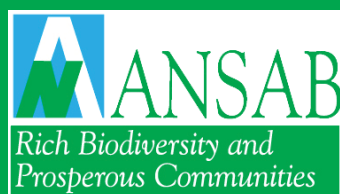


Investing in Nepal's Sustainable Development Through **Community-Based, Enterprise-Oriented** Solutions



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Who We Are

The Asia Network for Sustainable Agriculture and Bioresources (ANSAB) is a not for profit, non-governmental organization committed to improve the **livelihood** of poor forest users and workers while conserving **biodiversity** in the context of **climate change**.

Our Approach

ANSAB places long term economic rewards at the heart of its approach, believing strongly that as people benefit from natural resources, they become more motivated to protect them - and vice-versa. It has developed a set of innovative **community-based** and **enterprise-oriented** solutions in line with this core conviction, such as the creation of enterprises to sustainably collect, transform and export natural resources, especially Non Timber Forest Products (NTFPs), and the establishment of payment-schemes for environmental services, especially for Reducing Emissions from Deforestation, Forest Degradation and Forest Enhancement (REDD+).

To ensure the sustainability of its actions, ANSAB doesn't manage forests or operate enterprises itself, but rather leverage its knowledge and expertise to facilitate the emergence of grass-roots organizations and well governed value chains. In short, it **helps communities help themselves**.

ANSAB employs a permanent staff of more than **50 professionals**, has access to a roster of more than **200 individual experts** and manages an annual budget of about **35 million rupees**. It is widely regarded as a pioneer and a leading organization in the region, its innovative approach having been recognized by **numerous awards** and its expertise being regularly sought by

governments, universities, development agencies and international NGOs.

Our Actions

At the local level, ANSAB helps communities to:

- evaluate the status and the value of their natural resources;
- make plans for **sustainable management and harvesting**;
- create **micro-enterprises** to transform the resources into consumer products;
- access **business development services** such as input supply, training and finance;
- obtain **certifications** (organic, fair trade, FSC) to improve management and facilitate marketing worldwide;
- measure, conserve and enhance **carbon stocks** while strengthening their resilience to the effects of climate change.

At the national level, ANSAB:

- supports the development of manufacturing, **marketing** and export enterprises;
- disseminates up-to-date **market data** to foster effective and fair buyer-seller interactions;
- **organizes networks** between private, governmental and non-governmental actors;
- **advises the government** in several key policy areas on an ongoing basis.

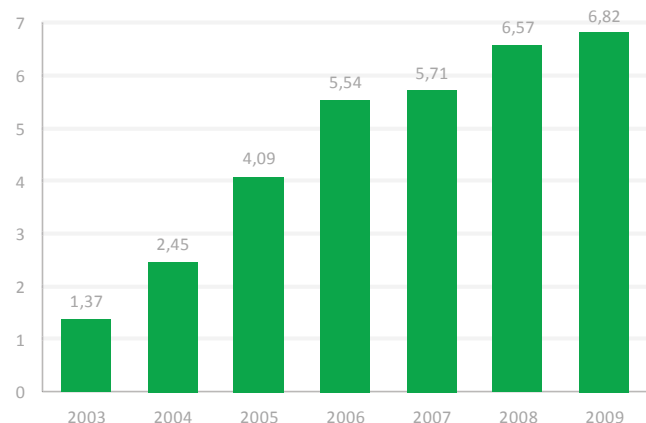


What We Did

Economic Results

Since its creation in 1992, ANSAB has implemented more than 50 projects in 21 districts of Nepal as well as in several South Asian countries. These interventions now generate US\$6.82 million per year in monetary benefits for 78,828 forest owners, users and raw material suppliers. About 40% of these beneficiaries are women. To put it another way, more than 60,000 rural households are now making US \$111 more every year than they would had ANSAB not existed. In a country where 30.9% of the population lives with less than US \$1 a day and where there is a huge disparity of wealth between cities and rural areas, this represents an especially heartening improvement.

