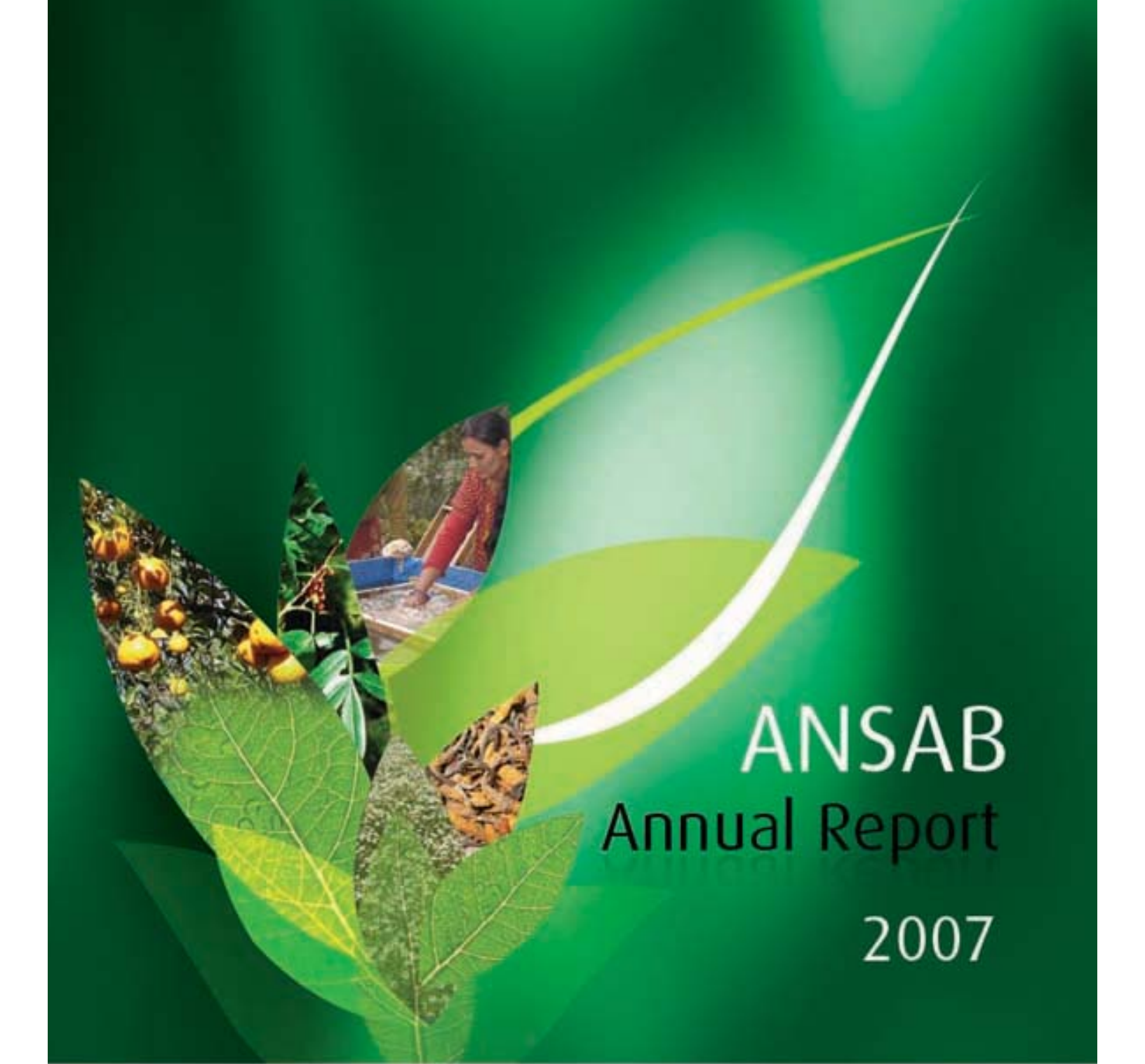




ANSAB

Annual Report

2007

Vision And Mission

Rich Biodiversity and Prosperous Communities



Vision

ANSAB has a vision of creating “rich biodiversity and prosperous communities”. This vision includes rich, healthy, and productive ecosystems that are actively managed and used by local communities that could address threats to biodiversity and advance sustainable resource management. It also incorporates community-based enterprises that adopt commercial approaches for natural products (from the production stage to the marketing stage) that are environmentally sustainable and that also increase the communities’ standards of living and harness social equity.

Mission

ANSAB is committed to biodiversity conservation and economic development through community based enterprise oriented solutions. Carefully planning its services at the grassroots to national levels, and collaborating with key stakeholders and clients, ANSAB integrates and builds on local and scientific knowledge systems, innovations, perspectives, and opportunities for tangible impacts and wider replications.

