

KISANKA LAGI UNNAT BIJAN PROJECT

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FIRST TRIMESTER PROGRESS REPORT

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Executive Summary

A Memorandum of Understanding (MOU) has been signed on 13 August, 2013 between Government of Nepal (GoN), Ministry of Agricultural Development (MoAD) and Agro Enterprise Centre/Federation of Nepalese Chambers of Commerce and Industry (AEC/FNCCI) to implement Kisankalagi Unnat Biu-Bijan Karyakram (Improved Seeds for Farmers Programme) in Gulmi and Arghakhachi districts of Western Region and Rukum, Rolpa, Salyan and Pyuthan districts of Mid-Western Region of Nepal with an aim to translate AEC competences in Business Development Services (BDS) in agriculture sector to district level institutions through expansion and enhancement of activities in business enabling environment.

The activities accomplished are Institutional development of trader associations, dialogue program between stakeholders to ease market access, dissemination of prices and operation of the investment windows. Besides, other regular programs like Sub Project Monitoring, facilitation of Proposal Development, Field Verification, and Disbursement Facilitation, have been regularly conducted during this reporting period. The late disbursement of budget for this trimester has affected the number of events to be conducted along with the announcement of the election in the phase wise manner.

The major achievements of this fiscal year are highlighted below:

- Market Seed Disposal: 73.049 Mt.
- Goat Sells: 2289 number of goats from producers including 174 self consumption
- Milk Sells: 674491 litres from producers including 222331 litres self consumption
- Identification of potential SFACL which can lead marketing functions
- Development of cropwise marketing schedule

1. Introduction

1.1 Project Overview

Improved Seeds for Farmers Programme (KUBK-ISFP) aims to support inclusive, competitive and sustainable agricultural growth within the target area to increase income of the rural poor households' through market-driven productivity improvements intervention to contribute overall agriculture-led economic growth by bringing improvement in the formal seed sector (cereals and vegetables) and improvement of smallholders' livestock (goats and dairy).

Agro Enterprise Center (AEC), the agricultural wing of the Federation of Nepalese Chambers of Commerce and industry (FNCCI) envisions to make valuable contributions in Agro Business Development and Promotion. FNCCI/AEC has re-shaped its priorities with more focused role in representing private sector agribusiness community in the development of agriculture and agribusiness in Nepal. With an aim to translate competencies of AEC in agribusiness development, market information dissemination, capacity building and formal market development, a Memorandum of Understanding (MOU) has been signed on 13 August, 2013 between International Fund for Agricultural Development (IFAD), Government of Nepal (GoN)/Ministry of Agricultural Development (MoAD) and Agro Enterprise Centre/Federation of Nepalese Chambers of Commerce and Industry (AEC/FNCCI) to implement Kisankalagi Unnat Biu-Bijan Karyakram-Improved Seeds for Farmers Programme (KUBK-ISFP) in Gulmi, Arghakhachi, Rukum, Rolpa, Salyan and Pyuthan districts. This agreement was superseded by a revised MoU in December 2017 based on the learning from the project experiences from 2012 to 2017.

While the general aim of this partnership remained same which is to translate AEC competences in BDS in agriculture sector to district level institutions through expansion and enhancement of activities in business enabling environment, the revised MoU included specific roles of AEC in producing analytic reports on market trends and forecasting. The institutional strengthening activities aim to strengthen local and district level institutions in establishing backward and forward linkages. The BDS and AMIS feeds into shaping up national initiatives in local entrepreneurship development and market assurance to contribute in livelihood promotion of small holder's farmers.

KUBK- ISFP comprises three technical components. These are: (i) Support to the Extension of the Formal Seed Sector; (ii) Smallholder Livestock Development, and; (iii) Local Entrepreneurship and Institutional Development.

1.2 Outcomes

The expected outcomes of the KUBK-ISFP include;

- Increased production of truthfully labeled improved seeds which are marketed domestically and internationally
- Improved productivity of livestock systems which are more closely linked to markets
- Strengthened capacity of a broad range of rural institutions (Public/Private) to provide sustainable services to smallholder farmers

Government of Nepal (GoN), MoAD holds KUBK-ISFP and is responsible for its overall management. To implement these components, AEC (from FNCCI), Heifer International, Small Farmers Development Bank Ltd and Nepal Agriculture Central Cooperative Federation shall be involved directly.

1.3 Benefits and Beneficiaries

Through AEC implemented project activities, producer groups and cooperatives, all the implementing partners working with, agro-vets, DCCIs, seed entrepreneur, seed companies, meat/dairy entrepreneurs are the direct beneficiaries. The beneficiaries of the component III are the same whom the component I and II activities are implemented with. The specific benefits to those beneficiaries are, support and capacity building in business plan development, market linkage, buy-back arrangement for producer groups, agro-vets and entrepreneurs/ companies, policy advocacy and agricultural market information services.

1.4 Engagement of AEC in the project

AEC contribution aims to increase collaboration and coordination with partners in creating enabling environment in agriculture production, trade and marketing to remove impediments and hassles to promote agribusinesses besides, working with project partners in realization of business opportunities and scaling entrepreneurship.

