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Study on
Enterprises for Self Employment in Banke and Dang

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Acknowledgement

Federation of Nepalese Chambers of Commerce and Industry (FNCCI) as a sub-contractor to Education for Income Generation Program/Winrock International was assigned to undertake a study in order to Identify “Enterprise for Self Employment in Banke and Dang district.”

The study was conducted by short term consultant by visiting the area. Findings and recommendations contained in this report are based on interview and discussion with many stakeholders, representatives from Chambers/Associations and the Development agencies in the area in both private and public sectors. The finding and suggestion included in this report is based on focus group discussion, observation and feedback acquired during approximately 4-5 days of field study and observation in each location. We are hopeful that this report will provide the EIG program in Nepal an overview on type of activities/ enterprises feasible for self employment in Banke and Dang and the suggested action required to promote them.

The study has been undertaken by Thakur Bhatta and his associates, under the guidance and backstopping by Govind Dev Pandey, Member/Program Coordinator, Yukta Shrestha, Employment Coordinator and the EIG Project team at FNCCI.

Executive Summary

Education for Income Generation Program in Nepal (EIG) is in implementation in Mid-west region of Nepal. One of the objectives of EIG program is to assist promotion of feasible self-employment enterprises in the project area, targeting marginalized youths – Dalits, Janajatis and women. Promotion of self employment enterprises is expected to facilitate job creation and thus increase the income of marginalized youths.

In this connection, FNCCI, one of the partners of EIG, has carried out a study on identifying enterprises for generating self employment in the selected five market centers – Nepalgunj, Kohalpur from Banke district and Lamahi, Ghorahi and Tulsipur in Dang district.

The main objective of the study was the identification of potential enterprises for self-employment including training requirement.

Through discussions with focus groups, key informants and feedback from local stakeholders, the study identified following activities as potential enterprises for self employment in the respective market centers. The estimation of potential enterprises is primarily based on these discussions as well as relevant previous studies to some extent.

Summary of enterprises in the market centers of Banke and Dang

Potential Enterprises	Number of enterprises in respective market centers					
	Total	Nepalgunj	Kohalpur	Lamahi	Ghorahi	Tulsipur
Bamboo products – Stool (Mudha), Rack, Frame etc	14	8	2	-	4	-
Rope/ broom making	8	6	-	2	-	-
Production of Nepali handmade paper	8	8	-	-	-	-
Earthen pots making	5	5	-	-	-	-
Cotton bandage/Sanitary pads	6	6				
Incense and scented sticks	20	8	2	2	4	4
Mehandi	4	4	-	-	-	-
Production of food stuffs: Noodles (Sinke Chauchau) , pulse snacks (Dalmoth) , potato chips	15	10	-	-	-	5
Masala (spices) production	12	8	-	-	-	4

Potential Enterprises	Number of enterprises in respective market centers					
	Total	Nepalgunj	Kohalpur	Lamahi	Ghorahi	Tulsipur
Assembling of watches	4	4	-	-	-	-
Mushroom farming	12	8	-	-	4	-
Vending business	30	20	-	-	10	-
Milk production:	125	100	25	-	-	-
Making leaves' plates (Duna/Tapari)	11	6	-	2	-	3
Sauce production	5	5	-	-	-	-
Flower Nursery	2	-	2	-	-	-
Bicycle repairing	4	-	4	-	-	-
TV/ Freeze repairing	2	-	1	1	-	-
Garments for private boarding school/colleges	6	-	2	-	4	-
Modern restaurant/Snacks center	4	-	4	-	-	-
Tika / Pote and Mala making:	6	-	-	2	4	-
Garments- Sewing/Cutting	8	-	-	2	6	-
Ice-cream/Curd making	1	-	-	1	-	-
Salyani Khukuri	1	-	-	1	-	-
Embroidery	8	-	-	-	4	4
Sausage production	2	-	-	-	2	-
Candy /Titaura of Amala fruit and Jelly of Papaya	4	-	-	-	4	-
Pig raising/Goat keeping/Poultry	75	-	-	-	75	-
Pickle (Achar) making	2	-	-	-	-	2
Hotel cook/Waiter service	10	-	-	-	-	10
Sauce /Juice Making	4	-	-	-	-	4

Based on the potential enterprises identified, following areas of vocational training, entrepreneurship and elementary management training has been suggested in order to assist successful operation and sustain the enterprise/activities in the identified market centers.

Areas of Training	Requiring Market Centers
Entrepreneurship awareness/ sensitization/motivation workshop	All market centers
Bamboo products – Stool (Mudha), Rack, Frame etc	Nepalgunj, Kohalpur, Ghorahi
Rope/ broom making	Nepalgunj, Lamahi
Production of Nepali handmade paper	Nepalgunj
Modern earthen pots making	Nepalgunj
Cotton bandage/Sanitary pads	Nepalgunj
Incense and scented sticks	Nepalgunj, Kohalpur, Lamahi, Ghorahi, Tulsipur
Mehandi	Nepalgunj
Production of food stuffs: Noodles (Sinke Chauchau) , pulse snacks (Dalmoth) , potato chips	Nepalgunj, Tulsipur
Masala (spices) production	Nepalgunj, Tulsipur
Assembling of watches	Nepalgunj, Lamahi
Plumbing/House wiring	Nepalgunj, kohalpur, Lamahi
Mushroom farming	Nepalgunj, Ghorahi
Making leaves' plates (Duna/Tapari)	Nepalgunj, Lamahi, Tulsipur
Sauce production	Nepalgunj
Flower Nursery	Kohalpur
Bicycle repairing	Kohalpur
TV/ Freeze repairing	Kohalpur, Lamahi
Garments for private boarding school/colleges	Kohalpur, Ghorahi
Masons	Kohalpur, Lamahi
Tika / Pote and Mala making	Lamahi, Ghorahi
Garments- Sewing/Cutting	Lamahi, Ghorahi

Areas of Training	Requiring Market Centers
Ice-cream/Curd making	Lamahi
Salyani Khukuri	Lamahi
Embroidery	Ghorahi, Tulsipur
Sausage production	Ghorahi
Candy /Titaura of Amala fruit and Jelly of Papaya	Ghorahi
Pickle (Achar) making	Tulsipur
Hotel cook/Waiter service	Tulsipur
Sauce /Juice Making	Tulsipur

Like for any enterprise development, presence of conducive and investment friendly environment and awareness on enterprising are most important factors for promotion of self employment activities/enterprises. Therefore, it is recommended to conduct awareness raising workshops/ entrepreneurship development as pre training services. It is believed that such pre training activities would help individuals or groups to decide on enterprises of their choice, with long term plan, and seek appropriate training. Further, prior to the training in any vocation, probable entrepreneurs will try to get information on sourcing of raw materials, credit availability, market for the products/services and other related aspects during entrepreneurship awareness raising workshop.

The study suggests that providing essential information and various business support services will be an important activity for promotion and sustainability of self employment enterprises/activities. In fact, the local government promotional offices and local CCIs are to be geared and facilitated to source and provide required support in technical and managerial aspects for operation and sustainability of self employment enterprises/activities.

For skill transfer in self employment enterprise sector the study recommends involvement of private sector TTPs through Service Provider Approach at local level in close coordination with institutions including local CCIs. Local service providers in coordination with institutional mechanism can play an effective role in providing training as per market need. Such modality would be highly effective and sustainable in transferring skills in self employment activities/enterprises.

