

# EU – NEPAL TRADE AND INVESTMENT PROGRAMME (TIP)

Increased capacity throughout Nepal's Pashmina  
Value Chain –

Consultant report



International  
Trade  
Centre

In collaboration with



This project is funded by  
the European Union

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## Introduction

The report describes activities that were carried out in collaboration with NLSIP<sup>1</sup>, NPIA, the Fibre Processing Company and FWEAN. Overall results and recommendations to strengthen farmers' commitment to harvest and add value of their fibre are also described.

## Strategic and operational plan of the Mustang Chyangra Farmers' Association

To establish a sustainable business relationship between the Fibre Processing Company and Chyangra farmers in Mustang, the Chyangra Farmers' Association plays an important role. The association aims to provide services to all Chyangra farmers as well as lobbying and advocacy, raising voices on their issues to the concerned public and private sectors organizations. In addition, they facilitate pashmina fibre collection and business linkages with buyers. The four major objectives of the association are as follows:

1. Awareness raising program towards modern Chyangra rearing
2. Training and capacity building of Chyangra farmers/groups
3. Coordination and collaboration with key stakeholders
4. Outreach services to all Chyangra farmers in Mustang and other adjoining districts

The Chyangra Pashmina Farmers Association was restructured in September 2021 with nine executive committee members representing farmers, from four Gaunpalikas. The objective of the restructuring was to expand the operation and outreach of association activities. The association played an important role of the Master Training program on fibre combing that was held in April 26-27, 2022, at Lomanthang. Fourteen trainers from four Gaunpalikas were selected for an intensive training conducted in four Gaunpalikas. Fourteen trainers are now associated with the Farmers' Association. The results of this collaboration are briefly described below.

## Communication program

The Farmers' Association created its own social page on Facebook [<https://www.facebook.com/mustangchyangra>] with more than 600 active followers from Mustang. Chyangra Pashmina related activities are regularly updated on this page and news published in various print and digital media. In addition, there is a separate private group formed on Facebook, WhatsApp, and Viber for regular communication with the team.

Table 1 News published from various print and electronic media

#	Description	Web link
1	In search of Pashmina fibre in Mustang.	<a href="https://www.businessawaj.com/2022/02/chyangrako-uun/">https://www.businessawaj.com/2022/02/chyangrako-uun/</a> Source: Business Awaj, February 28, 2021
2	Collection centre established in Mustang.	<a href="https://youtu.be/HHSsnAUR1dU">https://youtu.be/HHSsnAUR1dU</a> Source: Sagarmatha TV, August 4, 2021
3	Market for Chyangra Pashmina fibre in Nepal	<a href="https://myagdikali.com/230828/">https://myagdikali.com/230828/</a> Source: Beni Online, August 4, 2021

<sup>1</sup> NLSIP: Nepal Livestock Sector Innovation Project

NPIA: Nepal Pashmina Industries Association

FWEAN: Federation of Woman Entrepreneurs' Associations of Nepal

		<a href="https://www.abhiyandaily.com/newscategory-detail/392169">https://www.abhiyandaily.com/newscategory-detail/392169</a> Source: Arthik Aviyan newspaper, August 4, 2021
4	Mustang Cyangra Pashmina Farmers' Association – New committee formation	<a href="https://www.samadhannews.com/2021/09/22/35092/?fbclid=IwAR386eAA0pol88tleNBLT8J57gSnmN0YiH5-jcxiLzFQQqsMO0ybOFxQXtE">https://www.samadhannews.com/2021/09/22/35092/?fbclid=IwAR386eAA0pol88tleNBLT8J57gSnmN0YiH5-jcxiLzFQQqsMO0ybOFxQXtE</a> Source: Samadhan newspaper, September 22, 2021
5	Visits of an international fibre processing expert to Mustang	<a href="https://www.youtube.com/watch?v=zoOD9EZm5_Y">https://www.youtube.com/watch?v=zoOD9EZm5_Y</a> Source: Galaxy Province News, November 19, 2021
6	Problem in fibre processing due to lack of technology.	<a href="https://arthikawaj.com/wool-2/">https://arthikawaj.com/wool-2/</a> Source: Arthik Awaj, October 2, 2021
8	Study in Mustang for Pashmina collection.	<a href="https://nepalsamaj.com/2021/11/17/88247/">https://nepalsamaj.com/2021/11/17/88247/</a> Source: Nepal Samaj, November 25, 2021
9	SAMADHAN NEWS Online - Training to farmers on combing	<a href="https://www.samadhannews.com/2022/05/05/44220/">https://www.samadhannews.com/2022/05/05/44220/</a> Source: Samadhan newspaper, May 5, 2022
10	Collection centre in Lomanthang	<a href="https://www.facebook.com/100000579672481/posts/pfbid02jf7SaLApno1Hp3EWtczarYrqpgfAhuweD5xQXo9fiQha36c3ETnYzehyu1UupGTCl/">https://www.facebook.com/100000579672481/posts/pfbid02jf7SaLApno1Hp3EWtczarYrqpgfAhuweD5xQXo9fiQha36c3ETnYzehyu1UupGTCl/</a> Source: Galaxy 4K TV, June 5, 2022
11	Inauguration of collection centre at Charang, Mustang	<a href="https://annapurnapost.com/news/pshminaa-snkln-tthaa-prshodhn-kendr-udghaattn-187414">https://annapurnapost.com/news/pshminaa-snkln-tthaa-prshodhn-kendr-udghaattn-187414</a> Source: Annapurna, June 28, 2021

The Farmers' Association will promote the video documentary of combing, which is in the process of being finalized through its social media page as well as other digital canal.

