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# **BDS-MaPS**

## ***Project Completion Report***

**January 2004 – September 2007**



**December, 2007**

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<b>Cover Photographs: Euclyptus cultivation and distillation in Banke</b>	

## Acronyms

AEC	Agro Enterprises Center
AEF	Agriculture Enterprise Facilitator
AHI	Alternative Herbal Industry
ANSAB	Asia Network for Sustainable Agriculture and Bio-resources
B2B	Business to Business
BDO	Business Development Officer
BDS	Business Development Services
BDS-MaPS	Business Development Services-Marketing, Production and Services
BMO	Business Member Organization
BZ	Buffer Zone
BZUC	Buffer Zone User Committee
CEAPRED	Center for Environmental & Agricultural Policy Research, Extension & Development
CF	Community Forest
CFCC	Community Forestry Coordination Committee
CFUG	Community Forest User Group
DAG	Disadvantaged Group
DCPA	District Coffee Promotion Association
DFO	District Forest Office/Officer
DIP	Detailed Implementation Plan
DM	District Manager
DNLP	Dabur Nepal Private Limited
DPR	Department of Plant Resources
DTL	Deputy Team Leader
DU	Distillation units
EPB	Export Promotion Board
FECOFUN	Federation of Community Forest User Groups-Nepal
FG	Farmers' Group
FNCCI	Federation of Nepalese Chambers of Commerce and Industries
FOP	Forest Operational Plan
GAC	Gorkha Ayurvedic Company
GIS	Geographical Information System
GO	Governmental Organization
GTZ	German Technical Support
HH	Household
HNCC	Herbal and NTFPs Coordination Committee
HPPCL	Herbal Production and Processing Company Ltd.
HVC	High Value Crop/Commodity
IDE	International Development Enterprises
INGO	International Non-Governmental Organization
IUCN	International Union for Nature Conservation
JABAN	Jadibuti Association of Nepal
LRP	Local Resource Person
M & E	Monitoring and Evaluation

MAPS	Medicinal and Aromatic Plants
ME	Micro Enterprises
MIS	Marketing Information System
MIT	Micro Irrigation Technology
MoFSC	Ministry of Forest and Soil Conservation
MoU	Memorandum of Understanding
MSE	Micro and Small Enterprises
MSME	Micro, Small and Medium Enterprises
MTL	Marketing Team Leader
NEF	NTFP Enterprise Facilitator
NEHHPA	Nepal Herbs and Herbal Products Association
NGO	Non Governmental Organization
NTFP	Non Timber Forest Product
NTFR	Non Timber Forest Resources
OP	Operational Plan
PAC	Project Advisory Committee
PMC	Project Management Committee
R&D	Research and Development
RBNP	Royal Bardiya National Park
RRN	Rural Reconstruction Nepal, NGO
RSWR	Royal Suklaphanta Willife Reserve
RUPP	Rural Partnership Programme
SE	Small Enterprise
SIMI	Smallholder Irrigation Market Initiative
SNV-Nepal	Netherlands Development Organization
SSA	Sub Sector Analysis
TAL	Tarai Arc Landscape Project
TAL	Terai Arc Landscape
TITI	Technical Institute of Technical Instruction
TRPAP	Tourism for Rural Poverty Alleviation Programme
USAID	US Agency for International Development
VDC	Village Development Committee
WE	Women Enterprise
WEAN	Women Enterprenueur Association Nepal
WWF	World Wide Fund for Nature

## **Executive Summary**

### ***Business Development Services – Marketing, Production & Services Project (BDS-MaPS)***

The USAID supported BDS-MaPS Project initiated activities in January 2004 working through a consortium of five NGOs, International Development Enterprise (IDE), Winrock International, Asia Network for Sustainable Agriculture and Bio resources (ANSAB), Lotus Opportunities and the World Wildlife Fund (WWF). The program ended in September 2007.

Working in the most conflict affected areas of Nepal, the project had a number of components but was primarily focused on increased economic opportunity and incomes for poor smallholders - particularly women and disadvantaged groups. BDS MaPS PRIME and WE worked to facilitate the development of sustainable value chains that provide BDS services to their respective communities. The programs focused on building value chains and services in the NTFP and High Value Agriculture (HVA) sub-sectors.

### ***Summary-BDS MaPS***

BDS MaPS directly and indirectly reached 27,083 beneficiaries. It increased incomes of direct beneficiaries (10,536) by an average of US\$132.6. All beneficiary households were exposed to improved production technology and output marketing. The program introduced new crops and markets and involved farm communities in added value through primary processing, in the case of essential oil crops growout and distillation. BDS MaPS identified international export markets and helped establish Nepal's growing export of soap nuts, now (2008) at over 300 tons. In addition the program directly linked producers to a number of traders including India's largest health food manufacturer, Dabur (Ginger and wild Nepali Asparagus). The program built public-private partnerships, developing the NTFP Alliance with government, NGOs, donors and the private sector. In addition two private sector trade promotion organizations- JABAN and NEHHPA were developed by BDS MaPS.

The most successful BDS MaPS components have been incorporated into the new USAID funded SIMI program. The new SIMI program will continue to work in all BDS MaPS districts working with market groups, facilitating public-private partnerships and supporting essential oil and distillation producers and other BDS MaPS developed programs.

### ***Program Description***

Project activities were implemented primarily in forest areas of seven districts:- Syangja, Banke, Bardiya, Surkhet, Kailali, Dolpa and Darchula. These districts and their forest areas were amongst the most conflict affected areas of rural Nepals. Target groups were comprised of farmers, Community Forest User Groups (CFUGs) and collectors. The project's main goal was to increase incomes for micro and small enterprises in rural Nepal through interventions aimed at increasing production through sustainable harvesting and improving marketing of high-value agriculture products and Non Timber

Forest Product (NTFPs). The project applied a market development approaches to benefit the producers-gatherers and the many enterprises involved in the trade and processing of NTFPs.

### ***Achievements***

The main BDS-MaPS objective, as established by the USAID, was to increase production and annual sales of NTFPs, HVCs, herbs and spices. The cumulative four year sales for NTFPs, High Value Crops (HVCs) and Spices reached US\$3.53 million by the end of the program. The production of cultivated NTFPs directly resulting from interventions increased from 27 MT to 50 MT as a direct result of intervention, while the cultivated land area increased from 466 ha to 688 ha.

The program directly reached 27,083 beneficiaries (10,536 direct and 16,547 indirect) and on average increased annual income for each direct household by an average of US \$132.6

BDS MaPS interventions resulted in the establishment of national and international linkages with middlemen, traders and others who were exposed to through various interaction meetings and venues. The regional-level enterprise owners were linked to major trading hubs and other business institutions, who in turn secured assurances regarding sales of NTFP products through buy-back guarantees. For other High Value enterprises such as vegetables and livestock the program developed APEX bodes to aggregate product and in many cases directs linkages between buyers and traders which enabled farmers to obtain more favorable prices than were available before BDS MaPS interventions.

Group approaches for coordinated marketing provided increased opportunities and prices for producing communities. In areas where larger investments were required, the program was able to link management committees with commercial financial institution as well as linkages between smallholders and microfinance providers. The practice of managing finances, savings and repayments of loans, is now part of the everyday habits of these production and marketing groups.

### ***Synergizes and Linkages***

BDS MaPS in partnership with other like-minded organizations formed the NTFP Alliance, a public private partnership made up of the government, donors, NGOs and the private sector, whereby the Herbal and NTFPs Coordination Committee (HNCC) has been officially endorsed as Nepal's autonomous body for NTFPs. The NTFP Alliance has been attempting to establish: Nepal Standards for NTFPs, an advocacy effort that is supporting national NTFP policies, lab testing facilities, and certification. The establishment of sustainable harvesting as well as knowledge dissemination carried out through various awareness campaigns, orientations and trainings. The HNCC also supports the branding and marketing of Nepal NTFPs; nationally, regionally and internationally in a variety of forums.

### ***New Products and Markets***

In the process of supporting the domestication and cultivation of NTFPs, the project successfully established essential oil distillation units through rigorous business planning, and preliminary assessment of the enterprise's cost-benefit analysis and market viability. The program further stressed raising awareness and encouraging initiation of NTFP cultivation practices. Similarly, the cultivation of spices was promoted through the formation of development committees, provision of training, and formation of farmer operated collection centers.

The key activities of marketing involved facilitating linkages between farmers and traders, dissemination of market information, building management capacity of various farmer and trader committees, formation and promotion of cooperatives and, other value added activities to assist Nepali products in reaching international markets.

The services on the production side of enterprise building ranged from conducting NTFP resource inventory to introducing new and commercially viable crops and varieties to fostering improved techniques and practices for greater productivity to mobilizing wider outreach and adoption for mass production to take place.

### ***Employment***

Sustainable employment was created by the program for a total of 9,260 local people, of which 532 were employed full time and 8,728 were employed part time. The average earning per job created by the various enterprises was equivalent to US\$ \$985.

### ***Enterprise Building***

As part of Business Development Services, the project focused on enterprise building of independent units such as Business Unit (service provider), Local Resource Persons (LRP), Micro Irrigation Technology (MIT) Service Provider, Distillation Management Committee, and Agrovets while providing a comprehensive set of business services to these actors to ensure their continued operations that would equally benefit the project's target beneficiaries.

Districts on average contributed 14-15% on the total sales. As many as 49,014 participants enrolled for trainings gained the approach of the project and technical know-how transfer in specific sectors during the course of the project.

### ***BDS-MaPS Women Enterprise (WE)/ PRIME:***

Funding for this activity was launched in April 2005-September 2006 for Women Enterprise and October 2006 – September 2007 for BDS PRIME, which completed in September 2007. The purpose of WE and BDS PRIME was to use *value chain approaches* to promote livelihoods security for the poorest women, mainly from disadvantaged groups. BDS Women Enterprise was implemented in Lalitpur, Saptari, Banke and Kailali districts with the formation of 80 groups involving of 1,142 women across the four districts. BDS PRIME reached 2,429 HH, 99.9% women. *Dalits* made up 25% and other DAG s amounted to 48% of those HH reached.

Eighty-one service providers and nine apex marketing entities were formed along with four agro-processing enterprises. In addition all project households accessed micro-loans from 14 Micro Finance Institutions (MFIs). The program has shown increased involvement in by poor rural women in commercial agricultural and availability of services to support those women headed enterprises that assisted them to grow seasonal as well as off-season vegetables and spices for their enterprises.

Value chain strategies were used that included linking MFIs to poor women to access financing that would support the various enterprises. The initiative also directed input service providers who provided to access to inputs and knowledge and public sector resources ensuring the sustainability of such services. Lastly, the initiative developed apex marketing entities to serve as a bridge between the poor farmers and markets. These entities are expected to work with farmers to create and strengthen the value chain process.

Economic literacy programs reached 569 women and helped to transfer knowledge on basic literacy, numeracy and micro-enterprise, as well as and information on social issues, such as basic health, nutrition, water and sanitation, family planning and children's education.

The women's microenterprise program developed a good coordination and linkages among the farmers, input/out service providers, and the government line agencies which resulted in an increase in the income of a micro-enterprises' group members from their farm and off-farm enterprises. Each household earned additional annual income of US\$ 132, as compared with the target of US\$ 100.00.

Among the total women households groups, the HVC sector had the highest working groups (73%) followed by Goat rearing (13%) small enterprise (13%). However from an income distribution point of view HVC contributed 71% of total income generated, while poultry raising earned 20%.

Agro processing units for incense, gundruk and lokta were initiated through the project's support to members via promotion campaigns, trainings, production assistance, and market linkages.. The facilitation of loans through development cooperatives has become very convenient to the beneficiaries. Their repayment rate at the end of the program was 100%.

The Gender Support Activity, covering such issues as gender sensitivity, balance and mainstreaming, has been a cross-cutting theme of the project. The project realized the need to actively boost the participation of women and DAG in income generation activities. Trainings to raise awareness on gender equity and to mobilize the participation of women were held in all the four project intervention districts. After the trainings, women were found to be very motivated towards becoming involved in the income generation activities.

### ***Lessons Learned***

Among the lessons learned, the project demonstrated that the value chain approach was very effective in the creation of enterprise for the poorest and most disadvantaged groups. Likewise, the development of public private partnerships that included government, input dealers and markets proved crucial for effective program implementation. Marketing Committees are essential in order to increase bargaining power of the farmers. Program outreach and implementation tends to sound more convincing and successful through local resource persons (LRPs). Furthermore reliable market information at the right time is the key to decision making by farmers and local traders to enhance the prospect of increased income. Lastly, the opportunity exists for the private sector to invest in essential oil Distillation Units, especially when there is a growing prospect of income in the cultivation of NTFPs and the demand for extracts from certain NTFPs is ever increasing.

Finally, to declare the official closure of BDS-MaPS project, on September 30, 2007 a full day closing workshop was held in Hotel Yak Palace, Pulchowk. The workshop provided an opportunity for stakeholders to share their experiences of the project and their achievements/contraints. Project participants arrived from the various districts, forming an appreciable majority of women attendees at the session

## **1. Project Overview**

### **1.1 Glimpse on NTFP Enterprise Prospect in Nepal**

Nepal's beautiful landscapes and rich culture stand in stark contrast to the severe poverty of its people. More than half of Nepal's 23 million citizens live in absolute poverty and more than 40 percent of the population is undernourished. Constraints that keep Nepal in a state of poverty include: hilly terrain resulting in a lack of infrastructure, prevalence of subsistence farming, inadequate commodity markets, limited access to low-cost agricultural technologies, agricultural education mismatched to farmer needs and market demand, and population growth of 2.27 percent. Poverty in Nepal reflects regional, gender, and caste dimensions. Poverty is especially severe in hills and mountains, which are characterized by inaccessibility, heterogeneity, and marginalization. Women and girls are poorest among the poor because of discrimination in socio-economic and educational opportunities, ownership of assets, legal rights, and decision-making.

Non-Timber Forest Products (NTFP) are used for a variety of purposes in everyday life in rural Nepal. Leaves, roots, stems, fruit, fiber, flowers and seeds of Nepalese NTFP are used for fodder, housing materials, hygiene, dyestuffs, cosmetics, clothing, protection from the rain, agricultural implements, fermentation materials, rituals, fishing, rope, and trade – all in addition to their importance as food and medicine. The importance of forest plants in household and community life is well documented. NTFP are also a source, and sometimes the only source, of cash and barter income for rural plant collectors and cultivators. But the trade in NTFP is complicated and secretive, making it difficult to estimate the number of people involved, the magnitude of impact on the local and national economy, or the effect of trade on the forest ecosystem. It is well known that banned items are routinely exported.

The U.S. Herb Research Foundation reports that the market for herbs has expanded by up to 35% annually for much of the 1990s. When interviewed, Nepalese traders say that more people are engaged in the NTFP trade in Nepal than previously. For example, data collected by ANSAB indicates that the number of NTFP producers, traders, and processors in or near Nepalgunj rose from 111 to 137 between 1996 and 2003. Olsen and Larsons offer the insight that resource-poor villagers are those most likely to rely on wild collection of NTFP for their livelihood, while better-off villagers are more likely to be engaged in farming. Field surveys conducted by the project consortium and by other researchers indicate that the importance of NTFP in individual household economies ranges from very little to about 50%. In addition, price volatility, which is a characteristic of the NTFP subsector, periodically turns carefully collected plant materials into rubbish.

Within the context of this scenario, it was deemed urgent and important to develop a program that would be focused in providing economic benefits to a large number of people involved in this trade. Furthermore, by utilizing a market-driven business development services (BDS) approach and working closely within the value chains of various products, a long term and sustainable solution can be developed.

## **1.2 BDS-MaPS Project**

Business Development Services, Marketing, Production and Services (BDS-MaPS) project launched its operation in January 2004 through a consortium of five partner organisations whose activities were financially supported by the USAID. The partners of BDS-MaPS project is comprised of International Development Enterprise (IDE), Winrock International, Asia Network for Sustainable Agriculture and Bio resources (ANSAB), Lotus Opportunities and World Wildlife Fund (WWF), with each contributing a unique set of skills to towards the holistic approach in the rural development field. The project completed its term period at end-September 2007.

## **1.3 BDS-MaPS Partner Profile**

**International Development Enterprises (IDE):** IDE is a nonprofit organization headquartered in Colorado, USA. Established in 1981, IDE currently has eight country programs: Nepal, Bangladesh, Cambodia, China, India, Vietnam, Zambia and Zimbabwe. IDE's programs worldwide, including Nepal, emphasize a business development services approach to poverty alleviation. Its role in program implementation was in the area of BDS intervention design and project management.

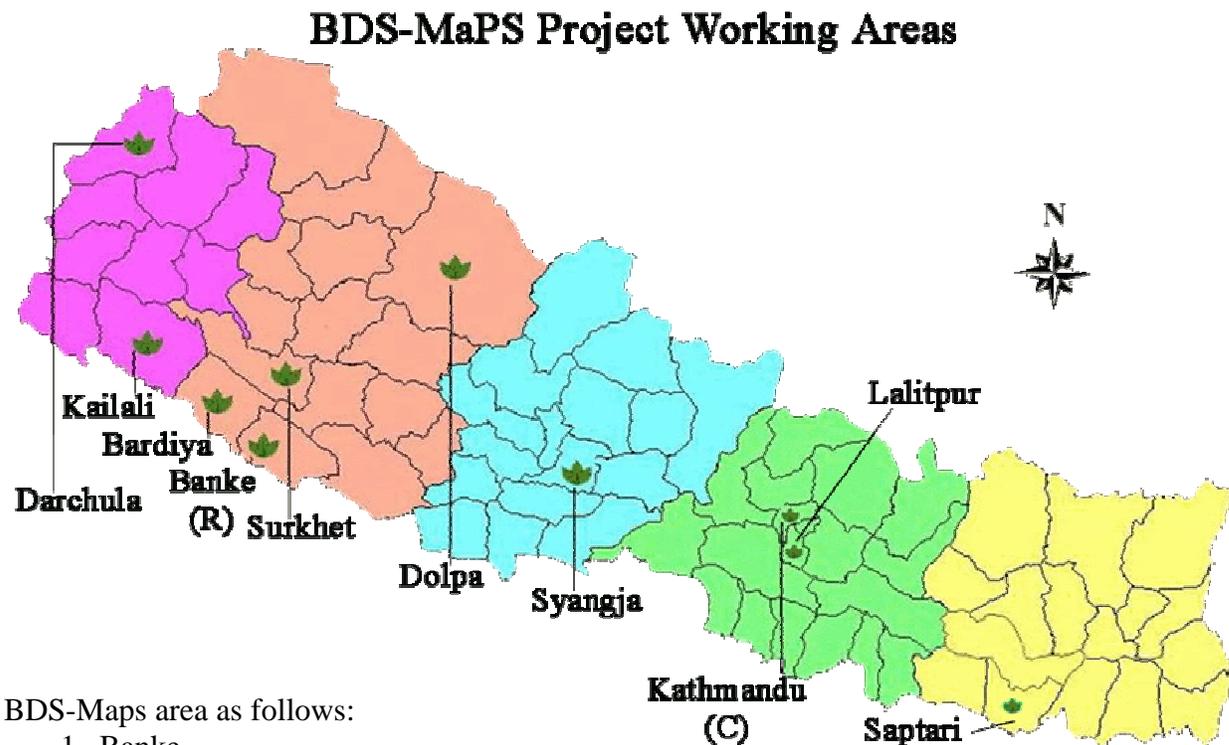
**Winrock International:** Winrock is a nonprofit organization that works with people in more than 65 countries to increase economic opportunity, sustain natural resources, and protect the environment. Winrock has extensive experience in NTFP production, processing and marketing. Winrock provided international expertise in NTFPs, marketing, and program monitoring and evaluation.

**The Asia Network for Sustainable Agriculture and Bioresources (ANSAB):** ANSAB is an international non-governmental organization that promotes enterprise-oriented solutions to problems facing forest user groups and forest-dependent communities in Nepal. ANSAB provided NTFP and enterprise development expertise in the program's field implementation.

**Lotus Opportunities:** Established in 1988, Lotus is a private organization in Nepal that blends the elements of a market-driven approach with sustainable enterprise development. Lotus has four organizations that implement work according to four thematic approaches: (1) Lotus Business Incubation Centre: A knowledge and resource-based center where business entrepreneurs can acquire the necessary information and support to successfully establish an enterprise; (2) Lotus Holdings: Provides entrepreneurs with the access to financial resources either for business start-up or business development; (3) Lotus BizPort: Assists entrepreneurs in their response to problems; and (4) Lotus Intellect: Facilitates workshops and seminars to provide professional solutions to management needs. Lotus assisted in strengthening the capacity of BDS providers for the program.

**World Wildlife Fund (WWF):** Created in 1960, the WWF promotes community-based integrated conservation and development (IDC) activities. The IDC projects, both at the protected area/buffer zone level as well as the landscape level, intervene in community-based natural resource management, eco-tourism development, conservation education and awareness, women's empowerment, forest regeneration, and transboundary conservation. WWF through other existing programs has organized NTFP producer groups that will be integrated in this program. WWF will also provide environmental expertise.

*Chart 1: BDS-MaPS Project Area*



The project prioritised its activity plans to be implemented within Western, Mid-Western and Far-Western development regions of the country. The project initially envisaged implementing its development activities within the regions in six districts, namely: 1) Syangja, 2) Banke, 3) Bardiya, 4) Surkhet, 5) Kailali, and 6) Dolpa. However in its second year, the project added Darchula as its seventh district of operation. The BDS-

MaPS project office was based in Lalitpur, while Nepalgunj was set as the district/area coordination office.

The project target groups were composed of farmers, CFUGs and collectors. The project's program main objective was to enable income rise for micro and small enterprises in rural Nepal through interventions aimed at increasing production through sustainable harvesting and sale of high-value agriculture products and NTFPs. The international market for Non-Timber Forest Products (NTFPs) is growing rapidly and Nepal is uniquely endowed with a wide variety of indigenous NTFPs. Therefore, the BDS-MaPS project intended to apply its unique market development approach to benefit the producers/gatherers and the many enterprises involved in the trade and processing of NTFPs in the country.

#### **1.4 Project Goal**

To raise incomes of rural Nepal through interventions aimed at increasing production, processing and sales of NTFPs and high value crop (HVC) products.

#### **1.5 Project Objectives**

1. To raise the income level of 22,000 household beneficiaries (9,000 direct households + 13,000 indirect households) by promoting marketing, services and production of NTFPs and high value spices.
2. To incur a net additional income raise of US\$ 125/yr per household by end of the project period.
3. To increase transactions of NTFPs, herbs and spices to \$US 2.2 million by end of the project period.

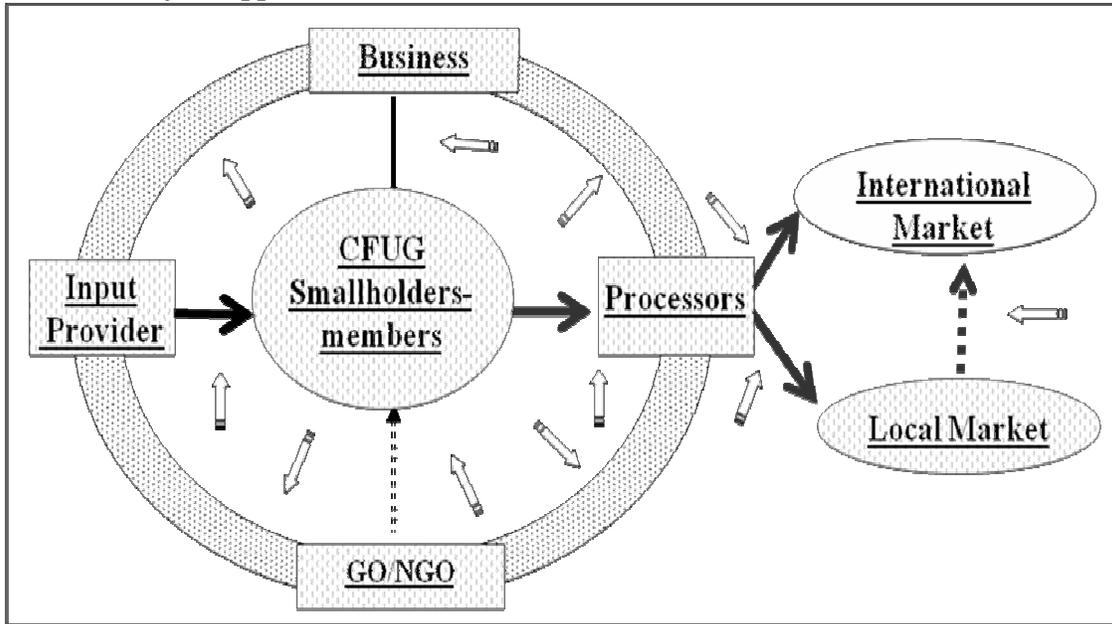
#### **1.6 Project Strategies**

The project practiced the following strategies to meet its objectives:

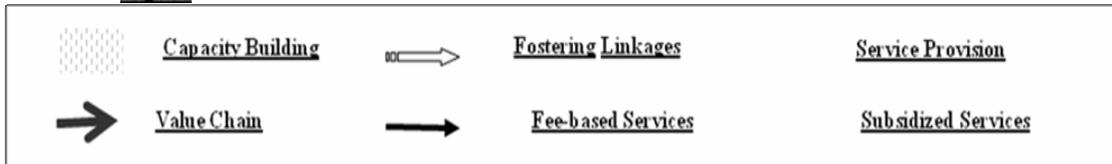
1. Promote a market-driven approach for the commercialization of Nepalese products by building strong linkages to international markets while consolidating and improving the domestic and Indian market linkages.
2. Expand the production of non-timber forest products (NTFPs), herbs and spices through promotion of domesticated cultivation and processing, while promoting sustainable harvesting practices among wild gatherers.
3. Strengthen the market environment in this sector by facilitating towards building a network of service providers to service the producers.

- Place strong emphasis on women and disadvantaged community groups and include them as at least 50% participants in project activities.

**Chart 2: Project Approach**



**Legend:**



## **2. Annual Progress Highlights**

### **2.1 First Year (Oct. 2003-Sept. 2004)**

The preliminary stage laid the foundation for the project. During the preparation phase, numerous guidelines on operational norms and roles of personnel were developed, district team members were trained on sub-sector analysis and gender sensitization, and an annual planning workshop was held to design interventions and establish micro-budget allocations for field level activities for each district. Furthermore target setting exercises regarding target households, sales revenue, production volume and baseline information were undertaken. BDS-MaPS field activities commenced in April 2004.

#### **2.1.1 Producer Groups**

BDS-MaPS worked with 120 existing groups, which included 52 CFUGs, 25 NTFP Producers, 9 Co-operatives, 32 Coffee producers and two Enterprises. The total number of related trainings, workshops, visits, meetings, and tours achieved by the project was 295. The total number of participants involved in the above training, workshops were 5,014, of which 2,073 were women and 557 belonged to DAG.

#### **2.1.2 Direct and Indirect Beneficiaries Households**

The project reached to 1,857 (94.74%) direct and 5,575 (214%) indirect beneficiaries HHs out of the total target of 1960 HHs for the year. As many as 11,142 individuals have been identified as the direct beneficiaries who have been provided access to improved technology for use in their enterprises.

The indirect beneficiaries primarily included all CFUGs member households, as the income generated from cultivation of herbs and spices inside the community forestry goes directly to the CFUG's fund and individual members do not share it.

#### **2.1.3 Total Cash Value of NTFP, Herbs and Spices**

The intervention of BDS-MaPS during the six months period of the first year generated a total gross income of NRs. 2,669,188 or US\$ 36,500.000 (27.91%) out of the target amount (US\$131,000.00). The total additional income of the direct beneficiaries per HH stood at NRs. 1,473.18 (US\$ 19.68) which fell short from the target figure of US\$ 66.84.

The target of total monetary value of the total increased sales of non-timber forest products (NTFPs), herbs and spices was set at US\$ 921,000. The project beneficiaries achieved to increase annual sales of NTFPs, herbs and spices to US\$ 827,000 (90%) by end of the first project year.

#### **2.1.4 Participation of Women and DAG**

Out of the targeted 1960 direct beneficiary households, 615 women households and 494 DAG households benefited from productive activities. Together, the participation of women and DAG producers in the project came to 57%. DAG participation in the project's activities fell short of targets in Banke, Bardiya, Dolpa and Syangja districts.

#### **2.1.5 Adaptation of Improved Technology**

All 1,857 households were served with NTFPs and spices cultivation techniques and supported to adopt improved technology in the project areas. An average production of NTFPs, herbs and spices reached 39.45 Kg per household and the total NTFPs, herbs and spices produced were 73.26 metric tons in the total cultivated land area of 78.90 ha.

#### **2.1.6 Sales of Agriculture Inputs**

The sales of agriculture inputs reached close to 60% by end of the first year against the targeted sales of NRs. 40,025,389 (US\$ 548,293). The project established NTFP network in each six districts.

Monetary value of business services had set a target of 12 % of the agricultural inputs, equivalent to NRs. 435,410 (US\$ 5964.52). The project achieved the value of business services of NRs. 211,044 (48.47%).

### **2.2 Second Year (Oct 2004-Sept 2005)**

In its second year of operation, the project's production and sales have exceeded the prescribed targets in all districts. The project successfully reached to 6,394 direct beneficiaries' households and 8,001 indirect beneficiaries by adding 2,924 new households to its network of support programs. Women beneficiaries involved in the project numbered 2,396 and disadvantaged group (DAG) beneficiaries were 1,520, exceeding the set target. The project delivered trainings to 1,528 participants in various skills development areas, such as onion cultivation, natural resource management, NTFPs cultivation and management, spices cultivation, organic farming, marketing of ginger.

#### **2.2.1 Total Cash Value of NTFP, Herbs and Spices**

The cash value of NTFPs and Spices sold was recorded at NRs. 42,015,662 or US \$ 575,557 (73%) out of the target amount (US\$ 784,560) , while agriculture input sales achieved a value of NRs. 7,883,081 (277%) against the target of NRs 2,841,000 (US\$ 38918).

#### **2.2.2 Aggressive Marketing**

Marketing activities were expedited for market information research regarding Indian markets and prices, which then was linked with AEC price information system to regional and district offices. BDS-MaPs staff held a series of meetings with NTFP-related industries and exporters were held and circulated a BDS-promotional brochure. Activities on developing business-to-business links with various NTFP producers and traders through providing samples to reputed establishments such as Male' International and Dabur Nepal were effectively pursued. Market study on NTFPs and Medicinal and

Aromatic Plants (MAPs) for a domestic market of Ayurveda products were also critical areas of work completed under the marketing component. Furthermore, NTFP, HVC, irrigation, agro-processing, services and enterprise experts were recruited for technical back up for the field team.

### **2.2.3 Launch of Women Enterprise Project**

Women enterprise component was added to the project to introduce women involved enterprises at Banke, Kailali, Saptari and Lalitpur (WE is separately described anyway).

## **2.3 Third Year (Oct. 2005-Sept. 2006)**

In the third year, the project directly worked with 10,019 beneficiary households, as compared to the target of 9,000. Total net sales reached NRs. 6,71,02,593 (USD 931,980.45). The average increase in income over the baseline figure was USD 84 per household, representing 70% of the project target. Sales generated from all 23,000 direct and indirect beneficiary households—1,000 more than targeted—amounted to NRs. 111,937,155 (USD 1,554,682).

### **2.3.1 Cumulative Cash Value of NTFP and HVC**

The cumulative sales of NTFPs and HVC by the project beneficiaries during the first three years of the project amounted to USD 2,163,946 versus the project target of USD 2,283,000, thereby attaining 95% of the project target.

### **2.3.2 Focus Areas**

Major activities emphasized strengthening the ability of beneficiaries to sustainably generate income, the commercial viability of their micro-enterprises, promoting sustainable harvesting of NTFPs and developing networks of service providers and NTFPs traders to promote a beneficial environment for micro enterprises.

### **2.3.3 Project Activities**

To achieve the above, the project coordinated workshops and trainings ranging from HVC transplanting and improved cultivation to the use of micro-irrigation technology in all the district areas. The project developed networks of NTFPs traders, collectors, processors at national level and participated in the national NTFPs and herbs Trade fairs organized through Business Membership Organizations (BMOs) like JABAN in Nepalgunj. The project made concerted effort to ensure the establishment of appropriate marketing linkages that had longevity in the future.

Awareness and social marketing communication campaigns through distribution of booklets, slogans and hoarding boards displaying the best practices.

## **2.4 Fourth Year (Extension phase: Oct 2006 - Sept 2007)**

Project interventions for the extended phase were streamlined to induce concerted effort on the continued progress in selected priority areas. Its completion of work envisages ensuring increased stability in the future of the sub sectors.

During the fourth year, the project focused on: 1) sustainable harvesting of wild NTFPs; 2) cultivating, and processing medicinal and aromatic crops; and 3) intensifying production, especially via micro-irrigation and post-harvest for HVCs.

To support enterprise development, the project strengthened the management and marketing capacity of CFUGs, as well as of other private service providers, Business Unit's and farmers business units'.

As part of marketing support services to the value chain actors, the project facilitated the development of sustainable trade linkages. The project's marketing activities emphasized the simplification of export processes, capacity development of intermediate and regional traders, and supporting to various NTFP trade events.

The project carried out a series of policy and advocacy interventions to promote an enabling environment for the project's income-generation activities. BDS MaPs actively worked to establish and/or strengthen a NTFP apex body, NTFP Alliance, Business Member Organizations and product quality testing laboratories. BDS-MaPS project also undertook to strengthen the capacity of women decision makers to address gender issues.

### **2.4.1 Sales and Income**

The total sales from all sectors (wild NTFPs, cultivated NTFPs and HVC/Spices) reached NRs. 88,010,000.00 (US\$ 1,354,000) —representing an average of US\$128.6 per household— in spite of some natural calamities, bandhs, strikes and other disturbances. The largest product sales came from Darchula and Kailali districts. Total sales obtained from the indirect households on the fourth year amounted to NRs. 47,115,351.00 (US\$ 724,851.5).