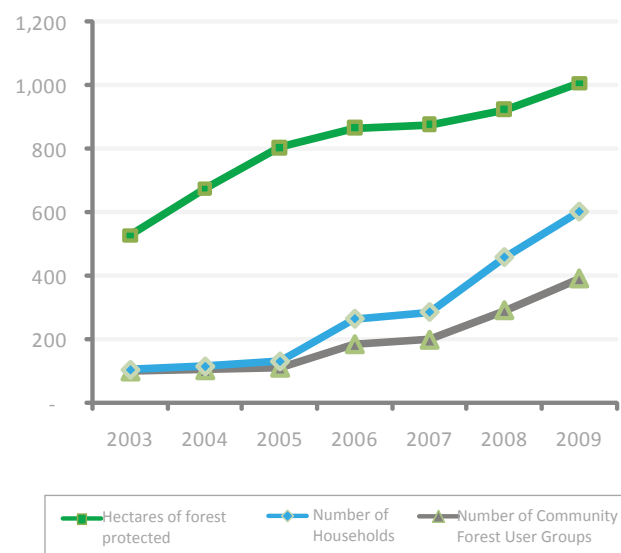
Annual Monetary Benefit (in millions USD)



Environmental Results

Meanwhile, ANSAB projects have brought 100,672 hectares of forest and meadow areas under the improved management of 393 Community Forest User Groups (CFUGs), ensuring healthier and more diverse ecosystems for many years to come. Given that deforestation accounts for approximately 18 % of global greenhouse gas emissions worldwide, this achievement is a significant contribution to the most pressing environmental challenge of our time.

Annual Environmental Benefits
(in Ha in hundreds, HH in hundreds, CFUG in actual number)





Budamaya Tamang

To address issues like the lack of access to capital, land, knowledge and management capacity of poor members of the Shankhadevi Community Forest Users Group (CFUG), ANSAB organized subgroups with the poorest individuals of the communities. Pieces of land were then allocated to these subgroups by the CFUG to plant non timber forest products (NTFPs), fodder and new varieties of grasses, which they now manage and sell themselves. Sales revenues are redistributed amongst the members. The subgroups have also started savings and credit schemes to create long-term sources of financial support.

Mrs. Budamaya Tamang is the chairperson of one of the subgroups and a mother of four. She says that "Prior to the training provided by ANSAB, she didn't know about forest management or anything about savings and credit."

"It's good to see the forest coming back," she continues. "We have a saying in Nepali that roughly means green forest equals Nepal's wealth."

Budamaya also notes that her subgroup's next steps are to set up a store where they could sell what they are producing on their leased land. "I would like to move our subgroup even more forward," she explains. "I would like to further improve our financial and environmental conditions. In the future, I hope that my children will benefit from what we are doing now."

Ramesh Lama

Ramesh Lama learned how to operate a distillation unit thanks to an ANSAB project at the beginning of the decade. Although he had been a "coolie" (unskilled laborer) all his life and did not have previous experience in forestry, he has now been working for the past eight years as the manager of Deudhunga Cooperative's Distillation Units. He is responsible for gathering distilled oil from the four distillation units of the cooperative and consolidating it to take to markets.

Ramesh Lama owns shares in the cooperative - as do the plant collectors, his employees, local forest users and other members of the community. This business method facilitated by ANSAB ensures that all partners are eager to make the operation successful.

Ramesh notes that it is at times challenging to be responsible for so many different people's actions, but that it is also very humanly rewarding. Due to the skills he has acquired, he is now also training others on how to use and manage distillation units. He earns Rs. 500 per day as a technical trainer and has helped set up projects in nearby Darban. "I am happy to come to work and feel glad that I learned new skills that I can use on my own," says Ramesh. "Moreover, the revenues from my training jobs, from my management work and from my shares feed my family."

Ramesh's expertise is in demand. He has recently been to Bhutan with ANSAB to train local individuals on the proper use of oil distillation units.





Ganesh Maya Shrestha

Ganesh Maya Shrestha has an infectious smile, a welcoming laugh and a magnetic energy that shines through during meetings of the shareholders of the Sindhupalchok District Wintergreen Distillation Enterprise. It is difficult not to take notice of this woman who takes pride in the fact that she is an enterprise shareholder. With the help of ANSAB, it took six months to interested individuals in her community to jointly invest and start up an enterprise that produce essential oils.

Previously, Ganesh Maya's family (consisting of her husband and one son) used to raise domestic animals. During the month of October, the major festival time of the Nepali celebration of Dashain and Tihar, her family used to take out bank loans to cover the costs of the Hindu celebrations as they did not have enough income to cover the necessary food and other items associated with the worship.

