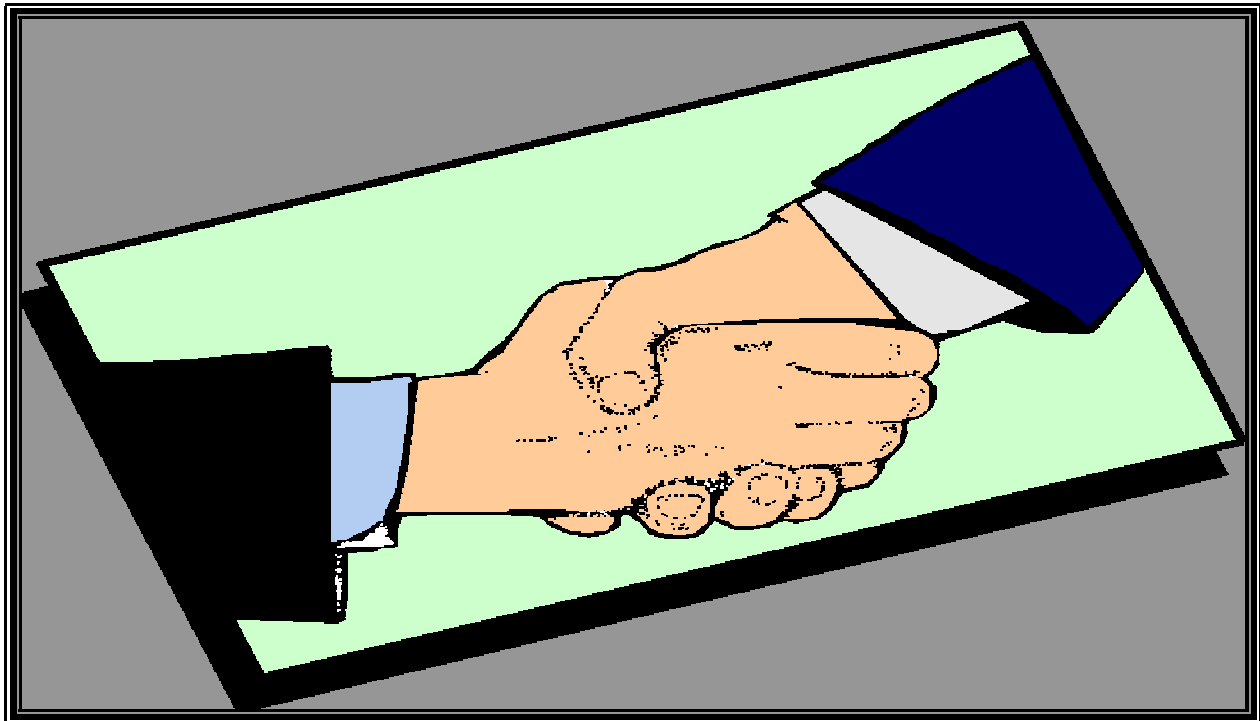


Commercial Agriculture Development Project
An Interaction Program about Partnership
with NGOs, Terhathum
Proceeding
(June 17, 2008)



Organized by :

**Government of Nepal
Ministry of Agriculture and Cooperatives
Department of Agriculture**

Commercial Agriculture Development Project(CADP)

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Abbreviations

ADB	-	Asian Development Bank
AOA	-	Agreement on Agriculture
CADP	-	Commercial Agriculture Development Project
CAA	-	Commercial Agriculture Alliance
CAF	-	Commercial Agriculture Fund
DDC	-	District Development Committee
DADO	-	District Agriculture Development Office
DOA	-	Department of Agriculture
EDR	-	Eastern Development Region
GDP	-	Gross Domestic Product
HVC	-	High value Crop
JFPR	-	Japanese Fund for Poverty Reduction
LDO	-	Local Development Officer
MOAC	-	Ministry of Agriculture and Cooperatives
MOLD	-	Ministry of Local Development
NPC	-	National Planning Commission
PMU	-	Project Management Unit
PSC	-	Project Steering Committee
RD	-	Regional Director
SADO	-	Senior Agriculture Development Officer
SPS	-	Sanitary and Phyto-Sanitary
TBT	-	Technical Barriers for Trade
VDC	-	Village Development Committee
WTO	-	World Trade Organization