The Farmers' Association has a strong relationship with local media, the online news of the API TV channel, Samadhan, and National News Agency, Nepal. Local media will be involved in generating stories on Chyangra farmers and articles.

#### *Training and capacity building of farmers and groups*

Fourteen selected trainers are now capable of conducting trainings on combing and improving the quality of fibre. Seven batches of trainings in four Gaunpalikas were successfully facilitated by the local trainers as a pilot initiative. This training package is an asset for the association and must be carried out at the ward level so that all farmers learn to comb with modern combs. Field monitoring visits together with members of NPIA/fibre processing company during the trainings conducted by NLSIP (Teji Festival) showed the quality of the modern combs distributed, resulting in better fibre quality and animal welfare. About 300 combs were already distributed to farmers and an additional 300 combs are being despatched in July 2022 along with educational materials such as flex hangers with step-by-step fibre harvesting procedures and a price listing. For the next season the association will mobilize the 14 trainers to conduct similar training to reach farmers in remote areas providing support from TIP and ITC and other development projects as well as from the government. The association is willing to conduct trainings in Dolpa and Manang districts.

### Coordination and Collaboration

The association regularly coordinates and collaborates with the district level government and relevant organizations such as the Government Livestock Office (Bigya Kendra), Gaunpalika, the Chief District Office, Annapurna Conservation Area Project (ACAP) and participates in regular meeting. The association will work closely with all Gaunpalika offices for promotional activities as well as channels funds to support Chyangra farmers.

NLSIP, Pokhara Regional Office has conducted two batches of animal welfare and fibre harvesting training in Lomanthang and Kagbeni together with TIP. The local trainers that were previously trained by an international expert from Kyrgyzstan were mobilized for conducting both trainings to which altogether, 56 farmers participated.

Moreover, the Farmers' Association will collaborate with Bigya Kendra for an effective implementation of the programme. The Bigya Kendra programme has a limited budget for Chyangra breed improvement, shed improvement under the Chyangra Zone and Pocket program through Province government. The Farmers' Association will also lobby HEIFER International and ICIMOD in order to invest in the Chyangra value chains.

### Collaboration with NLSIP, NPJA, and Fibre Processing Company

#### Collaboration with various stakeholders (NLSIP) and results achieved

Activities	Results
<ol style="list-style-type: none"> <li>1. Collaboration and several rounds of meetings with NLSIP Kathmandu and Pokhara offices and a result of that joint trainings successfully conducted in Upper Mustang.</li> <li>2. Exchange of manuals developed by NLSIP, and inputs provided by the TIP project.</li> <li>3. Shared video documentary and flex hanger for distribution.</li> <li>4. Goats stand plan for combing was discussed and the detail plan was shared<sup>2</sup>. NLSIP is making such stand for combing and distributing to selected farmers.</li> </ol>	<ol style="list-style-type: none"> <li>1. Conducted joint training at Lomanthang during Teji festival (refer to the annex 4 for the participants' list).</li> <li>2. NLSIP conducted trainings at Kagbeni to the farmers by appointing trainers, who were trained by TIP/ITC were trained by project.</li> </ol>
5. v	3.

#### Collaboration with NPJA and the fibre processing company and results achieved

Activities	Results
<ol style="list-style-type: none"> <li>1. All activities were jointly organized with NPJA and the Fibre Processing Company.</li> <li>2. Manufacturing of modern fibre harvesting combs in Nepal was done</li> </ol>	<ol style="list-style-type: none"> <li>1. Farmers, local communities, and other key stakeholders such as Gaunpalikas are aware of Pashmina project activities, and they are supportive.</li> </ol>

<sup>2</sup> [https://fiascofarm.com/files/Milk\\_Stand\\_Plans.pdf](https://fiascofarm.com/files/Milk_Stand_Plans.pdf)

<p>in collaboration with NPIA and Fibre Processing Company. Local company was identified jointly, and the fabrication was done by copying a sample comb bought from Kyrgyzstan. Altogether 600 combs were locally produced and distributed to farmers in presence of local Gaunpalikas representative and trainers trained by ITC/TIP in April alongside training and instructions to use them properly. to the farmers.</p> <p>3. The Fibre Processing Company and other entrepreneurs are interested to invest in establishing a model Chyangra farm while partnering with local farmers. Preliminary discussions were held at Lomanthang with the farmers. A cooperative business model was proposed to operate this model farm.</p> <p>4. Video documentary of combing prepared in close interaction with NPIA and Chyangra Pashmina Farmers' Association.</p>	<p>2. Farmers now have new combs that improve fibre quality and respect animal welfare</p> <p>3. Some level of supply chain established between the NPIA/Fibre processing company and Chyangra farmers for supply of raw fibre.</p> <p>4. Capacity building of the fibre harvesting comb manufacturer in Nepal. The company is now capacitated to manufacture combs as per the requirement.</p> <p>5. Video documentary displayed during the Teji festival and training conducted by NLSIP to the farmers.</p>
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#### FWEAN and NPIA engagement to capacitate women entrepreneurs in Mustang

