

Promoting Green and Inclusive Entrepreneurship

Stakeholder Dialogue Between
Financiers and Entrepreneurs



Bundelkhand

Agriculture and Allied Sector



Mandi

Eco-tourism and Allied Sector



Patna

Construction Sector

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**Promoting Green and Inclusive Entrepreneurship:
Stakeholder Dialogue Between Financiers and Entrepreneurs**
Proceedings
2022

ISBN: 978-93-95152-00-6

Published by:



Development Alternatives

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New Delhi-110016, India
www.devalt.org

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This book can be cited as:

Development Alternatives. (2022). Promoting Green and Inclusive Entrepreneurship:
Stakeholder Dialogue Between Financiers and Entrepreneurs

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Abbreviations

AVP	Associate Vice-President
CIBIL	Credit Information Bureau India Limited Scores
Co2	Carbon dioxide
CSD	Centre for Sustainable Development
DA	Development Alternatives
FAB	Fly Ash Brick
FPO	Farmer Producer Organisation
GDP	Gross Domestic Product
GEC	Green Economy Coalition
GSDP	Gross State Domestic Product
IBEF	India Brand Equity Foundation
KYC	Know Your Customer
LGE	Local Green Enterprises
MFI	Micro Finance Institutions
MSME	Micro, Small and Medium Enterprise
NABARD	National Bank for Agriculture and Rural Development
SME	Small and Medium Enterprise
PSL	Priority Sector Lending
SHG	Self-Help Group
TGO	TARAgam Orchha

Background

The Micro, Small and Medium Enterprises (MSME) sector is considered as the backbone of the Indian economy and a major contributor to the nation's socio-economic development. As of 2020-21, there exist over 6.3 crore registered MSMEs in India, absorbing 111 million into the workforce and contributing 30.27% to India's GDP. Considering the reach and scale, it is but an imperative to engage them in India's vision of achieving net zero by the year 2070, and in the move, developing a successful case for local and green enterprises (LGEs). Aligned to this is the fact that the customer sentiments are increasingly moving towards greener and more sustainable products – thus, providing for a strong business rationale for the MSMEs to transition to LGEs, as well as raising the need of establishing a favourable ecosystem to sustain and expand these LGEs or green MSMEs.

An initiative in this direction is the 'Make in India' programme, launched by the Government of India to encourage SMEs to upgrade their quality standards without harming the environment. However, the greening of these enterprises is still mostly limited to using renewable energy, especially solar energy. In addition, policymakers and other stakeholders must realise that despite several programs designed to support MSME in moving towards greener operations, lack of access to finance remains a critical roadblock – not only for greening but for overall business continuity too. As per the UK Sinha Committee (June 2019) Report, the overall credit gap in the MSME sector is estimated to be INR 25.8 trillions. As of the same year, only 15.7% of the total credit supply to MSMEs was derived from formal sources. This gap in the demand and supply of formal credit for MSMEs need to be studied holistically if the sector is to progress in an inclusive and sustainable manner.

About the Workshop

In this context, Development Alternatives (DA), in collaboration with Green Economy Coalition¹ (GEC), is bringing together diverse voices to explore what economic models can help the poorest live better lives within nature's limits—gathering small and informal businesses, researchers, Government and civil society. The hub in India, DA is testing greener business models that are locally rooted as well as are scalable, connecting small and informal businesses to identify practical solutions and policies for greening their enterprise practices—hosting national dialogues and workshops on what economic reform looks like for different stakeholders tracking the transition to green and fair economies at both the state and national levels.

As a part of that, DA conducted a local level stakeholder workshop titled “Promoting Green and Inclusive Entrepreneurship: Stakeholder Dialogue between Financiers and Entrepreneurs²” in all three sectors of Agriculture, Eco-Tourism and Construction in the states of Madhya Pradesh, Himachal Pradesh and Bihar.

The workshop was organised with the broader objective to provide a platform to initiate dialogues among the micro-entrepreneurs and financiers in order to discuss the prevalent challenges in entrepreneurship and address the gaps in the business ecosystem of the micro-entrepreneurs in a holistic way. The ultimate goal was to promote green and inclusive entrepreneurship.

