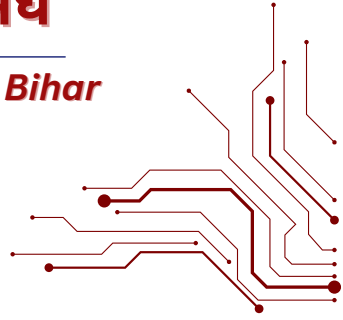
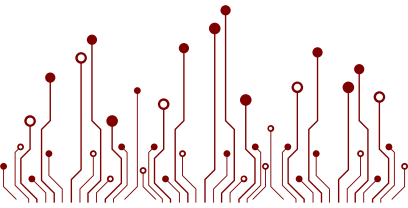




# Bihar Entrepreneurs Association बिहार उद्यमी संघ

*Making an Enterprising Bihar*



## **GAON TO GLOBAL**

A voluntary organization  
building an  
Entrepreneur-centric Impact  
Ecosystem

### **12 YEARS OF IMPACT**

# Annual Entrepreneur's Diary



## About Bihar Entrepreneurs Association (BEA)

Bihar Entrepreneurs Association, is a not for profit organization with 20 thousand member formed in 2011 and working Voluntarily at Block & District level, making them Global.

It

- Has City Chapters and International Chapters,
- has done **100 StartUp Yatra, 50 Krishi Samwad** & 300 plus workshops,
- has done One to one Interaction with **1.5 lakh plus youth** in 11 years,
- It has **drafted the Startup policy for Govt. of Bihar**
- Setup free of cost Incubation and Innovation Centre in Patna for Grassroot entrepreneurs
- Raises resources from the Community for its operations
- Has been **invited by Govt of Five Countries** including US, Israel, China, Netherlands and
- Has been appreciated by several Govts and NITI Aayog.

With research study on youth and economic development and Tech and Non-Tech workshops with National & International Partners on Women Entrepreneurs, Technology, Social Entrepreneurs etc it has gained the presence of US Ambassador, Hon Chief Minister, Union Ministers and His Excellency the Governor of Bihar.

BEA has setup 1st **Business Helpline in 2013** to provide free of cost guidance on call for any Business Activity in Bihar. It has developed its unique way to Train youth, women and farmers become entrepreneurs. It works specially for underprivileged and marginal section of the society.

It has created 3000+ Entrepreneurs, 150+ Startups and 30 thousand plus jobs with initial Ideation to Execution, Collaboration to Business & Networking in different sectors especially Agri, Health, Education.

It has a pool of 100 plus mentors from across the Globe and investor pool with a globally renowned track record.

**Bihar Entrepreneurs Association is registered Not for Profit under Section 12AA & 80G under Income Tax Act 1961, India and with FCRA registration.**

BEA started **Bihar STARTUP YATRA in 2013** on village & Block Level in all 38 Districts of Bihar to make youth aware about innovation, Start-ups, eco system for becoming entrepreneurs and taking youth of Bihar to international level. BEA is also focusing on **empowerment of Women Entrepreneurs and farmers** through series of workshop and specially designed Incubation program.

BEA is creating a strong network of entrepreneurs having interest in Bihar. It is creating a repository of resources, reports, business plan that will be helpful for every member of the association. Newsletters compiled from the articles and reports contributed by the advisory committee member, professors, industry experts and fellow entrepreneurs are provided to its members.

Regular events with the entrepreneurs are organized for solving issues, sharing best practices, exchanging ideas, identification of opportunities and developing synergy with collaboration.

BEA has been funded by Govt of Bihar, several ministries of Govt of India like MeitY, StartUp India, Ministry of MSME, Banks, and international organizations like ILO, TIE Global.

It works with the collaboration with state, central as well as other National and International Organizations.

### Works we do for Economic development

- Providing Complete Hand-holding support to youth, women, farmers and all aspiring Entrepreneurs.
- From **Behavioral Change for Entrepreneurship (BCE)** to Product launch and Business Development.
- Providing **Market Research, New Opportunities** for business and **Sector-specific research** data.
- Connecting to all ecosystem Builders across the Globe to provide all round support to Entrepreneurs.
- Identifying and interfacing with potential partners, buyers, collaborators for entrepreneurs.
- Arranging meeting and Liaising with Banks, government officials/corporate.
- **Organizing events on National bi-national issues** of youth and community development and promoting Entrepreneurship and Innovation.
- **Participating in exhibitions and trade fairs** in Bihar and other states.
- **Interactive sessions with Embassies/Consulate General** and foreign commercial service offices.
- **Mounting business and trade delegation from Bihar** and other states of India to different countries.
- **Opportunity to meet** with business delegation from Bihar, other states and different Countries.
- **Advocacy / representation with government** on behalf of entrepreneurs and youth from Bihar and other states companies on policies and trade related matters, skill development in Bihar.

## Benefits for members

- Providing Market Research Data. New business Opportunities as and when it comes.
- Networking with the business community to help to grow the Business.
- Connecting to New Technologies and Machineries from across the Globe.
- Connecting to City-wise connect across India and in different countries. Involvement in Economic & Industrial policies discussion with Govt.
- Access to Research, Surveys, Knowledge Papers.
- PR and Marketing Communications.
- Project report Making, Legal Compliances.
- Internship and Placement Opportunities.
- Corporate Linkages across the Globe. Access to Workshops, Exhibitions, Trade Fairs, Conferences & Seminars.
- Expert Assistance for Advisory Services, Project assistance & Funding Support. Business Launch and Distribution channel development.
- New Market Entry. Liaising with Govt organizations and Corporate. Linking with Global Universities and Institutions.

