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NEWSLETTER

July - December 2016



LETTER FROM THE DIRECTOR



Dear Friends,

I present you with July – December 2016 edition of our newsletter featuring latest news and updates from the period. Each year we honor four beneficiaries with Golden Talent Award winners for utilizing Heifer's support and converting

it into a sustainable source of income. This issue share glimpses of our winners for 2016 and their remarkable stories of courage to fight against hunger and poverty.

Heifer Nepal has been awarded with research grant by Livestock System Innovation Lab (LISIL). Details of all three project is shared in this issue.

Heifer has been working to increase farmers' productivity and production level while at the same time working to strengthen market infrastructures. To do so, we have been concentrating our effort towards promoting farmer-owned institutions that will pool scattered resources, to establish them as strong market actors. Our work in Siddhi is one

such example where the farmers have broken away from age old traditions to adopt improved animal management systems and started trading through their own cooperatives. This issue covers some highlights achieved in Siddhi.

I hope this issue will give our readers insight into Heifer's work. To learn more about our work you can find us on Facebook, YouTube, Twitter and our website.

Dr. Shubh N. Mahato
Country Director
Heifer International Nepal

Our mission is to end hunger and poverty and to care for the earth

NEWS AND EVENTS

Ascend honors Heifer International's Mahendra Lohani with Humanitarian Award

Dr. Mahendra Lohani, Senior Vice President of International Programs at Heifer International, received Ascend's inaugural Humanitarian Award on August 1, 2016.

Dr. Lohani's service in social amenity began with Heifer as a volunteer in Nepal in 1993. He served as the Country Director for Heifer International Nepal for six years from 1997 to 2002. Currently, he leads the Asia, Europe and Africa programs with projects in about 30 countries.

Thomas Phelps IV, President of Ascend Los Angeles Metro and Vice President of Laserfiche, presented the award to Mahendra at the annual Ascend National Convention in Anaheim, California.



"Mahendra's story—where he personally experienced extreme hunger and poverty growing up in Nepal while living in a small hut that provided shelter for his 11 siblings—has inspired all of us," Phelps said.

Dr. Lohani said. "The greatest reward is being able to see thousands of women, men and

children in communities around the world enjoy better lives. When I return home to Nepal, I always find them with open arms, joyful hearts and smiling faces. They have so few physical possessions, yet so much love to share. They feel empowered to change their world. In turn, I feel inspired to continue the cycle of creating positive change."

Nepal Team expresses their gratitude for the Impact Award - Donates half of the Award money



Heifer Nepal was awarded with Impact Award – a biannual award given by Heifer International for innovative, creative, imaginative actions that help to foster change across and throughout the organization. The award is a recognition to Nepal team for its swift response in providing

immediate relief to the victims of massive Nepal Earthquake 2015.

Heifer Nepal recognized that farmers were one of the most affected demographics and worked to rebuild their livelihoods through restoration of disrupted livestock and veterinary services systems. It worked in five of the 14 of the

most heavily impacted districts through its project "Helping Earthquake-Affected Livestock in Nepal" (HEAL – NEPAL) which was funded by The United States Agency for International Development/Office of U.S. Foreign Disaster Assistance (USAID/OFDA) and Heifer International. The project supported over 15,000 families to build back their lives over the course of 90 days.

Nepal team was presented with \$3500 for the bi-annual award of they donated 50% of the amount to Girl Child Education fund - a voluntary initiative of Heifer Nepal staff which provides scholarships to needy children from its project areas. The remaining amount was used in organizing a team building event for its staff.

NEWS AND EVENTS

Heifer and ICRC collaboration provides relief to families of missing (FoM)



The ten-year armed conflict in Nepal (1996 – 2006) resulted in deaths of over 13,000 people and disappearance of over 3,000 people while the fates of 1,300 are still unknown.

To address needs of FoM, ICRC designed Hateymalo Accompaniment Program. Its economic support component was jointly designed and implemented by Heifer International Nepal. With the objective of improving socio-economic well-being of FoM, Heifer provided support of goats, vegetable seeds, fruit saplings, livestock insurance, fodder and support for micro-economic activities. Since most the disappeared ones were major bread winners of their families, Heifer's economic support helped the FoM to improve their livelihoods and break out of poverty. By end of the program 2,274 families had received Economic support. Program end report showed that the economic

support had increased their household income by 20%.

