

# Glimpse



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## 345 Officials from 16 MFIs and MFCs Oriented Entrepreneurship Development Program

The objective of microfinance is poverty alleviation as well as socio-economic transformation in the lives of the poor people. To this effect the loans from MFIs to their members should be for productive activities such as agricultural, livestock and/or small scale businesses. In order to promote, groom and develop the target members to become entrepreneurs, CSD, with the financial and technical support from MSC Global Consulting Pte. Ltd, organized a ToT on Entrepreneurship Development. The overall objective of the ToT was to develop skills and knowledge of senior officials of MFIs as Master Trainers in order to enable them to impart basic entrepreneurship development counseling and coaching skill to branch managers and loan officers of microfinance institutions (MFIs) and microfinance cooperatives (MFCs). It is expected that the branch managers and loan officers in turn will provide technical and management skills to their respective members so that they can initiate, upgrade and/or diversify their enterprises and increase their income. This program on entrepreneurship development is expected to provide training to 4500 members of MFIs and MFCs to upgrade their enterprises and transform themselves into professional entrepreneurs.

Towards this, a first tier training program was organized for 28 master trainers from MFIs and MFCs including 4 officers of CSD. The program was conducted at Kathmandu from March 14 to 17, 2023 and facilitated by Mr. Gokul Pyakurel and Mr. Rajan KC. It focused on topics such as traits and qualities of a good entrepreneurs, classification of enterprises and entrepreneurs, methods of identification of opportunities at local level, methods of formulation of business plan with emphasis on calculation of some important indicators/metrics such as per unit cost of final product(s), per unit selling price of final product(s), return on investment and break-even point. Two types of business plans were focused—one for a branch level staff and the other for entrepreneurs. In the business plan for a branch the focus was on annual forecast/trends/growth, number of entrepreneurs to be created, forecast/trend/growth in number of enterprises and activities to achieve the targets by the particular



Glimpse of a ToT in the Class

branch. In the business plan for entrepreneurs the participants were acquainted with important metrics such as revenue generated, net profit, upgrading/diversification in their enterprises and plan activities to achieve their target.

One of the important features of the ToT was field visit where the participants had to collect relevant information from local enterprise on availability and potentials of raw materials, skilled /unskilled manpower, and market availability for their products (local, national or international level). The participants were also made to analyze details of loan needs and current trend of loan size over the years and their effects in economic status of the members after being involved in the enterprise.



A Group of Participants at the Field for Data Collection

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micro-entrepreneurs within one year period. The overall objective of the second tier ToT was to provide necessary skills and knowledge to the staff of MFIs to capacitate them to impart basic entrepreneurial skills to their client members. The participants of the second tier training learned theoretical and practical knowledge on the concept of entrepreneurship, the possibilities of entrepreneurship development through microfinance as well as to make secured lending to their members. The 3-day training course covered 12 classes including identification and selection of enterprises and entrepreneurs. In every training, the participants were involved in collecting the information and data of the business done by the

microfinance members and preparing an overall business plan for the business or service. After the end of the training each of the trained Branch Manager or the Loan Officers will identify minimum of 20 clients to groom or develop as micro-entrepreneurs in their respective branch and arrange to provide skill based practical entrepreneurial training with the support from resource person specialized in the respective enterprise or an experienced and successful entrepreneurs. Such training will be



A Business Plan Presentation Session

mostly organized on the site of the entrepreneurs so that the trainee entrepreneur clients can see things with their own eyes and experience the practice of the enterprise personally.

