



**A REPORT  
ON  
13<sup>TH</sup> ENTERPRISE DEVELOPMENT  
NETWORK MEETING**

**THEME: ‘SUCCESSFUL  
ENTREPRENEURSHIP – EXPERIENCES AND  
CHALLENGES’**

**December 20, 2005**



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## **ACKNOWLEDGEMENT**

We appreciate the lively participation of all the members who attended the Thirteenth Enterprise Development Network on December 20, 2005 and we extend our gratitude for sharing their views and perceptions.

We thank the speakers, Ms. Divya Tara Tuladhar and Ms. Anand Shobha Tuladhar from Pesticide Monitor Nepal and Mr. Lok Nath Gaire, Annapurna Agriculture Pvt. Ltd. for sharing their experiences and providing information on their field. We appreciate the moderator Mr. Bimal Parajuli for moderating the session.

We also thank the entire team of Lotus Opportunities who have supported to conduct the EDN, including, Ms. Rachana Tuladhar and Mr. Arun Silwal. We acknowledge Ms. Sunita Shakya for preparing the report and Ms. Muna Shrestha for coordinating the entire EDN forum.



## **EXECUTIVE SUMMARY**

Network meeting on Thirteenth Enterprise Development was organized on December 20, 2005 at Hotel Greenwich Village, Sanepa. The theme of the forum was 'Successful Entrepreneurship – Experiences and Challenges'. A total of 51 members attended the meeting. Ms. Muna Shrestha coordinated the forum. She presented about the future plan and strategy for EDN, the services network will provide to its members.

Ms. Divya Tara Tuladhar and Ms. Anand Shobha Tuladhar, Pesticide Monitor Nepal shared their experiences on new technology of vermicompost through a presentation on 'Sharing of Experience on a Successful Vermi Compost Enterprise'. Mr. Lok Nath Gaire, Annapurna Agriculture Pvt. Ltd. also shared his entrepreneurship experience on floriculture business in a presentation on 'Sharing of Experience of Successful Gladiolus Cut flower Growers'. Both the presentations were very lively and participant had a fruitful discussion session.

Overall the Thirteenth EDN was considered as a fruitful forum for its members and hope will continue even in the future.



## PROCEEDINGS OF THE MEETING

Ms. Muna Shrestha, EDN Coordinator welcomed all the guests and presented the way forward for the EDN in the year 2006-2007. She expressed that after two years of support from SNV/Nepal, EDN now runs on support from Lotus Opportunities. Ms. Shrestha discussed about the sustainability issue of EDN at the moment and the steps Lotus Opportunities is taking toward sustainability in the near future. EDN now (from 2006) will have bi – monthly forums on sub sector (so far six sub sector has been selected by Lotus Opportunities) in which EDN will focus on. And create a database for around each sub sector and provide this service of information on value chain actors in each sub sector to the members. Ms. Shrestha also mentioned that other than bi-monthly forums EDN would provide more services to its members such as Newsletter with news about progress in the enterprise related development community in the region, Circulation of global opportunities in the enterprise development related development field and regular postings. It was suggested from the participant that EDN should focus on cash crops like Tea and Coffee amongst the selected sub sector.

After discussion on her presentation Ms. Shrestha requested Mr. Bimal Parajuli to moderate the session. Mr. Parajuli thanked the organizer for an opportunity given to him, with this note he delivered the floor to the presenter of the forum.

### 1. Sharing of Experience on a Successful Vermi Compost Enterprise

- **Ms. Divya Tara Tuladhar and Ms. Anand Shobha Tuladhar, Pesticide Monitor Nepal**

Ms. Divya Tara Tuladhar and Ms. Anand Shobha Tuladhar (Pesticide Monitor Nepal) presented their experience and challenges in their business (both were involved in this project). They have started this business since 2002. The presentation was delivered by Ms. Anand S. Tuladhar.

