

# Glimpse



A Newsletter of CSD – September 2020, Issue 31

## CSD Awards Three Best Performing Women Micro-Entrepreneurs

The Centre for Self-help Development (CSD) has instituted Micro-Entrepreneurship Award for three outstanding micro entrepreneurs from among the women members MFIs. The award carries Rs. 25,000/- each.

The awardees are selected from among the women micro-entrepreneur nominees of its Member MFIs and Cooperatives. After scrutinization of the performance of each of the nominated micro-entrepreneurs through an evaluation committee, CSD Governs approved three best performing micro entrepreneurs for the year 2076. They are Ms. Manu Thapa Magar, who has been running a pig rearing business in Ranjha, Banke; Ms. Geeta Chaudhary, who has been running a livestock and vegetable business in Lamahi, Dang and Ms. Laxmi Devi Khadka, who has been running a cow farming as well as a vegetable farm in Nepalganj, Banke. Among the awardees Ms. Manu Thapa Magar is the member of the Unique Nepal Laghubitta Bittiya Sanstha Ltd., Kohalpur, Banke; Ms. Geeta Chaudhary is the member of the Aatmanirbhar Laghubitta Bittiya Sanstha Ltd., Ghorahi, Dang and Ms. Laxmi Devi Khadka is the member of the Upakar Laghubitta Bittiya Sanstha Ltd., Kohalpur, Banke.

The selection was made on ten basic criteria which include business growth, productivity and sales trend, profit trend, innovativeness, business sustainability, contribution to society, positive impact on environment, use of technology, business replicability and market management.

CSD has been working for sustainable self-help development of the poor families through microfinance support. It aims to boost up the morale of microfinance members engaged in micro-enterprises.

## Centre for Self-help Development (CSD) 30<sup>th</sup> Celebrates Anniversary



The Centre for Self-help Development (CSD) has entered into 30<sup>th</sup> year. It was established on August 13, 1991 (Shrawan 28, 2048) with the vision of alleviating poverty by raising the living standards of the deprived communities in rural areas through financial access.

During the last 29 years, the Centre has implemented various projects and programs to transform the social and economic condition of the backward communities and the deprived section, especially the poor women. CSD started its work by

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# Success Stories of Three Awardee Micro-Entrepreneurs

## 1. MS. MANU THAPA

RANJHA, BANKE

Ms. Manu Thapa Magar is the resident of Ranjha under the ward no 19 of the Nepalgunj sub-metropolitan city, Banke. She had to struggle hard for livelihood of her four member family till a decade ago. She had a small piece of land where her family used to grow some grain. Her husband worked in a grill shop as a laborer. They had a cow and some chickens. She said "I had worked for 16 hours a day to feed my family. It was very tough days. The year 2068 BS brought turning point in my life when I became a member of Unique Nepal Laghubitta Bittiya Sanstha Ltd. (The then UNYC Nepal) and took a loan of Rs. 8,000 to raise chickens." After that I had chance to take pig raising training from Unique Nepal. Thereafter, I took a loan of Rs. 20,000 and started to raise some pigs." Because of hard work her business started to flourish and there was no problem to pay regular interest and installments of the loan. As she succeeded, she gained the courage to do new things and Unique Nepal also began to trust her and she started to take new loans to expand her business.

Ms. Manu said that her pig rearing business started from one pig that flourished year after year with the increased loan support from Unique Nepal. She was assisted in her business by her son, daughter in law and husband. Manu built her piggery as an organized farm. Now she is raising 60 to 70 pigs. She has been selling 200 piglets a year lately. After deducting all the costs she has been able to earn an annual profit of Rs. 7 lakh. Besides, she also is selling pig meat at the price of Rs. 260 per kg at her farm and earn around Rs. 4 lakh annually from meat selling only. Today she has a flour mill established with a cost of Rs. 10 lakh. Out of the profit from her pig business she could add 3 Kattha (0.1 hectore) land in her total property.

Now Manu has a name and fame in the society. She has established herself as a leading entrepreneur and a source of inspiration to many women in her area. Other women also have started ventures by obtaining advice and support from her. She also helps others when they need some money in emergencies.