AEC provides facilities/services of the District Chamber of Commerce and Industries (DCCI) in the six programme districts namely, Salyan, Pyuthan, Rolpa, Rukum, Arghakhanchi and Gulmi as to use as investment windows for the project fund assistance to the identified beneficiaries. AEC creates BDS and MDS at DCCIs to promote local entrepreneurship and institutional development. AEC remains responsible for organizing agri-business promotion in the project districts, regional and national levels and facilitates backward and forward linkage for farmers' agriculture and livestock produces including facilitating terms of trade between producers and traders by signing buy back arrangements.

I. Component 1: Support to the Extension of the Formal Seed Sector

AEC possess following responsibilities in supporting PMO in its efforts to support extension of the formal seed sector in cereal and vegetables seeds.

- a. Increase private sector investment in quality seed production, processing and marketing.
- b. Increase awareness on market dynamics, value chain development amongst programme stakeholders and beneficiaries and to wider private sector actual and potential agribusiness community in order to foster multiplier effects, besides facilitating policy advocacy
- c. Establish/Strengthen linkage of seed producer groups with formal seed sector in national and international level arranging market linkage activities. Towards this ends, 5 national seed producing companies shall be linked with seed producing groups facilitating buy back arrangements.
- d. Facilitate private sector firms to develop business plans to access finance from KUBK to invest in activities promoting seed production and marketing in the programme districts.

II. Component 2: Smallholder Livestock Development

- a. Promote private sector investment in livestock production, processing and marketing.
- b. Contribute to PMO initiatives in fostering public private dialogue and partnership in market linkage development program at programme districts, region and national level for programme identified commodities.

III. Component 3: Local Entrepreneurship and Institutional Development

AEC presence is expected to contribute to the PMO's effort in developing local entrepreneurship and institutional development. AEC ensures support of the FNCCI through its DCCI to play a facilitating role in attracting the participation of agribusiness entrepreneurs in the programme by setting up investment window. Under component 3, AEC contribution will be in following areas;

- a. Strengthen and capacitate local DCCIs to realize the roles of investment window. AEC establishes 6 Investment Windows in respective district chapters of DCCI in Gulmi, Arghakanchi, Pyuthan, Salyan, Rolpa and Rukum districts.
- b. Establish, strengthen and expand AMIS in project districts to contribute in broader market knowledge development.
- c. Facilitate in creating enabling business environment for agriculture and livestock produces by identifying existing policy gaps and hurdles in production trade and marketing of project targeted commodities and to advocate it for removal or amendments.
- d. Support and facilitate producer groups and traders to participate in agricultural fairs.
- e. Facilitate in establishing buy back agreement between project supported producers and entrepreneurs/ companies for ensuring market linkages for the produce.
- f. Facilitate different level of multi stakeholder platforms to overcome issues aroused during sub project implementation and to facilitate smooth market linkages between producers and entrepreneurs/ companies.
- g. Facilitate grant recipients for timely execution of agreed plan of action as per milestones mentioned in agreement to expedite the disbursement of grant agreed for the sub projects being implemented in the project districts.

h. Support monitoring of the subprojects being implemented in project districts and facilitate for smooth execution of those sub projects and also collect necessary data and information from those sub project and feedback PMO for necessary action or interventions whenever applicable

1.5 Implementation Arrangements

Human resources

Project core staff: Following table shows Project core staff managed by PMO and AEC.

Table 1.1: PMO Based Full Time AEC Staffs

SN	Position	Remarks
1.	Project Coordinator – 1	PMO-based
2.	District Agri Business Development Advisor – 6	For six project districts
3.	Agri Business Development Catalyst – 18	3 in each project district, field based
4.	Agri Market Information Service Assistant – 6	1 in each district, DCCI based

AEC Central Office Involvement and Support

AEC office in Kathmandu is involved in central level coordination by Managing Director and technical, financial and administrative control through its respective departments. AEC has deployed Deputy Director-AMIS in center to synthesise AMIS data received from project district.

Table 1.2: AEC Based Part Time AEC Staffs

Position	Level of Engagement
Managing Director	10%

	Deputy Director-AMIS	20%
	Senior Finance Manager	20%

1.6 Modalities of Implementation

The following operational arrangements have been established for smooth operation of the project in district level, PMO level and Central level activities.

- i) **Implementation operations:** The AEC management at central office in Kathmandu has overall responsibility for planning, management organization of the activities mentioned in this MOU. AEC is responsible for their execution directly as stated under roles and responsibilities of AEC as mentioned in the project agreement.
- ii) **Staff administration and integration:** AEC has appointed an AEC staff as a Project Coordinator being stationed at PMO office for KUBK-ISFP for managing its part of bilateral agreement. The coordinator have been, at a strategic level, ensure that the AEC staffs at district level adhere to AEC service delivery standards and AEC's financial, human resources and administration as stated in programme. The AEC team have been well integrated in the PMO management and operations. The team is also working at PMO under direct supervision of the Program Manager and PMO team; under the ultimate management control of AEC, CEO/MD and the project coordinator.

1.7 Key Assumptions and Risks

As the project and project activities have been implemented by several project partners, one of the key areas which should be looked at critically might be the intra-partners coordination and creating the synergy in implementing the project activities.

Another key area, which could hamper directly the project activities, is financial management and the smoothness of the fund flow mechanism. Fund release and settlements in time is one of the key areas which should complement the project implementation.

