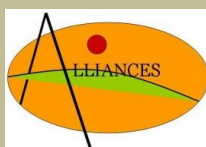


# Market Alliances Against Poverty in the Kvemo Kartli Region of Georgia

FUNDED BY THE SWISS DEVELOPMENT COOPERATION



## ALLIANCES KVEMO KARTLI



INTERMEDIATE REPORT: SEPTEMBER 15<sup>TH</sup> 2012 - SEPTEMBER 14<sup>TH</sup> 2013

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**Who we are:** Alliances- KK is a Swiss Agency for Development and Cooperation market development project implemented by Mercy Corps Georgia working in the dairy, beef and sheep sub-sectors in three municipalities of the Kvemo Kartli region, a region in the South East of Georgia highly dependent on livestock production. The programme works in Dmanisi, Tsalka and Tetritskaro municipalities.

**Project Time Frame:** The programme inception phase began in February 15<sup>th</sup> until September 14<sup>th</sup> 2011 with the implementation phase beginning on September 15<sup>th</sup> 2011. The first phase of the project is set to run until February 15<sup>th</sup> 2014. This report covers the first six months of the second year of implementation from September 15<sup>th</sup> 2012 until March 14<sup>th</sup> 2013.

**Our Partners:** The programme works in partnership with two Georgian NGO's the International Association of Agricultural Development (IAAD) and the International Centre on Conflict and Negotiation (ICCN) who provide locally grounded technical expertise in livestock and Gender, Governance and DRR respectively.

**The Goal of Alliances-KK** is to contribute to poverty alleviation and the transition to a durable market economy for the livestock sector in the Kvemo Kartli by creating sustainable changes in the dairy, beef and sheep market systems for the ultimate equitable benefit of small, poor farmers, regardless of gender or ethnicity.

The programme is run according to the **Market Development Approach** which *facilitates* key market players in the relevant value chains through co-investment, advice and linkages, to address key constraints in core markets and supporting functions such as transport and veterinary services to exploit pro poor opportunities for growth. Sustainability is built in through a minimum co-investment of 35% from the market players with whom it invests.

**Our Target** is to reach 4,000 households which is 20% of poor households in the programme area, who will benefit directly and indirectly through improved services & markets, with increased income from sales, reduced production & transaction costs, increased net worth and employment. 90% of Alliances-KK supported business will still be operating without programme support by the end of the programme and 8,000 households will have improved awareness of local Disaster Risk Reduction (DRR) directly related to livestock production.

**The Facilitation Approach:** Access to services, products and information for these farmers that could improve small farmer's production and terms of trade in these market systems is limited, difficult to obtain and expensive. The businesses that do provide these services are also often poor and constrained in the same ways. Larger businesses are often unaware of the market potential that exists in accessing small farmers and do not know how to develop it. Alliances-KK identifies and works with businesses large, medium or small, who have the best potential to generate changes that are economically beneficial for the small farmers who are their clientele or suppliers. Alliances also works with local and national government and other key organizations to help influence regulations and rules which relate to the business environment in which the businesses function. This results in changes that are economically advantageous to the businesses with whom it works and others who see the benefits and copy them. The economic, social and political advantages generated for local and national government provide the incentive to make the changes in the regulatory environment necessary to continue them. For more information please go to: [www.allianceskk.ge](http://www.allianceskk.ge)

## Main Results Achieved and Implementation Performance of the Programme

**Table: 1 Results achieved and implementation performance of the programme**

The major target beneficiaries of the programme			
	Farming HH's <sup>1</sup>	SSLP Women	SSLP HH's
Total # of beneficiaries served	14,632	3,566	10,127
Net attributable income generated for programme beneficiaries ( <i>monetary value of time savings included</i> )	897,747 (1,415,689)	124,705 (253,312)	564,535 (949,683)
The programme clients (service providers and input suppliers)			
# of programme clients and supported entities <sup>2</sup>	69		
Net attributable income generated for the programme clients	164,260		

**Purpose Level Achievements:**

1. 10,127 SSLP HH's in the project area have benefited through improved services, markets & access to relevant information<sup>3</sup>, and 7633 SSLP HH's among are already generating tangible positive income changes – *exceeding targeted 4000 SSLP HHs by 153% & 91% respectively*
2. 7% increase in monthly income for the 4000 targeted SSLP's. **Projection<sup>4</sup>**: this will be 16% by the end of the project, and 20% two years after the project - *out of targeted 10% increase in income<sup>5</sup>*
3. 6,873 SSLP HH's (exceeding the target 1000 by 587%) have saved up to an hour and a half per month each (over the last 24 months) - *20% of targeted 5 hours*; and out of these 6,873 SSLP's, 991 SSLP HH's *corresponding to 99% out of target 1000*, have saved 10 hours per month (*twice more than targeted 5 hours*)
4. 95% (18 out of 19<sup>6</sup>) of Alliances-KK supported entities to date, where revenue exceeds costs for new/improved practices by the end of the program, or where there are indications that they are likely to over a realistic timeframe – *exceeding the targeted 90%*
5. Approximately 22,500 households have improved awareness of local Disaster Risk Reduction, in programme area –*exceeding 3 times the targeted 8,000*.
6. For SROI see Annex 1.
7. **Note**: 47 full time jobs/full time job equivalents created (26 men and 21 women).<sup>7</sup>
8. **Systemic Changes**: 8 entities copying the intervention model/part of the intervention model and entering the market at the service provider level

<sup>1</sup> The term farming households includes all farmers reached by the interventions in the programme area. The majority; up to (70%) of farmers in the regions are small scale livestock producers (owning up to 5 milking cows), the rest are medium scale livestock producers (18%) owning up to 10 milking cows and larger scale livestock producers (12%) owning more than 10 milking cows (mostly up to 25). The % of what would be described as commercial farmers is very low at around 1-2%.

<sup>2</sup> Programme clients 23 in total: LTD "ROKI", "Caucasus Genetics", bull owners (7, from pilot intervention), LTD "GeoStat", Entrepreneur: Ednari Antadze, Newspaper: "Trialetis Expressi", TV "Sazogadoebrivi Mauwyebeli", Alliances Group Holding, Agro Group, LTD "Star consulting", Slaughterhouse "Shula", CPC "Sakdrioni", CPC "BMB", CPC "Cheese Mania; CPC "Kakhadze", CPC "Khinikadze", LTD "Ravil & Partners", Programme supported entities 46 in total: Vet Pharmacies (10), AI service providers (6), bull owners (19, from "GeoStat" intervention), machinery service providers (5), MCC in Tsintskaro village Tetrtskaro Municipality, Slaughterhouse "Orientali", Cheese Producing Centres (1), Municipalities DRR working Groups (3);

<sup>3</sup> This reflects SSLP's who have received information from the newspaper & used the Women's Rooms.

<sup>4</sup> NAIC & SROI Projections for all interventions under Outcome 1 and 2 and aggregated per outcome are in Annex 1

<sup>5</sup> The methodology in the previous report for the calculation of this indicator used cumulative data i.e. months since the project began and is now showing the result for the reporting period only which better reflects the impact attributable to programme interventions. Using this methodology applied to the previous report it would be approximately 5 %.

<sup>6</sup> One client EcoMilk ceased trading however one of the directors of the company founded another CheeseMania.

<sup>7</sup> Although not a purpose level indicator/target this is a significant impact.