"I like that this enterprise brings work for the whole village," says Ganesh Maya, as she explains that "previously we had to leave the village for employment." Both her husband and her son are now employed at the Wintergreen distillation plant and, with the combination of their new salary, income from her firewood collection and the profits from their shares, the family now receives a monthly income of Rs. 5000. "We now have enough income to cover our costs and we no longer need to request loans for festival times," she enthuses.

Govinda Kami

Mr. Govinda Kami, 30 years old, is one of the shareholders of the ANSAB supported Malika Handmade Paper Enterprise in Kailash in Bajhang district. Govinda belongs to the untouchable caste of "Kami", traditionally assigned to do metalwork for local agricultural equipment needs. The caste discrimination situation was so severe in his village that untouchables had to drink in a separate water tap and could not enter the kitchens of upper caste families.

In a bid to introduce inclusiveness in the society, ANSAB asked Govinda to participate in the Malika enterprise activities. Two years later, he was promoted to be a project employee in Bajhang. The small income of Rs. 25,000 per year he now makes allows him to continue his studies in parallel with his work; he is the first person in his village to pursue a Bachelor's degree.

Thanks to his new job, Govinda was also able to pay off a loan of Rs. 150,000 (US \$2,300) that he owed to a local predatory lender that charged him 60% of interest every eight months. He also built a house for Rs. 250,000 (US \$3,800). Afterward, Govinda married Aasha and they now have a 3 years old son named Aabiskar.

Govinda has now gained good social status and he is frequently requested by people in Bajhang to join various forums and local institutions. Members of other castes no longer hesitate to eat dinner with him and he has become a role model for the youth in his community.



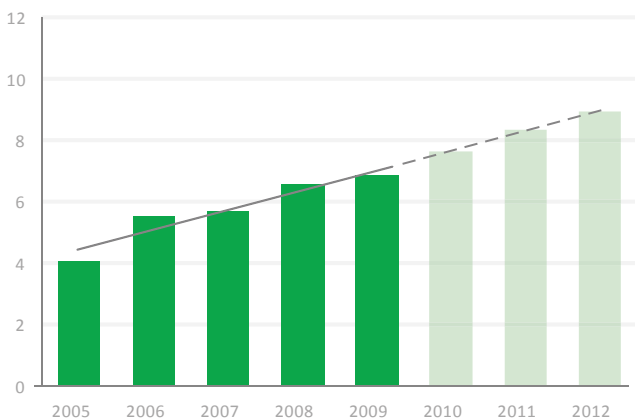


What You Can Do

ANSAB finances its interventions through a combination of contributions from **international donors** (Ford Foundation, United Nations, Blue Moon Fund, the US, UK, Netherlands & Norway governments, etc.) and **revenue-generating activities** (consultation contracts, publication sales, etc.).

Thanks to its strategic and targeted interventions, ANSAB has an excellent track record in terms of **value for money**. For each dollar provided by donors or earned through revenue-generating activities since 2005, it has been able to generate **11 dollars** for local communities so far. This ratio is poised to increase as the years pass since ANSAB interventions are self-sustainable and continue to generate revenues years after the original investment.

Projected Annual Monetary Benefits Growth from Previous ANSAB Interventions (in millions USD)



How You Can Help

ANSAB cannot **scale up** its achievements without a proportional increase in funding, however, and this is why it is committed to diversify its sources of revenues. If you want to make a difference in the lives of the poorest of the poor in Nepal or if you have the Himalayan biodiversity at heart, we encourage you to visit our website at www.ansab.org to learn more about our programs and to **make a donation**.

Donations can be tied to geographical areas or to one of the following three activities:

- creation of **community-enterprises** based on the sustainable management of natural resources;
- protection of **endangered plant species** and biodiversity;
- **climate change** mitigation (emissions reduction) and adaptation, more specifically through payment to communities for saving forest and carbon.

All donors will automatically be subscribed to our triannual newsletter and, as such, receive **regular updates** on the projects they have helped to finance.

Donations of all type and size can be provided online, but do not hesitate to contact us for larger or institutional contributions as specific projects can be tailored on a case by case basis to suit your needs and interests.