The specific objectives of the workshops were the following:

- Understanding the prevalent challenges in micro-entrepreneurship, including operational challenges, availability and access to finance from the perspective of entrepreneurs and financiers;
- To know about the success stories and related learnings of the micro-entrepreneurs and financiers;
- To capture potential solutions and recommendations from the micro-entrepreneurs and financiers.

In the following sections, the summary of activities and outcomes of each sectoral workshop, as mentioned above, are given.

¹ The Green Economy Coalition (GEC) is the world's largest movement for green and fair economies. An alliance of civil society organisations, trade unions, businesses, and campaigners, the GEC is building a movement for change from the ground up. Its aim is a green economy that benefits people first, especially the poorest, and respects ecological limits.

² Here we only consider micro-entrepreneurs

AGRICULTURE AND ALLIED SECTOR



In the Bundelkhand region of India, the micro entrepreneurs associated with the agricultural and allied sectors were the primary stakeholders. Bundelkhand, located in Central India jointly formed by seven districts in the state of Uttar Pradesh and six from the state of Madhya Pradesh, was once famous for its rich cultural heritage with fertile soils, dense forests along with perennial streams and flowing rivers. Owing to unsustainable use of natural resources and variation in climatic conditions with new patterns emerging, Bundelkhand has turned into a region now desertified. It is a semi-arid and primarily rain-fed region (Development Alternatives, 2020). Despite its climatic conditions, its economy is mainly agrarian in nature. The local communities are primarily engaged in farming, rearing livestock and in some cases, labour work with a working population of about 70%. The region has been caught in a “low-growth trajectory” within a “low technology” and “low surplus” cycle (Niti Aayog, 2012). Despite being in an ecologically and culturally rich region of Central India and being well connected to railways etc., the industrial growth in this region has been slow and the service sector has also not grown adequately. Efforts have been put in by two State Governments (Uttar Pradesh and Madhya Pradesh) to accelerate the growth and improve the economic conditions of this region. However, poverty levels have remained high despite multiple initiatives by the Government and Civil Society Organisations to promote entrepreneurship. To conclude, significant potential lies in the region to strengthen local entrepreneurship, especially in the agricultural and allied sectors to pave the path for a green and inclusive economy.

The DA conducted stakeholder mapping, field surveys and expert interviews in Bundelkhand with different stakeholders including farmers, MSMEs, MFIs, FPOs, SHGs and government officials. Lack of financial literacy, inadequate marketing support from the Government and lack of awareness about financial processes was identified as a major roadblock for agriculture and allied sector entrepreneurs.

To validate the findings of the agriculture and allied sector challenges and for other above-mentioned objectives, DA conducted a stakeholder workshop with entrepreneurs and financiers in Bundelkhand on 18th February 2022, at TARAGram, Orchha (Bundelkhand), Madhya Pradesh³.

Key Highlights of the Workshop

Opening Session

Opening remarks were given by Col. Shantanu, Head of Programs and Administration, TARAGram, Bundelkhand who represented the Bundelkhand team. He addressed women as “Yodha” and established the need for economic values to fulfil the entrepreneurs' basic needs by briefing about the participant's w.r.t benefits of Government schemes, loans and subsidies.

He further introduced Gitika Goswami, Associate Vice-President (AVP), Development Alternatives. She welcomed the entrepreneurs who showed a keen interest in the workshop. She further encouraged them for their active participation.



Figure 1: Opening Session by Gitika Goswami, AVP, DA

Session 1: Parallel Brainstorming Sessions with Entrepreneurs and Financiers

Parallel brainstorming sessions happened with entrepreneurs and financiers. A presentation was given by Mohak Gupta and Tanya Issar in each room, highlighting the project objectives and activities that DA has already undertaken as part of the project and the stakeholders mapping was given to financiers and entrepreneurs.

³ Appendix 1 includes the workshop agenda and a composition of stakeholders.

In this session, financiers from different organisations (e.g., Nationalised Bank, Private Banks and Development Finance Institutions) participated. The session about entrepreneurs was attended by small enterprises, farmers, SHGs and FPOs.

a. Brainstorming Session with Financiers



Figure 2: Brainstorming Session with Financiers

Gitika Goswami from DA moderated the session for financiers and prompted some questions related to the challenges financiers face in lending to micro, small and medium enterprises, farmer producer organisations and small farmers, along with the criteria for approving a loan application. In addition, she asked about the strategy they have applied to limit bad (default/non-performing assets) loans and if any specific schemes were available for women entrepreneurs.