1 Background

Education for Income Generation Program in Nepal (EIG) funded by USAID is being implemented by Winrock International in Mid-western region of Nepal partnering with other national and international organizations. One of the objectives of EIG program in Nepal is to assist promotion of self-employment enterprises in the project area targeting marginalized youths – Dalits, Janajatis and women. The focus of the activities includes making available vocational and life skill training that will help these individuals take up self employment. Promotion of self employment enterprises is expected to facilitate job creation and thus increase the income of marginalized youths.

In this connection, FNCCI has carried out a study on identifying potential enterprises for generating self employment in the selected market centers of Banke and Dang district, employing an external consultant. This report is the outcome of the study carried out by the consultant during June-July 2009.

2 Objective of the Study

The main objective of the study is the identification of potential enterprises for self-employment in Banke and Dang appropriate for the targeted groups of EIG. Following are the specific objectives of the study:

- Identify and recommend a list of potential enterprises appropriate for self-employment in the major market centers of the districts,
- Assess area of training required for targeting self employment/ informal sector enterprises,
- Suggest skill transfer modality for promoting self employed enterprises,
- Suggest required pre and post training support services for promotion of self-employment enterprises.

3 Methodology

3.1 Desk review

Relevant literature was searched in the very beginning of the study. Review of past studies, reports and collection of secondary information was carried out. The review was focused on micro enterprise developments that were most likely to generate self employment. Studies /reports carried out by EIG and MEDEP were reviewed specifically. For general statistics/information, publications of Central Bureau of Statistics (CBS) and other agencies were consulted.

3.2 Focus group discussion/Key informant interview

Focus group discussion and key informant interview were frequently used throughout the study during field work in the study area. These methods were used to identify

and estimate the number of self employment opportunities and micro enterprises. Further it was sought to know about past experiences of training and need of future training to promote micro enterprises. A semi structured checklist was used in the field study for facilitating discussion and conducting interviews, which was designed to get comprehensive information on micro enterprises sector in the study area (see annex). Local Chamber of Commerce and Industries (CCIs), Cottage and Small Industries Association, Women Entrepreneur Groups, Participants of Business Literacy Class were met for the focus group discussion. Knowledgeable persons of the enterprise sector, stakeholders, and government officials were met and interviewed as key informants to get in-depth knowledge on the subject matters under the study.

3.3 Observation

This method was used to observe the ongoing activities in the market centers of the study areas in order to get insights on the subject matter as well as to perceive the dynamism of the market.

4 Study Area

4.1 Overview of Dang and Banke district

The study was carried out in Dang and Banke districts of Mid-western region. Both districts lie in the plain belt of Terai in Nepal. In the south of these districts lies India. In case of Dang district, the Dang valley lies in inner Terai while the Deukhuri part which is connected with Banke in the west lies in the Terai. These two districts are economically important districts not only for the region but to the whole country because of their share in agricultural crop production and commercial activities. It is also reported that Dang has deposit of mines & minerals like coals. Banke has suitable climate and soil for production of cotton.

The east west highway which passes through these two districts has made possible transportation of man and materials to the western region of the country and feeding many linkage roads within the districts and over the region as a whole. Due to the presence of principal highway of the country, the districts have been attracting large scale settlements, trading and supporting development of various economic activities at various road junctions where market centers have developed over the time. People from hinterland hill districts migrate to these districts in search of employment opportunities because of the fertile agricultural land, presence of some physical infrastructure and commercial environment compared to the hilly hinterland region.

It is interesting to note that the Dang district has largest area of agricultural land and Banke district has highest annual growth rate of population in the Mid-west region. In terms of ethnic composition, population of Tharus rank in the first position in Dang which is 31.86 % while in case of Banke, Muslims rank in the first position which is 21.1 %. There is also significant population of Tharus in Banke as it ranks in second position with 16.42 % of total population.

Statistical overview of Dang and Banke district

Description	Dang	Banke
Geographical Area (sq Km)	2955	2337

Number of Village Development Committee (VDC)	39	46
Number of Municipality	2	1
Total population	462380	385840
Total household	82495	67269
Average household size	5.6	5.74
Population Density(per sq Km)	156	165
Annual growth rate	2.66	3.01
Urban population (%)	16.65	14.91
Total Road length (Km)	590	386
Electricity coverage (%)	33.5	49.1
Households using TV (%)	14.1	35.7
Overall literacy (%)	58	57.8
Male literacy (%)	69.3	66
Female literacy (%)	46.9	49.2
Economically active population in total (%)	49.86	49.78
Economically active population of male (%)	63.09	68.23
Economically active population of female (%)	37.09	30.14
Employment in agriculture (%)	59.03	39.38
Land use pattern (%):		
Cultivated	11.64	21.78
No cultivated	2.12	3.21
Pasture	1.52	1.11
Forest	82.96	70.85
Others	1.77	3.05
Total agricultural land (in hectare)	57727	44238
Agricultural Production (Metric ton) :		
Paddy	95849	63870

Maize	54825	19500
Wheat	29210	37754
Potato	21000	24050
Oil seed	10100	3050
Lentil	18200	6510
Fruits	5802	6715
Vegetables	32866	51610
Milk	26472	16514
Livestock (Nos):		
Cow and Buffaloes	242333	207078
Goats and Sheep	138740	112730
Poultry and ducks	553310	470404
Big industries (numbers)	44	96
Employment in big industries (persons)	1117	3678
No. of small and cottage industries registered in fiscal year 2062/63 BS	127	170
Institutions (Nos)		
Schools	728	483
Campuses	5	6
Banks	10	12

Source:

- Central Bureau of Statistics. 2064/65 BS. Four Monthly Statistical Bulletins.
- EIG/FNCCI.2008. Rapid Market Assessment in Selected Districts.

4.2 General Profile of Five Market Centers:

Nepalgunj, Kohalpur, Lamahi, Ghorahi and Tulsipur

The study covers five important and major market centers of Banke and Dang districts. These five market centers are Nepalgunj and Kohalpur from Banke, and Lamahi, Ghorahi and Tulsipur from Dang district. It should be noted that Lamahi is a Bazaar area which lies in Chaulahi VDC. As data was not available of the Bazaar area alone, data of the whole VDC has been given here for comparison. The table below gives the overview of socio-demography of the five market centers or of the local administrative units they belong to.

Socio demographic overview of market centers of Banke and Dang district

Municipality/ VDC	Average HH Size	Total HH	Total Population	Male	Female	Dalit population	Tharu Population	Muslim population	Literacy %	Projected total population in 2009
Nepalgunj Municipality, Banke	5.4	1059 2	5753 5	30241	27294	3350	1457	1597 7	69.6	72940
Kohalpur VDC, Banke	5.2	3876	2013 8	10270	9868	2281	4922	534	63.1	25530
ChaulahiVD C (Lamahi Bazaar), Dang	5.8	2740	1596 6	8063	7903	474	1013 5	540	48	19697
Ghorahi Municipality, Dang	4.8	8945	4312 6	21576	21550	3926	9728	1040	64.3	53205
Tulsipur Municipality	4.8	7056	3387 6	16857	17019	3989	4203	343	64.2	41793

Source: Intensive Study and Research Centre. 2008. Village Development Committee Profile of Nepal (Data based on Census 2001)

General background of each of the five market centers is presented in the following section.