1. The effect of the October 2012 parliamentary elections slowed down programme work related to all levels of government, due to personnel changes in local self governing bodies, regional government and national institutions. This has continued to affect key stakeholders with whom the programme works from the local levels where ongoing stalemates and conflicts have stymied some programmatic governance interventions to regional and national levels including the MOA and the NFA. On October 27<sup>th</sup> presidential elections will be held and although it can be hoped that this does not upset the existing political and government system particularly if party affiliations are maintained, some further disruption and period of settling may be expected. Both in terms of policy and personnel. The programme strives to maintain a diversified set of activities, key contacts and entry points per intervention to offset disruptions and maintain intervention momentum and a stable working environment.
2. The decree<sup>8</sup> for Local Self Governance is still in draft format in the Ministry of Infrastructure and Regional development. If adopted, more power will be devolved to municipalities and register villages as legal entities. It is still unclear when this might be enacted but is being monitored closely offering as it does opportunities to transfer operational models e.g. Advisory Committee, Women's Rooms activities and DRR to local government.
3. It is presently unclear whether government initiatives of agricultural vouchers for cultivation and inputs and agricultural credit will evolve and what the full extent of their impacts to date has been. The programme will continue to monitor MOA agricultural initiatives and factor these activities into programme management.
4. The Advisory Committee will continue to be a forum for the discussion of animal disease notification and control, facilitating interaction and information exchange between relevant national, regional and local stakeholders from the public and private sectors and galvanising meaningful activity in a turgid landscape. The 4<sup>th</sup> Advisory Committee<sup>9</sup> focussed on the first draft Feasibility Study, the participants stressed the need for the MOA to include local government in the process and a workshop was held for stakeholder involvement on May 17<sup>th</sup> 2013, in the face of intense criticism more time was given to GF Capital to produce the document, the final document being presented to the MOA in the second week of September. The 5<sup>th</sup> AC meeting was delayed to discuss the final version and will be held in October to develop an advocacy response to the final version including the need for an MOA supported workshop with broad stakeholder involvement.
5. The transformation of the current Alliances KK & SJ programmes into the Alliances Lesser Caucasus Programme is confirmed with a Phase II for KK which will include<sup>10</sup> expansion into the remainder of Kvemo Kartli, expansion and scale up into Adjara and following the end of Phase II in SJ a stand by phase<sup>11</sup>. Programmatically therefore the focus has been on maximizing potential achievable scale of existing interventions and developing strategy and collecting ongoing market intelligence to exploit the potential for market systems development in the expanded geographical area with Batumi as a main market. Attention is now also being placed on learning from the successes and failures of both existing Alliances Programmes as interventions mature and impact is more available to better inform and strengthen Alliances Lesser Caucasus.
6. Coordination: In addition to structured coordination for ongoing synergy with the Danish government/SDC funded RED programme which has included criteria for potential beneficiaries being agreed, capacity building and information provision.<sup>12</sup> Coordination with the UNDP VET programme and the EU ENPARD programmes in KK, SJ and Ajara will be of particular importance in the

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<sup>8</sup> The Decree of the Government of Georgia Concerning the Main Principles of Decentralisation of the Government and Self Governments Development Strategy 2013/14.

<sup>9</sup> The 4<sup>th</sup> was planned for during but held just after the reporting period on March 29<sup>th</sup> 2013, it was late due to the political situation reported in point one.

<sup>10</sup> Based on the most recent coordination meeting of the programme with SDC in March to discuss the issue.

<sup>11</sup> The programme will end in February 2019 starting in February 2014, with a 3 year Phase II and 2 year stand by phase for KK, a two year standby from January 2015 – 2017 for SJ and a four year main phase and one year standby for Ajara.

<sup>12</sup> Criteria agreed for passing on mature interventions or interventions unsuitable for, or transitioning to a different form of support from co-investment, from KK and SJ to the RED programme. This is based on close working partnerships between programme officers and local managers and has also included capacity building in results chains construction and the placing on RED programme information in the Alliances KK office to pass on to clients.



subsequent period of programme implementation as Alliances KK transforms into Alliances Lesser Caucuses. Vocational Educational Training in particular offers many clear synergies with specific entry points for Alliances Lesser Caucuses including for SSLP's linked with service providers, for girls and women, in tourism, in preparing candidates for potential veterinary training and in the information and journalism sector.

7. Focus on Access to Finance continued in 2013 with two SDC sponsored workshops showing the need for more research in the sector and the beginning of a slow aggregation of feedback related to the impact of the government voucher scheme. A clear gap has emerged in credit provision and other forms of financial services such as appropriate insurance products for SME's as well as a gap in amongst the dialogue between what the banking sector says it is offering and is willing to offer, to what actually occurs in practice. It remains a programme priority to ensure that market actors who can generate the most impact for the target group i.e. agri businesses can access credit opportunities and products offering greater business security as well as facilitating diversity in the provision of appropriate products for SSLP's. As part of the programme strategy of Alliances Lesser Caucuses the programme will be expected to harness, tap into and build upon larger specific and SDC backed initiatives such as those with KfW in the sector.
8. Food safety and hygiene consultancy, Business Development Services and environmental support services to SME's in the dairy and meat sector have been brought together in one results chain as attention increasingly moves programmatically to developing the supporting functions to the core market for greater systemic impact. As part of this exploration is beginning made into alternative drivers to the law and government (NFA, taxation etc) for developing support services market for SME's, such as from consumers and through the supermarkets and special interest groups and associations.
9. Women's Economic Empowerment develops in importance and the results of the quantitative survey undertaken to tests gender assumptions with statistically significant results will be published in autumn 2013. Coordination internationally and nationally are ongoing and the programme will seek to maintain and develop its role in the forefront of on the ground WEE development of indicators, measuring impact and practical programming.
10. In Women's Access to Decision Making, national level advocacy has brought the Women's Room initiative to wider attention and is garnering powerful political support. The Minister for Regional Development issued a promise of support contingent on successful elections to instruct each municipality in Georgia to establish a member of staff responsible for gender. ICCN and Mercy Corps have been successful in winning a two year gender programme the core of which is establishing Women's Rooms, building links to business and careers opportunities for women and girls in KK and SJ. This offers huge opportunity for boosting the gender based activities and gaining scale.<sup>13</sup> The VET programme activities are expected to be of particular pertinence and full coordination and joint activities are expected.
11. Documents were submitted for DCED audit in September and the programme will be undergoing the full DCED audit in November 2013. Further learning opportunities are expected with the DCED in the field of WEE where the programme is contributing to ongoing DCED WEE initiatives.
12. In DRR (see Advisory Committee) one municipality has added a pasture management function to their DRRWG function which is now focussed on the imposition of quarantine and disease notification and control, other municipalities are set to develop these functions which are particularly relevant as all new municipalities under KK Phase II are on the AMR.
13. The NFA is the key government stakeholder for the Alliances Programme; work has continued on the FS&H codex but has not been finalized, national outreach and control of uncompliant entities has weakened in the programme area with negative consequences for the compliant entities supported by the programme. Improvement is hoped for and strong links have been built with the regional NFA representative, however going forward the programme must explore other drivers including public information and response to the FS&H arena. (see 8 above)

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<sup>13</sup> The proposal was written by the Alliances KK Programme Director and the lead representative of ICCN who currently work together on Alliances KK. The proposal was written to specifically generate multiplier effects.