#### What is Vermicompost?

Vermicompost is worldwide accepted as humus bio-fertilizer, Soil fertility booster, soil activator, best organic manure and soil conditioner, with all required plant nutrients, humus, organic carbon, Vitamins, enzymes, growth hormones and beneficial microbes like nitrogen fixing, Phosphate solubilizing, denitrifying and decomposing bacteria.

Ms. Tuladhar mentioned that Vermin compost is a new technology in Nepal. However, in America it has been spreading very rapidly. Even in India this technology was launched before. She discussed that according to the survey in Nepal, 70% of the total waste materials of Kathmandu valley can be turned into vermin compost fertilizer, few things required like, land, water, shed, biodegradable waste and Earthworm. The earthworm is called *Eisenia foetida*, commonly called **Red worm** or **Banded worm** or **Tiger worm**, belongs to surface litter dwellers. It has special features (as a fertilizer) like it



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stays in surface of the soil ( and does not damage the soil). Its population increases rapidly in a short period of time, which is one of the advantages of applying this technology. But at the same time this technology is critical also, to protect the worms temperature should be maintained very well. With all its valuable qualities Ms. Tuladhar mentioned that they have named product (vermin compost fertilizer) as “Black Gold”. Vermicompost is made from the excreta of earthworms.

Ms. Tuladhar expressed few advantages of Vermicompost – it helps in supply of nutrients to plants, it has useful micro organism sufficiently, activate soil, less attack of pesticides, grow hormones and on the top of that it does not harm soil. Hence it can be used as an effective replacement of chemical fertilizer. This technology is known as an environmentally friendly technology as it does not consume energy (electricity) or fuel. It makes use of waste material both in urban as well as rural areas to improve sanitary conditions and minimize waste at the sources. However, Vermicompost fertilizer has been facing challenges of not being able to



create and make a position in market. Marketing (advertisement) of this product has not done properly and hence there is very little awareness amongst people (farmers and households). People are not aware about its advantages and specific features. This product is expensive in comparison to other fertilizers and also not frequently available in the market. So, it seems that this technology should be promoted as far as it can be amongst people and effective marketing of this fertilizer will open doors for its own market.

[Vermicompost after earthworm separation](#)

### **Discussion Session:**

The participants addressed that the presentation was very much informative and valuable. It was suggested from one of the participants that rather than saying ‘the vermi compost fertilizer is better in advantages than chemical fertilizer’ or ‘good alternative of other fertilizers’, it should be promoted on the basis of its benefits like: in remote (rural) areas it should be introduced as vital compost to farmers and its benefits should be shared with farmers. With this suggestion Ms. Divya Tara Tuladhar and Ms. Anada Shoba Tuladhar thanked the participants for the valuable suggestion and also added that they are now promoting this technology with the help of MEDEP. It was also suggested from the participant that they should work with municipalities to promote vermin compost since the vermin compost has a dual advantage as in getting fertilizer product and at the same time provide clean environment by using the wastage in composting process. Ms. Tuladhar said they have already signed an agreement with JICA



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Nepal and municipality to get their support (some work has already been done) in developing enterprises based on vermin compost.

A participant commented that the fertilizer is really good, he also recommended to make it commercially viable product and saleable to market. Branding of the product is also important to move ahead commercially. It was also inquired to know the out put of the investment done in the vermicompost business. Ms. Tuladhar replied that they are producing vermicompost 30 kg per day production depending upon the ratio of water in waste material. A participant asked that, in Chitwan, Chepang people are producing fertilizer through cow dung, and if it was possible to put earthworm in the cow dung (directly). For this inquiry Ms. Tuladhar suggested that earthworm are not able to stay alive in high temperature hence one should provide with shades for maintaining temperature and to keep the worms alive. And similarly said that the cow dung has to be at least three week old so that the earthworm can be feeded. Ms. Tuladhar addressed the query about the effect of vermicompost in potato farming; she replied that they are testing the effect in Dhading. She also added that organic farming is well renowned in international market and also has demand, so it could be a economic uplift if Nepal could export organic product (vegetables, fruit, etc.). She also added that this technology should be tested in high value crops also. On this participants gave back good response and said that it should be applied in large scale. In this there was also a discussion on the production of Vermin Compost to take in the large scale.