To commemorate the memory of those who disappeared during the conflict, ICRC organized Report Presentation and Interaction workshop on completion of Hateymalo Accompaniment Program on 29 August and 2 September, 2016. During the program Neena Joshi, Director of Programs for Heifer Nepal shared, "Being able to make some difference in the lives of these families who have been living in unimaginable anguish and despair has been a fulfilling experience. The collaboration between ICRC and Heifer worked very well in reintegrating them into the society."

Honorable Minister of Livestock and Animal Products from Senegal visits Heifer Nepal communities



Honorable Minister Madam Aminata Mbengue Epse Ndiaye visited Heifer Nepal project site from 22 – 29 October, 2016. She was accompanied with a team of delegates that included Sall Aliou, National President of Mayors' Association, Oumar BA, Permanent Secretary of Mayors

Association and others. She was also accompanied by Dr. Mahendra Lohani, Sr. Vice President of Program, Heifer International, Abdoul Karim Gueye, Country Director of Heifer Senegal and Amadou Mbodj, Resources Mobilization Manager - West Africa, Africa Project.

Madam Minister visited Heifer communities in Banke and Bardiya districts where she talked to goat farmers and project stakeholders. She also had a meeting with Department of Livestock Service Office team to learn about Heifer's collaboration with the government.

At the end of the trip she shared that the visit had been very helpful in understanding Heifer's work in strengthening farmers' capacity to access the goat value chain. She added that the framework of Heifer's partnership with stakeholders at different levels would be useful in implementation of the Government of Senegal's "National Program of Self-sufficiency in Sheep" program that will be implemented in partnership with Heifer Senegal.

GOAT MARKETING THROUGH COOPERATIVES: A MILESTONE FOR INSTITUTIONALIZED MARKET SYSTEM DEVELOPMENT IN NEPAL

By Raj Kumar Adhikari, Program Manager - Entreprise Development



Goat is one of the integral component of agricultural system in Nepal. Majority of the farmers rear goats to supplement their nutrition and income. However, the market system is still at embryonic stage. Nepal lacks formal market mechanism and farmers were compelled to sell their goats to local collectors through informal channels. On the other hand, next level entrepreneurs like traders and processors are not getting adequate quality goat on regular basis. The scattered production by smallholders and lack of reliable market system has made them rely on imported goats. Goat Value Chain study done by Heifer in 2012 identifies lack of formal market system for meat

goats in Nepal which has resulted in poor access to market and profit is un-fairly distributed among the value chain actors and huge amount of money is being spent on import of meat goats which can easily be raised within country. The study indicates that only 39% of profit was received by farmers who invest more than 70% of total cost across the value chain. Therefore, Heifer has been implementing its project “Strengthening Smallholders in Livestock Value Chain” with the aim of strengthening smallholder’s enterprises that bear high significance for household income generation as well as import substitution of meat goats.

SUMMARY OF BUSINESS (SEP – OCT)

- No. of Cooperatives : 60
- No. of goats sold : 11,300
- Total Turnover : NPR 11,53,62,909
- Average weight : 27.4 kg
- Average price : 365/kg live weight



Agribusiness (FOAB) model where the producers' organization (cooperatives in case of Nepal) take lead role in production as well as post-production functions. Heifer has been supporting these cooperatives and its' members to set-up basic system for collective marketing initiatives as well as facilitating multi-actor interactive workshops for development of the sustainable market system. The heart of this approach is pricing goats on live weight basis, aggregation at a place. The entire process is led and managed by farmer's own cooperatives. Last year, 32 such Cooperatives tailored institutionalized marketing initiative which has almost doubled this year.

During Dashain – a major festival in Nepal, there is high consumption of goat meat. This increased demand is met through import from India and China. In order to catch this market demand, these cooperatives proactively coordinated with different actors for collective action for goat marketing. They went through a series of iterative process to come up at common understanding and consensus on quantity, quality and price along with aggregation date, venue and model of payment.

During the month of September-October, 60 cooperatives made transaction of 11,300 meat-goat worth NPR 115.36 million (approx. USD 1,100,000) and this system is continuing on a regular basis.

Heifer Nepal team quickly assessed the perception of farmers towards this innovation in market system and economic benefits. It was found that over 95% of the participating farmers have realized ensured market for their goats and fetched higher price over the conventional marketing on bargaining and negotiation. The study found that farmers who are participating in this innovative market mechanism have received 20 to 35% (average 30%) higher income than that offered by the collector at home. On the other hand, buyers are also realizing the benefit of this initiatives that has helped them to reduce their cost incurred on collecting goats and chance of poor quality goats being delivered by the agent. They share their experience of getting good quality goats in bulk at a defined place and time that has significantly curtailed their costs and hassles associated.