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Description of the Programme and its Intervention Strategy

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Alliances- KK is a market development programme working in the dairy, beef and sheep sub-sectors in three municipalities of the Kvemo Kartli region, a region in the South East of Georgia highly dependent on livestock production. It is run in accordance with the M4P approach. Stringent market analysis is used to identify key constraints and pro poor opportunities for growth which the programme leverages through the facilitation of key market actors including local and regional government. The programme inception phase began in February 15th until September 14th 2011 with the implementation phase beginning on September 15th 2011. The first phase of the project is set to run until February 14th 2014. The second phase of the programme will start on February 15th 2014 as part of the Alliances Lesser Caucasus Programme with a three year main phase and two year standby phase.

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Update of the Stakeholder Analysis

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The changes in personnel resulting from the elections continued to have ramifications throughout the year. There were ongoing changes in the heads of local government<sup>14</sup>, in some cases no new personnel were appointed but existing ones ceased to perform their role resulting difficulty in meaningful engagement e.g. Governor of Kvemo Kartli. At the national level the NFA has not been able to strengthen coordinated outreach however at the regional level the programme has strengthened links with the Regional representative for KK. In the MOA, in late spring the Minister of Agriculture was replaced. Information was exchanged with the new local MOA information officers who will hopefully offer a new leverage point in local government with whom to engage. In the Rural Development Agency of Kvemo Kartli<sup>15</sup> management personnel were changed, the new manager attended the 4<sup>th</sup> Advisory Committee and coordination is ongoing. The programme coordinates with CENN who have a project in Bolnisi with a female milk cooperative under the Austrian funded Empowered Rural Women Project. The UNDP/SDC VET programme will afford coordination and leverage opportunities for the programme in agricultural training opportunities. USAID REAP and the EU ENPARD projects have been awarded with one in the programme area awarded to MC. New Market Players include a halal sheep slaughterhouse in Gardibani. The programme continues to monitor new initiatives and stakeholders in the livestock sector and are updating the market analysis including for the expanded programme area.

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Evolution of the Context (in particular political risks and opportunities)

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Government initiatives based on fulfilling election promises in 2013 targeted farmers including the provision of agricultural vouchers for ploughing, cultivation and inputs some of which were monitored by the programme and fed back to the MOA<sup>16</sup>. Evidence seems to suggest that the voucher scheme created a temporary 'feel good factor' and stimulation of the local mechanisation and input supply chains with little sustainability. The general effect that the credit has had is not yet clear except that initial excitement has been mainly replaced by disappointment among the populace. Among the 4 Alliances KK clients who applied for the "Preferential Agrocredit Project"<sup>17</sup>, only 1 of them managed to take the credit due to the clients not meeting the strict requirements.<sup>18</sup> The rehabilitation of irrigation systems through large projects

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<sup>14</sup> Tsalka, Dmanisi, Bolnisi

<sup>15</sup> An initiative of a GIZ

<sup>16</sup> Farmers used Vouchers for ploughing of lands that have not been ploughed for many years for use as animal feed or for sale. They liked the use of new tractors for difficult land. However problems included, HH's not included in the list of the scheme, farmers from remote villages located were less informed. The only source of information for Azeri and Armenian farmers was village representatives however the village representatives did not get enough instructions from the government. They received only a few hours of instructions. Information brochures were distributed in Georgian and Russian languages and not in Azeri and Armenian languages. <http://www.allianceskk.ge/files/pdf/The%20Agricultural%20Voucher%20Governmental%20Scheme%20Farmers%20Feedback.pdf>

<sup>17</sup> Beginning in March, 2013 with loans dispersed through all banks. For three types of loans. Loans up to 5000 GEL. Interest free loans for agricultural inputs. Farmers may obtain all necessary materials and inputs and pay the loan back by the end of agrarian season. 2. Small and medium farmers may obtain loans from 5000 to 100 000 GEL at a 7-8% interest rate per year. 3. Loans with 3% interest rate per year to support small enterprises. The maximum loan amount will be 1 mln GEL.

commenced in 2013<sup>19</sup>. Further amendments were made to the Food Safety and Hygiene Codex<sup>20</sup> and more are expected, civil society reacted strongly against proposal to allow backyard slaughter a populist move which was only narrowly defeated in parliament<sup>21</sup>. Contrary to hopes earlier in the year the rapidly evolving context is not yet offering enough stability to offer a greatly improved facilitative environment for the programme to operate in.

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#### Strategic Link to Outcomes of Cooperation Strategy at Country Level

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*Farmers and rural entrepreneurs acquire the knowledge and capacities to make more informed and efficient use of resources and market channels:* All interventions aim to improve the acquisition and transfer of appropriate knowledge for SSLP's through key livestock related services and information dissemination concerning market information and legislation pertaining particularly to FS&H & animal disease. The latest focus on information dissemination has involved co-investment with 'Chveni Ferma' the farming programme to improve content for the target SSLP audience and include FS&H segments in the programmes. The improved content of the newspaper now also reaches a larger and more diverse ethnic audience as it is translated in Armenian and Azeri. Focus on support services<sup>22</sup> continues and they remain embedded in the facilitation process with clients and include targeted trainings in FS&H for women suppliers.

*Principles of disaster risk reduction with emphasis on prevention and reduction of vulnerability are applied at local level.* Capacity building of the DRRWG's now they are established in each target municipality remains a 2013 priority and a sharpening of emphasis on quarantine imposition and pasture management functions which will be copied in the three new municipalities of the expanded KK area in 2014<sup>23</sup>. BEAT assessments continue to be carried out with service provider clients mainstreaming the environmental 'Do No Harm' approach of the programme. Programme SP's also operate within mainstreamed DRR principles embedded into their delivery.

*Interaction between target groups and local self-government is enhanced through institutional capacity building and participatory decision-making:* The Access to Decision making for Women intervention continues to strengthen community links with local government for men and women. The Advisory Committee provides the forum for regional players representing national, local and regional government, civil society and the private sector to tackle key issues in a participatory venue.

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#### Bilateral or Multilateral Issues of Note for Policy Dialogue

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Disease notification and control and the development of the veterinary sector remain the most pertinent multilateral issues. 2013 saw active engagement in public fora consultation organized by the USDA & GIPA in work conducted in Brucellosis and boosting the Private Veterinary Sector, coordinated with the FAO over Swine Fever and maintained close contact with the NFA over issues such as disposal of infected carcasses. With the NFA progress on the issues is slow and issues such as public notification and safe and compliant disposal of carcasses remain neglected as legislative hiatuses continue. Information dissemination of the capacity building undertaken by the EU and USDA of the NFA with the NGO sector could help bolster international efforts to improve notification and control and as such increase the protection afforded to livestock owners and the public. A moratorium on the sale of land to 'foreign investors' has reduced tensions however misunderstanding over land remains.<sup>24</sup> In addition the direction agriculture in Georgia will take in the future and the role of the small scale livestock producer within it in the context of environmental, economic and social sustainability continues to be in need of ongoing debate in despite of increased focussed prioritization on farmers.

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<sup>18</sup> From the observations of the programme it seems that those who received credit were existing, ongoing larger scale business with a good credit history and collateral. Loans were only provided for new equipment and did not include new building, working capital or storage.

<sup>19</sup> Including 64.4m Gel allocated in the budget and a \$50m World Bank Projects & 70,000Ha rehabilitated for 2013 (MOA website)

<sup>20</sup> March 27<sup>th</sup> 2013

<sup>21</sup> May 2013 Koba Davitashvili MP a populist initiative. Eurasia Foundation coordinated a strong response with letters to the EU Delegation from 37 organisations the EU's response was that if approved, it would undermine the ongoing legal approximation process towards EU regulations.

<sup>22</sup> FS&H, BDS and environmental consultancy for dairy and meat SME's.