Message From The Chairperson



Rich Biodiversity and Prosperous Communities

The past year was a year of strategic adjustments to meet changing priorities. I have witnessed significant programmatic changes that ANSAB has undertaken to better serve its beneficiaries and fulfill its mandate despite a challenging country situation in 2007. Persisting political volatility continued to augment Nepal's instability this year in the lead up to the Constituent Assembly elections. As a result, potential donors' funding priorities in Nepal shifted away from forestry, biodiversity, and livelihood enhancement and focused on projects related to relief operations, governance and democracy. Moreover, ongoing projects in the field confronted insurgent activity making daily activities and field visits difficult at times. Looking forward, however, in 2008, a new government has been formed and officials have been elected to the Constituent Assembly.

In 2007, ANSAB continued with determination and launched a major exercise to complete a new strategic plan that takes into account country-specific challenges and guides us with an overall vision for the next five years to ensure the long-term sustainability and effectiveness of ANSAB's programs. In addition, ANSAB established a Resource Centre to ensure long term sustainability and effective resource mobilization. It is a semi-autonomous entity that undertakes all trainings, study tours, and capacity building activities whose savings are used for ANSAB program's support. The organization also created a fundraising strategy and compiled a roster of subject-matter experts.

The year also saw the organization extend its reach as other institutions and local and international governments looked to ANSAB's projects as models worthy of replication. In fact, upscales of ANSAB's "Advancing Community Forestry for Sustainable Enterprises" project were replicated across Nepal as was the "Business Development Services-Marketing, Production and Services" project. Additionally, the government of Lao PDR noted ANSAB's expertise in helping Nepalese community enterprises to gain NTFP Certification by inviting ANSAB, along with WWF-SNV Global Partnership, to conduct a study on NTFP certification and fair trade options.

We invite you to join us in the exciting journey that lies ahead for ANSAB, and to explore its unique contributions in helping create rich biodiversity and prosperous communities. I am satisfied with the considerable progress ANSAB has made in response to the changing circumstances and realities in the donor and partner communities and look forward to 2008.

A handwritten signature in black ink, reading "John Croucher". The signature is fluid and cursive, written over a horizontal line.

John William Croucher, Ph.D.
Chairperson
ANSAB



Message From The Executive Director

Rich Biodiversity and Prosperous Communities

Although the 2007 fiscal year included some challenges due to changing priorities within Nepal as a result of the instability in the lead up to the Constituent Assembly elections, this has not diminished my optimism about the institution's future, based on the many achievements this year, to which this report attests. It has been clear for some time that we are entering a new era, in which previous levels of donor funding cannot be necessarily be guaranteed at the present time.

This, however, only adds extra impetus to our efforts, already underway, to become more self-reliant through new approaches to revenue generation, ensuring continued delivery of the high-quality services our stakeholders expect. These efforts are already beginning to bear fruit. Our semi-autonomous ANSAB Resource Centre (that offers trainings, workshops, study tours, and technical assessments) was created not only to support our organizational goals, but also to provide supplementary financial support to ANSAB's programs. We have also produced a comprehensive fundraising strategy that aligns with our five-year strategic plan.

As we move forward, to focus on our goal of conservation of biodiversity and sustainable community development, ANSAB is specifically looking to centre on local institutions development

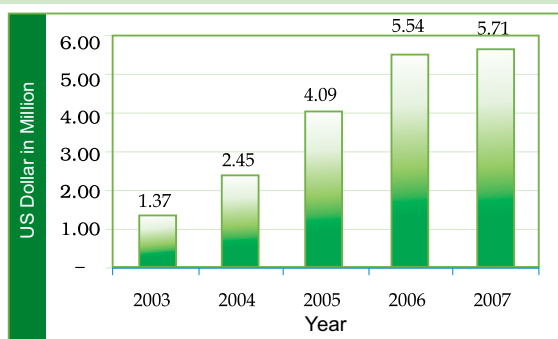
and capacity building, natural resource management and ecosystem services improvement, enterprises and economic development, and the promotion of a conducive policy environment.

I would also like to pay tribute to the committed and talented Board members and staff who make this organization so vibrant and who not only show up for work every day, but deeply care about working toward rich and productive biodiversity and prosperous communities. It is a blessing to be part of this wonderful organization and it is through our collaborations, with our many and varied partners and donors, that we can assure the most beneficial supports and services to biodiversity conservation and economic development through community-based enterprise oriented solutions in South Asia. It has been an exciting journey, and I look forward to the challenges and achievements of the years to come.

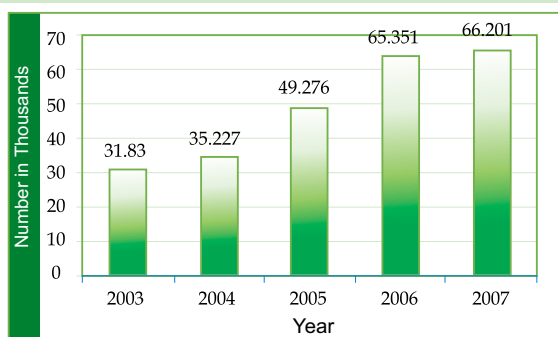
Executive Director
ANSAB

Summary of Achievements and Impacts in 2007

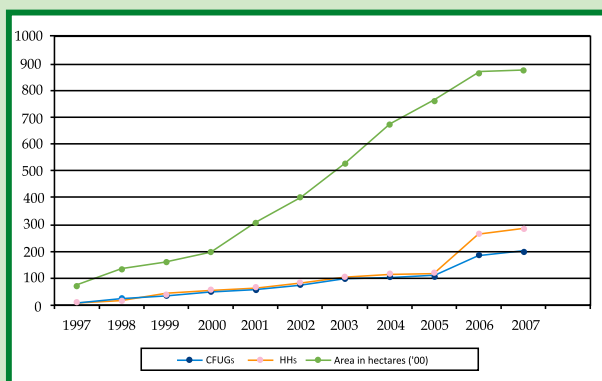
Rich Biodiversity and Prosperous Communities



