



Impact Story

Beneficiary



"I took the lessons learnt in my marketing course to survey local restaurants and markets to see what customers were looking for and found that traditional chicken and carp fish were in high demand."

- Sansay Nalath

Image: Sansay Nalath Credit: Swisscontact

Sansay Nalath, a young entrepreneur from a farming family in Salavan, decided to pursue his passion for agriculture and create a business to support his family. He was inspired to start his own business after participating in the ESS coaching cycle courses and Enterprise Base Training (EBT) program from Swisscontact's Vocational Training and Employment Support Services (VTESS) project.

"In the coaching cycle courses and EBT, I learnt about market access, income creation, and coordination that was useful for my business," he said.

Nalath invested the seed money he received from the VTESS program into his agri-business by purchasing food for livestock, 20 chickens, 15 ducks, 3 baby pigs, and 6 kg of baby fish.

Unfortunately, in August 2022 his agri-business faced a setback when a poultry disease killed all his ducks and left him with only 15 surviving chickens - an estimated loss of 2 million kip.

Nalath sought advice from the local government agriculture department. He then isolated the sick animals and vaccinated them all. Through his diligence, his agri-business survived and he now has 140 chickens that he can sell.



Image: Sansay Nalath's chickens on his farm.
Credit: Swisscontact

Nalath's agri-business is unique in that he raises chickens in an open area with fences and also raises carp fish, which is not commonly done in the area. In January 2023, he made 4.3 million kip selling fish.

Nalath plans to continue expanding the business and supporting his family with the income he generates. In June 2023, he will start raising goats and will prepare areas for planting grass to reduce animal feed costs.

“I took the lessons learnt in my marketing course to survey local restaurants and markets to see what customers were looking for and found that traditional chicken and carp fish were in high demand,” he explained.

*Image : Sansay Nalath feeding his chickens.
Credit: Swisscontact*



Inception phase: August 2019 - March 2020

Project duration: August 2019 - November 2023 (4 years)

Funded by: Swiss Agency for Development and Cooperation

Implementer: Consortium Swisscontact / Lucerne University of Applied Sciences and Arts

Key implementing governmental partners:

- Ministry of Education and Sports - MoES (Lead)
- Ministry of Labour and Social Welfare – MoLSW

Target Groups:

- Main: Early school-leavers - young people (15-35 years of age) who have completed primary school only and are deprived socially and economically.
- Wider: Teachers from IVET schools, staff from job centres or similar institutions (career counsellors, job coaches, community or youth workers, village facilitators and social workers).



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