Table of Content
Chapter- I
Content

S.N.		Page No.
1.	Introduction	
1.1	Background	1
1.2.	Objective of the program	2
1.3.	Date & Venue of the program	2
1.4.	Procedure of the orientation program	

Chapter- II

2.	Paper Presentation & Discussion	
2.1.	CADP – At a glance & Project Implementation Arrangement.	3
2.2.	Commercial Agriculture Alliance- A brief Introduction	4
2.3.	Acitivities of NGOs involved in Agriculture Development and their partnership and coordination with DADO	5
2.4.	CADP : Partnership with NGO	6-7
2.5.	Agriculture Development in EDR: At a Glance	8-9
2.6.	Few Word of Remarks	10

Appendixes

1.	Schedule of the program	11
2.	List of the participants	12-13
3.	Presented Papers	14-32
4.	Pictures	33-36

CHAPTER-I

1. INTRODUCTION

1.1 Background

Agriculture is the backbone of the Nepalese economy which alone contributes about 38 percent of the Gross Domestic Product (GDP), and plays the lead role in the economic development of the country. In Nepal, agriculture is the main source of employment and livelihood where 65.6 percent of the people are still engaged in agriculture. However, due to the lack of modernization and commercialization in agriculture, farmers could not benefited as per their expectation.

The Government of Nepal (GON) and the Asian Development Bank (ADB/M) agreed to launch Commercial Agriculture Development Project (CADP) on 23 February, 2006. The project is designed to efficiently deliver development to poor and socially excluded people, through equitable and sustainable commercialization of agriculture. The project will directly generate employment opportunities to poor and marginal farmers and landless people by promoting high value crops (HVC) and their marketing, transporting from the point of production to storage and processing centers. CADP will also assist small scale community based market infrastructure development.

This project is implemented in 11 districts of Eastern Development Region (EDR) including 5 hill districts (Dhankuta, Ilam, Panchthar, Terahthum, and Udayapur), 5 Terai districts (Jhapa, Morang, Sunsari, Siraha, and Saptari) and one mountain district (Taplejung). The project beneficiaries will be the farmers (including subsistence, semi-commercial, commercial and women farmers) growing or interested in growing HVC such vegetables, fruits, and spices; and entrepreneurs located in the identified high potential areas of EDR.

Major outputs of the Commercial Agriculture Project will be increased public private investment, inclusion of poor and semi-commercial stakeholders in commercial agriculture, improved market information system and enhanced capacity of project partners in supporting farmers. The project will also cover disadvantaged and vulnerable people in EDR who have been excluded from the development process. The landless will be empowered through training to become employed in market-chain activities.

Mostly, farmers and traders lack of knowledge and skills about production and marketing technology of high value crops (HVC), transportation and marketing infrastructures. Despite of these constraints, EDR has extreme variation in the soil conditions, elevation, and temperature in the project districts, which provide greater scope for the production and marketing of wide range of agricultural commodities including fruits, vegetables and cereals.

The Commercial Agriculture Development Project is market oriented and demand driven. The project aims to accelerate the process of agriculture commercialization in EDR and help to increase employment opportunities in rural areas, value addition of agriculture products and rural income.

Objectives of the District Level Partnership with NGO Program:

- To describe the overview of the project among partners.
- To make aware about eligibility criteria to be a partner.
- To create awareness about roles and responsibilities of partners.

Date and Venue:

Program was conducted on June 17, 2008 in the conference hall of the DDC, Terhathum.