Annual total monetary benefits generated from ANSAB interventions in Nepal



Total economic participants of ANSAB interventions in Nepal



No of CFUGs worked with, HHs benefited and area under sustainable management through ANSAB's intervention.

Results of ANSAB'S Program Activities in 2007 :

- Total Economic Participants* in ANSAB supported enterprise activities

= 66,201 (including 33,536 males and 32,665 females)

- Total households involved in ANSAB enterprise programs

= 23,022

- Total Annual Monetary Benefit generated

= US \$5.7million

- Total area of forests and meadows brought under improved management

87,680 hectare of forests and meadows brought under improved community management benefiting 28,657 households in 2007

* Households earning additional income, a minimum of NRs. 500, due to their participation in enterprise activities.



Project Summaries

Rich Biodiversity and Prosperous Communities

Business Development Services-Marketing, Production and Services (BDS-MAPS)

Funded by USAID Nepal and implemented by a consortium of International Development Enterprises (IDE), ANSAB, Winrock, and other NGOs, the BDS-MaPS project (2003-2007) was implemented in six districts in Nepal (Dolpa, Banke, Surkhet, Kailali, Bardiya, Syanga and Darchula). The project helped provide better market access on NTFPs and high value crops through improved market based BDS in the areas of cultivation, harvesting, trade and enterprise development.

As a continuation of this project, ANSAB was also requested to undertake a Women's Enterprise (WE) Project, and a BDS-PRIME project (October 2006 – September 2007), which focused on women entrepreneurs and was implemented in the Lalitpur, Saptari, Banke and Kailali districts of Nepal. The objective of this program was to develop the value chain for the selected sub sector while enhancing the income for the target groups. The program focused on three major sub sectors: a) High Value Crops (HVCs) such as vegetable and spices (potato, cauliflower, cabbage, tomato, chili, onion and garlic); b) poultry; and, c) one off-farm enterprises-commission agents, which can be summarized as mobile retail shop/home delivery services. During this fiscal year, the project

focused on working on the value chain development of the selected sub sectors.

Major Achievements:

- **Outreach on technology and BDS:**
Over 23,500 beneficiary households adopted improved technologies and over 3,875 women were provided business development services (275 more than the set target of 3,600).
- **Increased revenue:**
Total sales for NTFP, HVC and spice products reached USD 3.7 million as a direct result of interventions by BDS MaPS and the production of cultivated NTFPs increased from 27 MT to 50 MT.
- **Cultivated land areas increased:**
The total area increased from 466 ha to 688 ha.
- **Household income increased through distillation techniques:**
ANSAB provided input for building small distillation units to extract the vital oils and provided training, technical support and assistance with marketing. The distilled oils are much more easily transported and command a much higher price. Per household income for participating households has increased by 11,202 rupees annually (\$174).
- **Group empowerment:**
ANSAB also helped form a "sustainable buyers group" and now hosts a non-timber forest products donors and members group.

ANSAB Voices

Rich Biodiversity and Prosperous Communities

Headquarters Staff Member ANSAB

Ram Subedi, MBA, originally joined ANSAB as a part time Marketing Specialist in 1999 and currently works as a full time Enterprise and Marketing Advisor.

One of the impacts he particularly remembers witnessing was when the project introduced a new hybrid variety of chili to communities of Dalit women (the self-designation for people traditionally regarded as untouchables or of low caste). “The women only had tiny ‘kitchen gardens’ and didn’t believe that they could earn money by growing vegetables on their small plots of land,” said Ram. “However, there were some remarkable successes and one woman in particular stands out in my mind. From one small plot she made 20,000 Rs profit and, in her area, became known as khursani didi (or chili sister) as her fame grew and she started training others in chili cultivation.”

Ram noted that “when we went to interview the communities, they were proud of their efforts because they told us that not only do they now know how to cultivate, but they can also train others.” This is part of what Ram feels makes his work at ANSAB so enjoyable – the way the organization empowers people and then the initial stakeholders take it upon themselves to share their



learning with groups from other regions. “I like that ANSAB keeps a low profile, maintains a small central office, and partners with local NGOs for its work – that way the emphasis really is on what is happening in the field.”

“Of the projects I worked on during 2007, I found BDS-MaPs to have some very unique elements,” reflects Ram.

“In this project, we introduced the production and cultivation of high value crops to socially and economically deprived small farming communities.”



