

## MR. GIRISH G. SOHANI

### PROFILE

- 1. Family name:** Sohani
- 2. First names:** Girish Ghanashyam
- 3. Date and place of birth:** 15 May 1955      E-mail: ggsohani@baif.org.in
- 4. Nationality:** Indian
- 5. Civil status:** Married, with one son

### 6. Education:

Institution:	Indian Institute of Management, Ahmedabad
Date:	1978–1980
Degree(s) and Diploma(s) obtained:	Postgraduate Diploma in Business Management
Institution:	Indian Institute of Technology, Bombay
Date:	1972 1977
Degree(s) and Diploma(s) obtained:	Bachelor of Technology – Mechanical Engineering
Institution:	Indian Education Society's English Medium School, Bombay
Date:	1971
Degree(s) or Diploma(s) obtained:	Secondary School Certificate

## 7. Languages skills: (Mark 1 to 5 for competence)

Language	Reading	Speaking	Writing
English	5	5	5
Hindi	5	5	5
Marathi	5	5	5
Gujarati	5	5	3

## 8. Other Skills:

- Well-conversant with MS office

## 9. Present position:

President and Managing Trustee of BAIF

**10. Years of professional experience:** More than 25 years

**11. Years within the firm (BAIF):** 25 years

## 12. Key qualifications (relevant to the programme):

- **Village Production Systems:** Directly involved in the conceiving, implementation and monitoring of holistic / integrated livelihood programmes covering village production systems. These have covered farm-based production; livestock based production and treebased farming systems. The work has covered effective design and implementation as well as backward and forward linkages, and training and capacity building.
- **Rural Agribusiness and Marketing:** Worked through various programmes on introducing appropriate interventions to help producers move up the value chain. This has taken the shape of a programme to develop rural agri-business in the form of cooperative based post-harvest operations as well as small agri-business units by individual entrepreneurs. The areas covered are marketing of fresh mangoes and its supply chain management, processing of raw mangoes into pickles through decentralised processing units, processing of mangoes into pulp and processing of cashew nuts. The agri-business development has also been in the backward linkages for the production of farm inputs like vermicompost and organising farm-input supply operations.
- **Project Financing and Financial Management:** Have directly managed various development projects covering: conceiving and developing project proposals for various sponsors, coordinating project implementation and monitoring projects through physical and financial monitoring, variance analysis and conducting project reviews. An indicative list of various projects handled appears further below.

- **Public Private Partnership:** Associated with various projects taken up in collaboration with private corporates: these range from greening of premises and promoting Natural Resource Management to various CSR interventions. Was invited to participate as a panelist in the 5th International Sustainability Forum held at Zurich in August 2004. The theme for the Forum was Business Investment in Development.
- **Institution Building:** Directly involved in the institutional development of BAIF Development Research Foundation from a primarily single sector organization to a multisectoral development organization with a number of interdisciplinary programmes. Handled as the Project Leader, the Institutional Support from IDRC, Canada to BAIF, which enabled BAIF to put in place a multi-sectoral applied development research programme, and initiate work in new directions. The programme was jointly sponsored by CIDA and IDRC.

Helped in the establishment and nurturing of two important institutions within the BAIF family of organizations: (1) The Dr. Manibhai Desai Management Training Center (MDMTC), which is involved in knowledge-building and capacity-building for the development sector, and (2) DHRUVA, which is involved in developing innovative approaches to tribal development, focusing on livelihoods and improved quality of life.

Initiated and followed through the process of Strategic Planning for BAIF and its associated organizations.

Directly involved in the institutional development of BAIF as a Resource Institution in the areas of Watershed Development, Tribal Livelihoods and Processing of farm produce, particularly mango, cashew and other fruit and nuts.

- **Natural Resource Management and Livelihoods:** Initiated the Watershed Development Programme in BAIF through an applied research project for the Conjunctive Use of Ground and Surface Water Resources in the Deccan Trap areas of Maharashtra. The watershed development programme in BAIF now covers over 0.4 Million hectares in six States of India.

Closely associated with the programmes initiated by NABARD through the Watershed Development Fund.

Regular interactions with policy makers on watershed development through workshops in association with other organizations such as the Development Support Center, Ahmedabad.

Worked closely with NABARD in the setting up of the Tribal Development Fund, and have been invited to be a member of its Steering Committee as well as a member of the Steering Committee of the Watershed Development Fund.

- **Training and Capacity Building:** Training needs assessment at community level for building up the social capacities in planning and management of water source development.

Training needs assessment for facilitating of social intermediation for water source development and management.

Developing and facilitating ToT programmes for addressing the various project-training needs.

Developing a training calendar for the project period.

Facilitating and backup to the implementation of the training plan, assessment of effectiveness and refinements to the same.

