*" I started a dairy with 40 litres milk, currently, I own eight dairies and I sell 2000 litres milk per day. One cannot be successful without challenges but to become a successful entrepreneur for the long run, we need to have strong determination and commitment to pursue it. For me, honesty and trust are more important than business principles. Of course we need investment, however, in my long experience, investment was never a barrier."*

# Mina's Achievements

| | Before | Now |
|---|---|---|
| Dairy Owned | 1 | 8 |
| Daily Sale | 40 Litres | 2000 Litres |
| Monthly Transaction | Loss | 34,887.94 USD |
| Monthly Profit | Loss | 1,788.69 USD |
| Employment | 6 | 29 (23 Men and 6 Women) |
| Machinery | | Refrigerator, Cream Separator, Milking Machine and Milk Chilling Machine |
| Buffalos to Farmers | 2 | 22 |
| Family's Involvement | 2 | 5 |

Mina, age 48, resident of Dalchoki, Lalitpur initially used to make Khuwa in a traditional way which requires both time and effort (Khuwa is a solified form of milk product, which is one of the most popular and most desired sweets in Nepal). At that time her three children were small. Additionally, it required more woods which constantly made her husband go to the forest. This ultimately made her quit making Khuwa and started small dairy in 1997.

In the early phase, she solely looked after entire work from collecting/ weighing milk, checking fat along with household chores. Ironically, there was no electricity in the village; no refrigerator, due to which the milk used to split. There was no road up to the dairy. She used to hire local labours to carry milk on their back, for which they get paid.  For almost a decade, she faced a huge loss. Despite these challenges and loss, over the years with the support from her husband, family members, and her consistent hard work, she grew from one small dairy to eight dairies and evolved into a successful business of monthly  34,885 USD transactions.

*She said "My husband used to go to ask for money with the referral from the local political leaders, people used to trust male than female. Once, we had borrowed money from a shopkeeper and we could not pay back the money on time. The moneylender came and captured our vehicle (with milk) and threatened us to throw all the milk on the road. I still remember that day and feel devastated."*

The turning point was when Mina's elder son fully joined dairy by driving vehicle filled with milk to the centre of Lalitpur district and handled workers. Now, she is taking care of the overall management,  whereas the father and son manage the outside matter.  While making critical decisions, Mina along with her family members decides on the matters. She has built a beautiful house in Lalitpur and also bought land in Kathmandu. She has a dream of opening a large and organized dairy in her own land of Kathmandu.

Mina had received skill training from Scaling up Energy Access through Women's Economic Empowerment (WEE Nepal Project) of Centre for Rural Technology, Nepal (CRT/N) supported by The International Network on Gender and Sustainable Energy (ENERGIA)/ Humanist Institute for Cooperation with Developing Countries (Hivos).

She shared that the project helped her to understand the importance, efficiency of electricity and proper management of accounts, calculating monthly profit and loss, and business strategy plans.

*Mina stated that "During the loss, I was not even able to pay the money to the local farmers who provide milk for the dairy. In that tough situation, I almost thought of closing the dairy but, I had no idea of how to pay back the money of farmers. Therefore, I decided not to give up. Finally, I overcome all the hardship hours. The trust which I build with the farmers and my honesty with them helped me to become a successful woman entrepreneur"*

Mina helped to enhance community ownership by encouraging people to start their own business and set a good example of a social entrepreneur. Her dairy business really encouraged the local farmers towards buffalo farming professionally.

*Prepared by: Centre for Rural Technology, Nepal (CRT/N)*