Last year I sold a very good goat for NPR 7,000 to a local collector. The next day, I came to know he sold that goat to another trader making NPR 4,000 profit from it. I had no idea about how to judge our goats and negotiate for better price. I didn't know where else could I get a better price or even what the current price for goats were. This year, we decided to sell the goats through our cooperative. Our cooperative made an agreement with another buyer for 1500 meat goats and fixed different prices for different quality goats. This year too I sold a goat (similar to last year). The local collector was offering 7,500 and my husband was asking for 8,500. But I brought the goat to the cooperative on market day and sold through cooperative that gave 9,500 for the same. Now, I am confident that weighing system is the best option to determine the value of goat and selling through cooperative that ensures farmers to receive fair price.

Deepa Chepang, Chandibhanjang

This type of institutionalized goat marketing on a regular basis is the very unique and innovative initiative in goat sub-sector. This is an example of FOAB model of enterprise development where cooperatives are becoming Business Hubs for their members as well as rest of the actors in the chain create win-win situation for all actors engaged. Out of 175+ Social Entrepreneur Women's Cooperatives (SEWC), more than 100 SEWCs will be in institutionalized goat marketing business and serve over 100,000 smallholders across Heifer's project area.

GOLDEN TALENT AWARD WINNERS FOR 2016

The Golden Talent Award (GTA) is established to recognize an individual or a family that has taken “a minimum of resources, converted it into a sustaining source of income and other resources, while at the same time helping other families and the community at large.” Each year Heifer Nepal awards 4 such individuals or groups, one from each of the 4 Heifer regions. In this issue, we present you with our winners for this year, who have been a shining example of hope and perseverance to many other individuals and families.

BASMATI BUDAMAGAR

Basmati, 43 recalls her daily journey to the forest, “I walked 3-4 hours each day to the forest with my baby tied to my back. The goats and buffaloes would graze in the forest, while I would feed my son.” Her flock of goats eventually perished, some due to diseases while others were hunted by tigers in the forest.

After joining Heifer’s group, Basmati planted seeds and saplings of various fodder and forages in her farm and fallow land. Only when she was confident that the plants would be enough to feed goats, she agreed to receive 2 goats from Heifer. She was relieved that the fodder and forages from her farm was enough to feed her goats.

Just this year, Basmati has been able to sell 4 goats earning NPR 62,000 (USD 600). She has sold fodder seeds and forage saplings



worth NPR 27,000 (approx. USD 270) and green chilies worth NPR 8,000 (approx. USD 80).

Her husband has also decided to join her in livestock enterprise. They both work together in their farm and are happy to be

together. He shares, “I am very proud of my wife. Because of her, I don’t need to go abroad, far from my home and work.” With the hope of scaling up, the couple have constructed an improved goat shed that can accommodate up to 50 goats at a time.

SANGAM GROUP

By working together the women of Sangam Group have been able to change the face of their community. After receiving training on Improved Animal Management and Fodder/Forage Management, the group decided to extend plantation to increase their livestock productivity. They leased community school’s land that had been left empty to plant variety of fodder/forage. They also worked together with Community Forest User Group to utilize empty land in the forest to plant additional fodder/forage. Today, each and every group member now has sufficient fodder/forage to feed their livestock. This year, the group members’ income from goats ranged from Rs. 206,000 –



Rs. 1,064,000 (approx. USD 2060 – 10,640).

The group is also very active in various community development and philanthropic activities. They

provide support to elderly people, regularly clean public places, have gifted goats and poultry to needy families and donated to earthquake victims.



JAYA DURGA GROUP

To ensure a proper market for their vegetables, the members of Jaya Durga Self Help Group (SHG) united their community to build collection centers from locally available resources such as bamboos and reeds. But this

structure required regular maintenance as its roofs leaked during monsoon. That is when the group decided to approach DDC for support in construction of a more permanent structure. The women's determination was strong enough to bring the development project into their community and DDC provided

them with NPR 500,000 (approx. USD 5,000) for construction materials while community members provided free labor. Sushila Chaudhary, a member now earns Rs. 550,000 annually by selling vegetables. Before joining the project her family's major source of income was her husband's wage as an electrician which was barely enough to support the family of 5. Today Sushila's husband has joined her as well, realizing it's potential. Together the couple work in their vegetable farm and are happy regarding their decision. Sushila is just one example of the numerous farming families who have increased their income from vegetables and access to market. The women of Jaya Durga SHG are changing the face of their community. Once plagued with poverty and conservative mindset, Parroha is prospering into a vibrant economy backed up by empowered women.