### **2.4.2 NTFP Cultivation**

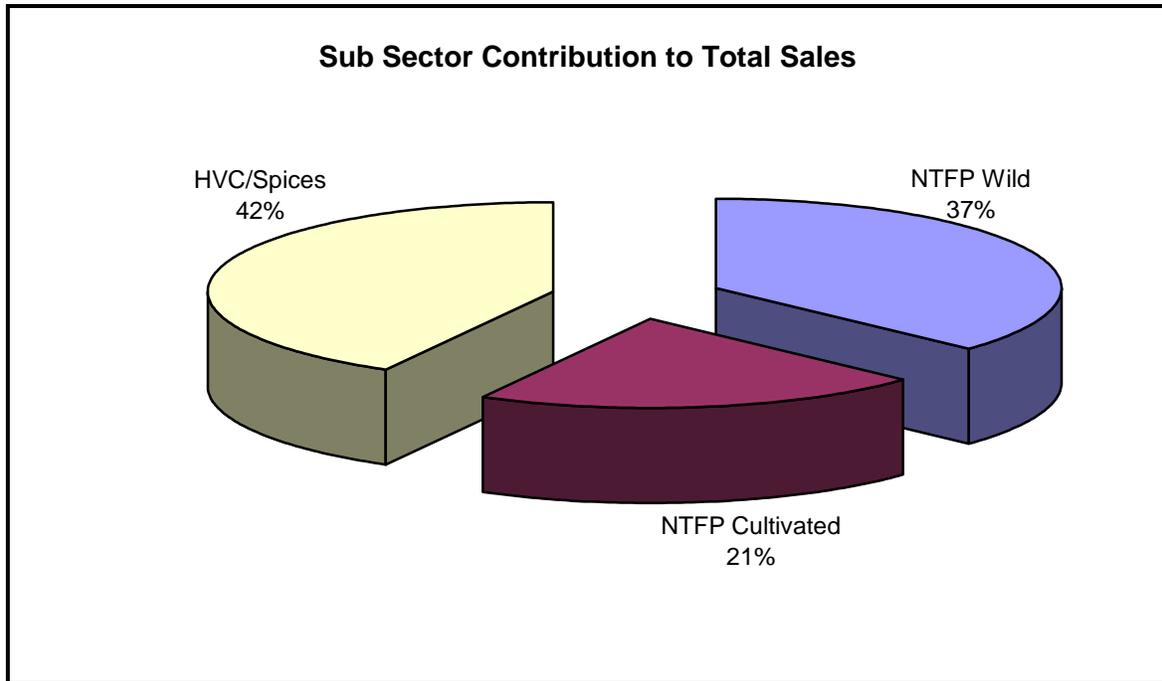
Overall, the program achieved 98% of the target sales of NRs. 19,075,917.00 (US\$ 2,934,776.00) in cultivated NTFPs in the fourth year. The best performance was achieved by producers in Banke district, which attained 249% of their target by cultivating and distilling Chamomile (*Matricaria chamomillia*), Eucalyptus (*Eucalyptus camaldulensis*) and Lemongrass (*Cymbopogon flexuosus*), and Tulsi tea (*Ocimum spp.*).

### **2.4.3 HVC/ Spices and Other Crops**

The total sale in this category was recorded at NRs. 36,849,716.00 (US\$ 566,919.00) versus a target of NRs. 56,424,460.00 (US\$ 11,284,892.00) of the sales target. This covers 65% of the targeted sales.

**Chart 3: Sub Sector Contribution**

The chart below provides an understanding of the contribution of sub sector for the total sales achieved.



**Table 1: Annual Target Segmentation**

Sub Sector	% Contribution
NTFP Wild	27%
NTFP Cultivated	17%
HVC/Spices	59%

**2.4.4 Behavior Change Communication Campaign**

Awareness program was implemented to raise and publicize the concern for the sustainable management of NTFPs. The campaign incorporated three main approaches: 1) booklet distributions, 2) hoarding board display and 3) write-up slogans in buildings community forestry user’s group buildings targeting school children.

The project prepared booklets on twenty-six species of commercial medicinal and aromatic plants. The booklets covered following species: Kutki, Ashwagandha, Bel, Pakhanbet, Lauth Salla, Sikakai, Kurilo/ Kurilo, Yarshagumba, Atish, Gucchi Chyau, Jatamansi, Amala, Pipla, Serpagandha, Barro, Shugandhawal, Timur, Kal Megh, Saphed Musli, Lemongrass, Palmarosa, Citronella, Mentha, French Basil, Peppermint and Chamomile. Each booklet describes botanical character of respective species, geographical and temperate distribution range, uses, and methods of collection, method of propagation, market information, conservation status and legal procedures for trade.

As in the previous year, there has been a growing demand for the booklets from partner organizations. District offices disseminated the materials to local-level line agencies, institutions and local resource persons (LRPs).

#### **2.4.5 Operational Plan Study and Gap Analysis in Community Forests**

Most of the community forests users are not aware of sustainable management issues of natural resources. Thus, there are knowledge gaps within the user groups regarding recent and updated knowledge of handling the available resources in a sustainable manner. The program has examined the forest operational plans (FOP) of these groups. Gap Analysis of 92 community forests groups was carried out last year.

#### **2.4.6 Resource Inventory and Amendment of Forest Operational Plan**

NTFP resource inventories were carried out to estimate the availability of NTFPs in any given area and to explore enterprise options. This has helped the District Forest Office to determine the harvestable amounts and to make decisions regarding issuing permits for collection of selected NTFPs.. The inventory has also proven to be useful for the members of the CFUGs for planning purpose for income generation, enterprise creation and future conservation efforts. Thus, 17 CFUGs have carried out NTFP resource inventories while sixteen of the users groups used the data to amend their FOPs.

#### **2.4.7 Establishment of Demonstration Plots**

In order to establish sustainable harvesting practices all over the region, all program districts have established demonstration plots within the community forests. Different techniques and practices of harvesting, weeding, manuring, firing, toping etc. are given within each demonstration plot. The CFUGs maintained the plots, which served as models to be shown to forest users and other concerned stakeholders.

In Banke, a demonstration plot was set up for Pipla; in Bardiya, for Pipla and Sikakai; in Kailali, for Bet and Pipla; in Surkhet, for Kuriol; in Darchula, for Yarshagumba and in Syangja to show cultivation techniques of different NTFPs. Dolpa established a demonstration plot for Atish (*Aconitum heterophyllum*) to create awareness about the domestication of this species. The impact of demonstration plots has endured as rural producers have progressively adopted the model income generation and conservation methods.

#### **2.4.8 Closing Workshop**

On September 30, 2007, a full day closing workshop was held in Hotel Yak Palace, Pulchowk, to officially mark the completion period of BDS-MaPS project. The objectives of the workshop were as follows;

1. Sharing of BDS-MaPS project achievements and lessons learned,
2. Sharing of project experiences by beneficiaries,
3. Sharing of BDS-MaPS districts integration in SIMI extension program, and
4. BDS-MaPS (IDE/ WI /ANSAB /LO /WWF) project closing announcement.

There were over hundred invitees who were associated with the project one way or the other. Apart from the members of the project consortium participants, representatives from USAID, government agencies, international and local partners, NTFP-related associations, and various private sector industry partners, business corporations and enterprise owners from the project districts were in attendance for the closing workshop. The equal participation of women micro-entrepreneurs and members of social mobilization groups made the atmosphere very vibrant during the progressive stages of the day.

The first session of the workshop commenced under the chairmanship of the DG of the DoF. The program was launched with a welcome note and brief orientation on the purpose of the gathering. The Project Team Leader gave an overview of BDS-MaPS and shed highlights on the project,t achievements. The Director of Operations presented his agenda by sharing experiences on the lessons learnt during the operational years. Similarly the BDS-MaPS WE/PRIME project manager also presented the successes of the PRIME's activities and shared lessons learnt in the forum.

The Agriculture Program Coordinator for South Asia with Winrock International put forward a strategic plan of approach through integration of BDS-MaPS with SIMI as an extension program which would continue till 2009. The merger of the two was better known as SIMI Alliance.

The micro-enterprise owners who arrived from the districts were fully given the opportunity to share their real experiences of success and highlight issues for future consideration. Amongst the presenters were managing director of DU, Brindaban CFUG; Manager of DU and essential oil crop cultivator of Mahadevpuri, Obhary; Representative of MPC of Lalitpur, women poultry and goat farmers, incense sticks enterprise, MUS program associate, LRP, Orange trader, Commission Agent. Speakers represented from various districts such as Saptari, Banke, Lalitpur, Syangja and Kailali.

Private sector industry partners from business trading to financial sectors, the representatives of relevant associations including women's development cooperative and working partner organizations also shared their experience of the BDS-MaPS project and its value contribution towards uplifting the livelihood status of the targeted marginal communities.

Towards the end of the session, the USAID representative presented his remarks and appreciated the project's outcome. Finally the M&E Team Leader of BDS-MaPS gave a vote of thanks to the audience for the support they showed to the project.

The workshop ended with a conclusive note by the chairperson (DG, DoA) of the second half session who showed concern over the need for sustainable approaches towards BDS enterprises and any other program activities which would be focused in the rural areas and hoped that such good practices will continue to flourish for the betterment of the nation.

### **3. Performance Monitoring Indicators**

#### **3.1 Strategic Objective 1 (SO1)**

The strategic objective framework for BDS-MaPS set by the USAID;

*SO1: Increased sustainable production and annual sales of non-timber forest products (NTFPs), herbs and spices.*

##### **3.1.1 Project Achievements - Key Highlights**

The salient features of the overall project achievements are briefly highlighted below;

- a. The BDS MaPS project exceeded target figure by reaching to 23,500 beneficiary house-holds.
- b. Total sales for NTFP, HVC and Spice products reached USD 3.7 Million, well above the set target.
- c. As a direct result of interventions by BDS MaPS, the production of cultivated NTFPs increased from 27 MT to 50 MT.
- d. The cultivated land areas increased from 466 ha to 688 ha.
- e. One hundred percent of direct beneficiaries were led to adopt improved technologies.
- f. Over 3,875 were women to whom business development services were provided, 275 more than the set target of 3600.
- g. The average additional income for each household stood at USD 128.00 for direct beneficiaries, with Essential Oil/DU participants earning on average \$272.00 per household..
- h. Numerous program activities have been deployed to ensure the wide dissemination and adoption of practices for sustainable harvesting, especially in the case of collecting wild NTFPs.

**Table 2: The figures below in the Cumulative Achievements column gives a clear indication on the performance levels on various Result Statements.**

SO or IR	Results Statement	Indicator	Unit of Measure	Baseline year (2004) Baseline value	Total Cumulative Target	Cumulative Achievements
SOI	Increased sustainable production and annual sales of non-timber forest products (NTFPs), herbs and spices	Annual sales of NTFPs in target areas	Millions of US Dollar	0.039	3.123	1.788
		Annual sales of herbs and spices in target areas		0.751	3.812	1.740
				<b>0.79</b>	<b>6.935</b>	<b>3.528</b>
SO 1 IR 1.1	Expanded market participation	Farm and forest households collecting and selling NTFPs in target area	Number of farm and forest HH in thousand	4.338		
		Farm and forest households collecting and selling herbs and spices in target area		6.386		
				<b>10.724</b>	<b>10.500</b>	<b>10.536</b>
SO1 IR 1.1.1	Increased Adoption of Improved Technology	Households adopting improved technology in cultivating NTFPs	Number of HH in thousand	0		
		Households adopting improved technology in cultivating herbs		0		
		Households adopting improved technology in cultivating spices		0.901		
				<b>0.901</b>	<b>10500</b>	<b>10536</b>
SO1 IR 1.1.1	Expanded access to business service and markets	Number of HH receiving BDS support in NTFP cultivation	Thousands of HH	0	6.75	
		Number of HH receiving BDS support in herbs cultivation		0	0.338	
		Number of HH receiving BDS support in spices cultivation		0.901	1.986	
						<b>21.072</b>

SO1 IR 1.1.2	Expanded access to business service and markets	Monitory value of agricultural inputs purchased by HH from BDS providers in NTFP cultivation	USD	0	35,020	
		Monitory value of agricultural inputs purchased by HH from BDS providers in herbs and spices cultivation		10,184	3,589	
		Monitory value of agricultural inputs purchased by HH from BDS providers in NTFP, herbs and spices cultivation		509,220	179,415	
						<b>10529.27</b>
Optional	Increased income	Income per household from NTFP collection and cultivation	USD	8.98	126.02	
		Income per household from Spices collection and cultivation		117.57	124.43	
		TOTAL increased income from NTFP + SPICES	USD	126.55		

**Note:** Revised Input baselines and target for extended SO1 and IR indicator<sup>1</sup>

#### 4. Program Intervention Approach and Impact

The BDS-MaPS project incorporated nine major intervention areas in its program implementation. The identified interventions were assessed potential to successfully affect the anticipated outputs from the activities. The impact measures attained from each intervention are highlighted below:

##### 4.1 Intervention 1

Facilitate in developing capacity of mediators for establishing international/ national market linkages and coordination at national and international levels.

##### Impact

- a. HNCC co-hosted the Regional Trade Fair at Nepalgunj.
- b. Product promotion in Gorkha Ayurvedic Company's visit to LA Fair. (Introduction of nine products; 35% increase in sales in six months).
- c. Twenty-eight products have been identified for local and Indian markets as well as international markets.

<sup>1</sup> Detail given - ANNEXES

- d. Syangja Orange whole sale *mandi* (fixed stall/venue) established and inaugurated in Butwal.

*After intensive facilitation of interactions among traders, cultivators and companies, following agreements has been successfully negotiated:*

- a. Himalayan Special Herbs Company: buy back guarantee of 1.5 ton of mentha from Bardiya.
- b. Dabur Nepal Pvt. Ltd.: for technical support for 25 ha of mentha cultivation in Kailali, plus buy back guarantee .
- c. Shubha Laxmi Multiple Cooperative: tulsi cultivation and buy back guarantee for participating farmers.
- d. Gorkha Ayurved Company: Purchase of shilajeet from project districts.
- e. Project signed an agreement with Herbs Production and Processing Co. Ltd. (A parastatal under Ministry of Forest & Soil Conservation) for technical support for cultivation and processing of Medicinal and Aromatic Plants with buyback guarantee.

*Co-ordination and market linkages developed;*

- a. Wild Fibers, Male International, Chaudhary Biosys, Gorkha Ayurved, HPPCL, NEHHPA, JABAN, Kalimati Market, Shayam Hada (Kathmandu Trader), Mohamad Ishaq Halwani and Chhotku Halwani and various district-level traders.
- b. Male' International signed MoU for cultivation of Lemon Grass and Chamomile in Kailali district and Organic Certification from ECOCERT for the Banke DUs and Dolpa NTFPs to maximize benefit from the organic trade of selected herbs at the farmer- and national-level.
- c. Surkhet traders and Wild Fibers for business deal for Allo thread.
- d. Surkhet traders linked with Kathmandu and Nepalgunj traders.
- e. Dolpa NTFP traders' associations linked with Kathmandu traders
- f. Kailali traders made linkage with Surkhet ginger traders for strengthening supply chain and demand chain of ginger during the lean period of exports to India, as often created by imposition of PRA analysis etc by the Indian government. Mechi Mahakali Jadibuti Udhyog, Kailali has built relationships with Indian trader to procure quality seeds of NTFPs and spices.
- g. Subalaxmi Bahuudashya Co-operative and BDS-MaPS signed an agreement for an alliance-building and sustainable trade movement to support for the promotion and marketing of herbal tea in sequential phases.
- h. Trade links between farmers/collectors of *Acacia rugata* (Sikakai) and the local traders of Bardiya. Farmers managed to sell Sikakai.
- i. Trade linkage for Tulsi has been established between cooperative and farmers.
- j. Linkage developed with Male International and Brindaban CFUG led to agreement to purchase Lemongrass and Palmarosa oil.
- k. Suvayatra cooperative of Syangja linked with Nepalgunj trader that sold Dalchini and Tejpat in Nepalgunj. Syangja traders were linked with Butwal traders.

- l. Overseas contract secured by Satya International from a German company for the export of de-seeded soap nuts. About 6 containers (18,000 MT) of Ritha (*Sapindus mukorise*) have been shipped to Hamburg. This business boosted the business of soap nut in the whole of Nepal. The price of soap nuts increased by 2.5 times at the collector's level, from NRs 18 to NRs 40. This is an example of in unprocessed NTFPs being replaced by processed NTFPs in the export business.
- m. District Orange Producers Association (DOPA) fully capable to manage operation of wholesale market and collection center for oranges.
- n. Key market information was disseminated to service providers, producers, and traders on price of NTFPs and Spices through the BDS-MaPS regional office. With the facilitation of regional staff, regional level traders of Nepalgunj have developed linkages with Doti, Dadeldhura, Rolpa, Salyan, Pyuthan and Argakhanchi for trading of NTFP and spice products.

#### **4.2 Intervention 2**

Facilitate service providers to develop and maintain database on NTFP suppliers, inventory, quality, quantity, price and timely dissemination of market information through use of public media.

#### Impact

- a. Users in Banke are getting regular price information from JABAN and ANSAB.
- b. 2,500 people are aware of importance of NTFPs and BDS-MaPs approaches..
- c. Three service providers were trained in Forest Management.
- d. Local traders build linkages with NTFP-related organizations.
- e. Surkhet revised and amended two community forestry Operational Plans (Goganpani CF, Chhinchu, and Panchabale CF, Jarbuta).
- f. Ongoing NTFP Trade Network Meetings for NTFP cultivation and marketing (AEC and ANSAB price information disseminated through the network).
- g. NEHHPA strategic plan and web design finalized by NEHHPA with the support from Winrock.
- h. Business Unit – a fee based service provider model has been established for providing services to the farmers, CFUGs and other enterprises. Orientation conducted in the districts.
- i. Local Haat Bazaar in Birendranagar established, with every Thursday as the week for trading.

**Table 3: Some of the major Collection Centres established by BDS-MaPS**

<b>Name/Location</b>	<b>Product</b>
<b>Syangja</b>	
1. Pragati Nagar Collection Center	Oranges and Vegetable Crops
2. Rang Khola Collection Center	Oranges
3. Jandh Khola Collection Center	Oranges
4. Helu Collection Center	Oranges
<b>Banke</b>	
1. Rajhina Collecton Center	
<b>Surkhet</b>	
1. Jymire Coopertative for shefar storage and collection center, Ramghat	Seasonal Ginger
2. Jarbuta Collection Center	Vegetable and Spices
3. Bote Chaur Collection Center	Vegetable and Spices
4. Ram Ghat Collection Center	Vegetable and Spices
5. Hare Collection Center	Vegetable and Spices

### 4.3 Intervention 3

Facilitate group formulation and enhance the managerial and marketing competence of participants for effective group operations.

#### Impact

- a. Lender–borrower linkage between Bank of Kathmandu (BOK) and Bhagawati CFUG was made. BOK agreed to provide loan to Bhagawati CFUG for establishing a distillation unit enterprise. This activity marks the beginning of a new model of access to finance through private sector banks and financial institutions in providing micro-finance to farmers, CFUGs etc.
- b. Setidobhan and Dibyajyoti Cooperatives operational at Syangja for promotion of NTFPs. Orientations for similar tasks held in Kailali.
- c. Collection center for vegetable/spices established at Latrepipla, Syangja
- d. Bhagawati CFUG to allocate 38.5 ha land for NTFP cultivation.
- e. Four LRPs train 316 farmers of 18 groups in orchard management.
- f. Formation of Kurilo marketing and coordination committee at Bardiya.
- g. Formation of NTFP/HVC Market Information Board by FECOFUN, Darchula.
- h. Yarsagumba group marketing of NTFPs at Darchula established.
- i. Formation of Mentha Upabhokta Samuha (Beneficiary Group), Bardiya.

#### **4.4 Intervention 4 & 5**

Facilitate establishment of lab testing facilities and develop the capacity of existing laboratories for R&D and quality tests. Facilitate setting up Nepal Standards for NTFPs and Spices.

##### Impact

- a. The NTFP Alliance formed with major stakeholders including GTZ, SNV, ICIMOD took place. This Alliance works through the Herbal and NTFPs Coordination Committee (HNCC), the apex body of NTFPs in the country.
- b. HNCC is set up as an autonomous body for NTFPs in the country. Joint meeting with HNCC and BDS MaPs developed a work plan to facilitate HNCC becoming an autonomous body through the Board Act.
- c. HNCC led workshop jointly organized by GTZ and BDS-MaPS and attended by key stakeholders who prioritized five species of herbs for export strengthening. GTZ and BDS-MaPS developed framework for export strengthening which included setting up of Nepal Standards.
- d. Nepal Standards of NTFPs and Spice discussed at third co-ordination meetings. The meeting decided to form a technical committee including: 1) Department of Plant Resources (DPR); 2) Nepal Bureau of Standards (NBS); and 3) Herbs Production and Processing Co. Ltd. (HPPCL)
- e. The HNCC will coordinate activities in NTFPs trade and marketing in association with the Technical Committee. DPR will coordinate with private laboratories.

#### **4.5 Intervention 6**

Promotion of sustainable harvesting

##### Impact

- a. “Sustainable harvesting of NTFPs” manual prepared and disseminated at the district level..
- b. 192 LRPs trained on sustainable harvesting in project districts.
- c. Sustainable harvesting and inventory guidelines of 20 NTFPs completed.
- d. Training conducted on harvesting and post harvest handling of spices, bojho, mentha, safed musli and other products, which leads to seed production for next season cultivation, increased commercial cultivation area, and adoption of alternative processing methods, i.e. drying ginger etc..
- e. 67 Kg. of bhojo sold from Banke
- f. Orientation on harvesting and post harvesting technology by LRPs to members of 10 CFUGs.

**Table 4: Some of the major outcomes of harvesting/post harvesting & other training in seven districts are as follows:**

<b>Training</b>	<b>Outcome</b>
<u><b>Kailali</b></u>	
Spices crops	Marketing by women in Haat Bazaar and product sales equals to NRs 22,26,179
Three harvesting/postharvest training on off seasonal	4 Kg seeds produced towards the cultivation for next season
Two turmeric cultivation training	Turmeric cultivated in 8.2 Hectares of private land
<u><b>Banke</b></u>	
Essential oil bearing crops	Cultivation of Essential oil bearing plants in 44 ha (Perennial - 40 ha, Annual - 4 ha)
Cultivation of spices and other crops	Area of cultivation of Spices & Other crops (Chilli-24.5 ha, Main season Onion-32.75 ha, Off-season Onion-4 ha, Garlic-8 ha, Turmeric-6 ha, Coriander, 5.63 ha, Watermelon-5 ha, Groundnut-66 ha)
<u><b>Bardiya</b></u>	
Mentha Arvensis & Bel	35 quintal of Mentha Arvensis produced per year & 18,000 bottles of Bel juice produced (1 bottle=7 millilitre)
Grass cultivation	17 ha perennial grass cultivation in Distillation site. 3 Ha Asparagus ready to harvest
Chilly & Garlic	Chilly 4 ha ( existing also) and garlic 9 ha commercially produced
16 kg of Chammomile seed (first introduced crop) has been supported to 12 groups of Karelia BZUC, Sundevi BZUC and Khata CFCC	Chammomile is a new crop supported in the area and cultivated in 17 ha of land
<u><b>Syangja</b></u>	
Chilli cultivation	Farmers started commercial cultivation of Chilli. 59.8 MT of Chilli of value Rs 1.39 million produced and sold
Ginger cultivation training & established ginger dryer	1.95 MT of Dry ginger produced
Dalchini cultivation	2.8 MT of Dalchini sold

#### 4.6 Intervention 7

Facilitate establishing suitable processing plants for locally available NTFPs. develop local competency, and access to supply, maintenance and repair of the technology.

##### Impact

- a. Three business plans for the communities in Bardiya and Banke were prepared. The project facilitated establish linkages of those communities with the MoFSC that led to establishing processing plants in Banke and Bardiya, as result of of MoFSC promotion of NTFPs businesses for rural poverty reduction as guided by the Royal Directives of H.M. King Gyanendra.
- b. Assisted in maintenance and smooth running of processing plant for mentha distillation in Bardiya.
- c. Development of business plans for distillation units. Initiated installation of eight distillation units.
- d. Skill development in Bel juice processing at Banke; 2 Bel Juice enterprises initiated.
- e. Shilajeet processing training by Gorkha Ayurved Company at Dolpa. Local level processing initiated.
- f. Distillation of Eucalyptus leaves (29.84 Kg oil) and Cammomile (615 gr.) at Kailali.
- g. Via processing, increase in yield of mentha oil at Bardiya by 5-9 ltrs/vessel. (1 vessel = 500 kg)
- h. CFUGs helped with business plans so that they understand the business.
- i. Kailali selected lemon grass and citronella for distillation program in Tikapur.
- j. Business plan developed for distillation plants to be installed in district areas.

**Table 5: Profile of the Major Distillation Units**

Name of Enterprises	Gwansi Manakamana Jadibuti Prasodhan Udhyog (Kailali)	Chisapani Jadibuti prasodhan Udhyog (Banke)	Bagwati Jadibuti prasodhan Udhyog (Banke)	Rambapur Jadibuti prasodhan Udhyog (Bardiya)
No. of members in Management Committee	11	9	9	5
Tot. Area of Cultivation (in ha.)	17	22	19	16
Tot. oil production in (kg)	223	631	90	325
Tot. income from Oil (Rs)	181,037.50	160,801.50	125,280.00	106,710.00
<b>Remarks</b>	Annual crops area is not included. The data is based till July.			

#### **4.7 Intervention 8**

Promote initiation and awareness in cultivation of commercially viable NTFPs/Spices.

##### Impact

- a. Reformation of Ginger Development Committee in Syangja.
- b. Fifteen nurseries of coffee established in Syangja.
- c. Onion micro-enterprise and ginger product development enterprise established in Surkhet.
- d. Identification of new crops (groundnut, loth sallo, eucalyptus oil)
- e. Establishment of NTFP nursery in CFUGs and private NTFP nurseries district wide.
- f. Plan for kalmegh cultivation in 13 ha at Banke. Production of >300,000 seedlings of kurilo and cultivation planned for July-Aug.
- g. Six diesel pumps and 21-treadle pumps installation at Bardiya, as a result of demonstration, benefiting 200 households. Five treadle pumps and two diesel pumps installed in Kailali.
- h. Plantation of 62,755 chilli seedlings at 1.73 ha in Syangja
- i. Establishment of collection center for vegetable produces in Setidhobhan, Syangja
- j. Cultivation of onion (7.5ha), chili (7.65ha), garlic (4.66ha), turmeric (3.47ha).
- k. 20 households with 10 ha of land added for ginger cultivation in Surkhet.
- l. 2 ha land allocation for kurilo cultivation at Neulapur VDC and establishment of Kurilo nursery at Rambhapur, Bardiya. Three potential nursery entrepreneurs of Bardiya were linked with FECOFUN and, as a result, the nursery entrepreneurs are producing 200,000 seedlings of NTFPs like Kurilo, Pipla, Sarpagandha, Bet, etc.
- m. Groundnut cultivation expanded in Banke.
- n. 16 LRPs developed in Syangja for coffee grove management. LRPs delivered their services and provided training to various farmers groups, including on plant protection.

#### **4.8 Intervention 9**

Advocate together with stakeholders and government officials for formulation of preferential one-window policy on clear definitions of NTFPs processing, rational regulatory framework for collection, production and trade..

##### Impact

- a. Agreement with HNCC (partnering with GTZ) to work on:
  - Nepal Standard
  - NTFP Policy
  - Information Database
  - Lab Accreditation
  - NTFP Apex Body formation for the development of the NTFP subsector.

#### **4.9 Building Synergy**

One of the major activities of BDS MaPs and its staff has been in building a public private alliance within the NTFP sub-sector. The NTFP Alliance chaired by the Director General of HNCC and includes other government agencies, development partners, trade associations (JABAN, NEPHHA) and private sector institutions (Dabur, Bank of Kathmandu, Malle International, etc...) , made it possible to jointly work to bring about impacts listed above.. Furthermore, the integration of financial, technical and strategic support in the design and implementation of program activities increasingly generated synergy among alliance members, which in effect served to build the capacity of each member.

#### **4.10 Employment Creation**

The project has created employment for 9,260<sup>2</sup> local people, out of which 532 were employed full-time and 8,728 were employed part-time. Details are shown in Annex 6- “Estimate of type and number of jobs created by BDS MaPs”. The breakdown of employment is: 3,645 are employed in enterprises, 4,313 in spices, and 1,302 as service providers. The equivalent full-time job creation was 2,490 jobs. The salary per job created from the various enterprises was equivalent to \$985 which in total amounted to \$2,452,650.00<sup>3</sup>

#### **Successful Farmer Ram Bahadur Kuwar**

Ram Bahadur Kuwar, a farmer, from Bangaun, Tikapur has proved to be successful chilli entrepreneur. He has 7 katthas of land, but has taken a progressive step by farming chilli and other vegetables in 2 hectares of lease land at present.

He first produced a total of 1644 kg of NS 1701 (F1 hybrid) variety and incurred a total turnover of NRs. 44,388.00 in which NRs. 6000.00 was his actual cost. He was also able to generate employment in various work areas in his enterprise such as nursery preparation, plantation, weeding, spraying and harvesting etc.. Each labour was paid a daily wage of NRs.80.00.

With the increasing surplus of income he has been able to pay off his bank loan amount, maintained his house and enrolled his son in boarding school.

<sup>2</sup> Detail on Jobs Created - ANNEX

<sup>3</sup> All above based on report by Dr. John Deboer, June 07

## 5. Major Intervention Activities

In each of the nine program intervention areas, BDS-MaPS implementation activities served to ensure that potential economic sub-sectors have been sufficiently exploited. BDS MaPS promoted economic activities in each district after careful assessment of the needs and feasibility study of the subsector, so as to optimise benefit from application.. The description of major activities below is intended to give an understanding of the nature of activities that have been undertaken to fulfil the norms of the associated intervention objectives, rather than describe the levels of penetration in the districts.

### 5.1 Intervention 1

Facilitate in developing capacity of mediators for establishing international/ national linkages and coordination at national and international levels.

#### Major Activities

- a. BDS-MaPS sought help from various concerned projects and agencies to organize an International Conference on Nepalese NTFPs and enhanced international marketing of NTFPs.
- b. Assisted NEHHPA in developing and disseminating an annotated directory of exporters and participating in Natural Products Expo 2004 held in Amsterdam, Netherlands in 2004, in collaboration with the Export Promotion Board. BDS MaPS organizational strengthening of NEHHPA and assisted with strategic planning for building a national-level NTFP network and association. Traders' meeting with international buyers took place in association with NEHHPA through Trade Fair in USA took place.
- c. Demand analysis for NTFP/Spices in Europe and Asia was carried out on an on-going basis.
- d. Intensive interactions with traders, cultivators and companies were cultivated and the following linkages were successfully made:
  - Agro vet Traders visited Barabanki (India) for linkages with traders and to get information of NTFPs and for quality seeds.
  - Improve business-to-business links between producers and local, regional, national traders in Kailali for Sikakai. Linkages have been established between seven leader farmers and community representatives of Thakurdwara, Shivapur, Khata/Dhodari, eastern sector of RBNP and Suklaphanta region, and input service providers and traders from Nepal and India.
  - Together with various international NGOs working in NTFP sub-sector, developed a plan for international conference.
- e. *Promotion Campaign:* NEHHPA was contracted to produce promotional materials on Nepalese NTFPs and Medicinal and Aromatic Plants (MAPS). BDS-

MaPS assisted NEHHPA in producing and disseminating the materials both nationally and internationally..

- f. BDS MaPS initiated various familiarization workshops in the districts. The objective of the workshop was to enhance trust and linkages among concerned organizations. Some of the major organizations involved were DO, MTL, CDO, LDO, DDC, DFO, DADO, AC, JABAN, CARE/Nepal, FECOFUN and many others stakeholders.
- g. BDS-MaPS assisted NEHHPA in participating in Agro Expo 2004 for promotion of NTFPs Sector in Nepal.
- h. BDS MaPS, together with with DPR, GTZ and AEC, supported organising a regional trade fair in Nepalgunj lead by JABAN and HNCC in Nov. 12-14 2005.. In addition EPB, ANSAB, FECOFUN, CARE- Nepal, WWF and numerous other organisations were supporting partners that contributed towards meeting the cost of various componets of the trade fair.
- i. Jointly with Ministry of Forest, the meeting was held to launch the NTFPs development program in the mid-western region, following the ordinance of HM King Gyanendra after his visit in the region. HMG allocated funding for this program, in which BDS-MaPs actively participated.
- j. A BDS MaPS meeting with Singha Durbar Baidhya Khana explored oppurtunities for alliance building and forming business deals with program districts to supply raw materials and support services for marketing.
- k. A meeting facilitated by the program between Kailaseshor CFUG, Kailali and the local Business Unit to find the way of making CFUG a business entity. This led to Kailaseshor CFUG forming a seven-member Jadibuti Promotion committee responsible for the management of NTFPs within their CFUG.
- l. Facilitation for trading of NTFP and spices in all the project districts. For example, Trading of mentha (*Mentha arvensis*) oil at Bardiya took place, where about 2.2 tons of the oil was traded at the rate of Rs. 500 per kg. Amala, Harro, Tulsi and Kalmeg from Banke District was also traded (3 tons of Amala, 2 quintal each of harro and Barro, 14.5 quintal of Kalmeg, and 22 kg of Tulsi.. Thirty-six DAG women traded Kalmeg. The total value of this trade movement was of Rs 47,600.. Three quintal of pipla and two tons of lemongrass were also traded in Banke. Similarly, Basantipur CFUGs of Kailali districts sold 10 quintel of Pipla for Rs. 30, 000 to Mechikali Jadibuti Udhyog. In Bardiya, 40 households were involved in harvesting more than 200 kg of Pipla and the volume was traded to Indian traders. In Dolpa, traders have collected 400kg of Shilajeet and sent samples to Kathmandu. A woman dhoop enterprise sold 2700 pkts of dhoop for Rs. 27,000. In December 2004, Surkhet traded 128.8 mt of ginger at a rate of Rs. 18/kg. Total of 18 tons of timoor traded at rate of 100-115/kg and 35 kg of ritha

- at the rate of 10/kg. 465 kg of oil made from thakurdwara has been moved. 256 kg of oil has been traded to an Indian party, while rest has been moved through the Himalayan Special Herbs Company Kathmandu, with which the farmers had signed an agreement.
- m. Meeting with Natural Flower and herbal industry about EIA of Loth Sallo and trade movement at Darchula.
  - n. A joint feedback and review meeting on chamomile cultivation, production and sale, as well as cost benefit analysis was conducted in Rambapur area among farmers, processors, service providers and concerned stakeholders in presence of NTFP Cultivation Expert and project staff. All 46 farmer households attended this meeting, which concluded with a decision to make chamomile cultivation more successful with more area expansion in Rambapur area.
  - o. Joint feedback meeting between farmer groups and agro-expert conducted in each project village of Bardiya for garlic.
  - p. To enhance the technical know-how on the operations of Distillation Units, an exposure visit was organized for two members of Community Forestry Users group to Barabanki, Lucknow and Delhi.
  - q. In Darchula, interaction meetings were conducted with DADO, Shikhar Cooperatives, ginger coordination committee and Indian traders. Stakeholders decided to work with BDS-MaPS for marketing activities. Market linkages for ginger were established between Shikhar Cooperative and various Indian traders which have helped the farmers get increased price.
  - r. BDS-MaPS project worked with Satya International, a local herbs traders/exporter in Nepalgunj, mid-western developmental zone of Nepal, for potential value added activities and market diversification.
  - s. Marketing orientation training for trader, Local Resource Persons (LRPs), Cooperative Marketing Groups, Collection Centers, Haat Bazaar representatives and Model group was conducted in Banke, which enhanced the linkage development of the farmers, making them aware of marketing channels and types.
  - t. To boost the confidence of the orange traders,, resource persons facilitated their exposure to and observation of fruit markets at Mahendranagar, Attaria, Dhangadi, Kohalpur and Tulsipur. Consequently, traders have now begun trading transactions among these five markets
  - u. A roster of relevant HVC/NTFP traders (local and outside) was prepared and distributed to the local traders and collectors in the strategic location of Surkhet

- v. BDS-MaPS facilitated the development of market linkages between Syangja ginger farmers and regional and local markets which resulted in the sales of Rs. 14,730 for 982 kilograms of ginger in the month of February 2007.
- w. A local trade fair was organized in Chinchu, Surkhet by DADO, BDS-MaPS, Nepal SIMI and CEAPRED
- x. The program enhanced the capacity District Orange Producers Association (DOPA) for input services, production and marketing of citrus products.
- y. BDS MaPS increased the capacity enhancement of District Coffee Producers Association (DCPA), which initiated “one-door” marketing of coffee produced in Syangja.