2. Utilization of Fund

In terms of financial performance, the total approved budget for the first trimester of the FY 2075/76 is **Rs. 1,13,69,000.00** and total actual expenditure is **Rs. 89,47,895.02**, which shows that in all expenses title, actual expenditure is lower than the approved budget. However, the percentage of expenditure reported to approved budget is 78 % for this first trimester of the current fiscal year. A relatively less percentage of program achievements is partly attributed to the fact that AEC itself has undergone a major restructuring process in the central level. However, if comparison is made between released fund for program against program expenses, the resulting percentage comes to be only 25%.

3. DESCRIPTION OF ACTIVITIES CONDUCTED

Extension of formal seed sector, livestock development and local entrepreneurship development requires good coordination among market players indicated by increased level of trust among producers and traders/companies and alongwith smooth flow of market information. In the reporting period, AEC's effort were driven towards bringing producers and traders in common platform to discuss problems and jointly discover solutions thereby contributing to creation of enabling business environment, business counselling and support in proposal development and capacity development of producers and Agriculture information dissemination. Further, The Agriculture Business Development Catalysts (ABDCs) were mobilized to increased market awareness among producers, record keeping of seed production and trade and supporting in disbursement facilitation. Many of the planned programs in the district could not be completed as there was delay in budget release. However, important events in the district have been conducted. In addition, programs which does not require budget have also been conducted.

3.1 Operating District Agriculture Market Information system

This activity has been continuously performed in all 6 project districts. Regular updates on prices of major seed varieties, milk and meat have been disseminated through 5 digital hoarding boards and 25 hoarding boards in 24 market centres. Information regarding prices is also uploaded in the

central server of AEC at agripicenepal.com. The District Investment Windows have also started broadcasting production figures of seed after each receives data on the production volume from each group. Likewise, Prices of seed commodity which have been negotiated in the MSP are also broadcasted as a reference. This information is also circulated through local FMs also. AEC has recently developed a schedule for marketing to ensure farmers and company trade seed early. Towards this end, the DIWs have taken initiative to inform farmers about the schedule through FMs also. 18 Business Catalysts are mobilized in to regularly update prices of 24 commodities in hoarding boards in 24 local market centers in 6 districts.

3.2 Radio Tv Dialogue between producers and traders

The District Investment Windows Arghakanchi has organized a program to bring together producers and traders in the district to discuss problems faced by producers and traders and also provide ways to address such problems. A hidden objective behind conducting this dialogue is to showcase that those who produce seed are achieving higher profits and that the linkage will company through purchase agreements is a sustainable way for producers. The discussions in the programs have been aired at local FMs and TVs also. The participants of the program were IW members, representative of seed production group and seed trader. The president of the District Seed producer groups voiced concern regarding the mismatch between varieties demanded in the market and available for seed production and asked support from DCCI in developing system to project seed market annually. A total of 19 participants had participated in the event.

3.3 Institutional development of seed producers/ seed traders

The District Investment Windows in Arghakanchi, Gulmi, Salyan and Rolpa have organized meeting with seed producers and seed traders to discuss conducting annual general meeting, process of renewal and also identify specific work priorities. The meetings were conducted in the presence of chairman and vice chairman of the respective District Chambers of Commerce and Industry. Additionally, two specific agendas were floated during these meetings. One is related to the “Good Business Practices” in seed trade and meat trade and advocating for strict monitoring

role of local government in partnership of DCCI to help good business practices in seed and meat flourish. The monitoring role of DCCI and local government was advocated by Business Development Advisors in following specific areas:

- Curtailing practices of selling pesticides along with seed and grains openly.
- Developing a practical code of conduct for seed traders in the district
- Involvement of traders in projecting demand and supply of seeds within the district at the beginning of cropping seasons for benefits of producers.

3.3 Institutional development of meat/milk traders at the district



The District Investment Windows in Gulmi, Pyuthan and Rolpa have organized meeting with traders of meat and milk commodities in the district. The meetings were conducted in the presence of chairman and vice chairman of the respective District Chambers of Commerce and Industry. Additionally, two specific agendas were floated during these meetings. One is related to the “Good Business Practices” in milk/meat trade and advocating for strict monitoring role of local government in partnership of DCCI to help facilitate application of Standard business practices in milk/meat sub sector. The dairy entrepreneurs are motivated to conduct discussions with local government bodies such that these local government bodies generate some market disincentive for producers to sell their milk openly in raw form. This arrangement will increase help increase development of the formal market in the milk sub sector. Likewise, the prices of milk set by government are taken as a reference for price fixing in hills districts. The average prices of milk sold in the district headquarter is higher as compared to the prices in Terai districts. A balance needs to be created to balance the shock in prices. One of the ways the DIWs is planning to motivate the district traders is through branding of the milk produced by cattle which gets more fresh grasses. DIWs is looking for developing a concept such that milk produced by cattle in hills regions fetches some extra incentive pricing to the benefit of producers and traders. Towards this end, a team of dairy entrepreneurs from Gulmi is visiting Butwal and nearby areas to conduct rapid market assessment of the dairy sector before inking terms of trade in the buyback agreement. The

association of butcheries has already formulated a code of conduct to be enforced at the district level.

3.4 Dialogue with seed/meat companies: A dialogue was conducted among major seed companies and KUBK regarding finding possible ways to ensure higher compliance to the buyback agreement. The companies were provided with information on varieties of seed available, stage of each standing crop districtwise and also planted areas. This information is required to make market projections. Further, a marketing schedule for each seed crop was also prepared in presence of KUBK and Companies. Each company prepared marketing schedule separately so that they could mobilize their staff accordingly. AEC has taken this schedule as the basis to communicate with farmers regarding the sale of their product. One of the seed company Sriram Biz Briddhi remained absent during the event. The total participants in the events were 35.

