of two more market centre at Kailali and Janakpur for daily price information on fruits/vegetable/spices. Information on prices of herbs/mustard rice/Sunflower/Sugar/Tea/coffee from India are also periodically maintained and database maintained - 2000/01to 2002/03
- In order to disseminate Market Information System in a regular basis and for the AEC's sustainability start-up an agreement was signed with Trade Promotion Centre to provide market price on vegetables, fruits, spices, Tea, Coffee etc. on fee charging basis – 2001/02

- Joint designing and hosting of new agro commodity price information website: www.AgripriceNepal.com with RUPP/UNDP in cooperation with HMG/Nepal- 2002/03

Documentation

- Expert staff hired for software programming and data processing- 1998/99
- 10 staff trained in computer operation -1998/99
- The documentation unit of AEC shifted to the Library of FNCCI - 1999/00

Exhibition/Trade Fair

- Participated in Himalayan Expo 1998- 1997/98
- Participated in three different Regional Fairs held in Hetauda, Butwal & Dharan - 1999/00
- Participated in 13th Industrial Fair held in Calcutta/India - 1999/00
- Participated in Nepal Export Promotion Fair-2000, organised by Trade Promotion Centre/His Majesty Government - 1999/00
- Participated in the "Himalayan Expo" under US Pavilion - 1999/00
- Visited "Expo-2000" in Germany by the AEC/Chairman - 1999/00
- Participated and sponsored Agricultural Pavilion" in "Nepal Business Expo-2001" in Bhrikutimandap, Kathmandu
- Participated in "Himalayan Expo- 2001"- 2000/01
- Agro Business Interface 2001-Tea Event, which was held from 4-6 April, 2001 in Kathmandu - 2000/01
- Participated & exhibited Nepalese agro products in a month long "Nepal-Bangladesh Trade Fair-2001" in Panchagarh, Bangladesh-2000/01
- Participated & sponsored" Agro business Pavilion' in "Chitwan Festival-2057"- 2000/01
- Organised" AgroExpo 2002" in Kathmandu with co-organiser as the Floriculture Association of Nepal- 2002/03

Office Equipment

- Three computers and one scanner procured- 1998/99
- Three motorbikes procured for Regional offices-1998/99
- Purchased of four units of Pentium III computer, one unit of color printer & heavy duty fax machine to upgrade the computer system of the office - 1999/00
- Purchased three Pentium IV computers and two printers- 2002/03
- Created a exhibition dome as a infrastructure facility for future organisation of trade fairs- 2002/03

Workshop/Business Meetings

- A series of business meetings held in Myagdi and Birgunj- 1998/99
- Organised a three one day workshops in Kathmandu, Biratnagar and Nepalgunj to give orientation of Management Information System (MIS) to User and Target groups - 2000/01

Activity No. 5 Regional Liaison Office Activity

RLO Dharan

- Established RLO in Dharan on 26/2/98 replacing the one established in Ilam 1997/98

Market Information Bulletin

- Market Information exchange activities for Dharan & Birtamod started in 1997/98 and continued to provide network service through 2002/03
- Collection of information of herbs and possible herbal products in the eastern region started from – 2001/02 –2002/03

Exhibition/Trade Fair

- Participated in "Birat Utsav Udhyog Mela" in Biratnagar - 1999/00
- Participated in Eastern Regional exhibition organised by FNCCI at Dharan - 1999/00
- Participated in Birat Mahotsav in Biratnagar - 2000/01

Expert's Services

- Hired consultant to study & explore the technical problems prevailing in the production of the hybrid tomato in Dhankuta & its surrounding areas – 1997-98 to 2001/02

Business Meetings

- Meeting held in Dharan for cardamom processing/marketing enterprises development and for Bangladesh export -1997/98
- Interaction meeting for identifying possibility of commercial scale production of high value agro-products at Sunsari District -1998/99
- Meeting held on Contract farming of Tomato in Budhimorang, and farmers linkage with traders -1998/99
- Meeting is called for the marketing of off season hybrid tomato produced by Kankai Vegetable Producers Group of Jhapa (Surunga) & Ilam - 1999/00
- A regional Meeting organised to appraise of the business promotion opportunities in selected Agro- Commodities in the Eastern Development Region - 1999/00
- Business meeting held at Sankhuwasabha CCI for the continuation of cardamom program - 2000/01

Study Visits Organised

- 31 farmers of Budhi morang taken on exposure trip to tomato production area of Suranga - 1998/99
- 34 farmers of Suranga ,Jhapa taken to Sindhuwa/dhankuta for exposure trip for off-season vegetable production- 1998/99
- Arranged a visit program of an entrepreneur to Bangladesh for establishing linkage with potential importers of Broom stick and ginger -1998/99
- Organised a visit program for six farmers and enterprenuers from Taplejung and Sankhuwasabha to Sikkim/India to observe the large cardamom farming practices -1999/00
- Re-organised a study visit of 7 cardamom farmers/processors to visit Sikkim to observe Cardamom drying and marketing -00/01
- Six farmers from Suranga ,Jhapa taken to Nasik and Pune ,India for a study tour to observe commercial tomato cultivation and marketing management- 2001/02

Market Promotion

- Trial Export of tomato, apple and orange to Bangladesh through Banglabandh route started- 1998/99
- Assisted local exporters from Mechi to export Orange to Bangladesh -1999/00-2000/01
- Assisted local exporter of Broom to Value add and export Broom Stick in it's own brand - 2000/01-01/02
- Assisted Dhankuta farmers for marketing 816 MT of tomato- 2001/02

Training

- A training program organised for 44 farmers for commercial farming of horticultural products- 1998/99
- Two training programs on Marketing of off-seasonal Tomato in Jhapa and Ilam for total of 40 farmers -1999/00
- Bee-keeping training held in Dharan for 20 potential beekeepers –1999/00...
- 33 farmers trained on operation, handling and maintenance of improved cardamom dryer in Sankhuwasabha -2000/01
- Two Days training provided to 69 farmers of Dhankuta on soil testing/tomato disease and nursery management -2000/01
- Training given to 18 lead farmers for modernisation of ginger farming, increasing productivity and marketing-2000/01
- A six days training organised for 83 tomato producing farmers of Dhankuta District-2001/02
- a two day training and workshop on Ginger disease and market management was organised in Morang for 34 farmers -2001/02
- Two training programmes conducted to 60 farmers from Mahabharat and Belahar of Dhankuta District on sowing technology, importance and advantages of hybrid tomato farming – 2001/02