Procedure:

- Arrival of Participants and Registration.
- Chairing of program : Mr. Dashain Mandal, Act. LDO, DDC, Terhathum.
- Chairing of the chief guest : Mr. Prem Prasad Bhattarai, CDO, DAO, Terhathum.
- Welcome to the participants: Mr. Kamlesh Tiwari, Technical Officer, CADP.
- Papers presented by:
 - Ø Mr. Kamlesh Tiwari, Technical Officer, CADP.
 - Ø Mr. Krishna Chongbang, Branch Manager, CAA, Terhathum.
 - Ø Mr. Anuplal Sah, SADO, District Agriculture Development Office, Terhathum.
 - Ø Mr. Dinesh Prasad Ray, Agriculture Extension Officer, RAD, Biratnagar.
- **Few words :**
 - Ø Mr. Anubhuti Bom Nepali, NGO Federation, Terhathum.
 - Ø Mr. Prem Prasad Bhattarai, CDO, DAO, Terhathum
- **Vote of thanks and closing of the program :**
 - Ø Mr. Dashain Mandal, Act. LDO, DDC, Terhathum.

CHAPTER – II

Summary of Presentation

Tiwari Kamlesh, Technical Officer, CADP: At a Glance, June 17, 2008

Mr. Tiwari, in his presentation, focused on introduction, overall objective, project command districts, proposed financing plan, expected impacts and outcomes, project components, value chain model and project implementation arrangement system of CADP.

He also explained that the project is under ADB grant, implemented by Department of Agriculture (DOA) for six years period. (July, 2007 to December, 2012) .The overall goal of the project is sustainably increasing the level of commercialization of agriculture in EDR. The specific objective is to reduce poverty in rural communities in 11 project districts through equitable and commercialization of agriculture.

The project investment cost is estimated as US \$ 24 million, out of which, the contribution of ADB, Nepal Govt., CAA, DDC, and FC is 18, 0.8, 4, 0.4, 0.5 million US \$ respectively. The expected impacts and outcomes of this project will be improved efficiency of marketing and processing of HVCs (vegetables, fruits, tea, and spices).

For the implementation of the project, **Project Management Unit** is established in Biratnagar, which prepares project annual work plan and project progress report; recruits the consultants and rewards the procurement contracts; supervises the project activities and performance of the partner NGOs and service providers and carries out the M& E of the project activities.

The major components of the project are:

1. Agriculture investment and management.
2. Inclusive development of stakeholders.
3. Market information dissemination.
4. Project partners capacity enhancement.
5. Project implementation support.

The MOAC is the executive agency, the CAA is the implementing agency for component -1 (commercial agriculture investment & management), and the DOA is implementing agency for the components 2, 3, 4, and 5.

Mr. Tiwari emphasized that, for efficient implementation of the program, each line–agency and other stakeholders should work as partners with beneficiaries (Farmers, Traders, and Processors). He concluded that "**The success of the project will depend upon level of the co-ordination among stakeholders, for which; regular interaction to understand each other roles, and responsibilities is must .**"

Chongbang, Krishna, (CAA); Commercial Agriculture Alliance: A Brief Introduction, June 17, 2008

Mr. Chongbang, in his presentation stated about, the introduction of Commercial Agriculture Alliance (CAA), its objectives, command areas, membership, Board of Directors; management of CAF, main tasks, procedure to be followed for submitting the application and approval of grant and roles and responsibilities of stakeholders and future course of actions of CAA.

CAA is not-for- Profit Company established in 29 September, 2006 for the implementation of **Agriculture Investment and Management** component-1 of CADP. The objectives of CAA are: Promoting commercial agriculture by developing an alliance between the commercial agricultural stakeholders; manage CAF; educate members about market linkage on production; transferring knowledge and skill about agricultural production technology and marketing to farmers and others stakeholders directly involved in the agriculture business; conducting awareness program and helping its members in protecting the intellectual property rights.

CAA will have a cost sharing Commercial Agriculture Fund (CAF) of US\$13.3 million. CAA will provide grant to its members for the development of community based infrastructures such as collection centers, suspension bridges, ropeways, farm to market road improvement, cold stores and so on. It will also provide fund for the non-infrastructure activities such as, production and market promotion of High Value Crops (HVCs) in the project area. The fund for community based infrastructures is mobilized through District Development Committee and for non-infrastructure activities through farmers groups, agricultural cooperatives, processors and traders of agricultural commodities. A maximum of \$ 80,000 will be provided for each community- based market infrastructure intervention and a maximum of \$ 20,000 for each non-infrastructure investment. The allocation of CAF to specific districts will vary according to need. Each general member can obtain a maximum of \$ 40,000 on cumulative basis, and each DDC a maximum of \$ 320,000 on cumulative basis.