Planning and organizing sensitization and approach related training / reorientation for technical project teams in the areas of social intermediation for community mobilization.

Organized Workshops on PRA, Organizational Development, Agri-food Sector and Tribal Development.

Co-coordinated Network programme for promoting agri-food sector activities. Facilitated establishment of a Network programme on women's health and empowerment.

### **13. International Exposure:**

- Training at IIRR, Philippines
- Study Tours to Israel, China, Thailand, USA and Taiwan
- Workshops in Thailand, Sudan, Kenya. and Switzerland
- Business Visits to Germany, Netherlands and Canada
- Consultancy / Research assignments to Nepal, Pakistan and Canada

#### 14. Specific developing countries experience:'

Country	India
Organisation	KfW, Germany
Date (from/to)	1995 to date
Position	Project Leader
<b>Job description</b> <i>Adivasi Development Programme.</i> A 10-year development programme covering holistic development of over 25000 tribal families in about 400 villages in four districts of Gujarat and Maharashtra. The programme has a strong emphasis on people's participation in planning and implementation, forming and nurturing people's organizations at group- and village-level and promoting farmer's cooperatives as vibrant self-supporting organizations. As part of the programme various approaches to build in people's contributions to development efforts and the dovetailing of grant-based programmes with micro-finance programmes have been achieved.	

Country	India
Organisation	IDRC, Canada
Date (from/to)	1993 to 1998
Position	Project Leader
<b>Job description</b> <i>Conjunctive Use of Water Resources in Deccan Trap Region.</i> A project through which a methodology for comprehensive surface and ground water development was developed and applied. The methodology, which is proven in the entire Deccan Trap area (which covers most of Maharashtra), combines the most modern scientific techniques with a strong people based planning and implementation.	

Country	India
Organisation	CAPART
Date (from/to)	1992 – 1993
Position	Project Leader
<b>Job description</b> <i>Comprehensive Development of Drinking Water Sources in the Cluster Dangs District.</i> The programme involves a comprehensive project to drinking water source development in the form of surface and water source, ground water development, spring development and roof top harvesting.	

Country	India
Organisation	CIDA and IDRC, Canada
Date (from/to)	1988 – 1994
Position	Project Leader
<b>Job description</b>	
<p><i>Institutional Support to BAIF.</i> A programme that involved the management of a number of applied research projects in the areas of agri-based technologies, health systems and social sciences. The projects had strong vertical and horizontal inter-linkages and a wide range of methodologies from laboratory-based technical research to community based participatory research.</p>	

Country	India
Organisation	CAPART, Gol
Date (from/to)	1985 - 1992
Position	Project Leader
<b>Job description</b>	
<p><i>Community based Drinking Water Development through Groundwater Development in Valsad District, South Gujarat,</i> The programme involved implementing an extensive drinking water programme based on deep borewells fitted with handpumps. Specific activities including water source development, training to technicians and user groups and training of project team for effective implementation. The training areas covered community mobilization, source maintenance and water quality management.</p>	

Country	India - Canada
Organisation	IDRC, Canada
Date (from/to)	1996-1997
Position	Member of an International Review Committee
<b>Job description</b>	
<p>Reviewing a project on '<i>monitoring and assessing progress towards Sustainability</i>' undertaken by IUCN, Geneva, with sponsorship from IDRC, Canada</p>	

Country	India
Organisation	Aga Khan Foundation, Canada
Date (from/to)	1997-1998
Position	Research Associate
<b>Job description</b>	
<p>'Study of Organizational Change in <i>Aga Khan Rural Support Programme, India</i>' as part of a wider study.</p>	

Country	India
Organisation	Sir Ratan Tata Trust (SRTT)
Date (from/to)	2004
Position	Consultant
<b>Job description</b> Review of the <i>Small Grant Programme</i> .	

Country	India
Organisation	NABARD's Consultancy organization (NABCONS)
Date (from/to)	2004-2005
Position	Consultant
<b>Job description</b> Developing a comprehensive <i>Livelihood Programme Idea</i> for Tribal communities.	

Country	India
Organisation	NRI
Date (from/to)	2005
Position	Strategic Consultant
<b>Job description</b> Strategic Consultant for the Watershed Development Resource Center as part of the <i>Western Orissa Rural Livelihoods Project</i> .	