Activities	Results
<p>1. After consultation with FWEAN, NPIA and experts, a draft ToRs was prepared (refer to the annexes) for capacity building of women entrepreneurs in Mustang to start business in Pashmina. The Immediate past President of FWEAN, Ms Reeta Simha is willing to establish manual processing of CP fibre in Mustang by engaging local women and building their capacities. The idea of developing and promoting handmade Pashmina products is appreciated by various stakeholders such as Mahaguthi, Craft Yala, Vivekanand Mishra, NLSIP and experts (refer to meeting notes). They all have made verbal commitments to support the implementation. Refer to meeting minutes. Commercialization of natural products in Hemp and Allo Nettle has a long history in Nepal.</p>	<p>Terms of Reference is ready for engaging women in Pashmina value addition works in Mustang.</p>



<p>2. FWEAN and their Mustang district chapter supported the organization of an interactive trade show during the EUD ambassador's visit in Mustang. Issues and challenges of women entrepreneurs were discussed.</p>	
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### Outreach services to all Chyangra farmers

Farmers need all types of support services to improve their Chyangra goats' health and thereof Pashmina quality. Support services are regularly available through the local government (Gaunpalika and the ward office) but have limited capacity. Members of the Farmers' Association must be trained in a variety of services such as animal welfare, feeding, veterinary, insurance, fibre harvesting and marketing activities. The social mobilization of the association's trained resources would add value to the district. Farmers need to learn on how to give vaccine to their Chyangra goat while the association could provide the vaccines at minimum profit margin.

Insurance services in Chyangra are almost nil, and farmers are not aware of any government subsidy, and when aware, expressed having difficulties in providing the required documentation and follow the claim procedures. The Farmers' Association and Fibre Processing Company will lobby with the insurance company to start insurance on the Chyangra goats. Mr Udit Prasad Kafle, Dy. General Manager, Sikhar Insurance, is willing to provide insurance services to Chyangra goats.

Table 2 Compiled numbers

Total no of farmers trained (Refer to Excel sheet below):	230
Total quantity of comb distributed:	300
Total quality of flex hanger – Step by step combing process:	5
Total quality of flex	10

Note: Updated until June 2022

### Communication material

#### Flyer

A one pager flyer (English and Nepali) with a brief information about the training program in different batches in the four Gaunpalikas were developed. The messages focused on combing pashmina goats and adding value to proper grading and sorting of the fibre. The flyer was distributed to farmers, Gaunpalika offices, and other key stakeholders involved in the training.

Figure 1 One-pager flyer with brief information about training in combing and value addition of fibre



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Fibre Value Addition: training for Chyangra Pashmina Farmers

## Combing pashmina goats and adding value to proper grading and sorting of the fibre

April and May 2022

The International Trade Centre and the Nepal Pashmina Industry Association will organize farmer training in the gaunpalikas of Lomanthang, Lo-Ghekar Damodarkunda, Baragung Muktichhetra and Gharapjhong.

An International expert and Nepali master trainers will conduct training for about 175 farmers divided into groups in each gaunpalika. Participants will learn how to extract the maximum amount of pashmina fibre from goats while fully protecting the animal's well-being. The training will also focus on sorting and pre-grading the fibre and the appropriate storage techniques for sales.

**Training dates:**

29 & 30 April	Batch 1 & 2	Lomanthang
1 & 2 May	Batch 3 & 4	Lo-Ghekar Damodarkunda
3 & 4 May	Batch 5 & 6	Baragung Muktichhetra
5 May	Batch 7	Gharapjhong

## Flex hanger

Step by step processes for combing Chyangra goats were prepared and printed in flex material with bunting (Size: 27 inches by 36 inches) so that it can be hanged on walls. The English version in flex was displayed during Teji festival on visiting stalls. The Nepali version of the combing process was printed (100 pieces) and transported from Kathmandu by NPIA and then distributed to the ward offices from four Guanpalikas. See annexes for the distribution plan of combs, flex hanger and price rate. It was agreed upon that all training materials be distributed by the Gaunpalika office by inviting ward representatives and lead farmers. These will then further distribute in their respective wards to the Chyangra farmers. In each Guanpalika two trainers will participate in the distribution program to provide a briefing on appropriate combing.

Figure 2 Step-by-step illustration of the combing process printed in flexible material with bunting to hang on the wall



### च्याङ्ग्राबाट फाइबर (पश्मिना भूवा) संकलन

## च्याङ्गालाई काँड्योले कोर्ने चरणबद्ध प्रक्रिया



आधुनिक काँड्योबाट निकालेको भूवा



आधुनिक स्टिलको काँड्यो प्रयोग गरी तलबाट माथि भूवा निकाल्दै

**चरण १ : काँड्योले कोर्ने योग्य च्याङ्ग्राको छनोट:**  
 मौसम गर्मी भएसँगै च्याङ्ग्राको शरीरबाट पश्मिनाको रौं झर्न थाल्छ। त्यसैले सही समयको पहिचान गरी च्याङ्गालाई आधुनिक काँड्योले कोर्नुपर्छ। सही समय, ठाउँ, मौसम, च्याङ्ग्राको बग, उमेर र लिङ्ग अनुसार फरक पर्छ। उपयुक्त समयको पहिचान गर्न च्याङ्ग्राको शरीरबाट मसिनो पश्मिना छालाको सतहबाट छुट्टिनु पर्छ।