### UDYAMI BHAWAN *Entrepreneurs Building*



#### **Bihar Entrepreneurs Association is going to have its own building "a temple of entrepreneurship"**

Bihar Entrepreneur Association's most ambitious project "Udyami Bhawan" is being constructed in New Patna. Construction of this entrepreneur building will be a boon for all the youth of Bihar who are unable to do anything due to lack of sources. Udyami Bhawan will have incubation centre, labs and will tie up with important institutes of India to connect youth with latest technologies & mentors. The unique feature of Udyami Bhawan will be that the grassroots entrepreneurs coming from villages and far flung districts will get the facility of **startup hostel**. There will be a facility of Fab Lab, maker's space, IoT lab etc in udyami Bhawan in which entrepreneurs will be able to learn new technology like 3D printing, IoT, robotics.

Udyami Bhawan will have a globally connected integrated system that startups will be able to work in the field of innovation by connecting with institutions.

The construction work of Udyami Bhawan is in progress and we **working for fund raising for the same**. In addition, the Entrepreneurs Association has sent a project to the Japanese government for financial assistance in the construction of the Entrepreneur Building.

## Walk the Talk BES 2017 उद्यमी बिहार बनाने के लिए





## **Bihar StartUp Yatra 100 plus Yatra in all 38 districts of Bihar**



Bihar Entrepreneurs Association organizes a State-wide entrepreneurship cum StartUp Drive to make “Youth Enterprising” in districts and blocks of Bihar. This has been the biggest Entrepreneurship Campaign in the Country covering almost 200 institutions in all 38 districts of Bihar and 60,000 interactions with potential entrepreneurs/people with ideas and proposals. This photo is of the 1st Workshop of Bihar Startup Yatra at VVIT.



**Bihar StartUp Yatra at Magadh Mahila College in Patna, 200 plus women and girl students participated and pitched their Ideas.**



**With Minister of Industries Dr Bhim Singh, VC- Patna University, Director of Industries, Govt of Bihar, Principal- Patna Science College and Entrepreneurs from Bihar.**



**Bihar StartUp Yatra in Siwan District, Enterprising Bihar Campaign 1st time in Siwan at Z A Islamia College.**

Being the biggest Entrepreneurship Campaign in the country, BEA wanted it to be as inclusive as possible.



**Rickshaw Campaign and Innovative Marketing was done for StartUp Yatra in Katihar District, Bihar.**



**25th destination of Bihar StartUp Yatra in Araria at Kalawati College, Araria-** About Entrepreneurship, StartUp Activities in the country, Schemes and benefits from both state and Central Govt etc were discussed.



**71st Bihar StartUp Yatra at Bakhtiyarpur College of Engineering, Patna -** Esteemed Speakers at 71st Bihar StartUp Yatra at Bakhtiyarpur College of Engineering, Patna; with Sessions on Ideation, Legal Compliance for Startups, Finance, Marketing, Artificial Intelligence, Incubation, Digital Marketing, Business Strategy and Networking.



**Startup yatra at Institute of Hotel Management, Vaishali on 11th February 2017-**

To encourage entrepreneurship development & new entrepreneurs, BEA in collaboration with district administration at Vaishali, conducted StartUp program in the local town hall. MLA Tarkishore Prasad, BEA secretary Abhishek Kumar and many other members jointly launched the startup journey.



**YUVA Yatra in Darbhanga College of Engineering,** For Complete Holistic Development of Youth, It will move to every district and will meet 10 thousand youth in 1st phase to Empower them. It will work at its best on Career, Skill, Jobs and Entrepreneurship.



**In 2014, Indo American Chamber of Commerce,** Patna Chapter opened in the presence of former Chief Minister of Bihar Shri Jitan Ram Manjhi.



**In 2015, Round Table Meet** was held between young entrepreneurs and Union Minister of State, MSME and Secretary- Labor Dept, Govt. of Bihar. Fruitful discussion on different sectors, resource mapping for all 38 districts, Bihar Startup Yatra and cluster development for different Sectors was done



**In 2015, 1st Bihar Banking Summit** was organised with state govt, RBI, NSIC and all major banks in Bihar. It was inaugurated by Minister of Industries of Bihar, Industry Commissioner and RBI Regional Director at Hotel Maurya, Patna.



**In 2015, Hon Chief Minister of Bihar, Nitish Kumar** launching BEA Enterprising Bihar Mobile App



BEA have also worked to empower Physically Disabled to become Entrepreneurs



BEA has also Incubated and acknowledged Transgenders for self employment and entrepreneurship



**Pitch 4 Bihar 2016** was organized for the aspiring entrepreneurs and StartUps, to pitch their Idea and get awarded in collaboration with Department of Industries, Govt of Bihar. This was done to boost the morale and help the Startups come forward with their ideas and start thinking the world of entrepreneurship as a new career option too.



In 2016, Presentation in Reserve Bank of India, Patna among head of all Banks on building Entrepreneur-centric ecosystem in Bihar.



Padamshri Prof Anil Gupta felicitated by BEA team



First IT Startup Meet in 2016 was organized by BEA at Adhiveshan Bhawan, Old Secretariat, Patna. Over more than 500 people were present for the meet.



Women Entrepreneurs BEA team Ms. Usha Jha, Ms. Kalpana Kumari, and several other joined Walk the Talk to make Bihar an Enterprising State and build the ecosystem.



2nd Bihar Banking Summit, 2016 was held at Adhiveshan Bhawan, inaugurated by Hon. Minister of Industries, Govt. of Bihar Shri Jai Kumar Singh. Discussion on the role of SMEs in Bihar, NPA, Role of SMEs financing, Mudra loan, PMEGP, Start-up India and Stand-up India Schemes and role of banks and entrepreneurs in managing NPA was done.