3.5 Investment Windows Operation and staff meetings: The Investment Windows have conducted 4 meeting with Investment Windows members during the first trimester and 24 staff meetings among staff of the Investment Windows. In Arghakanchi, the meeting of investment windows has been used to distribute collectively money received after sale of wheat seed while in other it was used to inform new members of DCCI about KUBK programs. These investment meetings are also opportunity for discussion with DCCI regarding their supports for the programs. Issues related to monitoring role of DCCI in the making and compliance of the Good Business Practices have found priority. In IW staff meetings, regular updates of status of sub projects are also shared along with data gathered from the field.

3.6 Counselling on Agri-Businesses

The Business Development Advisors have been stationed in the respective District Chambers of Commerce and Industry. These advisors are the first person to meet for general public with

queries regarding DCCI services. During the reporting period, some 37 new businesses have been registered in DCCIs which are directly related to the agriculture sector. The DIWs have conducted more than 130 events of business counselling and 37 business are registered out of this. Out of 37, 11 are registered as agriculture farms doing production functions, 21 are registered as livestock production farms, 2 as dairies and 2 new fresh houses. Most of the businesses have been registered in Gulmi Chambers of Commerce and Industry. In the district of Rukum, Rolpa and Pyuthan none of the businesses were registered during the reporting period.

4. Commodity Sales

During the first quarter of the current fiscal year, 73.04 MT of seeds have been sold in the market by 69 producer groups. Following table shows the market disposal of seeds in the market.

Market Disposal of Seed in Kilograms (Shrawan - Kartik 2075)							
District	Commodity	Seed Company	Agrovet	Neighbour	Govt.agency	Others	Total
Salyan	wheat			4400			4400

	Vegetable	21470					21470
Arghakanchi	Vegetable		1595	1350			2945
Gulmi	Wheat	6800					6800
	Vegetable		654	14			668
Pyuthan	Wheat			970			970
Rolpa	Wheat	600	1500		3900		6000
	Vegetable	426					426
Rukum	Wheat	8191		9860	8439		26490
	vegetable		1555	1325			2880
		37487	5304	17919	12339	0	73049

This reporting period saw higher percentage of seeds being sold to the companies outside of the district. Out of the total sales, 52% sales occurred between companies and seed producers while sales to neighbourhood remained at 24%. The reason could be linked to the fact that most of seed traded occurred in vegetable seeds. Almost 100% of the seeds traded between groups and government agencies are wheat seeds whose contribution to the total seeds traded is 16%.

Likewise, 674491 litres of milk have been sold by 47producers groups. In the case of goats and goat meat, the total sales stand at 2289 number of goats from 104 goat rearing groups taking production functions with KUBK. Likewise 18 dairies have traded some 515347 litres of milk and 26 butcheries have traded 1578 number of goat (average weight taken as 30 kilogram) in the market. Following table shows the market disposal of milk and meat traded in the market.

Districtwise milk sold by producers (Shrawan -Kartik 2075)						
District	units	Dairy	self consumption	Neighbour	Hotel	Total
Salyan	litres	9600	5700	13500	-	28800
Arghakanchi	litres	72000	56400	85920	128880	343200
Gulmi	litres	44490	119100	1500	16860	181950

Pyuthan	litres	11825	46131.5	62584.5	-	120541
Total		137915	227331.5	163504.5	145740	674491

Districtwise goat sold by producers (Shrawan - Kartik 2075)							
Districts	units	Self consumption	Butcheries	Neighbour	Informal Traders	Others	Total
Salyan	number	-	26	-	-	-	26
Arghakanchi	number	-	121	515	-	-	636
Gulmi	number	-	-	224	100	228	552
Pyuthan	number	-	-	-	3	-	3
Rolpa	number	12	29	100	40	-	181
Rukum	number	162	383	346	-	-	891
Total		174	559	1185	143	228	2289

As is obvious substantial percentage of the sales in milk and meat has taken place in the neighbourhood – 51% incase of meat and 24 in case of milk. It must also be acknowledged that milk is far more equally distributed among traders as compared to goat. This season also saw many festivals which could also partly explain the sales in the neighbourhood to be high. In the case of milk, almost 21% of the sales have taken place between hotels and producers and 24% between neighbours and producers highlighting the fact that raw milk still fetches good prices for the producers but also at the same time is disadvantages to the development of the formal market. In the case of goat purchased by the butcheries, 35% have been bought within the BBA and another 30% have been traded between butcheries and producers outside of the BBA. This points out that point of sale is most important for both traders and producers. Both traders and producers have incentive to sale their goat as soon as it gets ready or fetches good prices. This trend also affects compliance with BBA. If there is substantial rise in the production of goat per producers groups, then only compliance with BBA will increase.