**चरण २ : काँड्योले कोर्ने सही ठाउँको छनोट:**  
 सही ठाउँको पहिचान गर्ने: जस्तै उच्चालो ठाउँ, हावा हरी

च्याङ्ग्रा को जीउमा दुई प्रकारका रौ हुन्छन् : मोटो बाहिरी रौ र भित्री

**थप निर्देशन:**

- सधैं खाली पेटमा कोर्नु पर्छ।
- च्याङ्गालाई कोर्नु अघि १२ घण्टा केही नखुवाई राख्नु पर्छ।
- रौ सुख्खा हुँदा अथवा नभिजेको अवस्थामा मात्र च्याङ्गालाई कोर्ने गर्नुहोस्।
- गर्भवती च्याङ्ग्रा जो बच्चा जन्माउन नजिक छ, धेरै सावधानीपूर्वक कोर्नु पर्छ।
- छालामा चोट, घाउघाटिरा लागेको च्याङ्गालाई कोर्नु हुँदैन।
- निकालिएको भूवा (खुल)मा नून पानी अथवा अन्य रसायन छर्के र उल्लो नबनाउनु होला।

## Seasonal Chyangra and Pashmina calendar

It is recommended to develop a seasonal calendar of Chyangra and Pashmina to educate farmers in all twelve months in terms of taking care of animals, feeding, veterinary, insurance, fibre harvesting and marketing activities which will be reflected every month in a calendar. This calendar should be delivered with the support of the NLSIP, TIP and ITC and others.

## Database of Chyangra goats

Collecting information related to Chyangra goats have always been a challenge as local Gaunpalika offices only maintain records of Chyangra goats' population at the time of vaccination of the animal. Chyangra population data of two Guanplika: Bharak Gunj Mukti Chetra and Lohekar Damodar Kunda is provided in the annex. There are no other organizations that maintain information on Chyangra goats. A adapted data format of Chyangra goats' was developed in consultation with the Mustang Chyangra Farmers' Association, the Nepal Pashmina Industries Association (NPIA), the Fibre Processing Company. The recording format was printed by NPIA, and data of 55 farmers were recorded during Teji festival who visited the stalls. The same format will be used to record the details of farmers who will be participating in future activities.

Chyangra farmers' data has been stored in a Google Excel sheet, which is easily accessible online to other users. The same back-end data was used to develop mobile apps with AppSheet. The mobile app is shared with all 14 Mustang trainers.

Figure 3 CP database

#	Name	Date	Days	Organization	Position	Gender	District	Address	Mobile	Chyangra#	Activity	Venue	omb_Recevie	Remarks
1	Chime Lamo Gurung	29-Apr-22	1	Farmer	Farmer	Female	Mustang	Choser, ward-1	9866316754	11	Training-Farmer	Chhoser, Lomani	Yes	Data updated by Karma Aang
2	Tsering youden Gurung	29-Apr-22	1	Farmer	Farmer	Female	Mustang	Chhoser, Ward-1	9846583387	57	Training-Farmer	Chhoser, Lomani	Yes	Karma Aangyal
3	Dorje Tsering Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Ward-2	9846712419	65	Training-Farmer	Chhoser, Lomani	Yes	Karma Aangyal
4	Tashi Angmo Gurung	29-Apr-22	1	Farmer	Farmer	Female	Mustang	Chhoser, Ward-1	9866353742	80	Training-Farmer	Chhoser, Lomani	Yes	
5	Tashi Angmo Gurung	29-Apr-22	1	Farmer	Farmer	Female	Mustang	Chhoser, Nepal	9846913044	55	Training-Farmer	Chhoser, Lomanthang, Ward No. 1 and 2		
6	Pemba Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Ward-2	9867862247	40	Training-Farmer	Chhoser, Lomani	Yes	Karma Aangyal
7	Kunsang Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser 1, Ward	9847680452	23	Training-Farmer	Chhoser, Lomani	Yes	Karma Aangyal
8	Sonam Sangbo Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Nepal	984761549	22	Training-Farmer	Chhoser, Lomani	Yes	
9	Mikmar Tsering Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Ward-1	9846586662	63	Training-Farmer	Chhoser, Lomani	Yes	
10	Tsering Phuunshok Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Nepal	9746079431	80	Training-Farmer	Chhoser, Lomani	Yes	
11	Migmar Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Ward-1	9869177794	30	Training-Farmer	Chhoser, Lomani	Yes	
12	Choesang Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Ward-1	9840856175	65	Training-Farmer	Chhoser, Lomani	Yes	
13	Phuwa Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Ward-1	9745991511	60	Training-Farmer	Chhoser, Lomani	Yes	
14	Phura Sangmo Gurung	29-Apr-22	1	Farmer	Farmer	Female	Mustang	Chhoser, Ward-2	9848252923	70	Training-Farmer	Chhoser, Lomani	Yes	
15	Youthin Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, 2	9862210953	40	Training-Farmer	Chhoser, Lomani	Yes	
16	Nima Dindhuk Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, 2, Nepi	9846371236	55	Training-Farmer	Chhoser, Lomani	Yes	
17	Dhorje Tsering Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, Nepal	9845513277	120	Training-Farmer	Chhoser, Lomani	Yes	
18	Pema Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, 2	9867862247		Training-Farmer	Chhoser, Lomani	Yes	
19	Migmar Tsering Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, 2	9866064886	500	Training-Farmer	Chhoser, Lomani	Yes	
20	Rinzin Dorje Gurung	29-Apr-22	1	Farmer	Farmer	Male	Mustang	Chhoser, 2	9849407449	60	Training-Farmer	Chhoser, Lomani	Yes	

## Other activities

### Participation in Teji festival

The consultants along with NPIA and Chyangra Farmers' Association participated in the Teji festival which was held on May 27-29, 2022. A separate stall was installed within the periphery of Lomanthang palace ground. Teji is a historical, religious, and cultural festival which is an important event celebrated every year by the Lochhhodin communities (Bista, Gurung and Loha) living in two Gaunpalikas of Upper Mustang. A large 'Thanka painting' is displayed hanging on the wall of the palace. Monastery lamas perform various religious and cultural dances and prayers. The Teji festival is based on the story of 'Padyasambhav' who came to Tibet to construct the 'SAMYA' Monastery. More than 500 foreign tourists are said to have come to observe Teji in Lomanthang this year (source: Annapurna news, June 28, 2022).