In 2016, First invitation by a Foreign govt came from Govt of China, to partner at Cross Border Trade and Investment Summit in Guiyang. Secretary General was invited as a speaker.



1st Youth Entrepreneurship Summit, 2017 was inaugurated by Chief Guest - Hon. Dy Chief Minister of Bihar



Drone Startup displaying to Hon Chief Minister at StartUp Expo in 2017 by our Secretary General Budding Entrepreneurs showcased startups and innovations from the region. The expo provided a platform for startups to connect with investors, mentors, and potential customers.



**Mr. Harsh Vardhan, an MIT Alumnus, a Blockchain Evangelist, BEA Executive Committee Member, taking session at Enterprising Zone. An interactive session was an easy to understand language and was part of the series on Blockchain Technology latest Financial Technologies and its Utility in several sectors.**



**Invited at GLOBAL ENTREPRENEURSHIP SUMMIT 2017, Hyderabad** by US Dept of State and NITI Aayog. Ms. Ivanka Trump and Prime Minister inaugurated the three day summit. Secretary General of BEA attended the GES 2017 as an investment advisor from Bihar for 8th Annual GES.



**National Agripreneurs Summit 2017 in Delhi with 700 participants:** A Campaign which aims to empower farmers of the country by attracting, connecting, promoting and collaborating youth and entrepreneurs in agricultural and allied sector. Govt of Netherlands, IITs, IIMs are official partners to it.



**GST Summit 2017** was inaugurated by Hon Minister of Industries and Science & Technology and Chief Commissioner, GST and Custom (UP, Bihar, Jharkhand) with Shri Swaraj Sinha, and Shri Abhishek Kumar at GST Bhawan, Income Tax Golamber in Patna.



**In 2017, Thousands of Entrepreneurs gathered and participated in the "Walk the Talk" for Bihar Entrepreneurship Summit 2017.** This was done to make Bihar an enterprising state, bringing conducive ecosystem and policies to create enterprises to contribute to the economy which is otherwise dependent on Govt Jobs and Contracts.



**Hon. Ambassador to United States of America Mr. Kenneth Juster visits BEA Office on 24th March 2018:**

Hon. Ambassador to United States of America Mr. Kenneth Juster, US Consulate General, Kolkata Mr. Craig Hall, Director of American Centre- Mr. James Dragon and other senior US officials visited Enterprising Zone, BEA Incubation Centre.



**AIRSWEEE 2.0 Patna Chapter** - BEA along with TIE Global successfully conducted a 5 days residence workshop program which was fully funded by US Dept of State and US Mission in India through U.S. Embassy, New Delhi, and Consulates partners. This program was meant to empower women entrepreneurs from Tier II and Tier III. Indian cities with BEA as the Regional Partner for Patna.



**SAARC Development Fund's Partnership Conclave 2018** was held at India International Center (IIC), New Delhi. The focus point of the occasion was towards development in the South Asia district. SAARC Development Fund (SDF) expected government assistance of individuals of SAARC locale, work on their personal satisfaction and speed up financial development, social advancement and destitution mitigation.



**Ambassadors from other countries and High Commissioner visit-**

Hon Deputy Chief of Mission in US, Hon High Commissioner to Mauritius And Hon Ambassador to Argentina, visited BEA's office, they appreciated BEA's work and guided for future endeavors.



**Workshop with Punjab National Bank on MSME Schemes for Entrepreneurs:** This workshop was done to help entrepreneurs so that they scale up their business.



**MoU signed with ICAR - ATARI for Bihar and Jharkhand** at the Round Table Meet in presence of Hon Minister of Agriculture, Govt of Bihar



**Meeting with Mr. Hemang Jani, Secretary, Capacity Building Commission and Board Member, Karmayogi Bharat, and OSD to the Prime Minister, in Delhi.** In this meeting Mr. Abhishek Singh discussed in detail about the entrepreneurial revolution taking place in Bihar. He also mentioned about various schemes being run by BEA. Mr. Hemang Jani described the work being done by BEA as unprecedented and said that positivity can be seen in Bihar from the work of BEA.



**Invited by Ministry of Foreign Affairs, Govt of Israel in 2018-** Secretary General Mr. Abhishek Kumar represented BEA and spoke about entrepreneurs and entrepreneurial ecosystem in Bihar on 6th Sept 2018 at Tel Aviv on India-Israel Mixer by Pears Foundation. BEA had been invited by Ministry of Affairs, Govt of Israel.





**In partnership with US Consulate, Kolkata, Workshop on Business Communication in English for Women Entrepreneurs -**

20 female entrepreneurs were chosen to participate in this workshop. It was organized in collaboration with US Embassy Kolkata. Business communication Expert Mr. Dieter Brunh trained the women entrepreneurs and Mr. James Dragon, Director- US Embassy, Kolkata addressed them.



**Visit to Israel Embassy-** BEA Secretary General met Deputy Chief of Mission, Israel Embassy, Ms. Maya Kadosh, presented the Annual Bihar Change makers book, discussed BEA work till date, the opportunities and business trends in the States like Bihar, Jharkhand, UP and new areas of collaboration between Startups from India and Israel.



**TAITRA (Taiwan External Trade Development Council) met the major importers and manufacturers from Bihar and Jharkhand on 5th June 2018 at Enterprising Zone.** With the support of BEA, TAITRA helped Entrepreneurs in their search of Taiwanese equipment, service, solutions and products. Major Exporters were also welcomed. They helped the local Entrepreneurs in Electronics, Security, Machineries and Hardware sectors by finding Taiwanese quality goods and solutions to improve their business. To strengthen the bilateral connections between BEA and Taiwanese manufacturers.