Prototype Support

- A pocket area is developed for production of Table Tomato in Dharan-Dhankuta corridor between 1998/99- 01/02, now covering about 35 ha benefiting more than 83 farmer families and support extended to farmers through a NGO called " SOLVE"-1999/00-2000/01
- Die set for plastic handles of Broom stick for brand promotion of value added Brooms for export to India- 2000/01
- Financial assistance extended for establishment of a collection centre at Guthitar/Dhankuta - 2001/02

RLO Tulsipur

Cross Border Study

- Involved in the study of cross border vegetables trade along with MARD/DAI/USAID - 1997/98

Trade Fair/Exhibition

- Participated in the "Western Trade Fair-2057" - 2000/01,Nepalgunj
- Participated in Regional Trade fair in Mahendra nagar-2000/01
- Participated in Western regional Trade Fair 2057 in Butwal -2000/01

Daily Market Price Information Bulletin

- Market Information exchange activities for Dang/Tulsipur & Kapurkot started in 1997/98 and continued to provide price information network service to 18 markets through 2002/03

- Collection of information of herbs and possible herbal products in the eastern region started from – 2001/02 –2002/03

Market Promotion

- Financial and technical support extended to a Local company of Jumla for marketing of apple
- Financial and technical assistance extended to a company of Dang to promote Rapti Vegetable seeds in Indian Market in unit packages under the company brand name-1997/98-98/99

Field Trial

- Introduced a new variety of lentil (suitable for export) in Dang and Kapilvastu and continued expansion in Banke and Bardiya initially in 8 ha. And reached to 200 ha. between 1997/98-2001/02 and well linking the farmers with the lentil millers.
- Commercial production trails of Niger seed in area from 10 ha to 100ha. in Dang and Deukhuri- 1997/98- 1998/99
- Field trial of hybrid corn in Dang conducted in Dang in 10 ha. -1997/98- 98/99

Prototype Support & Trainings

- Bee Hive Prototype and extension support extended to 25 bee keepers of Dang valley under a contract production model for pocket area development in 1997/98 and expansion took place in the following years up to 950 hives by 25 farmers by 2001/02, with buy back arrangement with a honey processor in Kathmandu.

Study /Observation Tours

- Organised an exposure trip of Beekeepers of Dang to Chitwan – 1998/99

Business Meeting/Workshop

- Vegetable seed producer and seed trader's interaction meeting was organised at Dang for contract production/procurement-1998/99-01/02
- A business meeting conducted in Nepalgunj to avail of the business opportunities in Goat, off-season vegetables, herbs and medicinal plants and bee keeping -2000/01
- Business Consultative meeting held at Dang for beekeeping inviting Bee Keepers/processors, HMG/DAO, RD/DAO, NGO/INGOs (2000/01)

Business Plan

- A pre-feasibility report on goat raising prepared

Expert Service

- Two scientists from NARC visited Dang to assess the bee keeping pocket area (development program of AEC (2000/01)

RLO Mahendranagar

Market Price Information Bulletin

- Market Information exchange activities for Dang/Tulsipur & Kapurkot started in 1998/99 and continued to provide price information network service to 18 markets through 2002/03
- Market price of selected commodities from bordering city of India (Khatima, Pilvit, Bareilly) is collected and faxed to AEC – 2001/02

Trade Fair/Exhibition

- Participated in Trade Fair organised in Mahendranagar in February 2001 - 2000/01
- Participated in a week long Trade and Industrial Fair- 2001/02

Field Trials

- Commercial production expansion of William Hybrid Banana done in Kanchanpur and Kailali in between 1997/98 -1998/99
- Commercial production of Sun Flower in Kailali and Kanchanpur districts started in 1997/98 in 100ha and later reached 230 ha in 1998/99
- Six varieties of sunflower screened for trial production under the technical guidance of NARC -1999/00
- Pocket area development for Off-season vegetable production at Sahajpur/Kailali and marketing trials started in 1999/00 in 2.5 ha. and by 2001/02, area covered is reached to 26 ha, benefiting 79 farmer families.

Business Plan/Profiles

- Profiles of high value agro products (Junar, apple, ginger/soyabean/poultry, Angora, off-season vegetables) in Baitadi, Doti, Darchula, Kailali, Kanchanpur and Dadeldhura- 1997/98
- Pre-feasibility study on goat raising-2000/01
- In collaboration with UNDP/PDDP and Kanchanpur CCI and DDC a pre-feasibility study done for establishing a herbal processing plant in the far-western region-2001/02

Business Meetings

- Group formation and business meetings for fruits, sunflower and vegetable production in Tikapur, Dhangadhi and Mahendranagar -1997/98
- Interaction program held together with Trade Promotion Centre, focussing the commercial production and export of Nigerseed and sunflower for the farmers and entrepreneurs of Kailali and Kanchanpur -1999/00
- A business meeting held at Mahendranagar to avail of the business opportunities in goat, off-season vegetable, NTF products-2000/01

Training

- Provided training to 25 farmers on off-season vegetables and marketing of Junar in Dadeldhura-1998/99
- Training on off-season vegetable production in Dadeldhura- Dhangadhi highway corridor for 20 farmers -1998/99- 2001/02
- Training for 200 farmers on commercial production & market management of Sunflower - 2000/01

Study/Observation Visit

- Organised visit to Pantanagar Agriculture University/India for 21 farmers producing sunflower-1998/99- 1999/00
- 14 farmers involved in off-season vegetable production in the Dadeldhura-Dhangadhi highway were taken to Suranga and Dhankuta to observe production and marketing system adopted by the farmers/entrepreneurs in those areas- 2001/02

Market Promotion

- Established a collection centre at Sahajpur/ Kailali-2001/02

Annex C: AEC Client Clients and Collaborating Partners (1997-2002)

Agro Products (2)

Pashupati Agricultural Farm P. Ltd.
CP: Mr. Sumit Kumar Agrawal
Shiva Arcade 4th Floor
Basantapur, Kathmandu
Tel: 213324, 472769 (Res.)
Products: Baby Corn

Thankot Organic Farm
CP: Mr. Dharma Das Amatya
Thankot
Kathmandu, Nepal
Tel: 490418, 490333

Angora Rabbit Breeding (2)

Farm House
CP: Mr. Sugat Das Manandhar
Mhaipi, Kathmandu
Tel: 358896

**Krishna Bahumukhi Krishi Eva Agnora
Farm Kendra**
CP: Mr. Sushil Rizal
Hile, Dhankuta
Biratnagar: 021-22529
Fax: 021-24074

Apple (2)

Himali Agro Centre
CP: Mr. Ram K.C. – Proprietor
Kalimati, Kuleshwor, Kathmandu
Tel: 273332

Karnali Shyau Company Pvt. Ltd.
CP: Mr. Lok Darshan Shrestha
Jumla Bazar, Jumla
Tel: 087-29317
Fax: 087-29314
Product: Karnali Apple

Broom (1)