Figure 4 Teji festival at Manthang Palace, May 27,2022



Figure 5 Staff for promotion of Pashmina fibre at Lamanthan palace during Teji Festival



## Participation in inauguration of collection centre at Lomanthang

On May 28, 2022, the newly constructed modern design Pashmina fibre collection centre was inaugurated by inviting two Guanpalika representatives from Upper Mustang (Chairman, Vice-Chairman, and ward chairman).

Figure 6 Inauguration of Pashmina fibre collection centre at Lomanthang



## Seasonal Chyangra and Pashmina calendar

From May 30 and 31 2022 the consultant and representatives from NPIA and the Chyangra Farmers' Association visited households of farmers randomly in the areas of Thinkar, Marang, Surkhang, Kagbeni, and Thini, who had participated in the training conducted in the month of April 2022. Some details on the farmers are provided below.

Table 3 Monitoring details

Name	Location	Contact number	Details
Samden Gurung	Thinker	9866067790	<p>She is a wife of Mr. Norbu Gurung, who has more than 400 Chyangra and participated in the training and harvested fibre from both new comb and old from Tibet. The quality of fibre from the newly improved comb is better than Tibet, according to her.</p> <p>Challenge: Limited number of combs</p>

Younduk Gurung	Kagbeni	9847711111	He represents a farmer's group and receives sub projects from NLSIP. He has 200 Chyangra and 120 kids. After receiving combing training, he harvested good quality fibres. He says Chyangra didn't make noise while using the new combs.
Karma Gurung	Ghiling	9863534660	He used human comb used by women with thick teeth for combing Chyangra. He says it is best to first comb by using the comb received from ITC and later using a human comb so that all the fibre come out easily.
Amit Thakali	Thini	9846815017	He did not harvest fibre

Monitoring team: 1. Mr Dhana Lamichanne, NPIA, 2. Mr Bhim Searchan, NPIA, 3. Mr Karan Gurung, Farmer's Association and 4. Mr Sichan Shrestha, ITC

## Overall results, feedbacks, and recommendations to strengthen farmers engagement to harvest and add value to their fibre.

### Results

1. The quality of fibre harvested using the new combs is better compared to the use of traditional combs bought from Tibet. Ideally the improved combs with orientation should reach all Chyangra farmers alongside with basic training.
2. 14 locals (lead Chyangra farmers) from Mustang who were trained on "combing and improving quality of fibre" are fully capable to conduct training and demonstration of combing in the future.
3. Capacity building of the manufacturer of fibre harvesting combs in Nepal. The company has now the capacity to produce combs to meet the demand.
4. Local communities in Mustang are aware of the value of the Pashmina fibre.
5. A strong relationship established between the local organizations and Chyangra farmers with the Fibre Processing Company and NPIA.
6. The relationship further improved over time and there is now a regular communication between the Chyangra Farmers' Association and the Fibre Processing Company and NPIA.
7. Farmers from the Dolpa and Manang districts have requested combing training. The trainings conducted in Mustang were widely communicated in the adjacent districts. Lead farmers from Dolpa and Manang demand the distribution of fiber harvesting combs alongside the training.

### Issues and challenges

1. It is difficult to engage Chyangra farmers and other stakeholders without financial incentives. Government and other development projects have been providing financial incentives. For example, NLSIP provided Rs 3,400 to each Chyangra farmer who participated in the 3 days training at Lomanthang.
2. The Chyangra Pashmina Farmers' Association do not have the ability to generate resources. The association has team members from all four Gaunpalika but they need a budget to mobilize them to carry out activities. In Mustang, due to geographic difficulties, transport and logistics costs are high. A model farm (resource centre) for demonstrations of improved breeding is needed, but there is limited knowledge on how to set it up among the Farmers' Association, NPIA and the Fibre Processing Company..
3. Capacity building of farmer's groups and the establishment of one cooperative business

model as well investment in a resource farm is recommended.

4. Reaching the right Chyangra farmers for distribution of comb and training is difficult and requires close collaboration with the Mustang Chyangra Farmers' Association and local authorities, including not to training already trained farmers (that also received a comb) twice.
5. Pure steel was initially used in a comb by the fabricator, causing easy bending with extra force. The vendor is now aware and made corrections.