Country	India
Organisation	SRTT
Date (from/to)	2003-2005
Position	Consultant
<b>Job description</b> Following additional consultancy assignments for SRTT: <ul style="list-style-type: none"> <li>- Annual Review of PRADAN's NRM and Livelihood programmes under the Central India Initiative.</li> <li>- A Review of the Field Campus Locations of the TATA- DHAN Academy.</li> <li>- Project Appraisal of a proposal by the Just Change Trust to set up an Alternate Trading System.</li> <li>- A Review of the Small Grant Programme operated by the National Foundation for India.</li> </ul>	

Country	India
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Organisation	GITEC, Germany
Date (from/to)	2005
Position	Consultant (Economics and Business Specialist)
<p><b>Job description</b></p> <ul style="list-style-type: none"> <li>- Member of a Feasibility Study Team for the Integrated Community Forest Management Project being planned by KfW and NABARD.</li> <li>- General tasks consisted of Coordination of the Field activities and the Study with NABARD and the Forest Departments</li> <li>- Specific tasks consisted of contributing to Problem Analysis, identifying Potential Program Areas, developing a Modular Program Design, designing Delivery Mechanisms and Financing Mechanisms, designing Mechanisms for Policy Dialogue and enhanced Structural Impact, Economic and Financial Analysis, and Impact / Outcome Assessment of Interventions.</li> </ul>	

### 15. Membership / Professional Assignments:

Served in the following capacities at various times:

- As an expert on Biogas Technology empanelled by DNES (Dept. of Non conventional Energy Sources, New Delhi) for a critical examination of biogas project proposals.
- As a member of the Central Coordination Committee constituted by CSB (Central Silk Board, Bangalore) to co ordinate assistance under the National Silk Programme.
- As a member of Subgroup on New and Renewable Energy Programmes, for the eighth five-year plan set up by the Planning Commission.
- As a member of Expert Committee set up by Government of Maharashtra for Evaluation of action plans for sustainable development for Ahmednagar district.
- As a member of an International Review Committee appointed by IDRC, Canada for reviewing a project on Monitoring and Assessing Progress towards Sustainability undertaken by IUCN, Geneva.
- As a member, Steering Committee for the Tribal Development Fund established by NABARD.
- As a member, Steering Committee for the Watershed Development Fund established by NABARD.
- As a member of the Governing Boards of the following development organizations:
  - BAIF Development Research Foundation, Pune;
  - Associate organizations promoted by BAIF:
    - (i) Dharampur Utthan Vahini (DHRUVA), Vansda;
    - (ii) Gujarat Rural Institute for Socio-Economic Reconstruction (GRISERV), Vadodara;
    - (iii) Rajasthan Rural Institute of Development Management (RRIDMA), Bhilwara.
    - (iv) Dr. Manibhai Desai Management Training Centre (MDMTC), Pune;
    - (v) Maharashtra Institute of Technology Transfer for Rural Areas (MITTRA), Nasik.

- International Network of Alternate Financial Institutions, India and International Institute of Alternate Financial Institutions, Asia
- Centre for Development Research and Documentation (CDRD), Pune
- Development of Humane Action (DHAN), Madurai
- JANARTH – Aurangabad
- Bankers’ Institute of Rural Development, Lucknow
- Vasundhara Agri-Horti Producer Company

**16. Other relevant professional experience:**

Country	India
Organisation	BAIF Development Research Foundation
Date (from/to)	1980 till date
Position	Executive Vice-President
<p><b>Job description</b></p> <p>Engaged in carrying out a variety of tasks which include :</p> <ul style="list-style-type: none"> <li>- Have functioned as the Executive Head of the MDMTC, DHARVA and MITTRA and the non-executive Chairman of RRIDMA and DHAN Foundation.</li> <li>- Strategic Planning for BAIF and associate organizations.</li> <li>- Coordination and Backup Support to Farmer-managed Community Irrigation Schemes.</li> <li>- Coordination of Projects for Sustainable Development of Natural Resources through Watershed Management, Water Resources Development and Conjunctive Use of Surface and Groundwater Sources through Peoples Participation.</li> <li>- Project Planning and Execution of development projects for generation of rural livelihoods through interventions in the areas of agriculture and horticulture, watershed management, post harvest activities, renewable energy and training.</li> <li>- Co ordination, Facilitation and Monitoring of operations of development programmes especially for rehabilitation of tribal families, through livelihood promotion and improvement in the quality of living.</li> <li>- Co ordination and monitoring of research projects in Renewable Energy Technologies.</li> <li>- Identifying and introducing specific interventions to foster people's participation and programme sustainability.</li> <li>- Directing the post-harvest value-addition program as a sequel to horticulture-based livelihoods</li> <li>- Very closely involved in developing a holistic development programme concept in the form of BAIF's Tribal Rehabilitation Programme. The rehabilitation programme focuses on generating opportunities for gainful self-employment for the tribal families in the vicinity of their hamlets. This is achieved through need based programme components to utilize the resource and skill base and upgrade it through injection of Science and Technology. The programme touches diverse facets of the tribal life ranging from livelihood to health, and habitat to community organization.</li> </ul>	

## **17. Organized, facilitated and coordinated various National / International Conferences / Workshops:**

02/1992: 'Essential National Health Research: Priorities & Capacity Building Needs' Sponsored by the Task Force on Health Research for Development, UNDP.