### **NTFP Hits European Market**

*It is a case about the potential of Soap nuts (Sapindus murkossi)*

Mr Rabindra Nath Shukla, the proprietor of Satya International Ltd. is a local trader/ exporter based in Nepalgunj became successful in securing a contract for the supply of Soap nut to Germany. The Soap nuts were first de-seeded and packaged into a ready to use packs. Its first contract shipment volume was 9 containers in 2006 which was valued at Rs. 6.4 million (\$90,000.00).

The impact from its (Soap nut) discovery of an outlet in the international market has firstly provided increased benefit throughout the value chain. Since the export transaction took place collectors’ income has risen by two folds i.e.- from NRs 18.00 to 55.00. Secondly the prospect has created job opportunities with 15000 mandays of employment where women workers have the majority.

BDS-MaPS has been constantly supporting the NTFP traders by facilitating them with various services such as; Quality analysis, Packaging development, Market research, Export procedure and Product development for value addition etc. which consequently lead to a fruitful outcome.

## **5.2 Intervention 2**

Facilitate service providers to develop and maintain database on NTFP suppliers, inventory, quality, quantity, price and timely dissemination of market information through use of public media

### Major Activities

- a. NTFP availability on price and volume trend for major NTFPs was assessed for the Indian market. Kailali team collected price and volume information of different NTFPs from traders in Attariya.
- b. In Syangja, information regarding major NTFPs and agricultural practices of coffee was compiled and printed.
- c. Promotional material on BDS-MaPS approach and NTFPs were prepared and distributed to the field offices.
- d. Syangja made an agreement with FM Tansen Palpa for dissemination and promotion of NTFPs information on a weekly basis.
- e. CFUGs of Surkhet district prepared and displayed two hoarding boards regarding NTFPs promotions in their respective locales.
- f. Trainings were conducted for five leader farmers (including two women) in Syangja in collecting and handling of NTFPs.
- g. Initial work for identification and strengthening of stakeholders for promotion of NTFP trade network was completed at Banke, Bardiya, Kailali, Dolpa and Surkhet, which culminated in the formulation of task forces.
- h. New marketing intermediaries for safed musli, kalmeg and satawari were identified. These traders showed keen interest for safed musli and agreed to a buy back guarantee in Banke.
- i. CFUGs were selected for resource inventories in Dhakeri locale.
- j. NTFP trade network meetings were held to promote the trade of NTFPs and develop strategies in this sector. Responsibilities of different organizations were discussed and roles of participants were clarified.
- k. NTFP market price information provided by Regional Office of BDS-MaPS was posted in FECOFUN office in Gulariya and provided by JABAN and ANSAB in Banke.

- l. NTFPs resource inventory training was organized jointly by the BDS MaPS program districts Surkhet, Banke, Kailali and Bardiya in Surkhet at Regional Training and Extension Center (RTEC).
- m. A concept paper on carrying out NTFP resource inventory was prepared to collect and present data on NTFP resources and their sustainability in community forests, and to develop surveyers for inventory in other community forests.
- n. A “needs assessment” workshop for service providers was organized. Participants from diverse sectors (financial institutions, agro vets, nursery entrepreneurs, NGOs, traders, etc.) attended the workshop. The workshop identified SWOT of various service providers and assessed the needs so as to enhance their capacity. The workshop helped to identify the problems and capacities of the service providers, determine trainings needed, and locate resource persons who could empower the service providers.. The trainings on resource inventory, group management, business plan preparation, pre- and post-harvesting, sustainable harvesting, office management and accounting, and operational plan preparation.
- o. To strengthen the capacity of service providers regarding NTFP nurseries and to develop forward/backward linkages among traders and service providers, BDS-MaPS organized an exposure visit to Manabana Nursery, Gulariya, Tamagadi for CFUG members regarding lemongrass and citronella.
- p. Training was held for local resource persons, agrovets, co-operatives and cultivators regarding awareness on organic farming and Integrated Pest Management (IPM) techniques.
- q. An initial list of important NTFPs and medicinal and aromatic plants available in Nepal based on scientific, Nepalese and local names was prepared.
- r. NTFPs identification trainings were conducted for collectors, cultivators, and CFUGs representatives.
- s. BDS MaPs developed a training package on NTFP management, cultivation, processing and storage.
- t. The program prepared and disseminated promotional materials related to NTFPs and high value crops and spices to service providers and cultivators.
- u. Dissemination of market information on prices of NTFPs and spices was provided on an on-going basis by AEC to service providers, producers, and traders.
- v. A cost/benefit analysis of onions done in Surkhet reports the net profit is Rs 15, 690 for off-season onions and Rs 5, 710 for seasonal onions.

- w. The cost benefit analysis for mentha cultivation was carried out.
- x. Orientation meetings on cost benefit analysis and market demand/price were held with farmer groups at various districts.
- y. MIS information board has been established in three different sites of Syangja, two at co-operatives and one at Waling CCI.
- z. Regarding establishment of marketing information systems (MIS) in Syangja, a study of collection centers of NTFPs was conducted..
- aa. At NTFPs exhibition program in Syangja, about 500 people observed the products and 200 people benefited directly from brochures, samples and sales of various NTFPs—Chiraito (*Swertia chirayita*), Bojho, Lemongrass (*Cymbopogan nardus*), Alainchi (*Amomum subulatum*), Tejpat (*Cinnamomum tamala*), Turmeric (*Circuma longa*).
- bb. Subsector analysis of NTFPs of different districts was conducted by the Dolpa team and the report submitted to regional office at Nepalgunj.
- cc. Bardiya conducted field-level interaction and familiarization meetings with various forest buffer-zone user groups and committees and provided market information boards at three sites.
- dd. Workshops were conducted in program districts to assess need and constraints of agrovets and farmers. The workshops identified activities to strengthen the capabilities of agrovets. Farmers presented the constraints regarding NTFPs cultivation.
- ee. Business Unit formation meetings held with NTFT Co-operatives and Khata CFCC to encourage activities focused as Business Unit. Business Unit workshop conducted on orientation training on Business Support Center in Kailali.
- ff. Developed information kit for Agro-vets, which were destributed jointly with Nepal SIMI and BDS-MaPS at Surkhet. Syangja team also completed the development of Agro-vet information kits.
- gg. Trainings were conducted for three local service providers to enhance their capacity on business plan preparation, enterprise development and operational and marketing capacity.
- hh. A radio campaign by the program to promote awareness,of NTFPs and to encourage the commercial cultivation of NTFPs/herbs was broadcast through Radio Bhu-Paridhi program on Radio Nepal Surkhet Prasaran Kendra. The program also supported the live broadcast of the closing ceremony of NTFPs

- Trade Fair in Nepalgunj via Bheri Awaj FM. Both of these proved effective in promoting the production and marketing of NTFPs.
- ii. For the NTFP “bel squash” and its products, a general orientation on market dynamics and cost benefit analysis and technical aspects of quality production was given, to concerned stakeholders and CFUGs.. Detailed Action Plans were also drawn up at the same event.
  - jj. A BDS-MaPS Expert discussed with institutions like Business Unit to ensure delivering NTFP-related services in Bardiya. They focused more on product linkage.
  - kk. In order to establish local Hat Bazar in Birendranagar, Surkhet broadcasting of information was conducted through local FM for collective support from other organizations and individuals.
  - ll. The program conducted Initial Environmental Evaluations (IEEs) for Yarsagumba, Atish, Jatamanshi, Kutu, Sugandhawal & other commercial viable NTFPs were conducted in 14 Village Development Committees of Dolpa in coordination with the District Forest Officer (DFO).
  - mm. Reference materials suitable for NTFPs and HVC productions like the vegetable production “book” and “crop calendars” have been customized for the program, developed and distributed to the program’s social mobilizers and Local resource persons
  - nn. In support of the distillation units, BDS MaPS developed promotional and informative brochures and business cards for distribution to buyers and traders.

### **5.3 Intervention 3**

Facilitate group formulation and effective operation of participants enhancing their managerial and marketing competence

#### Major Activities

- a. CFUGs and producer groups were identified.
- b. Group management trainings for CFUGs and producer groups were held to sensitize the participants on importance and procedure of group marketing.
- c. Workshops on "Women & Disadvantaged Groups in NTFP Marketing" were conducted. DAG and Women’s groups were identified and their needs were assessed in order to involve them in NTFP marketing.
- d. Trainings sessions on business plan preparation were successfully conducted. Business plans were elaborated for safed musli, tula tea, coffee, and incense enterprises etc.

- e. At interaction meetings held among market agents and BDS staff,. the BDS team oriented various market actors on the business opportunities in marketing of NTFPs and HVCs.
- f. Facilitation meetings and trainings were conducted among women’s groups regarding incense making.
- g. Training on record-keeping systems was provided to participants who learned about the various methods of financial and administrative record keeping systems.
- h. Training on “women participation in forest-based entrepreneurship development and capacity enhancement” was carried out..
- i. The farmers groups were oriented on cost/benefit analysis and market demand/price of NTFPs/herbs..
- j. Cost/benefit analysis of bel squash, off-season onion and tomato was carried out.
- k. Among participating farmers, the program established collection centers for vegetable and spice crops.
- l. BDS MaPS guided the local Business Unit in the process of formal registration.
- m. Group formation and group strengthening achieved through the following representative activities:
  - Five groups were formed and provided capacity building to sell oranges in Syangja.
  - Business Unit delivered training to CFUG members and others on record keeping, business plans, cost/benefit analysis to parties interested in establishing Distillation Units.
  - Training was conducted for potential local service providers (LRPs) to enhance their curpamitapacity in business plan preparation, enterprise development, business operations and marketing.
- n. Mr. Khum Bahadur Basnet, a Local Resource Person for Banke district, has been used by the program for auditing the accounting of the CFUGs and Distillation Units (DUs), which has enhanced effective financial management and account keeping.
- o. Various capacity building activities for LRPs have been conducted. For example, trainings were conducted on “facilitating skills development” and “report writing” in collaboration with SNV Nepal. In addition, the program also conducted several

- in-house trainings, such as adult learning cycle, sustainable harvesting methods, gender capacity building and decision making.
- p. Training in Cooperative Management was provided to Shikhar Cooperative in Darchula, with a view of developing Shikhar Cooperative as a district-level service provider.
  - q. Interaction meetings between collectors and traders for purposes of quality improvement of harvested NTFPs were held in Surkhet District. The result of this meeting has been the discussion between these stakeholders to develop a marketing group of traders and collectors at Botechaur, Surkhet.
  - r. BDS-MaPS conducted training on disease and pest management of oranges, including training on pruning. After the training, orange farmers in Syangja developed their brood mixture and have completed the painting of the trees in their orchard, as well as thinning and pruning of the orchard for better yields.
  - s. The program conducted nursery raising and pruning training to the farmers group. As a result, several home nurseries were established and pruning and spraying of brood mixture and Cultivation of Ginger is also in process after the training on the same.
  - t. Other activities include exposure visits, short trainings and management back-stopping of collection centers, farmer groups, and local enterprises across all program districts.
  - u. A lender – borrower linkage between Bank of Kathmandu (BOK) and Bhagawati CFUG was made.

#### **5.4 Intervention 4 & 5**

Facilitate establishment of lab testing facilities and develop the capacity of existing laboratories for R&D and quality tests. Facilitate setting up of Nepal Standard for NTFPs and Spices.

##### Major Activities

- a. Information on international certification issues were collected and studies on existing lab facility were carried out to assess the capacity of these labs for quality testing and for research and development.
- b. A coordination meeting was held to address the main issues of NTFP trade and marketing and to identify interventions to help ensure that lab services are made available to the traders.

- c. BDS-MaPS worked with partners like GTZ and NEHHPA to facilitate the strengthening of laboratories such as HPPCL.. Meetings were conducted with Central Food Lab, Nepal Bureau of Standard Lab and NESS private Lab.
- d. During the course of the project, it was noticed that various development institutions had similar mandate to work in the NTFP sector. After extensive meetings with other partners such as GTZ, ICIMOD, AEC, CECI , SNV and HNCC, BDS-MaPS developed an NTFP Alliance which aims to support HNCC and other government, private and/or community-based institutions and works to strengthens them through a variety of programs and funding. Some measurable impacts by the Alliance can already been seen, such as the NTFP trade fair in Nepalgunj supported by the partnership between HNCC, GTZ, BDS-MaPS, CECI, AEC and JABAN..
- e. BDS-MaPS focused on setting up of Nepal Standard for selected NTFPs and Spices and on establishing and developing the capacity of laboratories. Furthermore, the extension period of the project focused on ensuring that a viable network was established to support the thriving NTFP trade established by the project and to strengthen the HNCC. As with the previous intervention, the project received a wide consensus from stakeholders in the matter.
- f. A group of consultants hired for preparation of a report on the status and possible future development of certification issues in Nepalese NTFPs, including phytosanitary certification. Further actions were carried out through the international NGO and government co-ordination committee.
- g. BDS-MaPS worked with stakeholders like NEHHPA, Nepal Standard and Meterology Department, Nepal Foresters Association and FECOFUN to raise awareness for the need of Nepal Standard and of formulating the criteria.
- h. A national stakeholders' workshop under the umbrella of NFA was held, which identified action plans for the initiation of setting up of Nepal standards for the forest products in compliance with Forestry Stewardship Council (FSC) as a guideline. Priority activities identified and carried out by BDS MaPs and HNCC included Nepal NTFP Standards, NTFP Policy, NTFP information database, lab accreditation and HNCC apex body for the development of the NTFPs sub-sector. Initial action steps completed via coordination meetings with Nepal Bureau of Standards, JABAN, FECOFUN, Nepal Foresters Association and Herbs and NTFP Coordination Committee.

## 5.5 Intervention 6

### Promotion of sustainable harvesting

#### Major Activities

- a. Nursery management training organized in Highland Coffee Nursery, Karindanda in Syangja. Follow-ups were made at different newly established coffee nurseries; they were assisted in transplantation and advised for pesticide preparation & application methods.
- b. NTFP nursery establishment and management training provided practical and theoretical aspects. One model nursery was built up during the period and all the participants committed to establish a nursery in their respective fields.
- c. Feasible land area for cultivation of Lemongrass/Palmarosa/ Kurilo/Pipla/ Cirtonella in buffer zone community forests were identified to which appropriate representative CFUGs were allotted ownerships and responsibility. It was ensured that the identified farmers would agree to pay 5 -15% of their income from cultivation of NTFPs to respective CFUGs.
- d. Manual/guidelines for training packages and training on sustainable harvesting and post harvesting techniques were developed and disseminated through field offices to farmers. Techniques on nursery management were also provided.
- e. Feasibility study for possibility of storing orange and potatoes in cold storage.
- f. Farmers encouraged continuing cultivation of Mentha in summer as well. Those farmers represent all the four user groups who own Mentha distillation plant in Bardiya.
- g. Trainings on plant protection, diseases, pest problems and possible solutions were given to ginger producers. Resource persons came from DADO, Surkhet. Economic analysis of ginger production encouraged the farmers.
- h. A joint meeting was conducted among the lead farmers and representative of User Committees in Bardiya to discuss on issues related to trade movement and collective GLC testing of Mentha oil, and to share things from traders/companies. The meeting concluded with the decision that if the company demanded the product partially (200-kg per time), then the first product movement would be to Shivpur, Dallaha and Thakurdwara (Kamal Chaudhary) and then to Thakurdwara and Betani.
- i. Training for developing Local Resource Persons on Cultivation, Harvesting and Processing of NTFP were conducted where 58% were DAG.

- j. Training on sustainable harvesting of NTFPs and pre and post harvesting trainings were conducted for collectors. The training was conducted in 8 different species; tulsi, lemongrass, citronella, palmarosa, amala, harro, barro, and satawari.
- k. Exposure visit to service providers.
- l. Conducted nursery keeping and cultivation training of various spices to farmers/cultivators. Major focus given on garlic, ginger and coriander, as these spices is less damaged by wildlife and has good market demand and price. The training was conducted at various places. The training mainly emphasized on organic farming of spices.
- m. Seven off-season onion nursery management training held in different pocket areas of Syangja and Kailali.
- n. On the job training on raising onion in nursery (1 day) was provided thrice at Surkhet.
- o. Knowledge on NTFPs collections and marketing were given.
- p. One of Coffee and sixteen of NTFPs sustainable harvesting trainings conducted in Syangja.
- q. Nursery management training of Coffee, vegetable Kurilo, medicinal Kurilo, chilli were carried out.
- r. Kailali team facilitated land selection for Garlic cultivation. Farmers prepared land for Garlic cultivation. Three CF identified of being potential for NTFPs cultivation in Banke. Similarly, Kailali also conducted land identification in different CFUGs of Attariya and Tikapur pocket. The team selected 5 hectares of land for Mentha cultivation. Ten Kattha (0.33 ha.) of land has been identified for Turmeric cultivation in Banke. Meeting with Grow More Investment Pvt. Ltd. about Business Unit.
- s. Pre and post harvesting training of Pipla was carried out in Banke. The participants learnt about the harvesting technique of Pipla and to maintain good quality.
- t. Training on Mentha harvesting and distillation carried out in Bardiya and on the improved varieties of spices, their expansion, cultivation, harvesting and post harvesting techniques. Similarly, another orientation on expansion/initiation of Chilly farming, its improved varieties and technology and cost-benefit analysis was conducted in Manpur village of Bagnaha VDC.
- u. NTFPs and spices promotional slogan was developed in Banke district and three hoarding boards on sustainable harvesting have been established in the district.

Two more hoarding boards as a part of the awareness campaign on conservation and sustainable harvesting are put up as displays in Syangja

- v. In some areas of Syangja District, Chiraita is available widely but the community lacked the technology to harvest it properly and was unaware of the market value. Similarly, nursery owners lacked the skill of good seed selection. BDS-MaPS linked the community with cooperatives, provided awareness training on sustainable harvesting and provided seed selection techniques. At present, the Community is harvesting Chiraita effectively and producing the seed themselves.
- w. More than 22 trainings on soil moisture conservation of Orange have been imparted to the target beneficiaries. Consequently, farmers have started activities such as mulching the shaded area of orange tree in a technical and more practical manner.
- x. Target group meeting for promotion and application of MIT (Micro Irrigation Technology) was conducted in Devibhanjyang, Syangja.
- y. Training provided on harvesting and post harvesting for orange. They were made aware of different harvesting stages and practices, proper techniques on storage and transportation to collection centers. As a result, farmers are harvesting the orange in a sustainable way without causing much damage to the orange trees and storing oranges in cellar for a long period of time without hampering the quality.
- z. BDS-MaPS regional team has developed 14 display signs with the purpose of creating awareness on sustainable harvesting and commercial cultivation of NTFPs.
- aa. BDS-MaPS, in coordination with Practical Action office conducted a promotional campaign for diesel pumps through which the Practical Action group is willing to provide 15 diesel pumps for irrigation to small farmers in Banke, Bardiya and Kailali Districts.
- bb. The project provided an in-depth technical assistance to farmer groups in Kailali, Surkhet, Banke and Syangja regarding insect pest and disease for onion and chilli crops.
- cc. In terms of promoting and selling irrigation technologies, 35 micro irrigation technologies have been sold to various groups in Surkhet among which 27 are drip irrigations and 8 are sprinklers.
- dd. On going field monitoring activities at pocket level has revealed that a type of fungal diseases in onions in Syangja district. The program team has been able to identify the disease and provide timely inputs on the use of fungicide and necessary transplantation training which has helped control the spread of this disease.

- ee. 4 Hoarding Boards has been prepared in Surkhet District to display information regarding conservation and sustainable harvesting of NTFPs in Surkhet to raise awareness of various NTFP products within the Community Forestry land and private land and also create awareness on the importance of sustainable harvesting and the proper use of the products
- ff. An IEE (Initial Environment Evaluation) for the export of Dalchini (Cinnamomum tamala) and Kurilo (Kurila asparagus) has been conducted in Syangja in an agreement signed between BDS-MaPS and DFO. About 35 metric ton of Dalchini or Cinnamon (Cinnamomum tamala) and 38 metric ton of Kurilo or Asparagus (Asparagus Racemosus) is ready for export.
- gg. Enterprises involved in various production and processing such as ginger processing and production of squash, candy, powder, and pickle, turmeric processing and powder making, distillation of Tejpat and Timoor, Asparagus processing, NTFP nursery, Bel juice/jam, Bamboo furniture, tulsi for tea, turmeric for powder, bel for squash and harro, barro and amala for triphala to process them and Mentha oil production were selected from various districts for further raise enterprise development.
- hh. With the facilitation of BDS-MaPS, Tripurakot processing company, Dolpa started distillation of Jatamanshi. The Plant, once defunct, started processing eight quintals of Jatamanshi with the production of 6.7 kg oil, ready for sale. A general assembly of executive committee was organized to resolve the financial problems of the company and to operate the plant. They reached to an agreement to settle the issues.
- ii. Interaction workshop on sustainable management of Mentha distillation plant was conducted with Mentha farmers, buffer zone management committee, buffer zone user committee, CFUG representatives and Badhghar (social leaders). Follow up meetings were held to discuss on processing fee, roofing, water tap installation, firewood problems and formation of sub-group for operation.
- jj. Training on distillation plant operation was carried out for processors and CFUG members. Theoretical classes on Lemongrass, Cintronella, Palmarosa, Mentha and Chamomile were given followed by NTFP marketing and CFUG members' role.
- kk. Discussions were held with CSIPB in Dunai about training on incense stick making.
- ll. Training on incense sticks making was imparted where the participants learnt on NTFPs requirement for incense production, their harvesting, methodologies and were found to be motivated in establishing the enterprise.

- mm. Identification of potential investors for establishment of Bel processing plant (Eg. TAL, CFUGs and Others). Mahila Laxmi CFUG of Khata area has agreed to come forward as an investor to operate Bel enterprise in the area. TAL is supposed to invest for purchase of the machine while CFUG agreed to collect other running and operating funds.
- nn. An exposure visit to DNPL carried out to promote Mentha cultivation. Participants took opportunity to purchasing needed amount of Mentha sucker for cultivation.
- oo. Conduct exposure visit for Bel squash processors of Banke to processing sites (Dang & Kapilvastu).
- pp. Training for allo processing was conducted to foster participants to become potential entrepreneurs. Ten entrepreneurs identified for allo processing.
- qq. Trainings on the processing of Citronella, Chamomile/Mentha distillation, Groundnut production were conducted to the farmers/processors.
- rr. Training on Shilajit processing and transformation of technical know-how and product design for marketing was covered in the delivery. High demand of purified product identified.
- ss. Product development training was given to participants learnt to make ginger juice, candy, jam, dry ginger pickles. Business plan for ginger products prepared for enterprise development and Banke facilitated for procurement of bottles and chemicals for Bel Squash. Likewise Seabuckthron juice-making training conducted by DESERT and ITDG resource person from Alternative Herbal Company of Kathmandu at Dunai. 4000 bottles of soluble juice obtained and introduced in the market. Business plan prepared by DADO.
- tt. An agreement has been signed between the project and Buffer-zone User Committee to renovate the three existing distillation plants at Thakurdwara VDC. CGI sheets and nails is provided by the project and community will contribute labor, wooden planks, and painting.
- uu. Interaction meeting with FECOFUN and related stakeholders held for sustainable management of distillation unit in Banke. A co-ordination meeting held with Seabuckthron entrepreneur and GO\NGO\INGO. Representatives of various organizations like TRPAP, SNV, AHP, ITDG, DADO, WWF, NTFP Traders Association and DESERT found following information on Seabuckthron product:
- Information gap on actual stock of fruit in Dolpa.
  - No market strategy
  - High transportation cost
  - Quality control i.e. lack of monitoring & follow up system.

- vv. Bank of Kathmandu (BOK) identified as potential investor for Distillation Units in Banke and Kailali districts. A mutual agreement of 10% community investment, 40% BOK finance and 50% grant expense was made with BOK for establishment of Distillation Unit in Banke and Kailali
- ww. Ginger products (squash and candy) quality promotion training delivered to 28 participants in Surkhet.
- xx. The district team enhanced the marketing competencies of the CFUG DU committee and developed trade link with other CFUGs for the procurement of Eucalyptus leaves as raw materials for their DU through advertisement from local FM and the recruitment of one agent in the adjoining VDC to purchase Eucalyptus leaves. The same district team was also able to facilitate trade movements of *Andrographis paniculata* (Kal Megh) through collectors/ producers and traders
- yy. Banke and Kailali have developed service provision for maintenance, quality control and backstopping of Distillation Unit through the local Business Units. Business plan, operations plan and all legal documents for the purpose of ensuring a solid foundation to make the Distillation Units commercial entities have been developed and implemented.
- zz. Distillation Unit Operators were provided effective methods and guidance for management/maintenance of the DUs. Presently, the concerned DU operators have been storing essential oil in first hand container after cleaning and filtration.
- aaa. A team of experts from the central BDS MaPS office have analyzed and developed a revised work-plan and business scheme for DUs (Distillation Units) in Kailali and Banke.
- bbb. A legal advisor from Lotus Bizport was contracted to provide in-depth and comprehensive orientation to all small processing enterprises like the Distillation Units in the districts to ensure that all necessary legal issues are addressed by the newly formed enterprises and to help them renew their registration to be able to operate legally.
- ccc. Sample preparation of essential oil with an objective to promote market for citronella oil has been conducted in Banke. In collaboration with the LRP (Local resource person), Brindavan Distillation Unit Management Committee was able to prepare sample packets and have distributed to hotels, restaurants and other marketable areas.
- ddd. A district level trade fair was held in Dang District in joint collaboration with BDS-MaPS, LFP, DFO and Jadibuti Forum. Beneficiaries of BDS-MaPS project participated and displayed some processed essential oils like Citronella, Lemongrass, Palma Rosa and Mentha.

eee. Workshop organized by the NTFP Cooperative Banke with support of BDS MaPS Banke team for market promotion of NTFPs. Stakeholders included JABAN, FECOFUN, GOs/NGOs and local CFUGs. The workshop was useful for market linkages of essential oil and NTFP herbal production.

**Women Kindle the Vicinity**

*Syangja*

19 households of Dalit community were organized in a group which was named as "Dalit Utthan Krishak Samuha" for vegetable farming at Setidovan VDC 6, Syangja.. Every member has small land holding size about 0.5-8 Ropani. The group cultivated Chilli, which became the first ever commercially produce of the Dalit community.

## 5.6 Intervention 8

Promote initiation and awareness in cultivation of commercially viable NTFPs/Spices

### Major Activities

- a. After lengthy study of assessment Lemongrass, Palmarosa, Pipla and Kurilo have been identified as commercially viable NTFPs for cultivation in banke while Seto Musali has been proposed for trial cultivation in Bardiya.
- b. The field visits formal and informal talks has revealed that more than 30 users/farmers are interested to cultivate NTFPs and spices in their private land (about 3 ha) in Banke. Six CFUGs are going to distribute 11 ha CF land for about 60 users.
- c. Meetings have been conducted with different CF for the selection of potential CFUGs for cultivation of commercially viable NTFPs.
- d. Coffee orchard management training was given to farmers at different places in Syangja. They were made aware of commercial coffee plantation. Soil identification and selection of suitable herbs was made Attariya.
- e. A local resource person trained participants from different CFUGs and fields of CF were selected.
- f. Training on Safed Musli cultivation and management was conducted for farmers.
- g. Training on NTFP cultivation and CF management were carried out.
- h. NTFP Cultivation & Management training for service providers was carried out. The training consisted group discussion, practical training on the field, and group work facilitated by resource persons from DFO and DPRO.
- i. To raise awareness and provide practical exposure on coffee production, nursery management, seedling production, garden layout, linkage and marketing of the coffee a field visit program was organized for nine coffee grower farmer groups of Syangja.
- j. Field visit and technical information were provided to the nurseryman.
- k. A coffee cultivation tour was conducted to Tansen, Palpa in association with District Coffee Producer association, Syangja.
- l. Exposure visit for farmers and service providers was organized to Rampur and Agricultural University Pantanagar of India with an objective to provide more knowledge on Safed Musli cultivation and management. The team consisted of farmers and service providers from various districts.

- m. Crop calendar preparation for spices initiated by Banke team based on questionnaires with farmers. This is envisaged to assist performing various production activities timely and systematically.
- n. *Demonstration Plots*:- Kailali team organized an orientation training to conduct a research on cultivation of Garlic. Trial plot for cultivation has been established for the research on the spices production. DAG groups are encouraged to go for garlic cultivation for income generation. Two research plots for Chamomile cultivation were established in Brindaban and Bandevi CFUGs were involved in this demonstration plot. Sheetalchhayan CF has proposed 60 katthas and Pragatisil CF proposed 15 katthas of land for Chamomile cultivation. Seven-demo plots established for Coriander and Fenugreek cultivation at Kailali. A research and development plot established for organic farming of Onion at Surkhet. Three Demo plots established at Bardiya for trial cultivation of improved varieties of Onion. Research and Development follow-up carried out in Surkhet. Similarly in Syangja R & D for seasonal and off-seasonal Onion has been carried out. Bardiya is conducting research and development on varieties of Mentha. It was initially planned to conduct trial cultivation of five varieties of Mentha (viz. Koshi, Siwalik, Himalaya, Sambhawa and Mentha piperata), but due to availability of only two varieties of Mentha, the trial of only two varieties of Mentha is to be conducted in two sites of Thakurdwara area. The farmers have already gone to purchase the suckers from India, linked by the project. R & D for (NS 1701) Chilli and Seasonal Onion were conducted respectively in Syangja.
- o. NTFPs identification and market information sharing program organized for awareness raising purpose.
- p. Cultivation and management training for spices like garlic, coriander and fenugreek was conducted with the objective to promote cultivation of spices and HVC for poverty reduction. The outcome of the training was that the participants acquired technical knowledge on the cultivation of spices and were thereby encouraged to cultivate them.
- q. An orientation training for agrovets, JTA, lead farmers on promotion of improved varieties of spices, Integrated Pest Management (IPM) and Organic Farming was held
- r. Business plan prepared for Asparagus (Kurilo) nursery at Kailali. Business plan for installation of distillation unit has been prepared in Banke.
- s. Ginger seed management and storage training and Demonstration of Improved varieties of Ginger were conducted followed by enterprise promotion workshop conducted.

- t. Orientation meeting on irrigation aspects conducted where opportunities were taken to introduce irrigation technology in the areas of need.
- u. Fifteen nurseries of coffee have been established in Syangja.
- v. Onion transplanting was facilitated.
- w. Ginger seed treatment and storage training conducted.
- x. Trial Cultivation of Safed Musli and Kurilo held in Bardiya. Demonstration of early plantation of Coffee held in Syangja. 200 seedlings were planted in two site of Waling pocket. NTFP, HVC, Coffee and Spices demonstration plot established in Dangsing Mouja CF. Seven demonstration plots of rainy season Chilly were established in two different sites of two pockets. Seed of Chamshoor produced in Syangja. Seed production is going to be sown in 16.5 Ropani of land.
- y. Interaction conducted with Timoor cultivators of Surkhet to work jointly with Dabur, Nepal. Three farmers were interested to cultivate Timoor in 112 Ropani of land.
- z. Cultivation site selection in CFUGs and follow-up of nurseries supported in Kailali.
- aa. Badiya conducted NTFPs/HVC cultivation tour within Nepal for farmers/production groups. Farmers visited the eastern sector of Nepal-Dabur-Birgunj, Tamagadi, Tarahara, Lahan, Sarlahi, Dhakeri and Samsergunj.
- bb. Allo entrepreneurs of Dolpa visited Kathmandu with sample of Allo, Honey, Hemp and Jatamansi to link market with Gorkha Ayurved, Wild Fibres, Hemp house and Malla. Market study of Chilli conducted at Kailali.
- cc. Conducted insect pest management (IPM) training on Chilli cultivation in Banke. Similar, training on Chilli, Onion and Ginger (2 days) conducted in Surkhet and also plant protection training. Plant protection training of Orange delivered to nine LRPs of Syangja. LRPs are planning to give training on organic pesticide in 35 different groups.
- dd. Follow up of Onion, Chili, Garlic, Chammomile ad Mentha site.
- ee. Facilitation for irrigation program of Bindabashini group of Banke.
- ff. Bio-fertilizer training delivered to farmers in Kailali. Farmers of Lamki, Kailasheswor and Tikapur learned to make bio-fertilizers themselves. Provided support for seed purchase for trial cultivation. Seed support for 2 hactares. land plantation provided to the farmers of Khata CFCC for trial purpose.

- gg. Exposure visit of service providers of Banke to Dehradun conducted to know the source of NTFP seeds. NTFPs seedling produced and distributed in Bardiya.
- hh. Exposure visit for Bel entrepreneurs of Banke to Lahan. Visitors gained practical skills & learned about sanitary measures.
- ii. Banke prepared crop calendar for Pragatishil women group. Linkage developed between Nursery entrepreneurs and FECOFUN/Producer. FECOFUN is facilitating in linkage establishment and providing quality seeds and seedlings of forest NTFPs and linking with nursery sellers and nursery entrepreneurs.
- jj. **Banke:** - Improved variety of Onion (dark red) and Ground Nut. Crop planning and orientation training of Onion and Chamamomile Land identified and made ready for cultivation in 2 ha and 25 katha of land
- kk. **Kailali:-** Onion Turmeric and Ginger cultivation/22 trainings on nursery management of Chili – Mentha nursery irrigation, weeding, cleaning and earthing programme conducted in Kailali
- ll. **Bardiya:-** cultivation of hybrid variety of Banana and Sweet Pepper variety Chili were Demonstrated – Onion Chilli and Garlic cultivation training provided to LRPs
- mm. **Surkhet:-** Training on cultivation of Amala, Kurilo and Pipala – Training on seed treatment and storage of Ginger was conducted in Surkhet
- nn. **Syangja:-** Transplanting trainings on vegetable Kurilo, Orange and early plantation of Coffee – Cultivation training of Onion (Cresol variety) seed; 8 kg of cress seed was sown. An outlet for processed Coffee has been established in Waling of Syangja district disease and pest management training for Orange and there were 70 farmers – Moisture conservation training held at Syangja for Orange for 25 groups – 32 Pulper maintenance training conducted.
- oo. **Dolpa:-** Transplanting trainings on Cabbage, Cauliflower and Chili - other activities. A diesel pump demonstration was conducted for the benefit of the farmers for irrigation purposes in Banke, Bardiya and Kailali.
- pp. Crop planning meeting for Chili, Onion, Turmeric, Mentha, Bel, Sikakai, and Eucalyptus was conducted to farmers in Banke, Bardiya district.
- qq. BDS-MaPS NTFP Specialist along with the Manager of Male co. and Agro-export of Dabur Nepal visited the field and Distillation Units in Banke and Kailali and oriented the Distillation Unit Management Committee for the production of more essential oil bearing plants. Dabur Nepal assured to purchase all the mentha oil at the rate of Rs. 650/ per kg to which contract with the co- operative was undertaken. They also assured to provide containers for oils to the farmers.

- rr. Farmers from various parts of Surkhet were provided training on the following:  
(1) Seed treatment procedures and storage techniques of Ginger, (2) Treatment on potential diseases of Garlic and Onion, (3) Training on Chili cultivation and (4) Crop planning of Coriander.
- ss. The program has been promoting local entrepreneurs to develop new products with existing crops for value addition. Part of this initiative was the development of a new entrepreneur in Syangja for marketing of Sutho (dried Ginger). The entrepreneur sought alternative by making powdered ginger from Sutho and selling to local markets as well as the regional market in Pokhara.