4.2.1 Nepalgunj

Nepalgunj is only the municipality town of Banke district which has a nucleus type of settlement pattern. It is located nearby the Nepal - India border which is merely 4 Km south. In Indian side there is a market center called Rupediya catering to the need of Nepalese from the Nepalgunj and adjoining areas. The market specializes in consumption items such as product of daily consumption and uses, food stuffs, vegetables, clothes/garments, metallic/ceramic cookery and cutleries items, tools and miscellaneous items. Nepalgunj is one of the 7 major transit points and trade routes between Nepal and India. Both countries have their custom offices in the border. Also significant numbers of Nepalese out-migrants go to India via Nepalgunj in search of employment. Being unskilled, these Nepalese people work in India as cheap laborers. On the other hand Indian people who come to Nepal for employment are skilled and engaged in gainful employment.

Nepalgunj is one of the rapidly growing towns of Nepal. It is a major commercial hub in the region. It is linked with East West highway in the North at Kohalpur, and the second biggest market center of Banke, by a 14 Km black topped road. There is an all-weather regional airport in Nepalgunj. This airport provides an important link to more than dozen hilly districts of the far and mid western regions. These road and air connectivity facilities contribute to inflow of large number of population to Nepalgunj from around the region and have widened prospects for many hotels and restaurants in the city. In the context of industrial location, the area's rich agricultural crops have nurtured development of few food and oil processing industries. Various types of development and daily consumption goods are supplied from here to other districts in the region. It is the administrative center as it is the districts headquarter of Banke. Many non-governmental agencies are located here, making it as one of

the regional bases for mid and far west region. Nepalgunj is also a major herbal collection center of the country where high priced botanical products and herbs from hill and mountain regions are collected to be supplied to India. Thus, in terms of trade, industry and other infrastructural facilities like transportation, communication, electricity and proximity of Indian market, Nepalgunj is a highly prospective city for economic activities.

4.2.2 Kohalpur

Kohalpur is a growing market area which lies in Kohalpur VDC of Banke district. The Kohalpur market center is getting extended and developing along the east-west highway and Kohalpur –Nepalgunj road. This market itself serves as a junction in the east-west highway from which a road in the north goes to Surkhet, the regional headquarter of mid west region, and another road which goes to south connecting Nepalgunj town. Transportation towards west - east and from Nepalgunj to Surkhet, Daliekh and Karnali take place via this market center. As yet, there are no big industries in this market area. There is a well equipped large medical college and hospital infrastructure in the region, where people visit from the districts of mid west and far west regions. It is reported that because of less risk of flood than Nepalgunj, people are being attracted to settle in this market center. Some part in Kohalpur market center has been developed by the government as a planned settlement. Being close to the Nepalgunj and lying in the east-west highway corridor with good infrastructure facilities of transportation, electricity and communication, this market town has potential to develop its economy in future days.

4.2.3 Lamahi Bazaar

This is one of the important market centers of Dang district located along the east-west highway in Deukhuri area. Administratively it lies in Chaulahi VDC. The market is along the highway as well as extended to the south of highway. In addition, there is settlement area developed in planned way by the government. There is good facility of transportation, electricity and communication in this market area. At present a cricket stadium is being built with capacity of organizing national and international games. A bachelor level college and schools are the main institutions of this market center. There is 25 Km linkage road between this market center, at east-west highway, and Gorahi which is the district headquarter and main market center of Dang district. Lamhi is an important trade and service center for 11 VDCs of Deukhuri area of Dang. Bhalubang another market area located at east-west highway lies 25 km west of it, from where road connection exist to Piuthan and Rolpa district. From this market center Kohalpur lies 111 Km west and Butwal, another big industrial town of the country, lies 125 Km east. Being situated in the strategic point along the east-west highway corridor and amid plain Deukhuri area, this market center has good potential to develop economically.

4.2.4 Ghorahi

This is the municipality-level market center and district-headquarter of Dang and is another big valley in the country. It is connected with East-west highway at Lamahi by a 25 Km road. This is located in the Dang valley called inner Terai. Being the districts headquarter, several government offices and non government organizations have set up their offices here. This is getting developed as an educational center for the whole Rapti region as there are in the vicinity besides Sanskrit University, many campuses and schools. Physical infrastructures like road, electricity and communication are relatively developed in this market center. In the vicinity of this center, another market center Narayanpur is being developed which lies only 9

Km west. Being a plain valley, Ghorahi has been attracting people from hill districts mainly Rolpa, Pyuthan, Salauyan and Rukum for settlement. In the near future, a big cement factory is going to be established in the valley which will have an impact on the economy of this market center as well as in the district. Several studies have suggested presence of important minerals deposits in the valley. The valley has large areas of agricultural land and is regarded as granary of the region. This all indicates a great potential of the area for economic growth.

4.2.5 Tulsipur

Tulsipur is another municipality level market center of Dang also located in the Dang Valley. It is 26 Km west from Ghorahi. There is black topped road between this center and Ghorahi. Besides road connection to Ghorahi, there is also direct road connection with east-west highway at Amaliya which is 29 km south from Tulsipur. The Amaliya – Tulsipur road at present is a gravel road. The road is being black topped. There is also an airfield in Tulsipur which is however not in regular use these days. Road to hill districts to Salayan and Rukum goes from this market center. Being an equally important market center as Ghorahi, the Tulsipur market center also has high a potential to develop economically. In addition, this center has commercial linkages with adjoining hill districts. The Kapurkot of Salayan district which is rich in vegetable and fruit production is nearby and is connected with gravel roads. All of these features indicate high potentiality for Tulsipur to enhance economic activity in the days to come.

5 Potential Self Employment Enterprises

In commercially emerging economies, micro enterprises play an important role in generating self employment. Micro enterprises in developing market centers are based on local raw materials and local market. Such enterprises are operated by the involvement of family members with their traditional technical and material skills. Rural and disadvantaged men and women with low level of education and limited capital engage in micro enterprises/activities for their livelihoods. Such characteristics of micro enterprises have been considered by this study to assess the potentiality of self employment enterprises in each market centers.

Thus it is obvious that each market center may have its own, specific self-employment enterprises potential. Further there may be some enterprises equally potential for all or some of the market centers as most of these centers have similar physical and social economic environment. Qualitative aspects of self employment enterprises found potential in each market center are discussed in the following sections. Estimation of each enterprise in respective market centers has been given at the end of this chapter.

5.1 Nepalgunj

Various enterprises in formal and informal sector can be observed operating in the Nepalgunj market center. Hotel business, construction work, wholesalers, retail traders, tours and travels, auto workshops, agro processing and manufacturing industries comprise major economic activities of the town. In the informal sector, one can observe number of enterprises like rickshaw pullers, street vendors, tea shops, fast food, cycle repairing, food stuff, load carriers (Thelagadha), corn roasting, ice-cream/juice selling, tailoring, shoe making, street retail shops, repair and maintenance of various machines/equipments etc. A noted enterprise

in recent past that was popular was assembling of electrical lamps (known as Tukimara) to be supplied mainly to hill regions which had generated self-employment opportunities in the local market. The wholesale supplier had provided parts of electrical lamps to local individuals for assembly. It is known that 10,000 people have submitted applications for the government initiated Youth Employment Fund program. Majority of the applicants have proposed for running retail shops followed by farm based activities mainly fish farming, poultry, pig /goat raising. This indicates a high need of promotion of self employment enterprises. Through, interaction with the various organizations and knowledgeable individuals, following activities were identified as potential self-employment enterprises in Nepalgunj area.

5.1.1 Bamboo stool (Mudha Making)

Mudha making can be an important micro enterprise. Both men and women can be involved in this activity. Moreover women can carry out this enterprise at their own home. The main raw material needed is bamboo, which is available locally and in the adjoining area of the district. It is reported that there is good demand for Mudha in the local market. At present, this product was being supplied as far as eastern Jhapa district. It is highly possible that using local materials and skills, production of Mudha can substitute the external supply as well as find more expanded local markets.