Silpa Salu Trade Link
CP: Mr. Srichand Jain
Sighadevi Chok
Dharan-2
Dharan
Tel: 025-20941

Cardamom (1)

Sankhuwasabha Agro Business Company
Khandbari, Sankhuwasabha
Tel./Fax: 977-29-60160/161

Coffee (5)

District Co-operative Federation of Gulmi
CP: Mr. Hari Sharma
Tamghas, Gulmi, Nepal
Tel: 977-79-20225

Everest Coffee Mills (Pvt) Ltd.
CP: Mr. Phul K. Lama
Lazimpat, Kathmandu
Tel: 413959

**Highland Coffee Promotion Company (P)
Ltd.**
CP: Mr. Krishna Pd. Pathak
P.O.Box: 21037
Kathmandu, Nepal
Tel: 246455, 229796
Fax: 223030

Nepal Coffee Company
CP: Mr. Pashupati Ghimire
Manigram, Rupandehi
Tel: 977-71-60024/60824

Nepal Organic Coffee Products
CP: Mrs. Shanti Ghimire
Madan Pokhara, Palpa, Nepal
Tel: 977-75-20947

Dairy (10)

Dolakha Dughda Udhog Limited
CP: Mr. Bishnu Ghimire
Charikot, Dolakha
Tel: 488229, 20141, 482032(r)

Everest Yak Cheese
P.O.Box : 7632
Mr. Temdi Sherpa
Ramechhap
Tel: 414289, 415336, 414404
Fax : 977-1-420697

Godar Dairy Udhog Private Limited
CP: Mr. Madan Kumar Thapa

Sindhulimandhi Plot-2, Sindhuli
Tel: 047-20192

Integrated Dairies & Agro Products Ltd.
CP: Mr. Ajay Kumar Chokhani –Managing
Director
P.O.Box: 10632, Tripureshwor, Kathmandu
Fax : 482032

Kathmandu Dairy Private Limited
CP: Mr. Pradeep Maharjan
Babar Mahal, Kathmandu
Tel: 244155, 223160
Fax : 977-1-416417

Namo Dairy Udhog Private Limited
CP: Mr. Surendra Raj Moktan
Buddha Marg, Dharan-7, Sunsari
Tel 025-224225

Narapati Dairy
CP: Mr. Punya Prasad Ohja
Hasaposa-2, Tarahara, Sunsari
Tel 025-82678

New Kamadhenu Dairy
CP: Mr. Rajan Ohja
Itahari Chowk, Sunsari
Tel 025-880110, 81512

Panthi Dairy
CP: Mr. Reshma Raj Panthi
Chiplehunga, Pokhara
Tel: 061-26070

Ram Janaki Dairy Udhog
CP: Mr. Ram Kumar Khadka
Naktajhij, Dhanusha
Tel: 041-29120 , 479955 (res)

Shanti Dairy
CP: Ms. Goma Guragai
Sunsari

Sita Ram Gokul Milks Kathmandu Limited
CP: Mr. Manoj Kedia
Kirtipur, Kathmandu
Tel: 277557, 330788
Fax: 277558

Floriculture (25)

Adarsha Nursery
Ramanand Chowk, Janakpur
Tel: 041-20757

Amber Nursery
Lazimpat
Kathmandu, Nepal
Tel: 411495, 429005, 438277

Bagmati Nursery
Tinkune, Koteswor, Kathmandu
Tel: 484142

Basanta Nursery
Pokhara 16,
Batulechour Maidan, Pokhara
Tel: 061-23865

Bodhibrikchha Nursery
P.O.Box 5075
Kathmandu, Nepal
Tel: 525980, 520118, Fax: 545059

Ever Green Nursery
Godavari-1, Lalitpur
Tel : 560679

Flora Nepal Pvt. Ltd
Golchha House,
Ganabahal, Kathmandu
Tel: 250001, 228389
Fax: 977 – 1- 220612
E-mail: flora@golchha.com

Ganga Nursery
Sardanagar-2, Rampur, Chitwan
Tel : 056-29310

Garden Flowers Plants Nursery
P.O. Box No 289
Baluwatar
Tel: 420333

Jaazer Nursery
P.O.Box : 11736, Kathmandu
Tel : 524298, 535316

Jai Kishan Nursery
Battisputali (Dhobi khola)
Kathmandu
Tel: 490478

Jai Kishan Nursery
Battisputali, Kathmandu
Tel : 250344

Kumari Nursery
Paknajor, Kathmandu

Nepal
Tel: 243709

Lami Danda Gai Goth Farm
Patan, Lalitpur
PO BOX 9082
Tel: 521917
Fax: 536686

Malika Nursery
Bharatpur, Ward No. 10, Chitwan
Tel : 056-22098

Microplants Nepal Pvt. Ltd.
c/o, KIST
Kamalpokhari, Kathmandu Nepal
Tel: 434990

Nepal Biotech Nursery
Lalitpur
G PO Box 8975
Nepal
Tel: 541349
Fax: 525417

Pakhrin Nursery
Meghauli, Chiwan, Nepal
Tel :01-311864

Parijat Nursery
P.O.Box 392
Lalitpur, Nepal
Tel: 537509 (R)

Rudyn Agri Flora Nepal (Pvt.) Ltd.
Jhamsikhel, Lalitpur
Tel: 525980, 545059
Email: rudyn@nepalflora.com

Shreeyog Nursery
2/79 Dharan-10, Sunsari
Tel: 025-20224
Floriculture Wholesale Markets
Bag Durbar, Kathmandu
Tel : 261373

Tapasya Nursery
Bharatpur-12, Chitwan
Tel : 056-23987

The Standard Nursery
P.O.Box 995
Kathmandu, Nepal
Tel: 371267 (R), 229186 (O)
e-mail : stdent@mos.com.np

Tree, Seeds & Flower
P.O.Box : 5576, Kathmandu

Women In Floriculture
Kamaladi, KTM, Nepal
Tel: 252265

Herbal Tea (1)

Gorkha Ayurved Company P. Ltd.
Gongabu, P.O.Box: 3666
Tel : 357154, 356021
Fax : 977-1-357154
E-mail : gac@ccsl.com.np

Herbs (1)

Dabur Nepal Pvt. Ltd.
Tinkune, Kathmandu
Tel : 487672/5
Fax : 487030

Honey (2)

Gandaki Bee Concern
Mr. Dev Bahadur Gurung
P.O. Box: 5741/217, Gongabu-9
Kathmandu, Nepal
Tel : 353258, 241093, 355045
Fax : 353747, 355044
E-mail : business@mos.com.np

Rapti Beekeepers Association
Tulsipur, Dang

Hybrid Corn (2)