<sup>23</sup> Bolnisi, Marneuli, Gardabani

<sup>24</sup> In Tsitskaro, Tetritskaro 6 ha of a maize crop belonging to a programme client was destroyed by villagers believing it belonged to a foreign investor.



Outcome Indicators Measured Against Target Values for September 15<sup>th</sup> 2012 to September 14<sup>th</sup> 2013**Table: 2 Achievements of Outcome Indicators Measured Against Target Values**

OUTCOME Level: Key Scalable Indicators and Log Frame Indicators Progress to Date	
OUTCOME:	Progress to Date <i>against targets</i>
<i>Outcome 1: Increased outreach, information dissemination and quality of target services to SSLP's; increasing access and enabling SSLP's to make informed decisions on animal health, breeding and nutrition</i>	<p><i>Universal Impact Indicators<sup>25</sup> (Scale, Income &amp; Jobs): 11,750 (with 3,403 information consumers) farming HH's (of whom 7,916 are SSLP HH's including 2,383 information consumers) have benefitted through supporting functions and have generated 564,737 Gel as NAIC (or 682,837 Gel with time savings included) with the creation of 7 female and 12 male jobs in supported entities.</i></p> <p><i>100% (out of all 66) of communities covered by target services – <u>exceeding the targeted 20% of villages 5 times;</u></i></p> <p><i>198% average increase in number of SSLP's (average across all interventions) accessing target services &amp; information (Men 74%/Women 26%) - <u>exceeding the targeted 50% by 148%;</u></i></p> <p><i>53<sup>26</sup> service providers with improved business practices/acumen &amp; outreach to SSLP markets in programme area - <u>corresponding to 106% out of targeted 50.</u></i></p>
<i>Outcome 2: Market Access &amp; Terms of Trade are made more advantageous for small-scale livestock producers.</i>	<p><i>Universal Impact Indicators (Scale, Income &amp; Jobs): 2,803 farming HH's (of whom 2,190 are SSLP HH's) have benefitted through supporting functions and have generated 333,010 Gel as NAIC (or 732,852 Gel with time savings included) with the creation of 14 female and 14 male jobs in supported entities.</i></p> <p><i>333,010 Gel saved through reduced transaction<sup>27</sup> costs, approximately a 4% increase in monthly income corresponding to <u>4% of the targeted 10%<sup>28</sup></u></i></p> <p><i>18.5 % increase in volume &amp; 18.5% increase in value of trade, for SSLP's through supported/compliant entities in the dairy, meat &amp; wool sectors; <u>corresponding to 18.5% out of targeted 20%<sup>29</sup></u></i></p> <p><i>14 processing &amp; intermediary entities integrating food safety compliance into business planning &amp; practices - <u>exceeding targeted 10 service providers and intermediaries by 30%;</u></i></p>
<i>Outcome 3: Local government has enhanced capacity to support the growth of a robust and durable agricultural sector which is more resilient to natural disasters.</i>	<p><i>Universal Impact Indicators (Scale, Income &amp; Jobs): 1 female job created in supported entity. Approximately 22,500 Farming HH's have increased awareness of DRR; and 292 of farmers (185 women) have been equipped with information and support for their role in decision making processes on HH level which will include decision related to livelihoods</i></p> <p><i>6<sup>30</sup> joint public/private sector agricultural initiatives <u>corresponding to 300% of target;</u></i></p> <p><i>66 village representatives have increased awareness of local DRR mechanisms- <u>corresponding to 132% out of targeted 50;</u></i></p> <p><i>14<sup>31</sup> quality disaster risk monitoring &amp; outreach (preparedness &amp; mitigation) measures implemented - <u>corresponding to 117% out of targeted 12;</u></i></p>

<sup>25</sup> The two main key scalable indicators for Alliances KK are: (Scale) Number of farmers reached through activities and (Income) NAIC. Net Attributable Income Change i.e. the change in income at SP and SSLP level attributable to programme activities. Note : Job creation is recorded by the programme but is negligible in the agricultural sector compared to scale and NAIC

<sup>26</sup> 6 AI technicians + 7 bull owners (from pilot intervention) + 19 bull owners (from GeoStat intervention) + 1 Newspaper + 1 TV + 1 Brewers Grains + 10 Vet pharmacies + 1 medicine input supplier Roki + 1 Alliances Group Holding + 1 Agro Group + 5 machinery service provider;

<sup>27</sup> milk processing and marketing + cattle transportation and marketing costs

<sup>28</sup> This is projected to be 7% by the end of the project and 33% 2 years on.

<sup>29</sup> This is projected to be reached by the end of Phase 1 with approximately 20%

<sup>30</sup> 4 Advisory Committee Meetings plus two initiatives as a result, leaflet distribution by NFA/Roki and Animal Movement Route Feasibility Study.

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#### Assessment of Outcome Achievement and Likelihood of Achieving the Outcomes in the Current Phase.

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The programme is firmly on track to achieving the Outcomes in the current phase. NAIC which is slower to generate than scale is 7% up in this reporting period and is set to achieve its target by the end of the phase based on a projection of current interventions. Second year facilitation with phase two investments to maximize scale and outreach in Outcome 1 and 2 have been carried out with successful results and evidence of crowding in beginning to appear. The success to date in achieving access to market for SSLP's under Outcome 2 is beginning to stimulate SSLP's to invest in their livestock using the services now in place from Outcome 1. Outcome 3 interventions are increasingly showing their worth in systemically improving the operating environment for SSLP's, improvements are being made in spite of the vagaries of the political sphere.

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#### Information on Direct and Indirect Unintended Effects of Programme Interventions

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Under Outcome 1 access for SSLPs to appropriate information on agricultural practices, the programme facilitates the Trialetis Expressi<sup>32</sup> newspaper. The newspaper has now linked with the regional website 'kkpress.ge' which in March started publishing articles on Tsalka, Dmanisi and Tetrtskaro municipalities. The main topics have included land ownership issues, the progress of the governmental programmes on the Voucher Scheme and Agro Credits and the website has created a similar segment to the newspaper, 'what people think'. Under the Outcome 1 nutrition intervention more than 30 customers of the Brewer's Grain's provider began purchasing from breweries directly and three additional service providers outside of the programme area have copied the business model to distribute Brewers Grains to other municipalities, one in Batumi who takes BGs from Batumi brewery, one in Kakheti and one in Gori. Under Outcome 2, a new Azeri translator/trainer has been hired by Star Consulting to help penetrate remote Azeri villages with the 'Importance of Clean Milk' seminars. The trainer who helped gather villagers in Orozmani village for the seminar has also brokered negotiations with Alliances KK client Ratevani CPC to make linkages with the village milk suppliers, presently only 'Sante' collects milk in the village and people want to have another milk collection option<sup>33</sup>. Under Outcome 3 the DRRWG for Dmanisi Municipality has of its own accord written into law a 'Land Use Control (i.e. pasture mapping and management) function as part of the co-investment activities surrounding the imposition of quarantine and other disease notification and control activities. The WG discussed the additional role with the programme who offered full support and hope the model may be replicated elsewhere.