In terms of reasons why lending to micro entrepreneurs, farmers, Self Help Groups (SHGs) are

limited and are often termed challenging by these borrowers, the financiers highlighted lack of financial literacy, incomplete or mismatched documents, lack of trust in the banking system, poor credit history, and lack of awareness regarding financing schemes for their business and their eligibility for these, as major roadblocks in lending to this target group. For the issue of lack of trust, they further mentioned the role of middlemen who often misguide and exploit these borrowers and for poor credit history, they pointed to the entrepreneur's unawareness regarding the significance of having a CIBIL Score as well as ways to improve it.

According to financiers, entrepreneurs often do not know the difference between a loan, a subsidy and a grant. They are often misguided to think of loans as free money. There also exists information asymmetry regarding waivers that the government is awarding. The financiers pointed out that civil society can step in at this point and help the entrepreneurs to gain knowledge and avoid misconceptions regarding the banking system.

The platform discussed other pertinent issues regarding green and sustainable finance for MSMEs. The consensus among the financier group was that even if it's a green project or business, recovery of loans is the priority for banks while lending. More than green, societal benefits are better recognised and valued while lending loans. Furthermore, the discussion revealed that housing and vehicle loans are given more preference.

b. Brainstorming Session with Entrepreneurs

For entrepreneurs, Dr. Satabdi Datta proposed guiding questions related to the challenges they face in their economic activities and the significant challenges they face in obtaining loans from formal financial institutions including private banks and micro-financing institutions. Besides that, the respondents were asked whether they preferred to borrow money from informal lenders for agricultural and related business purposes and if yes, why.

The following highlights come out from the discussion with entrepreneurs.

Entrepreneurs identified the lack of information and accessibility to formal sources of finance for carrying out entrepreneurial activities as a major roadblock. Heavy documentation and apprehension of the financiers in lending to the entrepreneurs (due to bad past experiences with defaulters) were two other reasons limiting their access to formal finance. Apart from it, insufficient marketing facilities and infrastructure was also found to limit the entrepreneur's capacity to generate profit and thus, affecting their repayment capacity.

All of this drove down to high dependence on borrowing from informal moneylenders, friends, family and relatives etc. These options for financing were found more accessible by these entrepreneurs. In fact, some women entrepreneurs mentioned that it was easy to avail and repay loans from SHGs given that the process doesn't require much documentation, in contrast to banks and MFIs.



Figure 3: Brainstorming Session with Entrepreneurs

This was striking in light of the fact that 17 out of 39 entrepreneurs attending the event have availed formal loans for farming or agri-based business at some point of time in the past. On further probing, they have also mentioned the benefits of formal financing i.e., the interest rate is low and building up of a credit history were highlighted as the motivating factors for them to avail formal financing, if the accessibility was ensured.

Session 2: Group Session on Potential Solutions with Both Financiers and Entrepreneurs



Figure 4: Group Session on Potential Solutions with Both Financiers and Entrepreneurs

The individual sessions were followed by a group session, which was moderated by Col. Shantanu and Gitika Goswami. Participants were divided into nine groups. Each group consisted of a DA representative, a TGO (TARAGram Orchha) member, a financier and 4-6 entrepreneurs.

Document requirements, collateral-related challenges and alternatives to conventional solutions were discussed in this session helping both the parties in understanding one another's needs and challenges.

Session 3: Interactive Session with Entrepreneurs: Gap in Awareness about Government Schemes

This was the closing segment that started with a quick quiz by Pooja Gangwar to gauge the entrepreneurs' level of awareness about the available Government schemes and incentives. Having identified the gap, the DA team presented a list of schemes with benefit, eligibility, documents requirement and other details to plug it.

ECO-TOURISM AND ALLIED SECTOR



At a share of 55%, the service sector is the largest contributor to the Indian GDP. Within the sector, services that are relevant to eco-tourism – trade, hotels, transport and communication contribute around 19% altogether, depicting the potential for greening. In order to lead the agenda of sustainable development in a holistic manner, maintaining economic, social and cultural inclusivity along with adoption of green practices in the sector would be essential drivers for the overall greening of the local enterprises.