Transforming Local Communities into Enterprises for Economic Security in Nepal

Building on the strategies, results and lessons learned from the “Advancing Community Forestry for Sustainable Enterprises in Nepal” project, ANSAB received funding for another continued project on “Transforming Local Communities into Enterprises for Economic Security in Nepal”, which began in mid-2007. This project is designed to enhance the income and the employment opportunities of poor families, while promoting natural resource management. The project is also expected to build capacity within communities, to assist then in becoming self-sufficient in the economic, social, and environmental development of their society. The goals of the project are to increase the income of 10,000 rural poor by 25%, to develop 30 community-based forest enterprises and 700 micro-enterprises, and to bring 10,000 hectares of forest or farm land under sustainable management for the commercial production of natural products. The overall monetary benefit is anticipated to be Rs. 60,000,000 from enterprise activities in the project area. This project particularly focuses on develop the capacity of rural poor (the target group) in the efficient and effective management of natural products based enterprises, and the marketing of their outputs.

Major Achievements:

- **Recruitment of human resources held:**
ANSAB completed staff recruitment and placement as specified in the proposal.
- **Capacity building activities:**
All staff was provided with orientation training and project staff was given training on enterprise development and value chain analysis. All partner NGOs staff was given a project orientation training workshop to work on details of project outcomes, approaches, and inputs.
- **Sites selected:**
Project districts and selected field sites within each project district were finalized.
- **Partner NGOs selected:**
Eight local implementing partner NGOs were selected and ANSAB conducted project inception meetings in each district.



ANSAB Voices

Rich Biodiversity and Prosperous Communities

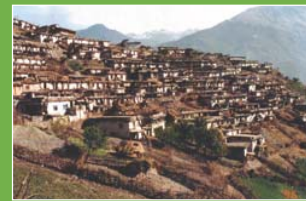
Field Staff Member
ANSAB

During the final phase of ANSAB's BDS-MaPs project, Prakash Katwal worked on documenting and compiling physical progress reports and standardizing reporting in the field. He was located in the mid-west area of Nepal in Surket for seven months and in Banke for three months.

What stands out most in his mind about the work in the field is the hat bazaar (or weekly market) that ANSAB helped facilitate. Previously, there was no regular market system for selling vegetables in the area. Now, farmers bring their product to the market on Sunday and ANSAB has facilitated bring in buyers to meet with them directly at the market venue. ANSAB, in a joint venture with the District Administrative Development Office (DADO), used local radio stations to advertise the new market and invited farmers to participate. ANSAB helped the farmers build a temporary structure for the market and DADO subsequently committed to build a permanent structure.



"I joined ANSAB in 2004 as an Enterprise Development Officer and then ended up doing a variety of other positions as well," states Prakash, who holds a MA in Economics. "What I really enjoy about ANSAB are the challenges and excitement of being able to participate in diverse projects."



Rich Biodiversity and Prosperous Communities

Advancing Community Forestry for Sustainable Enterprises in Nepal

Funded by Ford Foundation, this project (which ran from 2004 to 2007) was implemented in Dolakha and Bajhang districts with an overall goal of advancing community forestry for sustainable enterprises, improved livelihoods and community development.

This year, the final year of the project, activities were specifically designed to focus on bringing sustainability to the previous year's impact of the project and included activities to strengthen the forward and backward linkages for small and micro entrepreneurs, enhance the capacity building of communities to develop and implement their business plans, and establish strong links with networks and other support units to provide a strong foundation for long term business support services.

Major Achievements:

- **Technical assistance to CFUGs and their members on enterprise development and forest management:**
Support was provided to a total of 18,765 women and 18,891 men from 6,160 households from 32 CFUGs located in 13 village development committees. 3,589 indirect households of these CFUGs also participated in project-supported network enterprises.
- **Capacity building programs:**
A total of 432 events were organized for 11,338 participants (including 2,985 women).
- **Transformation of CFUGs and communities into enterprises through business planning:**
A total of 82 units (consisting of various enterprises, CFUG and CFUG sub-groups) were assisted in creating business plans (of which 63 units have implemented and reviewed their business plans).
- **Enterprise development increased income:**
35 enterprises were established and were able to generate NRs. 11,345,673 (equivalent to US \$174,549) in sales in 2007 - a fourfold increase from their baseline income.

Local initiatives for conservation of biodiversity and threatened economic species in Nepal Himalaya

This ongoing project funded by Manfred-Hermesen-Stiftung, (October 2006 to December 2008) was implemented in the Parbat district of Nepal. The project objective is to contribute towards the sustainable management and conservation of Nepal's forests by piloting community-based initiatives that focus on the protection of ecosystems and endangered, economic species that have a good potential for generating sustainable income for local communities. Lokta – a promising shrub species used for making handmade paper – was demonstrated in the community-based forests management pilot.



Major Achievements:

- First step for sustainable management taken:
A sustainable management committee was formed for lokta as a subgroup within the Community Forest Users Group (CFUG).
- Plans for long-term sustainability developed:
A participatory process was undertaken and a planning document was developed based on the consultations.