5.1.2 Rope and broom making

As building construction is rapidly taking place in the town and in its periphery, demand for various types of construction materials is also rising. Among the various construction materials, rope and broom are also highly consumed in construction work. These two items can be produced in the town as the materials needed to make them are available at local-level and in its vicinity districts. Women, Dalits and their family members can run this enterprise as they would not need much capital. On the other hand, it is also possible to operate this enterprise as a group enterprise. Ropes and broom are currently being supplied from outside the district. This suggests that locally produced items can compete and get demand in the market. All of these factors suggest that rope and broom making has potential for generating self employment.

5.1.3 Production of Nepali handmade paper

There is no production of Nepali handmade paper in the city. Raw materials of this paper are found in the hills area of the Mid-west. Since this paper is supplied externally, local production can substitute the existing supply. If appropriate training is provided, various kinds of colorful cards of Nepalese paper can be produced here which can find market, especially the Indian market. Thus this activity can be a highly potential, profitable enterprise for the town .

5.1.4 Earthen pots making

In Nepalgunj there are traditional earthen pot making groups in both Muslim and Hindu communities. However this traditional occupation is declining with the introduction of manufactured plastic pots. However, modernization of this occupation as per market taste can be revived; there is always a good demand for earthen pots in the city, which remains very hot for many months in a year. Specifically earthen filter which has been introduced recently has created big demand. This indicates that modernization of earthen pots making business

can flourish in the local market if appropriate training, marketing, and business knowledge are provided to the occupational groups.

5.1.5 Cotton bandage/Sanitary pads

In this town there are various kinds of health facilities like hospitals, private medical college, private clinics and number of medicine shops. The health facilities and services are increasing as the city itself is growing fast. Thus there is good demand for medical goods. Of these medical goods, cotton bandage and sanitary pads are such goods that can be produced locally. However, raw materials for these items have to be imported from Indian market. The main task is packaging and wrapping for the final use. This business is suitable for women and it is also suitable for the Dalit people who have been traditionally performing tailoring job. As such items are being supplied from India so far, locally produced materials with market linkage to local medical goods supplier and medical shops can substitute the external supply. Thus the cotton bandage/sanitary pads making enterprise also have potential.

5.1.6 Incense and scented sticks

Incense and scented sticks can be produced locally to compete with the existing external supply of these goods. Recently, there is increasing use of wet incense (Gila dhup). This item can also be produced locally. It is reported that production of these items at local level can generate self employment. One considerable condition is that the wrapping skill should be developed well enough to compete with the existing market.

5.1.7 Mehandi

As raw materials for Mehandi is available in the hill region of Nepal, it can be produced locally. With the rising use of imported Mehandi by wide range of consumers, there is obvious demand for this item. Skill and knowledge on producing, packaging and marketing will help initiate the production of local Mehandi in the town. In terms of raw materials and local market, this enterprise seems to be highly potential for self-employment and appropriate for women.

5.1.8 Production of Noodles (Sinke Chauchau) , Dalmoth & potato chips

As big number of eateries and restaurants are running in the town, there is a good demand of stick noodles. Like in other areas in the country, the noodle is one of the popular selling items in fast-food vendor market in Nepalgunj too. It is also used as snacks at household level also. This all in combination suggests the potentiality of stick noodles production. It is being produced at local level in Ganeshpur of Nepalgunj. But it is reported that it has not met the local demand. Hence production of stick noodles can be a potential self employment enterprise in Nepalgunj. Similarly, food stuffs like pulse snacks (Dalmoth), potato chips can be produced at home, employing family members.

5.1.9 Masala (spices) production

Grinding and packaging of Besar, Dhaniya, chilly etc spices also has scope if they could be prepared in a way to preserve them for longer period of time. Therefore imparting technology on preserving Masala for longer time and packaging this business can be a potential employment enterprise.

5.1.10 Repair and assembly of watches

As a watch is an essential item of daily use, its possession is quite popular among the populace. This has given rise to demand for repair services and can support few repair shops in the area. If there could be linkage between wholesalers and skilled individuals, assembling of watches can be an important self-employment activity. Such assembled watches can be supplied across the regions from Nepalgunj. Parts and accessories of watches can be imported from the border area of India and from Kathmandu (Chinese make) and assembled here for sale to the market of adjoining hinterland districts. This will also attract Indian customers from border areas as they usually visit Nepalgunj for Chinese goods.

5.1.11 Mushroom farming

There is a rising trend in consuming mushroom amongst the local population of the hills. Hence mushroom farming can be a good activity for self employment.

5.1.12 Vending business

Vending businesses like fast food, vegetables, fruit and juice and other seasonal items like corn roasting, food stuffs selling are potential businesses for Nepalgunj. At present too there are a number of fast food vendors operating in different corners of the city. Still this is a most potential business to cater to the increasing trend for fast food.

5.1.13 Milk production

There is an obvious short supply of milk in the town. At present, most of the milk is supplied from Indian villages. As present production and external supply is not meeting the demand of milk, milk production can be a potential employment for Nepalgunj and its vicinity areas. As in other parts of Nepal, for example Chitwan district, milk production is a good source for raising income and reducing poverty.

5.1.14 Making leaves' plates (Duna/Tapari)

With a growing number of fast food vendors, there is high demand for plates made from leaves. Women can do this job very well with simple training. Required raw materials for this activity are available locally. Thus this is also a potential micro enterprise, especially for women.

5.1.15 Sauce production

Due to presence of a large number of hotels, restaurants and fast food vendors, there is a high demand for sauce for blending with noodle dishes. Tomato sauce is mainly used in noodles, steam momo and other similar food items. This is also a potential employment activity for Nepalgunj.

5.2 Kohalpur

Kohalpur is mainly a trading center. There are hotels and restaurants to cater passengers of bus and trucks and other visitors of the place. Kohalpur Hospital and Medical College has attracted people to get health treatment facility from far and mid west regions. Petty trading along the highway is also a major activity of the Kohalpur. As this market center is growing continuously, a number of enterprises were found to be potential for self employment.

5.2.1 Flower Nursery

It was the outcome of the focus group discussion that flower nurseries have potential in Kohalpur; there is no nursery at all in this area and people bring flower and fruits plants from Nepalgunj and even from Baharaich of India. It is said that two to three flower nurseries can be established in Kohalpur.

5.2.2 Bicycle repairing

Bicycle is widely used for local transportation in the market area and vicinity. In an average there are 2-3 bicycles per household. Therefore bicycle repairing is a potential enterprise. This would be suitable for Dalit people who are employed in jobs related to iron work.

5.2.3 TV/ Fridge repairing

There is an increasing use of modern amenities like refrigerators and televisions in market centers like Kohalpur. In addition, adjoining rural villages are also using such facilities after electrification of these villages. This has created demand for repairing services of TV and fridge locally in this market center.

5.2.4 Boarding school Garments

There are number of private schools that use tie, leather shoes and belt as uniform for their students. These items are now being supplied from India. These items can be produced locally to cater local demands. This business seems potential for Kohalpur market center. This enterprise is suitable for castes who are traditionally employed as tailors. Appropriate training may be needed for traditional tailors to modernize their skills to cater changing demand of market.

5.2.5 House wiring/ Plumbing

With the increasing trend of building of houses, demand for well trained electricians and plumbers has gone up. The trained plumbers and electricians can work as self employed service providers as they can get jobs in contractual basis.

5.2.6 Milk production

Like Nepalgunj, the supply of milk does not meet the present need in Kohalpur. As Kohalpur has rural farmland very near to the market area, milk production can be a highly potential self employment business to meet the local demand.