**East India's first "Artificial Intelligence - Centre of Excellence"** Bihar became the first State to set up East India's first AI Centre of Excellence in Patna by BEA. The blueprint has been finalized and the experts from US helps BEA strive closer to their goal of building skills in emerging technologies and boost the startup ecosystem in Bihar. Two days Artificial Intelligence Workshop at AI Centre of Excellence, Patna was conducted by the experts from our USA team, led by Chief Mentor Mr. Rakesh Ranjan, Director- Emerging Technologies, IBM, USA.



**National Agripreneurs Summit 2018 in Pune,** International Agripreneurs Pitching sessions, Awards and interaction with Foreign Govt. Representatives. There was upto 5 lacs cash prize for Best Agri ideas, International linkages and Investments.



This was a momentous occasion for Bihar as the BEA Delhi Chapter Meet took place at a highly significant venue Gandhi Sangrahalaya, New Delhi. The gathering was characterized by a strong sense of energy and passion for Bihar, with a focus on giving back to the state that has been neglected for a considerable period of time. The meeting had a clearly defined agenda and a problem-solving approach, with attendees providing details of the way they could provide assistance according to their expertise.



**Bihar Pravasi Sammelan : Several esteemed speaker at this event were:**

Hon Speaker of Bihar Legislative Assembly Shri Vijay Choudhary, Hon Union Minister of State for Rural Development, Shri Prabhakar Sharan, Globally Recognized Actor and Businessman in Costa Rica, Mr. Rakesh Ranjan, Director - Emerging Technologies, IBM Analytics AND Adjunct Professor at San Jose State University, California, USA , Mr. Prateek Kumar Co-Founder REPL , Co-Founder, DeHaat Mr. Adarsh Srivastava, Mr. Sahzada Siddiqui, Founder, Chai Chahat, Dubai, UAE



**Launch of "Coffee Table Book 2019 with 25 Changemakers" of Bihar at 6th Bihar Entrepreneurship Summit and Bihar Pravasi Sammelan** by Three Senior Ministers of Bihar, Hon Minister of Labour, Hon of Building Construction, Hon Minister of Urban Development, Govt of Bihar and Ambassador of Costa Rica. The DGP of Bihar also addressed the Summit as Guest of Honor. World famous Actor cum Entrepreneur also shared his views for Developing Bihar.



**Workshop on Women Entrepreneurship at BEA:**

The workshop aimed to empower women to take control of their economic futures and create successful businesses that benefit their communities and the broader economy. The workshop covered topics such as business planning, marketing, finance, and management, and provided opportunities for networking and mentorship to the established as well as aspiring entrepreneurs.



**"National Summit cum Leadership" organized by ASSOCHAM and BEA at Hotel Chanakya, Patna on Oct 2109**

- Award Ceremony on Excellence in "National Summit cum Leadership" was organized by ASSOCHAM and BEA. The program was inaugurated by Mr. Vijay Kumar Sinha- Honorable Minister of Bihar Government, C.B Chakraborty- Vice President of Amway, Mr. Abhishek Kumar-Secretary General, BEA and Mr. Pankaj Singh- President, BEA. Special presence of Padma Shree Dr CP Thakur was an honor.



**National Forensic Conference, 2019-** Hon Dy Chief Minister of Bihar, Shri Sushil Kumar Modi and Hon Minister of PHED Shri Vinod Narayan Jha, Govt of Bihar inaugurated National Forensic Conference on Jan 2019. To bring issues to light about cyber crime and normal report misrepresentation, BEA held a day-long 'Public Forensic Conference in collaboration with FICS .



**Women Entrepreneurs round table conference in December 2019-** Women Entrepreneurs round table was organized in Dec 2019 by BEA in partnership with US consulate and University of Texas which aimed at widening the horizons of local businesswomen. Discussion mainly focused on creating more and more women entrepreneurs from the State and forefront them in the role of innovation, job creation and growth of the State as a whole.



BEA Secretary General was also felicitated with Honorary Citizenship of City of Pensacola, Florida, by the President of City Council, Pensacola in Florida during his visit.



Mr. Abhishek Kumar was invited for a lunch at Tie Silicon Valley. He met Tie Angels, Tie Global Heads at their Headquarters in San Francisco, USA

**General Secretary of BEA selected for the prestigious International Visitors Leadership Program (IVLP) by the US govt in 2019 -** The US government selected and invited the Secretary General Mr. Abhishek Kumar of BEA to visit the USA and study at more than 15 universities and institutions on Entrepreneurship and Innovation ecosystem.

During the Program, Mr. Kumar got the opportunity to visit, learn, network with, understand and analyze the entire entrepreneurship ecosystem of the Nation and how and what kind of StartUps & sectors can be introduced here in India with their help.

He extended his visit and covered eleven states of US and met the ecosystem builders there and also connected to Bihari diaspora and urged them to help Bihar in any possible way.



**Secretary General of BEA receiving the US Govt IVLP Fellowship Medal in US by US Dept iState officials in 2020.**



**In 2020, Techathon with IIM Calcutta Innovation Park and Govt of India:** BEA organized the Techathon under TIDE 2.0 Scheme, MieTy, Govt of India with IIM Calcutta Innovation Park.