Among States with heavy dependency on tourism for livelihood is Himachal Pradesh, where the sector contributes 7% to the State GDP (IBEF, 2021). This rationalises the selection of the State for the study. We selected three districts for this purpose – namely Chamba, Mandi and Kullu. The ecosystem of each district is rich with biodiversity. In terms of tourist count, the arrival rate varies district to district. According to the Statistical Abstract Of Himachal Pradesh 2018-2019 report, the distribution of the percentage of tourist arrival in 12 districts of Himachal was highest in Kullu at 18.29% while Mandi and Chamba witnessed low tourist arrival at 6.78% and 6.34% respectively.

In the initial phase of the study, stakeholder mapping, field surveys and expert interviews was conducted by DA in Himachal Pradesh and Uttarakhand with different stakeholders including homestay owners, hoteliers, travel agents, eco-resorts, travel social enterprises, financiers and Government officials. Lack of public infrastructure, inadequate marketing support from the Government, and lack of awareness about financial processes were identified as major roadblocks for growth of the entrepreneurs in the eco-tourism sector.

To validate the challenges identified in the eco-tourism sector, a stakeholder workshop was conducted between entrepreneurs and financiers in Mandi on 13th April 2022 at the Deputy Commissioner Office, Mandi⁴.

Key Highlights of the Workshop

Opening Session

The session opened with remarks by Jitendra Verma, President of the Centre for Sustainable Development, (State/UT). He addressed the participants by establishing the gap in business finance, a critical pain point for entrepreneurs to start up a business. He then introduced Tanya Issar, who briefed the participants on the agenda of the day. The team encouraged the entrepreneurs and financiers to actively engage in the discussion, focusing on the generation of employment.

A brief presentation was given by Tanya Issar highlighting the project objectives, activities that DA has already undertaken as part of the project and the stakeholders mapping as per their involvement in the eco-tourism ecosystem.



Figure 5: Welcoming Session by Jitender Verma, Director, Centre for Sustainable Development

Session 1: Parallel Brainstorming Sessions with Entrepreneurs and Financiers

Following the presentation, parallel brainstorming sessions were conducted for the entrepreneurs and financiers. The session for the entrepreneurs was moderated by Tanya Issar, while Mohak Gupta moderated that of the financiers. For both the sessions, the team had set guiding questions based on understanding of the entrepreneurs' and financiers' perspective on the theme. In this session, financiers from different organisations (e.g. Cooperative Banks, Private Banks and Small Finance Bank Institutions) participated. The session for entrepreneurs was attended by hoteliers, homestay owners, café and restaurant owners, SHG women involved in

⁴ Appendix 2 includes the workshop agenda and a composition of stakeholders.



Figure 6: Mohak Gupta from DA moderated the session with Financiers

handloom, and handicraft businesses etc.

The entrepreneur session witnessed discussion around the challenges they face in obtaining loans from the formal financing institutions such as banks and Micro Financing Institutions (MFIs). The matter of the entrepreneur's preference in terms of source of loan was also taken up, which led to the conversation around the role of informal lenders and why the entrepreneurs find them accessible. On the other hand, the financiers were prompted in their session to comment on the challenges they face in lending to small and medium enterprises, homestay owners and SHG women, as well as the criteria for approving a loan application. Schemes available for the women entrepreneurs also found its way in the discussion.

The financiers pointed to the lack of business acumen among applying entrepreneurs, defaults or untimely repayments, as well as incomplete documentation as the top three challenges leading them to reject the loan applications by the entrepreneurs in the eco-tourism sector. Entrepreneurs on the other hand, highlighted the lack of information about the financial practices and available Government schemes, alongside high-interest of formal financing as the main issues. The entrepreneurs also pointed out that inadequate subsidy and less repayment time of the loan are also major roadblocks. Entrepreneurs raised many questions regarding the registration of the homestay process. The platform witnessed discussion around other related issues regarding green and sustainable financing too.