### Second Tier ToT on Entrepreneurship Development Program

S. N.	Organizations	Organized Date	No. of Participants		
			Male	Female	Total
1	Bauddha Grameen Multipurpose Cooperative Ltd.	April 11-13, 2023	22	2	24
2	Kisan Multipurpose Cooperative Ltd.	April 16-18, 2023	22	0	22
3	Mahila Sahayogi SACCOS	April 24-26, 2023	5	10	15
4	Manushi Laghubitta Bittiya Sanstha Ltd.	May 2-4, 2023	13	6	19
5	Jalpa Laghubitta Bittiya Sanstha Ltd.	May 3-4, 2023	18	13	31
6	Jeevan Bikas Laghubitta Bittiya Sanstha Ltd.	May 7-9, 2023	16	9	25
7	Udaydev Multipurpose Cooperative Ltd.	May 11-13, 2023	15	6	21
8	Chameli SACCOS	May 12-14, 2023	14	7	21
9	Swarojgar Laghubitta Bittiya Sanstha Ltd.	May 15-17, 2023	12	8	20
10	Upakar Laghubitta Bittiya Sanstha Ltd.	May 16-18, 2023	9	11	20
11	Sahara Nepal SACCOS	May 27-29, 2023	17	4	21
12	Nawapratibha SACCOS	June 4-6, 2023	9	11	20
13	Swabalamban Laghubitta Bittiya Sanstha Ltd.	June 13-15, 2023	17	3	20
14	Nerude Laghubitta Bittiya Sanstha Ltd.	June 19-21, 2023	19	1	20
15	Sreejanshil Laghubitta Bittiya Sanstha Ltd.	June 23-25, 2023	16	6	22
16	Chhimek Laghubitta Bittiya Sanstha Ltd.	June 23-25, 2023	14	10	24

### Way Forward

- As part of the three tier approach of training, each participant who completed the training course in the second tier will identify and provide specific skill development training to at least 20 potential entrepreneurs.
- While selecting entrepreneurs, priority will be given to those who have initiated small scale enterprise and have the enthusiasm and motivation to scale-up their existing enterprise.
- Each trainee who has received first tier training on Entrepreneurship Development will coach the branch in preparing entrepreneurship development business plan for the target branch.
- Each trainer branch manager and staff will identify, train, groom and develop at least 20 member clients within a year.
- CSD will provide technical assistance to branches and staff in the process of outreaching the member clients.
- CSD will conduct periodic online review of progress attained by each designated branch manager and staff through its designated staff.
- Suitable enterprise is prioritized and selected for intervention based on availability of raw materials, market access, growth potential and other parameters based on the specific geographic condition.
- In case of agriculture and livestock related enterprises focus will be given to develop pocket area in specific geographical location based on comparative advantage of producing the goods in that locality.
- Baseline, midline and end line data of members who have received skill development training will be collected based on indicators such as income, sales, profit, employment generated, technology incorporated and assets accumulated with a view to gauge the quality of intervention and to assess the impact of such intervention.



# Nepali SACCOS Sahara Team Moved by the Amazing Performance of Bangladeshi MFIs

The Centre for Self-help Development (CSD) organized a study/exposure visit to Bangladesh from March 19-26, 2023. The visit team consisted of nine Board Members and one staff member of Sahara SACCOS and one staff of CSD as coordinator. The team visited three well known MFIs of Bangladesh, Grameen Bank, Integrated Development Foundation (IDF) and ASA.

The Grameen Bank, which was initially launched as Grameen Bank project in 1976 and established as the Bank on October 2, 1983 by an ordinance of the Government of Bangladesh. The team visited the head office of Grameen Bank and met Mr. Golam Morshed Mohammed, Faculty Chief, International Program Department. As per the data of January 2023, loan outstanding is \$ 1534 million, deposit is \$ 2390 million and recovery rate is 97.14%. Grameen Bank has currently 2,568 branches catering 8,1678 villages, 135,155 centers, 1,458,869 groups and 10.30 million members. Grameen Bank has smart fund management system in place where it manages working capital through members' savings, and through public deposits. The branch offices provide loan to its members and the surplus amount is sent to the head office of Grameen Bank. The Bank invests the surplus amount in Government Bonds and Grameen Mutual Fund which is also enlisted in Dhaka Stock Exchange. As per the data of January 2023, deposits as percentage of outstanding loan is 156 and deposits and own resources as percentage of outstanding loans is 176. Similarly, number of branches with more deposits than outstanding loans is 1958. The self-sustainability in fund is particularly helpful for Grameen Bank in turbulent times when there is liquidity shortage in the market. Similarly, when members are unable to pay their installment and the bank has made a provisioning of 50%, it has mandate based on the assessment of particular individual member to provides flexi loan to the members where the loan schedule is readjusted so that the member has the capacity to pay back the installment. This loan detour facility was introduced after