### **A Mirror of Development**

*Pragatishil Women Group, Banke.*

Pragatishil is a savings group of self motivated, hardworking disadvantaged women formed in the initiation of Dalit Sewa Sangh at Rajhena VDC, Banke district in May 1999. The group conducts monthly meeting for saving and credit where each member household deposits NRs. 30.00. They are migrant families from different parts of Nepal. 50 percent families have no land for cultivation except shelter. Rest of the HHs have less than 10 Kattha of land.

At present they are cultivating different species of NTFPs & HVCs in the leased forest land from which income generation has taken place.

Group members have started Goat, Pig, Buffalo, Spice cultivation, Grocery shop etc. enterprises after taking loan from Nirdhan Utthan Bank. They have been familiarized with traders, access to market and knowledge on farming. Interestingly they have widely been recognized as the member contributing towards the household income activities.

## 5.7 Intervention 9

Advocate together with stakeholders and government officials for formulation of preferential one-window policy on clear definitions of NTFPs processing, rational regulatory framework for collection, production and trade.

### Major activities

- a. Government trade practice, policy and procedures were discussed during the coordination meeting. Policy awareness, advocacy and NTFP management training was carried out.
- b. Bardiya shared information regarding legal aspects and policies on NTFPs and their collection and marketing.
- c. Kailali team conducted an orientation for awareness in legal aspects of NTFPs. The participants knew about Forest act 2049 and regulation 2051. Linkage developed between CFUGs and DFO.
- d. Two advisory committee meetings and three co-ordination committee meetings were held at Central level to discuss on policy of NTFPs processing, rational regulatory framework for collection, production and trade.
- e. The project is working with other partners such as GTZ, ICIMOD and SNV to establish an NTFP alliance which would then support HNCC through a variety of programs and funds to develop itself as an apex body for all issues regarding NTFPs in Nepal.
- f. A major segment of the interventions has been focused on setting up of Nepal Standard for selected NTFP/ Spices within the framework and focusing on establishment/ capacity development of laboratories.
- g. One of the key achievements of this project has been the establishment of the precedence in registering a NTFP processing plant (Distillation Unit) owned by a community within the premises or nearby National Forest. Bhagwati CFUG and its Distillation Unit established has been able to showcase the effort of the project in advocating the needs of the community and initiating the process of reviewing irrational decisions.
- h. After prolonged discussions and networking with various partner organizations, BDS MaPS was able to facilitate in the process of developing a NTFP alliance amongst the key stakeholders. Terms and conditions for a joint agreement were finalized to bring together Herbs & NTFPs Coordination Committee (HNCC) – the proposed national level apex body for NTFPs, Nepal Herbs and Herbal Product Association (NEHHPA) – the private sector BMO, GTZ-PSP, BDS MaPS and FNCCI/AEC forming a multi party alliance. The Alliance shall be devoted towards a mutual collaboration thereby forming a cohesive workforce for

the development of the Herbs, Medicinal and Aromatic Plants subsector in Nepal. One of the preliminary goals of the Alliance is to, at least, if not, avoiding duplication of work in the same sector. As of now this Alliance has the partners working together to optimally utilize Himalayan herbs for economic development by strengthening the whole value chain towards domestic and international markets. This body has the mandate to do the following:

- *Establishment of an apex body (HNCC):* The alliance has identified a dire need for an Apex body to ensure proper coordination of activities in the long run; strengthening HNCC has been a key priority as the alliance envisions HNCC as the primary institution that will carry future interventions independently.
  - *Support towards a favorable policy for the sector:* The alliance has a common understanding as far as the policy is concerned. Issues around policies are depended on what the government decides, therefore, there will be no effort done in terms of changing a current policy, but timely implementation and recommendation based on stakeholder analysis will be shared with the policy makers.
  - *Formulation of action plan:* The action plan for the alliance will be based on opportunities and mandates of the respective organizations.
- i. A Non-Timber Forest Product Alliance has been formed to streamline a common strategy for the promotion of five selected herbs. This was an attempt to work together to encourage a voluntary association of Government agencies, private sector partners, national and international non-governmental organizations to achieve the overall goal of strengthening the NTFPs sector in Nepal thereby increasing income and helping to alleviate poverty.
  - j. A MoU (Memorandum of Understanding) was signed between BDS-MaPS, GTZ, FNCCI, HNCC and NEHHPA in January 9th 2007. The Alliance seeks to leverage investments in this sub-sector from development partners and private parties. It is a collaborative effort in which international and NTFP support Organizations have agreed upon objectives, co-investments, buy-ins for specific alliance activities, in kind donation of time and other resources. The Alliance will be committed towards a joint collaboration thereby forming a cohesive workforce for the strengthening and promoting on Nepal Medicinal and Aromatic plants.
  - k. The NTFP alliance, in collaboration with HNCC, will be working on the issues ranging from lab testing and certification to development of Nepal standards for 5 commercially viable species of NTFPs.

## **6. Other Activities**

### **6.1 Awareness Creation and Communication Campaign**

Based on the information gathered during field observations and interactions with the communities and government line agencies an awareness program was implemented to raise and publicise the concern for NTFP sustainable management. In the previous year, the above campaign had implemented three main approaches: booklet distributions, hoarding board display and write-up slogans in users group buildings. This year too the program continued booklet distributions to concerned stakeholders and installed conservation and cultivation hoarding boards to strategic places in the project districts.

The project had prepared booklets for twenty-six species of commercial medicinal and aromatic plants. The booklets covered following species: Kutki, Ashwagandha, Bel, Pakhanbet, Lauth Salla, Sikakai, Kurilo/ Kurilo, Yarshagumba, Atish, Gucchi Chyau, Jatamansi, Amala, Pipla, Serpagandha, Barro, Shugandhawal, Timur, Kal Megh, Saphed Musli, Lemongrass, Palmarosa, Citronella, Mentha, French Basil, Peppermint and Chamomile. Each booklet provides botanical character of respective species, geographical and temperate distribution range, uses, and methods of collection, method of propagation, market information, conservation status and legal procedures for trade. There has been a growing demand for the booklets compared to earlier year from the partner organizations like Nepal Herbs and Herbal Product Association (NEHHPA), DFO office, Plant resource office (PRO), Jadibuti Association of Nepal (JABAN), community forestry related line agencies and each program district offices due to its relevancy in NTFP sector. Districts' offices have disseminated those to pocket level line agencies, institutions and local resource person (LRP). Besides these booklets were also displayed (not for sale) in regional level trade fair at Dang which was held from 15 -25 Feb, 2007. People across the region visited trade fair and noticed the booklets and manuals. Various people had shown willingness to buy it. Likewise, it was also demanded by the research students of various institutions such as botany department of TU, Forestry campus Pokhara etc.

Program districts have altogether displayed seventeen hoarding boards with slogans on conservation and cultivation of medicinal plants in strategic places. Hoarding boards portray picture of district specific potential NTFP species and NTFP management unique slogan. It has been believed to have qualitative impact to increase awareness on conservation and cultivation of medicinal plants and publicity of NTFP products. Likewise Banke, Darchula and Dolpa district disseminated multicolor poster of sustainable harvesting, 100 pieces each. The poster was published by Resource Center Unit of ANSAB. The poster contained sustainable collection technique of NTFP species.

### **6.2 Operational Plan Study and Gap Analysis in Community Forests (CFUGs):**

Most of the community forests users are not aware of sustainable management issues of natural resources. Thus, there are gaps within the user groups of recent and updated knowledge of handling the available resources in a sustainable manner. The program has examined the operational plans (OP) of these groups. How forest and its resources are

used by user groups and what shortcomings were found in the existing practices, the program has made suggestions for future improvement.

Gap Analysis of 92 community forests groups have been carried out last year.

### **6.3 Resource Inventory and amendment of Forest Operational Plan (FOP)**

It was found that most of the CFUGs didn't mention annual harvestable amount of NTFPs in their operational plan. Because of that a resource inventory has been carried out in the selected to estimate the total production of NTFPs in any given area, and to explore enterprise options,. This has helped the District Forest Office to facilitate and make decision to issue required permission for collection of selected NTFPs at harvestable amount (as determined by the inventory report) and it has also proven to be useful for the members of the CFUGs for planning purpose for income generation, enterprise creation and for future conservation efforts.

Thus, based on Gap Analysis 17 community forestry has carried out NTFP resource inventory while sixteen Users group amended FOP. Additionally, In this year two of Banke namely Taradevi and Bhagwati and one of Kailali, Kailaleswar CFUGs have carried out NTFP resource inventory. Bhagati and Taradevi CFUGs have amended their Forest Operational Plan (FOP) based upon gap analysis and NTFP resource inventory while Kailaleswar is in the of OP amendment. Altogether eighteen CFUGs have amended their OP based on GAP analysis. These users groups revised their operation plan including harvestable amount, enterprise initiative, and institutional settings. These CFUGs reconcile the issue of gender decision making and socially excluded groups for advancement of community forestry. While one CFUGs of Syangja prepared operational plan with business plan of NTFPs products. Remaining seventy three users group were aware of existing gaps in resource mobilization. These groups will include those issues in operational plan during the time of operational plan revision. There is mandatory provision for revising FOP after the completion of five years under the framework of district forestry office while if users group need immediate amendment, it can be amended through the framework of Regional Forestry Directorate Office after one year.

### **6.4 Establishment of Demonstration Plot**

In order to establish sustainable harvesting practices all over the region, all program districts have established demonstration plots within the community forests. Different treatments of harvestings, weeding, manuring, firing, toping etc are given within each demonstration plot. The onus of maintaining the plot lies within the respective CFUG, which has now become a model to be shown to users as well as other concerned stakeholders. In Banke the demonstration plot has been set for Pipla; in Bardiya for Pipla and Sikakai; in Kailali for Bet and Pipla; in Surkhet for Kuriol, in Darchula for Yarshagumba and in Syangja to show cultivation techniques of different NTFPs. A total of 6 sustainable harvesting demonstration plots have been established this year. Date collection on different treatment is ongoing in respective districts. Currently Dolpa district has established demo plot of Atish (*Aconitum heterophyllum*) for creating awareness on domestication of this Sps. Further Dolpa has facilitated local community for establishing two other demo plots of Atish in coming season. Atish is highly valuable

Sps, It can be grown on fallow land. If it succeeds it will have substantial impact on conservation and income generation of rural people.

## 7. Market Study Analysis

During the progressive stages of program implementation of variety of activities BDS-MaPS had initiated numerous market study analysis out of which few are presented with the topical areas of concentration although various sub sector analysis and technical analysis had been undertaken.

The list below provides an indication on the types of study analysis that pertained to each operation districts with focus for effective enterprise mobilisation.

- Study of **service demand at district level** has been made and a profile of the services and its demand estimation has been prepared to provide providers with information on buyers, service providers, etc.
- Market information on **24 specific products** has been collected, and their feasibility in the Indian and international market has been identified.
- Study of **NTFPs Trade Status** was carried out in the month of November at Kailali district.
- Market information of **NTFPs and spices products** obtained from India and Kathmandu has been disseminated to regional office at Nepalgunj.
- A **trade status report** of Banke is prepared and submitted to center Marketing team.
- **Market study** carried out in Surkhet for **Turmeric and Garlic**, in Kailali for **off-season HVCs**, and in Darchula for **Allo and Hemp**. Alternative market of **Yarsagumba studied for market linkages** at Darchula.
- A study of **products of six districts** and region for India tour for market study conducted. The study explored the channels, price, and hurdles of goods movement. Banke conducted Kohalpur market study (Hatbazaar).
- Dolpa team conducted market study at Tanakpur and report prepared. Dolpa team visited Lukhnow to **study market of incence and NTFPs**.
- Syangja surveyed and **collected data regarding Ginger and other NTFPs** traded from Syangja.
- A market study on **NTFPs and MaPS for domestic market** on Ayurvedh products completed by a team of consultant.

- Bardiya conducted market **study of NTFPs and Spices** in local, district and regional market.
- Market study conducted for **Spices in Butwal**.
- Darchula conducted market study of following **NTFPs\MAPs**. It identified hiraulo, Jatamansi, Yarsagumba, Timur, Satuwa, Jhyau, Bish (Nirbish), Sugandhawal, Kachur, Chiraito and selected for BDS-MaPS project..
- Studies on **economic feasibility, opportunities and constraints** of three potential enterprises, i.e. Incense processing, Seabuckthorn processing and Allo Thread making, were done in Dolpa.
- A **study of value addition** through product diversification has been conducted in Banke district. **Potentiality study** of Groundnut and Sunflower conducted in Banke.
- Feasibility **study of processing plant** conducted in Banke on different dates of January.
- Feasibility **study of cold storage for Orange and Potato** conducted in Syangja. An interaction held with manager of Paschimanchal Cold Storage Pvt. Ltd. in Pokhara, for the storage of orange and potato.
- Study on **international need for certified phytochemical analysis**. A report prepared on the needs and existing gaps.

## **8. MaPS - Key Activities (Marketing, Production and Services: 2003 -2006)**

All the components of MaPS had a precise role in ensuring an additional increase in income of the rural HHs. Their activities have been highlighted in summary. However further detail can be gained under the section Major activities on each intervention which is described after this section.

### **8.1 Marketing**

- a. MoU between Traders and DU management committee for sustainable market linkage
  - With HPPCL for Eucalyptus oil
  - With Male International for Lemongrass oil
  - With Bahubali Herbal Products & Natural Herb Industry (P) Ltd for Chamomile oil
  - Introduction of new product and linked with trader
  - MoU signed between JABAN & FECOFUN for assured marketing of NTFPs
- b. Dissemination of MIS
  - Developed JABAN as MIS centre
  - Price information dissemination through Newspaper, Hoarding board etc.
  - MIS dissemination through the network of FECOFUN
- c. Collection Centre & Haat bazaar
  - Conduction of capacity building activities for management committee
  - Support in haat bazaar
- d. Support for Cooperatives
  - Support for formation of NTFP cooperative and promotional support for formed cooperative
  - Market penetration support for Tulsi Tea produced by Shubhalaxmi Cooperative
  - Support in formation of Women cooperative and linked with output trader
- e. Developed Marketing chain of NTFPs through enhancing capacity of cooperative.
- f. Enabled first time export of NTFPs from the district.
- g. Designed and implemented group marketing model of Orange. Established whole sale market and collection centers in local level with ownership of local farmers and their association.
- h. Established three cooperatives for HVC and NTFPs marketing.
- i. Established five collection centers for marketing of orange, coffee and vegetable.
- j. Establishment of one door policy in coffee marketing through District Coffee Producers Association.
- k. Roaster preparation of traders and distributed to LRPs, groups and Cooperatives
- l. Backward and forward linkage of DU management committee for production & Sale of essential oil

## 8.2 Production

- a. Introduction of new crop & variety
  - Initiation of cultivation of essential oil (Lemongrass, Citronella, Palmarosa, Mentha & Chamomile), Medicinal plants (Tulsi & Kalmegh) and Off-season Onion as new crops
  - Introduction of NS-1701, Chinese hybrid & NS-1101, a hybrid variety of Chilli, in the districts
  - Introduction of new Onion variety, Dark Red
- b. Technology
  - Farmers get improved cultivation practices of Spices & Other crops
  - Farmers get the technology to produce essential oil & Medicinal plants
- c. Commercialized production of Chill, Ginger.
- d. Introduced double drum dryer technology for drying ginger in local level.
- e. Introduced cress cultivation technology.
- f. Conduction of NTFP resource inventory of one CFUG.
- g. Conduction of Initial Environmental Examination of Tejpat/Dalcnini and Kurilo.
- h. Introduced commercial cultivation of Kurilo

## 8.3 Services

- a. Provision of knowledge on alternative market-international/national market (in addition to India)
- b. Provision of trainings for association, federation and research organization.
- c. Timely information on price in various markets through radio, publication and other means (TV)
- d. Provision of database on NTFPs resources/suppliers/Inventory/Quality supply/Prices
- e. Exposure to knowledge and information on collective transaction
- f. Provision of short-term training and workshops
- g. Provision of the accredited certifying agency in the country that provides certificates to the products and actors.
- h. Provision of irrigation facility
- i. Provision for timely supply of seeds and seedlings
- j. Exposure to knowledge and information on sustainable production and collection techniques, cultivation season and quantity to be cultivated
- k. Exposure to knowledge and information on sustainable production and collection techniques, cultivation season and quantity to be cultivated
- l. Effective monitoring of trade practices and clarity of policies and procedures regarding NTFPs
- m. Business Unit
  - Support to DU management committee for management aspect
  - Support to CFUGs for account keeping and auditing

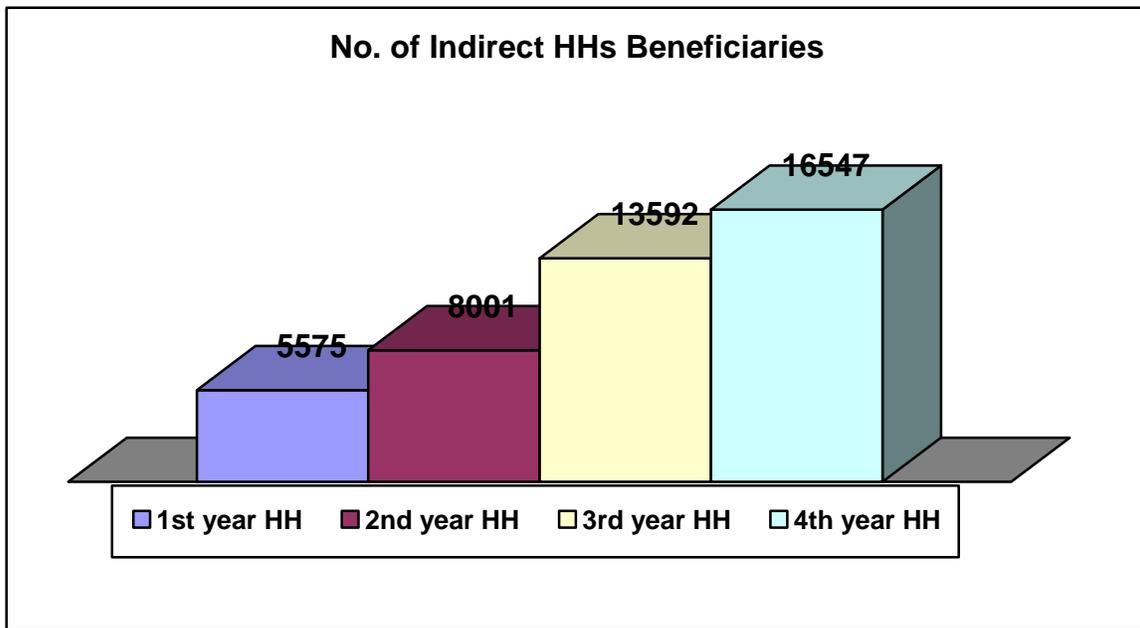
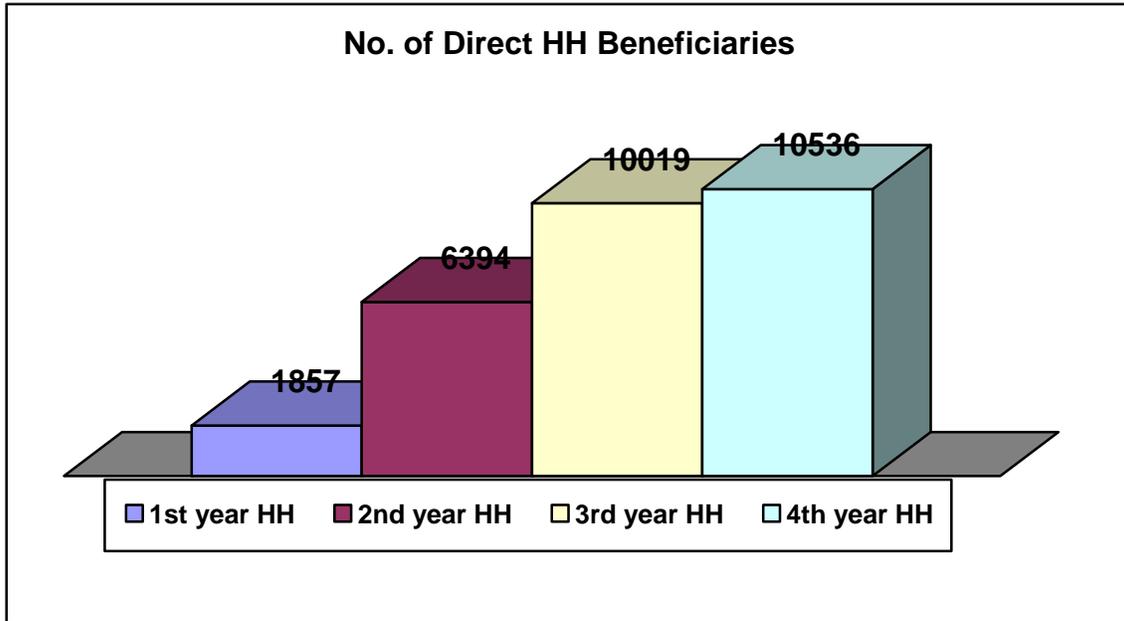
- Facilitation for market linkages of produce
  - Support in production and Sustainable harvesting of NTFPs
  - Legal services related to CFUGs
  - Preparation of Business Plan
- n. LRP
- Capacity strengthening of LRPs
  - Agro-vet licensing training & initiated Agro-vet by LRP
  - Good linkage building between Agro-vet & LRPs
  - Linkage developed with MIT trader, dealer & Mishtri
- o. MIT Service Provider
- Capacity strengthening of TP Mishtri
  - Regular service provision to farmers by TP Mishtri
  - Good relation between Mishtri & development organizations like RRN
- p. Distillation Management Committee
- Establishment of DUs
  - Registration of DUs
  - Brochure preparation and distribution
  - Linkage development with BoK for loan provision
  - Became member of JABAN
  - Good relation with Regional and National traders of NTFPs
  - DU management committees have been providing production and marketing services of essential oil to Farmers group
- q. Linkage & Coordination with stakeholders
- Linkage development between RRN & Bhagwati DU for support in shade ( Support of Rs 67,000.00 from RRN)
  - Supported 72 TP to women group (Rs. 2,46,693 from RRN)
  - Good relationship of DU management committees with DFO, JABAN, FECOFUN and other development organizations
- r. Capacity enhancement of District Orange Producers Association (DOPA) for MaPS of Citrus products. Now DOPA is capable for operation and management of whole sale market and collection centre of orange.
- s. Capacity enhancement of District Coffee Producers Association (DCPA) for marketing of Coffee. DCPA started for one door marketing of coffee produced in Syangja from this year.
- t. Establishment of Business Unit and LRP of BDS-MaPS linked with it for expansion of services in FG level.
- u. Cooperatives are developed as service providers in supplying seed & pesticide and marketing & production of HVC / NTFPS.

- v. Started System of Sharing meeting between line agencies working in Agriculture.
- w. Farmers are close with LRP in case of demanding seed and technology.
- x. Other activities
  - a. Roaster preparation of LRPs, SMs, Mishtris, Agro-vets, Trader and submission to related line agencies
  - b. Group registration in DADO
  - c. Amendment & Revision of OP of CFUG
  - d. Gap analysis of OP of CFUGs
  - e. Hoarding board display
  - f. Awareness Creation in Sustainable harvesting

## 9. Highlights of District Achievements

### *Graph:1 Direct and Indirect HHs Serviced*

The project was able to reach with its programs directly to its intended target groups over the operation years. The graphs below provide a trend of how the progress took place in the period of four years.



## 9.1 District Cases

Each district had the following cases on which the activities were focused through MaPS program strategy.

### Banke Cases

Chilli, Turmeric, Onion, Off-season Onion, Off-season Onion, Watermelon, Groundnut, Mentha Arvensis, Mentha Piperita, Kurilo, Chamomile, Lemongrass, Kal Megh, Tulsi, Palma Rosa

*Other Activities:* Distillation Unit, Services, Sustainable harvesting, Irrigation

### Bardiya Cases

Mentha Arvensis, Mentha Piperita, Citronella, Chamomile, Lemongrass, Eucalyptus, Kal Megh, Aswagandha, Bet, Bel, Sikakai, Kurilo, Aswagandha, Ginger, Turmeric, OS onion, MS onion, Chili, Garlic, Banana, Services -Plant, Distillation, CFUG entity as a business, Marketing, LRPs, Irrigation, Business Unit, Gender, Distillation Unit, CFUG entity as a business Marketing, LRPs, Business Unit, Sustainable harvesting

### Surkhet Cases

Kurilo, Ginger, Chilli, Turmeric, Onion, Off seasonal Onion

*Other Activities:* Marketing, Business Unit, Irrigation, LRPs, Sustainable, Harvesting, Services strengthening

### Kailali Cases

Lemongrass, Citronella, Palma Rosa, Mentha Piperita, Chamomile, Kurilo, Pipla, Bet, Eucalyptus, Bee-Keeping, Chilli, Seasonal Onion, Off Seasonal Onion, Turmeric Garlic, Banana, Community forestry, Business Unit, LRP, Distillation Plants, Irrigation

### Syangja Cases

Coffee, Ginger, Chilli, Off season Onion, MS Onion, Chamsur Shimi and Ghue, Tejpat and Dalchini, Veg. Kurilo, NTFP, Orange, Suttho, Sustainable harvesting, Services, Gender, MIT, FBU, Business Unit, LRPs, Marketing, Gender, MIT

### Dolpa Cases

Cabbage, Onion, Cauliflower, Nursery management

### Darchula Cases

Yarsagumba, Loth Sallo, Loktapaper, Other NTFPs (Approx. 10 NTFPs), Garlic, Rajma  
*Other activities:* Strengthen FECOFUN as market information source NTFPs/MAPs and spices, Sustainable harvesting, Group marketing, Cooperative marketing, Strengthen FECOFUN

*Note: Project's district profile provided in the ANNEX.*

## 9.2 District Performance - Statistical Overview

**Table 6: Group Profile**

Description	CFUG	Farmers group	Cooperative	Club	Marketing group/Collection center/Hat Bazaar	Distillation Units	Tulsi tea	Candy/Squash	Sutho Enterprise	Spice Processing	Coffee Group
Banke	17	52	2	1	2	2	1				
Kailali	8	1906	1		1						
Surkhet	16	107	3		4			3	2	2	
Syangja	22	106	4		5						28
Dolpa	31	15			1						
Darchula											
Bardiya											
<b>Total</b>	<b>94</b>	<b>2186</b>	<b>10</b>	<b>1</b>	<b>13</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>2</b>	<b>2</b>	<b>28</b>

**Table 7: Total Direct Household working under BDS-MaPS by 3<sup>rd</sup> Year**

Districts	Total	Male	Female	DAG
Banke	2099	1197	902	773
Bardiya	2000	1340	660	940
Surkhet	1508	964	544	471
Kailali	1541	920	621	911
Syangja	1688	952	736	170
Dolpa	800	511	289	105
Darchula	383	314	69	103
<b>Total</b>	<b>10019</b>	<b>6198</b>	<b>3821</b>	<b>3473</b>

Reached to 10,356 HHs by end of 4<sup>th</sup> year.

**Table 8: Total Indirect Household working under BDS-MaPS**

Districts	1st Year	2nd year HHs	3 <sup>rd</sup> year HHs
Banke	1507	1249	2756
Bardiya	675	1875	2744
Surkhet	169	1172	1422
Kailali	2247	499	2781
Syangja	304	1689	1993
Dolpa	0	648	958
Darchula	0	867	938
<b>Total</b>	<b>4902</b>	<b>7999</b>	<b>13592</b>

Reached to 16547 by end of 4<sup>th</sup> year

### 9.3 Districtwise: Sales Statistics – 4<sup>th</sup> Year

**Table 9: Sales data for NTFP Wild (Direct)**

District	NTFPs Wild		
	Target (NRs.)	Achievement (NRs.)	Achievement %
Banke	1,000,000.00	1,514,600.00	151%
Surkhet	1,430,200.00	4,317,290.00	302%
Kailali	890,000.00	470,000.00	53%
Syangja	70,000.00	5,040.00	7%
Dolpa	3,998,000.00	12,158,400.00	304%
Darchula	11,862,000.00	13,828,000.00	117%
<b>Total</b>	<b>19,250,200.00</b>	<b>32,293,330.00</b>	<b>168%</b>

**Table 10: Sales data for NTFP Cultivated**

District	NTFPs Cultivated		
	Target (NRs.)	Achievement (NRs.)	Achievement %
Banke	1,634,000.00	4,070,197.00	249%
Surkhet	1,550,630.00	1,263,220.00	81%
Kailali	3,434,000.00	3,006,500.00	88%
Syangja	1,175,000.00	964,750.00	82%
Bardiya	8,925,950.00	9,591,250.00	107%
<b>Total</b>	<b>16,719,580.00</b>	<b>18,895,917.00</b>	<b>113%</b>

**Table 11: Sales data for HVC/Spices and other crops**

District	HVC/ Spices and other crops		
	Target (NRs.)	Achievement (NRs.)	Achievement %
Banke	11,808,000.00	6,826,235.00	58%
Surkhet	14,452,000.00	7,659,250.00	53%
Kailali	13,515,000.00	11,030,224.00	82%
Syangja	13,875,000.00	9,517,007.00	69%
Darchula	1,675,000.00	1,103,000.00	66%
Bardiya	1,100,000.00	714,000.00	65%
<b>Total</b>	<b>56,424,460.00</b>	<b>36,849,716.00</b>	<b>65%</b>

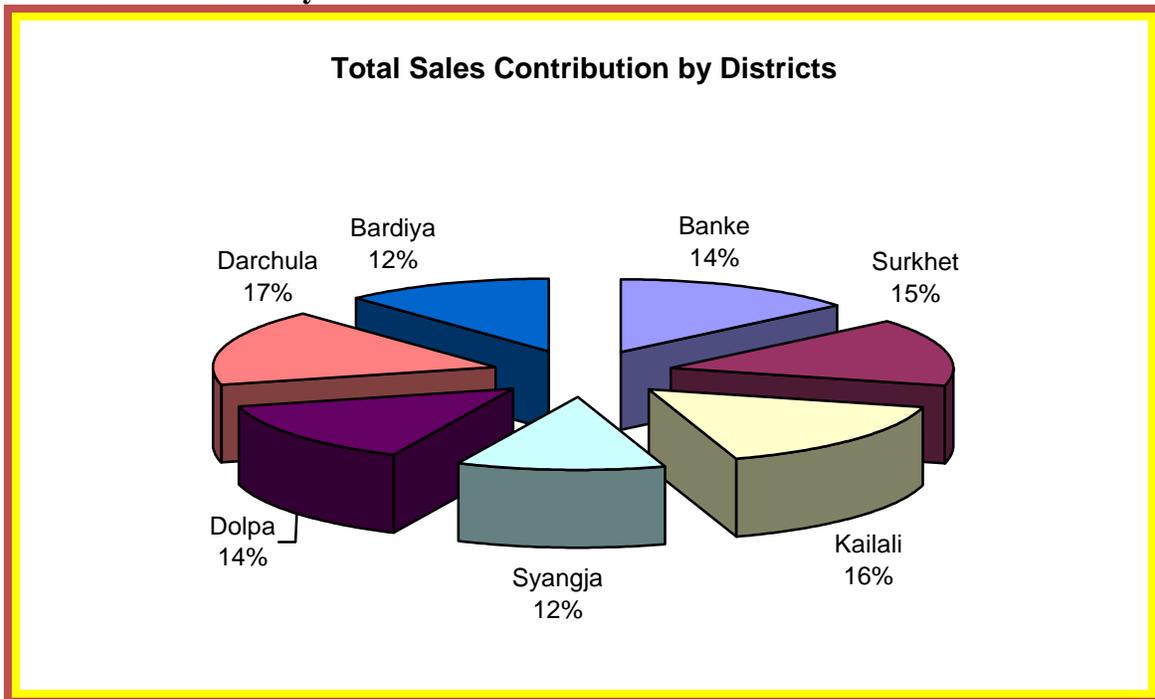
**Table 12: Total Agregate Sales**

Sub Sector	Target	Achievement	Achievement %
NTFP Wild	19,250,200.00	32,293,330.00	168%
NTFP Cultivated	16,719,850.00	18,895,917.00	113%
HVC/Spices	56,424,460.00	36,849,716.00	65%
<b>Total</b>	<b>92,394,510.00</b>	<b>88,038,963.00</b>	<b>91.60%</b>

**Table 13: District wide sales (2006-2007)**

District	Total sales	Percentage
Banke	12,411,032.00	14%
Surkhet	13,239,760.00	15%
Kailali	14,506,724.00	16%
Syangja	10,486,797.00	12%
Dolpa	12,158,400.00	14%
Darchula	14,931,000.00	17%
Bardiya	10,305,250.00	12%
<b>Total</b>	<b>88,038,963.00</b>	<b>\$1,354,446</b>

**Chart 3: Total Sales by Districts**



**Table 14: Total number of participants trained (>3days)**

S.No.	Districts	Participants		
		Total	Male	Female
1	Banke	49	37	12
2	Bardiya	36	36	00
3	Surkhet	90	42	48
4	Kailali	509	307	202
5	Syangja	146	100	46
6	Dolpa	54	37	17
7	Darchula	159	53	106
	<b>Total</b>	<b>1043</b>	<b>612</b>	<b>431</b>

**Table 15: Total number of participants trained (<3days)**

SN	Districts	No.	Participants			
			Male	Female	DAG	Total
1	Banke	223	2046	1688	1682	3734
2	Bardiya	60	1135	774	825	1909
3	Surkhet	62	1446	1658	882	3104
4	Kailali	466	2882	1975	3442	4857
5	Syangja	391	2728	2237	387	4965
6	Dolpa	25	268	132	38	400
7	Darchula	4	193	292	144	485
	<b>Total</b>	<b>1231</b>	<b>10698</b>	<b>8756</b>	<b>7400</b>	<b>19454</b>

## 9.4 District Experiences

### 9.4.1 Banke

- Nepalgunj is NTFP trading hub so the project activities should focus more on marketing.
- Prior to introduce new crops, detailed market study and R & D is necessary.
- Maintenance of quality in processed product (Bel ...) is difficult.
- Essential oil bearing plants will give full impact after two years.
- To be able to manage the collection center efficiently in the communities, wide variety of products is necessary. Therefore integration of activities with Nepal SIMI, Ujyalo, etc.will be of value and the synergy effect can be developed.
- The role of local resource persons (LRPs) becomes phenomenal in order to succeed in creating service provision at the farmers level.
- Changing the cropping pattern is very much difficult job, especially for cultivation of essential oil bearing plants in private land.

- h. By utilizing the fallow land of Community Forests, farmers can produce organic oils and they earn increased profit e. g. Lemongrass.
- i. We cannot expect more yields in first year from perennial grasses.
- j. Management is more important for commercial operation of community based enterprises.
- k. Demonstration can help to motivate farmer's e. g. Chilli - NS-1701.
- l. For Chilli crop September is the best planting season.
- m. Involvement of Government body in programs is necessary from Central to Local level.
- n. Need to know the end market before selection of any sub-sector enterprise for promotion.
- o. Chamomile is suitable for middle class farmers not for landless & ultra-poor.
- p. Provision for capacity building activities for project staffs is necessary.