Commercial Agriculture Alliance will implement its program in 11 districts of Eastern Development Region. CAA will have two types of members i.e. general and nominated. General members comprise farmer's groups, cooperatives, traders and processors whereas representatives from Ministry of Agriculture and Cooperatives, Ministry of Local Development, District Development Committee of 11 project districts, and Agro Enterprise Centre of Federation of Nepalese Chamber of Commerce and Industries(FNCCI) are the nominated members of CAA. CAA will establish its central office at Biratnagar and branch offices at district headquarter of 11 project districts. The stakeholders should play their roles in creating awareness at local level, selection of appropriate projects, recommendation of grant for feasible projects and regular monitoring and evaluation of the projects.

The CAA is established as a not for - profit company with definite objectives and well defined roles and responsibilities. Commercial Agriculture Fund that will have to manage by CAA, will be allocated for the commercialization of agriculture in the Eastern Development Region.

Activities of NGOs Involved in Agriculture Development and their Partnership and Coordination with DADO, Mr. Anuplal Sah, SADO, DADO, Terhathum.

Mr. Sah presented his paper about brief description of activities going on through partnership with different NGOs, potentials High value crops, and problems faced by DADO.

Background

- The district is potential for commercial agriculture.
- Total area is about 67900 ha.
- 54.90 % (37282) area is under cultivation.

Existing Situation

- Major cash crops: Off-season vegetables, seasonal vegetables, Potato.
- Fruits: Citrus
- Spices and other Cash crops: Cardamom, Zinger, Turmeric, Coffee, Tea, Sugarcane.

Potentiality

Area of seasonal and off-season vegetables, Potato, Citrus, Cardamom, Ginger, Turmeric, Tea, and Coffee can be expanded.

Existing Problems

- Lack of assured market for vegetables, fruits and spices.
- Low coverage of agricultural programs.
- Need of group improvement.
- Insufficient market infrastructures e.g. collection centres, cold storage, agricultural roads.
- Need of fruits, spices and vegetable processing units.
- Lack of technical knowledge for packaging and grading of vegetables and fruits.
- Lack of skilled technicians

Activities conducted by DADO through partnership with NGOs :

- § Seed Kit distribution of different crops
- § Training on different subjects
- § Bee-hive distribution
- § Farmers Tour
- § DADO also help to CAA's member for proposal writing and to prepare legal document of farmers group, cooperatives.

Tiwari Kamlesh, Technical Officer, CADP: Partnership with NGO, June 17, 2008

Mr. Tiwari, in his presentation , focused on the objective of Partnership, role of partner NGOs, Role of CADP and the basic eligibility criteria for partner NGO selection.

Objective of Partnership :

To assist subsistence and semi commercial stakeholders- Farmers, Traders and Processors (FTP)- who are not eligible for CAA membership but have potential to develop such eligibility if they receive support to overcome their difficulties.

Partnership Why ?

To ensure :

- § that partner NGOs are well established and accepted by local communities
- § that partner NGOs have substantial knowledge of local circumstances
- § efficient use of local resources and experiences
- § better implementation of program
- § clear roles and responsibilities
- § proper identification of target groups
- § quick rapport building

Role of Partner NGOs :

- § Farmer group formation and strengthening
- § Community mobilization
- § Social inclusion activities
- § Income generation activities
- § Monitoring and evaluation
- § Reporting
- § Others as specified in the partnership agreement depending up on the needs of :
 - Ø Target group
 - Ø Capacity of the partner NGOs and
 - Ø Commercial agriculture focus of the project

Role of CADP :

- PMU provides orientation for NGOs
- PMU place advertisements in local newspapers and informal networks calling application.
- NGO selection
- PMU provides training as required and according to the emerging needs of the work plan
- PMU monitor NGO work plan implementation for commitment, quality of work, and relationship with the community.