Market Disposal of Seeds through Companies and Agrovets only in Kilogram (Shrawan- Kartik 2075)													
Traders Name	Arghakanchi		Gulmi		Pyuthan		Salyan		Rolpa		Rukum		Total
	Cereal	Vegetable	Cereal	Vegetable	Cereal	Vegetable	Cereal	Vegetable	Cereal	Vegetable	Cereal	Vegetable	
Lumbini Seed Company	-	-	-	-	-	-	-	-	600	-	-	-	600
Rukumeli Agro Seed Concern	-	-	-	-	-	-	900	-	-	426	-	-	1326
Panchasakti Seed	-	-	-	-	-	-	-	-	-	-	8191	-	8191
Sriram Biz Briddhi	-	-	-	-	-	-	-	-	-	-	-	-	0
Agrovets	-	1595	654	-	-	-	-	-	-	-	-	1555	3804
Non grantee Companies	-	-	6800	-	-	-	24970	-	1500	-	-	-	33270
Total	-	1595	7454	-	-	-	24970	-	1500	-	-	1555	47191

As the above table shows, 65 percentage of the seeds sold in the market have been bought by seed companies and agrovets. Only Lumbini seed company and Rukumeli seed company have bought small portion (almost 3%) of the seeds (cereal only) while 46% of seed have been bought by companies who are not grantee of KUBK- Bizbridhi Seed company, SEAN company, Hardinath seed company etc. Most of the agrovets who have bought seeds are grantee of the KUBK. These agrovets have bought 7% of the total market disposal quantity. Rest of the seeds have been bought by the neighbours and local government agencies.

5 Case Study

The dissemination of prices of 24 agriculture commodities is a regular intervention of the District Investment Window/DCCIs in the KUBK project. The intended objective is to enable farmers and consumer makes informed choices before actual buying and also to contribute to documentation of these information in the national repository of AEC. The information on the prices are collected every 15 days and disseminated through local FMs, 24 hoarding boards and 5

digital display boards. The digital display boards also display amount of seeds, meat and milk sold to the formal markets by sub projects periodically.

In the district of Pyuthan, the hoarding boards are placed in 5 market centers- Bad-dandaa, Macchi, Bijuwar, Baraula and Bahaane. The price information from these 5 market centers are uploaded into the central repository of the AEC at agripricenepal.com. The maximum and minimum prices of agriculture commodity in these local market centers are collected and written in the hoarding boards every 15 days. The price information dissemination has helped farmers and agrovets alike. Farmers are benefited because they have information regarding price before making actual sale. They not only compare the prices from different agrovets but also from different market centers which makes their decision to purchase an informed one. A farmer Ramesh Pokhrel residing in Jhimruk rural municipality-7 narrates that he looks at the price in the boards before making decision of purchase. He also compares the prices of commodities and



sale in the market centers which offers him high prices with low additional costs. He finds nominal fluctuation in the prices of seed commodity as compared to meat and milk. He says he has been able to make informed decision after knowing prices from local FMs also. Likewise, another farmer Ananda Adhikari, a resident of Malarani- 3 shares about benefits of the information on prices displayed at Bijuwar market center. “ I came to

know about real prices of maize seeds only after looking at the display boards.” The prices of maize seeds offered in villages were 90/100 per 4 kilograms. There was less differentiation between kept as seeds and as cereal. He was astonished to find the prices of maize seed offered through agrovets in the market center. He further tells that agrovets sold maize seeds at Nrs 70 per KG. Out of this information, he says that he got good returns selling maize seeds through agrovets than at the villages. Narayan Adhikari, a dairy producer says that he realized the prices of milk and milk products fetches higher prices in market centers after following prices on the hoarding boards. This have made him and his friends to search for options to sell the milk and

milk products in the market centers and not only remain confined in villages. He says “Farmers have understood that there is a difference of Nrs 20 in prices of milk, Nrs 30 in curd and Nrs 150 in ghee traded in the villages and market centers”.

The information on prices have been beneficial to the traders as well. Based on the conversation with proprietor of Prithivi Agrovet, one of the major effect of the hoarding boards have been that there is price uniformity among major agriculture products traded in the market. The hoarding boards enables farmers to understand the prices first and then come to agrovet to make the actual purchase. Before, some agrovet offered very high prices for some seed varieties and farmers , who did not have any knowledge about the price, bought the seeds at high price. But with prices being disseminated through hoarding boards and local FMs, these activities have become very nominal and all agrovet offer relatively same price for same seed. This has created a situation of price uniformity at the market center level.

6. Achievements/Learnings

Some of the important efforts made during the reporting period are as follows:

- In consultation with NACCFL, AEC has identified 18 potential cooperatives which can lead the marketing functions on behalf of the groups. We conducted this exercise after realizing that grantee companies are not interested in having their own operation centers in the district to facilitate trade. Having an agency responsible for marketing is important. These cooperative will be linked with companies at the Local MSPs that Investment Windows will organize in the coming months. It is expected that terms of trade will be finalized in the meetings and local cooperatives will negotiate with companies to facilitate trade even after project phases out. The cooperatives are selected based on their potential, existing trading practices with companies and catchment areas.
- A marketing schedule for seed has been developed. The schedule is given in the Annex. The investment windows have mobilized its staff based on this marketing schedule. Information regarding the marketing schedule are circulated through display board and

local FMs. DIW staff is in regular communication with Seed Companies for facilitating marketing based on the schedule prepared in presence of companies.

- Regular advocacy on developing Standard business practices among traders has shown good result in Rolpa where butcheries have agreed to comply by the good business practices regarding meat sales. These programs also included representatives of the local government institutions. It is expected that DCCI and local government institutions will monitor the compliance among butcheries following the good business practices.
- As against the general practice of selling vegetable seeds openly, traders in Arghakanchi district have started selling vegetable seeds in plastic packs to sell to the local bodies. They buy vegetable seeds from producers and then pack it in plastic before making the actual sales. This practice was raised in the meeting of seed traders and hence the practice has started.
- There is an urgent need to mobilize regional dairies in Arghakanchi, Gulmi and Pyuthan as there has been increase in the milk available for sale in the market.