Capacity Building in Resource Mobilization (CB-RM) in Asia

Funded by IDRC, the project (which ran from March 2006 to January 2007) aimed at developing a Resource Mobilization strategy for the long-term sustainability and effectiveness of ANSAB programs as well as building the resource management capacities of ANSAB Board of Directors and staff members.

Major Achievements:

- **Better governance:**
The ANSAB Board of Directors was reorganized in view of an increased requirement for emphasis on resource mobilization and the role of Board members in resource management was discussed. Inputs were also received for strategic revisions.
- **Capacity built:**
A workshop was held on Resource Mobilization and Appreciative Inquiry (AI) approaches.
- **Long-term vision and documentation created:**
The ANSAB Strategic Plan for 2007-2012 and the ANSAB Finance and Administration Manual 2007 were created.





Forest Connect Nepal - Reducing poverty by linking small and medium forest enterprises with national forest programmes, markets, and service providers

This ongoing project (September 2007 – June 2008) aims to connect SMFEs to markets, service providers and policy processes and prepare a full diagnostic report on small and medium forest enterprises (SMFEs) in Nepal with a particular emphasis on ‘community-based’ SMFEs. This study is expected to address the sustainability issues and varieties of problems related to SMFEs such as excessive bureaucratic hurdle, unstable policies and regulations, insecure tenure systems, inaccessible credit mechanism, poor market information, inadequate technology, poor infrastructure, lack of bargaining power and insufficient business “know-how”. The overall goal of the project is “to substantially reduce poverty for forest-dependent people in key partner countries by increasing the number of successful and sustainable small forest enterprise associations”.

Major Achievements:

- Detailed work plan created:

Following a consultation meeting, a detailed work plan was prepared and submitted to FAO and the geographical and sector focus of the project was finalized.

- International linkages made:

Visitors from Laos PDR visited Nepal as part of an international study tour on SMFEs and shared experiences with local entrepreneurs. Representatives from the Cheezheng Tibetan Medicine Group and the China Medical Association of Minorities visited ANSAB to discuss potential ways of linking Nepalese forest enterprises with Chinese companies.

- National linkages made:

Representatives participated in relevant forums geared towards promoting SMFEs nationally. Through ‘Forest Connect’ partners, ANSAB was also able to promote SMFEs at regional and international meetings.

- Information distributed to a wider audience:

A project Web page (www.ansab.org/fcn) was developed and launched with the close coordination of the FAO program officer. Information and relevant materials have been collected to be added to the site.



Advancing Agroforestry Research and Development in Nepal

Funded by the World Agroforestry Centre (ICRAF), this ongoing small grant project (Oct 2007 - Sept 2008) aims to identify, describe and document the wise agroforestry practices in Nepal. Moreover, the project is exploring agroforestry (AF) systems and practices in Nepal, identifying the four most promising practices for further analysis, analyzing these four practices for possible improvements and replication, and, disseminating information on these AF systems and practices to key stakeholders.

Major Achievements:

- Agroforestry practices identified:
From the results of consultations with key stakeholders and a review of the existing literature, the study identified a total of 12 practices from the hill region (1000-2000m elevation) and eight practices from the Terai (< 1000 m elevation). The majority of these practices were occurring on agricultural land, although some were also on forest land.
- Study framework prepared





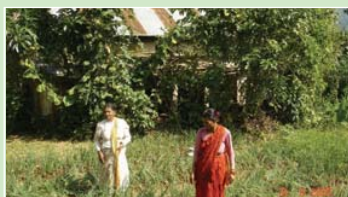
Rich Biodiversity and Prosperous Communities

Smallholder Irrigation Market Initiative" (SIMI) Project

Funded by USAID and implemented by a consortium led by Winrock International, this ongoing project (October 2007- September 2009) aims to strengthen support for smallholder communities through an integrated community level program that combines economic and social support activities designed to address the capacity building of alliance members and increased income with improvement in livelihoods.

Major Achievements:

- Enterprise oriented production and management of natural products was undertaken:
Forest User Groups were identified, reviewing and improving FUGs operations, and providing technical and management support to FUGs.
- Capacity building:
A community resource center was created and local capacity building and financial services were provided.
- Marketing linkages were embarked upon:
Programme orientation training was provided to local staff and BDS providers and meetings were held with CBFs, FUGs, and other market actors.





Role of Natural Products in Resource Management, Poverty Alleviation, and Good Governance

This project ran from February 2007 to September 2007 during which time a USAID/FRAME fellow worked with the NGO to document the best practice cases and lessons of enterprise-oriented participatory forestry and livelihoods programs in Nepal.

Major Achievements:

- Documentation on best practices created:

The final output was the production of a manual, primarily based on ANSAB's experiences in Nepal, on "Local Communities and Natural Products" with a focus on resource management planning, enterprise development and integration into value chains. This manual offers processes, methods and tools and success cases that intends to serve the needs of agencies and organizations that are interested in facilitating community organizing, NRM management planning and implementation, community-based natural product enterprise development, and the integration of NRM groups or natural products enterprises into rewarding value chains.