#### **9.4.2 Kailali**

- a. Farmers believe more on local service providers, therefore it should be our priority to strengthen capacity of LRPs and Service Providers.
- b. Essential oil crops can be commercially cultivated and processed at community level as a source of income to the community.
- c. Enterprise can be successfully developed at community level with regular community mobilization.
- d. We can substitute the import of some HVC products through mass production locally.
- e. The high price of essential oil and spices influence and boost up the communities for the volume production.
- f. Communities were found to have quickly adopted those enterprises which provided income in short term period.
- g. DUs have become one of the main historical activities of BDS- MaPS.

#### **9.4.3 Bardiya**

- a. Exposure for communities towards best practices, enterprise development and cultivation builds confidence in them.
- b. Follow-up and regular backstopping need to be regularized specially on new crops.
- c. Well co-ordination & good relationship with line agencies & I/NGOs allows the progress in work steadily.
- d. MoU signed between the farmers/CFUGs/FGs and traders/ companies - wins trust of management, technical and institutional backstopping is utmost for new and existing enterprises.
- e. LRP strategy is effective to get the work done and as well incubates care to new product.
- f. Formation of NTFPs cultivation and harvesting groups in CFUGs focused on poor and DAG has ensured the sustainable harvesting practices.
- g. Revolving fund is needed for enterprises until not financially sustained.

- h. Marketing service is needed to micro and meso level enterprises.
- i. Community share and investment in enterprise is crucial to bring ownership and a step forward for responsible business.
- j. Trader visit to cultivation site and interaction has built up trust while farmers would be encouraged for commercial cultivation and traders would also be encourage for investment on farmers.
- k. Managerial and technical support essential for the institutionalization of the enterprises.
- l. Large scale production of new crop is not practical at first instance, instead the demonstration plot plays a supporting role for decision making.

#### **9.4.4 Syangja**

- a. Successful demonstration helps for commercialization of the product.
- b. Short term crop gives quick impact which helps to expand the program.
- c. February planted coffee gives production one year earlier than June plantation.
- d. To implement MIT more effectively MIT staff is needed.
- e. There was great challenge and risk to establish collection center at Butwal with management of Syangja investors. The coordination with Butwal CCI, Butwal Municipality, Police and Area administration office became possible.
- f. Extension of program through LRP is very successful.
- g. Successful demonstration is very useful to promote commercial cultivation.
- h. Low risk bearing products can be easily commercialized.
- i. Product development and marketing in micro enterprise level is highly complicated (Ginger Powder).
- j. Ownership feeling on locals helps to achieve program goals (Orange).

#### **9.4.5 Surkhet**

- a. Early transplanted (Nov. 15 – Dec. 15) seasonal Onion bolted vigorously.
- b. Ginger, Garlic & Timur is very potential in Surkhet, hence varietal introduction, technological improvement is must even in perenial NTFP like Timur.
- c. Ginger squash & spice company promotion is necessary in Surkhet.
- d. Sustainable harvesting practice is being practiced but takes longer duration.
- e. Demonstration of Chinese garlic should be done in first week of October.
- f. Technology to dry chilli should be studied especially for the rainy season.
- g. Demonstration of enterprise was more effective through leasehold farming conducted by LRPs.
- h. Linkage (forward and backward) development is a very practical approach in the fragile market situation (NTFPS and HVCs) like Surkhet. The program helped to receive higher price (premium) in the case of Ritha.
- i. Enterprise assessment indicator should be verified carefully (spice processing enterprise case) before establishing any small enterprises.
- j. Embedded services must be introduced for sustainability of the LRPs.

- k. Exit strategies should be flexible according to program areas and based on needs of the community.
- l. Successful programs and activities must be replicated in other program districts.

#### **9.4.6 Dolpa**

- a. Regular meeting and information sharing is must with traders.
- b. It is too difficult to plan, record and document activities in too rural area like Dolpa due to lack of modern information and technology (telephone, cameras, internet, etc).
- c. Concern parties (NGO/GO/FG/CFUG/CBO) want economic incentives while participating in trainings and workshops.
- d. In the case of Wild NTFP Sustainable harvesting practices were useful for collectors.
- e. Cultivation & Domestication of some NTFPs are showing positive impact .(eg Atish, Sugandhawal).
- f. Chilli and Onion have proven to be commercially viable spices for communities' income prospects.
- g. Demonstration of Green House is successful and other NGOs are replicating.
- h. Due to demonstration impact of MIT, demands are gradually increasing.
- i. Good impact on conservation of NTFP through students & SPs.
- j. Dhoop, Silajit, Seabuckthron, Allo & Hemp enterprises have been functioning well but they are in an initial stage so they need continued supports.
- k. Sustainable harvesting training through LRP is better achieved than our direct involvement.
- l. Involvement of school students showed good result for conservation & entrepreneurship sectors.

#### **9.4.7 Darchula**

- a. Creation and strengthening of local commission agent among and within the group is key to sustain the group marketing approach for fair and profitable trade of NTFPs. It has proven very successful in the trade of Yarsagumba and other NTFPs.
- b. Strengthening of institutions like FECOFUN seems very fruitful and sustainable in terms of service delivery.
- c. Reliable market information in right time is the key for maintaining strong bargaining power.
- d. Users are more guided by the traders than others in terms of sustainable harvesting, quality control and buy back guarantee. So it is very fruitful to use them as resource person in relevant training programs.
- e. Group marketing increased the bargaining power of collectors and ensures the sustainable harvesting of NTFPs but the practice is still in an infant stage.
- f. Trust and pre investment is most important in Yarsagumba trade but most of the legal traders are hesitating to invest in the beginning.

- g. Some FUGs are capable of carrying out NTFPs business but they are not able to move forward due to lack of investment capital.
- h. Rajma bean is very profitable cash crop in high altitude.
- i. Leader farmers are most important for new crop introduction and technology transfer .e.g. Rajma
- j. Exploration of potential business, relevant services and tie-up between buyers and sellers is very crucial to promote the community based NTFPs business. It may also be backbone to promote CF as community business unit. CFUGs have capacity to buy it but challenges exist in convincing them.
- k. Communication problem with center and regional office.
- l. Establishment of commission agent among within the group is key factor of group marketing.

## **10. Other Processes in BDS-MaPS**

### **10.1 Gender**

Gender has been part of the cross-cutting theme of the BDS-MaPS project. Although an entire component has been established for Women Enterprise within this project, it is still important to maintain gender balance and harmony among the beneficiaries and communities. Following were the major achievements:

- Training on the gender related aspects of social mobilization was conducted for project Social Mobilizers (SMs) and leader farmers.
- Comprehensive monitoring of field activities of the Women Enterprise component of the project was completed including (Internally Displaced Population) IDPs situation in Kailali district.
- Need assessment for gender sensitization training was completed through the coordination of local NGO or Women Development Organizations (WDOs).
- Detailed survey and base line study was conducted in Lalitpur district for a (Multi use water system) program in Lele. Lalitpur has been developed as a showcase district for the project and the MUS component was an important aspect. Major gender sensitivity training has been completed with this group.
- Coordination meeting and discussions were held with World Education and Naribikash Shang Biratnagar for monitoring the Economic Literacy Classes at Saptari.
- Follow up was conducted for women and DAG leadership development in higher order of farmer's organization i.e. Business Unit, cooperative, collection center and group marketing. Women and DAGs Leadership development is on going and a format for the leadership development are being implemented by each districts
- Support to Women Enterprise towards the capacity building of field staff was completed.
- During the exercise, groups shared experiences of Women Enterprise field situation and developed a plan to monitor the groups and have planned to provide feedback to field staff of Lalitpur for BDS-MaPS intervention in the groups.

Furthermore, considerable work has been done towards motivating field staffs to explore the leadership of women in the marketing of piglets.

- Refresher Gender Orientation Training for Leader Group Members was conducted.
- A guideline for LRP's Service based on Gender Concept was developed. The guideline has been printed and the copies have been distributed to Saptari, Lalitpur, Banke, Syangja and Kailali for LRPs.
- Feasibility study of a poor community in Lalitpur district was conducted for WE program.

## **10.2 Agro processing**

- A technical drawing of the tunnel dryer preparation and technical manual of the dryer has been finalized.
- Evaluation on the performance of pedal pulper was completed. Double Drum Dryer's performance of Waling and Syangja was also evaluated and report submitted.
- Distillation Operators were trained to run the distillation units. Regular technical back stopping for every steps of cultivation and processing at field level had been done for the running of already established distillation units:
- Distillation of mentha from 6 direct fire distillation and distillation of perennial grasses and eucalyptus from three boiler operated distillation units have been installed in Bardiya, Banke and Kailali
- Regular technical back stopping to DU Operators for the proper cleaning and storing method for quality maintenance has been supported.

## **10.3 Service Providers /Enterprises**

BDS- MaPS with its unique approach of strengthening service providers has been working at the establishing of business services at all the levels. In this regards apart from the embedded service providers like agro vets, traders various multiple service providers has been strengthened.

## **10.4 Local Resource Persons**

Local resource persons are aimed at providing the services to the farmers and entrepreneurs at the local level. They have been primarily used for training through backstopping support of BDS-MaPS. There are total 30 nos of LRPs developed upto the third year of BDS- MaPS operation.

Local resource person has been stimulated to develop as entrepreneurs. With unique features of LRPs (some of them had started to market the rural products, agent to the agrovets, commercial cultivation and others)

## **10.5 Business Unit**

BDS- MaPS has been working for strengthening business service providers providing the services from the input supplies to the bringing the products in the end market. In this regard a common platform for these business support center known as Business Unit was

realized. Three years of operation has seen the establishment of five Business Unit as private limited. BDSMaPS has continuously been facilitating the backward and forward linkages of Business Unit including strengthening of their management capacity.

#### **10.6 Farmers Business Unit**

Farmers group can act as a nodal point for service receiving and service delivery. In this regard two FBUs were strengthened in Syangja and services have been linked to them including the government services.

#### **10.7 Community Forest User Groups as Business Entity**

New dimension in CFUGs has been added to sustainable harvest the possible enterprises within CFUG. In this regard two CFUGs each in Banke and Kailali has been developed as business entity.

#### **10.8 Capacity Building of Service Providers**

Apart from above services strengthening, there exists 79 no.s of service providers (Banke 20, Baridya 18 Kailali 6 Syangja 10 and Dolpa 25). These service providers are in the field of high value crops and NTFPs.

An MoU has been signed between Brindaban CFUG and Business Unit of Banke for backstopping activities for DU management. Backstopping activities has been conducted in Brindaban and Banke.

Business plan of Bel enterprise have been completed at Bardiya through the service providers.

Draft operational guideline of distillation unit of Brindaban CFUG has been circulated.

The Services Group meetings held with Bet entrepreneurs in Bardiya and Bel entrepreneurs in Banke led to the Bet entrepreneur being selected and sent for additional training on developing unique products and the Bel entrepreneurs have consensually agreed to proceed with the enterprise and seek funds to initiate their activities.

After the establishment of 7 Business Units, an exposure visit was conducted to orient them on the overall program and to establish market linkages with traders in Kathmandu. This resulted in increased network for the BEs and corresponding sales of their products and services such as sales of essential oils from Distillation Units in project districts through Business Units having market linkages with traders in Kathmandu. In addition to this, the services team also facilitated the registration of the BEs through the Company Act under Private Limited entities. This has provided them legal authenticity and helped in registering them as legal business entities

The services team was also instrumental in establishing working parameters for the distillation units (DUs) in the project working areas. In coordination with consultants, the team was able to develop a technical manual on DU operational guidelines which can be replicated for use in any DU of similar size/technical capacity; registration process/corresponding documents for all Distillation Units has been developed.

## **11. Environmental Compliances**

### **11.1 Overview**

NTFPs are often considered to be a broad group of natural resources; those are forests and pasture based but not in the private cultivation practices and are not included in the timber and fire-wood purposes. NTFPs are significant component for Nepalese economy. NTFPs include hundreds of species of traded and locally used forest products of biological origins employ thousands of collectors, village traders and exporters in Nepal around a year. These natural products originate from forest and pasture ecosystem are being increasingly recognized for their role in rural livelihoods, biodiversity conservation and export values. In the recent years the market of NTFPs has expanded, this is an opportunity as well as challenge for more sustainable, efficient and equitable management of NTFP resources.

In this context Business Development Service- Marketing, Production and Services (BDS-MaPS) has been aware that inefficient management of NTFPs may create threats upon their natural population. Thus, this program has considered sustainable harvesting program as one of the major components and emphasizes in maintaining the balance between harvesting level and recovery period of NTFPs. Program has recognized two main issues for sustainability of NTFPs. The first is a social aspect, which states that integration of social equity, economic development and environmental conservation brings sustainable use in the community. The second issue is a technical aspect of NTFPs, which needs integration of five components:

1. Optimum harvesting level,
2. Right time of harvest,
3. Maturity of the plant,
4. Conservation of plant population,
5. Regeneration.

These two parts are recognized and applied simultaneously for utilization of NTFPs in the program districts. This has been done through awareness campaigns, trainings, booklets of NTFPs, hoarding board display, gap analysis of community forest operational plan, inventory of community forest and operational plan revision in the project districts: Banke, Surkhet, Bardiya, Kailali, Darchula, Dolpa and Syangja.

### **11.2 Sustainable Harvesting**

Non-Timber Forest Products (NTFPs) originate from forests, shrub lands and meadows are being increasingly recognized as important source for livelihoods of rural people as well as for export values. These resources have been heavily harvested without regard for the regeneration. Some of these resources have been harvested earlier than their seed production. Thus, over and premature harvesting of NTFPs, creating threats in the nature as the majority of production of NTFPs come from wild collection as the domestication of NTFPs is lengthy and difficult.

### **11.3 Approach**

Sustainable harvesting practices have been promoted through forest resource inventory and optimum level of harvest. Guidelines prepared for NTFP inventory have been further refined with the collaboration of district, regional forest offices, and stakeholders working in the sector. Inventory of CFUGs with the focus on NTFPs has been given priority and technical support extended to selected CFUGs to carry out NTFP inventory in selected pockets of each project district. The effort to substitute wild collection through cultivation was initiated for which farmers and collectors have been trained on cultivation techniques. Support provided for the strengthening of forest user groups and preparation of operational plans and cultivation.

In brief, the project endeavored to train the farmers/collectors to harvest optimum level of production under sustainable management practices as well as increase production through cultivation, thus increasing the income of people. Following major activities were carried out during the project phase:

- ✓ CFUGs in the project districts training on sustainable harvesting;
- ✓ CFUGs motivated on domestication and cultivation of NTFPs;
- ✓ CF's operational plan in project districts reviewed and gap analysis done;
- ✓ Operational plan of CF's in project districts revised with the inclusion of NTFP cultivation, management and marketing component;
- ✓ Technical support provided to LRPs on NTFPs inventory;
- ✓ Resource inventory conducted with the assistance of LRPs;
- ✓ Manuals (in Nepali language) consisting the methods of collection, sustainable harvesting techniques of major NTFPs prepared and distributed;
- ✓ Nurseries and demonstration plots established to create awareness and conducted enrichment planting;
- ✓ Technical support provided to farmers and CFUGs to establish NTFP nurseries, trail plots etc.;
- ✓ Training on cultivation and processing of NTFPs provided to the farmers and CFUGs;
- ✓ Disseminated the plan/programs to target clients through service providers such as DFOs and FECOFUN.

### **11.4 Other Operational Activities**

- Conduct monthly progress and review meeting in Nepalgunj and districts.
- Field visit for program monitoring and backstopping.
- Field visit for program monitoring and production supervision.
- Production Plan development for CBNL supply.
- Feasibility survey for establishment of distillation unit in Banke.
- Visit to India for marketing and technology service linkage.
- Strategic Plan Preparation.
- Finalization of sustainable harvesting strategy.

- Inventory training to Rangers and service providers at Nepalgunj.
- Field visit for and annual output planning.
- Orientation program on women Enterprise.
- Hoarding board display.
- Follow up of the existing NTFPs and demo plot.

### 11.5 Initial Environment Examination (IEE)

There is legal provision in environment conservation regulation to perform IEE for the District Forestry Office to give permit for the collection of wild NTFPs more than 5 ton to up to 50 tons of each product. In this context Dolpa and Syangja District have facilitated District Forestry Office (DFO) for the conduction of IEE for most traded NTFPs. In this connection Dolpa has completed IEE on most traded NTFPs, Jatamanshi, Atish, Kutki and Sugandhawal while Syangja did on Asparagus and Tejpat. By doing this traders will not face any legal difficulties for the collection of NTFPs

**Table 16: Overall Project Progress**

District	SH Trainings		Gap Analysis		R. Inventory		OP amendment		HB display		Slogan paintings		Demo plot		Education to children		IEE	
	T	A	T	A	T	A	T	A	T	A	T	A	T	A	T	A		
Banke	22	21	26	26	2	2	4	4	9	9	6	6	1	1				
Bardiya	25	25	20	14	10	10	10	10	1	1			1	1				
Kailali	19	14	15	15	2	2	1	1	4	4			1	1				
Syangja	31	28	10	10	1	1	1	1	2	2			1	1	13	11	1	1
Surkhet	11	8	16	15	1	1	1	1	8	8			1	1	6	4		
Darchula	8	6	12	12	1	0	1	0	2	2			1	1	3	2		
Dolpa	46	43	4	0	1	1			3	3			1	1	4	3	1	1
<b>Total</b>	<b>162</b>	<b>145</b>	<b>103</b>	<b>92</b>	<b>18</b>	<b>17</b>	<b>18</b>	<b>17</b>	<b>29</b>	<b>29</b>	<b>6</b>	<b>6</b>	<b>7</b>	<b>7</b>	<b>26</b>	<b>20</b>	<b>2</b>	<b>2</b>

Total target events: 371

Achievement: 335 (90%)

## **11.6 Impact**

1. Increased awareness on Sustainable NTFP management.
2. Sustainable NTFP based enterprise planning (Bel squash at Bardiya, DU).
3. Legal trade (IEE, inclusion of NTFP trade in Operational Plan).
4. Social Inclusion (provision of giving Household ownership to cultivate NTFPs in Bandevi and Kailaleshwar CFUGs for lower economic class).

## **12. BDS-MaPS Women Enterprise (WE)/PRIME**

### **12.1 Project Background**

BDS-MaPS Women's Enterprises/PRIME Program was launched in the third quarter of the second year of BDS-MaPS operation i.e.- in April 2005. The program collectively known as BDS-MaPS WE/PRIME was designed for two and a half years which was funded by the USAID under a Country Focus Contribution Agreement till September 2007. IDE Nepal is the prime contractor working in collaboration with Winrock International, ANSAB and Lotus Opportunities to implement its program activities. The project was formulated with the aim of developing sustainable micro-enterprise initiatives for rural women that generate income and employment opportunities through diversifying and adding value to local natural resources.

The programs were implemented in Lalitpur, Saptari, Banke and Kailali districts. The program was built and expanded on the experience and successes achieved in BDS-MaPS programs during its first year. The focus on poor rural women entrepreneurs through a value chain approach provided opportunities to understand their special needs and concerns in agricultural, forestry and off-farm sector and thereby enabled to customize programs to improve on their livelihood status. The project worked in close cooperation with the District Agriculture, Livestock, Irrigation, Forestry, Education and Cottage and Small Scale Industries Offices of Government of Nepal besides national as well as local level private input output service providers and the micro-finance institutions.

During the course of BDS MaPS WE/PRIME program 10 groups in Lalitpur, 20 in Saptari, 23 in Banke and 26 Women groups in Kailali were formed with involvement of 1,142 women beneficiaries comprising 17% of Dalits and DAGs. In addition to this, the program benefited from close working relations with government line agencies, local NGO's and CBO and partner INGOs. In terms of achieving program goals, BDS MaPS WE/PRIME program was able to provide services to more than 100% of its target beneficiaries and increase income of these beneficiaries by USD 129 per household against a set target of USD 100.

BDS-MaPS WE/PRIME program goal is an approach that enables small holders to receive business services, access to appropriate inputs, markets, and finance that allows them to take advantage of their comparative advantage in the production of high-value commodities.

### **12.2 Project Goal**

Promote livelihood security for poorest disadvantaged small holders through BDS and value chain approaches. The project will ensure participation of at least 50% each or more of women and DAG.

### **12.3 Project Objectives**

1. To increase the income of 2,400 rural poor families by an average of \$100 per year using a value chain approach in selected sub-sectors. There will be a goal that at least 50% of participating households are represented by women, and that at least 50% of households are from disadvantaged ethnic groups.
2. Develop at least 4 village-based agro processing enterprises with possible bank financing.
3. To facilitate access to micro-finance for 2,400 farm families.
4. To strengthen at least 80 private sector service providers increasing their sales by linking them with government service providers.
5. To develop 10 apex community based organizations such as marketing committees, and assists them to act as service providers to their associated producer groups.

### **12.4 Project Strategy**

In order to achieve the goals of the program, three key strategies have been developed:

#### **12.4.1 Strategy for financial linkages**

The program will work towards establishing partnerships with local and regional MFIs, FINGOs and local saving and cooperative groups in each district to ensure that the target groups are successfully linked with such institutions. To materialize favorable outcomes the following approach will be pursued:- holding preliminary discussions, group meetings and finally signing of MoUs with participating MFIs and FINGOs to take place.

Consequently all the beneficiaries of BDS MaPS PRIME program will have been linked with a local level financial institution. The service offers available from such institutions ranges from micro loans for production to savings and insurance.

#### **12.4.2 Strategy for sustainability of services**

This project envisages creating a climate of public-private partnership in which a strong network of private sector service providers are linked to the government and thus act as an intermediary between the vast knowledge and resources of the public sector. Essentially the public sector becomes the wholesaler of services, while the private sector becomes the retailer of services to the small and marginal farmers and their groups.

This process will consist of involving the government in the planning and implementation of micro-enterprise development from the beginning. They will see it as their role to build the capacity of and provide services to private sector service providers such as agri-

input shops, nurseries, micro-irrigation suppliers and technicians, marketing groups, market committees, animal breeders, dairy processors, herb and spice processors, and local agri traders. Workshops and trainings of these entities will be conducted by the government with technical assistance from the project.

Impacts will be monitored in terms of how these services end up with the poor and marginalized farmers. Private sector providers will be oriented on their intermediary role and its importance to the expansion of their own businesses.

#### **12.4.3 Strategy for the development of apex bodies**

The interface between poor and marginalized farmers and service providers has often been troublesome. The majorities of farmers are illiterate from marginalized groups (low social status) and are intimidated by interacting with the more sophisticated government and private sector service providers. Existing BDS MaPS programs have experimented with creating marketing/enterprise groups to act as intermediaries between the farmers and the outside market environment. These groups have the dual purpose of acting as aggregators of produce (thus lowering transaction costs), and acting as a channel to service providers and other input and output market actors. The groups put forward their strongest members who can act on behalf of the group.

The project envisages working with farmers to create and strengthen more of these groups. Using organizational development techniques, the project will help the groups to apply appropriate administrative methods, and to assure good governance within the groups. Each group will be responsible for its own organization and planning with assistance from the project.

### **12.5 Program Activities**

The main program activities were as follows:

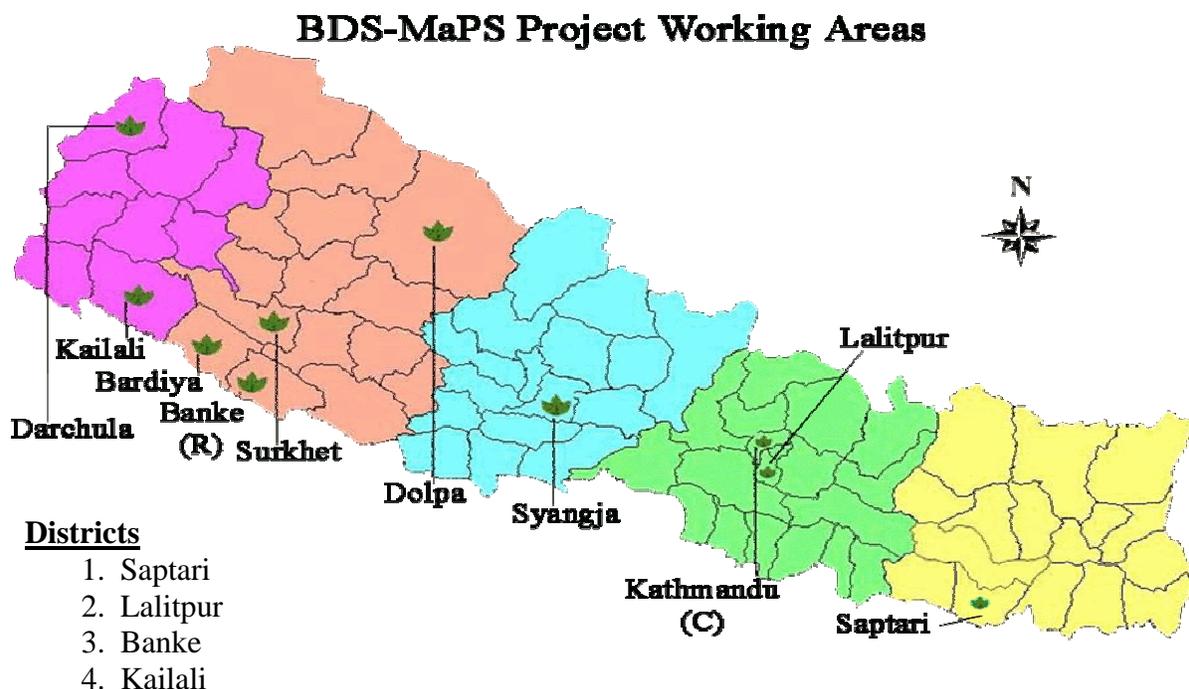
1. Identify and evaluate market opportunities for micro-enterprise development through local stakeholder interest groups.
2. Design and facilitate the implementation of micro-enterprise initiatives with microfinance accessibility.
3. Establish local capacity for promoting micro-enterprises and strengthening local business support services.
4. Institutionalize the micro-enterprise development process at Village Development Centers (VDC) and district levels through apex Community Based Organizations (CBO).

### 13. WE/PRIME Achievements – Key Highlights

The salient features of the overall project achievements are briefly highlighted below:

1. The project exceeded target figure by reaching to 2429 HHs where Female were 99.87%, Dalit-25% and DAG-48% as beneficiaries.
2. The additional increased income for each HH stood at US\$ 128.00 against the target of US\$100.00.
3. 81 Service Providers and 9 Apex Bodies were formed.
4. 4 Agro-Processing enterprises established.
5. 100% of the HHs were facilitated access to 14 Micro Finance Institutions with the total loan disbursement of NRs.1,03,48,527.00.
6. 559 HHs successfully adopted new technology ranging from MUS, Drip irrigation, Sprinklers, Plastic house and Treadle pump.
7. 569 women received economic literacy program.

Chart 4: BDS-MaPS WE/ PRIME Working Areas



## **14. WE/PRIME Program Intervention Approaches**

The program identified the following best suitable interventions, which were assessed to bear potential to successfully affect the anticipated outputs from the project;

### **Intervention 1**

Facilitate and develop capacity of farmers groups' technical and management knowledge for commercial production through providing linkages to service providers.

### **Intervention 2**

Facilitate and strengthen the establishment of market, including bulk-marketing, information mechanism for farmers, traders and service providers.

### **Intervention 3**

Facilitate for establishment of linkages and coordination between groups, financial institution, GOs/INGOs and CBO for financial and technical support as well as for providing regulatory information.

### **Intervention 4**

Capacity building of Apex bodies, Cooperatives, LRPs, Agro-vets, Dealers, Commission agents, and Farmers groups.

### **Intervention 5**

Facilitate financial access through developing linkages between financial institutions, financial service providers and business service providers.

### **Intervention 6**

Facilitate the establishment of Agro-processing enterprises.

#### **Building Confidence in Business**

*This is a success episode about a revolving fund supported with technology.*

Ms. Punita Pasman (Dalit), aged 32, married with three children belonging to a marginal/poor farmer family in Kusha VDC # 8 of Saptra district. Before joining the BDS – MaPS WE program's group in 2005, she used to work as a low paid farm laborer to supplement her family income.

Economic literacy program has made her a literate business woman with skills, confidence and motivation. She is now working as a commission agent in her village. In a good season her income exceeds NRS 7,500.00/month.

## 15. Impact of Interventions – Key Highlights

### 15.1 Intervention 1

Facilitate and develop capacity of farmers groups' technical and management knowledge for commercial production through providing linkages to service providers.

#### Impact

- a. Group Coverage and desegregation of Gender, Dalit, DAG groups:

**Table 17: Coverage of groups**

District	No. of VDC/ Municipality	No. of Wards	Total Groups up to March 2007	Remarks
Lalitpur	5	16	32	10 groups from Nepal Red Cross Society (Sub grantee)
Saptari	7	20	20	
Banke	7	16	26	
Kailali	5 VDC, 1 Municipality	22	26	
<b>Total</b>	<b>25</b>	<b>74</b>	<b>104</b>	

**Table 18: Desegregation of male, female, *dalit* and DAG members**

District	HH Target (Oct 2006 – Sep 2007)	Household Reached Oct 2006 - Sep 2007					
		Total	Male	Female	Dalit	DAG	Non-DAG
Lalitpur	600	612	3	609	19.93%	26.31%	53.76%
Saptari	600	592		592	27.87%	72.13%	0.00%
Banke	600	621		621	33.49%	20.77%	45.73%
Kailali	600	604		604	17.55%	75.33%	7.12%
<b>Total</b>	<b>2400</b>	<b>2429</b>	<b>3</b>	<b>2426</b>	<b>24.74%</b>	<b>48.25%</b>	<b>27.01%</b>

- b. Resulted in concrete income generation program and 15% of the repayments were fulfilled in the stretch of 10 months.
- c. Funds transferred to Women Multipurpose Cooperative account as revolving fund to be used as loans for potential commission agent on a regular basis.
- d. Amongst women participants 26% and 40% were Dalit and DAG respectively as in line with the community inclusion targets.

- e. Entrepreneurs build confidence in them and increased interest to venture in the enterprises became widely stimulating.
- f. Local women became active participants in identifying and prioritizing issue areas, selecting suitable micro-enterprise development programs, implementing the activities, and monitoring and supervising the process.
- g. Farmers have become aware of proper planting methodology such as suitable spacing and sowing techniques, correct timing for transplantation and right dose of fertilizer application.
- h. Based on their increased skills, farmers have doubled their area of cultivation from 15 hectares to 30 hectares.
- i. Increase in awareness of harmful and useful pathogens, diseases of crops and have developed their skills in sorting, grading, packaging, storing and other issues regarding marketing and transportation of their produce.
- j. The knowledge and skills also minimized the wastage of production at farm level, thus increasing volume production.
- k. Trainings and skills have developed the level of confidence in women to manage, engage and adopt suitable and sustainable livestock related micro-enterprises.
- l. Innovative agro-processing enterprise in the form of incense stick production has redefined the approach of the project and has proven to be an effective source of income for the beneficiaries.
- m. The concept of commission agent, developed by the program, has created a learning experience that offered poor rural women the knowledge and skill to build entrepreneurial competence and confidence. Revolving fund, supported by the program has also improved the economic empowerment of commercially viable micro-enterprises group members who have small area of land and no experience in farm based enterprises.
- n. The economic literacy class helped the transfer of knowledge on basic literacy, numeracy and micro- business /enterprise, and information on social issues, such as basic health, nutrition, water and sanitation, family planning and children's education.

### **15.2 Intervention 2**

Facilitate and strengthen the establishment of market, including bulk-marketing, information mechanism for farmers, traders and service providers.

#### Impact

- a. Women farmers have gained knowledge and skills to grow improved vegetables in their small plot of land and manage improved breed livestock and poultry.
- b. Women micro-enterprise groups have been able to develop effective and realistic business plan for small enterprises and initiate their businesses.
- c. Linkage has been developed with the input suppliers who have been providing raw materials for Incense sticks in Banke.
- d. Establishment of collection center became a reality from which farmers related to vegetable production have been directly benefitted. They have received the opportunity to sell their products and raise income easily. The center has been also providing marketing facilities.
- e. The new concept implementation with selected two photograph ladies have already showed an earnings of an average NRs 3000-3500 since the start month.
- f. Program activities brought together almost all of the program beneficiaries and the highest number of traders possible in the districts.

### **15.3 Intervention 3**

Facilitate for establishment of linkages and coordination between groups, financial institution, GOs/INGOs and CBO for financial and technical support as well as for providing regulatory information.

#### Impact

- a. Various concerned line agencies such as DADO (District Agriculture Development Office), DLSO (District Livestock Office), and MFIs (Micro Finance institutions) such as Nirdhan and Swablamban provided necessary technical and financial support to WE program beneficiaries in all four districts. This made the process of acquiring services from various service providers a convenient process for the beneficiaries.

- c. The program has shown increased access for poor rural women to agricultural inputs that assisted them to grow seasonal as well as off-season vegetables for their enterprises.
- d. The program has helped build linkages between beneficiaries and output services providers that helped them access the market for their farm and off-farm products at local as well as district level.
- e. The program developed good coordination and linkages among and between the farmers, input/out service providers, and the government line agencies which resulted in an increase in the income of a micro-enterprises' group members from their farm and off-farm enterprises.
- f. The widening of farmers' knowledge boosted further advantages about collective marketing and proper management of agri- inputs.
- g. Farmers have started commercial cultivation and production of vegetables in a large scale which is three times higher than what they used to cultivate previously.

#### **A Model CFUG for Entrepreneurship**

*Basantapur Community Forest User Group, Kailali.*

Basantpur CFUG has 134 women members who have carried out progressive socio-economic changes in Kailali through commendable activities. The major activities for income generation of its members have been an example to other CFUGs. Such activities have been the collection and selling of Pipla, Lemongrass tea.

They have been linked with Jadibuti traders in Attariya for Pipla from which they earned NRs 50,000.00. They now have confidence in managing their enterprise from production to marketing stages.

The ever increasing energy and enthusiasm of women members in their activities coupled with right decision the women CFUG has been seen as a model in Kailali.

#### **15.4 Intervention 4**

Capacity building of Apex bodies, Cooperatives, LRPs, Agro-vets, Dealers, Commission agents, and Farmers groups.

##### Impact

- a. Apex bodies in all the four districts have initiated formulating plans for upcoming years for various activities such as technical training, meetings, workshop, coordination and linkages etc. Apex bodies have been providing different types of services in the fields for business promotion.
- b. Paraspur Haatbazaar in Banke established in collaboration with DADO which is smoothly running every week

#### **15.5 Intervention 5**

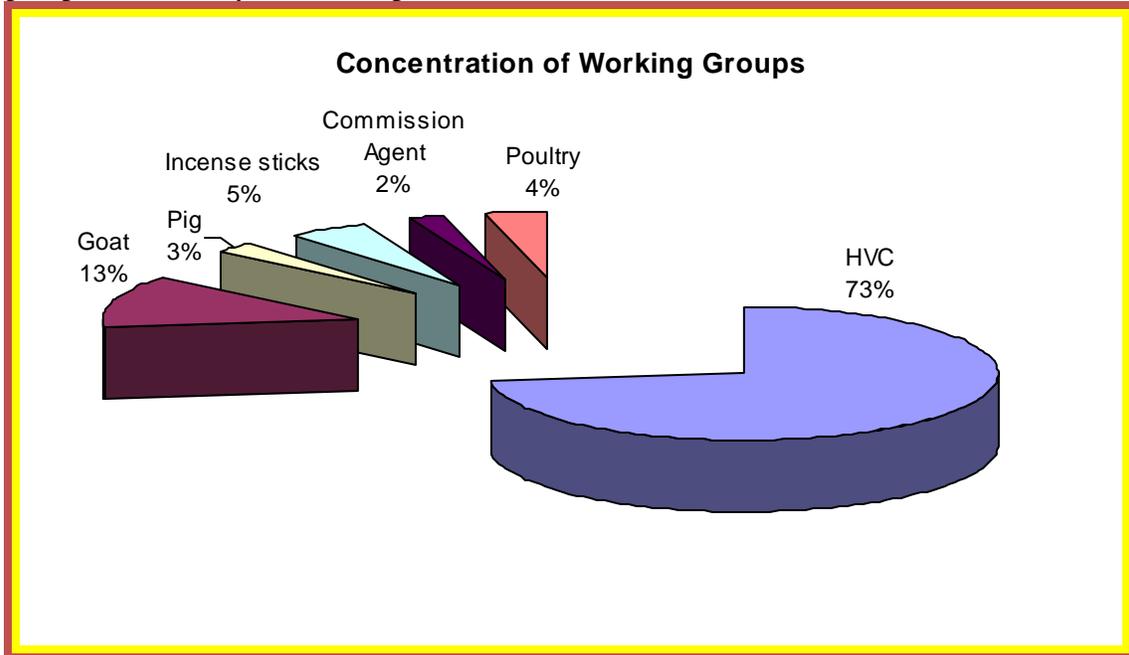
Facilitate financial access through developing linkages between financial institutions, financial service providers and business service providers.