Basic Eligibility Criteria for Partner NGO Selection :

- Appropriately registered, preferably in EDR district and have legal status
- Operated continuously for at least 2 years, preferably in the project districts
- Record of community mobilization, social inclusion with similar target groups and in similar areas
- Experience or demonstrable competence of working with locally based counterpart NGOs and acceptance of the communities
- Demonstrate the quality of their work, commitment to programs, and relationships with the community
- Annual audited reports and accounts for the last 2 years
- Basic capability in management and accounting
- Membership in related association

Basis for Selection of Partner NGOs :

- General and overall experiences
- Institutional detail
 - Ø Physical facilities
 - Ø Key human resources with their qualifications
 - Ø Experience in required area of expertise
 - Ø Annual turn-over
 - Ø Account management system

Mr. Ray, Dinesh Prasad, (Agri. Extension Officer) RAD, Biratnagar, Agriculture Development in EDR- At a Glance, June 17, 2008

Mr. Ray, in his presentation highlighted the potential and constraints of commercialization in EDR and gave a overview about pocket areas, projects implementing in EDR, agricultural statistics, food balance sheet, agriculture program in EDR, potential crops according to geographical region, market infra-structures and National Mission for different crops in different districts.

Projects in EDR:

- Eastern Hill Development Project: Solukhumbu, Khotang, Bhojpur, Okhaldhunga.
- APPSP: Siraha, Udayapur, Okhaldhunga.
- Ultra Poor Project: Terahthum, Taplejung.

Market Infra-structures:

• Collection centers	-	37
• Wholesale markets	-	8
• Hat bazaar	-	577
• Cold stores	-	8
• Cellar stores	-	8
• Rustics stores	-	23

Potential Crops in EDR:

- Cardamom - Taplejung, Panchthar, Ilam, Sankhuwasabha, Terahthum, and Bhojpur
- Off-season vegetables - Dhankuta, Ilam, Panchthar, Terahthum, Sunsari, and Morang.
- Citrus - Dhankuta, Ilam, and Panchthar
- Areca nut and Black pepper - Jhapa
- Banana - Sunsari, Morang, and Jhapa
- Tea - Jhapa, Ilam, Panchthar, and Dhankuta
- Ginger - Dhankuta, Ilam, Terahthum and Panchthar
- Jute - Morang, Sunsari, and Jhapa.

National Mission program in EDR:

- Mission Fish - Siraha, Saptari, Sunsari, and Morang
- Mission Onion - Siraha, and Saptari
- Mission Citrus - Dhankuta, Ilam, and Panchthar

Mr. Ray expressed his views on project activities and co-ordination among different stakeholder in project district. Project is mainly concentrated in developing the small infrastructures such as collection centers, ropeways, suspension bridges, cold stores and improvement of farm to market link road. He added that the beauty of this project is to promote selected HVC in potential area of the project district. He added that due to availability of suitable climatic condition and socio-economic environment, EDR has greater scope for the commercialization of agriculture.

He ensured that he will be fully devoted to provide support in every step of project implementation. He also hoped that DADO of the project districts will provide required support during project implementation. He suggested that the success of the project depends upon the co-ordination among different agencies involved in CADP.

Few words of Remarks :

Mr. Anubhuti Bom Nepali, Chairman, NGO Federation Nepal, Terhathum

- § Mr. Nepali expressed happiness for implementation of CADP in the district.
- § He told that altogether 300 NGOs are working in the district, out of them only 30-35 are active.
- § He also expressed his view that NGO should be taken to CADP as opportunity for development of agriculture.
- § He requested to NGOs that, all NGO should work with CADP, through guideline of NGO federation Nepal.

Chief Guest, Mr. Prem Prasad Bhattarai, CDO, DAO, Terhathum.

- § He expressed his happiness that EDR is lucky region to get CADP.
- § He wished for grand success of CADP as its goal.
- § He hoped that CADP will play major role to over come the food insecurity situation specially in EDR.
- § He requested to all stakeholders that we should utilize this great opportunity through CADP program.
- § According to his view, commercialization in agriculture is only the basis of improving economic status of farmers as well as whole country.
- § He also told that CADP program should cover nutrition aspect.