08/1993: 'Sericulture Development in Non Traditional Areas' Sponsored by the Central Silk Board.

02/1997: 'Monitoring & Evaluation for Strategic Management and Organizational Development'.

Sponsored by the International Development Research Centre, Canada

04/1997: 'Developing Agrifood Sector for Benefit of Rural Communities'. Sponsored by the International Development Research Center, Canada

08/2004: Invited as a Panelist at the 'Sustainability Forum', held at Geneva, Switzerland, in 2004.

## **18. Publications:**

- (1) "Design and Fabrication of a Vertical-axis Darrieus-type windmill" - a research project, at IIT, Bombay, 1977.
- (2) "Democratization of Health-care Services" - a research study, at IIM - Ahmedabad, 1980.
- (3) "A Technology for Micro-Irrigation" paper presented at the seminar on "Rural Transformation through Technology" organised by The Institution of Engineers, Pune Local Centre, November 1983.
- (4) "Biomass Gasification for Irrigation: The Vansda Programme" paper presented at the seminar on Biomass Gasification Technology held at Jyoti Solar Energy Institute, Vallabh Vidyanagar, Gujarat, October 1985.
- (5) "Irrigation Water: Today and Tomorrow". Keynote paper presented for discussion during the fourth convention of the National Association of Water Resources Development Agencies, August 1986.
- (6) "Field Operational Experience with Small Scale Gasifier Pumping Systems". Paper presented at the 3rd Convention of Bio -Energy Society of India, Nov - Dec 1986.
- (7) "Stirring Arrangements for Fixed Dome (Janata) Biogas Digestor". Paper presented at the 3rd Convention of Bio - Energy Society of India, Nov - Dec 1986.
- (8) "Operating Small Scale Gasifier-Irrigation Systems: Some Field Experience". Paper submitted to the 2nd International Conference on Small Engines held at Reading University, U.K. in September 1987.
- (9) "Social Forestry: A New Perspective". Paper presented at the FAO sponsored "Workshop on Development of Extension Programmes in Social Forestry: Needs and Priorities for the Future," held at IIM, Ahmedabad during January 1988.
- (10) "Role of Women in Eco-Development". Paper presented to UNICEF in 1988.
- (11) "Shaping of a Development Manager - An Analysis of Needs". Paper presented at the Workshop on "Identification of Management Training Needs of NGOs" held at IIM, Ahmedabad from 24-26, November 1991.

- (12) "Gasifier Installations for Rural Industrialisation". Paper presented at the 3<sup>rd</sup> National Meet on Recent Advances in Biomass Technology at Baroda on 28-29, November 1991.
  - (13) "The Mahua Tree in a Tribal Village (Village Chondha in Vansda)". Paper presented at the National workshop on "Promotion of Non-wood forest produce through social forestry" at Pune from 8-11, March 1992.
  - (14) "The Contexts of a Health System: Agenda for Health Systems Research". Paper presented at the National Conference on Health Systems Research at National Institute of Health and Family Welfare, New Delhi from 14-18, Dec 1992.
  - (15) "Remote Sensing Application for Land and Water Resource Development: BAIF Experience". Paper presented at the meeting of the Department of Space related Parliamentary Standing Committee on Science and Technology, Environment and Forests in New Delhi on 22nd July 1994.
  - (16) "Role of NGOs in Sericulture Development". Paper presented at the International Conference on Sericulture: "Global Silk Scenario 2001" in Mysore from 25-29, Oct 1994.
  - (17) "A Case Study of Aga Khan Rural Support Programme (India)": Management Research Study undertaken as part of the "Managing for Growth and Change: NGO Development Research Programme" sponsored by Aga Khan Foundation, Canada, June 1998.
  - (18) "Integrated Learning Space: A Different Approach to M & E". Paper presented at the African Evaluation Conference Workshop in Nairobi, Kenya during 13-17, Sep 1999.
  - (19) "Space Technology for Development: Creating a New Culture". Paper presented at the Workshop on "Space Technology for National Development: NGOs Perspective" held at AC, Ahmedabad on 28th March 2000.
  - (20) "Watershed Plus: Directions for A Post-Watershed-Development Programme". Paper presented at the First Rural Development Conference hosted by AKF (I) at Agra, 11th April 2000.
- "Creating Sustainable Livelihoods: A Culturally Sound and Holistic Approach". Paper presented at the Workshop on "Traditional Knowledge and Management of Natural Resources" as part of the Global Dialogue at the Development Expo 2000 at Hanover in July 2000.