Ms. Tuladhar announced that they were looking forward to enterprises that want to take the dealership for the vermin compost fertilizer and would be of great help if somebody from the participant would want to take this initiative. She also shared that they were providing training in this technology to people, so if anyone who were interested to learn this technique are welcome to join them. Participants inquired that how Pesticide Monitor Nepal were able to initiate in the beginning, they also wanted to know about the production cost and about its further enhancement. On this Ms. Tuladhar answered saying JICA helped them in initial investments and added that discussion on this topic could be held separately in break due the time constraint.

## **2. Sharing of Experience of Successful Gladiolus Cut flower Growers**

### **– Mr. Lok Nath Gaire, Annapurna Agriculture Pvt. Ltd.**

Mr. Lok Nath Gaire was the second resource person for the forum. He shared his success story and presented the background of his floriculture business establishment. He mentioned that after dissatisfaction from trading business, he opted to open an agro-based industry as it is new business in Nepal and has higher market opportunities worldwide. Mr. Gaire said this industry needs maximum internal resources that will create employment and suits the biodiversity of our country. Mr. Gaire has been in this business for past 7 years and at presently employing 10



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permanent staff and 20 seasonal staff. Their main production is Gladiolus and Marigold. They have been successfully achieving sales around 10 million per year since past three years.

He also shared the overview & bitter experience of the floriculture business. As 99% people in this business have to hire land in rent basis, they have been facing misbehavior from landlords. Mr. Gaire shared that Floriculture industry lacks proper technology and supply of proper fungicide. It is also affected by natural disaster like, hail stone rain, storm. This industry lacks



**Gladiolus**

support from government (no policy) and no infrastructure has been developed. So, the government should facilitate rules and regulations to expand this sector. There should be good coordination between existing floriculture business for the betterment of this industry and this business should be commercialized to sustain in the global market. As it is a potential industry for Nepal, a good vision and effective plan should be developed for the good result in this sector.

### **Discussion session:**

A fruitful discussion was held during the session. Ms. Anand Shobha Tuladhar recommended that vermicompost is even good for floriculture. The participants were interested to know about marketing of the product. Mr. Gaire replied that currently they are selling 90% of the production in Kathmandu. However, they are not being able to fulfill the demand of market in pick season (specially in Mangsir to Falgun). It was commented that the Government support in policy level is required and also appropriate technology in floriculture in Nepal. Mr. Gaire said that the materials required have to be imported in Nepal, in this situation; they need support in arranging sitting house in Airport and also need a cooling van. If government could facilitate the required materials and arrangements the floriculture industry in Nepal will flourish more. A participant informed that DANIDA has taken some initiation to increase floriculture business in Nepal three years before. They have found that there are enough opportunities to export floriculture but there are some conditions that this sector has to fulfill.

It was discussed that the coordination with local government executives should be developed to promote floriculture businesses situated around the ring road of Kathmandu valley. Participants also inquired if gladiolus could be grown in the land where different varieties of agriculture produces are cultivated. Mr. Gaire said that floriculture cannot be done in the land where other crops are cultivated. At the end of the discussion session Mr. Gaire was asked the reason, why



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did he choose Gladiolus as a major product? Mr. Gaire answered that IAAS Research had conducted a research on floriculture and according to survey conducted in 2055, it was identified that Gladiolus has high demand in the market of Nepal. It is imported from India in the wedding season in Nepal as the market demand is not met. And not only in pick seasons even in regular seasons it is imported because supply is still not enough from Nepalese floriculture industries.

### **Wrap Up:**

Mr. Bimal Parajuli wrapped up the session and he added that floriculture is a viable product and the government should develop required infrastructure for this sector. At the end Ms. Muna Shrestha thanked Mr. Parajuli to moderate the sessions, the presentators & participants to make the forum successful.



