



**A REPORT  
ON  
ELEVENTH ENTERPRISE  
DEVELOPMENT NETWORK  
MEETING**

**June 10, 2005**



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## **ACKNOWLEDGEMENT**

We thank and acknowledge the dynamic participation of all the members who attended the Enterprise Development Network Meeting on June 10, 2005 and shared their views and perceptions and eagerly interacted.



## **EXECUTIVE SUMMARY**

Network meeting on Enterprise Development was organized on June 10, 2005 at FNCCI. A total of 35 members attended the meeting.

Ms. Muna Shrestha moderated the meeting. Ms. Shrestha recapitulated on the previous Enterprise Development Network Meeting and thanked FNCCI for providing the venue for the Eleventh EDN Forum.

One presentation by Mr. Krishna Pathak, HCPCL on “Cooperative to Commercialize Rural Agriculture” and two experience sharing by Mr. Keshav Thapa and Ms. Pooja Shrestha were the major agenda of the forum.

Towards the end, Ms. Srijana Rana wrapped up the forum.



## **RATIONALE BEHIND THE MEETING**

The fundamental philosophy of initiating this meeting was to recognize the significance of networking which is deficient in a country like Nepal, to play a pivotal role in creating effective networks and to get the network progressing and create an environment where commonalities would be identified and in the long run, working groups are expected to form.

### **Objectives of the enterprise development Network**

During the first meeting on 12 September 2003, the following major objectives of the enterprise development network were identified:

- Facilitate sharing of experiences, ideas and information on enterprise development in Nepal;
- Support and coordinate lobbying and advocacy activities regarding enterprise development in Nepal;
- Facilitate identification of common interests and development of joint programs and activities related to enterprise development;
- Support knowledge exchange and development on strategies, methods and tools regarding enterprise development.



## **Proceedings of the meeting**

### **1. Review of the previous Enterprise Development Network Meeting**

Ms. Muna Shrestha, Enterprise Development Network moderated the Ninth Enterprise Development Networking meeting held on June 10, 2005. She greeted and welcomed the present participants.

She reviewed the issues and decisions of previous Ten Enterprise Development Network meetings. She informed about new website of EDN which is recently created to disseminate and share information among the members and individuals working in the field of Enterprise Development. She demonstrated the hyperlinks of the websites and described the contents in it. The website address is [www.edn.org.np](http://www.edn.org.np).

### **2. Keynote speaker Mr. Krishna Pathak of HCPCL presented on “Cooperative to Commercialize Rural Agriculture”**

Mr. Krishna Pathak from HCPCL was the key speaker of the Eleventh EDN. The title for his presentation was “Cooperative to Commercialize Rural Agriculture”.

HCPCL (Highland Coffee Promotion Company Limited) is owned by coffee farmers, coffee farmers’ cooperatives and coffee entrepreneurs to create institutional infrastructure for small coffee growers. It is promoting the partnership between farmer’s cooperatives and business organization and also having appropriate coordination among GOs, NGOs to create institutional infrastructure to commercialize coffee with smallholder’s initiatives. The scope of partnership is based on commercial plantation, supply of inputs, processing and storage, marketing, management services and training and development and policy support. The problem in management service is lack of financial facility and managerial services. The farmer groups need to be formalized and promoted to cooperative societies. There are good opportunities of coffee promotion by HCPCL but some weaknesses are also present. For e.g. inadequate working capital to purchase coffee and to finance in the partnership programme with cooperatives inadequate investment in the local and central processing facility.



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### **Discussion:**

The discussion on the contradiction between groups formed by INGOs and NGOs and cooperatives were done. Can groups be utilized as cooperatives? Mr. Khanal replied that groups merely cannot do everything, they should be converted into cooperatives.

It was discussed whether cooperative should be globalize. The question on union formation by cooperatives was also raised. It was answered by saying that first cooperative should increase their savings and they together join hands to development infrastructure then should form union. The situation of village is not good and people there are also less energetic in such situation to do any work in village. It was answered that, things can be started from the existing people in village.

Mr. Kiran Pandey added that AEC is in the line of conducting a program for cooperatives; a study has been done to take them in front line.

### **3. Experience Sharing on Cooperatives - Their role and impact on Enterprise Development by Mr. Keshav Thapa, Division of Cooperative Office.**

Mr. Keshav Thapa from Division of Cooperative Office shared his experience on cooperative. He mentioned how cooperatives help in enterprise development by sharing a case of illiterate women Ms. Jamuna who is the initiator for establishing a cooperative in her locality. The cooperative established by the women group has helped start much small business such as vegetable shop. In the initial stage of establishing the cooperative had few women who had to contribute Rs. 25 as a member and now they have 743 member involved in this cooperative. This shows the positive impact on enterprise development and in past seven years, the cooperative have commenced many businesses. Centre for Micro Finance (CMF) has offered the cooperative a tour in India, which has enhanced her capability and now the cooperative is involve in helping housing business. With the help of cooperative not only there is micro enterprise development but also it has brought self-respect, confidence, independence, improved family life, education, health and food and ownership development.