Technical Support on Forestry Stewardship Council Non-Timber Forest Products Certification Expansion and Capacity Building for Community Groups in Nepal Project

ANSAB introduced forest certification in Nepal as a tool to promote sustainable forest management and responsible business practices focusing on NTFPs in order to provide further opportunities for responsible communities to access premium value chains. This project (which ran from January 2007 to September 2007) and also primarily funded by EnterpriseWorks/VITA, built Forest User Groups' capacity to qualify for certification and market non-timber forest products. In specific, the project facilitated an annual Forestry Stewardship Council (FSC) audit of FECOFUN, organized and executed Forest Management Assessor's training, organized and executed lead assessors' training, and provided Chain of Custody (CoC) training and expanded FSC Forest Management (FSC FM) awareness.

Major Achievements:

- National capacity for FSC assessment and audit for both forest management and chain of custody developed:

This is expected to reduce the costs of annual audits as, currently, auditors must come from overseas and an annual audit can easily cost USD \$18,000. With local auditors, this cost can be dramatically decreased by approximately 40% (due to savings on international airfare, lower daily rates for local auditors, and reduced per diems), thus making long term certification costs more sustainable within the FSC certified products' cost structure.

- Social awareness, boundary survey, resource inventory incorporating NTFPs, and participatory resource management planning were done for both the CFUGs:

With these activities, an additional 405 hectares of forests were brought under the FSC certification pool and 399 households directly benefited from the activities. As result of the project activities, 21 CFUGs representing 7,199 households were able to meet certification requirements and able to sell their products as FSC certified in the market. In total, over the course of the year, the project organized 17 events and built the capacity of 649 participants (of which 185 were females) on good forest management and sustainable marketing of forest products.

NTPF Certification National Workshop Under WWF-SNV Global Partnership Project

Through a certification mission, ANSAB, in coordination with WWF-SNV Global Partnership, conducted a study in Lao PDR to: a) explore the full range of potentials of Non-Timber Forest Products (NTPF) certification and fair trade options available throughout the world; b) raise awareness of potential benefits and requirements for certification and fair trade such as policy development, capacity building, investment, etc. amongst stakeholders including private sector, government and service sector; and, c) identify certification options that best suit Lao PDR. ANSAB also produced a concept paper and action plan as to how these could be applied. The expectation was that this would enable stakeholders to make informed choices regarding mechanisms for certifying forest products or fair-trade practices that would suit their enterprises and lead to sustainable resource management and biodiversity conservation and poverty reduction in Laos. The project ran from March 2007 to November 2007.

To fulfill these objectives, the Mission undertook a two week study in June 2007 with an in-depth analysis of the situation in Laos and a comparative review of the global certification options through literature reviews, a series of meetings, field visits, interaction workshops and a validation workshop.



Major Achievements:

- Framework of NTPF certification scheme in Laos prepared:

The Mission analyzed the current global scenario of certification and provided an appropriate certification option in the context of Laos and the road map.

- A national workshop was also held on "Certification Mechanisms developing forest-based products (rattan/bamboo) in Lao PDR" on September 25-26, 2007:

The results of the study conducted by the mission were presented and participants further identified a road map to implement the most appropriate steps in order to certify NTFPs in Laos. A total of 50 representatives attended from government agencies, conservation and development organizations, communities and districts, and individuals from the private sector.

Summary of Scientific Evidence Relating to Community-based Conservation

This paper was written as an educational document, to draw out key points related to the successful implementation of community-based conservation projects and programs. The first part of the paper draws from peer-reviewed literature on major themes broadly evident worldwide from publications in English during the last five years. The second part of the paper is comprised of four case studies. This report was prepared with funding from the Gordon and Betty Moore Foundation. ANSAB was subcontracted to participate in the literature review of community-based conservation and write one of the four case studies. Five major areas are addressed in this paper:

- 1) Resource management;
- 2) Economic costs and benefits;
- 3) Social and community impacts;
- 4) Biodiversity conservation; and
- 5) Sustainability analysis;

ANSAB's contribution focused on community forestry in Nepal.



Rich Biodiversity and Prosperous Communities

Marketing Information Systems (MIS)

ANSAB does research on MIS on an ongoing basis in order to support its other projects. Over the course of this year, ANSAB's MIS system collected price information on a monthly basis for 32 traded NTFPs/HVCs species from major markets in Nepal and India. In addition, on demand information and supply trends of major NTFPs and spices as well as industry trends in Nepal and India was collected through secondary sources (such as newspapers, study reports, and industry associations). This information was disseminated to interested parties through community newsletters (such as Lahara and Ukali) and price information circulars. Similarly, bulletin boards were placed at strategic locations targeting local collectors, producers, and traders. With regard to the actual management of information, traders' databases at local and national levels were updated through traders' surveys and discussions with key informants and industry associations. Price information of commercially important species was collected and systemically recorded on weekly and monthly basis. In addition, price and product information of major species in the local and national markets was also recorded, stored, and distributed to a wide list serv through 10 ebulletins produced by ANSAB.



ANSAB has developed partnerships with other 60 different institutions, including five government entities, six universities, eight 8 INGOs, 14 private companies, and 29 national organizations.