Participating Members of the Visit with Mr. Golam Morshed of Grameen Bank

the advent of Grameen II model. The team also visited Pachchorshibchor Branch of Grameen Bank in Madaripur District. As per the data of January, 2023 it currently has 7 staff, 54 centres, 4300 members, 2781 borrowers, Tk 74.5 million loan outstanding, Tk 72.2 million saving and 99% recovery rate. The interest rate is 20% p.a (declining balance). The profit of the branch in the last fiscal year was Tk 4.3 million. The excellent recovery rate is due to rigorous credit appraisal process as well as gradual increase in loan size of its members. The team also visited one of the centres, Goalkanda Buma of Grameen Bank. There are currently 60 members in the center. All the centres of Grameen Bank has weekly meetings. One of the members Ms. Shefali Roy has been the member of Grameen Bank for the last 15 years. Initially she took a loan of Tk 500 and currently she is taking a loan of Tk 100,000. As mentioned it is due to the gradual increase in loan size and rigorous credit appraisal technique the recovery rate of Grameen Bank is excellent even in these turbulent times when we have to cope with the menace of COVID-19 pandemic.

Likewise, IDF was established in December 1992 as an NGO to undertake and implement various programs meant for improving the living standard of the poor and deprived segment of the society poor through microfinance as well as credit plus activities. One of the specialties of IDF is its credit plus program catering to the socio-economic transformation of its members.

One of the highlight of the visit was Enrich (Samriddhi) program of Satkanya Union of Chittagong Division which was run by IDF in collaboration with Pali Karma Sahayak Fund (PKSF), specialized government institution for poverty alleviation supporting various programs for employment generation. Currently 5500 households are enrolled in the program. The health service is provided by 2 health officers and 11 health visitors through 9 health centres. The health visitor visit the households from 9 am to 12 pm. The health visitors provide necessary interventions for beneficiary groups in areas like malnutrition (e.g stunting), anemia (particularly for pregnant women), diabetics (particularly for elderly) and other necessary health services. Other services include telemedicine, health camp and eye camp for cataract patient. The consultancy fee and medical costs are free. Other services are providing Tk 500 per month for elder citizens above 60 years, Tk 2000 per month for disabled people and Tk 1 lakh for beggars (paid in installments). It also has youth programs where online training is provided to 500 youths and after 2 to 3 months physical meeting is conducted. Similarly, there are 40 education centres in the union where classes are conducted from 3 pm to 5 pm for students who are studying in nursery to Class 2. The alternative education is also provided to school dropouts and other regular students as tuition. The teachers who provide service free of charge are given training at regular interval.

The team also had the opportunity to visit IDF Health Program in Chittagong. Dr. Mukta Kanun is one of the two doctors providing health service from the center. The Chittagong Division had 4 health centres, 4 medical officers and 65 paramedics. Any borrower who has taken a loan of Tk 25,000 or more is issued a health card which costs Tk 152. The entire family member will be eligible for free medicine and diagnostic services available in the centre. For others who have not been issued a health card, the consultation fee is Tk 50 for paramedics and Tk 200 for doctors.

The team also visited one of the centers of Integrated Development Foundation (IDF) in Uttar Chadgaun, Chittagong. The name of the center was Laxmi Acharya Badi. The highest loan provided to the borrower was Tk 4 lakh. The interest rate was 24% p.a (declining balance). Average loan has 46 installments and after 23 installments the member is eligible for top-up loan. The turn around time (TAT) is 7 days. The branch has 84 centres, 1281 members, 1074 borrowers, saving amount is Tk 13,000,000, loan outstanding is Tk 40,600,000 and the recovery rate is 98%.