5.2.7 Modern restaurant

There are traditional sweet and tea shops but modern snacks center are lacking in the Bazaar. Such snack center/ fast food restaurant has high potentiality in Kohalpur.

5.2.8 Incense and scented sticks

For these commodities there is possibility to compete with their current external supply . Recently there is increasing use of wet incense (Gila dhup). This item can also be produced locally. These items can be supplied to local as well as Indian market.

5.2.9 Bamboo products – Stool (Mudha), Rack, Frame etc

Bamboo products like stool, rack, frame etc can be good self employment enterprise in Kohalpur. Both men and women, especially women, can carry out this activity at their home. Banke districts as well as adjoining districts are rich in bamboo production. There is good demand for Mudha in the local market. At present, Mudhas in the local market are being supplied from East Nepal, especially from Jhapa. Thus bamboo made items have high potentiality in Kohalpur.

5.3 Lamahi Bazaar

Carpentry is the leading industry of Lamahi Bazaar. This market center supplies food, vegetables, spices, furniture to hinterland districts mainly Puyathan and Rolpa. Besides this, the trade which takes place in the bus-station along the highway is an important income earning business, and it fully depends on external bus /truck passengers. Tea, chats, food, fruits are the main items that are sold in the bus station. There are also other small industries like candle, spices, noodles, brick copy, poultry, and pulse snacks running in this market center. All this suggests that Lamahi has a business culture. In such economic background, the study has identified the following enterprises, focusing on micro enterprises for self employment.

5.3.1 Rope making

In the vicinity of Lamahi, the Babiyo plant, which is the main raw material to make rope is amply available. There is demand for rope at local level and also from other towns like Butwal, Narayanghat and Nepalgunj and other market centers of Dang itself.

5.3.2 Mushroom farming

There is a rising trend in consuming mushroom. Hence Mushroom farming can be a good activity of self employment for Lamahi Bazaar.

5.3.3 Incense and scented sticks

These commodities can be produced locally as raw materials are available and can be supplied in local market as well as nearby markets and towns.

5.3.4 Tika / Pote and Mala making

These items can be prepared by women at their home. It is reported that such items can get market locally. Hence it is found potential for self employment of women.

5.3.5 Plumbing/Mason

It is reported that there is demand for plumber and masons. Such skill persons may find job all over the district as construction of modern buildings and public infrastructures is occurring in significant scale.

5.3.6 Making leaves plates (Duna/Tapari)

With the growing number of fast food vendors in and around the bus station and junction along the highway, there is high demand for plates made from leaves. Women can do this job

very well, with simple training provided to them. Required raw material is available locally. Thus this is highly potential income generating self employment activity.

5.3.7 Garments- Sewing/Cutting

In spite of past training on sewing and cutting, there is still scope for garments /tailoring. It is reported that customers have to wait for a long time, even a month, to get service from the tailors. Therefore advanced training on garments making will cater local needs. Hence garments /tailoring can be a potential self employment enterprise.

5.3.8 Ice-cream/Curd making

As there are number of fast food venders along the highway, items like ice cream and curd has good market in Lamhi Bazaar. Lamahi produces milk in significant scale and supplies it to external markets. Therefore there will be no problem of raw materials for the production of ice-cream, curd and other dairy products.

5.3.9 Fridge/ TV repairing service

As repairing services so far is fully dependent upon dealers' service, there is need of fridge /TV repairing services in the market. With increasing use of such items and demand for timely repairing, fridge/TV repairing workshop at local level has potential as a self employment job.

5.3.10 Salyani Khukuri

There is a blacksmith workshop in Lamahi Bazaar supported by MEDEP previously. The entrepreneurs are making various iron tools. However they seek to produce Salayani Khukuri as it has good demand because of its popularity across the region and country. If training is provided to the occupational cast people, making Salayani Khukuri can be a potential self employment job.

5.4 Ghorahi

Ghorahi is mainly the trading center for the district and Rapti region. Existing self employed enterprises include bee keeping, spices grinding and packaging, candle making, furniture making and various kind of trading business. It is known that 8,400 candidates applied, showing desire to start enterprises under the government-announced self employment program with the Dang CCI. Based on the discussion with various people /organizations, following activities were identified as most possible enterprises for self employment in Ghorahi.

5.4.1 Mushroom farming

Though there are three to four mushroom farming enterprises in Ghorahi, there is still further possibility of mushroom farming as the existing production is found not meeting the demand of the town. There is rising trend in consuming mushroom locally as well as at national level as there is a slight shift in food habit towards vegetarian food. The rising demand indicates the possibility of mushroom farming. Women can be involved in this enterprise.

5.4.2 **Embroidery**

Local people are using embroidered garments which are being supplied from outside – India. It is reported that embroidery done locally can compete in this business. Women and traditional tailors can take this activity as a self employment enterprise.

5.4.3 Sausage production

At present both chicken and buff sausage is being supplied from Kathmandu. If these items can be produced locally, there is demand for these items in hotels and restaurant. Hence sausage production has potentiality to be a self employment enterprise in Ghorahi.

5.4.4 **Garments /Sewing Cutting**

Advanced sewing cutting business/ garments preparing that caters to changing local needs has potential in the market.

5.4.5 Vendor business – Vegetables and fast food

There is potentiality for vendor business, especially in selling vegetables, fruits, spices and fast food in the market.

5.4.6 Candy /Titaura of Amala fruit and Jelly of Papaya

In Dang there is good production of Amala and papaya, fruits normally found in forest areas. From these fruits, candy, Titaura and jelly can be produced. This activity can be very feasible for women. There is market for such food items at local and adjoining areas. Hence this activity is a potential enterprise for self employment in Ghorahi.

5.4.7 Pig raising/Goat **keeping**/Poultry

Tharu community, who are agriculture-based, can do this business and it has a good market too. An interaction with Tharu women who are participating in EIG run business literacy class showed their interest in pig, goat and poultry farming. As there is a demand for the meat of these animals, this job is also potential for self employment in Ghorahi and its adjoining villages.

5.4.8 Tika / Pote/ Mala making

This activity can be done by women at household level. Some participants of business class have also shown interest in this activity and there is a local market for such items.

5.4.9 Bamboo products – Stool (Mudha), Rack, Frame, Bangle Stand etc

Bamboo products like stool, rack, frame, bangle stand etc can be good self employment enterprises in Ghorahi. Both men and women, especially women, can carry out this activity at their own home. Dang district has a large scale bamboo production. There is good demand for bamboo products in the local market and they can also be supplied outside.

5.4.10 Incense and scented sticks

These commodities can be produced locally as raw materials are available and can be supplied in local market as well as nearby markets and towns.

5.4.11 Garments for **private** boarding school/colleges

There is big number of private boarding schools and colleges in Ghorahi. The schools /college use tie, leather shoes and belt as the uniform for their students. These items can be prepared locally to cater local demands. This enterprise is suitable for occupational groups like tailors.

5.5 Tulsipur

There were 5000 applicants that applied for self employment program of Government according to Tulsipur CCI. This figure itself shows the need as well as demand for self-employment enterprises in the town and its vicinity. The economy of Tulsipur is growing with bright potentiality; it is a gateway to hinterland districts and interacts with the vast rural sector economy. Following activities were found potential for self employment for Tulsipur market center.

5.5.1 Embroidery

Similar to Ghorahi, local people of Tulsipur are using embroidered garments which are being supplied from outside – India. It seems embroidery done locally can compete in this business. Women and traditional tailors can take this activity as a self employment enterprise.