#### **4. Experience Sharing on Strengthening Women's Cooperatives in Nepal by Mrs. Pooja Shrestha, Women Awareness Centre Nepal.**

Ms. Pooja Shrestha from Women Awareness Centre Nepal (WACN) also shared her experience on strengthening women's cooperatives in Nepal. WACN has been working in the field of strengthening women cooperatives, agriculture, advocacy and some publication. It has also helped to develop self-dependence of women. It has been working in Kavre, Sindhupalanchowk, Chitwan, Kathmandu, Makawanpur for strengthening women cooperative, till now a total 31 women cooperatives have been establish. In the process of forming the cooperatives, WACN finds the group demand, identify their needs and try to solve problems and select people (women) from local group to start a cooperative. Needed training is also delivered but local source is utilized.

Women are benefited from cooperatives and now they are independent, strengthen their capacity, saving, credit, status in family and able to invest in income generating programs. Overall the women entrepreneur (small scale) benefited from women cooperatives.

#### **Discussion:**

It was commented that, women cooperatives seems more successful than men.

Participants raised the question about the kind of resources they provide to women cooperatives. Ms. Shrestha replied that they provide them information center/resource center for development of cooperatives. Further discussion on limited market for products that cooperatives are producing and only market they are getting is WEAN. In the same line further discussion on acts and rules of cooperatives was done by Mr. Khanal.

#### **5. Closure**

During wrap up session, Ms. Srijana Rana from SNV/N informed about Task force that has been created by EDN. She said that the overall discussion of the day is important in the present context of enterprise development efforts by Cooperatives. Further she thanked the presenters of the day. She requested the entire participant to give their view to make EDN effective and result oriented. The views and comments from participants on EDN was as follows:

- Modality of EDN should be clear
- Issues should be realistic and shortly solvable
- Problems are discussed but no result



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- Respective people of topic have participated as a resource person in the forum, which is a very good.
- Need to form working committee
- Government body should get involved in forum
- The problem (if arose) from the forum should be taken in to particular destination

Ms. Rana added that the views and comments were very helpful to evaluate the EDN. People should be benefited from the forum. She mentioned that it is still not sure if having donor harmonization and lobbying with government should be a part of it.

Mr. Bishwo Karki also added that EDN is not a pressure group but for sharing best practices of entrepreneurs. We just need to improve the way of delivering the forum. It should not be only a “Chautari”. Participants also added that let’s publish the best practices in the media like newspaper, T.V., radio etc. some also commented that if the purpose of EDN is experience sharing then it is fulfilling its objective. Sharing creates awareness, it is helpful for those who has faced problem. The discussion topic is not about only Kathmandu, a lot of issues were already been talked about village.

The conclusion of the discussion was taken as the possibilities to move the EDN ahead should be checked.



## Enterprise Development Network

I	F. Name	L Name	Designation	Organization
Mr.	Kiran Raj	Pandey	Director - Agri. Business	AEC/FNCCI
Mr.	Gobinda	Sapkota	Program coordinator	CDECf sindnu
Mr.	Indra	Pandey	Marketing Specialist	CEAPRED
Mr.	Mohan	Gurung		CRE
Ms.	Urmila	Shrestha	Training Officer	DCSI
Mr.	Keshav	Thapa	Cooperative Officer	Division of Cooperation Office
Mr.	Dilraj	Khanal	Legal Facilitator	FECOFUN
Ms.	Meena	Shrestha	Women Enterprise Development	FNCCI
Mr.	Tara Nidhi	Pokheral	Representative	FNCSI
Mr.	Krishna Pd.	Pathak	Director	HCPCL
Mr.	Lal Kumar	KC	Treasurer	HJSS
Mr.	Bishwa	Karki	National Program Coordinator	IEDI
Mr.	Binod K.	Shrestha	Associate Professor	KUSOM
Ms.	Swokriti	Sigdel	Marketing Officer	Lotus Bizport
Ms.	Sanju	Manandhar	Documentation and Communication Officer	Lotus Bizport
Mr.	Mahendra	Kshetri	Campus Manager	NCTTM
Ms.	Shanti	Bhaidya		Samasthi Handicraft
Mr.	Tulsi	Nemkul	Associate Officer	SKILL-Nepal
Ms.	Moushami	Shrestha	Project Finance Officer	SNV/Nepal
Ms.	Srijana	Rana	PSD Manager	SNV/Nepal
Ms.	Sitara	Rajbhandari	Proprieter	Spicy Home Spices
Mr.	R.B.	Shrestha	M&F Team Leader	TCGDA-SMIG/WI
Ms.	Srijana	Sapkota	Reporter	The Boss



### **Enterprise Development Network**

Mr.	Rajendra Nath	Poudyal	Project. Assistant	TIPS/WINNER
Mr.	Gyanendra	Sharma	Coornator	TSU, CRT
Mr.	G P	Gorkhaly	Project Director	VEIP/DUDBC
Ms.	Pooja	Shrestha	Program Officer	WACN
Ms.	Shakuntala	Giri	Field Asistant	WACN
Ms.	Tamanna	Hamal	General Manager	Wean Cooperative
Mr.	Chhabi Lal	Sharma	Consultant	Freelance
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