**Annex : List of Participants**

| <b>I</b> | <b>F. Name</b> | <b>L. Name</b> | <b>Organization</b>             |
|----------|----------------|----------------|---------------------------------|
| Mr.      | Lok            | Nath Gaire     | Annapurna Agriculture Pvt. Ltd. |
| Ms.      | Dibya Tara     | Tuladhar       | Annapurna HPC                   |
| Mr.      | Hridaya        | Gautam         | Artha ko Artha                  |
| Ms.      | Sushila        | Prajapati      | BACSI                           |
| Mr.      | Satyanarayan   | Prajapati      | BACSI                           |
| Ms.      | Rita           | Prajapati      | BACSI                           |
| Mr.      | Pradeep        | Shrestha       | BACSI                           |
| Mr.      | Raju           | Shrestha       | BACSI                           |
| Mr.      | Ram Bahadur    | Prajapati      | BACSI                           |
| Ms.      | Sarshoti       | Prajapati      | BACSI                           |
| Mr.      | Dil Ram        | Prajapati      | BACSI                           |
| Ms.      | Bindu          | Manandhar      | BioGas Support                  |
| Mr.      | Suresh         | K. Thapa       | Care Nepal                      |
| Mr.      | Rajendra       | Khanal         | Care Nepal                      |
| Mr.      | Saroj          | Upadhyay       | CEMECA                          |
| Mr.      | Chhabi Lal     | Sharma         | Consultant                      |
| Ms.      | Mallika        | Shrestha       | Craft Palace                    |
| Mr.      | Mohan          | Gurung         | CRE                             |
| Ms.      | Anjana         | Tamrakar       | Creative Women's Craft          |
| Mr.      | Ghana          | Raj Pant       | CSIDB                           |
| Mr.      | Binod K.       | Upadhyay       | DSSI                            |
| Mr.      | Bimal          | Parajuli       | Free Lancer                     |
| Mr.      | Baldev         | Shah           | F-SKILL                         |



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|                |                 |                           |
|----------------|-----------------|---------------------------|
| Ms. Sabina     | Singh           | FTG Nepal                 |
| Mr. Sameer     | Khanal          | GTZ                       |
| Ms. Sanjita    | Shrestha        | GTZ                       |
| Mr. Sneh       | Sayami          | Himal Media               |
| Mr. Lal Kumar  | KC              | HJSS                      |
| Mr. Suren      | Poudyal         | IBM Institute             |
| Mr. Nem        | Manandhar       | Individual                |
| Mr. Bhushan    | Pradhan         | KUSOM                     |
| Mr. Binod K.   | Shrestha        | KUSOM                     |
| Mr. Surendra   | Pathak          | MuAN                      |
| Ms. Yagya      | Gurung          | Nepal Knot Craft          |
| Ms. Anand      | Shobha Tuladhar | Pesticide Monitor Nepal   |
| Mr. Jhank      | N. Shrestha     | Poverty Alleviation Fund  |
| Mr. Dhan Lal   | Shrestha        | PSDP                      |
| Ms. Sanu       | Tandukar        | RAHAT                     |
| Mr. Manjushree | Karjee          | Sana Hastakala            |
| Mr. Rajendra   | Poudel          | TIPS/WINNER               |
| Mr. Damodar    | Khanal          | TITI                      |
| Mr. Suraj      | Pakhria         | Tuki Association Sunkoshi |
| Ms. Silpa      | Shahi           | World Vision              |
| Mr. Francis    | Chettri         | World Vision              |
| Ms. Shanti     | Shrestha        | Friends Handicraft        |
| Ms. Nirjala    | Shrestha        | Friends Handicraft        |
| Mr. Pabindra   | Maharjan        | Kumari Flora Farm         |
| Ms. Bishnu     | Ghartimagar     | Nabin Hatekagat Udyog     |



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|             |          |                        |
|-------------|----------|------------------------|
| Ms. Indira  | Sapkota  | Nepal Grihini Udyog,   |
| Ms. Yagya   | Gurung   | Nepal Knotcraft Centre |
| Ms. Menuka  | Shrestha | Santosh Handicraft     |
| Ms. Sabanam | Shrestha | Women in Floriculture  |