Likewise, ASA was established in 1978 as an NGO to undertake and implement various programs meant for improving the living standard of the poor through carrying out microfinance as well as credit plus activities to the poor and deprived segment of the society. One of the highlight of the visit was its specialized loan providing at 18% (declining balance). The loan officer uses smartphone to enter financial data of each member and real time data on amortization, total savings and other financial information are generated. The data is used to verify financial status entered in the Pass Book of each individual member.

In the branch office of ASA, Mr. Sudip Baruwala, Senior Branch Manager of ASA, Bandarban, Cox's Bazaar of Chittagong Division said that as of February 2023 the loan disbursement is Tk 393.96 billion, loan outstanding is Tk 250.89 billion and there are 3073 branches, 7.3 million members and 6.46 million loans. He said that up to Tk 99000 is categorized as primary loan and from Tk 99000 to 300000 the loan



Visiting Team at the Yunus Centre

is categorized as specialized loan and any other above Tk 300000 is provided only for graduate members. The interest rate is 24% (declining balance rate) but for specialized loan the interest rate is 18% (declining balance). The specialized loan is provided in areas like cross breeding of cows, mushroom cultivation, vermin compost and sea weeds farming. There is weekly meeting but the mode of payment is weekly as well as monthly. ASA also has stipend program like scholarship program for 1 member in each branch, health program including physiotherapy in Lal Para Jilonga and health centre in Sotta Maheshkhali. For the health program ASA has recruited 2 physiotherapist, 1 doctor and 5 nurses. One of the key aspect of ASA is although there is group formation process in the center it does not have group liability. It believes that one good member must not be punished for bad loan of another member. Similarly, since it is an NGO all the surplus profit it has generated is used in credit plus and other programs that benefit its members.

The team also visited the one of the Centres of ASA in Lal Para Jilonga in Chittagong Division. The name of the center was Moitri. There were 30 members out of which 28 were borrowers. The highest loan was Tk 150,000 taken by Ms Paki Morji Aktar.

The interest rate was 24% (declining balance). There is no group guarantee in ASA. There are center chief, secretary and cashier. The members submit their Pass Book along with the loan installment to the loan officer. The loan officer enters the amount and other relevant data in the apps of his/her smartphone. The apps calculates the current amortization amount as well as the saving balance of the member. This is also verified through the Pass Book. The repayment rate of the centre is 100% and loan

outstanding is Tk 2 million.

The team also had interaction with Mr. Zahirul Alam, Executive Director of IDF. He said that Nepal was the best practiced microfinance in the world after Bangladesh. Currently, there are some problems in Nepal that they can be managed with right policy, strategy and good management practice. He also said that Bangladesh had similar problem in the past due to overlapping.

When the problem was at its peak the overlapping rate was near 25%. Similarly on merger and acquisition, he said, "Unlike in Nepal where Central Bank is committed to reduce the number of MFIs, in Bangladesh it may be very difficult to manage because apart from microfinance we are also involved in credit plus at a massive scale." One of the visiting team member, Mr. Upendra Olee, Board Member of Sahara SACCOs said, "I had visited Bangladesh 10 years back and the microfinance practice is even better now with expansion of its credit plus program. Similarly, the health care service of IDF had expanded." Similarly another visiting team member, Mr Dinesh Niroula, Deputy Director of Sahara SACCOs said, "The MFIs in Bangladesh has expanded its credit plus program and I can see that the standard of living of the members has greatly increased compared to the time of the visit earlier." Mr. Laxmi Acharya, Board member of Sahara SACCOs said, "The credit plus programs are focused in rural areas are impactful". Mr. Sopan Bista, Assistant Director of CSD, said, "Various struggle committees as well as some key personalities in Nepal are spewing menace of microfinance. If Bangladeshi microfinance can provide technical support in developing impact assessment tools like Progress out of Poverty Index (PPI), we can show the true picture of Nepalese MFIs and its contribution in the socio-economic transformation of its members. The microfinance can garner some goodwill which is currently lacking in Nepal". There are lessons for Nepalese MFIs where the repayment rate in Bangladesh MFIs are near 100% which is right after the advent of COVID-19. This is due to rigorous credit appraisal technique, gradual increase in loan size and promotion of credit plus programs to provide various services to the clients as well as encourage entrepreneurship.