5.5.2 Incense **and** scented sticks

These commodities can be produced locally as raw materials are available and can be supplied at local market and outside.

5.5.3 Food **stuff** - Dalmoth/Namkin

These items can be supplied at local as well as to the hinterland.

5.5.4 Pickle (Achar) making

As different kinds of fruits /vegetables are available, pickle can be produced locally. The popular vegetable producing area –Kapurkot of Salayan district, is close from here. Different kinds of pickle, for example mango, radish (Sinki), tomato can be produced. Such pickle-making is a potential business as there are number of hotels and restaurants in Tulsipur and market centers in the vicinity.

5.5.5 Hotel cook/Waiter service

There is good demand for trained cooks and waiters in hotels and restaurants. Employment in the hotel business can be generated if linkage is established and training provided to youth groups.

5.5.6 Sauce /**Juice** Making

In Kapurkot of Salayan, there is good production of tomato and oranges. Thus tomato sauce and orange juice can be produced and sold in the local and adjoining market centers.

5.5.7 Making **leaves'** plates (Duna/Tapari)

Like in other market centers, with the growing number of fast food vendors, there is high demand for plates made from leaves. Women can do this job very well with simple training provided to them. Required raw materials are available locally.

5.5.8 Masala (spices) **production**

Various kind of food spices, for example Besar, Dhaniya, chilly etc, grinding and packaging has also scope if they could be prepared in a way to preserve them for longer period of time. Therefore imparting technology on preserving Masala for longer time and packaging this business can be a potential employment enterprise for Tulsipur too like other market centers.

5.6 Estimation summary of potential enterprises

The study itself was exploratory and employed mainly qualitative tools like focus group discussion, key informant interview and meeting with local stakeholders. These all helped well to identify potential enterprises based on availability of raw materials and market demand. Along with this, attempt was made to get an estimation of each enterprise in each market center through discussion with focus groups, key informants and local stakeholders. In addition, relevant previous studies were also consulted while making the estimation of potential enterprises.

Potential Enterprises	Number of enterprises in respective market centers					
	Total	Nepalgunj	Kohalpur	Lamahi	Ghorahi	Tulsipur
Bamboo products – Stool (Mudha), Rack, Frame etc	14	8	2	-	4	-
Rope/ broom making	8	6	-	2	-	-
Production of Nepali handmade paper	8	8	-	-	-	-
Earthen pots making	5	5	-	-	-	-
Cotton bandage/Sanitary pads	6	6				
Incense and scented sticks	20	8	2	2	4	4
Mehandi	4	4	-	-	-	-
Production of food stuffs: Noodles (Sinke Chauchau) , pulse snacks (Dalmoth) , potato chips	15	10	-	-	-	5
Masala (spices) production	12	8	-	-	-	4

Potential Enterprises	Number of enterprises in respective market centers					
	Total	Nepalgunj	Kohalpur	Lamahi	Ghorahi	Tulsipur
Assembling of watches	4	4	-	-	-	-
Mushroom farming	12	8	-	-	4	-
Vending business	30	20	-	-	10	-
Milk production:	125	100	25	-	-	-
Making leaves' plates (Duna/Tapari)	11	6	-	2	-	3
Sauce production	5	5	-	-	-	-
Flower Nursery	2	-	2	-	-	-
Bicycle repairing	4	-	4	-	-	-
TV/ Freeze repairing	2	-	1	1	-	-
Garments for private boarding school/colleges	6	-	2	-	4	-
Modern restaurant/Snacks center	4	-	4	-	-	-
Tika / Pote and Mala making:	6	-	-	2	4	-
Garments- Sewing/Cutting	8	-	-	2	6	-
Ice-cream/Curd making	1	-	-	1	-	-
Salyani Khukuri	1	-	-	1	-	-
Embroidery	8	-	-	-	4	4
Sausage production	2	-	-	-	2	-
Candy /Titaura of Amala fruit and Jelly of Papaya	4	-	-	-	4	-
Pig raising/Goat keeping/Poultry	75	-	-	-	75	-
Pickle (Achar) making	2	-	-	-	-	2

Potential Enterprises	Number of enterprises in respective market centers					
	Total	Nepalgunj	Kohalpur	Lamahi	Ghorahi	Tulsipur
Hotel cook/Waiter service	10	-	-	-	-	10
Sauce /Juice Making	4	-	-	-	-	4

6 Training Requirement and Skill Transfer

6.1 Training requirement

It is obvious that training requirement varies from place to place. In Nepalgunj city area, it is reported that training on certain vocation areas like beautician, hair cutting, sewing & cutting, embroidery were held many times and hence no further training is required in these skills immediately. Similarly it is highly possible that various general training courses may have been conducted in other market centers too. Therefore present need is to have trainings that are specific and demand-based, which generate self employment opportunities. It is reported that quite a few organizations in the area are providing vocational training without paying heed to employment perspective and regular post-training follow up mechanism. Experience and lessons learned suggest designing training programs based on the need of the market. As various government and non-governmental organizations working in the area are providing training regularly and there is no proper mechanism to evaluate the effectiveness of such training, it is difficult to quantify the exact requirement of training in all market centers. Hence training requirements presented here is based on the identified potential enterprises for each market centers.

Areas of Training	Requiring Market Centers
Entrepreneurship awareness/ sensitization/motivation workshop	All market centers
Bamboo products – Stool (Mudha), Rack, Frame etc	Nepalgunj, Kohalpur, Ghorahi
Rope/ broom making	Nepalgunj, Lamahi
Production of Nepali handmade paper	Nepalgunj
Modern earthen pots making	Nepalgunj
Cotton bandage/Sanitary pads	Nepalgunj
Incense and scented sticks	Nepalgunj, Kohalpur, Lamahi, Ghorahi, Tulsipur
Mehandi	Nepalgunj
Production of food stuffs: Noodles (Sinke Chauchau) , pulse snacks (Dalmoth) , potato chips	Nepalgunj, Tulsipur

Areas of Training	Requiring Market Centers
Masala (spices) production	Nepalgunj, Tulsipur
Assembling of watches	Nepalgunj, Lamahi
Mushroom farming	Nepalgunj, Ghorahi
Making leaves' plates (Duna/Tapari)	Nepalgunj, Lamahi, Tulsipur
Sauce production	Nepalgunj
Flower Nursery	Kohalpur
Bicycle repairing	Kohalpur
TV/ Fridge repairing	Kohalpur, Lamahi
Garments for private boarding school/colleges	Kohalpur, Ghorahi
Tika / Pote and Mala making	Lamahi, Ghorahi
Garments- Sewing/Cutting	Lamahi, Ghorahi
Ice-cream/Curd making	Lamahi
Salyani Khukuri	Lamahi
Embroidery	Ghorahi, Tulsipur
Sausage production	Ghorahi
Candy /Titaura of Amala fruit and Jelly of Papaya	Ghorahi
Pickle (Achar) making	Tulsipur
Hotel cook/Waiter service	Tulsipur
Sauce /Juice Making	Tulsipur

6.2 Pre and **Post** Training services for self employment promotion

Creating conducive environment for enterprise development is the most important element. It was reported that there is poor entrepreneur culture in Nepalese society in general and it is equally valid in case of all five market centers of study area. People are getting attracted to low return foreign jobs while high income earning opportunity abounds in local market centers. There is gap of information on the potential of income generating activities among the needy people.