##### Impact

- a. Good coordination and linkage has developed between the four districts of the project and Micro Finance Institutions.
- b. Loans have been disbursed to various enterprises in all the districts with an average loan size in each district i.e.- Banke:- NRs 10,000.00 - 15,000.00, Saptari:- NRs 10,000.00 – 12,000.00, Lalitpur:- NRs 2800.00 - 6,000.00 and Kailali:- NRs 1,500.00 – 2,500.00. The highest loan amount was found to be destined to HVC enterprises.

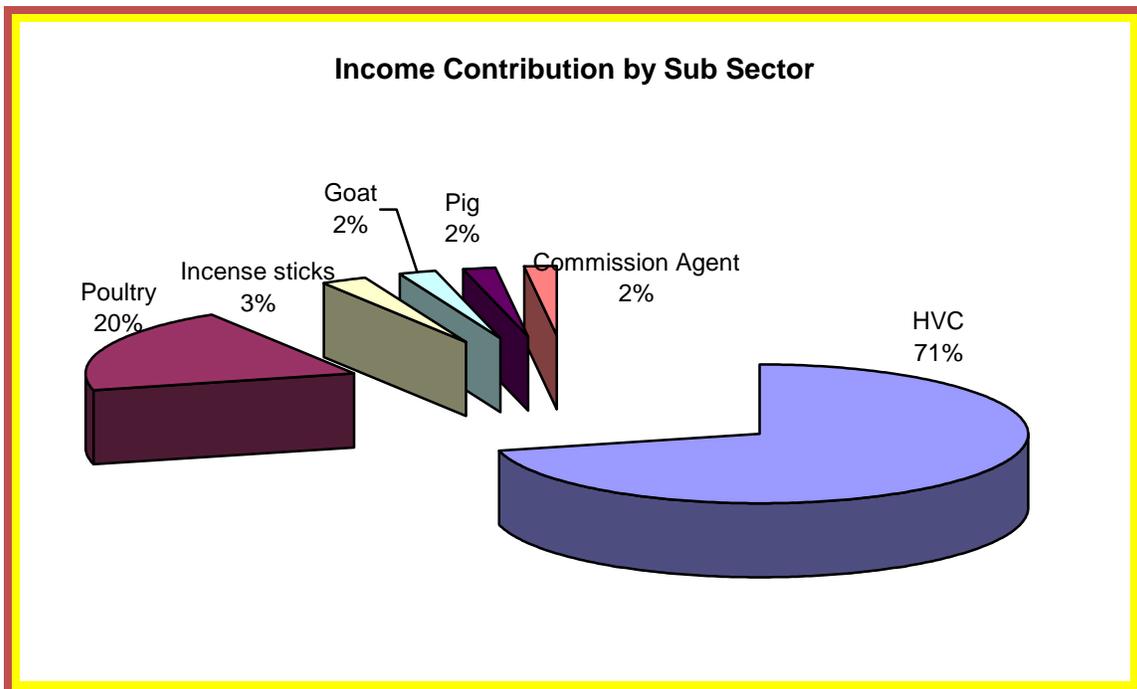
### Graph 5: Groups Working in Different Enterprises

According to the above chart amongst 2429 HH groups, HVC has the highest working groups followed by Goat enterprise.



According to the above chart amongst 2429 HH groups, HVC has the highest working groups followed by Goat enterprise.

### Graph 6: Income Distribution by Enterprise Category



**Table 19: Income per HH by Sub Sector**

Districts	Units	Enterprises					TI.	
		HVC	Goat	Pig	Incense sticks	Commission Agent		Poultry
<b>Income per HH (in US\$)</b>		<b>35.30</b>	<b>6.34</b>	<b>33.24</b>	<b>22.05</b>	<b>35.10</b>	<b>202.79</b>	<b>36.77</b>

Although Poultry had far less than the number of HVC enterprises and yet its yield on earnings was the highest when taking all the enterprise into a single universe followed by HVC and Commission Agent. Likewise Goat had far higher number of working groups but had low income contribution compared to Piggery enterprise.

### 15.6 Intervention 6

Facilitate the establishment of Agro-processing enterprises.

#### Impact

- a. After critical analysis and evaluation of the sub sectors a handful number of enterprises have been selected for implementation from which the progress has been steady and satisfactory. Experiences are being accomplished from its initiation by motivated women groups as they are progressing.
- b. Agro-processing enterprises have successfully generated employments.

### 15.7 General Impact

- a. Neighbor groups have been impressed with BDS-MaPS activities which resulted in their request for expansion to their groups.
- b. MUS has been proved to be a breakthrough at Lele. Group has experienced an entirely a new thing which they had never before: such as growing cauliflower cultivation and tomato cultivation in tunnel. It has significantly contributed in HH income increase.
- c. Hesitation to sale their surplus product has been removed. Trend to sell even individually by women has been increased.
- d. Group based production approach initiated.
- e. Beneficiaries began to realize the importance of group initiations (“I” would be prosperous only when “we” would be prosperous).

## 16. WE/PRIME : Major Intervention Activities

In each respective intervention area BDS-MaPS WE/PRIME has adequately supported its program implementation to ensure that all the sub-sector has been sufficiently exploited. It has placed programs in each districts after careful review to optimise benefit from its application and upon verification on the degree of needs.

The activities below guides towards understanding the nature of activities that had been undertaken to fulfil the objectives of interventions.

### 16.1 Intervention 1

Facilitate to develop and strengthen the capacity of group, mediator/service providers and LRP for technical know how, providing effective services

#### Services:

- ❖ Provision from technical trainings on pre and post harvesting technology on commercial vegetable farming practices and poultry practices.
- ❖ Provision for orientation and awareness program on commercial farming practices.
- ❖ Provision for training on increasing productivity and competitiveness.
- ❖ Provision for training on proper use of pesticides and fertilizers.

#### Major Activities

- a. Group formation and access to finance. 17% of Dalit population(CBS, 2001) has been included as project beneficiary. Women micro enterprises (WME) groups were formed with focus on poor women. Partnership with Nepal Red-Cross Society (NRCS Banke) and AHH (Kailali) established and loans through MFIs were disbursed to implement farm and off-farm microenterprises. In all districts, the program has started working with existing self-help groups and cooperatives to form 46 new groups with the respective micro-finance institutions (MFI).
- b. Prior to selecting the suitable micro-enterprises, sub-sector analysis of selected enterprises in the four program-districts undertaken. Sub-sector analysis identified the potential program constraints and opportunities and, in turn, facilitated proactive interventions within the sub-sector.
- c. Agreement with Shree Nari Bahu Udeshaya Sahakari Sanstha Ltd. in Saptari to support the implementation of women enterprises program for commission agent through establishment of a revolving fund.
- d. Capacity building through trainings - Following trainings were provided to the target beneficiaries in all 4 districts:
  - Crop planning and nursery management.

- Major sub-sectors: High Value Crops such as cauliflower, cabbage, chili, onion and garlic.
  - Pre and post harvesting trainings on storage, packaging and transportation losses at farm and household levels.
  - Disease and pest management with focus on onion and chilli.
  - Program beneficiaries were invited to a seven day accounting workshop, organized by SCDF in Lahan, Saptari. The beneficiaries gained skill and knowledge on group record keeping, as well as saving and credit management.
  - Trainings on improved feed management for pig, poultry; goat farming, de-de-worming and parasite control training for goat took place in all 4 districts.
  - Poultry shed management training.
  - Organized disease and pest management training on chili, onion, brinjal, cabbage, tomato, cucurbits, pea and beans.
  - Trainings on pre and post harvesting of onion and tomato was conducted.
  - Onion transplantation training was imparted to the farmers groups.
  - LRPs trained on Village Animal Health Work (VAHW), Vegetable cultivation, Incense stick production and on commission agent.
  - BDS-MaPS LRP in Kailali facilitated disease and pest management training of Chilli and pre and post harvesting of onion.
- e. Developing a showcase district - With the aim of developing Lalitpur as a showcase district, MUS (multiple water use system) installation, varieties trial for improved breed and seed quality, and strengthening market services and linkages were designed and implemented at ward # 4 of Lele VDC. Groups were formed and trained on issues such as group management, leadership development, resource mobilization, nursery management of high yielding varieties of tomato, and the construction of plastic tunnel for tomato cultivation.
- f. A nine-month economic literacy classes successfully completed. The literacy class has been conducted only in Saptari as a pilot project through a local NGO Nari Bikash Sang using updated curriculum developed prescribed by World Education.
- g. To provide practical knowledge of off-season cultivation and trade, an exposure visit was organized for the farmer of Lalitpur to go to remote areas in Palpa. Exposure visits (6 in Lalitpur, 2 in Saptari and 2 in Banke) were also organized to provide needed exposure to the farmers for sharing knowledge and experience among others as well as understanding the industrial setup for production of incense stick in mass scale.
- h. In Lalitpur, the team facilitated the farmers to contact pathology and entomology divisions with disease and insect pest infested parts with the aim of making farmers aware of such service providers. Farmers then onward have been in touch

with entomology and pathology divisions for the control of such problem and farmers have been able to overcome this problem.

**Table 20: Total HH Working Under BDS-MaPS/PRIME**

District	VDCs	Wards Covered & (no. of group)	Household Coverage	Remarks
Lalitpur	Chapagaon, Bisankhunarayan* Jharuwarasi	6,7, 8 (3 groups) 6 (1 group)* 7,8 (2 groups)	73 27* 40	**added ward # 4 (Lele), & 25 MUS HHs
	Lele**	4,5,6 (3 groups)**	88**	
<b>Sub- total</b>	Godamchaur <b>5</b>	1,2 (1 group) <b>11 Wards (10 groups)</b>	23 <b>251 (24.58%)</b>	
Saptari	Daulatpur	5,9 (2 groups)	73	
<b>Sub-total</b>	Kushaha Malhanwa <b>3</b>	1,2,5,6,9 (4 ps) grou 1,2,3,4,5 (2 ps) grou <b>12 Wards (8 groups)</b>	121 75 <b>269 (26.35%)</b>	
Banke	Rajhena Kohalpur Naubasta	7 (1 group) 1,2,3 (3 groups) 8 (2 groups)	34 67 76	

**Table 21: Input/Output Service Provider**

District	Service Providers (No.)			
	Input	No.	Output	No.
Lalitpur	Agro vet	3	Apex Body	1
	LRP (HVC)	4	Sub-Marketing Committee	1
	LRP (Livestock)	2		
Saptari	Agro vet	12	HVC traders	5
	Industry/factory	3	Poultry dealers	3
	Cooperative	1	Cooperative	1
	LRP (HVC)	4	Incense stick W/D	2
			Goat Traders	2
Banke	Agro vet	9	Feed Supplier	2
	LRP (HVC)	7		
Kailali	Agro vet	7	Product marketer	3
	LRP (HVC)	4		
	MIT <i>Mistri</i>	4		
	MIT Dealer	3		
<b>Total</b>	<b>Agro-vet</b>	<b>31</b>	<b>HVC traders</b>	<b>5</b>
	<b>LRP (HVC)</b>	<b>19</b>	<b>Poultry dealers</b>	<b>3</b>
	<b>LRP (livestock)</b>	<b>2</b>	<b>Goat Traders</b>	<b>2</b>
	<b>Cooperative</b>	<b>1</b>	<b>Cooperatives</b>	<b>1</b>
	<b>MIT <i>Mistri</i></b>	<b>4</b>	<b>Incense sticks W/D</b>	<b>2</b>
	<b>MIT dealers</b>	<b>3</b>	<b>Product Marketer</b>	<b>3</b>
	<b>Feed Supplier</b>	<b>2</b>		
<b>Grand total</b>		<b>62</b>		<b>16</b>

## 16.2 Intervention 2

Facilitate and strengthen the establishment of market, including bulk-marketing, information mechanism for farmers, traders and service providers.

### Services:

- ❖ Access to market price information to the farmers
- ❖ Provision for developing mechanism for collective input procurement and bulk marketing
- ❖ Provision for developing a mechanism for linkages between traders and farmers.

### Major Activities

- a. Linkage programs were held with an aim to coordinate and develop better link between farmers and various input suppliers. The main focus was on HVC.

- b. Monthly meetings between producers and traders were organized in all 4 program districts. Quarterly meetings of traders were organized regularly to ensure that pricing updates and information on current market situation are disseminated to all stakeholders.
- c. Meeting programs aimed to increase the linkages between farmers' group and input
- d. suppliers were organized for goat, pig and poultry and high value crops.
- e. Orientation programs were organized in the four program districts in which women participants including Dalit, and key stakeholders from government line agencies, I/NGOs, and other district level farm/off-farm income generation project offices attended the meeting and provided necessary feedback to the program.
- f. To increase the linkages between the farmers' group and input suppliers, a meeting was organized with local agro-vet and other input service providers for HVC, livestock (poultry) in all four-program districts.
- g. Meetings were organized with local agro-vet and other input service providers for HVC, livestock (poultry) in all four-program districts. Similarly, the Program facilitated an interaction session between farmers, traders, agro vets and Government Agencies (DADO, DLSO, WDO, LDO, DDC, DEO, DFO, DDC, VDC) and the executive members of the respective micro-enterprises group which enhanced the development of better links amongst them.
- h. An exposure visit to Birgunj was organized for the farmers of Banke for learning and observing incense box design, printing.
- i. BDS-MaPS Team facilitated linkage development between Banke supplier Feed dealer, Agro-vet, FMIs and Farmers group for input and Output Market for poultry farming.
- j. Fresh vegetable and fruits collection and selling center kushaha 6 Saptari was inaugurated by honorable Minister of Agriculture and Co operative Mr Chhabilal Vishwakarma. The inauguration ceremony was organized by Naribikash Bhahudesiya Sahkari Sanstha with the active initiation of BDS Maps PRIME Saptari.
- k. Picture Ladies: The concept of an income generating activity involving rural woman as service providers to meet the demand of family picture through the use of a digital camera was first brought to the attention of BDSMaPS/PRIME Nepal project by Ann Willoughby from the Willoughby Design group based in USA. Lalitpur has been selected for the implementation of this program as it is near from the central office and can be easily monitored and provide backstopping support to the picture ladies. Two active picture ladies have been selected on the

basis of their interest, motivation and working areas who were provided training and orientation classes on photography. Regular monitoring and backstopping is ongoing from the district and central team.

### **16.3 Intervention 3**

Facilitate for establishment of linkages and coordination between groups, financial institution, GOs/INGOs and CBO for financial and technical support as well as for providing regulatory information.

#### Major Activities

- a. BDS-MaPS WE/PRIME program made an agreement with WEAN Multipurpose Cooperative's to link women HVC producers and agro-processing groups to consumers. WEAN had taken the responsibility for the marketing research of agro-product to find out the actual consumption patterns of these products in their potential markets, and create new market demand nationally and internationally for agri- products.
- b. With an aim to develop coordination and linkages, focus group and interaction meetings were held in all four program districts.
- c. Regular meetings between line agencies, NGOs, CBOs and beneficiaries groups were held in order to coordinate activities and interventions.

**Table 22: Target vs Achievement Indicators for BDS-MaPS WE Project 2005-2006**

Indicators	Unit	Lalitpur	Saptari	Banke	Kailali	Total	Remarks
Number of HH to be reached by BDS-MaPS WE	Project Target	250	250	250	250	1000	
	Planned	250	250	250	250	1000	
	Achievement	251	269	220	281	1021	Banke 94 IDPs, Kailali 27 IDPs not included
	% Annual	110.4	107.6	88	112.4	104.6	
Total Monetary Volume of Vegetables, Spices, Livestock, Poultry, Off-farm enterprises	Project Target	1888400	4269000	1613400	1603000	9373800	
	Planned	1888400	4269000	1613400	1603000	9373800	
	Achievement	2197198	3016360	2086149	2226179	9525886	
	% Annual	116.35	70.66	129.30	138.88	101.62	
Number of beneficiaries HH belonging to DAG	Project Target						
	Planned						
	Achievement	76	180	59	219	534	
	% Annual						
Number of beneficiaries HH adapting to improved technology	Project Target						
	Planned						
	Achievement	34	144	34	35		Supposed to be TP, DP the Technology
	% Annual						
Sell of Agriculture Inputs	Project Target	992964	390942	551160	273350	2208416	
	Planned	992964	390942	551160	273350	2208416	
	Achievement	424076	567000	1250641	171400	2413117	
	% Annual	42.71	145.03	226.91	62.70	109.27	

#### 16.4 Intervention 4

Capacity building of Apex bodies, Cooperatives, LRPs, Agro-vets, Mistris (technicians), Dealers, Commission agents and Farmers groups.

#### Services

- ❖ Provisions of trainings on institutional developments
- ❖ Provision for developing linkages with the Government Service Providers
- ❖ Provision of trainings on gender sensitization

## Major Activities

- a. *Sustainability of Service Delivery* - The BDS MaPS PRIME program envisaged creating a climate of public– private partnership facilitating a strong network of private sector service providers linked to the government. Henceforth, BDS MaPS Prime acted as a bridge between the vast knowledge and resources of the public sector and the private sector. The expectation was that the public sector will become the wholesaler of services, while the private sector will become the retailer of services to the marginal farmers and their groups.
  - i. This process involved the government in the planning and implementation of micro-enterprise development. Their role became to build the capacity and provide services to private sector service providers such as agro-vet; nurseries; micro-irrigation suppliers and technicians; marketing groups; market committees; animal breeders; dairy processors; herb and spices processors; and local agri- traders.
- b. Value chain actors gained from the meeting and workshop, which trained them to develop sustainable and effective service delivery.
- c. Service providers were trained on input/output services on technical and extension services to the MSEs in the four program districts.
- d. Program Advisory Committee - Central level Program Consultative /Advisory Committee, chaired by the Director General, Department of Agriculture was formed. The other committee members represented the Ministry of Local Development, Ministry of Women, Children and Social Welfare, Department of Livestock Services and Department of Irrigation. BDS PRIME Program Manager works as a member secretary for this newly formed Program Consultative /Advisory Committee.
- e. Similar to the Central Program Consultative /Advisory Committee, a seven member Local Advisory Committee or District Coordination Committee was formed and chaired by the District Agriculture Development Officer in all the program districts. Representatives from LDO, DLSO, WDO, DOI, DSCI, local MFIs, and NGOs are the committee members for the District Coordination Committee.
- f. Strengthening Apex Community Based Organization - The program has experimented with creating marketing groups to act as intermediaries between farmers and the outside market environment. These CBOs have the dual purpose of acting as aggregators of produce (thus reducing transaction costs), and acting as a channel to service providers and other input/output actors. Through strengthening CBOs as institutions /organizations, the program helped them apply appropriate administrative methods and ensure good governance within the groups.

- g. Orientation programs were held aiming to establish an apex community based organization. At the same time, need assessments of apex CBO formations were carried out through focus group discussion.
- h. The program has facilitated the formation of Apex body in all four districts. The program facilitated the exposure visits of the apex body members of Lalitpur to Pokhara, Palpa and Tanakpur.
- i. The newly formed Abhash Vegetable Marketing Management Committee in Kailali has been performing dual functions of acting as aggregators of produce and as a channel to service providers and other input/output actors. This apex body has been collecting the produce and marketing them with technical support provided by the program.
- j. Backward linkage development between Apex body and farmer groups, forward and backward linkage between input and output market traders, Agro-vet Linkage development among the farmers ,LRPs and Input suppliers, LRP's linkage development with wholesaler farmers group, government agency and feed suppliers.
- k. Linkage and coordination development with related line agencies for Apex body and groups strengthening, linkage development with LRP's and input and output supplier for collective marketing
- l. In Lalitpur, an apex body comprising of seven members (3 male and 4 female) has been formed. Two stalls has been booked within the vegetable selling complex located in Lagankhel. Marketing group consisting of four members has been formed to carry out marketing activities smoothly and efficiently and this Apex Body has been able to earn an income from it.

The project team supported the Apex Bodies in the following activities:

- Conduct technical & non technical training to Apex Body for capacity building.
- Facilitate in developing co-ordination & linkage of different business Stake holders & Line Agencies.
- Facilitate in developing linkage with Micro Finance Institutions.
- Encourage and motivate Commission Agents for business development activities.
- Create awareness among group of women for business development through economic literacy program.

## 16.5 Intervention 5

Facilitate financial access through developing linkages between financial institutions, financial service providers and business service providers.

### Services:

- ❖ Access to financial service providers for loans for production and input procurement
- ❖ Access to financial service providers for loans of trade transactions.

### Major Activities

- a. *Financial Linkages* – BDS-MaPS PRIME made an agreement with various MFI partners in the respective districts in disbursing loans to BDS PRIME group members for identified micro-enterprises focusing on Dalit and DAG members.
- b. Within the context of the program, partner MFIs disbursed loan in the following sub-sectors: High Value Crops, Livestock and other off farm enterprises.
- c. The highest loan amount stood for HVC enterprises. Thus the program facilitated the entrepreneurs to establish linkage between various financial institutions in all the four program districts.

### **Sustainable Enterprise Building**

*It is about a livelihood program for a poor family in Darchula.*

Ms. Sabitri Bhudhathoki's family is a very poor family with husband and two children living in Rapla VDC of Darchula. She has been very successful in establishing an NTFP nursery in 2005 who then was popularly known as Nursery Naike (leader) in the community.

She cultivated garlic from which she used to make a healthy income who unfortunately passed away. Her husband with eye severity could not commute long distance to collecting Yarasagumba who then gave continuation over the nursery management and cultivation of garlic to survive with his two children. He further cultivated Chiraito at 0.5 hectare. He earned NRs. 15,000.00 from NTFP business alone in a season had it not been for his beloved wife's hard work, dedication and invaluable knowledge towards establishing the enterprise.

**Table 23: Groups working in different Enterprises**

ENTERPRISES	Gp. No.	TOTAL MEMBER			NO. AND % OF			
		Male	Female	Total	Dalit		DAG	
HVC	84	0	1,755	1,755	294	16.8	656	37.4
Goat	7	0	317	317	24	9.6	70	28.1
Pig	2	0	46	46	44	95.7	2	0.0
Poultry	9	0	86	86	67	77.9	10	11.6
Incense sticks	8	0	120	120	32	26.7	88	73.3
Commission Agent	20	0	48	48	12	25.0	36	75.0
<b>Total</b>	<b>130</b>	<b>0</b>	<b>2,390</b>	<b>2,390</b>	<b>473</b>	<b>21%</b>	<b>862</b>	<b>37%</b>

- d. Increased access to finance for women micro-entrepreneurs is one of the key components of the BDS MaPS PRIME program. All 2,400 micro-entrepreneurs have been linked with financial institutions, in order to access financial services and micro-credit by the end of the project duration. Throughout the four districts and at the end of the project, 2,359 MSEs obtained loans of NRs. 10,348,527.00 from respective MFIs (Nirdhan, Swabalamban, Saving and Credit Cooperatives, and SFCL).

**Table 24: Utilization of Loan and Repayment**

District	Enterprises	No. of MSE	Loan Amt. (Rs.)	Loan repayment		MFI providing loan	Average Loan
				Amount (NRs.)	%		
Lalitpur	HVC	991	2,386,524.00	576,768.00	24.17%	United Savings and Cooperative, Swabalamban, Gramin Utthan Mahila Samuha, Laghurin Pariyojana	2,408.20
	Livestock	329	1,284,900.00	437,380.00	34.04%	United Saving and Cooperative	3,905.47
<i>Sub-total</i>	<i>2</i>	<i>1320</i>	<i>3,671,424.00</i>	<i>1,014,148.00</i>	<i>27.62%</i>		<i>2781.381818</i>
Saptari	HVC	422	2,533,350.00	1,071,752.00	42.31%	MCDC and SBB	6003.20
	Goat	20	275,300.00	122,320.00	44.43%	MCDC and SBB	
	Poultry	68	333,520.00	255,110.00	76.49%	MCDC and SBB	
	Others	92	1,724,570.00	1,052,501.00	61.03%	MCDC and SBB	
<i>Sub-total</i>	<i>4</i>	<i>160</i>	<i>2,058,090.00</i>	<i>1,307,611.00</i>	<i>63.54%</i>		<i>12863.0625</i>
Banke	HVC	115	975,100.00	297,145.25	30.47%	Nirdhan Utthan Bank	8479.13
	Goat	103	1,209,333.00	460,549.90	38.08%	Nirdhan Utthan Bank	11741.10
	Poultry	72	989,000.00	318,433.30	32.20%	Nirdhan Utthan Bank	13736.11
<i>Sub-total</i>	<i>3</i>	<i>290</i>	<i>3,173,433.00</i>	<i>1,076,128.45</i>	<i>33.91%</i>		<i>10942.87</i>

**Table 25: Groups working in different Enterprises**

<b>Enterprise/Component</b>	<b>Lalitpur</b>	<b>Saptari</b>	<b>Banke</b>	<b>Kailali</b>	<b>Total</b>
<b>HVC</b>					
Involved HH (No.)	461	504	612	604	2,181
Area of land (Ha)	32.5	90	12.02	56.5	191
Material input (NRs.)	935,173.00	1,013,330.00	1,362,946.00	1,421,899.00	4,733,348.00
Other expense (NRs.)					-
Quantity of production (Mt)	194	777	19.38	315	1,305
Quantity sold (Mt)	174.29	699.3	17.44	283.51	1,175
Sale value (NRs.)	3,740,695.00	5,729,992.00	5,451,785.00	6,182,173.00	21,104,645.00
Net income (NRs.)	2,805,522.00	4,716,662.00	4,088,839.00	4,760,274.00	16,371,297.00
<b>Goat</b>					
Involved HH (No.)	105		676		781
Livestock (No.)	541		1,504		2,045
Material input (NRs.)	311,438.00		8,844.00		320,282.00
Other expense (NRs.)					-
Goat sold (No.)	541		213		754
Sale value (NRs.)	1,082,816.00		307,120.00		1,389,936.00
Net income (NRs.)	866,253.00				866,253.00
					-
<b>Pig</b>					
Involved HH (No.)	46				46
Livestock (No.)	75				75
Material input (NRs.)	111,849.00				111,849.00
Other expense (NRs.)					-
Pig sold (No.)	75				75
Sale value (NRs.)	512,326.00				512,326.00
Net income (NRs.)	379,501.00				379,501.00
<b>Poultry</b>					
Involved HH (No.)		272	88		360

Poultry (No.)		1,000	25,369		26,369
Material input (NRs.)		30,000.00	2,330,809.00		2,360,809.00
Other expense (NRs.)					-
Poultry sold (Kg)		2,000	20,693		22,693
Sale value (NRs.)		245,700.00	3,874,184.00		4,119,884.00
Net income (NRs.)		215,700.00	1,543,375.00		1,759,075.00
<b>Incense sticks</b>					-
Involved HH (No.)		480	55		535
Material input (NRs.)		60,000.00	139,029.00		199,029.00
Other expense (NRs.)			20,000.00		20,000.00
Quantity of production (doz)		1,877	1,214		3,091
Quantity sold (doz)		1,877			1,877
Sale value (NRs.)		654,530.00	35,550.00		690,080.00
Net income (NRs.)		594,530.00	-123,479.00		471,051.00
<b>Commission Agent</b>					
Involved HH (No.)		192			192
Cost input (NRs.)					-
Transaction (NRs.)					-
Net income (NRs.)		344,273.00			344,273.00
					-
<b>Gundruk</b>					-
HH	1				1
Material Input	6,406.00				6,406.00
Sale value	25,625.00				25,625.00
Net income (NRs.)	20,500.00				20,500.00
Sale value	5,361,462.00	6,974,495.00	9,668,639.00	6,182,173.00	27,842,496.00
Net income (NRs.)	4,071,776.00	5,871,165.00	5,508,735.00	4,760,274.00	20,211,950.00

## 16.6 Intervention 6

Facilitate in establishing Agro-based enterprises.

### Services:

- ❖ Access to financial service providers for loans for Enterprise
- ❖ Provision for technical and management trainings
- ❖ Provision for providing enterprise development training

### Major Activities

- a. Market analysis and cost benefit study for various agro-processing enterprises were conducted with incense sticks production and marketing as the agro-processing enterprise.
- b. Depending on the amount necessary to finance the agro-processing enterprises, entrepreneurs were supported to prepare a business plan and provide collateral to the MFIs. To minimize financial institution risk, BDS-MaPS PRIME conducted a close follow-up and provided every necessary support in the technological and marketing fronts.
- c. Incense Sticks Enterprise in Banke and Saptari  
The project has been supporting this enterprise in various ways such as extensive coordination with WDO for partnership in Incense enterprise, skill development training and equipment (Machine ) supported by WDO, exposure visit carried out to Birgunj, box design supported and linkage development with Input suppliers, action plan /Business plan was prepared for further development of enterprise, supported Market promotion of the Incense sticks by sample distribution, miking and pamphlets, linkage development with WDO for further support to provide Hoarding Board in Industry and linkage development with VDC for further marketing support

### Progress stages of the enterprises

#### Banke

- After market analysis of the commodities, adequate training on skill was given to the entrepreneurs.
- They were taken to Birgunj for designing and developing their printing and packaging material.
- A two days orientation session on business management were conducted by IEDI (International Enterprise Development Institute) resource person.
- The program facilitated in the establishment of linkages with MFIs and

- various input suppliers. Five women entrepreneurs collectively took loan from
- Nirdhan Utthan Bank for enterprise establishment and they have been getting continuous supply of inputs for production of incense sticks.

#### Saptari

- Micro Enterprise Creation and Development training were provided to the entrepreneurs to enhance their skill/ knowledge on the business management by developing entrepreneurship. This training comprised of Group discussion, Role play, games, lecture and demonstration, Picture/relevance myth, model exercise, interaction and case study.
- The Project facilitated in market linkage development. Linkage was established with Government Line Agency, Women Development Organization (WDO) for the procurement of a processing machine.
- 5 women of Dhoop enterprise were oriented about the business management skill and risks on the business establishment.
- Business scheme of Dhoop enterprise were prepared with the participation of women entrepreneurs and they also understood the costing and pricing, and marketing of the product.

#### e. Gundruk Enterprise in Lalitpur

The project facilitated this enterprise for its registration in Small Cottage and Small Industry in Lalitpur. An attractive packaging design has been constructed in consultation with private consultant. The Micro-Enterprise Creation and Development (MECD) training was conducted.

#### *Progress stages of the enterprise*

- After training on skill development and market information collection, linkage establishment with local level buyers, the project facilitated the entrepreneurs to visit Centre for Rural Technology and Nepal Agricultural Resource Council for the selection of appropriate technology to dry the product.
- Further trainings were provided focusing on the hygienic aspect, proper packaging and quality of the product.
- Quality test of Gundruk was conducted at Quality Control Office in Kathmandu.

#### f. Lokta Paper Enterprise in Kailali

The project facilitated this enterprise in various ways such as linkage development with input suppliers and output markets, provided Skill development training to Entrepreneurs, conducted business learning and exposure visit programs, business promotion support especially for purchasing grinding machine, managerial backstopping and follow up, business scheme preparation and facilitation for registration of the enterprise.

Progress stages of the enterprise

- Market linkage has been developed with different press and stationary shops. Consensus has been built to install the processing machine of Lokta with the investment of entrepreneur. The program facilitated the entrepreneurs to establish linkage between different financial institutions in all the four program districts. A total sum of NRs 3,738,046 was provided by the financial institutions for enter-prise development (High Value Crops, Livestock and others).

**A Small Leap Towards Progress**

*This is a success story of “Hariyali Fresh Veg. Producer Group.*

The Hariyali Fresh Veg. Producer group in Jarbutta VDS-4, Surkhet, has strong unity amongst the members and almost 50% of members belong to lower caste. The group is considered a leading farmer group within the community. The group produced 8,188 Kg onion and sold it to the SARAJ Vegetable Collection Center from which each member received more than 5 thousand rupees from a single season.

The role of women and DAG has increased in view to gender issue whereby men have been found to render their cooperation in the enterprise building. At present, women producers have only to focus on increasing their production volume for they do not have at all to worry on market access.

## **17. Other Achievements**

### **17.1 Baseline Survey**

An independent consultant was contracted to conduct the baseline survey of BDS MaPS PRIME Program and collected information on financial linkages, sustainability of services, and the importance of the apex body. Additionally the consultant analyzed existing socio-economic status, including income level of the randomly selected 10% households for the survey. The survey’s findings aimed to evaluate net- additional income increase, linkages developed with financial institution, and the strengthened community based apex body. Analysis of the data and report writing was conducted during January 2007. The report draft will become available to the BDS MaPS PRIME Program by February 1, 2007. The finalized report will be submitted by February 9, 2007.

The baseline information will provide important evaluation of the process of program implementation. The information will be used to measure the indicators that have been set forth in the project monitoring plan. Secondly, it will evaluate the forthcoming necessary achievements during the course of project implementation phase.

## **17.2 Monitoring and Supervision**

Regular monitoring and supervision of the field activities was conducted at all program levels. Currently, Community/ Social Mobilizers (C/SM) are assigned to group mobilization, group strengthening, and enterprise development. They are responsible for daily monitoring and supervision of the field activities. They have been attending the regular group meetings, maintaining meeting minutes, and other necessary record keeping mechanisms in each program site.

Based on the detail implementation plan prepared during the workshop, Business Development Officers (BDO) are responsible for process monitoring and supervision of field activities. During the field visits they assess current activities, group performance on income generation, and marketing activities. They update necessary information / data and provide instruction to the beneficiaries and CS/Ms. They are also responsible for regular contact with VDC, pocket- level officials and other local level partners.

## **18. Gender Support Activity**

### **18.1 Gender Mainstreaming**

Gender balance and mainstreaming has been part of the cross-cutting theme of the project. Although an entire component has been established for women enterprise, it became important to maintain gender balance and harmony among the beneficiaries and communities.

The project realized that the major issues related to Gender were:

- i. Low participation of women and DAG in the income generation activities,
- ii. Lack of information of income generation activities and lack of knowledge about NTFP,
- iii. Exclusion from community forest plan as well as planning, implementation and
- iv. Monitoring of their project and decision making. The project aimed to capacitate them in equal participation through income generation activities, which was the major entry of their participation for decision making /leadership development, sharing roles and responsibilities, access to resource and control over.