Jyoti Farm
Parwanipur
POBOX 1, Birgunj, Nepal
Tel: 053-80404/80052
Fax:- 053-80052

Janhit Krishi Samuha
Bhandara-8
Chitwan, Nepal

Lentil (2)

Ganapati Oil and General Mills
Mr. Tekan Prasad Basnet
Tulshipur, Dang, Nepal
Tel: 977-082-20039

Pooja Dal Mill
The Managing Director

Dugar Niwas
PO Box 495, Kantipath, Kathmandu, Nepal
Tel: 977-1-225009/225099

Orange (3)

B.H. Enterprises
Kathmandu, Nepal
Tel: 272873
New Narendra Trading Concern
Fikkal Bazar, Illam, Nepal
Tel: 027-2901
Kathmandu: 429364, 429967

Koshati Trading Concern Pvt. Ltd
P.O. Box : 150
Bhumiprasasan Chowk,
321 Biratnagar-13, Nepal
Tel: 021-25492
Fax: 021-27865
Email: kgktc@brt.wlink.com.np

Krishi Niryat Prabardhan Kendra
Mechi Nagar-3, Jhapa
Tel : 023-60461
Fax : 023-60104

Off Season Vegetable (10)

Bajrabarahi Multi-Purpose Cooperative
CP: Mr. Puroshottam Subedi
Bajrabarahi, Makwanpur
Tel : 057-40317

Dandabazaar Cooperative Society
Dhankuta, Nepal

Guthitar Multipurpose CBC
Guthitar/Belhara VDC
Dhankuta, Nepal

Kankai Tarakari Utpadak Samuha
Vegetable Producers Group
Suranga, Jhapa, Nepal
CP: Mr. Bhakta Bahadur poudyel

Khanidanda Tarkari Utpadak Samuha
Khanidanda, Sahazpur
Kailaki

Nepali Vegetable and Fruits Trade Centre
Suranga 5, Jhapa, Nepal
Tel: 023-29218/29204
CP: Mr. Narayan Oli

Sammol Model Vegetable Farm Group
Bungamati
Lalitpur, Nepal

Small Farmer's Cooperative Society Ltd
CP: Mr. Raj Kumar Shrestha/Raj Kumar
Dhital
Chhatre Deurali, 5, Dhading
Tel : 010-29197

**Suryabinayak Agricultura Multipurpose
Cooperative Society Ltd**
Katunje VDC Ward No 8
Bhaktapur

**Tamor Multi Purpose Cooperative Society
Ltds**
Sungava Agriculture (Multi purpose)
Coopwerative Society
Budhimorang
Dhankutta, Nepal

Sugarcane (4)

Eastern Sugar Mills Ltd.
Amahibelha, Sunsari
Tel: 025-40240
Fax: 025-29021
CP: Hulas Chand Golchha

Everest Sugar Mills Ltd.
Ramnagar, Mahottari (R.N. Kumar)
Tel: 041-20300, 20512
Bagmati Kadsari Sugar Mills P. Ltd.
Kalayanpur, Kudia
Nawalparasi

Indusankar Sugar Mills Ltd.
Harion Sarlahi
Tel : 29405, 29407
Kath. Tel : 270730
CP: Brij Lal Kedia

Sri Ram Sugar Mills Ltd.
P.O.Box: 363, Golchha House, Ganabahal,
Kathmandu, Nepal
Tel: 250001
Fax: 977-1-249723
Factory: Mahammadpur, Garuda, Rautahat
Dist.
Tel: 055-29506
Fax: 977-55-29504

Sunflower (1)

Tea (19)

Budhkarana Tea Packaging

CP: Mr. Bhupendra Singh Rajbansi
Kathmandu, Nepal
Tel # 977-1-527687
Mobile # 9810-23600

Everest Tea Estate

Sindhupalchok, Bhotechaur, Jaisigaun-8
P.O.Box : 5547 KTM
Tel : 279489, 279113
CP: Nanda Prashad Gauchan

Everest Tea Estate

Sindhupalchok, Bhotechaur, Jaisigaun-8
P.O.Box : 5547 KTM
Tel : 279489, 279113
CP: Nanda Prashad Gauchan

Gorkha Tea Estate P. Ltd

Suderpani, Ilam, Nepal
P O BOX 2200, Kathmandu, Nepal
Tel: 977-1-498319
email: goldent@mos.com.np

Guranse Tea Estate

Kuwapani, Hile, Dhankuta
Voith House, Tinkune Complex, Kathmandu
Tel No. 478301, 305, 478307
Fax : 977-1-487567
CP: Suraj Vaidya

Himalayan Range Tea Industry Pvt.

P.O.Box: 73, Biratnagar
Tel : 021-25316/22425
Fax : 021-22008
CP: Ram Kumar Rathi

Himalayan Shangri-la Tea Producers P Ltd

Shakhejung-7, Nepalatar, Ilam Nepal
GPO BOX 20983, Kathmandu, Nepal
Tel: 977-1-221324
email: lminali@htp.com.np

Ilam Tea Producers Pvt. Ltd.

Shree Antu, Ilam
Tel : 474651
CP: Krishna Prasad Prasai

Kanchanjanga Tea Estate

Panchthar, Reenter, Fidim
P.O.Box: 8821, Kathmandu, Nepal
Tel : 536693, 534690

Fax : 534489

CP: Dipak Prashad Baskota

Mittal Tea Industries Pvt. Ltd.

CP: Mr. Mahesh Kumar Agrawal
Kathmandu, Nepal
Tel # 977-023-267538
Mobile # 9810-21000

Nepal Tea Development Corp.Ltd.

CP: Mr. Subash Chandra Sanghai
Kathmandu, Nepal
Tel # 977-1-422632

New Ilam Tea Ind.

Gangapath, P.O.Box: 2243
Tel : 224135, 221324, 246703
Fax : 226625

Nepal Small Tea Producers Ltd.

Fikkel, Ilam
Gha3/184 Naxal, Kathmandu
Tel : 434577, 434688
CP: Dilip Rai

North Nepal Tea Estate

Sarang Danda, Panchthar
Tel : 412446, 433270
CP: Purna Kumar Sharma

Rabi Sanchelengma Tea Estate Ltd.