**In 2020, 2nd Youth Entrepreneurship Summit, was organized at IIM Bodh Gaya** in association with BEA. Abhishek Kumar, Secretary General BEA and Dr. Vinita Sahay Director (IIM Bodh Gaya) inaugurated the Summit. Participants from different institutions across India participated in the Summit and pitched their idea. The Summit specially focused on creating more and more youth Entrepreneurs and successful ventures



**Global Markets & Benefits of FTA - Global Markets and Free Trade** under the Govt Scheme was organized. The session was held on the benefits of free trade agreements (FTAs) on global markets. Export Organization of India – Federation of Regions (FIEO-ER) in partnership with BEA under Ministry of Commerce & Industry, Department of Commerce, Govt of India organized this conference.



**Presentation on 19 Lakh Job Samwad on Baba Saheb Ambedkar's death anniversary, Dec 2020** - BEA made presentation on 19 Lakh Job Samwad on Baba Saheb Ambedkar's death anniversary. Hon Minister of Health Shri Mangal Pandey, Minister of Agriculture Shri Amrendra Pratap Singh and Minister of Animal Husbandry & Fisheries Shri Mukesh Sahini, Govt of Bihar were present for the event under the guidance of our mentor and Ex Union Minister and present MLC Shri Sanjay Paswan with sector-wise analysis and opportunities.



**Bihar Agripreneurs Summit, June 2020** - Hon Minister of Agriculture Shri Prem Kumar addressed Bihar Agripreneurs Summit. Presentations were made by the Agri Startup using emerging Agri Technologies.



**Bihar Global Summit, Dec 2020- Deputy Chief Minister of Bihar, Shri Tarkishore Prasad was the Chief Guest at the Bihar Global Summit held in Dec 2020.** BEA organized Bihar Global Summit-2 which was an online event with the aim of "Connecting and empowering Local to Global Level!"



**BEA invited to visit to Sree Vidyaniketan at Tirupati.** Secretary General, Bihar Entrepreneurs Association was invited to a 2 day visit to Tirupati by Group of Institutions at Sree Vidyaniketan at Tirupati to meet the amazing Team and CEO of the Sree Vidyaniketan at Tirupati.



**Discussion on new roadmap for Entrepreneurship** - Discussion was held on New Investments, Bihar Global Summit, Mukhyamantri Udyami Yojna, Women Entrepreneurs, different Industrial Parks, Textile Units and Startups with the Minister of Industries, Govt of Bihar, Shri Shahnawaz Hussain



**Let's Inspire Bihar program at NDMC Convention Centre, New Delhi, Dec 2021** along with several StartUps, Bihar Bibhuti Samman was given to Shri Vikash Vaibhav-President of Supreme Court. BEA Secretary General was part of the felicitation ceremony with Vikash Vaibhav ji, Special Secretary, Home Affairs, GoB. BEA and Let's Inspire Bihar team has joined hands to make an Enterprising Bihar.



**Webinar on FPO's Marketing and Branding Using Modern Techniques and Technologies-** Media coverage on webinar on FPO's Marketing and Branding using modern techniques and technologies by BEA. CGM, NABARD Shri Sunil Kumar was our Chief Guest of the Session with Special Guest speakers, DGM Shri Mrinal Ranjanuary, Ex-GM Shri Mithlesh Kumar and Experts from Agritech, FPO's, Marketing & Branding in the Webinar



**World BIO Fuel Summit, 2021-** At World Bio fuel day, BEA team shared it's thoughts with Hon Dy Chief Minister Shri Tarkishore Pd and Hon Minister of Science and Technology Shri Sumit Kumar Singh



**Startup Yatra at village level-** During this meet interaction with selected grassroot and aspiring women entrepreneurs was done. BEA offered all kinds of support in Brand building, training, product development and Marketing.

**3rd Open Mic was organised by BEA.** Patnaites are coming to share and celebrate the Joy of free speech with Poetry, Song, Standup, Shayari. Open Mic is a platform for Writers, Poet's, Speaker, artist and intellectual to showcase their talent.



**BEA Team visited Padamshri Kanwal Singh farms in Haryana and studied the food processing industries there. He obliged us and agreed to be part of BEA Advisory board and guide Agri start-ups.**



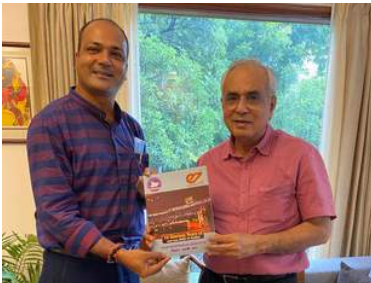
**At Global Entrepreneurship Summit, Hyderabad, With Shri Amitabh Kant, CEO- Niti Aayog, Currently G20 Sherpa**



**In 2022, Bihar Think Tank Dialogue organised at Rajendra Bhawan, New Delhi**  
Experts in various fields joined to develop and promote policy ideas and solutions. Dialogues to foster productive discussions and generate new insights and ideas took place.



**Special Home Secretary of Bihar and Brand Ambassador of "Lets Inspire Bihar" Shri Vikash Vaibhav visited BEA office and interacted with young Entrepreneurs. He emphasized on the three E's that youth must focus on Education, Egalitarianism and Entrepreneurship**



**In 2022, Meeting with Vice Chairman Niti Aayog Dr Rajiv Kumar in Delhi, BEA team explained about the existing Entrepreneurial Ecosystem and the initiatives taken by BEA.**



**US consulate General Miss. Melinda Pavek and Director, American Centre, Mr. Adrian Pratt visited Enterprising Zone, Incubation centre of BEA and interacted with 30 StartUps in March 2022.**



**Secretary General BEA Shri Abhishek Singh addressed the International Workshop on social Innovation, Entrepreneurship, and StartUp at Design Innovation Centre - DIC, University of Delhi. MoU signed between BEA's National body Entrepreneurs Association of India EAI and Karorimal College for Innovation, Idea exchange, Startup and Entrepreneurship.**



**BEA delegation led by Secretary General Shri Abhishek Singh visited Manpur of Gaya.**

Patwa Community is the hub (500 families) of weavers who are working for many decades in this sector. They are exporting "Gamcha and Chadar" in different states of India but their issues weren't addressed for many years. The team researched their issues of technology, advanced machine, Market linkage, and Branding.