Session 2: Group Session on Potential Solutions with Both Financiers and Entrepreneurs

Group session was moderated by Jitender Verma and Tanya Issar. This session too had guiding questions framed on which both sets of participants were encouraged to voice their opinion. The group session was a highly interactive one, wherein the entrepreneurs and financiers discussed their challenges to access and disburse formal finance respectively. It is noteworthy that the entrepreneurs were assertive and raised pertinent questions with regard to the tedious homestay registration process, difficulty in availing of the benefits of the scheme, etc in front of the Department of Tourism & Civil Aviation and senior bank officials.

Among the common topics, financial literacy was one of the major points of discussion. While the financiers stated that they regularly conduct financial literacy programmes, the entrepreneurs in the room argued against it stating lack of information about any such initiative, let alone availing the benefit.

Movie Launch

The workshop was also attended by SK Parashar, Deputy Director, Department of Tourism & Civil Aviation, Mandi, (HP) and Ritesh Paal, Tourism Information Officer, Department of Tourism, Mandi, (HP) who informed about the homestay registration process and launched a short film developed by Development Alternatives on 'Slow Tourism' to promote ecotourism around Parashar Lake. Developed on the theme of "Livelihood through Ecotourism", this movie aims to support green entrepreneurship in the region, falling in right alignment with the objectives of the workshop.



Figure 7: Movie launch by SK Parashar, Deputy Director of Tourism Department, Himachal Pradesh to support Green Entrepreneurship in Himachal Pradesh

CONSTRUCTION SECTOR



The state of Bihar, situated in East India, is one of the fastest growing states in India. During the period 2005-06 to 2014-15, the Gross State Domestic Product (GSDP) of Bihar at constant prices grew annually at 10.5% percent, which is one of the highest among all major Indian states. Bihar is primarily an agrarian state and is one of the largest producers of vegetables and fruits in India. In fact, the MSME sector, which has emerged as a highly vibrant and dynamic sector of the Indian economy has also witnessed growth in the last decade in Bihar. The number of registered MSMEs reached 1.98 lakhs in 2013-14 providing employment to 6.52 lakhs individuals. It is worth mentioning that 99% percent of the total number of units under MSME falls under the micro sector and despite this, the investment per unit increased from 1.87 lakh in 2007-08 to 10.07 lakh in 2013-14 (MoMSME, 2015-16).

Bihar is bestowed with highly fertile soils of Indo-Gangetic Plains. These soils are suitable for intensive agriculture and rightly so, agriculture is the backbone of Bihar's economy generating nearly 24.84% of the state's domestic product and giving employment to 77% of the state's workforce. The agriculture sector in Bihar, however in direct conflict with the construction sector because of red bricks which use cultivable soil in their manufacturing while also contributing to GHG emissions. Bihar has about 7,700 red brick kilns (Ministry of Mines, 2018) which produce approximately 23 billion red bricks annually. In the manufacturing of these red bricks, approximately 65 million tons of fertile soil are stripped off every year. This is equivalent to 300 square km (twice the size of Patna District!) of agricultural land.

The production of fired clay bricks consumes around 4.8 million tonnes of coal per year, leading to the emission of 16 million tonnes of carbon dioxide (CO₂) and the consumption of 53 million tonnes of topsoil contributing to climate change. In response to this, the Bihar State Pollution Control Board (BSPCB) mandated all traditional brick kilns to adopt cleaner brick production technologies, such as fly ash bricks. The potential of fly ash brick manufacturing in Bihar is 10 billion per year. The fly ash can be utilised in infrastructure projects, enabling the creation of more enterprises and hence employment generation for the unskilled workforce (Alternatives, 2019).

To validate the findings of construction sector challenges, a stakeholder workshop was conducted between entrepreneurs and financiers in Patna on 23rd May 2022 at Chanakya Hotel, Patna⁵.

Key Highlights of the Proceedings

Opening Session

Gitika Goswami, opened the workshop, which kicked off by pitting the market trends and investment potential of the fly ash brick industry in the State of Bihar to the forefront.

Session 1: Parallel Brainstorming Sessions with Entrepreneurs and Financiers

Parallel brainstorming sessions happened in two different rooms with entrepreneurs and financiers. A presentation was given by Saundharaya Khanna, Rashi Sirohi and Mohak Gupta – highlighting the project objectives and activities that DA has undertaken in the fly ash brick sector in Bihar over the past 10-12 years.