## Recommendations to further develop Pashmina value chain in Nepal

### *Training and capacity building of farmers:*

- a. Extend learning of Mustang intervention to other potential districts such as Dolpa, Darchula and Manang in the next phase to expedite the fibre collection quantity. There are already established networks with lead farmers in Dolpa and Manang. Initial discussions and dialogue with local leaders, provincial agriculture ministry and traders had already been held. The Karnali province Agriculture Secretary is ready to provide support in the region. It is necessary to organize exploratory visits to such districts and interact with government and key stakeholders to establish direct communication links. Experience tells that establishing relationships with the local government and key stakeholders is important for effective implementation of activities. Without their support it is almost impossible to do any intervention.
- b. Capacity building and regular backstopping support to the Chyangra Pashmina Farmers' Association.
- c. In the future, the Chyangra Pashmina Farmers Association should be transformed into a federation of cooperatives to practice a profitable business venture.
- d. A business literacy program should be provided for Chyangra farmers to convert into modern farming practices.
- e. 14 locals from Mustang who are now trained on combing could be mobilized for further training and other activities. The trainers, NPIA and farmers association are interested to conduct training in other districts.
- f. In Jumla district, the livestock office provided cash incentives for sheep herders through farmers. 143 farmers received Rs 18,000 for 12 months from the government livestock office<sup>3</sup>. The Chyangra Farmers' Association and other key stakeholders could lobby the government for cash incentives for the Chyangra herder in the Mustang district.

### *Research:*

- a. There has been discussion on investment in resource farms from the private sector by introducing improved breeds from other countries. The NPIA team after visiting Ladak, in India said that it would be necessary to have a resource farm with improved breed of bucks that should be kept in a modern shed with six different chambers, feeding nutritious grass, and protection from wild animal attacks using fox light. The feasibility of setting up such a resource farm, including elaborating a business plan with the required investment scale could be carried out. Preliminary discussions with NPIA, the Fibre Processing Company and the Farmers' Association concluded that such a resource farm could be established based on a cooperative business model that could attract young people.
- b. Sampling of Chyangra fibre is required as a basis for further research on the Pashmina and determining other improvements.

<sup>3</sup> <https://ujyaaloonline.com/story/72883/2022/7/17/143-shepherds-of-Jumla-received-allowance?fbclid=IwAR1bBnNSfk8GwTkwHpJVE5LeGYFG7ZzmyQqucsy0gLcNZwrdTre4H4OU7ec>



### *Technology*

- a. Increase local production for sufficient quantity of combs as well as education materials.
- b. Lobby with local governments and insurance companies to effectively implement insurance services. Radio-Frequency Identification (RFID) tracking device could be piloted in selected Chyangra that will support insurance.

### *Business services (Media and resource mobilization):*

- a. Engage local media for collecting success stories of farmers and dissemination through available media sources
- b. There are many issues in raising Chyangra and harvesting fibre. TIP and ITC should build the capacity of local organizations for resource mobilization

### *Monitoring:*

- a. Mobile-based data entry of farmers and tracking would be necessary This could be implemented through the 14 trainers. Real-time data could be generated, which would help to design effective programs in the future.
- b. For successful results of program intervention at the farm level there is a need for close monitoring and coaching the farmers' association.

### *Strengthen supply chain:*

- a. The Nepal fibre processing company should establish agents in all four Gaunpalikas to link the supply chain and purchase Pashmina fibre on a regular basis. The existing 14 trainers could act as agents as they are close to farmers and have the capacity to collect fibre from the farmers.
- b. Strengthen business relationship with the lead farmers and local agents in Mustang. The fiber supply chain should be established at the ward level so farmers can easily sell their fibre.
- c. Farmers need to be educated on harvesting fibre and need to receive assurance of purchase by the Fibre Processing company on a yearly basis. Due to frequent activities from TIP and ITC and NLSIP, farmers have understood that Nepali companies are interested to buy their fibre. The established links should be strengthened by regular interaction.

### *Gender:*

- a. After the dehairing of raw fibre, some quantity of it could be utilized into making locally produced handmade Pashmina products from women entrepreneurs in Mustang.
- b. Youth and women could be encouraged to engage in harvesting and processing Pashmina fibre at the local level for making finished products.

## **Annexes**

## Annex I - Recording form of Chyangra data



## REGISTRATION FORM

DATE:

PAGE:

PLACE / VENUE:

## EU – NEPAL TRADE AND INVESTMENT PROGRAMME (TIP)

#	FIRST NAME	FAMILY NAME	GENDER	AGE	ADDRESS	ORGANIZATION	CONTACT NUMBER	CHYANGRA NO.	REMARKS	SIGNATURE

## Annex II – Distribution plan for fibre harvesting combs and education materials

## Mustang District

#	Gaunpalika	Ward	Chyangra Population	Distribution Quantity			Trainer
				Comb	Flex bunting calendar	Price list	
I	Lomanthang		10,773	100	20	20	Tshring Wangdi
		1		20	4	4	Karma Angel Gurung
		2		20	4	4	
		3		20	4	4	
		4		20	4	4	
		5		20	4	4	
II	Lohekar Damodar Kunda		18,689	100	20	20	Tshring Nurbu Gurung
		1	4,330	20	4	4	Singh Dorje Gurung
		2	2,344	20	4	4	
		3	4,005	20	4	4	
		4	3,359	20	4	4	
		5	4,651	20	4	4	
III	Bharak Gung Mukti Chetra		14,243	75	20	20	Karan Gurung
		1	2,330	15	4	4	Manisha G C
		2	1,032	15	4	4	
		3	4,061	15	4	4	
		4	3,325	15	4	4	
		5	3,495	15	4	4	
IV	Gharap Jong		3,431	25	10	10	Bhupendra Serchan
		1		5	2	2	Amit Thakali
		2		5	2	2	
		3		5	2	2	
		4		5	2	2	
		5		5	2	2	
	Total			300	70	70	

Dolpa District

#	Gaunpalika	Ward	Chyangra Population	Distribution in numbers			Focal person
				Comb	Flex bunting calendar	Price list	
				50	20	20	Tul Bahadur Gurung