7. Conclusion

During the reporting period, AEC has not been able to complete activities as planned in the district level. While the budgeted program could not be conducted, a large number of efforts were conducted during the events. AEC has prioritized to complete the remaining activities. Organizing District Level MSP in seed is one of the priority issue for AEC in the coming months beside advocating for good business practices of traders at the district level.

ANNEX

Salyan Comp 1

यस वर्ष				करेताहरु								
बीउ उत्पादन गरेका समुह	संख्या	उत्पादन परिमाण	उत्पादन गरेका समुहको घरधुरी		कम्पनी	छिमेकि	स्थानीय व्यापारी	एग्रोभेट	स्थानीय तह/ सरकारी प्रोजेक्ट	अन्य प्रोजेक्ट	कुल	बिउ बीक्रीबाट कुल अम्दानी
मकै			48	परिमाण	68-70	4400					4400	275200
		दर										
धान		परिमाण										
		दर										
गहुँ	2		642	परिमाण	21470						21470	4160900
		दर										
तरकारी बीउ	7			परिमाण								
				दर								

Salyan Comp 2 summary sales

				करेताहरु									
उत्पादनमा गएका समुह	संख्या	उत्पादन परिमाण	उत्पादन गरेका समुहको घरधुरी		कम्पनी	छिमेकि	होटल	डेरी	फ्रेश हाउस	अन्य	Consumer	कुल	अम्दानी
दुग्ध	४	२८३००	९०५	परिमाण				२३९००				23100	1108800

				दर				४८					
खसी	८	२६	४९	परिमाण					२६			२६	३५७००
				दर					३७०				
Milk Marketing	३	१२००००		परिमाण			८५०००				३५०००	८५०००	५९५०००
				दर			७०				७०		

Arghakanchi Comp 1

यस वर्ष				करेताहरु							
बीउ उत्पादन गरेका समुह	संख्या	उत्पादन परिमाण KG	उत्पादन गरेका समुहको घरधुरी		कम्पनी	छिमेकि	स्थानीय व्यापारी	एग्रोभेट	स्थानीय तह/ सरकारी प्रोजेक्ट	अन्य प्रोजेक्ट	कुल
तरकारी बीउ	९	३६५१	११९	परिमाण kg	०	१३५०	०	१५९५			२९४५
				दर		१५०-२९०		१५०-२९०			

Arghakanchi Comp 2

	करेताहरु
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उत्पादनमा गएका समुह	संख्या	उत्पादन परिमाण	उत्पादन गरेका समुहको घरधुरी		self	छिमेकि	होटल	डेरी	k m]; x p];	अन्य	कुल
					दुध	20	38700 0	526	परिमाण	5640 0	8592 0	1288 80	720 00			343200
				दर	60	70	70	60			65
v;L j|f]sf	15	636	414	परिमाण		515			121		636
				दर		370			370		370

Gulmi Comp 1 Summary

यस वर्ष				करेताहरु							
बीउ उत्पादन गरेका समुह	संख्या	उत्पादन परिमाण (मे.ट)	उत्पादन गरेका समुहको घरधुरी	Post Harves t Loss	कम्पनी	छिमेकि	स्थानीय व्यापारी	एग्रोभेट	स्थानीय तह/ सरकारी प्रोजेक्ट	अन्य प्रोजेक् ट	कुल
मकै	23	1725 6	687	परिमाण							
				दर							
धान	5			परिमाण							
				दर							
गहुँ	4			परिमाण		6800					6800
				दर		40					
तरकारी बीउ	14			परिमाण				14	654		668
				दर				300			

				दर								
मकै	3	9800	46	परिमाण								
				दर								
धान	11	55340	169	परिमाण								
				दर								
धान	1	1600	2	परिमाण								
				दर								
गहुँ	2	3800	24	परिमाण			970					970
				दर			45					45
तरकारी बीउ				परिमाण								
				दर								

Pyuthan Comp 2 Summary

				करेताहरु							
उत्पादनमा गएका समुह	संख्या	उत्पादन परिमाण	उत्पादन गरेका समुहको घरधुरी	कम्पनी	छिमेकि	होटल	डेरी	स्थानीय व्यापारी	अन्य	कुल	
दुग्ध	13	120540.5	143	परिमाण	6258		118		46131	12054	
				दर	5		25		.5	1	
खसी	2			परिमाण				116			
				दर				380			
बोका		^(j6f kf7f / #) j6f kf7L		परिमाण							
				दर							