In this session, financiers from different institutions including but not limited to Bandhan Bank, Karnataka Bank, IndusInd Bank and Ujjivan Small Finance Bank participated. The session about entrepreneurs was attended by small and medium fly ash brick (FAB) making enterprises, new entrepreneurs who want to establish fly ash units, and a few who were in the transition from red brick making to fly ash brick making units.



Figure 8: Opening Session by Gitika Goswami, AVP, DA

⁵ Appendix 3 includes the workshop agenda and a composition of stakeholders.

a. Brainstorming Session with Financiers

Having developed this context, the stakeholder dialogue advanced to understanding the lending priorities of the represented financial institutions, mapping their challenges in lending to fly ash brick manufacturers and identifying the low-hanging processes which can make such entrepreneurs loan ready. The discussion also spanned over the possible means by which it can be made more inclusive in terms of gender and marginalised communities and how they can be incentivised to join this industry.

During the discussion, lack of experience or business knowledge was highlighted as a major roadblock in lending to MSMEs today. Even if the candidate is a first-time entrepreneur, the financiers commented on his previous experience of having worked in the fly ash brick making unit and thus, understanding the processes and value chain as being the leveler in determining whether they would be able to sustain the business - which, as they mentioned, is the first consideration for lending. Incomplete documentation, lack of collateral, absence of any credit history or poor CIBIL Score were other reasons for rejection of the loan applications by such entrepreneurs.

For entrepreneurs, Mohak Gupta and Rashi proposed guiding questions related to the challenges they face in their economic activities and the most significant challenges they face in obtaining loans from formal financial institutions (e.g., banks/MFIs). Besides that, the respondents were asked whether they preferred to borrow money from informal lenders for agricultural and related business purposes and why they did so. The following highlights of the discussion with entrepreneurs:

The platform discussed other pertinent issues regarding Green and Sustainable Finance for MSMEs. The consensus among the Financier group was that even if it's a green project or business, recovery of loans is a priority.

b. Brainstorming Session with Entrepreneurs



Figure 9: Brainstorming Session with the entrepreneurs

For entrepreneurs, Mohak Gupta and Rashi proposed guiding questions related to the challenges they face in their economic activities and the most significant challenges they face in obtaining loans from formal financial institutions (e.g., banks/MFIs). Besides that, the respondents were asked whether they preferred to borrow money from informal lenders for agricultural and related business purposes and why they did so. The following are the highlights of the discussion with entrepreneurs.

Entrepreneurs mentioned the key challenges they face in their business operations. These are a lack of accessibility and information about formal sources of

finance and inadequate access to formal finance for carrying out entrepreneurial activities. Regarding financing, they reported heavy documentation while applying for loans from banks and many bank loan defaulters, due to which banks are apprehensive about approving loans quickly. Insufficient marketing facilities and infrastructure are the other most common challenges they mentioned. These came up as the major challenges for the entrepreneurs.

They also mentioned that there is high dependence on informal finance (e.g., Moneylenders, relatives, friends, and neighbors). The three top reasons for choosing moneylenders they cite are that it is easy to obtain loans from them, they do not need documentation and they are easily accessible. Interestingly 17 entrepreneurs out of 39 have taken loans from the banks and MFIs for farming or Agri-based business. They also have mentioned a few reasons that motivate them to take loans from formal institutions, i.e., the interest rate is low, and repaying on time allows them to obtain loans again. In contrast, few women entrepreneurs mentioned that it is easy to take and repay loans from SHGs as they do not require much documentation.

Session 2: Group Session on Potential Solutions with Both Financiers and Entrepreneurs

This session took a cue from the individual sessions, in the sense that while the individual sessions witnessed the participants discussing their side of challenges, this one brought both together on a single platform with a hope that collective dialogue shall lead to inclusive solutions. During the discussion, perspectives of both the stakeholders around the issues came to light. An add-on to the session was the fact that some financiers also talked about the guidelines and criterias they follow while lending to businesses. This included documentation such as: -



Figure 10: Group Session on Potential Solutions with Both Financiers and Entrepreneurs

1. Know Your Customer (KYC) Details
2. Income Tax Returns (ITR) of Past 2-3 Years
3. Business Plan or Detailed Project Report, covering: -
 - a. Land & Structure Details (Agricultural land needs to be converted via Change of Land use before starting any commercial operations; also, such land is not accepted as collateral by banks)
 - b. Technical Aspect of the Business
 - c. Business Financials (Total estimated project cost, bifurcation by contribution such as term loan and working capital loan)
 - d. Profit Forecasting (Net Profit Per Annum) etc.