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#### Information on Progress of the Implementation of SOC Transversal Themes<sup>34</sup>

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*Women's Economic Empowerment is coming increasingly to the fore in the programmes work on gender.* The programme continues to strive for an improvement in truly *gender sensitized interventions (GSI's)* to ensure more equal market access and unlock the potential of interventions for women through careful calibration of activities based on research and placed into the Results Chains in GSI boxes. A WEE survey the methodology for which was developed at the Annual Gender Workshop<sup>35</sup> which will test gender assumptions based on focus group research, aid in indicator development and contribute to impact assessment, will be published in the autumn 2013. It is likely that this survey will form the basis for wider global engagement in the debate surrounding WEE. The Alliances KK M and E Manual recently finalized also has a gender chapter. More broadly The PD was chosen as the gender champion for the region in MC attended a ToT and has conducted two gender trainings for MC Georgia. An important part of the training has been the reflection on Alliances and MC programming and operations with regard to gender and the setting down of personal and organisational goals for improvement in Gender Action Plans. Guidelines for

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<sup>31</sup> Imprescon, 3 DRR Working Groups, 6 BEAT Assessments, 4 Advisory Committee Meetings.

<sup>32</sup> Which was the only newspaper distributed in the programme area in only one municipality and with no agricultural content

<sup>33</sup> Sante has a quota and does not take the surplus for much of the year and also does not collect in winter as the cost of fuel outweighs the benefit of the milk.

<sup>34</sup> As noted by Springfield in the last but one backstopping report and in the previous annual report the better the tangibility of governance / DRR/ gender challenges issues addressed the better the incentive for market players to address them.

<sup>35</sup> <http://www.allianceskk.ge/index.php/en/downloads.html> Alliances KK Reports *Annual Gender Workshop 2012*

village representatives were published and disseminated and National level advocacy undertaken for the Women's Rooms. A further boost to the WR's will be the newly won ICCN/Mercy Corps two year USAID funded gender programme the core of which is establishing Women's Rooms, building links to business and careers opportunities for women and girls in KK and SJ.<sup>36</sup> The VET programme activities are expected to be of particular pertinence and full coordination and joint activities are expected. Please see Annex 2 for key scalable gender disaggregated results with interpretation as to their meaning.

*Governance:* Transparency and participation remain the foremost governance principles both within the programme operational structure and without. Accountability also came increasingly to the fore through the Advisory Committee in relation to the government's role in regulating and coordinating efforts around the AMR and disease notification and control, the assumption of the DRR quarantine function and the principle of equality through the aforementioned gender intervention. Information dissemination taking into account language, cultural and political issues continue to be a major issue which the programme monitors and addresses through all interventions. Feedback from the village reps on the training, guidelines and inclusion of women in community meetings has been very positive.

*DRR* and the 'do no harm' principle remains mainstreamed into relevant interventions with the BEAT assessment tool. Capacity building of the Local DRRWG's which was undertaken in the reporting period saw differences in outcome according to the political situation in each municipality. Where the political situation is good the DRRWG is flourishing with Dmanisi Municipality writing into law an additional Land Use (pasture management) function in addition to the quarantine and disease notification and control functions of the group. The programme's response has been to prioritise for co-investment those municipalities who are engaging in the process and tailoring activities to circumstance rather than applying a blanket model. The programme continues to maintain a coordination functions amongst the SDC projects and maintains an anthrax outbreak database see Annex 8.

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#### Illustration of the Perspectives of Involved Stakeholders

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An assortment of illustrative statements representing the perspectives of different programme stakeholders for each output under each outcome has been compiled as can be found in Annex 3.

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### CHAPTER 3: OUTPUTS AND PERFORMANCE ACCORDING TO YEARLY PLAN OF OPERATIONS 2012

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#### Summary of Output Delivery and Their Contribution to Outcomes

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All outputs under Outcome 1 supporting functions now have ongoing interventions four of which have gone to second phases for scaling up and expansion of activities. The outreach of all of these services is having a noticeable impact on SSLP's and in those villages where the dairy, meat and wool enterprises are functional and the FS&H training s are taking effect the co dependency between the outcomes i.e. in one supporting the other is now becoming clear. Where SSLP's have stable access to market and where quality services are available they will use them, seeing the end point as well as the means to invest in their cattle. Impact assessment for the veterinary services output have shown that the increase in quality and outreach has led to a reinstatement of trust where there has been very little when the services had declined after the Soviet Union collapsed. Under the women's access to decisions making output initial impact assessment is showing exciting developments in the participation of women in decision making surrounding village issues which should begin to positively influence the operating environment for SSLP's. Table 3 below provides a breakdown of impact per output.

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<sup>36</sup> The proposal was written by the Alliances KK Programme Director and the lead representative of ICCN who currently work together on Alliances KK. The proposal was written to specifically generate multiplier effects.

**Table 3: Summary of Outputs Against Logframe Indicators**

<b>OUTPUTS<sup>37</sup></b>	
<b>1.1:</b> Facilitated improvements to business practices and outreach of animal health service & input providers to access wider SSLP markets with affordable, appropriate and quality products.	All 66 communities served by an animal health service provider  352,449 Gel value of sales of animal health services 27,694 Gel value of sales to women 136,072 Gel value of sales to SSLPs
<b>1.2:</b> Facilitated improvements to business practices and outreach of livestock breeding service providers to access wider SSLP markets with affordable & appropriate products.	49 communities served by breeding service providers  6,168 Gel value of sales of breeding service providers 373 Gel value of sales to women 3,364 Gel value of sales to SSLPs
<b>1.3:</b> Facilitated improvements to business practices and outreach of nutritional input & service providers to access wider SSLP markets with affordable & appropriate products.	31 communities served by nutrition input service providers  243,239 Gel value of sales of nutrition input service providers 28,204 Gel value of sales to women 105,275 Gel value of sales to SSLPs
<b>1.4:</b> Facilitated improvements to access of SSLPs to appropriate information on agricultural practices, market prices, DRR and local self-government.	6 information channels with agricultural content  3,403 information consumers of products that have agricultural content with 1,701 women readership and 2383 SSLP readership
<b>1.5:</b> Facilitated improvements to access to financial services for Dairy & Meat value-chain SMEs & SSLPs.	5 Machinery SP's using programme facilitated financial service (hire Purchase) to buy machinery for the 2013 hay season
<b>2.1:</b> Increased awareness & adherence of value-chain actors to food-safety, hygiene and management standards and best practices facilitated.	14 value-chain actors actively taking measures that will lead them to food-safety law compliance
<b>2.2:</b> Increased volume and value of trade and efficient and cost-effective access to meat and dairy products for intermediaries and processors from SSLPs facilitated.	6 (4 milk/ 1 meat/1 wool) enterprises with increased capacity/utilization of milk and meat & wool <sup>38</sup> 29 % of producers directly engaging with supported entities are women 78 % producers engaging with supported entities are SSLP's
<b>3.1:</b> Development of capacity in local government and civil society representatives to support identification of DRR priorities and embed the process of preparation & planning for, and mitigation of natural disasters facilitated.	3 active DRRWGs (1 per municipality)  24 % female representatives engaged in DRRWG activities
<b>3.2</b> Development of improved relationships between market actors and local government in promoting growth in agricultural value chains facilitated.	4 quarterly planned consultation fora held between local government & agricultural market actors to address agricultural sector priorities, are already held (consultation fora are planned and held with Alliances KK facilitation)  22 % women representatives involved in consultation fora

<sup>38</sup> 4,790kg of liveweight of cattle, 584,416l of raw milk and 8362 kg of wool (1 months data for wool). One of the supported entities: LTD "Ravil & Partners" is not milk or meat processor but it processes wool which is most closely related to milk and meat processing and is market access intervention.