Therefore awareness raising on business enterprises is the major challenge for our agriculture dependent economy. There are two contrast tendencies. First, it is the tendency that people would not like to change and transform the traditional subsistence farming occupation because of risk avoiding behavior. Another tendency that prevails is the lack of patience, which is essential in the enterprise operation. All such phenomena are prevailing due to lack of enterprise education and absence of proper counseling and support to the target groups. Therefore as pre training services, awareness raising on entrepreneurship development is essential. This would help individuals or groups to select and decide on enterprises of their choice and seek appropriate training and post training services. Further, in addition to the vocational training, potential entrepreneurs need to be counseled and provided support services on sourcing production tools & equipment, raw materials, credit access, market and other related aspects.

Regular follow up and providing essential counseling and support services will be essential post training activities for self employment promotion. Sometimes there may be needs for upgrading of training skill as per the need of time and changing market. In fact there should be linkage with the institutional mechanism in getting support in technical and managerial aspects of self employment enterprise in order to run them in a sustainable way. Post training support is the most lacking aspect for enterprise development in the area.

6.3 Skill **Transfer** Approach

Skill transfer mechanism should be developed at local level. There should be an institutional mechanism at local level to meet the future needs of training. Such mechanism should encompass coordination with all stakeholders and should keep information of trained human resources in different vocations. Role of private sector should be enhanced to developing Service Providers in specific sub sector and skills. Locally developed Service Providers through coordination with local institutional mechanism(local CCIs, Government and non-government organizations)can play an effective role in providing training as per market need. Such mechanism would be highly effective in transferring skills for promotion of self employment activities/enterprises.

7 **Summary and Recommendations**

In order to identify potential enterprises for generating self employment and the needed follow-up action to promote those in the selected market centers of Banke and Dang district, FNCCI conducted this study in some important market centers of Banke and Dang districts. Study was carried out in five market centers – Nepalgunj , Kohalpur from Banke and Lamahi, Ghorahi and Tulsipur from Dang.

Based upon the feedback from stakeholders, knowledgeable persons and study team’s observation, following self employment activities/ enterprises are suggested as viable enterprises for promotion in the five market centers:

Summary of Enterprises in the market centers of Banke and Dang

	Number of enterprises in respective market centers
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Potential Enterprises	Total	Nepalgunj	Kohalpur	Lamahi	Ghorahi	Tulsipur
Bamboo products – Stool (Mudha), Rack, Frame etc	14	8	2	-	4	-
Rope/ broom making	8	6	-	2	-	-
Production of Nepali handmade paper	8	8	-	-	-	-
Earthen pots making	5	5	-	-	-	-
Cotton bandage/Sanitary pads	6	6				
Incense and scented sticks	20	8	2	2	4	4
Mehandi	4	4	-	-	-	-
Production of food stuffs: Noodles (Sinke Chauchau) , pulse snacks (Dalmoth) , potato chips	15	10	-	-	-	5
Masala (spices) production	12	8	-	-	-	4
Assembling of watches	4	4	-	-	-	-
Plumbing/House wiring	16	8	4	4	-	-
Mushroom farming	12	8	-	-	4	-
Vending business	30	20	-	-	10	-
Milk production:	125	100	25	-	-	-
Making leaves' plates (Duna/Tapari)	11	6	-	2	-	3
Sauce production	5	5	-	-	-	-
Flower Nursery	2	-	2	-	-	-
Bicycle repairing	4	-	4	-	-	-
TV/ Freeze repairing	2	-	1	1	-	-
Garments for private boarding school/colleges	6	-	2	-	4	-
Masons	20	-	10	10	-	-

Potential Enterprises	Number of enterprises in respective market centers					
	Total	Nepalgunj	Kohalpur	Lamahi	Ghorahi	Tulsipur
Modern restaurant/Snacks center	4	-	4	-	-	-
Tika / Pote and Mala making:	6	-	-	2	4	-
Garments- Sewing/Cutting	8	-	-	2	6	-
Ice-cream/Curd making	1	-	-	1	-	-
Salyani Khukuri	1	-	-	1	-	-
Embroidery	8	-	-	-	4	4
Sausage production	2	-	-	-	2	-
Candy /Titaura of Amala fruit and Jelly of Papaya	4	-	-	-	4	-
Pig raising/Goat keeping/Poultry	75	-	-	-	75	-
Pickle (Achar) making	2	-	-	-	-	2
Hotel cook/Waiter service	10	-	-	-	-	10
Sauce /Juice Making	4	-	-	-	-	4

Based on the identified potential enterprises and to create awareness on entrepreneurship development for self employment, the study identifies following area of training for each market centers.

Areas of Training	Requiring Market Centers
Entrepreneurship awareness/ sensitization/motivation workshop	All market centers
Bamboo products – Stool (Mudha), Rack, Frame etc	Nepalgunj, Kohalpur, Ghorahi
Rope/ broom making	Nepalgunj, Lamahi
Production of Nepali handmade paper	Nepalgunj
Modern earthen pots making	Nepalgunj
Cotton bandage/Sanitary pads	Nepalgunj
Incense and scented sticks	Nepalgunj, Kohalpur, Lamahi, Ghorahi, Tulsipur

Areas of Training	Requiring Market Centers
Mehandi	Nepalgunj
Production of food stuffs: Noodles (Sinke Chauchau) , pulse snacks (Dalthoth) , potato chips	Nepalgunj, Tulsipur
Masala (spices) production	Nepalgunj, Tulsipur
Assembling of watches	Nepalgunj, Lamahi
Plumbing/House wiring	Nepalgunj, kohalpur, Lamahi
Mushroom farming	Nepalgunj, Ghorahi
Making leaves' plates (Duna/Tapari)	Nepalgunj, Lamahi, Tulsipur
Sauce production	Nepalgunj
Flower Nursery	Kohalpur
Bicycle repairing	Kohalpur
TV/ Freeze repairing	Kohalpur, Lamahi
Garments for private boarding school/colleges	Kohalpur, Ghorahi
Masons	Kohalpur, Lamahi
Tika / Pote and Mala making	Lamahi, Ghorahi
Garments- Sewing/Cutting	Lamahi, Ghorahi
Ice-cream/Curd making	Lamahi
Salyani Khukuri	Lamahi
Embroidery	Ghorahi, Tulsipur
Sausage production	Ghorahi
Candy /Titaura of Amala fruit and Jelly of Papaya	Ghorahi
Pickle (Achar) making	Tulsipur
Hotel cook/Waiter service	Tulsipur
Sauce /Juice Making	Tulsipur

Like for any enterprise development, presence of conducive and investment friendly environment and raising of awareness on enterprising is most important factor for promotion of self employment activities/enterprises. Therefore, it is recommended for conducting awareness raising workshops/ entrepreneurship development as pre training services. It is believed that such pre training activity would help individuals or groups to decide on

enterprises of their choice with long term plan and seek appropriate training. Furthermore, prior to the training in any vocation, probable entrepreneurs will try to get information on sourcing of raw materials, credit availability, market for the products/services and other related aspects during entrepreneurship awareness raising workshop.

The study suggests that providing essential information and various business support services will be an important activity for promotion and sustainability of self employment enterprises/activities. In fact, the local government promotional offices and local CCIs are to be geared and facilitated to source and provide required support in technical and managerial aspects for operation and sustainability of self employment enterprises/activities.

For skill transfer in self employment enterprise sector, the study recommends involvement of private sector TTPs through Service Provider Approach at local level in close coordination with institutions, including local CCIs. Local service providers in coordination with institutional mechanism can play an effective role in providing training as per the market need. Such modality would be highly effective and sustainable in transfer of skills in self employment activities/enterprises.