Following were the major activities initiated:

- ✓ Awareness creation trainings on gender equity and equality were held in all the four project intervention districts.
- ✓ Trainings comprised of awareness creation on benefit sharing, women empowerment, women and child rights and women's involvement in income generation.
- ✓ Women have been able to voice their opinions and also tackle social violence.
- ✓ After the trainings, women have been found to be very motivated towards being involved in the income generation activities.

## 19. Lessons Learnt: BDS-MaPS/ PRIME

1. Value chain approach was found to be very effective in the creation of enterprise for poor and most disadvantaged groups.
2. Micro finance is the key element of Value Chain for rural enterprise creation.
3. Collaboration with local development program and govt. line agencies are crucial for effective program implementation.
4. MPC are essential to increase bargaining power of the poor farmers.
5. Close coordination and inter-relation with private sector is very effective for BDS approach.
6. MIT is more effective in production of off season high value agri crops.
7. Social mobilization is the crucial part in effective program implementation.
8. MFI learning has been replicated in IDE Nepal's Rural Prosperity Initiative (RPI Gates) Project.

### **A leading CFUG**

*Janajagriti Community Forest User Group of Suryapatuwa, Bardiya.*

Mrs. Belu Pariyar belongs to a disadvantaged family who has become a successful leader in her CFUG which consists of 49 HHs. There are more than 50% of the members who are Dalits. This is a success of the community which has set an exemplary instance of male and female bearing an equal representation in their roles of responsibilities. The Community Forest is rich in NTFP with Sikakai, Bet, and Pipla being their prime resources.

The BDS-MaPS intervention by involving these poor/DAGs farmer HHs in the collection/cultivation of NTFPs in CF has inspired other CFUGs in Bardiya who have thereafter also taken interest in the venture.

## 20. Monitoring and Evaluation

Planning, implementation, monitoring and evaluation part forms the integral parts of any planned change process. The art of planning is always concerned with combined efforts of the people directly related with the project who jointly exert their joint efforts to direct the flow in achieving the pre-determined results. Realistic thinking and setting specific targets with objectively verifiable indicators forms the pre-requisites of a successful planning approach. To observe the overall performance or progress of BDS-MaPS project at different intervals, M&E unit has developed a set of matching indicators to be collected from its prime stakeholders. The devised tools and mechanism will provide timely information to the policy making body to monitor the performance of all activities at the pocket, district, area and central level and will provide enough space for taking immediate corrective actions.

Considering the various Production Plans as Cases to be developed for different spices and herbs of the target district, the M&E unit has developed various planning and monitoring tools by revising upon the former practices.

### *Major events planned under M&E unit:*

- a. Production plans or Cases to be developed by districts' teams for pockets.
- b. Detail Implementation Plan and budget for each district and pocket to be developed by districts.
- c. Area and Central units would develop DIP, which should be directly related with their productions Plans or Cases of districts and pockets.
- d. Monthly activity plan format to be filled out by individual staff for each district and pocket (to be based on Annual Work Plan or Detail Implementation Plan).
- e. Monthly activity plan format to be filled out by pocket, district, area and central units for major activities (to be based on Annual Work Plan and DIP).
- f. Monthly performance reporting format to be filled out by individuals, at pocket and district level. It has to be submitted in the monthly performance review meeting. This is also applicable to central office (all units). Area coordinator will participate at the district meeting and will report the achievements to central meeting.
- g. M&E unit will compile the monthly plan and performance report.
- h. On the basis of the monthly report, M&E unit will compile and produce the quarterly report to be submitted to USAID.
- i. M&E unit is also responsible to compile and produce half-yearly (if necessary) and annual progress report for BDS-MaPS project.
- j. M&E sector will also design and administer the impact evaluation study for the BDS-MaPS project for each year.

## 21. Lessons Learnt from the Project

1. The use of fallow CF land for essential oil cultivation gives opportunity for additional income to CFUGs members and also provides maximum land utility.
2. Community can run properly NTFP base enterprises such as DU if we provide BDS / value chain approach in enterprises development.
3. Production is better in direct sowing than set for off season onion.
4. Chances are high that the market price for essential oil will continue to become favorable in the future, therefore its profitability out- rightly overshadows the prospect of any other crops i.e.: maize, wheat, etc.
5. Farmers have been aware of hybrid varieties due to its high yield there anticipation is rising for good quality seeds and high yielding crops. Therefore the project must be aware of such growing demands.
6. Gender based program has shown the synergic effect in all activities.
7. Involvement of women in all activities has empowered the rural and disadvantaged women.
8. Reliable market information in right time is the key to maintain strong bargaining power of farmers as well as local traders.
9. Quality and value addition on production is the pre-requisite for the sustainable trade and commerce for NTFP and HVC.
10. Working in too many products is really difficult to concentrate the efforts. Therefore the need to evaluate the most profitable sub sector and designing its intervention programs will bear more value and credibility.
11. Private sector can be motivated to invest in DU plants especially when there is a growing prospect of income and cultivation networking.
12. Projects implemented by a consortium definitely brings in valuable information, insights, ideas, linkages, exposures and varied sharing points to lead the program to success.
13. Farmers are reluctant to venture directly towards commercial production/ cultivation of new crop. Therefore demo plots play an effective role in persuading them towards new enterprise.
14. Low cost irrigation technology must be incorporated simultaneously in production sector (HVC).
15. Production is better in nursery sowing than set in off-season Onion.
16. Policy and regulatory restriction in NTFPs trading; high and multistage taxes, volume ceiling, unnecessary procurement for export. Need for policy review to make favorable policy by public-private (CFUGs, DFO, CCI, DoPR, DoF) partnership.

## **22. Recommendations**

The following suggestions and expressions of innovative ideas are directed towards the need for future development in the BDS enterprise promotion activities / project to ensure steady progress for optimum success accomplishments.

### **Banke**

1. Program on management support for Distillation Unit management Committee is needed.
2. Focus needs on value addition enterprise in Local, Regional & National level to get the advantage from NTFPs.
3. No. of sub-sectors should be manageable and those with highest potential of return.
4. The people/farmer which has great contribution to the project should be rewarded e.:-K. Choudhary.
5. Number of cases are decreasing and the need for intensive planning in those cases is a must.
6. Business Unit should be formed by team of expert not from single person.

### **Bardiya**

1. Every new program should be launched after field and technical verification.
2. Searching alternative/new market or developed product according to the potential of consumption areas or demand.
3. Transportation/ marketing support to new /less production is needed for alternative/new market
4. Regular follow up in new crop venture is necessary.
5. Need to ensure that marketing outlet exists in major market for final product output.
6. District agriculture development office should be advised to take responsibility for the continued support of cultivated NTFPs.

### **Surkhet**

1. Preparation of Sutho by double drum drier method will be done through technical support from other district.
2. Technology to dry chilli produced during rainy season should be studied in coordination with the central team.
3. Demonstration of Chinese garlic should be done during October.
4. Programs can be prepared involving LRPs who will be able to demonstrate enterprise through leasehold farming.

### **Kailali**

1. Morale of the staff needs to be stimulated high enough in order to achieve effective output.
2. Distillation Units have been established and operating not for very long. Therefore they need to be supervised to ensure smooth running of the plants.
3. Essential and other necessary equipments should be provide to the district offices, which help for the fast record keeping and sound reporting.
4. Long term period project should be designed in the field of NTFPs.

### **Syangja**

1. There is a difficulty in accessing market dry ginger to which the future project should take into consideration.
2. In-depth SSA should be done to find real constraints, issues and opportunities before launching the project for making better intervention to overcome the situation.

### **Darchula**

1. Due to the availability of high value NTFPs in high volume ,it is necessary to focused on the hill districts.
2. International market study of Yarsagumba need to be undertaken.
3. It is necessary to focus exercising in collaboration with other stakeholders (GO as well as NGO) at district, regional and national level – e.g. MEDEP,PAF
4. Darchula is highly potential area for valuable NTFPs (e.g. Yarsaguma, Rittha, Kutki, Panchaule, Allofiber, Guchhichyau) and important HVC (Rajma, Ginger, Garlic, Chilli ) so the project will be able to place emphasis on only handful and manageable products.

### **Dolpa**

1. Cultivation of herbs in the high hill e.g.- Rose mary etc. need to be explored and the need to support operation of try Tripurakot Jatamanshi Distillation Unit will be useful in the community in the future.

## **22.1 General Recommendations**

- ☞ Increased focus should be laid on essential oil /NTFPs cultivation.
- ☞ Value chain development approach necessary for all enterprises.
- ☞ Establishment of research unit to oversee program for essential oil/ spices and NTFPs.
- ☞ Appropriate (Meso) level technology for irrigation should be developed.
- ☞ Program should be extended more for the conflict affected areas like Rapti Zone and Karnali Zone.
- ☞ Clear organizational structure TOR and JD for all staffs and partners to minimise the duplication of roles.
- ☞ Regular capacity development program as training, exposure visit for all staffs should be ensured.
- ☞ Nepalese indigenous valuable NTFPs ”Patient Right” should be worked out with the related authority at the earliest. Processing technology for ginger is need.

## 23. BDS-MaPS in Action (Photo Gallery)

2004



Citronella Cultivation in Kailali



BDS MaPS and Chaudhary Biosys



Nepal's stall -Natural products EXPO'04,Netherlands



Oil distillation plant at Tikapur



Orientation and sub sector analysis training to staffs



Kurilo cultivation in Kailali

2005



Distillation Unit at Dhangadi, Kailali



A widow, Nakul Devi Chaudhari, and family with her Products for living.



Women preparing Mentha piperita nursery at Bardiya



Irrigation at field.



Women Entrepreneurs delivering Incense training in Dolpa



Beneficiaries harvesting Khiraula in Darchula.



Photo 1: Distillation of Citronella at Brindaban CF in Banke.



Photo 5: Orange collection center for marketing, Syangja



Photo 2: A LRP tending Onion Nursery in Surkhet



Photo 6: Silage processing training in Dunai, Dolpa



Photo 3: Off-season Onion Nursery preparation, in Kailali



Photo 7: Rambapur Distillation Unit inauguration in Bardiya.



Photo 4: Cellar storage construction in Syangja



Photo 8: Stalls at the First National Trade Fair held on 12-14 November 2005 in Nepalgunj.

## 24. BDS- MaPS / PRIME in Action (Photo Gallery)

2006



Inauguration of Collection Centre by Agriculture Minister in Saptari-2 June 2007



MUS inauguration jointly by DOI and USAID at Salyan Chapagaun, July 12, 2007; photo by Bimala Colavito, Lalitpur



Cauliflower cultivation under Drip Irrigation System at Saurabhanjyang Lele, Sep 2006



IDP Women, grading lady-finger for marketing, 9 May 2006, Kailali



IDP Women, grading lady-finger for marketing, 9 May 2006, Kailali



Vegetable Collection Centre, 12 April 2007, Lalitpur



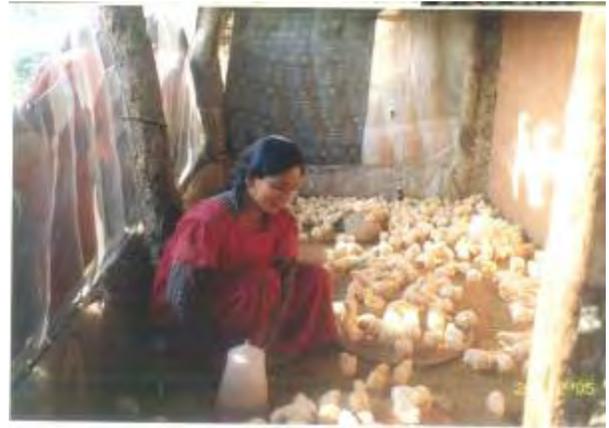
Vegetable Market 7 Oct 2006, Photo taken by Ambika Rai, Kailali



Women are dealing with Trade Fair participants about their products (dhoop) 27 April, 07 Nepalgunj.



Cauliflower harvesting, 12 Feb 2006, Saptari



Poultry Farming 02 Sep 2005, Banke



Vaccination program in Banke by LRP



Women participating in Economic Literacy Class, 12 April, 2006



Grading and processing of soap nut, Banke



Multi Use water System, Lalitpur



Salyan, Lalitpur (Multi Use Water System)



Salyan, Lalitpur (Multi Use Water System)  
Tap for vegetable cultivation



BDS-MaPS Mkt, Syangja, Orange  
Collection Center



Distillation Unit Banke, Mission Director

*We would like to thank Mrs. Bimala Rai Colavito, Winrock Volunteer for her contribution to BDS-MaPS in photography and documentation.*

# **ANNEXES**

**ANNEX – 1 Revised Input baselines and target for extended SO1 and IR indicator**

SO or IR	Results Statement	Indicator	Unit of Measure	Baseline year (2004) Baseline value	2004 Target (1st Yr)	2004 Actual	2005 Target	2005 Actual
							(2nd Yr)	
SOI	Increased sustainable production and annual sales of non-timber forest products (NTFPs), herbs and spices	Annual sales of NTFPs in target areas	Millions of US Dollar	0.039	0.137	0.037	0.625	0.317
		Annual sales of herbs and spices in target areas		0.751	0.784		0.947	0.266
				<b>0.79</b>	<b>0.921</b>	<b>0.037</b>	<b>1.572</b>	<b>0.583</b>
SO1 IR 1.1	Expanded market participation	Farm and forest households collecting and selling NTFPs in target area	Number of farm and forest HH in thousand	4.338	1.47		2.603	
		Farm and forest households collecting and selling herbs and spices in target area		6.386	0.49		0.868	
				<b>10.724</b>	<b>1.96</b>	<b>1.857</b>	<b>3.471</b>	<b>6.394</b>
SO1 IR 1.1.1	Increased Adoption of Improved Technology	Households adopting improved technology in cultivating NTFPs	Number of HH in thousand	0	1.47		2.603	
		Households adopting improved technology in cultivating herbs		0	0.074		0.204	

		Households adopting improved technology in cultivating spices		0.901	1.317		2.055	
				<b>0.901</b>	<b>1.391</b>	<b>1.857</b>	<b>2.259</b>	<b>6.394</b>
SO1 IR 1.1.1	Expanded access to business service and markets	Number of HH receiving BDS support in NTFP cultivation	Thousands of HH	0	1.47		2.603	
		Number of HH receiving BDS support in herbs cultivation		0	0.74		0.204	
		Number of HH receiving BDS support in spices cultivation		0.901	1.317		2.055	
					<b>3.527</b>	<b>3.714</b>	<b>4.862</b>	<b>12.788</b>
SO1 IR 1.1.2	Expanded access to business service and markets	Monitory value of agricultural inputs purchased by HH from BDS providers in NTFP cultivation	USD	0	2,740		12,500	
		Monitory value of agricultural inputs purchased by HH from BDS providers in herbs and spices cultivation		10,184	10,966		12,350	

		Monitory value of agricultural inputs purchased by HH from BDS providers in NTFP, herbs and spices cultivation		509,220	548,293	538,842	617,507	617,207
Optional	Increased income	Income per household from NTFP collection and cultivation	USD	8.98	40		100	
		Income per household from Spices collection and cultivation		117.57	150		200	
		TOTAL increased income from NTFP + SPICES	USD	126.55	190	19.92	300	91.18

Continued .....

SO or IR	Results Statement	Indicator	Unit of Measure	Baseline year (2004) Baseline value	2006 Target	2006 Actual	2007 Target	2007 (Actual)	Total Cumulative Target	Cumulative Achievements
					(3rd Yr)		(4th Yr)			
SOI	Increased sustainable production and annual sales of non-timber forest products (NTFPs), herbs and spices	Annual sales of NTFPs in target areas	Millions of US Dollar	0.039	1.751	0.647	0.61	0.787	3.123	1.788
		Annual sales of herbs and spices in target areas		0.751	1.322	0.907	0.759	0.567	3.812	1.740
				<b>0.79</b>	<b>3.073</b>	<b>1.554</b>	<b>1.369</b>	<b>1.354</b>	<b>6.935</b>	<b>3.528</b>
SO1 IR 1.1	Expanded market participation	Farm and forest households collecting and selling NTFPs in target area	Number of farm and forest HH in thousand	4.338	2.677					
		Farm and forest households collecting and selling herbs and spices in target area		6.386	0.892					
				<b>10.724</b>	<b>3.569</b>	<b>1784</b>	<b>1500</b>	<b>517</b>	<b>10.500</b>	<b>10.536</b>
SO1 IR 1.1.1	Increased Adoption of Improved Technology	Households adopting improved technology in cultivating NTFPs	Number of HH in thousand	0	2.677					
		Households adopting improved technology in cultivating herbs		0	0.338					

		Households adopting improved technology in cultivating spices		0.901	2.813					
				<b>0.901</b>	<b>3.151</b>	<b>1768</b>	<b>1500</b>	<b>517</b>	<b>10500</b>	<b>10536</b>
SO1 IR 1.1.1	Expanded access to business service and markets	Number of HH receiving BDS support in NTFP cultivation	Thousands of HH	0	2.677				6.75	
		Number of HH receiving BDS support in herbs cultivation		0	0.338				0.338	
		Number of HH receiving BDS support in spices cultivation		0.901	2.813				1.986	
						<b>3.536</b>		<b>1.034</b>		<b>21.072</b>
SO1 IR 1.1.2	Expanded access to business service and markets	Monitory value of agricultural inputs purchased by HH from BDS providers in NTFP cultivation	USD	0	35,020				35,020	
		Monitory value of agricultural inputs purchased by HH from BDS providers in herbs and spices cultivation		10,184	13,773				3,589	
		Monitory value of agricultural inputs purchased by HH from BDS providers in NTFP, herbs and spices cultivation		509,220	688,635	681,476			179,415	
										<b>10529.27</b>

Optional	Increased income	Income per household from NTFP collection and cultivation	USD	8.98	135					126.02
		Income per household from Spices collection and cultivation		117.57	242					124.43
		TOTAL increased income from NTFP + SPICES	USD	126.55	377	93	132.5	128.55		

## ANNEX – 2 1<sup>st</sup> Year Impact

### Project Target Vs Achievement Indicators (10/1/03 to 9/30/04)

Item / units	Value	USAID Target	First Year Achievement (%)	Comment
<b>Number of Households</b>				
Number of BDS MaPS CFUGs	52	NA		
Number of BDS MaPS Production Groups	25	NA		
Number of BDS MaPS Co-operatives	9	NA		
Number of BDS MaPS Coffee producing Groups	32	NA		
Number of Enterprises	2	NA		
<b>Total Groups</b>	<b>120</b>	NA		
<b>Number of BDS MaPS Households*</b>	<b>1,857</b>	<b>1,960</b>	<b>95%</b>	
Number of BDS MaPS Households represented by women	615	50%	57%	59.7% of 1857HH
Number of BDS MaPS Households represented by DAG	494			
Number of people (household members) that BDS MaPS is directly helping in yr1*	11,142	11,760	95%	HH=6 members
Number of HHs that BDS MaPS is indirectly helping in yr1*	5,575	2,600	214%	
<b>No. of HH using Improved Technology*</b>	<b>1,857</b>	<b>1,960</b>	<b>95%</b>	
<b>Sales of NTFPs, Herbs and Spices</b>				
<b>Average increase in sales (\$/hh)*</b>	<b>19.92</b>	<b>66.84</b>	<b>30%</b>	
<b>Total monetary volume of NTFPs (Herbs + Spices) (\$ millions)*</b>	<b>0.83</b>	<b>0.921</b>	<b>90%</b>	
Baseline NTFPs(Herbs+ Spices) sales BDS MaPS HHs (\$ millions)	0.79	0.79		
Increased NTFPs (Herbs+Spices) sales for BDS MaPS HHs (\$ millions)	0.037	0.131	28%	
<b>Production of NTFPs (Herbs and Spices)</b>				
Average production of NTFPs(herbs and spices) (kg/hh)	39.45	NA		
Total NTFPs (herbs and spices) production BDS MaPS HHs (metric tons)	73.26	NA		
Total area NTFPs (herbs and spices) cultivated by BDS MaPS HHs (ha)	78.90	NA		
<b>Others</b>				
Total nos. of Trainings, workshops, visits, meetings, tours	295			
Total nos. of Participants	5014			
Total no. of Women	2073			
Total no. of DAG	557			
Total no. of service providers BDS MaPs working with	107	NA		
Total of NTFP trade networks formed	6	NA		One in each districts

\* USAID Indicator

### ANNEX – 3 2<sup>nd</sup> Year Impact

#### Project Target Vs Achievement Indicators (2004-2005)

Indicators	Unit	Banke	Bardiya	Surkhet	Kailali	Syangja	Dolpa	Darchula	Total
Number of direct beneficiaries HH to be reached by BDS-MaPS	Project Target HH	800	750	800	440	240	440	347	3,470
	Planned	940	654	800	640	800	150	214	4,198
	Achievement	922	1,147	929	1,132	1,464	481	319	6,394
	% Annual	98%	153%	116%	257%	610%	109%	92%	184%
Number of indirect beneficiaries HH to be reached by BDS-MaPS	Project Target HH	1,138	1,069	1,138	626	343	314	874	4,940
	Planned	1,060	995	1,060	583	319	292	291	4,600
	Achievement	1,249	1,875	1,172	499	1,689	648	869	8,001
	% Annual	110%	175%	103%	80%	492%	206%	99%	162%
Total monetary volume of NTFPs, herbs and spices to be sold (NRs.'000) of Direct Beneficiaries.	Project Target	10,166.130	6,402.580	14,570.160	14,377.310	7,015.090	4,741.600	3,460.000	57,272.88
	Planned	5,746.000	3,618.800	8,235.200	8,126.200	3,965.000	2,680.000	3,460.000	35,831.20
	Achievement	5,694.957	5,263.890	9,617.311	5,537.239	4,960.360	2,959.155	7,982.750	42,015.662
	% Annual	99%	145%	117%	68%	125%	110%	231%	117%
Number of direct women beneficiaries	Project Target HH	320	300	320	176	96	176	18	1388
	Planned HHs	425	65	105	254	100	18	18	985
	Achievement	292	417	326	497	591	233	40	2,396
	% Annual	91%	139%	102%	282%	616%	132%	222%	173%
Number of direct beneficiaries HHs belonging to DAG	Project Target	80	75	80	44	24	44	0	347
	Planned HHs	240	262	300	272	300	73	73	1,520
	Achievement	379	395	291	767	133	59	97	2,121
	% Annual	474%	527%	364%	1743%	554%	134%		611%
Number of direct beneficiaries HHs adapting to improved technology	Project Target	800	750	800	440	240	440	0	3,470
	Planned HHs	940	654	800	640	800	182	182	4,198
	Achievement	922	1,147	929	1,132	1,464	481	319	6,394
	% Annual	115%	153%	116%	257%	610%	109%		184%
Sell of Agriculture inputs (NRs.'000)	Project Target	652	617	652	361	198	361		2,841
	Planned	2,837	888	425	715	1,000	1,823		7,688
	Achievement	667.696	2360.971	407.324	2629.627	1711.170	0.000	106.293	7,883.081
	% Annual	102%	383%	62%	728%	864%	0%		277%

## ANNEX – 4 3rd Year Impact

### Project Target Vs Achievement Indicators (2005 – 2006)

Indicators	Unit	Banke	Bardiya	Surkhet	Kailali	Syangja	Dolpa	Darchula	Outside District	Total
Number of direct beneficiaries HH to be reached by BDS-MaPS	Project Target	1866	1797	1355	1384	1516	719	344		9000
	<b>Project Achievement*</b>	<b>2099</b>	<b>2000</b>	<b>1508</b>	<b>1541</b>	<b>1688</b>	<b>800</b>	<b>383</b>		<b>10,019</b>
	% Annual	112.49%	111.30%	111.29%	111.34%	111.35%	111.27%	111.34%		111.32%
Number of indirect beneficiaries HH to be reached by BDS-MaPS	Project Target*	2636	2624	1360	2660	1906	916	897		13000
	<b>Project Achievement*</b>	<b>2756</b>	<b>2744</b>	<b>1422</b>	<b>2781</b>	<b>1993</b>	<b>958</b>	<b>938</b>		<b>13592</b>
	% Annual	104.55	104.57	104.55	104.54	104.56	104.58	104.57		104.55
Total monetary volume of NTFPs, herbs and spices to be sold (NRs.'000) of Direct Beneficiaries.	Project Target	22,330	21,701	14,938	18,186	17,599	8,374	5,064		108,192.17
	<b>Achievement</b>	<b>15,176.30</b>	<b>8,982.00</b>	<b>14,543.03</b>	<b>15,465.00</b>	<b>14,310.86</b>	<b>13,450.44</b>	<b>14,800.00</b>	<b>15,209.59</b>	<b>111,937.22</b>
	% Annual	67.96%	41.39%	97.35%	85.04%	81.32%	160.61%	292.28%		103.46%
Number of direct women beneficiaries	Project Target	746	718	542	554	606	288	138		3600
	<b>Achievement*</b>	<b>902</b>	<b>745</b>	<b>582</b>	<b>621</b>	<b>667</b>	<b>289</b>	<b>69</b>		<b>3875</b>
	% Annual	120.91%	103.76%	107.38%	112.09%	110.07%	100.35%	50.00%		107.64%
Number of direct beneficiaries HHs belonging to DAG	Project Target	187	180	136	138	152	72	35		900
	<b>Achievement*</b>	<b>773</b>	<b>729</b>	<b>476</b>	<b>923</b>	<b>180</b>	<b>105</b>	<b>103</b>		<b>3289</b>
Number of direct beneficiaries HHs adapting to improved technology	Project Target	1866	1797	1355	1384	1516	719	344		9000
	<b>Achievement*</b>	<b>2099</b>	<b>2000</b>	<b>1508</b>	<b>1541</b>	<b>1688</b>	<b>800</b>	<b>383</b>		<b>10,019</b>
	% Annual	112.49%	111.30%	111.29%	111.34%	111.35%	111.27%	111.34%		111.32%
Sell of Agriculture inputs (NRs.'000)	Planned	1,404.92	3,884.00	1,740.49	3,244.00	4,139.50	1,015.07	937.50		16,365.48
	<b>Achievement</b>	<b>1,236.67</b>	<b>2,444.30</b>	<b>382.57</b>	<b>1,603.59</b>	<b>4,089.87</b>	<b>1,023.90</b>	<b>1,621.58</b>		<b>12,402.48</b>
	% Annual	88.02%	62.93%	21.98%	49.43%	98.80%	100.87%	172.97%		75.78%

## ANNEX – 5 4th Year Impact

### Project Target Vs Achievement Indicators ( 2006-2007)

Indicators	Unit	Banke	Bardiya	Surkhet	Kailali	Syangja	Dolpa	Darchula	Outside District	Total
Number of direct beneficiaries HH to be reached by BDS-MaPS	Project Target	1600	2000	1858	1891	1650	950	551		10500
	<b>Project Achievement*</b>	<b>1600</b>	<b>1989</b>	<b>1890</b>	<b>1904</b>	<b>1650</b>	<b>950</b>	<b>553</b>		10536
	% Annual	100.00%	100.00%	101.72%	100.00%	100.00%	100.00%	100.00%		100.30%
Number of indirect beneficiaries HH to be reached by BDS-MaPS	Project Target*	3256	2744	1922	3281	2493	1458	1438		16592
	<b>Project Achievement*</b>	<b>3256</b>	<b>2744</b>	<b>1837</b>	<b>3286</b>	<b>2493</b>	<b>1483</b>	<b>1448</b>		<b>16547</b>
	% Annual									
Total monetary volume of NTFPs to be sold (NRs.'000) of Direct Beneficiaries.	Project Target	2,634.00	8925	2,981	4,324	1,245	7,698	11,862		39,669.95
	<b>Achievement</b>	<b>5584.8</b>	<b>9591.2</b>	<b>5580.5</b>	<b>3476.5</b>	<b>969.8</b>	<b>12158.4</b>	<b>13828.0</b>		<b>51,189.25</b>
	% Annual	212.0%	107.4%	187.2%	80.4%	77.9%	157.9%	116.5%		129%
Total monetary volume of spices to be sold (NRs.'000) of Direct Beneficiaries.	Project Target	11,808.50	1100	14,452	5500	13,875.00	1,080.00	1,534.7		49,349.7
	<b>Achievement</b>	<b>6826.2</b>	<b>714.0</b>	<b>7659.2</b>	<b>11030.2</b>	<b>9517.0</b>	<b>0.000</b>	<b>1103</b>		36849.72
	% Annual	57.8%	64.9%	53%	200.5%	68.6%	0.00%	71.9%		75%
Number of direct women beneficiaries	Project Target	750	718	743	756	660	380	221		4228
	<b>Achievement*</b>	<b>751</b>	<b>748</b>	<b>806</b>	<b>825</b>	<b>725</b>	<b>373</b>	<b>217</b>		4442
	% Annual	100.1%	103.8%	108.5%	109.1%	109.8%	98.1%	98.2%		105%

Number of direct beneficiaries HHs belonging to DAG	Project Target	827	180	598	1139	172	106	86		3108
	<b>Achievement*</b>	<b>827</b>	<b>729</b>	<b>625</b>	<b>1139</b>	<b>183</b>	<b>106</b>	<b>65</b>		<b>3674</b>
Number of direct beneficiaries HHs adapting to improved technology	Project Target	1600	2000	1858	1891	1650	950	551		10500
	<b>Achievement*</b>	<b>1600</b>	<b>1989</b>	<b>1890</b>	<b>1904</b>	<b>1650</b>	<b>950</b>	<b>553</b>		<b>10536</b>
	% Annual	100.00%	100.00%	101.72%	100.00%	100.00%	100.00%	100.00%		100.30%
Sell of Agriculture inputs (NRs. '000)	Planned	562		<b>1,831.8</b>	<b>1478</b>	<b>760.6</b>	<b>342</b>	<b>1942.5</b>		6917
	<b>Achievement</b>	<b>442.6</b>		<b>38.2</b>	<b>689.4</b>	<b>651.5</b>	<b>42.0</b>			<b>1,863.70</b>
	% Annual	78.76%		2.09%	46.64%	85.66%	12.28%	0.00%		26.94%

**ANNEX – 6 Estimate of Type & Number of Jobs Created by BDS-MaPS Project**

S.No.	Enterprises	Type of Job	Ave. Salary/ per month (Rs)	No. of months employed/year	Full Time	Part Time	Total	Equiva- lent Full Time	Total Full Time
1	Essential Oil Processing Unit	Manager	3,000.00	12	4		4		4
		Operator	2,000.00	12	4		4		4
		Watchman	1,500.00	12	4		4		4
		Labour	3,000.00	8		12	12	8	8
		Raw material producer (farmer)	3,000.00	2		721	721	120	120
2	Tulsi Tea making	Manager	3,000.00	12	1		1		1
		Supervisor	4,000.00	8		1	1	1	1
		Skill labour	3,000.00	6		3	3	2	2
		Tulsi producing farmer	3,000.00	1		29	29	3	3
3	Ground nut decorticator	Machine operator	3,000.00	4		1	1	1	1
		Skill labour	3,000.00	4		3	3	1	1
		Ground nut producing farmer	5,000.00	3		351	351	88	88
4	Bel ( <i>Aegle marmelos</i> ) Juice	Manager	3,000.00	12	1		1		1
		Machine operator	4,000.00	3		2	2	1	1
		Skill labour	3,000.00	3		9	9	2	2
		Bel Collectors	4,000.00	2		100	100	17	17
5	Ginger Candy/Squash (family business)	Entrepreneur	3,000.00	6		13	13	7	7
6	Sutho making (cooperative)	Manager	4,000.00	2		2	2	1	1
		Operator	3,000.00	2		2	2	1	1
		Labour	4,000.00	2		8	8	2	2
		Ginger producer (farmer)	3,000.00	2.5		45	45	94	94

7	Honey collection and selling depot	Depot owner/ Manager	5,000.00	12	1		1		1
		Sales man	3,000.00	12	1		1		1
	Bee keeping	Honey Producing (family base)	4,000.00	2		45	45	75	75
8	Orange Marketing	Marketing agent	6,000.00	3		3	3	1	1
		Growers	3,000.00	2		689	689	115	115
9	Coffee Production and Marketing	Coffee/Orange Nursery Manager	10,000.00	12	1		1		1
		Seasonal labour	3,000.00	3		30	30	8	8
		Coffee Producer	2,500.00	2		300	300	50	50
10	Incense sticks (family business)	Incense stick makers	3,000.00	12	8		8		8
		Raw material collection	4,000.00	3		15	15	4	4
11	Silajit Production	Silajeet Collector	6,000.00	2		7	7	2	2
		Silajeet Processor	5,000.00	3		2	2	1	1
12	Seabuckthorn juice	Juice maker	6,000.00	2		7	7	2	2
		Fruit Collectors	4,000.00	2		20	20	5	5
13	Yarshagumba Collection	Collectors	25,000.00	3		1200	1200	300	300
	<b>Total</b>				<b>25</b>	<b>3620</b>	3645	<b>912</b>	937

S.No.	Enterprises	Type of Job	Ave. Salary/	No. of months	Full/T	Part/T	Total	Eqvnt Full/T	Total Full/T
<b>Spices</b>									
1	Chili producer (Farmer)	Farm labour	3,000.00	2.50		938.00	938.00	196.00	196.00
2	Onion (main season) producer	"	3,000.00	1.00		988.00	988.00	82.00	82.00
3	Onion (Off season) producer	"	3,000.00	1.50		1,136.00	1,136.00	142.00	142.00
4	Garlic producer	"	3,000.00	4.00		1,167.00	1,167.00	389.00	389.00
5	Turmeric producer	"	3,000.00	2.00		84.00	84.00	14.00	14.00
	<b>Total</b>					<b>4,313</b>	4,313	823	823
<b>Service Providers</b>									
1	Agro Vet	Agrovet Shop		12	44		44		44
		Owner	6,000.00	12	44		44		44
		Sales man	3,000.00	12	88		88		88
		Workers	2,000.00	6		94	94	47	47
2	LRPs and LSPs	Trainer	2,000.00	12	65		65		65
3	MIT Technician	Technician	4,000.00	6		102	102	51	51
4	MIT Dealer	MIT Dealer		6		28	28	14	14
			4,000.00	6		28	28	14	14
			1,500.00	12	28		28		28
5	MIT Manufacturer	Owner for treadle pmp		12	2		2		2
		Worker	2,500.00	6		10	10	5	5
		Owner for drip irrig.		12	2		2		2
		Worker	2,000.00	4		4	4	2	2
6	Marketing of NTFPs and HVCs	Trader at Regnl. level	10,000.00	12	65		65		65
		Worker at office	1,500.00	12	65		65		65
		Labour	3,000.00	2		325	325	54	54
7	Marketing of NTFPs and HVCs	Trader at Local level	5,000.00	12	99		99		99
		Labour	3,000.00	2		198	198	33	33
7	Spices Industry	Owner	5,000.00	12	5		5		5
		Labour	3000	5		6	6	3	3
	<b>Total</b>				<b>507</b>	<b>795</b>	1302	<b>223</b>	730
	Grand Total				532	8728	9260	1958	2490

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**ANNEX – 7 BDS-MaPS Districts Profile**