Ms. Manu Thapa and her husband in her pig farm

Now, Manu has also acquired good skills in marketing of her products. She had built necessary infrastructure for running a sound and healthy piggery. She has managed to assimilate the market demand and the changing environment. Nowadays she is looking for ways to make her business more technology friendly.

Manu attributes her success to Unique Nepal Laghubitta Bittiya Sanstha Ltd which has been not only a financier

but also a supporter, a morale booster and a guide. She is today an example of how the best use of microfinance could bring prosperity to a poverty suffering families.

## 2. MS. GEETA CHOUDHARY

LAMAHI, DANG

Ms. Geeta Chaudhary from Lamahi, Dang, had her past life full of stories of many deprivations and mental tortures. In her past days when she needed sugar and went to a shopkeeper asking a kilogram of sugar on credit she had been refused because she did not have money and her husband was ill. She had no reliable income source. Recalling the old time when she had to feel ashamed and sad many times due to poverty. She says, "Many times I cried because I did not have money even to pay bus fare to go to see my mother." She is still shocked, emotional and tears welling up in her eyes as she remembers what happened to her in the past.

During the 10 years of armed conflict of Maoist, she was forced to leave school at 8th grade and went to India with her brothers as there was no living environment in the village. When she came back, instead of going to school, there was pressure to get married. After settling down in the family, her time was spent in cooking and household chores. The grain production of her family was barely enough to feed the family. So she had to depend on wages to run her household requirements. After her marriage, her husband suffered from sickle cell anemia disease which is regarded as a humanitarian problem in the Tharu community of western Nepal. She spent all her money for the treatment of her husband and at the end she did not have money to buy medicine for him. At the same time, she could not get family support and forced to separate from the family with very little land. So it was difficult for her to run the house. The economic condition was on deterioration day by day. Those who saw her in that condition told her to get married again and quit the husband. Geeta says, "But I did not give him up rather I thought I should do something to solve the problem".

Wandering around how to get rid of the life of deprivation, Geeta's life took a new turn when she came across the doorstep of the Rural Women Development Center (RWDC). In the year 2070 BS, the employees of the RWDC suggested her to become a member in a microfinance group and start small saving and become self-reliant. Geeta initially refused to stay in the group as it was impossible for her to save money as she did not have money even to buy medicine for her husband. But later on, while attending the pre group training, she felt that she should take some measures to stay in the group. Geeta asked her mother to lend her Rs. 1,500 and started a grocery store in her own room. The shop paid off according to its investment, but that alone could not break the mountain of sorrows she had been facing.

In the same year RWDC provided her skills training to do business and she took a loan of Rs. 5,000 for the first time. She recalls the past, "RWDC said to me to repay the loan gradually in installment, so I was very happy then". She started small piggery business by buying a male and two female pigs with Rs. 3000 and the remaining Rs. 2000 invested to expand grocery store.





**Ms. Gita Choudhary in her chilly farm**

She said “The grocery store income helped me to meet household expenses. The two pigs gave birth to 9 female and 6 male piglets and I felt that my dream came true. As time went on, I continued to make a profit in the business and went on expanding the business by repaying the loan installment and interest on time. I also started raising ducks and chickens. I rented two bigaha of land and started

vegetables cultivation. During the season, cash crops like mustard and maize were produced and became a successful example of business diversification in the village.” Geeta has so far taken 9 loan cycles for business development and expansion.

At present, her pigs, ducks, chickens, vegetables and other agricultural products are traded at worth Rs. 15 lakh in a year. Most products are sold from home. Traders from Ghorahi, Butwal and Chitwan come to her house to buy her products. Now she makes a profit of at least Rs. 10 lakh in a year after the deduction of all expenses. In the meantime, she has built a house with eight rooms at a cost of Rs. 15 lakh and bought 6 kattha land as well as she has constructed cages for chickens, ducks and pigs at a cost of Rs. 12 lakh. Now she owes 2 lakh loans to RWDC. After repaying of this loan she is planning to establish a rice mill by borrowing new Rs. 5 lakh loan.