8 Annex:

8.1 Checklist for Focus Groups Discussion/ Key Informants Interview

I. Existing situation:

- Situation of existing self-employment enterprises
- List of most successful enterprises and reasons for that
- Example of most unsuccessful enterprises and underlying reasons
- Overall strengths and weakness of the self-employment enterprise sector

II. Potential self employment enterprises in general:

- List of potential enterprises
- How they are potential

III. Potential self employment enterprises for marginalized youths

From Dalit, Women and Janajati:

- List of potential enterprises
- How they are potential
- Raw material
- Market
- Skilled labour
- Credit availability

IV. Promotional / Supporting activities

- kind of support to promote self employment enterprises for marginalized youths from Women, Dalit and Janajati
- Activities in awareness raising on the importance of micro -enterprise
- Specific training needs- technical skill, entrepreneurship development, marketing etc
- Linkage to credit
- Other specific support activities to local context
- Skill transfer mechanism- development of service provider or

8.2 Annex 2: Individuals and Organizations Consulted

Name	Office/ Adders	Designation
Khadgaman Samyuhang	MEDEP, Banke	Micro Enterprise Specialist
Ashok Kumar Karmacharya	CCI, Banke	General Secretary
Pradip Gupta	CCI, Banke	Deputy General Secretary
Umashankar Kesharbag	CCI, Banke	Member, Executive Committee
Rabi Devkota	CCI, Banke	Executive Officer
Jeeba Nath Sapkota	Federation of Cottage industries, Didtrict Branch, Banke	President
Khem Kumari Neupane	Federation of Cottage industries, Didtrict Branch, Banke	Secretary
Mana Kumari Silwal	Federation of Cottage industries, Didtrict Branch, Banke, Women Entrepreneurs Committee	Secretary
Samyog Bhattarai	EIG/Alliance Nepal	Programme Coordinator
Suman Koirala	EIG/DEPROSC	Senior Field Supervisor
Chawan Sokar	EIG/DEPROSC	Business Literacy Class Facilitator, Paraspur-3, Dhukaila
Shayam Sundar Shaha	EIG/DEPROSC	Project Officer
Prem Nath Gawali	Sweet Shop, Kohalpur	Proprietor
Rajendra Kumar Shrestha	Kohalpur CCI	President
Viswaraj Lamsal	Kohalpur CCI	Treasurer
Jitendra Kumar Chaudhary	Kohalpur CCI	Member
Jhumlal Sunar	Kohalpur CCI	Member
Kamala Kanti Paudel	Kohalpur CCI	Member
Sanjaya Kumar Tharu	Kohalpur CCI	staff
Bharati Khanal	Kohalpur	Women Entrepreneur

Name	Office/ Adders	Designation
Iswari Prasad Sharma	Industrial Enterprise Development Institute, Branch Office , Banke	Branch Office Chief
Anju Dhungana	Women Development Office, Banke	Officer
Kedar Nath Sharma	District Development Committee, Banke	Local Development Officer
Hiramani Subedi	District Development Committee, Banke	Planning and Monitoring Officer
Ramesh Shaha	District Development Committee, Banke	Social Development Officer
Ramlal Shrestha	Nepalgunj Municipality, Banke	Executive Officer
Krishnaa Prasad Joshi	Nepalgunj Municipality, Banke	Community Development officer
Khagendra Rijal	Cottage Industry Office, Banke	Industry Officer
Purna Prasad Lamsal	Cottage Industry Office, Banke	Section Officer
Kamala kori	New road , Nepalgunj	Street vendor
Dinesh Kumar Shaha	Dhambouji Chowk	Fast Food Vendor
Binod pokhrel	Newroad, Nepalgunj	Street Fancy shop
Ashok Kori	Gharbaritole, Nepalgunj	Rickshaw puller
Khaga Raj Kandel	Newroad , Nepalgunj	Fast food vendor
Dibakar Sharma	Deukhuri CCI	Secretary
Dinesh Karki	Deukhuri CCI	Member
Karuna Sharma	Deukhuri CCI	Treasure
Gangaram Bhattarai	Deukhuri CCI	Member
Shivaraj Adhikari	Deukhuri CCI	Member
Bhesh Raj Bhattarai	Deukhuri CCI	Office secretary
Bharat Dulal	Joint Commerce (Mobile street shops) Association, Lamahi	President

Name	Office/ Adders	Designation
Renu Kubar	Joint Commerce (Mobile street shops) Association, Lamahi	Treasurer
Sita Dulal	Lamahi Bazzar	Fruits trader
Madhu Sudan Baidaya	Dang CCI, Ghorahi	General Secretary
Humakanta Adhikari	Dang CCI, Ghorahi	Vice President
Manju Bajracharya	Dang CCI, Ghorahi	Member
Damodar Bhushal	Dang CCI, Ghorahi	Administrative Officer
Laxmi Prasad Adhikari	Cottage and Small Industries Office, Dang	Office Chief
Madhusudan Poudel	District Development Committee, Dang	Local Development Officer
Shiva Narayan Shaha	EIG/IDE, Dang	Project officer
Mitali Shaha	EIG, Dang	District Coordinator
Nila Malla	EIG/DEPROSC	C1 Coordinator
Suk Bahadur Chaudhary	EIG, Puythan/Rolpa	District Coordinator
Pyari Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Muna Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Nil Kumari Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Sharmila Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Bhima Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Suchana Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Sabitri Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Budhani Chaudhary	Business Literacy Class, Beluwa, Dang	Participants

Name	Office/ Adders	Designation
Putali Chaudhary	Business Literacy Class, Beluwa	Participants
Basanti Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Indu Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Kalabati Chaudhary	Business Literacy Class, Beluwa, Dang	Participants
Asha BK	EIG/DEPROSC	Community Mobilizer
Shashi Panthi	Business Development Service/MEDEP, Dang	Coordinator
Parbati Rana	Women Development Office, Dang	Women worker
Purna Laxmi Shrestha	Women Development Office, Dang	Women worker
Laxmi Lamsal	Sarbeswori Women Saving & Credit Cooperative , Narayanpur, Dang	President
Manju Neupane	Sarbeswori Women Saving & Credit Cooperative , Narayanpur, Dang	Treasurer
Deepak Narayan Chaudhary	Narayanpur CCI, Dang	Office secretary
Prakash Neupane	Narayanpur CCI, Dang	President
Mahesh Kumar Lamsal	Narayanpur CCI, Dang	Treasurer
Sisir Lamsal	Narayanpur CCI, Dang	Secretary
Kalpana Cheetri	Sweets and Snacks Training/EIG, Bankatta, Tulsipur, Dang	Trainer
Parmeswor Bhattarai	Tulsipur CCI, Dang	Administrative Officer
Bishnu Kumar Pun	Tulsipur CCI, Dang	General Secretary
Dharmendra Kumar Vaisaya	Tulsipur CCI, Dang	Member
Aman Ulla Ansari	Tulsipur CCI, Dang	member
Bhagawati Basayal	Tulsipur, Dang	Women Entrepreneur

Name	Office/ Adders	Designation
Rambha Yogi	Tulsipur, Dang	Women Entrepreneur
Krishna Devi sharma	Tulsipur, Dang	Women Entrepreneur
Menaka Bhattarai	Tulsipur, Dang	Women Social Activist
Yasodha Chaudhary	Tulsipur, Dang	Women Social Activist
Yasoda KC	Tulsipur, Dang	Women Entrepreneur
Indira Budha	Tulsipur, Dang	Women Social Activist
Pabitra Dhital	Tulsipur, Dang	Women social Activist
Bijaya Giri	Tulsipur, Dang	Women Entrepreneur