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### Implementation Constraints and Ways to Overcome Them

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The main implementation constraints faced by the programme in this period were political. Tangible evidence of outreach and enforcement from the NFA became weaker. This had the effect of the reopening of roadside meat shops not operating to any FS&H standards and who slaughter animals at the side of the road. This presents unfair competition to programme supported entities who pay tax and must operate to FS&H standards which are expensive to meet in terms of infrastructure and operational systems, similarly most dairy production remains unregulated. The true effect of the government Agri Credit scheme is as yet fully understood however the effect on several programme interventions and clients was to slow down the implementation process as they applied for and were eventually refused (in four out of five cases) these loans. The change in government in October 2012 resulted in changes in personnel which are still having ramifications at the local government level and at the regions level the Governor of Kvemo Kartli although still in his position, left the country and has been in varying levels of evidence which has hindered the Advisory Committee. However all programme interventions continue and the importance of flexibility and forging new or reforging old relationships to maintain momentum is practiced. The meat and wool value chains remain relatively opaque but the programme continues to gather market intelligence and broker relationships with key market players.<sup>39</sup> Extreme weather events have badly affected one client in the absence of adequate insurance, on which the programme will undertake more market research and animal disease remains a serious constraint which the programme attempts to mitigate through increasing resiliency and DRR activities under Outcome 3.

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### Eventual Changes to Main Assumptions

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The programme is seeing a continuing validation of the M4P approach with increasing impact becoming visible as interventions mature. The synergy between the interventions is becoming increasingly clear. The log frame assumptions remain viable. The political situation though not ideal in the reporting period was relatively stable however some uncertainty remains with the presidential elections in October and the local elections in 2014, political stability remains critical to providing the conditions which determine the success, failure and general workability of the operational environment. Environmentally the reporting period saw in general good and timely rainfall which meant a good harvest with good hay prices. Animal disease continues to underscore the vulnerability of the sector to external influence and the narrow tolerance to shocks for the target group in the programme area. A main critical assumption of the programme is that access to financial services of agricultural sector actors does not deteriorate; the government loan scheme through seemingly of varying success and a general interest in the agricultural credit sector on behalf of donors and development programmes still seems to indicate a general drive in the direction of a more favourable lending environment developing in the agricultural sector.

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## CHAPTER 4 – FINANCES AND MANAGEMENT

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### Percentage of Budget Spent vs. Planned per Outcome

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As of September 2013 Mercy Corps Alliances KK has 457735.29, 76% of the Implementation Phase budget of the support line of the *Alliances Investment Support Facility* (Outcome 1 and 2), 53,032.22 CHF, 60% of the support line of the *DRR, Gender and Governance Support facility* (Outcome 3). For the support line<sup>[1]</sup> spending should be 76% for this period.

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### Budget Deviations and Outlook for the Rest of the Phase

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Spending remains on track for both of the support facilities. For the larger *Alliances Investment Support Facility* spending has been projected until the end of the phase for all proposed co-investments with expenditure to date continuing in line with these projections for 2013. Some money from the *DRR, Gender and Governance Support Facility* will be leveraged for investments under the support facility which have come to fruition early to maintain hard won market momentum and to catch the agricultural season, whilst

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<sup>39</sup> Please see Annex 7 for the Natural Bull Service Results to date.

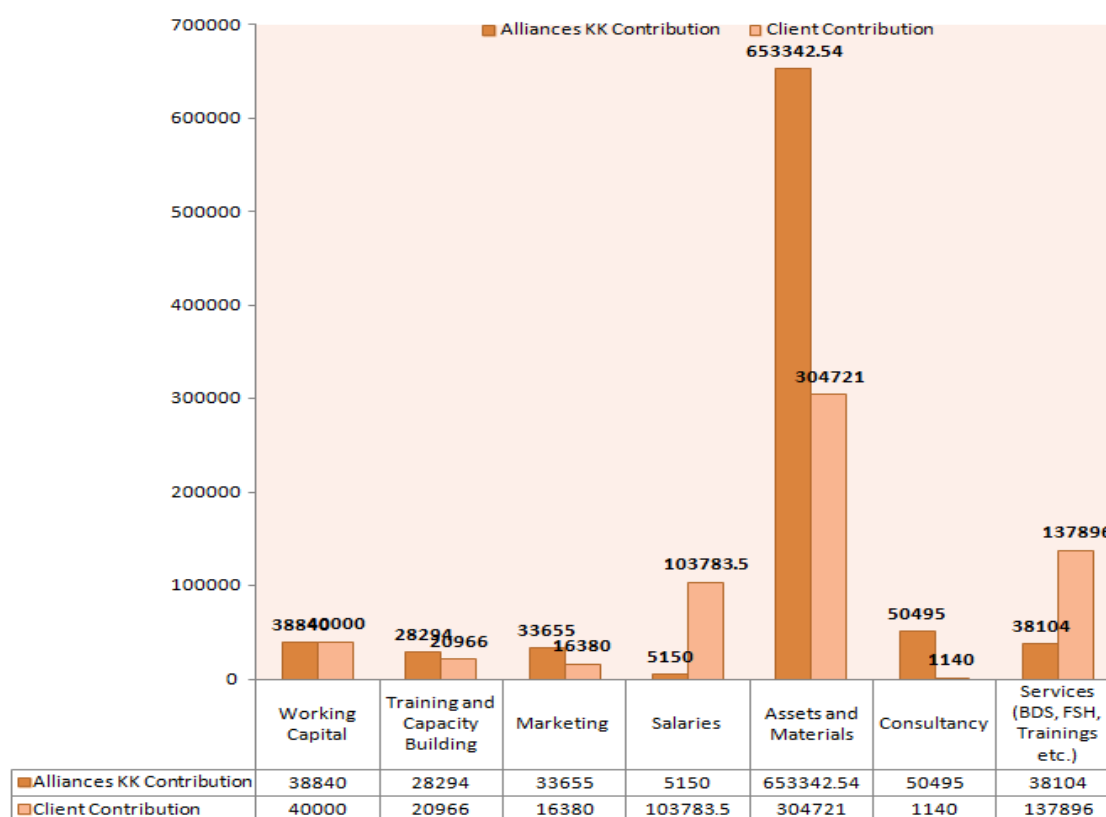
<sup>[1]</sup> I.e. The Investment Support Facility and DRR, Gender and Governance Support Facility



some of those related to local government have been delayed or reduced based on the level of cooperation reached with local government and level of capacity. These will be budgeted for under Phase II.

#### Appraisal on How Efficiently Inputs were Converted into outputs

The efficiency of input conversion in outputs is enhanced on the Alliances programmes through the use of the co-investment mechanism. The programme operates on leveraging a minimum of 35% co-investment from the clients with whom it co-invests. This is currently running at an average of 42.43% slightly up on last year's 38% across all the interventions. Work is ongoing to lower the Alliances KK co-investment of 100% of the cost of external consultancy for Food Safety and Hygiene consultations and environmental (BEAT) service<sup>40</sup>, and FS&H now stands at 69% down from 87% in the last report. The breakdown of the use of the Alliances KK investments for clients and the contribution of clients is shown in Figure 1 below, the main point of note being that 77% of the Alliances KK co-investment is directed to assets and materials vital in allowing the enterprises in question to function, be compliant, expand and upgrade with the next largest inputs being for working capital 4.5%<sup>41</sup> and Business Development Services, FS and H and Environmental services at 7% up from 5.7% in the last reporting period reflecting the greater emphasis.