Geeta, who used to search for someone to give her a job and make a living, has now given regular employment to two people. In addition, many part time workers are employed during the harvesting season. In addition, she has focused on producing goods as per the market demand. Now she is planning to increase the profit of her business by introducing some machines. Her efforts are exemplary for other women in the village.

Now her social status has also changed. Geeta is now an established name in the community as a successful entrepreneur. The attitude of the family, neighborhood and society has changed towards her. People who look for starting a business come to her for advice. She is an inspiration to other women. It seems that the society that did not trust her for 1 kg of sugar yesterday is now takes her name and give respect today. She says, "One who is rich has everything but he who is not rich has nothing. That is the truth, I experienced in my life".

### **3. MS. LAXMI DEVI KHADKA** KHAJURA, BANKE

Ms. Laxmi Devi Khadka of Khajura, Nepalgunj, with eight members in the family had very difficult time to survive until five years ago due to poverty. She could not send her children to high school level and did not have the required skills to get employment. She wanted to start her own business but she did not have capital to invest. Due to lack

of the capital and skills, her family was wandering around with some labor work.

Laxmi was looking out some way to get out of poverty. A good luck bloomed to her in 2073 BS, when she was encouraged by a friend to become the member of Upakar Laghubitta Bittiya Sanstha Ltd. (the then Mahila Upakar Munch) and took a loan for growing vegetables for the first time on 12 kattha land with a loan of Rs. 20,000. She says, "As it was a new activity for her and she was doing it for the first time, there was not much profit but no loss as well. The income was enough to maintain the household expenses and to pay interest and installments. It gave me a new vigor and raised my confidence to take a bigger loan of Rs. 40,000 for expanding my business. The second time also I was lucky to have good profit in the vegetable farming and I could repay loan and interest on time. This way I went on increasing my borrowing. Then I took Rs. 1 lakh for raising cows along with vegetable farming.” She planned to do business in integrated farming system as it would be easy to have manure for vegetables and grass for cows. She continued to achieve success in her business step by step. She paid the principal and interest of loan on time so the microfinance organization also trusted and treated her well. As of late, Laxmi took a loan of Rs. 3 lakh to expand her dairy business.

According to her, she currently owns 7 cows that give 40 liters of milk every day and sold at the rate of Rs. 44 per liter. Likewise, she sold vegetables approximately of Rs. 10,000 daily.

Laxmi's business has provided regular employment to eight members of the family, including her son and daughter-in-law and five outsiders. In the peak season, she employed 8 to 10 employees. The business she started with Rs. 20,000 now has a capital investment of Rs. 25 lakh with Rs. 20 lakh own investment ploughed back out of her profit and Rs. 5 lakh loan from Uapakar Laghubitta. Now, she has expanded her vegetable business to 8 bighas on rented land.

She has now a plan to modernize her business as she herself and her son have acquired skills and knowledge through agricultural training. Emphasis has been laid on high value agricultural products including off-season vegetable farming. They have started compost production for organic farming. Her organic farming had a positive impact on the environment and biodiversity. It is worth following to increase soil fertility and also control further depletion of aquatic animals of nearby rivers and water resources. Now, she is adopting new technologies to make her job easy with the use of modern irrigation technology including hand tractors, tunnel farming, and threshing machines. She is not only a model farmer in the area but also is a motivator to many other women to disseminate the idea to become micro-entrepreneur and to run enterprises successfully.