Donors And Partners In 2007

- EnterpriseWorks Vita (EWV)
- Food and Agriculture Organization (FAO)
- The Ford Foundation (FF)
- International Centre for Research in Agroforestry (ICRAF)
- International Development Research Center (IDRC)
- International Resources Group (IRG)
- Manfred-Hermesen-Stiftung (MHS), Bremen
- Netherlands Development Organization (SNV)
- Principia College, USA
- Regional Community Forestry Training Centre for Asia and Pacific (RECOFTC)
- United States Agency for International Development (USAID)
- Winrock International Institute for Agricultural Development
- World Resources Institute (WRI)
- Worldwide Fund for Nature (WWF), Laos

Financial Statement

Rich Biodiversity and Prosperous Communities

ANSAB's total income during the year was NRs. 24.25 million, of which 79.3% was income from donors, grants-in-aid accounted for 11.3% and miscellaneous income was 9.4%.

Similarly, ANSAB's total expenditure was NRs. 24.94 million, of which project expenditure accounted for 66%, research and development was 10%, and overhead accounted for 20% of the total figure. Loss due to the exchange rate was 4%.

BALANCE SHEET AS ON DECEMBER 31, 2007

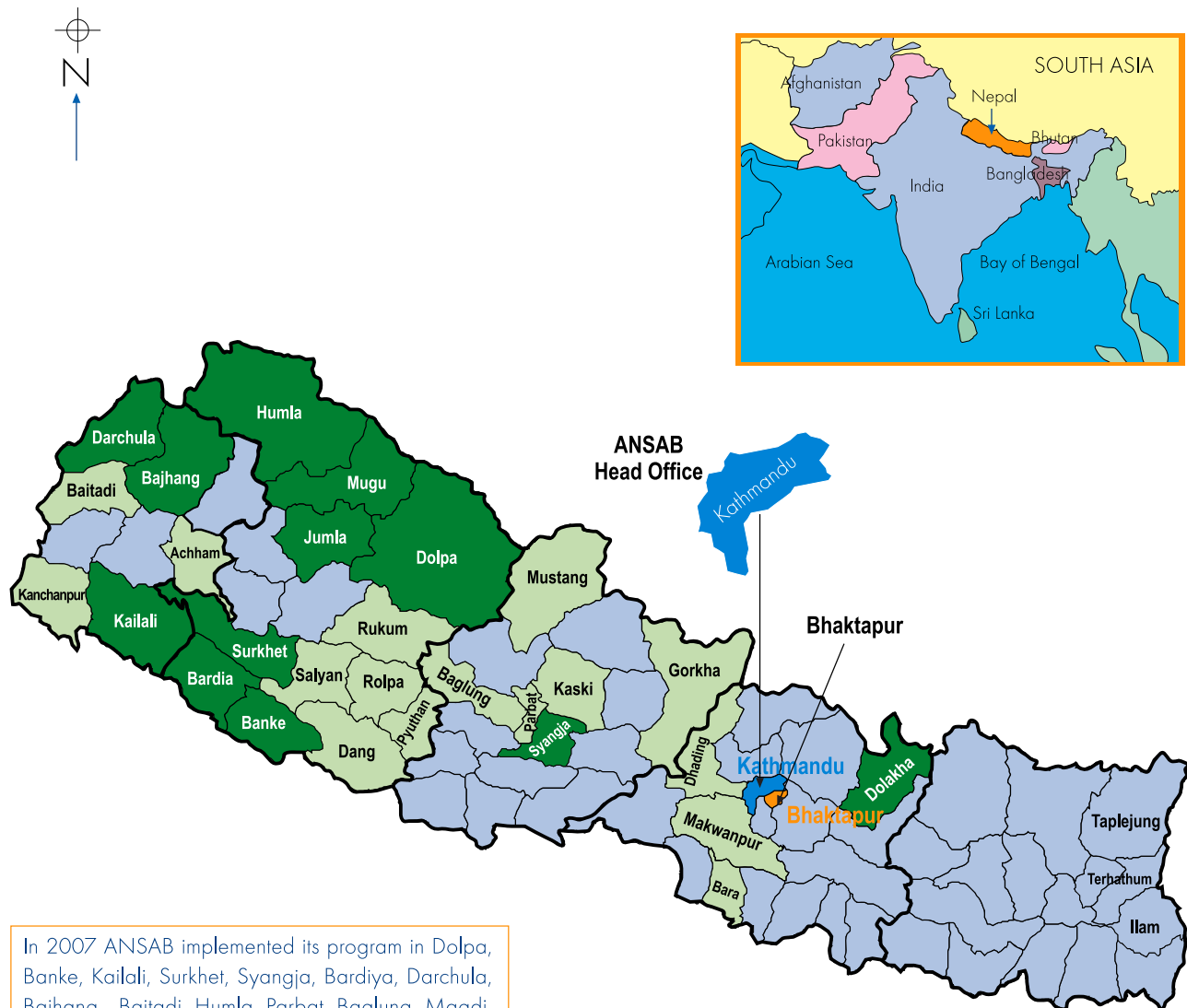
	Note	Figures In Rupees	
		Current Year	Previous Year
Property, Plant and Equipment	3	1,849,758	2,237,373
Advance for capital expenditure	4	–	3,326,179
Investment in CBEs as Seed Capital	5	500,000	500,000
Total Non-Current Assets		2,349,758	6,063,552
Cash and Cash Equivalents	6	16,611,334	17,595,645
Accounts Receivable from Donors	7	205,137	1,789,870
Prepaid Advances Accruals and Deposits	8	958,713	686,122
Less: Current Liabilities and Provisions	9	(3,385,488)	(8,405,956)
Net Current Assets		14,389,697	11,665,681
Total Assets		16,739,456	17,729,233
Represented by:			
Restricted Fund	10	7,106,092	4,136,350
Equity Fund	11	9,633,364	13,592,882
Total Funds		16,739,456	17,729,233