**Women's Leadership Meet** was organized in the premises of BEA, in which women entrepreneurs from many districts and different regions participated. Abhishek Singh, general secretary of BEA, Mrs. Subhadra Singh, head of women's wing, gave guidance to women entrepreneurs in organizing this meet.



**Farmers Producers Organization "FPO Conclave" - Bihar State Consultation Meet on Growth of Farmers Producer Organizations FPOs was organised by BEA and NABARD.**

Govt of Bihar, Secretary- Agriculture Shri N Sarvana Kumar, Chief General Manager- NABARD - Dr Sunil Kumar, Director- Horticulture, Govt of Bihar and Mr. Abhishek Kumar, Secretary General, BEA inaugurated the conclave. NABKisaan Team, General Manager- NABSanrakshan, DGM- Reserve Bank of India Smt Ranjita Choudhary, Senior representative from State Bank of India, Senior dignitaries from all the Banks, 70 selected FPOs, 10 Agripreneurs participated in the Conclave.



**BEA team met Governor of Bihar, Shri Rajendra Vishwanath Arlekar :** BEA team met governor of Bihar and told him about the work being done by Bihar Entrepreneurs Association. His highness encouraged the environment of entrepreneurship Bihar and told the ways to enter new products in the market

Govt of China through China International Exchange Centre again invited Secretary General Mr Abhishek Kumar at **International Cooperation and Development Conference of Young Entrepreneurs in Beijing.**

*Mr Abhishek Kumar also became the founding member of International Alliance of Young Entrepreneurs Association IAYEA, and spoke on China-India partnership and areas of Collaboration.*



**BEA team met His Excellency Governor of Bihar, Shri Rajendra Vishwanath Arlekar :** BEA team met governor of Bihar where His Excellency discussed the industrial scenario of Bihar. He also discussed regarding the support system needed for the entrepreneurship development of the state. During the meeting he appreciated the work done by BEA for the entrepreneurship promotion in Bihar.





## Krishi Samwad From Progressive Farmers to Agripreneurs

**Mission:** Empowering Indian Farmers through district wise Agripreneurship.

Krishi Samwad is BEA's flagship program "Progressive Farmers to Agripreneurs". Program is being done in partnership with **ICAR-Agriculture Technology Application Research Institute (ATARI), for Bihar and Jharkhand**. We are doing Krishi Samwad in all Krishi Vigyan Kendra(KVK) of Bihar to interact with progressive farmers, FPOs and Agripreneurs to understand their challenges and opportunities, business development requirements and help them grow.

### Objectives of Krishi Samwad :

- One to one interaction with progressive farmers and FPOs in KVKs
- Guiding about schemes as respective of requirements and helping in making projects and applying processes.
- Helping and Connecting with Market Linkages, Credit linkages institutions, Climate Smart Agriculture etc.



During **Krishi Samwan in KVK Nawada** interacted with a progressive farmer doing hydroponics farming, female farmers need support on market linkages of mushrooms and fpo discussed various challenges about credit linkages and market linkages and BEA team and KVK scientists guide them about various schemes and Process.



**Krishi Samwad in KVK Khagaria**, 200+ farmers, FPOs and agripreneurs participated. Value added products such as Banana chips, fibers and Mushroom Biscuits are their main products, BEA team guides them about branding and marketing to scale their products.



**Krishi Samwad in KVK, Araria** interacted with farmers and FPOs growing white and red peanuts, Makhana, Corn etc. Farmers growing Makhana are left in the pond due to the higher cost of harvesting.



BEA TEAM have visited fields in campus of KVKs and learned about their innovative and modern technique of farming various cash crops.



**Krishi Samwad in KVK, Sitamarhi** 150+ farmers, FPOs and agripreneurs participated in Samwad more than 50 female farmers shared their challenges in Market Linkages and BEA team guided them about schemes and branding, packaging and marketing.



**Krishi Samwad in KVK, Gaya** the BEA team interacted with farmers and FPOs and agripreneurs. Several issues of progressive Farmer, FPO, Agri-startup were discussed.



BEA team lead by Secretary General Shri Abhishek Kumar visited **Krishi Vigyan Kendra Jale, Darbhanga** for "Krishi Samwad"- From Progressive Farmers to Agripreneurs", where the team interacted with progressive farmers and provided ways to market linkage and Credit linkages. Several issues of Progressive Farmer, FPO, Agri-startup were discussed. New technologies for Makhana crops harvesting were discussed.

**At Krishi Samwad in Araria, the seventeenth district of Bihar**, discussed about the problems faced by progressive farmers, FPOs, scientists of Krishi Vigyan Kendra, in groundnut, mushroom, makhana, potato, maize etc. and Climate Smart Agriculture CSA



**In the 18th phase of Krishi Samwad, the team of BEA went to Krishi Vigyan Kendra Vaishali** and held Krishi Samwad with advanced farmers, FPOs, progressive farmers and KVK scientists of the district. Banana growers, mushroom growers, organized farmers working on banana fiber and many FPOs from Vaishali participated in this 18th phase. In this program, the difficulties of the farmers were understood and they were told about the techniques of climate smart farming. In Krishi Samwad, it was told how to market Chiniya Banana like G9 Banana and how to unite all banana producers under one brand.