Rabi Bazar, Rabi VDC, Panchthar
Tel : 024-29121
CP: Sandesh Rai

Sagarmatha Tea Estate P Ltd

Mudey Sanischarey,
Tamafoke VDC, Sankhuwasabha
District Nepal
POBOX 4824,
Heritage Plaza, Kamaladi, Kathmandu, Nepal
Tel: 977-1-268198
email: sagarmathatea@hotmail.com

Sakhejung Hill Range Tea Processing Industry

Sakhejung-3, Ilam District
Tel: 977-1-20535
email: sakhiratea@hotmail.com

Sakun Chiya Udhyog

CP: Mr. Aswini Agrawal
Ganga Path, Kathmandu, Nepal
Tel: 220733

Sri Antu Tea Industries
Sri Antu V.D.C, Ilam
P.O.Box: 20653, Kathmandu, Nepal
CP: Hem Bahadur Rai, Attal Man Rai

Vegetable Seed (37)

Adarsha Agro Concern
CP: Mr. Mukti Nath Poudyal
Manager
Kalinmati-13
Kathmandu, Nepal
Tel: 01- 278774Fax:

Agricultural Trading Centre
CP: Mr. Bharat Prasad Nepal
Proprietor
Dugambahil, behind New Road
Kathmandu, Nepal
Tel: 01- 244748

Annapurna Agroveter Centre
CP: Mr. Lok Subedi
Hospital Road, Butwal
Tel: 071-40872

Annapurna Beej Bhandar
Asan Tole, Kathmandu
Deals: Seeds, Agro-chemicals
CP: Jiban Lal Shrestha, Proprietor
Tel: 01-221888, 227999
Fax: 977-1-226959

Dahal Trading Concern
Ka-1/27, Tripureshor, Kathmandu, P.O.Box:
7457, Kathmandu
Deals: Seeds, Agro Chemicals etc.
CP: Mr. Durga P. Dahal
Tel: 977-1-260381/260381
Fax: 977-1-255812/261823
email: dahal@wlink.com.np

Dikpal Trading
CP: Mr. Mohan Ghale
Jawalakhel
Lalitpur, Nepal
Tel: 01-538829

Everest Agro Consultancy
CP: Mr. Rabi Budhathoki
Kalimati
Kathmandu, Nepal
Tel: 01-284878

Evergreen Agro (P) Ltd
Dang, Tulsipr
Tel: 082-20164/01-330089
CP: Mr. Bijaya Bahadur Thapa

Frontica Inputs & Nursery Enterprises
CP: Mr. Mana Kumari Pandev
Proprietor
Gha 324, Khumaltar
Lalitpur, Nepal
Tel: 01-1-535828

GM Agro Services Pvt. Ltd.
CP: Mr. Rajendra Prasad Shrestha
Managing Director
PO Box 1155, Ka-1-29, Tripureshor, Kathmandu
Kathmandu, Nepal
Tel: 01-260660
Fax: 977-1-373255
email: rps@aforda.wlink.com.np

Green Agro Concern
CP: Chandra Darsan Acharya
PO Box 13563, Kathmandu
Kalimati
Kathmandu, Nepal
Tel: 01-246114

Gressco Pvt. Ltd.
Mr. Indra Bahadur Baruwal
Kalimati
Kathmandu, Nepal
Tel: 01-277973

Janasewa Krishi Samagri Bhandar
CO: Narayan Pd. Gautam
Chiple Dhunga, Pokhara
Tel: 061-33124/30089

Jay Kisan Seed Centre
CP: Mr. Ram Krishna Tulsyan
Nuchhe Galli, New Road
Kathmandu, Nepal
Tel: 01-245240

Kastamandap Trade Point
CP: Mr. Madhusudan Pradhan
Kha 2/1107 Teku
Kathmandu, Nepal
Tel: 01-263367, 241232
Fax: 977-1-270528

Kishan Agroveter Centre
CP: Bishnu Raj Burlakoti

Dhangadhi, Kailali
Tel: 091-21062

Krishi Batika

CO: Mr. Upendra Prasad Shah
Dharan, Sunsari
Tel: 0025-25523

Mahalaxmi Krishi Samagri Udhvog

CP: Mr. Buddi Ratna Sherchan
Proprietor
P O Box 1174, Kathmandu
Old Baneshor, Bhimesngola
Kathmandu, Nepal
Tel: 01-293245

Manakamana Seed Centre

CP: Mr. Kabi Krishna Amatya
Kalimati
Kathmandu, Nepal
Tel: 01-273967

Manandhar AgriVet

CP: Mr. Pursushottam Prasad Manandhar
Ka. 2127, Tripureshor
Kathmandu, Nepal
Tel: 01-262165, 244065

National Seed Enterprises (P.)Ltd.

CP: Mr. Ram Man Joshi
North of Hi-vision Hall, Lagankhel
Lalitpur, Nepal
Tel: 01- 542444
Fax: 977-1-526435

Nepal Agri Centre

CP: Bharat Prasad Nepal
Ghorahi, Dang
Tel: 082-600665

Nepal AgroTech & Inputs

CP: Mr. Basanta Thapa
Lagankhel
Lalitpur, Nepal
Tel: 01-541029

Nepal Agro-Vet Cooperative Ltd.

Bharatpur-4, Shahid Chowk, Narayanghat,
Chitwan
CP: Mitra Raj Dawadi, General Manager
Tel : 056-23584, 24584
Fax : 056-24484

**Nepal Multipurpose Agricultural
Cooperative Ltd. (NEMACOL)**

CP: Mr. Mani Dev Bhattarai, Manager
PO Box 20480, Kathmandu
Kalimati
Kathmandu, Nepal
Tel: 01-278564

Nepal Seed Co. Pvt. Ltd

3/469, Pulchowk, Lalitpur, GPO Box 2014
Deals: Seeds, Agro-chemicals, Sprayers
CP: Mr. Krishna Kumar Gyawali, Managing
Tel: 01-521292, 278560, 528019
Fax: 977-1-535049
email: nepseed@wlink.com.np

Nepal Seed Co. Pvt. Ltd

CP: Mr. Krishna Kumar Gyawali
PO Box 2014, Lalitpur
3/469, Pulchowk
Lalitpur, Nepal
Tel: 01-521292, 278560, 528019
Fax: 977-1-535049
email: nepseed@wlink.com.np

NFC Seed Co. Pvt Ptd.

CP: Mrs. Jamuna Kayastha
PO Box 3445, Lalitpur
Man Bhaban, Jawalakhel
Lalitpur, Nepal
Tel: 01-533345, 537368
Fax: 977-1-522315

P P Agro Center

CP: Mr. Prakash Rayamajhi
Kalimati
Kathmandu, Nepal
Tel: 021-21743

Salt Trading Corporation Limited

PO Box: 483, Kathmandu
Kalimati
Kathmandu, Nepal
Tel: 01- 271208, 271014,
Fax: 977-1-271704

SEAN Seed Service Center Ltd.

