Developing Medicinal Plants Enterprises In East Nepal: 
Practical Lessons Learned and Forward Challenges

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Medicine Buddha with Medicinal plants
Nepal and Vietnam: Strategic Market Positions
Medicinal Plant Enterprise Cycle

1. Feasibility and Market study
2. Community Consultation and Training
3. Cultivation and Harvest Training
4. Simple processing Training
5. Cooperative Formation and Training
6. Enterprise Formation and Training
Mountain Poverty
Nepal is one of the world’s poorest countries, with annual per capita GNP less than $400.
Importance of Motivated Key Staff
Training Farmers as Groups
Scaling up incrementally, from 30 farmers in 2001 to over 16,000 by 2014.
Use of Local Organizations as Partners

Shree High Altitude Herbal Growers and Preservation Institute
Incremental Scaling Up: Village to village replication
Value Addition: Intercropping into existing agricultural systems
Value Addition: Certificates of Origin to increase income
Potential: Transformation of Household, families and Communities
Challenges: Logistical difficulties, Access to markets
Challenges: Quality Control and Monitoring
Challenges: Consolidation and Taxation
Way Forward: Working with existing markets and Traders: Search for the Win-Win
Way Forward: Converting Co-Operatives into Enterprises
Way Forward: Supply Depots: To wait out Market Fluctuations
Way Forward: Incorporate training and on farm Research
Way Forward: Focus on including more women as growers and managers
Way Forward: Educating the Next generation to establish local livelihood options
Way Forward: More Value Addition: Certificates of Origin, Processing, Branding
Thank you