# MFIs Initiate Dialogue with the School Children and Children of Members for Developing them as Entrepreneurs



Glimpses of the Youth Interactions in Different Organizations

The Centre for Self-help Development (CSD) has been encouraging MFIs and microfinance cooperatives to initiate motivational training for the school graduate children of their members to create locally potential micro enterprises to grow them as entrepreneur instead of just looking for opportunities abroad.

Under this program, 9 dialogue events had been conducted with about 190 youths from different 9 districts across the country in the last 3 months. In which 71 young male and 119 young female had participated. The dialogues were completed in collaboration with 9 microfinance institutions and microfinance cooperatives.

The dialogues were facilitated by the CEOs and entrepreneurship development officers of the participating microfinance organizations and resource persons of the CSD. During the dialogue the wishes, desires and future plans of the participating young people were collected and suggestion on entrepreneurship development at the local level. They were also motivated to upgrade, modify as well as diversify their parents' enterprises. They were also acquainted with the merits of self-reliance, self-employment and opportunities at the local level and demerits of the abroad migration as a labor. In addition, participating youths were encouraged to utilize the possibilities within the country.

The dialogues were initiated by the Kisan Multipurpose Cooperative Ltd., the Jeevan Bikas Laghubitta Bittiya Sanstha Ltd., the Udaydev Multipurpose Cooperative Ltd., the Swarojgar Laghubitta Bittiya Sanstha Ltd., the Chameli Bachat Tatha Rin Sahakari Sanstha Ltd., the Upakar Laghubitta Bittiya Sanstha Ltd., the Sahara Nepal SACCOS Ltd., the Nawa Prativa SACCOS and the Swabalamban Laghubitta Bittiya Sanstha Ltd.

Most of the participating youths were found interested to do something innovative business with different ideas in their own locality if they get financial support from financial organizations for their startups and through local market friendly policies from the local government.

In the first dialogues held in collaboration with the Kisan Multipurpose cooperative Ltd. of Kailali district, participants shared their business ideas such as modernizing the current agriculture pattern, manufacturing of sanitary pad with local materials, targeting the schools girls, information technology and local based online/digital marketing of their local products. To turn these ideas in to action, they intended to receive support on initial financial investment, subsidies and supportive policies by the

authority and stakeholders that encourage local microenterprises.

In the dialogue held in Nawalparasi District in association with the Nawaprativa SACCOS, total 23 youth participated. As a student of the education faculty, most of them had future plans of being a school teachers. The CEO of Nawaprativa SACCOS, Mr. Ram Prasad Kafle also a well-known entrepreneur led the dialogue and shared his journey of becoming a successful entrepreneur from a fruit seller in the highway bus in his initial days. This hugely impacted the participants to envision entrepreneurship in them. They later shared that they would be interested to expand and diversify the business held by their parents.

The dialogue initiated by the Swarojgar Laghubitta Bittiya Sanstha Ltd. were participated by the 20 youths who had a dream to go abroad for their further study. After the interaction and dialogues they shared their interest on entrepreneurship development and initiate small businesses before they would try for out migration.

In the dialogue program held with the children of the members of Jeevan Bikas Laghubitta Bittiya Sanstha Ltd., most of the participating youths shared that firstly they had future plan for higher studies but would not go abroad. Few of them had plans to go abroad for further study. Some of them has a plan to involve in the hotel business as well as become Dance Jockey. After the interaction, they were highly inspired and shared that they will be engaged in their parents business from now and support to scale up the business. They were also motivated to start earning little money from then onwards.