## Annex III- Price list for three different grades of Pashmina fibre for the 2022 harvest



## नेपाल फाइबर प्रोसेसिङ्ग प्रा. लि. Nepal Fiber Processing Pvt. Ltd.

सुन्धारा, काठमाडौं

फोन नं. ०१-५३५७८५९, ५३५४७९३, ९८५१०३१०६०

### भुवाको दर/रेट

परिभाषा/विवरण	ग्रेड	संकलन केन्द्रमा खरीद मूल्य रु./प्रति के.जी
क) कुनैपनि अन्य रंगको भुवा नमिसाइएको, धुलोमाटो, बालुवा, नुन र चिसोपन आदि नभएको नमिसाइएको मोटो रौं १० प्रतिशतभन्दा कम भएो, शुद्ध सेतो रंगको पस्मिना भुवालाई पहिलो गुणस्तर मानिनेछ ।	A	५०००।-
ख) Brown, Black, Gray जुन रंगको भएपनि एक आपसमा नमिसाइएको माथिको (क) अनुसारको गुणस्तर भएको पस्मिना भुवालाई दोस्रो गुणस्तरको मानिनेछ ।	B	४५००।-
ग) १० प्रतिशतभन्दा बढी २० प्रतिशतसम्म मोटो भुवा मिसिएको दुई वा दुईभन्दा बढी रंगका भुवा मिसिएको, धुलोमाटो, बालुवा, नुन र चिसोपन आदि नभएको पस्मिना भुवालाई तेस्रो गुणस्तरको मानिनेछ ।	C	३५००।-
घ) सडे गलेकको वा अन्य जनावरको भुवा मिसाइएको वा धुलो, नुनको मात्रा तथा चिसोपना अत्यधिक रहेको भुवा खरिद गरिने छैन ।		०
ड) ५० के.जी. वा सोभन्दा धेरै परिमाणमा भुवा संकलन गरी कम्पनीको संकलन केन्द्रमा ल्याउने व्यक्तिलाई प्रचलित दर रेटमा ५ प्रतिशत रकम थप Incentive प्रदान गरिनेछ । कृषकको घर गोठमै गएर भुवा संकलन गर्नु परेको अवस्था उपरोक्त दर रेटमा प्रति के.जी. रु. ५००।- कम हुनेछ ।		
नोट: यस कम्पनीको कलेक्टर वा प्रतिनिधि (एजेन्ट) बन्न चाहने व्यक्तिले उल्लेखित बुँदा नं. (ड) अनुसार कम्तिमा ५० के.जी. भुवा एकपटकमा जम्मा गर्नु पर्नेछ । कम्पनीको नियमानुसार प्रतिनिधि नियुक्ति गरिनेछ ।		



## नेपाल फाइबर प्रोसेसिङ्ग प्रा. लि.

Rs 5,000 for white fibre, Rs 4,500 for mixed colour (brown, black, and grey) fibre without guard hair and Rs. 3,500 for mixed with guard hair up to 20%.

Annex IV- Participants of NLSOP training at Lomanthang

नेपाल सरकार  
नेपाल लाईभस्टक सेक्टर इनोभेसन आयोजना  
विकेन्द्रित आयोजना सहयोग ईकाइ पोखरा  
च्याइया पालन तथा परिमना उत्पादन तालिम  
उपस्थिति विवरण

स्थान : मिति :

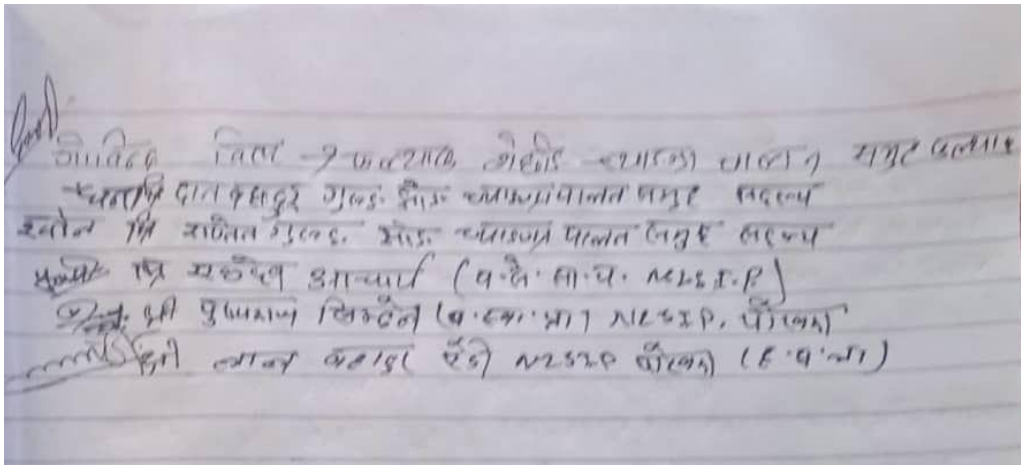
सि.नं	नाम धर	पद	कार्यरत संस्था नाम ठेगाना	सम्पर्क नम्बर	दस्ताखत
	बुद्धो, गुर्खा, लाम्पा	अध्यक्ष	हिमालायाल लम्बुङ	९८४६८२६४८५	
	लुम्बापा गुर्खा	सदस्य	"	९८६९४६४३२०	
	मिस्त्रोका गुर्खा	सदस्य	सिगर थर्पा लिङ्ग समुह	९८६२४६२५५५	
	ग्यालजेन गुर्खा	"	"	९८६६८३८८०	
	पानाङ गुर्खा	"	थर्पा लिङ्ग थर्पा लिङ्ग पालन समुह	९८५७६७७००३	
	सम्बेन गुर्खा	कोष	हिङ्गा २ थर्पा लिङ्ग समुह	९८६६०६७७९०	
	गुम्बाङ गुर्खा	सदस्य	हिङ्गा २ थर्पा लिङ्ग समुह	९८६७६६७६०५	
	मिनाङ गुर्खा	सचिव	जुवा थर्पा लिङ्ग समुह	९८६९२०७०६७	
	कार्जेन गुर्खा	सदस्य	"	९८६९८६९४५५	
	दोसरे वाङ्गो गुर्खा	अध्यक्ष	किमान्गो थर्पा पालन समुह	९८६३७९६१६	
	आङ्गो गुर्खा	सदस्य	"	९८६७७७७१८९९	आङ्गो
	सोर्वाङ लिम्बा गुर्खा	सदस्य	नो दोसरे समुह	९८४०३८०२१७	