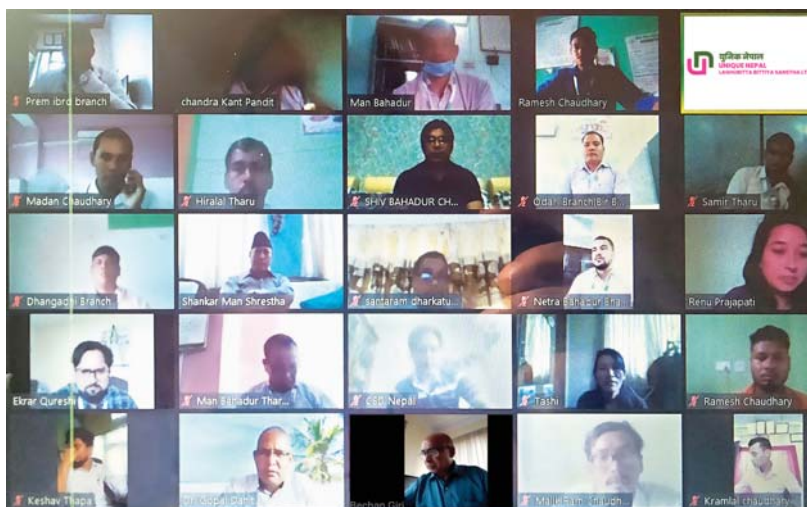


**Ms. Laxmi Devi Khadka in her tomato farm**

# Need to Boost up Morale and Confidence of Employees and Members

The Centre for Self-help Development (CSD) organized a Webinar on September 02, 2020 (Bhadra 17, 2077) with the Members of the Board of Directors, the Executive Director, Department Heads, Branch Managers and the Officials of the Unique Nepal Laghubitta Bittiya Sanstha Limited (UNLBSL), Kohalpur, Banke of Limbini Pradesh and the officials of CSD. The Executive Chief of CSD, Mr. Bechan Giri welcomed the participants and highlighted on the objectives of the program.

special guest Chairman of CSD Mr. Shankar Man Shrestha urged the officials of Unique Nepal Laghubitta Bittiya Sanstha Ltd. to focus on improving the quality of services rather than maximizing more profit. He said, "Maintaining quality of clients and credit is the prerequisite of success and sustainability of the institution." He further mentioned that the pandemic had taught us a lot of lessons too amongst a lot of problems. We must not repeat the mistakes we made. He said that the practice of clients duplication should be ended up and reminded, "MFIs are not meant to create troubles to clients but be responsible to ease their woes of life by providing them easy access of credit and other support." He also suggested the participants to assess the condition of each of the members and classify them according to the impact caused by the corona pandemic on their businesses and thereby their loan repayment and their loan repayment plan should be rescheduled to suit their needs and capacity to repay and not to follow coercive methods to collect installment. Mr. Shrestha also advised them to assess and prepare inventories of the youth returned from abroad, detailing their



Participants during Interaction

skills, knowledge and interest to bring them to the purview of microfinance to get them self-reliant and self-employed.

In the webinar, Member of the Board of Directors of UNLBSL, Mr. Santaram Dharkatuwa Tharu said, "There are opportunities also coming with the challenges, we should take this challenging situation positively and cope with them together with heart and soul and energize our staffs and members on this keep their morale high." He also thanked CSD for organizing such fruitful and timely program in this critical juncture. Likewise, Mr. Shiva Bahadur Chaudhary, another Member of the Board of Directors of UNLBSL also expressed, "We exist because of the organization and organization exists because of the members. So, we should work towards uplifting our members by involving them in productive businesses."

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## Way Forward of Unique Webinar

1. Initiate starting of the centre meeting of members by following health safety measures, by changing modality if required.
2. Build contact and communication with members and provide them counseling to boost up their morale and confidence to retrieve their businesses.
3. Categorize members based on their repayment performance and lockdown effect on their businesses as of the fiscal year end 2076-77.
4. Keep the high risk branches under the direct supervision of the Executive Director.
5. Prepare a plan to complete rescheduling of loan repayment of genuine members with good track record within mid September 2020 to ease smooth repayment of past dues affected by lockdown and strictly follow the policy of not giving additional loan to the members availing multiple loans from other MFIs.
6. Efforts will be made to activate dormant members to undertake enterprises and reduce the inactive members at 10 percent by the end of the fiscal year 2077-78.
7. Agricultural Technicians would be recruited to help members as well as impart technical support to them at their doorsteps to increase agricultural production and productivity.
8. Train and engage the children of the members in undertaking enterprises to develop them as a second generation of members.
9. Launch youth self-employment program for returnee youth from abroad to make them self-employed and stay home.
10. In view of the sluggish situation, the organization would not disburse loans aggressively and limit the loan to the members not exceeding the limit of previous year and would increase after the market situation improve.