In the Dialogue program held in the Chameli SACCOS, majority of the participating youth were found to be interested in migration for employment and for further



Participants of the Intraction Held in Nawalparasi

(contd. on page 7)

# Member's Corner



## Chameli Saving and Credit Cooperative Limited

Ishworpur 6, Sarlahi

### Introduction:

The Chameli Savings and Credit Cooperative Society Ltd. was founded by 26 men and 1 woman of Sarlahi District with the aim of creating self-employment for the community in such a dire situation. The Chameli SACCOS duly registered at the Division Cooperative Office, Dhanusha on 24<sup>th</sup> November 2001. At the time of its establishment, the share capital of this organization was Rs.2700/-

**Capital: 6,29,04,700 /-**

### Mission:

To raise the economic status along with living standard of disadvantaged members through quality financial literacy, credit and financial services according to co-operative principles.

### Vision:

A sustainable, competitive and excellent cooperative organization based on community.

### Goal:

1. To expand service to all the wards of all localities within the scope of the organization and reach 12,000 members this year.
2. Providing financial services to 30 percent of the total number of families within the scope of the organization.
3. The share capital of the organization will reach 72 million, saving 29 million and loan investment 51 million.
4. Reducing the loan taken from partner associations and financial institutions to reach 180 million in this fiscal year.
5. 20 percent members of the organization will be provided useful life skills training.

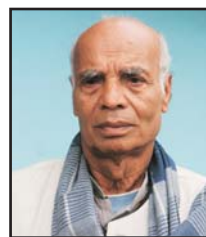
### Product and Services:

#### Micro Saving Products

- Central Savings
- Personal Savings
- Central Fund
- Charitable Fund
- Microfinance Pension Savings

#### Micro Loan Products

- Relief Loans (Rahat Karja)
- Seasonal Loans (Mausami Karja)



**Mr. Ram Pratap Shah**  
Chairman



**Mr. Bharat Shah**  
CEO

6. To provide services under member security plan to the members of the organization.
7. To increase operational financial self-sufficiency while maintaining 100 percent debt recovery of the organization.
8. To gradually improve the standard of living of its members through the services provided by the organization.
9. Wire fence will be installed on the land purchased in Ishwarpur and a compound wall will be constructed for the Malangwa branch.
10. Within the FY 082/083, the balance sheet of over one billion will be a model cooperative organization of the province with 4 district scopes and 56 employees.

### Business Objectives:

A cooperative organization that raises the economic status and living standard of underprivileged members through quality non-financial services in accordance with cooperative principles.

### Client Protection Activities:

1. Financial Literacy Training
2. Center Chief Meeting
3. Interaction Meeting with Member
4. Water in Toilet
5. Beti Padhau Beti Bachau Karyakram
6. Ek Ghar Ek Rojgari Karyakram
7. Uddhamshilata Bikash Karyakram
8. Tanab Bebasthapan Karyakram
9. Adhyatmik Karyakram
10. Bemausami Tarkari Training
11. Sano Laghuudhami Bebasaya Training

### Operational Status (2080, Ashad)

• Area Coverage:	Sarlahi District
• No. of Branches:	5 Nos
• No. of MF members:	9974
• MF Borrowers:	4722
• No. of Staff:	30
• Share Capital:	6,29,04,700/-
• Loan Outstanding:	47,99,57,377/-
• Savings from clients:	24,53,62,137/-
• Loan Overdue:	2,37,87,648/-
• Profit at the end of Ashad 2080:	1,29,78,370/-
• Reserve fund:	1,82,17,376/-
• OSS:	117 %



# Champashikar Basic School of Chandragiri Municipality Starts Entrepreneurship Incubation Center for its Students



Participants of the Interaction

With the motto of teaching students "Earning Alongside Learning", CSD has been taking the initiative to implant the concept of entrepreneurship among the buds of next generation; the children of today for preparing them as entrepreneurs in future.

A one day poultry farming skill based training was provided to 25 students along with their parents on Jestha 26, 2080 and the chicks were distributed on the same day. The event was conducted jointly under the "Environment Friendly Self help Model Eco village Development Program" which has been jointly implemented in Mashine from 2078 by CSD, Mahila Sahayogi SACCOS and CRT Nepal.