Rukum Comp1 Sales Summary

aLp lalqmsf] ljj/Of									
cf=j=)&%÷)&^ sf] klxnf] rf}df];sdf ahf/Ls/Of ePsf] ux'Fsf] aLp lalqmsf] /]s8{ -ISjG6ndf_									
qm =; +=	;d"xsf] gfd, 7]ufgf	jfnL	hft	l;8 sDkg L k+rzl Qm	Pu| f]e]6	: yfgLo tx	:yflgo :t/df l5d]sL	hDdf	s}lkm ot
1	a/lkkn s[ifs ;d'x	ux' F	WK120 4	14	-	-	26	40	
2	l;dkfgL s[ifs ;d'x	ux' F	WK120 4	6	-	-	14	20	
3	km'naf/L s[ifs ;d'x	ux' F	WK120 4	10	-	-	20	30	
4	hgsNofg s[ifs ;d'x	ux' F	WK120 4	14	-	-	3.6	17.6	
5	s}g]vf]nf s[ifs ;d'x	ux' F	WK120 4	13	-	-	-	13	
6	nf]5fafE lvd]fg] dlxnf s[ifs ;d'x	ux' F	WK120 4	15	-	-	-	15	
7	gd'gf s[ifs ;d'x	ux' F	WK120 4	-	-	-	2	2	
8	;fgf]e]l/ s[ifs ;d'x	ux' F	WK120 4	9.91	-	-	-	9.91	
9	lz4 zfO{s'df/L s[ifs ;d'x	ux' F	:ju{4f/L	-	-	-	15	15	

10	x/LofnL s[ifs ;d'x	ux' F	:ju{4f/L	-	-	-	4	4	
11	pHofnf] s[ifs ;d'x	ux' F	:ju{4f/L	-	-	5	5	10	
12	nfdfrf}/ s[ifs ;d'x	ux' F	WK120 4	-	-	-	5	5	
13	;fgf]e]/L s[ifs ;d'x	ux' F	WK120 4	-	-	-	4	4	
14	vfBfGg s[ifs ;dx	ux' F	:ju{4f/L	-	-	20	-	20	
	vfBfGg s[ifs ;dx	ux' F	NL1064			11.75		11.75	
	vfBfGg s[ifs ;dx	ux' F	Wff}nf uL/L	-	-	13.5	-	13.5	
15	pTkfbglzn s[ifs ;dx	ux' F	:ju{4f/L	-	-	1.9	-	1.9	
16	vfBGg aLp pTkfbg s[ifs ;d'x	ux' F	WK120 4	-	-	30	-	30	
17	nfnLu'/ff; dlxfn cfo cfh{g s[ifs ;xsf/L	ux' F	WK120 4	-	-	2.24	-	2.24	
	hDdf			81.91		84.39	98.6	264.9	

**cf=j=)&%÷)&^ sf] klxfn] rf}dfl;sdf ahf/Ls/Of ePsf] t/sf/L aLp lalqmsf] /]s8{
-ISjG6ndf_**

qm =; +=	;d"xsf] gfd, 7]ufgf	jfnL	hft	l;8 sDkg L	Pu| f]e]6	:yfgLo tx	:yflgo :t/df I5d]sL	hDdf	s}lkm ot
1	a6fnf gd'gf s[ifs ;d'x	d'nf	ldgf]cnL{	-	1	-	-	1	
2	km'naf/L s[ifs ;d'x	Kofh	/]8lqmof] n	-	2	-	0.75	2.75	

3	s}g]vf]nf s[ifs ;d'x	sfpnL	sf7df8f}+ :yfgLo	-	0.7	-	-	0.7
4	vx/] t/sf/L aLp pTkfbs s[ifs ;d'x	d'nf	ldgf]cnL{	-	0.5	-	-	0.5
	vx/] t/sf/L aLp ptkfbs s[ifs ;d'x	/fof]	v'dnrf}8f	-	0.3	-	-	0.3
5	hghfu/Of s[ifs ;d'x	l;ld	rf}df;]	-	3.15	-	-	3.15
	hghfu/Of s[ifs ;d'x	Kofh	/]8lqmof] n	-	2.9	-	-	2.9
6	Plss[t s[lif ;xsf/L ::yf	d'nf	\$)lbg]	-	2	-	-	2
	Plss[t s[lif ;xsf/L ::yf	s]/fp	l;Ssd]	-	1	-	-	1
7	;dlztf]iOf aLp pTkfbg ;xsf/L	d'nf	ldgf]cln{	-	1	-	-	1
8	;fFv ;fgf ls;fg	s]/fp	l;SsLd]	-	1	-	-	1
9	I5jfË ;fgf ls;fg	Kofh	/]8lqmof] n	-	-	-	7	7
	I5jfË ;fgf ls;fg	d'nf	ldgf]cnL{	-	-	-	5.5	5.5
hDdf					15.55		13.25	28.8

Rukum Comp 2 sales

o; cf=j=)&%÷)&^sf] klxnf] rf}df];sdf lalqm ePsf vl;af]sfsf] ljj/Of M							
q m =;	;d'xsf] gfd	7]ufgf	lalqm ePsf s'n ; +Vof	;Demf}tf cg';f/ lalqm	5/I5d]sdf lalqm	3/d} k| of]u ePsf	s}Ik mot
1	hfus kz'kgng s[ifs ;d'x	lqj]OfL ufpFkflnsf &	20	8	12	0	