# Let's Understand the Crisis and FIND A SOLUTION

The Chairman of the Centre for Self-help Development Mr. Shankar Man Shrestha has suggested the microfinance staff to face problems arisen out of the Corona epidemic and lockdown while maintaining the essence of microfinance. He expressed this at a Webinar program organized by CSD on Shrawan 7, 2077 (July 22, 2020) with the chairmen, MD, department heads and branch managers of Nerude Laghubitta Bittiya Sanstha Ltd. The online discussion was organized with the objectives of determining the future course of action by MFIs towards solving the problem towards conforing the microfinance sector due to the corona virus epidemic and lockdown.

On the occasion, Mr. Shankar Man Shrestha also suggested to prepare a detailed description of the impact of this pandemic on the branches and members. Before formulating a strategy, he suggested to categorize its members based on the scale of effect on the clients' businesses and creates an environment for self-employment of youths returning to the villages from abroad and cities. He further suggested that as the lockdown has been removed, the central meeting should be started by adopting safety measures and care should be taken to increase the confidence of the members and pressure should not be put on the members who are unable to repay their loans due to adverse business condition.

During the discussion, Nerude Laghubitta Bittiya Sanstha Ltd.



Discussion during Webinar

Chairman Dr. Bhesha Prasad Dhamala, the Board Director Mr. Mani Kumar Arjyal, Managing Director Mr. Sudhir Kumar Shrestha and department heads were also present. During experience sharing, Dr. Dhamala said that the microfinance sector, which has contributed a lot to poverty alleviation, has been neglected by the government. For this, he brought out the perception that the microfinance institutions need to showcase their achievements to the general public. He pointed out that unhealthy competition in the sector has increased due to the large number of microfinance institutions. "Now microfinance should focus on service expansion by reducing the number of clients to protect its creditworthiness," said Dr Dhamla. On the occasion, it was emphasized by the management team that the future strategy of the organization should be to provide quality services

to as many members as possible with less resources. For this, the branch managers were of the view that the organization would be strengthened and freed from the crisis only if the technology-friendly and effective services were expanded and they worked frugally. At the same time, the speakers complained that the monetary policy has created problems for the microfinance sector by setting a 15 percent interest rate cap. In the discussion, all the 10 branch managers gave presentations on the challenges faced during the lockdown period, the difficulties faced by the members and staff, administrative and financial condition of the branches. During the presentation, the branch managers shared that 90 percent interest was collected from the members, 50 percent installment was also recovered, no additional loan disbursement was made and the delinquent loan also increased.

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## Need to Boost ...

During the program Executive Director of UNLBSL, Dr. Gopal Dahit highlighted on the performance of the organization and said, "We are planning to declare this fiscal year as '**Entrepreneurship Development**' year and we would make each of our members an entrepreneur".

In the webinar branch managers from different branches of UNLBSL shared their branch performance and experiences in dealing with COVID-19. They also shared that delinquent loan had increased in comparison to the previous year. The participants also passed a way forward to tackle the problems arise out of the COVID-19.

# Make the Poor Self-employed Entrepreneurs

The Chairman of the Center for Self-help Development (CSD), Mr. Shankar Man Shrestha in a webinar organized by CSD on Bhadra 2, 2077 (August 18, 2020) urged the officials of Kisan Bahuuddeshiya Sahakari Sanstha Ltd. (KBSSL), Lamki, Kailali of Sudurpaschim Province to dig out the poor and deprived families living in the communities under its area and provide them finance to make them self-employed and transform into entrepreneurs. He also suggested that microfinance institutions and cooperatives should focus on the promotion and development of entrepreneurship among their members rather than concentrating on profit maximization. This will in turn boost up their profit and image.