Champashikhar Basic School at Mashine, Chandragiri-03, Kathmandu is envisaged to be an Entrepreneurship Incubation Center. Total twenty five students of the school

of 4<sup>th</sup>, 5<sup>th</sup> and 6<sup>th</sup> grades were provided with the chicks of high yield commercial variety "*Giri raj*" with the responsibility to be raised in support of their parents. Each student was handed over with 5 chicks and 2 kg feed as the support in kind. The idea of distributing the chicks is focused to teach the children about poultry business from the early age and let them offer with hands on experience on raising chicks, feeding, diseases and problems, market, sales and savings for future. The income generated by selling the hens is expected to expand their business and enhance their skills in preparation of being model poultry farmer, an emerging young entrepreneur. Each student along with their parents has committed to contribute Rs. 1000 on the sale of the hen which will be utilized as seed money for the next cycle of the chicks' distribution for upcoming grades that are at grade 3 at present.



Students and Parents during Chicks Distribution

(... contd. from page 5)

## MFI's Initiate Dialogue ...

study. After the interaction they were later convinced to try to be self-employed within the country.

The Youth Entrepreneurship dialogue held in the Sahara Nepal SACCOS was participated by 51 youths. In the interaction program, Mr. Matrika Subedi, Training and Entrepreneurship Development Unit Chief and also a successful entrepreneur from Sahara Nepal SACCOS shared his practical experience of working as an employee and becoming an entrepreneur and suggested to be job creator and not job seeker. Later on the participants were motivated to be self-employed.

In the interaction program on youth entrepreneurship with children of clients of Udayadev Multipurpose Cooperative Ltd. majority of the youths wanted to complete higher level secondary education and go for foreign employment, earn money and return home and invest the amount in some enterprise. Most of the youths wanted to be involved in organic farming as a part time job. Some wanted to pursue their career in IT and promote e-commerce to market local products such as organic vegetables as well as local art and crafts.

Mr. Ganesh Bahadur Chand, CEO of Udayadev Multipurpose Cooperative Ltd. said, "Udayadev is providing scholarship to 5 students who have completed SLC/SEE to study JTA. Similarly, in order to support entrepreneurs, particularly rice farmers, it is providing paddy seeds to its members for plantation, buys the grains from its members after being harvested and sells the processed rice in the market."

In the program with children of clients of Upakar Laghubitta Bittiya Sanstha Ltd, most of the students were studying agriculture as elective or major course and were planning

to be involved in agriculture (majority in vegetable farming) and livestock. There is higher secondary wing (i.e. after SLC/SEE) in the school premises of Jaya Janta Secondary School in Nepalgunj where this interaction took place and most of the students wanted to major in agriculture. Some students aim was to be veterinary doctors and others wanted to become medical doctors and open up a clinic in the local area. Some said that they wanted to be involved in organic farming (replace chemical fertilizer with organic fertilizers with priority on vermin compost).

The scenario was quite different while having interaction with the children of clients of Swabalamban Laghubitta Bittiya Sanstha Ltd (SLBSL), where majority of the youths wanted to complete higher-level secondary education and to foreign countries. The youths said that if the political and economic condition of the country improved they may change their decision. The staff of CSD and SLBSL needed to convince the children that foreign employment may not uplift their economic status as envisioned. The facilitators present in the training program said that there are instances where people after toiling in foreign soil for a long time still may not earn enough to support their family. If similar efforts are put in our own country we will earn much and be well of financially more than through foreign employment.

For the youth entrepreneur development initiation to be successful, resource persons suggested mainly three task to be done, which are: to conduct dialogues rigorously with the youths and support them in their pursuit of financial access, incorporate their ideas and assist them in marketing their products by the local authority and other stakeholders. There is also a need to make them aware about the local level opportunities and resources.

# Ms. Toma Bhattarai's Journey, From a Subsistence Farmer to a Professional Goat Farmer

Ms. Toma Bhattarai of Arjun dhara Municipality 6, Jhapa District, was a poor farmer with her farm production hardly enough to survive for her family of 5 persons consisting of her father-in-law, husband, a son, a daughter and herself has now become a successful goat farmer.