Clarity on the repayment processes, collateral and coverage were also given. The financiers mentioned that the-

- Repayment duration of a loan depends upon the type of loan (Government scheme or private financing) and may vary from 3 years up to 10 years. There may also be a moratorium.
- Collateral for loans up to Rs. 2 crores for manufacturing projects and Rs. 1 crore for service projects are covered under CGTMSE. However, in case the loan value exceeds the collateral coverage, the bank may ask for additional security. This can be land (non-agricultural) or any other tangible asset.

This discussion, both sides agreed, drove the agenda of development of a roadmap for promoting green economic recovery in the State of Bihar.

Way Forward

The entrepreneurs and financiers had the opportunity to discuss their challenges and share potential solutions on the same platform. The session also added to the entrepreneur's knowledge of relevant Government financing schemes for business set-up and expansion. This discussion has validated the requirement of continuous support to green entrepreneurs. In this context, the following needs have been identified and added to the action plan.

- A facilitator's toolkit as a one-step window to support these entrepreneurs know of and avail financing from formal sources.
- A business case for the green and inclusive micro-entrepreneurship based on an assessment framework for Local Green Enterprises (LGEs)
- Documentation of innovative finance instruments relevant for the micro-entrepreneurs, which may later lead to co-designing of a financial instrument to support green entrepreneurship.

Appendix 1: Agriculture and Allied Sector Workshop

a. Agenda

Time	Activity	Speaker / Moderator
10:50hrs - 11:00hrs	Registration	
11:00hrs - 11:05hrs	Welcome session	Col. Shantanu Chaudhary, Head of Programs and Administration, TARAGram, Bundelkhand
11:05hrs - 11:15hrs	Context setting of the workshop: what we have done and what we are intending to do here	Room 1 (Financiers): Mohak Gupta, <i>Assistant Program Director</i> Room 2 (Entrepreneurs): Tanya Issar, Deputy Manager
11:15hrs - 12:30hrs	Brainstorming session	Moderator: Room 1 (Financiers): Gitika Goswami, <i>Associate Vice President & Lead, Policy Research & Planning Domain (PPD) Development Alternatives</i> Room 2 (Entrepreneurs): Satabdi Datta, Senior Manager
12:30hrs - 13:00hrs	Tea Break	
13:00hrs - 14:00hrs	Group session on Potential Solutions: Both financiers and entrepreneurs	Moderator: Gitika Goswami and Satabdi Datta
14:00hrs - 15:00hrs	Lunch	
15:00hrs - 15:30hrs	Interactive session with entrepreneurs: Gaps in awareness in about government schemes	Moderator: Pooja Gangwar, Fellow

b. Composition of Stakeholders

S.No.	Type of Participants	No. of Participants
1	Financiers (NABARD, Bank Managers of Nationalised and Private Bank, MFIs)	14
2	Entrepreneurs (Farmers, FPOs, agricultural and allied sector-based businesses)	39
3	PPD Team from DA	12
4	TGO Team from Bundelkhand	13
	Total	78

Appendix 2: Eco-tourism and Allied Sector Workshop

a. Agenda

Time	Activity	Speaker / Moderator
10:50hrs – 11:00hrs	Registration	
11:00hrs – 11:05hrs	Welcome Session	Jitender Verma, President of the Centre for Sustainable Development
11:05hrs – 11:10hrs	Context setting of the workshop: what we have done what we are intending to do here	Presentation by Tanya Issar, Deputy Manager
11:10hrs – 11:30hrs	Movie launch by Shri S.K. Prashar Deputy Director of Tourism Department Mandi, HP	
11:30hrs – 12:30hrs	Brainstorming session	Moderator Financier: Mohak Gupta, <i>Assistant Program Director</i> Entrepreneurs: Tanya Issar
12:30hrs – 1:30hrs	Group Session	Moderator: Tanya Issar
1:30hrs – 2:30hrs	<i>Lunch</i>	

b. Composition of Stakeholders

S.No.	Type of Participants	No. of Participants
1	Financiers (Bank Managers and MFIs)	6
2	Entrepreneurs (homestay owners, travel agents, hoteliers, cafés & restaurant owners, artisans SHGs)	34
3	Tourism Department, Mandi	2
5	PPD Team from DA	6
6	CSD team in Mandi	1
	Total	49