**Hydroponics presentation at Krishi Samwad**

**Krishi Samwad in Katihar**, the team of BEA went to **Krishi Vigyan Kendra, Katihar**. Several issues of Progressive Farmer, FPO, Agri-startup were discussed. New technologies for Makhana crops harvesting were discussed.

**In the 24th phase of Krishi Samwad**, the team of BEA went to **Krishi Vigyan Kendra, Purnea** and held Krishi Samwad with advanced farmers, FPOs, progressive farmers and KVK scientists of the district. In this program, the difficulties of the farmers were understood and they were told about the techniques of climate smart farming.





## Past Bihar Entrepreneurship Summit

### बिहार उद्यमिता सम्मेलन From 2014 till 2023

1) **1st BES (March 2014, Hotel Patliputra Ashok, Patna)** – 400 delegates joined, 22 speakers including Development Commissioner, Industry Commissioner, Director, Dept of Industries, all top businessmen of Bihar, Senior officials and dignitaries from RBI, NABARD, ICAR, Ministry of MSME, Govt of India and all other banks. Startup Yatra workshop in all 38 districts of Bihar



2) **2nd BES (March 2015, Adhiveshan Bhawan, Old Secretariat, Patna)** – Chief Guest was Hon Chief Minister of Bihar, 500 delegates joined, 22 speakers joined including Development Commissioner, Industry Commissioner, Director Industries, all top businessmen of Bihar, Senior officials and dignitaries from RBI and all other banks. Convincing state government for the Startup Committee formation and to have the policy for youth.



### Nitish bats for start-up policy



3) **3rd BES (March 2016, Adhiveshan Bhawan, Old Secretariat, Patna)** – Chief Guest were Hon Minister of Industries, Govt of Bihar and Hon Minister of Science and Technology, Govt of Bihar. 600 delegates joined, 24 speakers joined including Development Commissioner, Industry Commissioner, Director Industries, all top businessmen of Bihar, Senior officials and dignitaries from RBI, NABARD, ICAR, Ministry of MSME, Govt of India and all other banks. **Declaration of INR 500 crore StartUp Seed fund by state government.**



4) **4th BES (March 2017, Sri Krishna Memorial Hall, Patna)** – Chief Guest was Hon. Chief Minister of Bihar, 4500 delegates, 24 speakers including Development Commissioner, Industry Commissioner, Director Industries, all top businessmen of Bihar, Senior officials and dignitaries from RBI, NABARD, ICAR, Ministry of MSME, Govt of India and all other banks. Launch of Bihar Startup Policy.





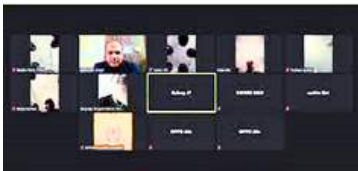
**5) 5th BES (March 2018, Gyan Bhawan Patna)** – Chief Guest was His Excellency Governor of Bihar, 3000 delegates, 22 speakers from RBI, NABARD, ICAR, top businessman of Bihar, dignitaries from Govt of India, Govt of Bihar, global speakers from MIT, Harvard, World Bank, visit of US Ambassador at BEA office. District wise award was given to the entrepreneurs.



**6) 6th BES (March 2019, Gyan Bhawan, Patna)** – Chief Guest was Hon Minister of Labour Resource, Govt of Bihar, 23 speakers from RBI, NABARD, ICAR, top businessman of Bihar, dignitaries from Govt of India, Govt of Bihar, global speakers from MIT, Harvard, World Bank, Bihari diaspora participated actively, Ambassador from AI Centre of Excellence was established.



**7) 7th BES (March 2020, Virtual summit)** – Chief Guests were Hon. Minister of Agriculture & Hon. Minister of Industries, Global speakers including various Ambassadors, BI, NABARD, ICAR, top businessman of Bihar, dignitaries from Govt of India, Govt of Bihar, global speakers from MIT, Harvard, World Bank, Bihari diaspora.



**8) 8th BES (March 2021, Enterprising Zone, Patna)** – Chief Guests were Hon. Minister of Agriculture and Hon. Minister of Industries, 3000 delegates (including virtual delegates), speakers from RBI, NABARD, ICAR, top businessman of Bihar, dignitaries from Govt of India, Govt of Bihar, global speakers from MIT, Harvard, World Bank, Bihari diaspora participated actively. Grassroot to Global, use of technology in agriculture.



**9) 9th BES (March 2022, Gyan Bhawan, Patna)** – Chief Guests were Hon. Dy Chief Minister of Bihar, Hon. Minister of Industries, Hon. Minister of Building Construction Department, 25 speakers including dignitaries from Govt of India, Padmashree awardee, officials from RBI, NABARD, ICAR, top businessmen from Bihar, global speakers from MIT, Harvard, World Bank, 1000+ delegates. Exhibition and Acknowledgement of Agripreneurs from all districts of Bihar.



**9) 10th BES (March 2023, Gyan Bhawan, Patna)** – Chief Guests were Hon. Minister of Building Construction, Minister of Agriculture and Minister of Land Revenue, Senior Advisor, Smt Anna Roy, NITI Aayog. US consulate General and Secretary, Capacity Building Commission also addressed the audience. 25 speakers including dignitaries from World Bank, GIZ, Govt of India, Padmashree awardees, officials from RBI, NABARD, ICAR, top businessmen from Bihar, global speakers from MIT and Harvard  
A seed fund of Rs. 1.78 crores from Govt of India were given to them.