None of the family member of Ms. Toma was employed anywhere in official job. The only source of her family income was farming and cattle rearing, which was done traditionally. Her family was migrated from Ganche of Morang district to Arjun dhara of Jhapa district in search for easy and better life in 2004. They initially rented in a land from a landlord and started paddy farming. Later in 2006, they started Sugarcane farming, which was not so profitable. After 7 years, they were shifted to the rearing some cows. Toma had 8 cows, but it needs more time and efforts from which they could hardly meet family needs from the cow farming. Despite a lot of efforts, her family could not earn enough to meet their requirements.

In 2014, Ms. Toma became a member of Shahara Nepal SACCOS with other women of her community after knowing that it is supporting women like them to do business providing required loans. They informed the staff of Sahara and formed a Lakshmi pur Women's Group. After completing the 7 days of pre group training, Ms. Toma borrowed the first loan of Rs. 20,000 and bought 3 Jamunapari goats (an Indian breed). After two years, entrepreneurship development officer of Sahara advised her to raise goats commercially. She also decided to take goat farming as her main business. In 2017, Ms. Toma was running fourth loan which is Rs.1,00,000 at this time. She had invested this loan money to construct a stall for the goats and also added 5 Boer breed goats. "After realizing that Jamunapari goats requires more efforts and care, we decided to shift to the Boer goats. This breed has a better market, requires less care, these are less prone to disease and can increase up to 75 percent meat with the same period of time." Ms. Toma said.

Toma has now a total of 40 goats, mainly Boer and few of these are cross breed of Boer. More than half of these are adult female. A goat of this breed



Ms. Toma Bhattarai

can gives birth twice in 15 months. Though she still has two cows and sells 25 liters of milk in a day. According to her, the market price of the goat meat is same as other breed. But she is getting the best price by selling the baby goats which were reared for breeding. The Boer breed of the goat she had now is 87 percent. "In the beginning, there was high demand for the Boer female goats. We had got up to Rs. 3500 per kg for the live bore female goats. But now, price is decreasing and we are only getting Rs. 2000 per kg" Toma said. She also sells a cross breed in addition to two types of Boer male sperms. She charges Rs. 300, 500 or even 1000 at a time, and this alone giving her up to 2 lakhs in a year. Toma now getting around 8 lakhs profit every year from sales of goat.

Sahara has helped her to become a successful goat rearing entrepreneur by supporting in her critical condition of what to do and how to move forward. Now, Toma herself has become proficient in many aspects of goat farming herself including basic nutrition, hygiene and medicine. She has planted various browsing and grazing feeds like Napier, Super Napier and Sudane (Sorghum Drummondii) grass in her own 0.16 hector of land. Apart from this, straw, corn, buckwheat have also been planted which can be used as fodder along with grass.



Toma's Goat Farm

Ms. Toma is not too concerned if her goats get sick. Veterinarians from Sahara Nepal SACCOS come to the farm at least once a month to provide vet services. She has been categorized as a Sahara Entrepreneur Member with green sticker.

Ms. Toma Bhattarai is also accompanied by her husband Mr. Dilli Ram Bhattarai and son Mr. Nitesh Bhattarai. Nitesh studied Civil Overseer for 18 months. He has decided to stay in the country and help his family to scale up and diversify their business. Now there are two stalls in the farm which Nitesh himself designed by learning through online tutorials. He keeps himself updated by consulting online research on goat breeds, treatment methods for various ailments and market creation. "I have consulted online about the goat farming. The stalls of the goat was designed and made by myself. The idea of shifting to the Boer breed is also mine. My family also support me to involve in our family business. If youth get support from family, we can do better in the family business." Nitesh said.

The initiation taken by the Nitesh for his family business has also shown the inevitability of developing the children of the microfinance members as entrepreneurs of the new generation.

With the better financial condition, Ms. Toma has now better social life with name and fame. She is the role model for other women in the village. She is also an example how microfinance member could change their life utilizing the loans they borrow from the microfinance. Her story of success is also a lesson to be learned for all microfinance practicing institutions how their credit plus efforts have provide valued services to their members to change their life.



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