#### Reference to Activities/Interventions Proposed and Actual

Intervention activities are in almost all cases on target as reported in the bi-annual report (March 2013), all those in development in the previous reporting period were undertaken and Phase 2 stages carried out in existing interventions in veterinary, information, breeding, dairy and meat sectors. (See Annex 4 for a list of interventions carried out in the reporting period.) Outcome 1 supporting functions continue to work in tandem with market access interventions allowing those SSLP's with improved market access to invest in their livestock. In general only three interventions are underperforming. In the access to finance intervention, hire purchase for hay making machinery, continues as a rolling investment however uptake has to date been

<sup>40</sup> A fundamental part of the programme strategy but not yet supported by a strong market for these products as enforcement of FS and H laws and environmental laws are still weak.

<sup>41</sup> This will as structured in the grant agreements will be reinvested in the enterprises when they recoup the costs.

limited with only five clients to date, partly due to the government agri-credit scheme and partly due to teething problems<sup>42</sup> with the product itself. Entry points for another product are now being discussed with Credo whilst also working on the information dissemination of AGH. A financial (lack of insurance)/weather based problem led to the cessation of operations of EcoMilk as the factory roof was damaged twice by violent weather conditions in Rustavi. They are searching for new premises and Shula slaughterhouse ceased operations due to unscrupulous competition of a large slaughterhouse but is now in operation again with a different purchase to sale model replacing the service only model. The wool sector intervention is ongoing and research planned into wool washing facilities but no progress was made with the carpet enterprise as they have repeatedly stalled on providing the necessary legal documentation for their Ltd. In the transversal themes WEE and access to decision making is at the forefront of programme activity, DRR is becoming more focussed in answer to real needs and in response to local government needs and on the AMR the programme in the form of the Advisory Committee and associated work remains as the facilitator and advocate with key stakeholders. The programme is continuing to publish quality research outputs the WEE survey will be released in autumn in addition to the in depth land research and hay research released earlier in the year. Annex 5 for Scalable Indicators per Actual Intervention and Annex 6 for a full presentation of proposed versus actual activities to date.

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#### Human Resources Issues on the Organization Level that Affected the Management of the Project

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No new staff have been hired to the programme since the assistants hired in the previous period. Investment in promoting gender equity and the inclusion of locally ethnic staff is paying dividends with growing performance and notably hard working staff dedicated to self improvement. Attention is currently being paid to developing the organisation of the next phase of staffing under the ALC.

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### CHAPTER 5 – LESSONS LEARNT

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#### Good Practice and Innovations Working with Key Partners, Beneficiaries, Interagency Collaboration, Including Obstacles and Difficulties

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In *coordination* the programme has developed of a working model for cooperation with the Danish government/SDC funded RED programme which includes the development of criteria for funding beneficiaries more suited to respective strategies, close working partnerships between nominated programme officers, knowledge sharing<sup>43</sup> and capacity building. CFNA Farmer to Farmer offered consultants placed in clients' enterprises, and the programme continues to monitoring progress with an eye to leveraging opportunities with various new development sector initiatives including EU ENPARD, USAID REAP and UNDP/SDC VET programme. With the VET programme in particular the programme expects to develop a very close coordination for key entry points in the Alliances Lesser Caucuses Programme<sup>44</sup>. Contact was maintained with Springfield<sup>45</sup>, the DCED on lessons learned in M4P programmes, M and E and WEE, and the SDC E+I network and the E+I Network Learning Event in Thun, where the programme presented its work in a fragile environment. *Risk Management*: The programme continues to learn from the use of multi phase co-investment to manage risk. Increasingly the first phases of interventions are structured to enable, kick start or remove barriers to operation and following the proof of the successful operation of the business at this level<sup>46</sup>, Phase 2 interventions then allow the programme to consider expansion and outreach, improvements to the enterprise for further efficiency/capacity or diversification activities. A high quality BDS provider has worked with the majority of existing and new programme clients whose in depth business plans are adding to the decision making and planning process and overall business sustainability. *Developing*

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<sup>42</sup> The programme undertook qualitative research to discover why the intervention only had a 50% uptake. The manner in which information was shared by the company, the lack of flexibility with the leasing product itself (e.g. due to the law on leasing all customers must pay VAT although usually excluded) and a lack of trust pervading a new product exacerbated by the manner in which information was being delivered.

<sup>43</sup> RED Information has been placed in the Alliances KK office for passing on to clients meeting the aforementioned criteria i.e. those no longer suitable for the co-investment mechanism and eligible for the credit facility offered by RED.

<sup>44</sup> See Main Steering Implications for Interventions in the Next Period

<sup>45</sup> Particularly on matters relating to WEE

<sup>46</sup> However even first phase investments are usually delivered in tranches each tranche being released as the activities under each section are completed.

*Synergy:* On the basis of building synergy and a multiplier effect in development initiatives in the same regions through different donors Mercy Corps and ICCN will work together have been awarded funding for the new joint project the USAID Broadening Horizons gender programme for enhancing the educational, career and economic opportunities for girls and women in KK and SJ. A key concept of the proposal is building the capacity of the Women's Rooms, expanding outreach to 10 further municipalities and linking and outreach with the private sector in the form of apprenticeships and on the job training to careers advice in schools and the women's rooms. It is anticipated that this will be further linked in ALC with the VET programme initiatives to maximize the opportunities available for rural women and men, girls and boys in the KK region.

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### Important Findings from Reviews and Self-Evaluations

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The programme was under intense internal and external scrutiny in 2013 with the Mercy Corps Regional Meeting<sup>47</sup> in November focussing on M4P training and the DCED standard and programme participation and presentations delivered at the DCED First M4P Peer Learning Event and E+I Network Learning Event in Thun. The M&E system has also been under continual review due to preparations for the DCED audit. The programme now also has a new M&E Manual into which the ethos of the interdependency of monitoring and management is spelt out in details and procedure. A key facet of this continues to be the Monitoring Action Plan meetings instituted following the Monitoring Workshop held in August 2012. In recognizing the need for more systemization in qualitative monitoring the programme now has MP2's or qualitative monitoring plans linked to the results chains. In Gender in addition to the Annual Gender Workshop at which progress achieved in terms of both personal capacity development and programme management was assessed, the PD was chosen as the gender champion for the region in MC attended a ToT and has conducted two gender trainings for MC Georgia. An important part of the training has been the reflection on Alliances and MC programming and operations with regard to gender and the setting down of personal and organisational goals for improvement in Gender Action Plans. The WEE survey planned during the Gender workshop will provide timely input into an ongoing global WEE debate on matters such as indicator development and programming. 2013 also saw the completion of the suite of research into key areas surrounding land including a report into land ownership and the development of a land market in Georgia report<sup>48</sup> and the Hay survey which built upon and verified the Remote Sensing Survey<sup>49</sup> undertaken in the inception phase, and have been widely disseminated to other livestock programmes and key stakeholders. The Springfield visit in August 2013 focussed on the need to focus on the means to achieve true systematic change and crowding in now that initial programme interventions are more established.

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### Conclusion

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As impact begins to be generated and as the monitoring system reaches completion in being able to systematically capture qualitative data and impact on women, the importance of developing Lessons Learned and using templates for the expansion of the programme into Alliances Lesser Caucuses come to the fore. The programme can now focus on continuing to push for greater systemic change despite areas of the market still being underpopulated with potential multipliers and despite the absence of reliable drivers in key areas such as the laws and enforcement surrounding Food Safety and Hygiene and animal disease. However as the programme matures it has greater experience of learning how to mitigate these difficulties and one clear lesson for the next period of implementation is the need to leverage alternative drivers in key areas such as FS&H, in this case drivers associated with the retail and consumer end of the value chain. The programme must also now that a basic level of service provision and market access has been created, look to finding entry points which can achieve a higher level of systemic change such as working with regional level associations, capacity building in key spheres such as journalism which will impact more widely as well as the expansion and scaling up of the working models created under all outcomes to the new programme areas from February 2014 in KK and Ajara.

