



Fostering Success for Women Entrepreneurs: Success Story of Nilamani Topno

Hailing from Turundu village, Gumla, Jharkhand, Nilamani Topno's journey is one of resilience and transformation. She studied till class 9th and soon after, got married in 1990.

She worked alongside her husband in agricultural fields as a daily wage earner and was also engaged in animal husbandry and poultry farming to make ends meet.

Coming from a family of five, Nilamani dreamed of providing her children with quality education, but their limited and erratic income posed a significant challenge.

The burden of managing her children's higher education expenses weighed heavily on her mind. A new chapter began for Nilamani in 2016 when she joined Udyogini. By 2019, she became a member of Udyam Utthan Samiti, a Farmer Producer Organisation associated with Udyogini. Here, she focused on processing tamarind, lac, chironji, ragi, and pulses.



Udyogini, as the implementing agency of the lac cluster in Gumla, brought farmers together to form Udyam Utthan Samiti, a special purpose vehicle designated as a Farmers Producer Organisation. This association secured a steady income through proper market linkage, facilitated by its status as a SFURTI cluster under the Indian Micro Enterprises Development Foundation, a social enterprise development vehicle of Development Alternatives.

As a cluster member, Nilamani received capacity-building training, acquired technical skills in processing machinery, learned market valuation of processed products, mastered packaging techniques, and grasped business and marketing nuances to enhance product sales. Gaining confidence in managing the Lac Processing unit, Nilamani saw significant changes in her social, economic, and personal life. Her increased income from Udyam Utthan Samiti enabled her to send her daughters to senior secondary school and her son to college.

Currently, she earns between 7,000 and 10,000 INR monthly and benefits from social security schemes under the Pradhan Mantri Employment Generation Program. Previously, limited market access and unfamiliarity with processing raw materials hindered their sales.

However, the formation of Udyam Utthan Samiti and its SFURTI cluster status transformed their prospects. With improved market access through e-commerce platforms and direct online payments into her bank account, raw materials are now readily available.

Nilamani's journey from a concerned mother to a confident, economically empowered woman has inspired other women in her village to join Udyam Utthan Samiti. Her story exemplifies how dreams can indeed become a reality with the right support and opportunities.