Tripureshor, Kathmandu
Deals: Foundation Seeds, seed testing, storage
and Warehouse services, out test, screening
services, hybrid and Custom seed production
services etc.
CP: Mr. Durga Prasad Adhikari, Managing
Tel: 977-01-252314

Shava International

CP: Mr. Pratap B. Shrestha

Bhimsensthan
Kathmandu, Nepal
Tel: 01-261562

Sungabha Vet Distributers
CP: Mr. Bharat Bahadur Pandey
Tripureshor
Kathmandu, Nepal
Tel: 01-260877

Surya Tobacco Co. Pvt. Ltd.
Kantipath, Kathmandu
Deals: Vegetable Seeds
CP: Business Manager – Seed
Tel: 248260, 248280, 248449
P.O.Box: 1864
Fax: 977-1-227585

The Standard Enterprises
CP: Mr. Mandir Shrestha
PO Box 995, Kathmandu
Bansbari
Kathmandu, Nepal
Tel: 01-223137, 371267
Fax: 977-1-371167
email: info@standardnurserv.com.np

Vet-Pol Drug House
CP: Mr. Kamal Shakya
Batu Tol
Kathmandu, Nepal
Tel: 01-223243

Vishal Agroveter Distributors
CP: Mr. Bhupendra Prasad Gautani
Tripureshor
Kathmandu, Nepal
Tel: 01-261532

WEAN (1)
WEAN Cooperatives
Kupandol, Lalitpur
Tel: 544981

Commodity Association (12)

Cold Storage Association of Nepal
CP: Mr. Prabhu Ram Bhandari
Putalisadak, Kathmandu
Ph : 419364, 423550
Fax : 977-1-413038

Floriculture Association of Nepal (FAN)
CP: Mr. Anup Rai

Ph : 265007
Fax : 977-1-261671
FNCCI Building, Teku, Kathmandu, Nepal

Himalayan Orthodox Tea Producers Association (HOTPA)
CP: Mr. Chandra Bhushan Subba
Ph : 483678
Santinagar, New Baneshwor, Kathmandu, Nepal

National Rabbit Entrepreneurs Association (NARE)

Nepal Bee Keepers Association
CP: Mrs. Soni Basnet (President)
Tripureshor, Kathmandu
Ph : 250422

Nepal Coffee Producers Association (NCPA)
CP: Mr. Dhakeshwor Ghimire
Babarmahal, Kathmandu
Ph : 246455
Fax : 977-1-223030

Nepal Dairy Association (NDA)
CP: Dr. Heremba Raj Rajbhandari
New Baneshwor, Kathmandu, Nepal
Ph : 491139
Fax : 977-1-497104
email: nda@hons.com.np

Nepal Tea Association (NTA)
CP: Mr. Mahesh Kumar Mittal

Nepal Tea Planters Association (NTPA)
CP: Mr. Chatra Giri

Seed Entrepreneurs Association of Nepal (SEAN)
CP: Mr. Damodar Poudel
Tripureshor, Near Tukucha, Kathmandu
P.O. Box: 13874
Tel: 252314,
Fax : 977-1-261671
email : seanseed@ntc.net.np

Silk Association of Nepal (SAN)
CP: Mr. Shambhu Adhikari
P.O. Box 335, Tripureshor
Tel: 254093
Fax: 266467
email: sam@nep silk.wlink.com.np

Sugar Mills Association of Nepal (SMAN)
CP: Mr. Shashi Kanta Agrawal
P.O. Box 5970 Kathmandu, Nepal
Tel: 282834
Fax : 977-1-225538

Collaborating Partners

HMG/Nepal

Dept. of Food Technology and Quality Control
Babarmahal, Kathmandu
Tel : 240016, 262369, 262741, 262430
Fax : 262337

District Agriculture Development Office
Chitwan
Bharatpur, Nepal
Tel: 056-20115
Fax: 056-24312

Export Promotions Committee, Ministry of Industry Commerce and Supply
Babar Mahal, Kathmandu
Tel :224044, 247094
Fax: 247094

Kalimati Fruits and Vegetable Wholesale Market Management Coomittee
Kalimati, Kathmandu
Tel: 271086, 279228
email: kalimati@kmdb.wlink.com.np

Marketing Development Directorate, Dept. of Agriculture, Harihar Bhawan
Tel: 524228
Fax : 977-1-524228
E-mail : market@agri.wlink.com.np

Ministry of Agriculture and Cooperatives Planning Division, & Agrobusiness Development and Statistics Division
Singh Durbar, Kathmandu
Tel : 226587, 226465
Fax : 977-1-225825

National Tea and Coffee Development Board
Thapa Gauon, Baneshwor
Tel : 490214

National Dairy Development Board
Harihar Bhawan, Pulchowk, Lalitpur

Tel: 525400, 544747
Fax : 532096

Nepal Agricultural Research Council (NARC)
P.O.Box : 5459, Khumaltar, Lalitpur
Tel: 525704, 525708, 524040
Fax : 521197
E-mail : narced@mail.com.np
CP: Executive Director : 256837

Trade Promotion Centre (TPC)
Pulchowk, Lalitpur
Tel : 525348, 525898/525362
Fax: 525464
e-mail: tpcnep@mos.com.np

Donor Community

FAO
Pulchok
Lalitpur, Nepal
Tel: 523990

GTZ/PSP
Sanepa
Lalitpur
Tel: 523228, 523229

Israel Embassy
Lazimpath
Kathmandu, Nepal

ITC, Geneva
Geneva, Switzerland
Tel: (4122) 730 01 11
Fax (4122) 730 09 06
email: mns@intracen.org

Local Governance Program (LGP)
Yekantakuna, Jawalakhel
Tel : 526701, 523159, 527339
Fax: 526701
email: undp@lgp.wlink.com.np

Participatory District Developemt Program
PO Box 107
Bakundole, Lalitpur, Nepal
Tel: 523770/527940
email: pddp@wlink.com.np

Rural-Urban Partnership Program
PO Box 107, Kathmandu, Nepal
Tel: 536156, 530123

Fax: 977-1-530881
email: rbm@rupprm.wlink.com.np

SNV
Bakhundole
Lalitpur, Nepal
Tel: 523444

Winrock International/FtF Program
Kathmandu, Nepal
Tel: 472639, 476101

Local Chambers

Bhaktapur CCI
Bhaktapur Nepal
Tel: 611348
Fax: 977-1-612607
email: bcci@wlink.com.np

Birgunj CCI
Birgunj, Nepal
Tel: 051-22290
Fax: 051-26049

Butawal CCI
Butwal, Nepal
Tel: 071-41346
Fax: 071-40146
email: bcci@mos.com.np

Dadeldhura CCI
Bagbazar, Dadeldhura, Nepal

Dhading CCI
Dhading Besi , Dhading, Nepal
Tel: 010-20120
Fax: 977-10-20120

Dolkha CCI
Charikot, Dolkha, Nepal
Tel: 049-20218, 20265
Fax: 977-49-20116

Hetauda CCI
Hetauda Bazar, Hetauda, Nepal
Tel: 057-20310,21260
Fax : 977-57-21110
Email : makwanpur@cci.wlink.com.np