INCOME AND EXPENDITURE STATEMENT FOR THE YEAR ENDED DECEMBER 31, 2007

INCOME			
		Figures In Rupees	
	Note	Current Year	Previous Year
Income from Donors for Projects	12	19,227,130	35,209,068
Grants-in-aid	13	2,731,790	939,357
neous Income	14	2,291,370	2,650,013
Total Income		24,250,290	38,798,438
EXPENDITURE			
Direct Project Expenditure	15	16,423,155	30,524,113
Research and Development Cost	16	2,455,692	350,083
General and Overhead Cost	17	4,924,904	4,852,358
Provision for Doubtful Debt		–	41,581
Total Operational Expenditure		23,803,751	35,768,135
Loss on foreign exchange	18	1,140,093	141,218
Total Expenditure		24,943,844	35,909,353
Net Surplus/(Deficit) transferred to General Fund		(693,554)	2,889,085

Area of ANSAB Geographical Coverage

Rich Biodiversity and Prosperous Communities



In 2007 ANSAB implemented its program in Dolpa, Banke, Kailali, Surkhet, Syangja, Bardia, Darchula, Bajhang, Baitadi, Humla, Parbat, Baglung, Magdi, Dolakha and Sindhupalchok districts of Nepal.

ANSAB also provided its services to pilot NTFPs Certification and responsible Business Practices in Lao PDR.

Staff & Board Members

Rich Biodiversity and Prosperous Communities

In 2007 ANSAB was governed by an international board of 8 directors including noted economists, scientists, businesspersons, government representatives and leaders in environmental, economic, and social areas.

ANSAB had a team of around 50 staff members (including local partner organization) in the field of enterprise development, business development services, natural resource management, community forestry, sociology, economics, marketing, biodiversity research, biological and socio-economic monitoring, policy analysis and research, and finance and accounting.



ANSAB Voices



Rich Biodiversity and Prosperous Communities

Project Beneficiary ANSAB

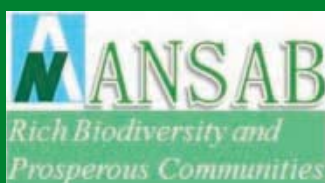
Mr. Govinda Kami, 30 years old, is one of the shareholders of Malika Handmade Paper Enterprise in Kailash, Bajhang. Govinda belongs to the traditionally categorized untouchable caste - "Kami" which is occupationally assigned for metal works to fulfill local need of agricultural equipment. There are altogether 252 families in the village of Kailash and 42 families belong to the Kami community. There are different common facilities for drinking water - one for so called people of upper caste and another for the untouchable caste. The situation was so severe that no one from the untouchable caste would even dare to enter to the kitchen of an upper caste family.

Hoping to introduce inclusiveness in the society, ANSAB selected Govinda to participate in the enterprise activities first in 2000 and later, in 2002, as a project employee in Bajhang. Govinda worked hard in the Malika enterprise and was able to restart his studies, thanks to his new salary of Rs. 25,000 per year. Most importantly, encouragement he received from the people visiting the Malika enterprise and the enterprise leaders strengthen his desire to continue his

studies. He is the first person from his village working on obtaining a bachelor's degree.

Govinda's family was also in mercy of local lenders who provides loan to local people charging high interest rate - more than 60% for 6 month. There was a loan amount of Rs. 150,000 (US \$ 2,300) which Govinda paid after working in the paper project. Additionally he built a house where he invested Rs. 250,000 (US \$3,800). Afterward, Govinda married Aasha and now they have a 3 year old son - Aabiskar.

Govinda now has a good social status in his community and he is frequently requested by people in Bajhang to join various forums and local institutions. He is currently on the Malika enterprise Board of Directors and is also the Chairperson in the school committee in his village. He is also affiliated with three other NGOs and a cooperative. Local organizations frequently request him to provide enterprise development advice and services to the district. He says that "the paper project's most important achievement is the capacity building within the community. Trainings and advice I received from ANSAB enabled me to understand enterprises, community leadership and success factors for community development. The confidence raised by the project is very important for people like me who are from an untouchable caste because it requires a lot of courage to deal with those people who feel superior because they have been born in a higher caste." Community members from other castes are not as hesitant to eat in the same room as Govinda, even though his is of an "untouchable" caste. Due to his accomplishments, he has also become a role model for youth in his community.



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