Chairman, Mr. Dashain Mandal, for LDO, Terhathum

- § He expressed vote of thanks to CADP and all participants.
- § He expressed his happiness for CADP implementation in Terhathum district and requested to all of participants that it is great opportunity to uplift economic status of people.
- § He committed that, DDC will play vital role in each stage of CADP for success.
- § He suggested that each activities of CADP should transparent as well as implementation should be going on participatory approach.
- § He wished grand success of CADP in its each and every steps of project implementation.

Appendix-1 : Program schedule.

Commercial Agriculture Development Project An Interaction Program with NGO, Terhathum

Date : June 17, 2008

Time : 10:30- 1:15

Venue : Conference Hall , DDC, Terhathum.

Time	Activities	Remarks
10.30-11.00	Arrival of Participants and Registration	
11.00-11.15	Chairing of the Program : Mr. Dashain Mandal, Act. LDO, DDC, Terhathum	
11:15-11:35	Welcome to the Participants and Brief Introduction of CADP: Mr. Kamlesh Tiwari, Technical Officer, CADP	
11:35-11:50	Brief Introduction of Commercial Agriculture Alliance Mr. Krishna Chongbang, Branch Manager, CAA, Terhathum.	
12:20-12:35	Activities of NGOs Involved in Agriculture Development and their Partnership and Coordination with DADO, Mr. Anuplal Sah, SADO, DADO, Terhathum	
	Agriculture Development in EDR- At a Glance: Mr. Dinesh Kumar Ray, Ag. Extension Officer, RAD, Biratnagar	
12:35-12:50	Partnership with NGO, Kamlesh Tiwari, Technical Officer, CADP.	
12:15-12:45	Discussion	
	Few Words	
	Ø Mr. Anubhuti Bom Nepali, NGO Federation, Terhathum	
1:45-1:00	Ø Mr. Prem Prasad Bhattarai, CDO, DAO, Terhathum	
1:00-1:15	Vote of thanks and closing of the program : Mr. Dashain Mandal, Act. LDO, DDC, Terhathum	

Name list of Participants :

SN	Participant	Designation	Office/Address
1	Mr.Prem Prasad Bhattarai	CDO	DAO, Terhathum
2	Mr. Dashain Mandal	Act. LDO	DDC, Terhathum
3	Mr. Anup Lal Sah	SADO	DADO, Terhathum
4	Mr.Kamlesh Tiwari	TO	CADP, Biratnagar
5	Mr. Krishna Bahadur Chongbang	BM	CAA, Terhathum
6	Mr. Krishna Prasad Dhungana	F&A Officer	CAA, Terhathum
7	Miss. Sumitra Rai	M&E Officer	CAA, Terhathum
8	Mr. Dinesh Prasad Ray	Ag.Ext. Officer	RAD, Biratnagar
9	Mrs. Kamala Dahal	WDO	WDO, Terhathum
10	Mr. Anubhuti Bom Nepali	Chairman	NGO Federation
11	Mr. Ramesh Bajagain	Secretary	TSDC, Terhathum
12	Mr.Ganesh Bahadur Magar	Representive	RD, Tamphula
13	Mr.Chhatra Bahadur Shrestha	Program Coordinator	DUBK, Terhathum
14	Mr.Satya Narayan Yadav	JT	DADO, Terhathum
15	Mrs.Renuka Bhattarai	Member	PFG, Chhate-2
16	Mrs.Jamuna Dhungana	Member	NJKS, Terhathum
17	Mr.Kapil Gyawali	Company Secretary	CAA, Biratnagar
18	Mr.Suresh Kumar Kamat	JT	DADO, Terhathum
19	Mr.Suresh Prasad Yadav	JT	DADO, Terhathum
20	Mr.Pradip Kumar Singh	JT	DADO, Terhathum
21	Mr.Shreenarayan Basnet	JT	DADO, Terhathum
22	Mr.Bauwa Lal Yadav	JT	DADO, Terhathum
23	Mr.Dev Narayan Shah	Ag.Ext. Officer	DADO, Terhathum
24	Mr.Kapil Dev Limbu	Director	Deurali Society
25	Mr.Arjun Dhungana	Chairman	MSBS, Terhathum
26	Mr.Jiwachha Mandal	JT	DADO, Terhathum
27	Mr.Narawati Innam	Member	S. P., Terhathum
28	Mr.Dambar Guragain	Program Coordinator	PAC, Terhathum
29	Mr.Birendra Baral	Chairman	CODS, Terhathum
30	Mr.Bauwa Lal Yadav	JT	DADO, Terhathum
31	Mr.Purna Maya Gurung	JT	DADO, Terhathum
32	Mr.Pandap Goit	Ag.Ext. Officer	DADO, Terhathum
33	Mr.Dadhiram Guragain	Offoce Asst.	DADO, Terhathum
34	Mr.Netramani Kafle	JT	DADO, Terhathum
35	Mr.Thana Hang Subba	Chairman	TSS, Terhathum
36	Mr.Mangala Limbu	Member	SSC, Terhathum
37	Mrs.Binuta Gautam	Representive	MJS, Terhathum
38	Mr.Krishna Bidukhi	Reporter	Nawa Bihani Daily