SITA HAMAL

There were times in her life when her farm produce was not enough to feed her family of 5. She and her husband would have to do labor work to make extra income. Now Sita has enough to give back. Sita shares, "I too had received gifts from another family which has been able to bring prosperity to my family. Now it is my turn to give back."

In 2013, Sita received 6 goats along with social and technical trainings and fodder/forage seeds and saplings from Heifer. She was able to implement what she had learned from the trainings in her daily life. This year she sold 32 goats and earned Rs. 2,87,500 (approx. USD 2,875). She also sold potatoes, mangoes and rice to earn Rs. 160,000 (approx. 1600) from its sale.



Sita is grateful for all the support she has received from Heifer. To express her gratitude, she passed on the gift of 6 goats, mineral blocks and fodder/forage seeds and saplings to another family. She also awarded a needy student

with school uniform and stationaries. She also support a visually impaired person from her village by personally donating and raising funds from her group members to purchase groceries and food items.

HEIFER INTERNATIONAL NEPAL IMPLEMENTS LIVESTOCK RESEARCH PROJECTS UNDER LIVESTOCK SYSTEM INNOVATION LAB (LSIL)

IMPROVING DAIRY ANIMAL PRODUCTIVITY AND INCOME OF DAIRY FARMERS THROUGH EFFECTIVE CONTROL OF MASTITIS DISEASE

Partners: Department of Live stock Services and Himalayan College of Agricultural Science and Technology.

The yearlong project aims to increase production and productivity of dairy animals and thus the income of smallholder dairy farmers, through recommending appropriate strategies to control the most economically significant mastitis disease. The project emphasizes building the capacity of dairy farmers on the adoption of good husbandry practices (GHP). The project investigates major gaps in the current practices of GHP for clean and hygienic milk production, identifies the motivational factors for adoption and designs tailor made training courses, and trains farmers (especially women farmers). The adoption of post milking teat dipping (PMTD) technology and dry cow therapy (DCT) will be highlighted during the project period through RCT covering 400 dairy farmers with all their milking animals in four FtF influence districts in the Terai and Hills eco-zones. During the project period, the most common causative organisms for clinical and sub-clinical mastitis will be identified, and the most effective antibiotics will be recommended for treating clinical mastitis through antibiotic sensitivity tests.

DESIGNING AND EVALUATING INNOVATIONS FOR DEVELOPMENT OF SMALLHOLDER FEMALE LIVESTOCK COOPERATIVES IN NEPAL

Partners: University of Florida, Montana State University, University of Georgia, Nepal Agricultural Research Council (NARC) and Interdisciplinary Analysts (IDA)

The four years project will evaluate three highly innovative and potentially transformative interventions to improve goat value chain functionality in rural Nepal. Animal scientists will evaluate several drought-resistant forage varieties. These varieties will be disseminated through Community Animal Health Workers (CAHWs) trained by Heifer and promoted within its' cooperatives. Social scientists will work with Heifer to develop two novel communication tools to strengthen goat value chains: (1) a distance learning platform that will make it easier for women to become CAHWs, and (2) an SMS-based information sharing platform that will improve cooperative efficiency and sustainability. The communication interventions will be rigorously evaluated using a randomized control trial (RCT) spanning 109 Village Development Committees in 27 districts, including eight in the Feed the Future (FtF) influence.

FEEDING SUPPORT TOOL DEVELOPMENT FOR ENHANCING DAIRY ANIMAL PRODUCTIVITY FOR IMPROVED LIVELIHOOD OF SMALLHOLDER DAIRY FARMERS IN NEPAL

Partners: NARC and National Dairy Development Board. The proposed project aims to develop a Feeding Support Tool (FST)/Ration Balancing Software (RBS) for balancing feed rations with available low-cost ingredients including forage, fodder, crop residue and agro-industrial by-products while still fulfilling the nutrient requirements of the different physiological stages of dairy animals, thus sustaining production levels at their highest potential. The overall goal is to increase income, ensure nutrition and food security at household level and enhance livelihood through increasing milk production and productivity of dairy animals raised by smallholder farmers first in the project area and then throughout the country.

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