Appendix 3: Construction Workshop

a. Agenda

Time	Activity	Speaker / Moderator
10:30hrs - 10:40hrs	Registration	
10:40hrs - 11:00hrs	Welcome Address	Gitika Goswami <i>Associate Vice President & Lead, Policy Research & Planning Domain (PPD)</i> Development Alternatives
	Context Setting What we have done yet and what we are intending to do in the workshop	Presentation by- Break Out Room 1 (Financiers): Gitika Goswami /Saundharaya Khanna, <i>Deputy Manager</i> Break Out Room 2 (Entrepreneurs): Mohak Gupta, <i>Assistant Program Director</i> Rashi, <i>Deputy Manager</i>
11:00hrs - 12:15hrs	Brainstorming Session	Moderation by- Break Out Room 1 (Financiers): Saundharaya Khanna Break Out Room 2 (Entrepreneurs): Mohak Gupta and Rashi, <i>Deputy Manager</i>
12:15hrs - 12:30hrs	Tea Break	
12:30hrs - 13:30hrs	Group Session: Potential Solutions - joint discussion with financiers and entrepreneurs	Moderation by- Mohak Gupta / Gitika Goswami
13:30hrs - 14:30hrs	Lunch	

b. Composition of Stakeholders

S.No.	Type of Participants	No. of Participants
1	Financiers (Scheduled Commercial Banks)	6
2	Entrepreneurs (Fly ash brick-making entrepreneurs who are well established, also who are in the process of transitioning from red brick to fly ash brick units)	15
3	PPD Team from DA	10
	Total	31

Appendix 4: List of Team Members

Development Alternatives Team Members	
Gitika Goswami	Associate Vice President
Col. Shantanu Chaudhary	Head of Programs and Administration, TARAGram, Bundelkhand
Mohak Gupta	Assistant Program Director
Dr. Satabdi Datta	Senior Manager
Alpana Gupta	Manager
Tanya Issar	Deputy Manager
Saundharaya Khanna	Deputy Manager
Rashi	Deputy Manager
Vandana Sharma	Deputy Manager
Gulshan Patel	Field Coordinator
Vaishali Kanojia	Fellow
Pooja Gangwar	Fellow
Simantini Ray	Fellow



The **Green Economy Coalition** is the world's largest movement committed to accelerating the global transition to green and fair economies. We are a new type of institution: we mobilise multiple organisations – including global institutions, businesses, civil society, trade unions and people's movements – towards a shared responsibility and collective action. Our network now spans across six continents, comprising 50 members, and continues to grow. We tackle some of the biggest challenges of the world: extreme poverty, climate change, biodiversity loss, rising inequality and weak governance. But we recognise that these issues cannot be tackled alone, and that they arise from the same problem – how our economies are organised, ruled and managed.



Development Alternatives (DA) is a premier social enterprise with a global presence in the fields of green economic development, social empowerment and environmental management. It is credited with numerous innovations in clean technology and delivery systems that help create sustainable livelihoods in the developing world. DA focuses on empowering communities through strengthening people's institutions and facilitating their access to basic needs; enabling economic opportunities through skill development for green jobs and enterprise creation; and promoting low carbon pathways for development through natural resource management models and clean technology solutions.
www.devalt.org



The Green Economy Coalition is funded in part by the **European Union** DCI-ENV/2016/372-847. The European Union is a unique economic and political union between 27 EU countries that together cover much of the continent. It spans many different policy areas and provides funding for a broad range of projects and programmes covering areas such as regional & urban development; employment & social inclusion; agriculture & rural development; maritime & fisheries policies; research & innovation and humanitarian aid.

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