नेपाल सरकार  
नेपाल लाईभस्टक सेक्टर इनोभेसन आयोजना  
विकेन्द्रित आयोजना सहयोग ईकाइ पोखरा  
च्याइया पालन तथा परिमना उत्पादन तालिम  
उपस्थिति विवरण

स्थान : मिति :

सि.नं	नाम धर	पद	कार्यरत संस्था नाम ठेगाना	सम्पर्क नम्बर	दस्ताखत
	दावा लोक्टे गुर्खा	सदस्य	नो दोसरे समुह	९७९१७८६९०५	
	दिमी गुर्खा	सदस्य	किमान्गो थर्पा समुह	९८६७७६६२०२	
	दासी लाम्पा गुर्खा	सदस्य	"	९८६१०८२५१९	
	दिमी वाङ्गो गु.	सदस्य	हिङ्गा थर्पा लिङ्ग समुह	९८४६१७१२५५	
	मिना लाम्पा गु.	सदस्य	"	९८४६००९७२७	
	मिना लाम्पा गु मिना लाम्पा गु	अध्यक्ष	सिगर थर्पा लिङ्ग समुह	९८६९०५५६५	
	आङ्गो गु	सचिव	केटाङ्ग समुह	९८६९९९९९३६	
	मिना लाम्पा गु	सदस्य	केटाङ्ग समुह	९८२०६५०६५५	
	मिना लाम्पा गु	सदस्य	केटाङ्ग समुह	९८६९९९९९३६	मिना
	लुक्टे लाम्पा आङ्गो गु	अध्यक्ष	दोसरे २ आङ्गो समुह	९८६७७६९९३६	
	आ टर्पा आङ्गो गु	सचिव	दोसरे २ आङ्गो समुह	९८४३९४१३४१	
	"	सचिव	दोसरे २ आङ्गो समुह	९८४३८३४६०६	टर्पा





## Meeting notes

Date: February 23, 2022

Name: Mr Sunil Chitrakar

Designation: CEO

Meeting venue: Mahaguthi Craft, Kupondole, Lalitpur

We discuss with you the possibilities for new product development from Pashmina fibre through women in Mustang. Preliminary discussion about this idea with the women groups in Mustang has resulted in generating interest in learning new skills that could be basic processing and handspun for making yarn and basic products such as shawls. It was agreed to provide support in setting up a loom facility and hand spinning in Mustang as well as basic weaving or knitting training for small groups to start up the new venture.

I have shared the training program for Chyangra farmers which is planned around March/April.

He shared how the Community Facility Centre (CFC) concept works in Nettle fibre in Sankhuwasabha. A concept of Nettle (Allo in Nepali) club as a networking platform for the supply of fibre to the buyers like Maha Guthi. Similar concepts need to be explored in Mustang for Pashmina fibre collection and trade.

We also discussed making various toys that could be from Pashmina or other available fibre which has domestic as well as export potential.

He also shared future opportunities in banana fibre in Nepal, and you would like to share business ideas with ITC for future collaboration. He elaborated a concept and was already discussing it with the banana farmer communities. They would love to work with us. His idea was to make banana yarn blend along with vermiculture compost and organic fertilizer from the residue. It would be a community enterprise let by us with both backward and forward integration.

## Annex V- Chyangra population in two Gaunpalika

Gaunpalika: Baragaun Mukkichetra

Ward/Village	Chyangra Population
1	2,330
Jarkot	200
Khinga	1,210
Lumta	920
2	1,032
Chongur	312
Jhong	720
3	4,061
Chhonup	700
Samar	300
Tangbe	1,218
Tetang	1,293
Tinker	250
Yalai	300
4	3,325
Kagbeni	1,295
Pangling	820
Tiri	1,210
5	3,495
Dhargunj	1,120
Falayak	1,354
Satang	1,021
<b>Grand Total</b>	<b>14,243</b>

Source: Manisha G.C, Vetinerary Technician, Baragaun Mukkichetra, 2022

Gaunpalika: Lo-hekar Damodar Kunda

Ward No	Chyangra goat population	No of Farmers	Average Chyangra flock size per farm
1	4,330	34	127
2	2,344	15	156
3	4,005	19	211
4	3,359	18	187
5	4,651	12	388
<b>Total</b>	<b>18,689</b>	<b>98</b>	<b>191</b>

Source: Gaunpalika office, September 2021



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