Janakpur CCI
Janakpur Nagar Palika
Ward No 2
Kiswori Nagar Dhanusa

Tel : 044-20718, 20221
Fax : 977-44-22237

Kailali CCI
Dhangadhi Bazar, Kailali
Tel : 091-21237
Fax : 977-91-22973
email: kcci@dhn.wlink.com.np

Kanchanpur CCI
Kanchanpur, Nepal
Tel: 099-22220
Fax: 099-22220

Lalitpur CCI
Durbar Square Area, Mangal Bazar, Lalitpur
P.O.Box : 26, Lalitpur
Tel : 521740,530663
Fax : 977-1-530661
Email : lcci@mos.com.np, info@lcci.org.np

Narayangardh CCI
Harihar Marg, Narayangarh, Chitwan
Tel : 056-20108, 25512
Fax : 977-56-20165
Email : ncci@mos.com.np

Nepalgung CCI
Nepalgunj, Nepal
Tel: 081-20365
Fax: 081-22736
email: ngcci_npj@wlink.com.np

Nuwakot CCI
Bidur Municipality-4, Nuwakot
Tel : 010-60020, 60161
Fax : 977-10-60020

Pokhara CCI
Pokhara, Nepal
Tel: 061-22264, 25264
Fax: 061-21084
email: pccipkr@fewanet.com.np

Sidharthanagar CCI
Siddharthanagar-13
Kalikasthan, Rupandehi
Tel : 071-20156,21619
Fax : 977-71-21619
E-mail : scci@mail.com.np

CCI Sunsari
Itahari-1, Sunsari
Tel: 025-80752, 82373

Tulsipur CCI
Tulsipur, Nepal
Tel: 082-082-20893
Fax: 082-20176

Mechi Nagar CCI
Mechi Nagar Municipality-1
Dhulabari, Jhapa
Tel : 023-60035
Fax : 977-23-60248
Email : mcci@bcn.ccsl.com.np

Shankhuwa Sabha CCI
(Estd. 2049 B.S.)
Budha Chock, Main Road, Khandbari,
Shankhuwasabha
Tel : 029-60161
Fax : 977-29-60190

Other Institutions

Birtamod Agriculture Market Committee
Birtamod, Nepal
Tel: 023-40002
Fax: 023-40788

Dharan Agriculture Produce Market Committee
Dharan, Nepal
Tel: 025-22934
Fax: 025-22934

Janakpur Agriculture Produce Market Committee
Janakpur Nagar Palika
Ward No 2
Kiswori Nagar Dhanusa
Tel : 044-20718, 20221
Fax : 977-44-22237

Academic Institutions

Institute of Agriculture and Animal Sciences
Tribhuvan University
Rampur, Chitwan, Nepal
Tel: 056-29311/303/302

Institute of Engineering
Trubhuwan University
Pulchowk, Lalitpur, Nepal
Tel: 521531, 521251, 522809, 532235

Kathmandu School of Management
Kathmandu University

Lalitpur
Nepal
Tel: 533543, 528812
Fax: 533543
e-mail:

NGOs

Society for Local Volunteers Efforts
SOLVE (Nepal),
Dhankuta-6
CP: Mr. Rajendra Bahadur Pradhan
Tel; 026-20523
Fax: 026-20076

Annex D: Target Performance Indicators and Achievements (1997-2002)

Overall Cumulative Target Performance of AEC Activities

Product	Year	Area in Ha.	No. of farm family (D)	No. of farm family (I)	Production MT	Turn over Rs. Million	No. of Company	Export Rs. Million	CA Member
Agroproducts/Banana	Overall	23.00	70	0	60.00	12.58	2	0.00	0
Angora Rabbit	Overall	0.00	520	0	0.34	4.23	2	0.00	40
Apple	Overall	0.00	200	40	552.14	18.85	2	0.18	0
Broom	Overall	0.00	0	0	0.00	0.09	1	0.00	0
Cardamom	Overall	50.00	200	0	55.50	6.00	1	1.37	0
Coffee	Overall	120.00	275	1,200	200.00	19.33	5	5.41	273
Dairy	Overall	0.00	25	0	13.30	3.00	10	2.20	86
Flower	Overall	28.00	180	690	0.00	127.75	25	4.00	133
Herbal Tea	Overall	0.00	50	0	0.00	1.50	1	1.20	0
Herbs	Overall	6.00	8	0	11.30	1.40	1	0.00	0
Honey	Overall	0.00	70	140	36.50	5.52	2	0.00	12
Hybrid Corn	Overall	50.00	180	0	542.00	3.97	2		0
Lentil	Overall	206.00	142	0	210.30	4.78	2	1.50	0
Niger	Overall	150.00	143	0	55.31	1.53	0	1.31	0
Orange	Overall	0.00	63	0	26.19	0.61	1	0.61	0
OSV	Overall	92.00	604	0	6,303.00	65.18	2	0.89	0
Silk	Overall	0.00	200	11	0.00	4.50	0	3.10	136
Sugarcane	Overall	2,300.00	985	3,500	253,819.00	402.86	4	0.00	9
Sunflower	Overall	230.00	274	640	363.50	6.08	1	0.73	0
Tea	Overall	4,000.00	3,625	2,500	2,287.00	562.00	19	326.30	19
Vegetable Seed	Overall	610.00	850	2,500	1,814.00	179.60	37	22.75	163
WEAN	Overall	0.00	0	0	0.00	28.90	1	0.00	154
Total	Overall	7,865.00	8,664	11,221	266,349.38	1,460.26	121	371.55	1,025

Cumulative Target Performance of AEC Activities of the year 2001/02

Product	Year	Area in Ha.	No. of farm family (D)	No. of farm family (I)	Production MT	Turn over Rs. Million	No. of Company	Export Rs. Million	CA Member
Angora Rabbit	2001/02								
Apple	2001/02				100.00	3.50	2		
Broom	2001/02								
Cardamom	2001/02								
Coffee	2001/02	120.00	275	1,200	86.00	7.60	5	2.90	273
Dairy	2001/02						9		86
Flower	2001/02	28.00	26	80		70.00	18		133
Herbs	2001/02	6.00	8		11.30	1.40	1		
Honey	2001/02		15	10	15.00	2.50	2		12
Hybrid Corn	2001/02								
Lentil	2001/02	206.00	142		100.00	2.35	2	0.00	
Niger	2001/02								
Orange	2001/02								
OSV	2001/02	92.00	604		2,678.00	26.00			
Silk	2001/02		40						136
Sugarcane	2001/02	2,300.00	985	2,000	161,000.00	242.00	4		9
Sunflower	2001/02								
Tea	2001/02	4,000.00	3,625	2,500	850.00	192.00	19	134.40	19
Vegetable Seed	2001/02	610.00	850		760.00	73.00	35	4.50	163
WEAN	2001/02					8.00	1		154
Total	2001/02	7,362.00	6,570	5,790	165,600.30	628.35	98	141.80	985