## Workshop for Entrepreneurs - Founder's Meet

During this workshop entrepreneurs had a discussion on the topics including Internet of Things (IoT), Renewable Energy and Sustainability, Clean Technology, Cyber security & Regulations, Ethical & Social Implications that their startups can create on society.



Mr. Neeraj Kumar from Mahle Group, Germany met with entrepreneurs and discussed methods of product branding with them. The key point of discussion during the meeting was methods of Brand Identity, Brand Positioning, building Brand Personality, Brand Consistency, Brand Loyalty and how one can measure brand success.



The meet was attended by more than 120 entrepreneurs from every districts of Bihar and discussion was held focusing sectors on Agritech, IT/ITeS, Logistics, Textile, Livestock. They have shared their views including opportunities and difficulty faced by them in establishing their startups.



This workshop was held to make the entrepreneurs aware regarding Business Model, Revenue model, Financial management, Fund raising, Documentation, Legal compliance. Startups working in AI, Blockchain, Data Science sectors were informed regarding the methods and ways to check the technical feasibility of the startups.



In this workshop discussion was relating Team Building, Distribution Channel Management, Business Partners and Co-founders selection and the work culture appealing to GenZ was discussed. The meet was attended by various startups and co-founders of Bihar and their issue was resolved. Entrepreneurs from 15 districts of Bihar attended this meet and discussed the difficulties faced by them in co-founder selection.



Mr. Rakesh Ranjan, Global Director - IBM visited BEA campus and guided aspiring entrepreneurs. A pitching session was also conducted and he awarded a women entrepreneur laptop. During the interaction he discussed the Emerging technologies, Market Analysis, Financial Analysis, Product Branding, Quality Control, Human Resource Management.



During this session the topics including Market Analysis, Product Differentiation, Messaging & Positioning, Market Channels, Metrics & Analytics, Budgeting & Return on Investment, Customer Journey Mapping. This meet was also attended by more than 100 entrepreneurs from every districts of Bihar.





# Krishi Samwad Workshop - in UP & Jharkhand



## व्यवसाय में आयोजित कृषि संवाद कार्यक्रम में पद्मश्री चंद्रशेखर ने साझा किए विचार किसान उद्यमी की तरह सोचें और बनें

### कृषि संवाद

काशी, महाराष्ट्र के किसानों को अधिकारी की तरह सोचने और काम करने के लिए प्रेरित करने के लिए एक कार्यक्रम आयोजित किया गया। कार्यक्रम में पद्मश्री चंद्रशेखर सिंह ने साझा किए विचार किसान उद्यमी की तरह सोचें और बनें।



कृषि संवाद कार्यक्रम में पद्मश्री चंद्रशेखर सिंह ने साझा किए विचार किसान उद्यमी की तरह सोचें और बनें।

किसानों को अधिकारी की तरह सोचने और काम करने के लिए प्रेरित करने के लिए एक कार्यक्रम आयोजित किया गया।

किसानों को अधिकारी की तरह सोचने और काम करने के लिए प्रेरित करने के लिए एक कार्यक्रम आयोजित किया गया।

**Krishi Samwad organized at Banaras Hindu University (BHU) by BEA team led by Secretary General Shri Abhishek Kumar motivated FPOs and Farmers to think farming as a business in order to increase their income. Padma Shree Dr. Chandrasekhar Singh also shared the technique to use different variety of seeds which will help to increase the crop productivity. Shri Rajesh Kumar (Founder - GreenSupply Founder), Shri Raja Kalam (Founder - Bharat Krishi) also shared their insights regarding increase of farm productivity.**



**Krishi Samwad Ramgarh, Jharkhand, 17 FPOs is working in the district in various crops such as Sweet potato, Fish Farming and other crops. Secretary General BEA Shri Abhishek Kumar, Senior Scientist Krishi Vigyan Kendra, Ramgarh, DDM Nabard and Agripreneurs Participated and various innovative technologies and better market linkages options for farmers and FPOs were discussed.**



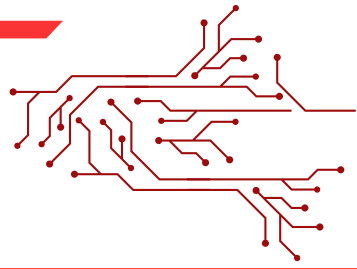
## कृषि उद्यमिता में युवाओं व किसानों के स्वरोजगार का बेहतर अवसर

**Krishi Samwad in Krishi Vigyan Kendra Dumka, Jharkhand, led by Secretary General Shri Abhishek Kumar. Women Farmers and FPOs have participated in this workshop. Irrigation system problems has been discussed and their solutions available in country. Many Govt schemes has been shared with them to get benefits.**



**Krishi Samwad workshop in Ghazipur, Uttar Pradesh. FOPs, Farmers, Agribusiness, Agri Scientists participated in the workshop, Shri Abhishek Singh share many central or state government schemes for FPOs and Farmers to take benefits. Rajesh Kumar share the better market linkages techniques of fresh produces**

**Krishi Samwad in Krishi Vigyan Kendra Deoghar, Jharkhand. One to One interacted by Secretary general BEA, Shri Abhishek Kumar with Farmers and FPOs and SHGs. He advised them about value addition of tomato and others crops and also share the schemes related to the establishment of processing units, better techniques for market linkages. Senior Scientist of Krishi Vigyan Kendra also discussed the modern techniques of irrigation and new variety of seeds of tomato and other crops.**



***Do connect to :***

**Bihar Entrepreneurs Association  
Opposite Bihar Museum, Bailey Road, Patna-1**



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**0612-2531175**



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**बिहार उद्यमी संघ**