39	Mrs.Anjala Khawas	Member	PWG, Terhathum
40	Mrs.Januka Kandangawa	Member	SGMS, Terhathum
41	Mrs.Gita Rokka	Member	SGMS, Terhathum
42	Mr.Chirangibi Dahal	HM	Panchakanya
43	Mr.Debendra Niraula	Secretary	Terhathum
44	Mr.Khyam Kumar Gautam	Member	TMSRC
45	Mr.Bhim Prasad Dahal	Chairman	SODEC, Nepal
46	Mr.Gyanendra Nepali	Representative	DSS, Terhathum
47	Mr.Dil Bahadur Kandangwa	Member	E&CA, Terhathum
48	Mr.Laxman Tiwari	Coordinator	NORM, Terhathum
49	Mr.Kishore Chandra Dulal	Chairman	CADS, Nepal
50	Mr.Bhawani Khapung	Member	RC, CAA
51	Mr.Aitaraj Nepali	Secretary	SKCU, Terhathum
52	Mr.Raj Kumar Nepal	Chairman	CUC, Terhathum
53	Mr.Bhim Bahadur Nepali	Chairman	Terhathum
54	Mr.Kesharman Kandangwa	Chairman	OPS, Terhathum
55	Mr.Devi Prasad Kandangwa	Principal	OPS, Terhathum
56	Mr.Bharat Basnet	Secretary	RD, Terhathum
57	Mr.Tulashi Adikari	Chairman	Terhathum
58	Miss.Santosi Mahara	Member	MSA, Terhathum
59	Mr.Kuwar Gautam	HM	Terhathum
60	Mr.Puspa Prasad Das	JT	DADO, Terhathum
61	Mr.Hari Kumar Tungabanhanke	Member	Terhathum
62	Mr.Dhan Bahadur B.K	JT	DADO, Terhathum
63	Mr.Ghamanda Bhandari	JT	DADO, Terhathum
64	Mr.Bakhat Dahal	SP	DADO, Terhathum
65	Mr.Yubaraj Shrestha	SP	DADO, Terhathum
66	Mr.Toya Dhungana	SP	DADO, Terhathum
67	Mr.Siva Prasad Koirala	JT	DADO, Terhathum
68	Prem Kumar Limbu	SP	DADO, Terhathum
69	Bhim Bahadur Karki	Member	CS&DS, Terhathum
70	Mr.Prakesh Limbu	Representative	NUJS, Terhathum
71	Mr.Bhuwan Singh Budhathoki	JT	DADO, Terhathum
72	Mr.Rohit Bantawa	Secretary	GCK, Terhathum
73	Mr. Krishna Bahadur Jogi	Computer Operator	CAA, Terhathum
74	Mr.Mahesh Mahara	Computer Operator	CADP, Biratnagar
75	Miss. Durga Odari	Computer Operator	CADP, Biratnagar
76	Mr.Ramesh Khatiwada	Driver	CAA, Biratnagar
77	Mr. Mohan Nepal	SP	CAA, Terhathum