Cumulative Target Performance of AEC Activities of the year 2000/01

Product	Year	Area in Ha.	No. of farm family (D)	No. of farm family (I)	Production MT	Turn over Rs. Million	No. of Company	Export Rs. Million	CA Member
Angora Rabbit	2000/01								20
Apple	2000/01				185.00	6.47			
Broom	2000/01					0.09	1		
Cardamom	2000/01	10.00	44		5.50	1.40	1	1.37	
Coffee	2000/01	100.00	275		57.00	5.13	5	1.45	273
Flower	2000/01	16.00	60	690		6.10	21		104
Herbs	2000/01	6.00	3		NA	NA	1		
Honey	2000/01		60	20	11.00	1.77	1		12
Hybrid Corn	2000/01	15.00	27		116.00	0.95	2		
Lentil	2000/01	98.50	116		39.30	0.83	2	0.80	
Niger	2000/01	15.00	39		1.00	0.03			
Orange	2000/01					0.00			
OSV	2000/01	80.00	414		1,148.00	17.00	2		
Silk	2000/01		xxx	11					136
Sugarcane	2000/01	985.00	985	3,500	60,100.00	93.00	4		9
Sunflower	2000/01	46.00	100		50.00	0.75	1		
Tea	2000/01	2,289.00	3,625	1,500	600.00	120.00	9	108.00	19
Vegetable Seed	2000/01	518.00	850		414.00	50.00	37	4.75	147
WEAN	2000/01					8.30	1		154
Total	2000/01	4,178.50	6,598	5,721	62,726.80	311.81	88	116.37	874

Cumulative Target Performance of AEC Activities of the year 1999/00

Product	Year	Area in Ha.	No. of farm family (D)	No. of farm family (I)	Production MT	Turn over Rs. Million	No. of Company	Export Rs. Million	CA Member
Angora Rabbit	1999/00				0.05	0.10	2		20
Apple	1999/00				220.00	7.70	1		
Cardamom	1999/00	50.00	58		18.00	1.20	1		
Coffee	1999/00	100.00	200		48.00	4.80	4	1.06	273
Flower	1999/00	13.00	60	120		6.00	25		102
Herbs	1999/00	6.00	1				1		
Honey	1999/00		70	140	7.00	0.70	1		12
Hybrid Corn	1999/00	13.00	29		34.00	0.28	1		
Lentil	1999/00	26.00	61		26.00	0.90	1	0.70	
Niger	1999/00	1.00	5		0.31	0.01			
Orange	1999/00				18.00	0.30		0.30	
OSV	1999/00	65.00	375		1,238.00	9.50		0.51	
Silk	1999/00		xxx						114
Sugarcane	1999/00	356.00	341	900	30,314.00	37.80	3		9
Sunflower	1999/00	53.00	160	640	53.50	0.73	1	0.73	
Tea	1999/00	1,600.00	2,800	406	327.00	98.00	7	45.00	7
Vegetable Seed	1999/00	90.00	500		250.00	30.00	20	9.40	124
WEAN	1999/00					5.00	1		150
Total	1999/00	2,373.00	4,660	2,206	32,553.86	203.02	69	57.70	811

Cumulative Target Performance of AEC Activities of the year 1998/99

Product	Year	Area in Ha.	No. of farm family (D)	No. of farm family (I)	Production MT	Turn over Rs. Million	No. of Company	Export Rs. Million	CA Member
Agroproducts/Banana	1998/99	23.00	20		60.00	4.00	1		
Angora Rabbit	1998/99		43		0.19	0.43	2		36
Apple	1998/99			40	7.14	0.18	1	0.18	
Cardamom	1998/99	50.00	50		17.00	1.00	1		
Coffee	1998/99	70.00	200		9.00	1.80	2		150
Flower	1998/99	2.50	98			5.65	20		92
Herbs	1998/99	2.00	1				1		
Honey	1998/99		70		3.60	0.40	1		
Hybrid Corn	1998/99	6.50	30		32.00	0.22			
Lentil	1998/99	57.00	50		25.00	0.50	1		
Niger	1998/99	56.00	143		14.00	0.30		0.11	
Orange	1998/99		63		8.19	0.31	1	0.31	
OSV	1998/99	60.50	255		766.00	9.68		0.38	
Silk	1998/99		xxx						90
Sugarcane	1998/99	33.00	46		2,405.00	30.06	3		7
Sunflower	1998/99	230.00	274		200.00	2.60	1		
Tea	1998/99	1,354.00	2,672	225	440.00	132.00	7	21.40	7
Vegetable Seed	1998/99	365.00	500	2,500	290.00	20.00	24	2.60	112
WEAN	1998/99					4.10	1		146
Total	1998/99	2,309.50	4,515	2,765	4,277.12	213.23	67	24.98	640

Cumulative Target Performance of AEC Activities of the year 1997/98

Product	Year	Area in Ha.	No. of farm family (D)	No. of farm family (I)	Production MT	Turn over Rs. Million	No. of Company	Export Rs. Million	CA Member
Agroproducts/Banana	1978/98	17.00	70			8.58	2		
Angora Rabbit	1997/98		520		0.10	3.70	2		40
Apple	1997/98		200		40.00	1.00	1		
Cardamom	1997/98	50.00	200		15.00	2.40	1		
Coffee	1997/98								
Dairy	1997/98		25		13.30	3.00	1	2.20	
Flower	1997/98	13.50	180	110		40.00	11	4.00	92
Herbal Tea	1997/98		50			1.50	1	1.20	
Herbs	1997/98								
Honey	1997/98		25			0.15			
Hybrid Corn	1997/98	50.00	180		360.00	2.52			
Lentil	1997/98	12.00	20		20.00	0.20	1		
Niger	1997/98	150.00	125		40.00	1.20		1.20	
Orange	1997/98								
OSV	1997/98	13.25	74		473.00	3.00			
Silk	1997/98		200			4.50		3.10	29
Sugarcane	1997/98								
Sunflower	1997/98	70.00	50		60.00	2.00			
Tea	1997/98	375.00	132	15	70.00	20.00	3	17.50	
Vegetable Seed	1997/98	100.00	600		100.00	6.60	20	1.50	102
WEAN	1997/98					3.50	1		
Total	1997/98	850.75	2,651	125	1,191.40	103.85	44	30.70	263