2	?s'd]nL pGgt afv|fkfng s[ifs ;d'x	lqj]0fL ufpFkflnsf &	40	30	5	5
3	pHofnf] s[[lif ;xsf/L ;:yf ;dfh lasf; ;dflhs pBdL ;xsf/l ;:yf	lqj]0fL ufpFkflnsf (	44	28	14	2
4	;Nn]/L dfemsfF8f afv| fkfng ;d'x	lqj]0fL ufkf !	15	0	10	5
5	dvdl n dlxnf afv|fkfng ;d'x	lqj]0fL ufkf @	65	36	19	10
6	kf]v/]ln pGgt afv|fkfng ;d'x	lqj]0fL ufkf ^	55	20	15	20
7	em'Ng]6f dlxnf afv|fkfng ;d'x	lqj]0fL ufkf #	45	11	20	14
8	eujlt dlxnf afv|fkfng ;d'x	lqj]0fL ufkf \$	30	14	10	6
9	gjo'u afv|fkfng ;d'x	d'!;sf]6 gkf \$	42	18	20	4
10	/fli6o pGgt afv|fkfng ;d'x	d'!;sf]6 gkf !	27	5	15	7
11	;f]gflf afv|fkfng kmd{	d'!;sf]6 gkf ^	47	20	17	10
12	af/Lvf]nf dlxnf afv|fkfng ;d'x	d'!;sf]6 gkf \$	35	10	23	2
13	blnt ax'4]IZo afv|fkfng ;d'x	lqj]0fL ufkf !)	30	12	18	0
14	l;:g]lxdfn afv|fkfng ;d'x	cf7]a;sf]6 gkf !	28	0	16	12
15	ax'4]IZo afv|fkfng ;d'x	cf7]a;sf]6 gkf !	30	0	18	12
16	z]/fv]t dlxnf afv|fkfng s[ifs ;d'x	cf7]a;sf]6 gkf !	27	0	19	8
17	k]ultlzn afv|fkfng ;d'x	l;:g] ufkf %	32	0	26	6
18	nfnLu'/fF; dlxnf afv|fkfng ;d'x	d'!;sf]6 gkf !@	37	30	7	0
19	;oklq dlxnf afv|fkfng ;d'x	;fgLe]/L ufkf (	34	24	4	6
20	nfd8f8f8f dlxnf afv|fkfng ;d'x	d'!;sf]6 gkf !\$	36	27	6	3
21	af3vf]/ dlxnf afv|fkfng ;d'x	rf}/hxf/L gkf !\$	38	19	11	8
22	k]ultlzn dlxnf afv|fkfng ;d'x	d'!;sf]6 gkf !\$	23	12	4	7
23	l/7]rf}]/ dlxnf afv|fkfng ;d'x	rf}/hxf.L gkf &	16	8	6	2
24	ul/la ;zlQms/Of afv|fkfng ;d'x	rf}/hxf/L gkf ! #	18	6	9	3
25	dflnsf pGgt afv|fkfng ;d'x	;fgLe]/L ufkf (	23	16	4	3
26		rf}/hxf/L gkf &	9	2	5	2

27	;fgLe]l/ dlxnf afv|fkfng ;d'x	d'l;sf]6 gkf !\$	6	2	3	1	
28	psfnL8fF8f dlxnf afv|fkfng ;d'x	d'l;sf]6 gkf !\$	39	25	10	4	
	hDdf		891	383	346	162	

Potential Coops for marketing functions				
S N	Name	Potential	Type	Status
Arghakanchi				
1	Kimdanda SFACL	High	Grantee	Already Trading
2	Argha SFACL	High	Grantee	Already Trading
3	Khilji	High	Non grantee	Still to trade
4	Khachikot	High	Non grantee	Still to trade
5	Khana SFCAL		Grantee	Still to trade
Gulmi				
1	Gaudakot SFACL	High	Non grantee	milk Trade
2	BadaGaun SFACL	High	Non grantee	milk Trade
3	Baletaksar SFACI		Non grantee	milk Trade
4	SimiChaur SFACL		Grantee	Seed trade
5	NayaGaun SFACL		Non grantee	Still to trade
6	Paudi-amarayee SFACI		Non grantee	Still to trade
7	Hasara SFACL	High	Grantee	Seed trade
8	Juwang SFACL	High	Grantee	Seed trade
Rukum				
1	Nuwakot SFACL		non	Already Seed trading
2	Saankha SFACL	High	non	Already Seed trading
3	Chewang SFACL	High	non	Already Seed trading
4	Aatbiskot SFACL	High	non	Already Seed trading
Pyuthan				
1	Vijayanagar	High	Grantee	Already Seed trading
2	Bijuwar	High	Grantee	Already Seed trading
3	Dharmwati		Grantee	Already Seed trading
4	Pakala	High	Grantee	Already Seed trading
5	Belbas		non	Still to trade
Salyan				
1	Dhakadam	High	Grantee	Already Seed trading
2	Korbang	High	Grantee	Already Seed trading
3	Tharmare	High	non grantee	Already Seed trading
Rolpa				
1	Sakhee SFACI		grantee	Already Seed trading
2	Nuwagaun SFACL	High	grantee	Already Seed trading
3	Dubring SFACL	High	non	Already Seed trading
4	Sunaulo SFACL	High	non	Still to trade

Counselling Services through DCCI

Result of Counseling Services through DCCI (Agriculture related Only)(Shrawan-

Kartik 2075)							
District	Arghakanc hi	Gul mi	Pyuth an	Rolp a	Ruku m	Saly an	Tota l
Counseling services(events)	25	NA	17	0	0	9	51
Agriculture related	3	8	0	0	0	1	12
Livestock farm for production	1	11	0	0	0	9	21
Dairy	1	1	0	0	0	0	2
Fresh houses	1	1	0	0	0	0	2

Photos



Investment window Meeting for wheat seed amount
Distribution



Field Visit in presence of Secretary MoALD, Gulmi



Field visit in a goat farm with local bodies



Advocacy meeting with District Butcheries, Rolpa



Institutional Development of Seed Traders, Salyan