In this interaction program, Mr. Shankar Man Shrestha also advised the top officials and branch managers of the Kisan Cooperative to conduct an assessment of the impact of COVID 19 and lockdown on their members businesses. He also opined "Microfinance and cooperative organizations' interest would be automatically protected if they could raise the businesses of the members". He further said that prior to formulation of new strategy to cope with the challenges brought about by COVID 19, each branch should assess degree of effect on the members and categorize them



Participants of Interaction between KLBSSL and CSD

accordingly. He also advised to prepare a list of youths returned from abroad and collect inventory on their knowledge, skill and capacity to bring them to the purview of their support and get them self-employed in their own homesteads. He said, "You should work to boost up the morale and confidence of your members as well as your field staffs. The members should not be intimidated and pressured for repayment in this time of difficulties and rather loan repayment schedule should be revised to suit their needs and capacity to repay."

In the webinar, Mr. Surendra Kumar Shah, Chairman of the Kisan Bahuuddeshiya Sahakari Sanstha Ltd. also said, "Our organization Kisan

Bahuuddeshiya Sahakari is now fully self-reliant and is focusing on poverty alleviation and entrepreneurship development of our members rather than making just profit". He viewed that the cooperation and support of CSD had been instrumental to gear up the serving capacity of the organization and tackling the obstacles confronting the organization.

In the program, Mr. Saroj Kumar Shah, Member of Board of Directors said, "In viewing the present situation, the organization has to move carefully mainly to bring the members to prelockdown condition. It is necessary to move ahead with the policy of increasing internal resources and reducing external debt".

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## Way Forward of Kisan Cooperative

1. Build contact and communication with members to assess the magnitude of Corona impact in their businesses and boost up their morale and confidence to resume their businesses.
2. Categorize members based on their repayment performance and lockdown effect on their businesses as of the fiscal year end 2076-77.
3. Rescheduling loan repayment up to six months depending on the magnitude of Corona effect in their businesses and revival probability.
4. Prioritize on financing agriculture and livestock enterprises.
5. Provide members additional financing, if required to restart their business and assist them with required technical support.
6. Train the member's children on microfinance and enterprise management to develop them as a second generation of members.
7. Launch youth self-employment program for returnee youth from abroad and cities to create self-employment.
8. Launch special program for the poorest of the poor and most vulnerable group.



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## Make the Poor ...

Speaking in the webinar, General Manager of the Kisan Bahuuddeshiya Sahakari Sanstha Ltd. Mr. Dambar Bahadur Shah expressed his commitment that he would work for maintaining the image of the cooperative and launch programs to uplift the living standard of the deprived families in his working area. He said, "In this hour of crisis we need to bring out relief packages to protect the businesses of the members.

We have initiated the digital technology to protect the employees and ensure the efficient service delivery to the members."

In the program the managers from different branches also shared their individual branch performance and experiences in dealing with the unavoidable circumstances. They also shared the challenges faced by the members due to this Corona pandemic. They said, "Even in the difficult time majority of the members had paid their installments.

Earlier Mr. Bechan Giri, Executive Chief of CSD, welcomed the participants and highlighted on the objective of the program. The participants of the webinar were the Chairman, the Board Members and the Officials from both CSD and Kisan Bahuuddeshiya Sahakari Sanstha.

At the end of the program, the participants consented on a way forward to tackle the concurrent problems arise out of the Corona virus pandemic.

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## CSD Celebrates ...

operating a Community Self-help Development Project (CSDP) in Jumla district of Karnali, a remote region of Nepal on January 1, 1992. It had started Self-help Banking Program (SBP) in 1993 in the villages of Siraha, Saptari and Udayapur in the Eastern Terai. After the success of this program, which was started as a pilot program with the aim of providing financial access to poor and needy women, the SBP program has been extended to other districts as well. In 2001 CSD transformed SBP program into Swabalamban Bikas Bank (now Swabalamban Laghubitta Bittiya Sanstha Ltd.) with more than 35,000 members and 29,000 loanee members of 8 districts. About a decade later, CSD handed over the remaining assets and liabilities, i.e., commodity, cash and human resources including 58,441 members of 14 more districts to Swabalamban Laghubitta Bittiya Sanstha Ltd. CSD is the first NGO to get license from the Nepal Rastra Bank to run microfinance program among the poor.