<b>SN</b>	<b>DETAIL</b>	<b>VALUE</b>
1	BDS MaPS active Districts	7
2	Total VDCs in BDS MaPS districts	293
3	Working VDCs of BDS MaPS	40
4	Total Municipalities in BDS MaPS districts	7
5	Working Municipalities of BDS MaPS	3
6	No. of pocket areas of BDS MaPS	12
7	Total population of BDS MaPS Districts	2,116,443
8	-Male population (%)	49.48
9	-Female population (%)	50.52
10	Total Households	362,148
11	Total CFUG Member or Pocket area (Households)	44,117
12	Total Registered CFUGs /Producer groups/Coffee producing groups	159
13	CFUGs, BDS MaPS working with	78
14	Producer groups/Coffee producing groups BDS MaPS working with	44
15	Total Area Coverage of the Community Forest (Ha.)	26,449

**ANNEX – 8 BDS-MaPs Districts, Pocket and VDCs**

District Office	Pocket Area Operation	VDCs/ Municipalities	Outside Pocket VDC
Dhangadi, Kailali District	Attaria	Dhangadi (Municipality)*	
		Malakheti	
		Sreepur	
		Geta	
	Tikapur	Baliya*	
		Pathariya*	
		Durgauli*	
		Tikapur (Municipality)*	
		Narayanpur*	
	Thakurdwara, Bardiya District	Thakurdwara	Thakurdwara
Neulapur*			
Suryapatawa (Inside BZ)			
Bagnaha (Inside BZ)*			
Shivpur*			
Khata		Dhodari	
		Bagnaha (Outside BZ)*	
		Suryapatawa (Outside BZ)	
Jhalari Area, Kanchanpur		Jhalari**	
		Pipladi**	
	Daiji**		
Nepalgunj, Banke District	Dhakeri	Mahadevpuri	
		Kamdi	
		Kachanapur	
	Kohalpur	Kohalpur	
		Naubasta	
		Rajena	
		Chisapani	
		Samsorganj	
		Hirminia**	
	Itram, Surkhet District	Chhinchu	Chhinchu
Maintada			
Kalyan			
Ramghat			
Mehelkuna		Mehelkuna	
		Gumi	
		Sahare	
		Dahachaur	
		Ghumkhahare	
		Jarbuta**	
Jufal, Dolpa, district	Jufal	Jufal	
		Majhfal	

District Office	Pocket Area Operation	VDCs/ Municipalities	Outside Pocket VDC
Putali Bazaar, Syangja District	Putalibazar	Pachamul	Arjun Chaupari
		Faparthum	Pawegaude
		Chilaunebas	Malunga
		Setidovan**	Khilung Deurali
		Putalibazaar (Municipality)**	Dahathum
	Waling	Waling (Municipality)	
		Yaladi	
		Chhangchhangdi	
		Jagat Bhanjyang	
		Tindobate**	
Khalanga, Darchula District	Khalanga	Rapla	
		Sunsera	
<b>7 Districts</b>	<b>13 Pockets</b>	<b>48 VDCs and 4 Municipalities</b>	<b>5 VDC</b>

\*New VDCs/Municipality added in 1st Quarter (Oct-Dec, 2004)

\*\*New VDCs/Municipality added in 2nd Quarter (Jan-March, 2005)

## ANNEX – 9 District Working Area

### *Banke*

SN	Pocket Name	VDCs			
		1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year
	Kohalpur	5	5	5	5
	Dhakeri	3	4	4	4
	<b>Total</b>	<b>8</b>	<b>9</b>	<b>9</b>	<b>9</b>

### *Kailali*

SN	Pocket Name	VDCs/Municipality			
		1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year
	Attariya	3	3/1	3/1	3/1
	Tikapur		5/1	5/1	5/1
	<b>Total</b>	<b>3</b>	<b>8/2</b>	<b>8/2</b>	<b>8VDC, 2 Muc</b>

### *Surkhet*

SN	Pocket Name	VDCs			
		1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year
	Chhinchu	4	4	5	5
	Mehelkuna	5	6	6	9
	<b>Total</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>13</b>

### *Syangja*

SN	Pocket Name	VDCs/Municipality			
		1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year
	Putalibazar	4	4/1	4/1	5/1
	Walling	0	4/1	4/1	6/1
	<b>Total</b>	<b>4</b>	<b>8/1</b>	<b>8/2</b>	<b>11/2</b>

### *Bardiya*

SN	Pocket Name	VDCs/Municipality			
		1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year
1	Thakurdwar	5	5	5	
2	Dhodari (Khata)	3	3	5	
3	Jhalari area (Kanchanpur)		3	3	
	<b>Total</b>	<b>8</b>	<b>11</b>	<b>13</b>	

*Dolpa*

SN	VDC Name	VDCs			
		1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year
	Juphal	√	√	√	√
	Dunai		√	√	√
	Tripurakot	√	√	√	√
	Majhaphal	√	√	√	√
	Shu	√	√	√	√
	Liku			√	√
	Pahada				√
	Other (Rimi and Kaigaun)				√
	Laha				√
	<b>Total</b>				10

*Darchula*

SN	VDC Name	VDCs			
		1 <sup>st</sup> Year	2 <sup>nd</sup> Year	3 <sup>rd</sup> Year	4 <sup>th</sup> Year
1	Rapla	-	√	√	√
2	Sunsera	-	√	√	√
3	Bhagawati	-		√	√
	<b>Total</b>		<b>2</b>	<b>3</b>	<b>3</b>

**ANNEX – 10 Lists of Products for 2005/2006**

SN	Case/Product	Districts						
		Banke	Bardiya	Surkhet	Kailali	Syangja	Dolpa	Darchula
<b>A. NTFPs and Herbs</b>								
1	Lemongrass	*	*	*	*			
2	Citronella	*	*		*			
3	Palmarosa	*	*		*			
4	Mentha piparata	*	*		*			
5	Mentha arvensis	*	*					
6	Chammomile	*	*	*	*			
7	Safed Musli	*			*			
8	Kalmegh	*	*					
9	Tulsi	*						
10	Eucalyptus	*		*	*			
11	Bel	*	*					
12	Pipla	*	*		*			
13	Amala	*		*				
14	Harro/Barro	*	*					
15	Sikakai	*	*		*			
16	Asparagus/ Satawari/ Kurilo	*	*	*	*			
17	Aswagandha		*					
18	Bet		*		*			
19	Kachur		*					
20	Timur			*				
21	Ritha			*				
22	Kaulo Bark			*				
23	Honey				*			
24	Tejpat					*		
25	Dhoop/Incense						*	
26	Allo enterprise						*	
27	Silajit enterprise						*	
28	Jatamansi Plant						*	
29	Gucchi chayau						*	
30	Kutki						*	
31	Atish						*	
32	Seabuckthorn juice enterprise						*	
33	Sugandhawal						*	
34	Yarsagumba						*	*
35	Loth Sallo							*
36	Lokta							*
37	Other NTFPs	*				*		*
<b>B. Spices and other Crops</b>								
38	Chili	*	*	*	*	*	*	
39	Garlic	*	*	*	*			*
40	Main Seasonal	*	*	*	*	*	*	

SN	Case/Product	Districts						
		Banke	Bardiya	Surkhet	Kailali	Syangja	Dolpa	Darchula
	Onion							
41	Turmeric	*	*	*	*			
42	Off Seasonal Onion	*	*	*	*	*		
43	Ginger		*	*		*		
44	Watermelon	*						
45	Groundnut	*						
46	Mushroom		*					
47	Banana		*		*			
48	Coriander			*				
49	Orange					*		
50	Coffee					*		
51	Vegetable Kurilo					*		
52	Chamshur and Ghue shimi seed					*		
53	Cabbage						*	
54	Cauliflower						*	
55	Rajma							*
<b>Total No of Cases = 55</b>		<b>24</b>	<b>23</b>	<b>16</b>	<b>18</b>	<b>10</b>	<b>14</b>	<b>6</b>

## ANNEX – 11 Lists of District Cases 2005-2006

### *Banke District Case List*

Case No.	Case/Product
<b>A. NTFPs and Herbs</b>	
Ba-1	Lemongrass
Ba-2	Citronella
Ba-3	Palmarosa
Ba-4	Mentha piperata
Ba-5	Mentha arvensis
Ba-6	Chammomile
Ba-7	Safed Musli
Ba-8	Kalmegh
Ba-9	Tulsi
Ba-10	Eucalyptus
Ba-11	Bel
Ba-12	Pipla
Ba-13	Amala
Ba-14	Harro/Barro
Ba-15	Sikakai
Ba-16	Satawari
Ba-17	Other NTFPs
<b>B. Spices and other Crops</b>	
Ba-18	Chilli
Ba-19	Garlic
Ba-20	Onion
Ba-21	Turmeric
Ba-22	Off Season Onion
Ba-23	Watermelon
Ba-24	Groundnut

### *Bardiya District Case List*

Case No.	Case/Product
<b>A. NTFPs and Herbs</b>	
Bd-1	Mentha piperata
Bd-2	Mentha arvensis
Bd-3	Chammomile
Bd-4	Citronella
Bd-5	Palmarosa
Bd-6	Lemongrass
Bd-7	Kalmegh
Bd-8	Aswagandha
Bd-9	Kurilo
Bd-10	Pipla
Bd-11	Bet
Bd-12	Bel
Bd-13	Sikakai
Bd-14	Kachur

Case No.	Case/Product
Bd-15	Harro/Barro/Amala
<b>B. Spices and other Crops</b>	
Bd-16	Ginger
Bd-17	Chili
Bd-18	Onion (off seasonal)
Bd-19	Onion (main seasonal)
Bd-20	Garlic
Bd-21	Turmeric
Bd-22	Mushroom
Bd-23	Banana

*Surkhet District Case List*

Case No.	Case/Product
<b>A. NTFPs and Herbs</b>	
Su-1	NTFP (Kurilo)
Su-2	NTFP Chammomile
Su-3	Asparagus
Su-4	Eucalyptus
Su-5	Timur
Su-6	Ritha
Su-7	Amala
Su-8	Kaulo bark
<b>B. Spices and other Crops</b>	
Su-9	Ginger
Su-10	Garlic
Su-11	Onion (seasonal)
Su-12	Onion (off-seasonal)
Su-13	Turmeric
Su-14	Coriander
Su-15	Chilli

*Kailali District Case List*

Case No.	Case/Product
<b>A. NTFPs and Herbs</b>	
Ka-1	Lemongrass
Ka-2	Citronella
Ka-3	Palmarosa
Ka-4	Mentha piperita
Ka-5	Chammomile
Ka-6	Satawari
Ka-7	Pipala
Ka-8	Safed musli
Ka-9	Bet
Ka-10	Sikakai
Ka-11	Eucalyptus

Case No.	Case/Product
Ka-12	Honey
<b>B. Spices and other Crops</b>	
Ka-13	Chilli
Ka-14	Onion (main season)
Ka-15	Onion (off season)
Ka-16	Garlic
Ka-17	Turmeric
Ka-18	Banana

*Syangja District Case List*

Case No.	Case/Product
<b>A. NTFPs and Herbs</b>	
Sy-1	Tejpat
Sy-2	Other NTFPs
<b>B. Spices and other Crops</b>	
Sy-3	Orange
Sy-4	Coffee
Sy-5	Ginger
Sy-6	Chilli
Sy-7	Onion (off season)
Sy-8	Onion (main season)
Sy-9	Vegetable Kurilo
Sy-10	Chamshur and Ghue shimi seed

*Dolpa District Case List*

Case No.	Case/Product
<b>A. NTFPs and Herbs</b>	
Do-1	Dhoop/Incense
Do-2	Allo enterprise
Do-3	Silajit enterprise
Do-4	Jatamasi (plant revivify)
Do-5	Gucchi chayau
Do-6	Kutki
Do-7	Atish
Do-8	Seabuckthorn juice enterprise
Do-9	Sugandhawal
Do-10	Yarsagumba
<b>B. Spices and other Crops</b>	
Do-11	Chilli
Do-12	Cabbage
Do-13	Cauliflower
Do-14	Onion

**Darchula District Cases**

Case No.	Case/Product
<b>A. NTFPs and Herbs</b>	
Da-1	Yarsagumba
Da-2	Loth sallo
Da-3	Other NTFPs
Da-4	Lokta
<b>B. Spices and other Crops</b>	
Da-5	Garlic
Da-6	Rajma

**ANNEX – 12 BDS-MaPS/ PRIME - Groups working in different Enterprises**

Enterprises	VDC	Group No.	Total Member			No. and % of				
			Male	Female	Total	Dalit		DAG		
HVC	24	81	0	4857	4857	666	13.71	%	1953	40.21
Goat	6	10	3	242	245	24	9.80	%	70	28.57
Pig	2	2	0	46	46	44	95.65	%	0	0.00
Poultry	5	9	0	98	98	67	68.37	%	10	10.20
Incense sticks	3	8	0	120	120	32	26.67	%	88	73.33
Commission Agent	8	20	0	48	48	12	25.00	%	36	75.00
<b>Total</b>	<b>48</b>	<b>130</b>	<b>3</b>	<b>5411</b>	<b>5414</b>	<b>845</b>	<b>15.6%</b>		<b>2157</b>	<b>39.8%</b>

Note: One group or member involved in more than one Enterprise

**ANNEX – 13 List of BDS MaPS staff**

SN	Name	Position in BDS-MaPS	Organization	Gender
<b>Central Office</b>				
1	William J. Collis	Project Team Leader (TL)	IDE	M
2	Deepak D. Khadka	Deputy Team Leader (DTL)	LO	M
3	Ram Hari Subedi	Director of Operation (DO)	ANSAB	M
4	Shanta Tamang	Director of Administration and Finance (DAF)	IDE	F
5	Radheshyam Bista	Communication Specialist (CS)	IDE	M
6	Komal Pradhan	High Value Crop Specialist (HS)	IDE	M
7	Pradeep Maharjan	Marketing Team Leader (MTL)	WI	M
8	Bijaya Man Sthapit	NTFPs Specialist	IDE	M
9	Narendra Rasaily	Monitoring and Evaluation Team Leader (METL)	WI	M
10	Kalpana Sarkar (Aryal)	Project Manager (PM)-Women Enterprise	IDE	F
11	Kailash Sharma	Head of Engineering	IDE	M
12	Ambika Rai	Gender Specialist (GS)	WI	F
13	Saroj Shakya	Information Technology Specialist (ITS)	WI	M
14	Surendra Chaudhary	Marketing Specialist (MS)	WI	M
15	Amitendra Chaudhary	Monitoring and Evaluation Officer (MEO)	WI	M
16	Vandhana Allay	Documentation and Communication Officer	WI	F
17	Subash Kunwar	Enterprise Officer (EO)	LO	M
18	Raj Kumar GC	Agriculture Engineer (AE)	IDE	M
19	Sailendra Raj Joshi	Technical Supervisor	IDE	M
20	Binod Dhakal	Quality Supervisor	IDE	M
21	Krishna Subba	Administration and Finance Assistant (AFA)	WI	M
22	Rabi Thapa	Administration Assistant (AA)	IDE	M
23	Laxmi Limbu	Receptionist	IDE	F
24	Shankar Rai	Driver	IDE	M
25	Gin Prasad Gurung	Driver	IDE	M
26	Sabnam Shrestha	Helper	IDE	F
<b>Regional Office, Nepalgunj</b>				
1	Hari Prasad Sharma	Area Coordinator (AC)	IDE	M
2	Dinesh Dhakal	NTFPs Expert (NE)	ANSAB	M
3	Binod Wagle	HVC Expert (HE)	ANSAB	M
4	Chhattra Mishra	Marketing Officer (MO)	WI	M
5	Bunu Vaidya	Business Development Expert	LO	F

		(BDE)		
6	Raj Kishor Roy	Irrigation Officer (IO)	IDE	M
7	Basudev Thapa	Senior Research Development Assistant (SRDA)	LO	M
8	Durgeshori Chaudhari	Regional Office Assistant (ROA)	IDE	F
9	Tulsi Chaudhari	Office Assistant (OA)	IDE	M
10	Laxmi N. Dangol	Driver	IDE	M
<b>Banke District</b>				
1	Pushpa Lal Ghimire	District Manager (DM)	ANSAB	M
2	Upendra Kuienkel	NTFP Enterprise Facilitator (NEF)	ANSAB	M
3	Pashupati Subedi	NTFP Enterprise Facilitator (NEF)	ANSAB	M
4	Anita Shrestha	Agriculture Enterprise Facilitator (AEF)	ANSAB	F
5	Basu Neupane	District Administration Assistant (DAA)	ANSAB	M
6	Bal Krishna Neupane	Asst. AEF	ANSAB	M
7	Champa B.K.	Social Mobilizer (SM)	ANSAB	F
<b>Surkhet District</b>				
1	Prakash Katuwal	District Manager (DM)	ANSAB	M
2	Bishnu Luitel	Business Development Officer (BDO)	ANSAB	M
3	Lila Thapa	NTFP Enterprise Facilitator (NEF)	ANSAB	M
4	Jagadeshwori Shahi	Agriculture Enterprise Facilitator (AEF)	ANSAB	F
5	Surya Khadka	NTFP Enterprise Facilitator (NEF)	ANSAB	M
6	Krishna Pantha	District Administration Assistant (DAA)	ANSAB	M
7	Pampha Chunara	Social Mobilizer (SM)	ANSAB	F
8	Deepa L G	Social Mobilizer (SM)	ANSAB	F
9	Balaram Khatri	Social Mobilizer (SM)	ANSAB	M
10	Ghanashyam Chunara	Social Mobilizer (SM)	ANSAB	M
<b>Kailali District</b>				
1	Krishna Raj Karki	District Manager (DM)	LO	M
2	Man Dhoj Khatri	Business Development Officer (BDO)	LO	M
3	Keshav Bahadur Karki	Agriculture Enterprise Facilitator (AEF)	LO	M
4	Krishna Dutta Bhatta	NTFP Enterprise Facilitator (NEF)	LO	M
5	Hem Raj Chalise	Agriculture Enterprise Facilitator (AEF)	LO	M
6	Krishna Malla	NTFP Enterprise Facilitator (NEF)	LO	M

7	Paban Kumar Thapa	District Administration Assistant (DAA)	LO	
8	Kamal Kadayat	Social Mobilizer (SM)	LO	M
9	Chandra Bhul	Social Mobilizer (SM)	LO	F
10	Jagat B.K	Social Mobilizer (SM)	LO	M
11	Jagat Adhikari	Social Mobilizer (SM)	LO	M
	<b>Syangja District</b>			
1	Kalyan Gauli	District Manager (DM)	ANSAB	M
2	Prakash Subedi	Business Development Officer (BDO)	ANSAB	M
3	Namuna Paudel	Agriculture Enterprise Facilitator (AEF)	ANSAB	F
4	Shambhu Baraili	NTFP Enterprise Facilitator (NEF)	ANSAB	M
5	Govinda Baral	NTFPs Enterprise Facilitator (NEF)	ANSAB	M
6	Rajendra Koirala	District Administration Assistant (DAA)	ANSAB	M
7	Pasang Wanchu Sherpa	Senior Social Mobilizer (SM)	ANSAB	M
8	Jaysara Regmi	Social Mobilizer (SM)	ANSAB	M
9	Sunita Tiwari	Social Mobilizer (SM)	ANSAB	F
10	Bhima G.T.	Social Mobilizer (SM)	ANSAB	F
	<b>Dolpa District</b>			
1	Tek. R. Gyawali	Business Development Officer (BDO)	ANSAB	M
2	Bishnu Budha	Social Mobilizer (SM)	ANSAB	M
	<b>Darchula District</b>			
1	Mitra Lal Bhadari	Business Development Service (BDO)	ANSAB	M
3	Sagita Budhathoki	Social Mobilizer (SM)	ANSAB	F
3	Dilip Sigh Kunwar	Social Mobilizer (SM)	ANSAB	M

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## ANNEX – 14 Success Stories 2005

### Story 1) Building Confidence in Business

*This is a success episode about a revolving fund supported with technology.*

Ms. Punita Pasma (Dalit), aged 32, married with three children belonging to a marginal/poor farmer family in Kusha VDC # 8 of Saptari district. Before joining the BDS – MaPS WE program's group in 2005, she used to work as a low paid farm laborer to supplement her family income.



She has now become a literate business woman after participating in the economic literacy program supported by the WE project. Further with the skill and motivation acquired from her participation in micro-enterprise management training, she started to work as a commission agent. Encouraged with the success, she developed confidence to venture into a retail shop business in her own village.

In March 2006, she received a loan of NRS 5,000.00 from Women Multiple Cooperative, which she invested to buy selective commodities (noodles, biscuits, incense sticks, soaps). Thereafter, she has been engaged in buying and selling commodities in a meso scale and makes good profit/commission which in a good season exceeds NRS 7,500.00/month. She expends her earnings to support the livelihood of her family and children's education and health.

Everyday her business skill is growing which is leading her to a more compelling business profession.

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## Story 2) Sustainable Enterprise Building

*It is about a livelihood program for a poor family in Darchula.*

Ms. Sabitri Bhudhathoki was living in a very poor family with her husband and two children in Rapla VDC of Darchula. She was a very dedicated individual who had successfully established an NTFP nursery in 2005. She was then popularly known as Nursery Naike (leader).

She cultivated garlic from which she made a healthy income for her family. She unfortunately passed away and her husband took over her responsibilities of nursery management and cultivation of garlic to survive with his two children.

In Darchula, Yarasagumba collection is the major income source but Sabitri's husband could not commute long distance journey due to eye problem. So he planted garlic in 1.5 hectare land. He cultivated Chiraito at 0.5 hectare. He also became the local commission agent for (loth salla) and garlic. He earned NRs. 15,000.00 from NTFP business alone in a had it not been for his beloved wife's hard dedication and invaluable knowledge towards establishing the enterprise. He is working as a local resource person in the



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Sustainable Harvesting Training

Other community members have consequently been inspired by their initiation and have taken keen interest in training programs who in turn gained immense knowledge on NTFP and HVC cultivation as well as methods on sustainable harvesting.

### Story 3) Successful Farmer Ram Bahadur Kuwar

Today Chilli production has proved to be the viable high value crop in Kailali. One of the reasons is that the consumption rate in the area is by comparison higher than any in its surrounding location. It is primarily the Tharu community who are widely known for their capacity to consume chilli in bulk. Chilli cultivation has been by default taking place in every farmer's kitchen garden and/or small area for the sole purpose of private consumption at homes. The idea of commercial farming on chilli was at the time very remote. Keeping in view the potential of such sub sector area to work on HVC and NTFP. Farmers were then channelized to initiate Chilli cultivation with a commercial approach. The selected group started on one kattha each of land.



Among many farmers Ram Bahadur Kuwar performed outstandingly who proved to be successful in his chilli enterprise. He is 39 years old and permanent residential of Bangaun, Tikapur. He has 7 katthas of land, but has taken a progressive step by farming chilli and other vegetables in 2 hectares of lease land at present. In his previous years, banana had become his major commercial crop to which he has downsized the scale to 3 kattha and have since then after prioritised Chilli as his major crop. Further in his stages of development he decided to add value to his profession by acting as a local service provider for HVC. He has since then imparted number of trainings on chilli production to the HHs in the catchment area of Tikapur.



To take account of his successful story on Chilli enterprise he started on 1.5 katthas of land after receiving advice on production from Agro-vets and the local traders. He first produced a total of 1644 kg of NS 1701 (F1 hybrid) variety. He sold his produce in the local market by fetching a minimum price of NRs 20/kg to a maximum of NRs.60/kg. His total turnover reached NRs. 44,388.00 in which NRs. 6000.00 was his actual cost which gave him a net profit of NRs.38,388.00. Out of the total production he sold 150 kg of dry chilly in NRs 65/kg. He was also able to generate employment in various work areas in his enterprise such as nursery preparation, plantation, weeding, spraying and harvesting etc.. Each labour was paid a daily wage of NRs.80.00. He effectively taught and guided the labourers on the entire crop cycle. He currently has three permanent staffs to which he pays on a monthly basis. With the increasing surplus of income he has been able to pay off his bank loan amount, maintained his house and enrolled his son in boarding school.

He plans to increase the cultivation land area for chilli katthas of land in upcoming season with the following variety of plantations; NS1701, Bola, Sweet pepper and Chinese chilli.



His success story was published in local daily

newspaper "Sudur Sandesh." It was learnt that the article coverage inspired many farmers which consequently lead them to commercially adopt chilli cultivation. Many farmers from Bardiya and Lamki visited his cultivation site and interacted with Mr Kuwar before deciding to embark on the promising enterprise.

#### Story 4) A Mirror of Development

*Pragatishil Women Group, Banke.*

##### Background

Pragatishil is a savings group of self motivated, hardworking disadvantaged women formed in the initiation of Dalit Sewa Sangh at Rajhena VDC, Banke district in May 1999. The group conducts monthly meeting for saving and credit where each member household deposits NRs. 30.00. They are migrant families from different parts of Nepal. 50 percent families have no land for cultivation except shelter. Rest of the HHs has less than 10 Kattha of land.

BDS-MaPS in pursuit to uplifting the target community's livelihood first selected and formed a group for NTFP cultivation by facilitating agreement with Kohalpur Forest Project. 31 households became the member and were involved in the cultivation of Kalmeg, Tulsi and Onion.

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Pragatishil Women Group members are weeding onion cultivation



Pragatishil Women Group members are loading Kalmeg product in the truck

28 families  
31 HHS  
belonged to  
DAG.

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generation has taken place. After a thorough evaluation on the levels of interest of women on the enterprise creation Nirdhan Utthan Bank then favorably decided to provide loan to the group.

##### Facilitation of BDS-MaPS/ Major Activities

- a. Selection of Group by BDS-MaPS: May 2005
- b. Interaction and agreement with Kohalpur Forest Project for land: June 2005
- c. Agreement with Ban Bikash Pariyojana for 5 years
- d. Participatory production plan preparation
- e. Conduction of different training & visit
- f. Linkage development with Nirdhan Utthan Bank for micro-credit mobilization
- g. Linkage development with different traders for sale of produce

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## Overall Impact

- a. Mobilization of income & savings to other enterprises like Goat, Pig etc.
- b. Coordination built up with different organizations like Nirdhan, MEDEP etc
- c. Group members are started enterprise of Goat, Pig, Buffalo, Spice cultivation, Grocery shop etc. by taking loan from Nirdhan Utthan Bank
- d. Familiarization with traders and access to market.
- e. Developed knowledge on cultivation of NTFPs and Spices
- f. No objection from family/society to attain training, meeting, workshop, visit etc. Changing the social practices that women are involving in socio-economic development.
- g. Support from family member in income generating activities
- h. Sales of products (Kalmeg, Tulsi) in one season: NRs. 20683 + 6500 = NRs. 27183
- i. Utilization of off-time

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## **Story 5 ) A leading CFUG**

*Janajagriti Community Forest User Group of Suryapatuwa, Bardiya.*

### **Background**

Mrs. Belu Pariyar belongs to a disadvantaged family who has become a successful leader in her CFUG which consists of 49 HHs. There are more than 50% of the members who are Dalits. This is a success of the community which has set an exemplary instance of male and female bearing an equal representation in their roles of responsibilities. The Community Forest is rich in NTFP with Sikakai, Bet, and Pipla being their prime resources.

### **Major Activities and Outcome**

The CFUG put an effort in the restoration management of the forest through its sustainable management and utilization approach where men and women equally worked in all the activities. They cultivated more than 5000 seedlings of Kurilo and planted more than 5,000 seedlings of NTFPs and fruits.

16 women collected more than 1 MT of Sikakai worth NRs. 8000. The supports gained from the family and the good understanding within the community allowed women to embark on external activities from homes for the collection of Bet in which men played a critical role in fully supporting them in every step. Women of this CFUG were equally involved in attending meetings and decision making. They looked forward for continuous backstopping and technical inputs from time to time.

CFUG decided that DAG Women HHs cultivated turmeric in CF near to their homes. As such, 16 HHs cultivated turmeric in the land areas ranging from 0.5 Kattha to 1.5 Kattha of CF land. They subsequently planned to expand the cultivation area for NTFPs/HVC in the forthcoming year.

The BDS-MaPS intervention by involving these poor/DAGs farmer HHs in the collection/cultivation of NTFPs in CF has inspired other CFUGs in Bardiya who have thereafter also taken interest in the venture.

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## Story 6) A Model CFUG for Entrepreneurship

*Basantapur Community Forest User Group, Kailali.*

### Background

Basantapur CFUG has 134 women members who have carried out progressive socio-economic changes in Kailali through commendable activities. The major activities for income generation of its members have been an example to other CFUGs. Such activities have been the collection and selling of Pipla, Lemongrass tea.

The CFUG members may have always considered that their Community Forestry was only good for gathering firewood and grass for their cattle. It was later found out that they fed their cattle with various types of valuable NTFPs due to lack of knowledge. Today, their understanding about the benefit of CF has taken a tremendous change where they seem to realise that it is the back bone for income generation prospect from Non-Timber Forest Products.

### Intervention and Outcome

CFUG members of Basantapur CFUG have been exposed through technical support and various awareness programs of BDS-MaPS. They started conservation works on Pipla, Sarpaganda, Kurilo and other valuable and commercially viable NTFPs. They have been linked with Jadibuti traders in Attariya for Pipla from which they earned NRs 50,000.00.

The CFUG members have also been encouraged to conserve Citronella and Palmarosa. They were taken for an exposure to HPPCL, Tamagadi where they bought slips lemongrass and transplanted in their CF land. Lemongrass crop has been expanded widely because of the demand levels placed by the traders of essential oil. Basantapur women CF sold 50 kg lemongrass tea to MALE International they successfully reached to an agreement for additional volume supply for Lemongrass tea.



Drying lemongrass for leaf tea preparation

visit  
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and

They were able to produce good quality Lemongrass tea after BDS-MaPS imparted training to the group. They expressed their highest degree of satisfaction towards BDS-MaPS contribution in enabling them to acquire knowledge and technology on the aspects of cultivation to trading of Lemongrass tea. They now have confidence in managing their enterprise from production to marketing stages.

The group initially earned NRs.3550 from Lemongrass tea. However they asserted that irrespective of the amount of earning they learnt and experienced the system of developing business. In the recent days they keep themselves preoccupied in search of markets for their products. The CFUG made a handful sum of NRS. 53550.00 in a year from selling assorted NTFP products.

The group has initiated numerous social activities in addition to its enterprising activities i.e.:- they provide NRs 500 as a form of incentive to men, who decides on family planning after two

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children in the family. Furthermore the group conducted various programs for 35 poor HHs which were as below:

- ✓ Off season vegetable farming
- ✓ *Ghumti Bakhra Palan* (Revolving goat rearing)
- ✓ Mothers receive NRs. 200 for the birth of a girl child and NRs. 100 for a son for upto two children. This is set to caste a positive discrimination to break the patriarchal social practices.

The ever increasing energy and enthusiasm of women members in their activities coupled with right decision the women CFUG has been seen as a model in Kailali.

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## Story 7) A Small Leap Towards Progress

*This is a success story of “Hariyali Fresh Veg. Producer Group.*

### **Background**

There are 18 members in the group which comprises of 10 male, 8 female, including 7 male and 4 female from the disadvantaged group.



SARAJ Vegetable Collection Center

The Hariyali Fresh Veg. Producer group in Jarbutta VDS-4, Surkhet, has strong unity amongst the members. Although there are almost 50% of members representative from lower caste the strength of the group has been well appreciated by all in the community. The group is a leading farmer group within the community

### **Intervention and Impact**

Various meetings were conducted with this group as per BDS-MaPS approach and common understanding was developed to cultivate seasonal onion as a commercial production. Each member decided to allocate at least 1 katha land for cultivation of onion after which the group sold the produce to the nearby “SARAJ Vegetable Collection Center”.

During the onion cultivation season, the group produced 8,188 Kg onion and sold at the price of NRs 12/kg to the SARAJ Vegetable Collection Center. The total cash in the group was just a margin less than NRs 1 lakh. Each member received more than 5 thousand rupees from a single season. This has been the greatest achievement and amounts earned for the poor and disadvantaged family guiding them towards progress.

President, Amar Singh Nepali is the member of the ‘SARAJ Vegetable Collection Center’ who has made their produce conveniently reach the nearby market.

Due to the intervention on commercial production and linkage building, a good relationship has been developed among communities and families at different level. The role of women and DAG has increased in view to gender issue whereby men have been found to render their cooperation in the enterprise building. For instance men have assisted them from onion production to marketing. A marketing channel has developed from the group to the collection center within the village.

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SARAJ collection center then supplies the produce at district level market and other markets. At present, women producers have only to focus on increasing their production volume for they do not have at all to worry on market access.

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## Story 8) Women Kindle the Vicinity

*Syangja*

### **Introduction**

19 households of Dalit community were organized in a group which was named as "Dalit Utthan Krishak Samuha" for vegetable farming at Setidovan VDC 6, Syangja.. Every member has small land holding size about 0.5-8 Ropani. The group cultivated Chilli, which became the first ever commercially produce of the Dalit community.

The men members set a chilli nursery and sold to the group members at a minimum cost. All of the women members bought on average 200 chilli saplings and planted in their household areas after necessary training on the nursery management, farming & planting provided by the BDS-MaPS project.

### **Outcome of the group and Impact:**

- ✓ Income from chilli is NRs 40,000.00, total expense: NRs 8,000.00.
- ✓ Started selling the produce at the collection center in Setidovan.
- ✓ Male members started to show their cooperation to women in cultivation activities and helping in the extension of chilli in other areas.
- ✓ Two leader women farmers have build capacity to conduct training to other groups.
- ✓ Shifting cultivation plan to chilli for commercial purpose instead of maize and millet farming.
- ✓ The group has become a model group for chilli production in the village surroundings.

### ***Lessons learnt from the success;***

- ☞ Successful events kindle opportunity for commercialization of the product.
- ☞ Short term crop gives quick impact which helps to expand the program in poor communities.

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## Story 9) NTFP Hits European Market

*It is a case about the potential of Soap nut (Sapindus murkossi)*

The trading of Soap nut is not a new practice in the NTFP business. Communities who had knowledge of its advantages have been using to wash cloths or bathing and children can be found playing with it resorting to as a gaming article. Otherwise as season passed by Soap nuts fell and rot. For those collectors in the village who wished to make little income did care to sell them though for a very incredible low rate. Its collection volume had not been growing compared with the recent times. The traders have been supplying the item across the border and no real progress had occurred until recently with a breakthrough in an export deal for the European market.

Soap nut has many advantages for use and its detergent strength is the major attribute. It's been learnt that overseas markets promote the product as much in a raw form and its features of natural cleansing has been the unique selling proposition.

BDS-MaPS has been constantly supporting the NTFP traders by facilitating them with various services such as; Quality analysis, Packaging development, Market research, Export procedure and Product development for value addition etc. which consequently lead to a fruitful outcome.

Mr Rabindra Nath Shukla, the proprietor of Satya International Ltd. is a local trader/exporter based in Nepalgunj who became successful in securing a contract for the supply of Soap nut to Germany. The Soap nuts were first de-seeded and packaged into a ready to use packs. Its first contract shipment volume was 9 containers in 2006 which was valued at Rs. 6.4 million (\$90,000.00).

The impact from its (Soap nut) discovery of an outlet in the international market has firstly provided increased benefit throughout the value chain. Since the export transaction took place collectors' income has risen by two folds i.e.- from NRs 18.00 to 55.00.

Secondly the work areas necessary for the deseeding, grading, packaging and loading of the products and of course the management operation with the factory has all created job opportunities. The ground workers have been all women who in the past did not used to earn regularly or some not even had earned a single penny then got the chance to earn. In total the enterprise provided 15000 mandays of employment.

The future from the Soap nut, NTFP, has certainly sparkled rays of hope. *One only needs to realize that such contract sustains till lasting future or similar contracts are found elsewhere.*