After handing over the microfinance program to Swabalamban Laghubitta Bittiya Sanstha Ltd., the centre changed its framework of operations and developed itself as an institute of microfinance and cooperatives and started conducting trainings, discussions, meetings, seminars and study visits of microfinance institutions inside the country and abroad to enhance the skills and abilities of the officials

and employees of microfinance institutions and cooperatives. Similarly, meetings and conferences have been organized at national and regional level to develop the awareness, capacity and financial literacy of the microfinance beneficiaries. CSD, which has been moving forward with the slogan 'Clean Microfinance Our Campaign', has been expanding its network by providing membership to the organizations which operate microfinance programs. At present, the centre has 12 individual members including the founding members and 43 member organizations across the country.

In order to make its program more participatory, CSD has also launched a new campaign for providing self-employment opportunities and finance to the children of microfinance beneficiaries and youths returning from abroad through its' member organizations. It has also been providing 'Entrepreneurship Development Award' to the MFIs and their member who have made outstanding contributions in the development of micro-entrepreneurship and enterprises. CSD is determined to move forward in coordination with the member organizations and other development agencies in the coming days to alleviate poverty and create employment opportunities for all in the country.



Participatory Rural Appraisal, Jumla- 1992



Self-help Group Meeting, Jumla- 1993

# Microfinance Cooperatives Prepare to Cope with Corona Virus

CSD organized a virtual interaction with its member cooperative organizations on August 2, 2020 to discuss on problems and challenges and opportunities arisen from the corona virus pandemic in the microfinance operation of the cooperatives in different parts of Nepal.

welcome remarks by Mr. Bechan Giri, Executive Chief of CSD and was attended by 28 different board officials, CEOs and senior executives. During the meeting, each of the participating organizations made a presentation on the impact of the corona pandemic on their operations and the business of their member clients. The participants also shared their views, experiences and learning on the present scenario.

Speaking on the occasion, Chairman of CSD Mr. Shankar Man Shrestha said "Compared to other sectors of the economy the damage caused by Corona Pandemic to microfinance sector is minimal and can be managed in a few months through hard work and motivation to own staff and members." He advised the participants not to lose hope in present condition. Chairman Shrestha also suggested the participants to re-orient their staff on the value and fundamentals of the microfinance and maintain good reputation among the members and the communities. He further said "The pandemic has given us time to reflect on the past mistakes we made and ensure that they don't repeat again in coming days." He said that duplication of



Virtual Interaction with Cooperatives

clients and multiple financing has damaged the microfinance industries more than anything else. He reminded the participants, "Cooperatives are not meant to create trouble in clients' lives but to improve their livelihood and upgrade them as entrepreneurs. Profit should not be sole end of microfinance operation. It will automatically happen, if we could raise their wellbeing and income by engaging them in micro-enterprises. Now a time has come to develop second generation of microfinance clients with the advent of the educated masses of the member's children, they will give a boost to the economy."

## Way Forward of Cooperatives Webinar

- 1) Classify the members on the basis of the following based on the operational status of mid-July 2020 AD (Ashadh 31, 2077 BS):
  - a) Members who paid installment (principal and interest) even during lockdown
  - b) Members who paid interest only at the time of lockdown
  - c) Members who have been paying on time and are willing to pay but are unable to pay due to the shutdown of their businesses.
  - d) Members who are willful defaulters.
- 2) Reschedule the repayment plan of the disciplined and non-willful defaulters in consideration of their capacity to repay and assist them to re-establish their businesses.
- 3) Prioritize financing on agriculture and agro-based businesses to reduce imports from foreign countries.
- 4) Adopt new technology for providing efficient and effective services to members.
- 5) Penetrate services down to the poorest, the deprived and marginalized group.
- 6) Interact and encourage the children of the members to become self-employed as the second generation of the members.
- 7) Encourage and finance youths returning from abroad to become self-reliant and self-employed in their own villages.
- 8) Stop client duplication and multiple financing to control over indebtedness of members and probable delinquency.
- 9) Build network among the local institutions for marketing of the products of the members by coordinating with the local bodies.



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