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<sup>47</sup> Country Directors from the five countries of the region to which Georgia belongs attended in addition to MCHQ staff.

<sup>48</sup> <http://www.allianceskk.ge/index.php/en/downloads.html> Land Ownership and the Development of the Land Market in Georgia

<sup>49</sup> <http://www.allianceskk.ge/index.php/en/downloads.html> A Remote Sensing Survey into the Rangeland Condition of Kvemo Kartli and Samtskhe Javakheti

## LIST OF ABBREVIATIONS

AI	Artificial Insemination
ALC	Alliances Lesser Caucasus Programme
AMR	Animal Movement Route
BDS	Business Development Services
BEC	Business and Economic Centre
CG	Caucasus Genetics
CPC	Cheese Producing Centre
DRR	Disaster Risk Reduction
DRRWG	DRR Working Group
EC	European Commission
E+I	Employment and Income Network (SDC)
FFI	Flora and Fauna International
FS&H	Food Safety and Hygiene
GDCI	Growth Development & Continuous Improvement of your business (name of a company)
GEL	Georgian Lira (currency)
IAAD	International Agricultural
ICCN	International Centre for Conflict and Negotiation
ISF	Investment Support Facility
KK	Kvemo Kartli
LCP	Lesser Caucasus Programme (official SDC name for ALC)
LLC	Limited Liability Company
MAP	Monitoring Actions Plan Meeting
M4P	Make Markets Work for the Poor Approach
MC	Mercy Corps
MCC	Milk Collection Centre
MFI	Micro-Finance Institution
MIA	Ministry of Internal Affairs in Georgia
MOU	Memorandum of Understanding
MOA	Ministry of Agriculture
MRD	Ministry for Regional Development
NFA	National Food Agency
RC's	Results Chains
SCCSF	Support Centre for Civil Society Formation
SDC	Swiss Agency for Development and Cooperation
SJ	Samtskhe-Javakheti
SME	Small to Medium Enterprise
UN	United Nations
UK	United Kingdom

ANNEX 1 PROJECTIONS FOR NAIC AND SROI

Projections for NAIC & SROI, Outcome 1								
		ROKI VET	CG AI	Bulls Breeding	Nutrition	Trialetis Expressi	Access to Finance	Outcome 1
Break Even Point (# of months post project) for SROI		30	N/A	13	3	N/A	1	11
Break Even Point, with monetary value of time savings included (# of months) for SROI		7	N/A	13	3	N/A	1	9
Break Even Point, with monetary value of time savings included (# of months) for Programme Clients' ROI <sup>50</sup>		35	N/A	43	29	35	N/A	N/A
Actual/To Date	NAIC generated for farmers	37,424	2,934	51,028	336,477	N/A	136,874	564,737
	NAIC generated for farmers including monetary value of time savings	155,524	2,934	51,028	336,477	N/A	136,874	682,837
	Clients' ROI to date	-49%	-47%	-58%	-37%	-57%	N/A	N/A
	SROI	-39%	-89%	39%	600%	N/A	779%	127%
	SROI + Time	152%	-89%	39%	600%	N/A	779%	175%
Projected by the end of the project	NAIC generated for farmers	49,899	N/A	68,037	448,636	N/A	205,311	771,883
	NAIC generated for farmers including monetary value of time savings	207,365	N/A	68,037	448,636	N/A	205,311	929,350
	Clients' ROI	-32%	-	-44%	-16%	-39%	N/A	N/A
	SROI	-19%	N/A	85%	834%	N/A	1219%	211%
	SROI + Time	236%	N/A	85%	834%	N/A	1219%	274%
Projected +2 years after the end of the project	NAIC generated for farmers	133,063	N/A	181,433	1,196,363	N/A	718,589	2,229,447
	NAIC generated for farmers including monetary value of time savings	552,974	N/A	181,433	1,196,363	N/A	718,589	2,649,358
	Clients' ROI	81%	-	49%	123%	82%	N/A	N/A
	SROI	116%	N/A	393%	2390%	N/A	4516%	798%
	SROI + Time	796%	N/A	393%	2390%	N/A	4516%	967%

<sup>50</sup> Calculated solely on the value of the NAIC generated from this investment rather than on the business as a whole.



Projections <sup>51</sup> for NAIC & SROI, Outcome 2								
		Shula	EcoMilk	Cheese Mania	Tezari Kakhadze	BMB	Wool	Outcome 2
Break Even Point (# of months post project)		14	7	25	38	6	3	32
Break Even Point, with monetary value of time savings included (# of months)		10	4	12	4	4	3	15
Break Even Point, with monetary value of time savings included (# of months) for Clients' ROI		64	5	-	40	12	2	N/A
Actual /To Date	NAIC generated for farmers	131,820	10,796	16,313	30,059	77,533	66,489	333,010
	NAIC generated for farmers including monetary value of time savings	177,012	17,171	34,813	324,834	112,533	66,489	732,852
	Clients' ROI	-80%	-45%	-100%	-68%	-20%	205%	
	SROI	-6%	-57%	-84%	-66%	66%	134%	-26%
	SROI + Time	26%	-31%	-66%	268%	141%	134%	63%
Projected by the end of the project	NAIC generated for farmers	192,660	32,388	40,783	43,932	124,053	132,978	566,794
	NAIC generated for farmers including monetary value of time savings	258,710	51,513	87,033	474,757	180,053	132,978	1,185,044
	Clients' ROI	-71%	64%	-101%	-53%	28%	510%	<u>N/A</u>
	SROI	37%	29%	-60%	-50%	166%	368%	<u>26%</u>
	SROI + Time	84%	106%	-15%	437%	286%	368%	<u>164%</u>
Projected +2 years after the end of the project	NAIC generated for farmers	637,260	356,268	346,651	145,315	496,211	797,868	2,779,573
	NAIC generated for farmers including monetary value of time savings	855,733	566,643	739,776	1,570,351	720,211	797,868	5,250,582
	Clients' ROI	-2%	1705%	-110%	56%	413%	3563%	<u>N/A</u>
	SROI	354%	1322%	239%	64%	964%	2710%	<u>519%</u>
	SROI + Time	510%	2162%	623%	1677%	1444%	2710%	<u>1069%</u>

<sup>51</sup> Based on present conditions remaining constant.

## ANNEX 2: GENDER MAINSTREAMING RESULTS PER OUTCOME WITH INTERPRETATION

Gender mainstreaming results based on key scalable indicators with meaningful interpretation of implications	
Outcomes and related assumption:	Indicator and progress to date:
<p>Outcome 1: Concerns interventions which generate income through supporting functions. The gender disaggregated results show who is buying the livestock related inputs and services.</p> <p><i>Assumption: Women who are buying livestock related services and products (Bull services, Veterinary services, medicines etc.) have some control over expenditure regarding livestock.</i></p>	<p>3,105 beneficiary HHs with women with some measure of control regarding HH expenditure budgeting regarding livestock;</p> <p>13% of the income for beneficiaries generated through proper usage of veterinary services/Bull services/nutritional input for the livestock is by women.</p>
<p>Outcome 2: Concerns interventions which generate income through improved market access and the gender disaggregated results give the picture of who has directly received money for dairy products or meat they have sold.</p> <p><i>Assumption: Women who are receiving cash from MCCs traders and/or intermediaries have some measure of access to cash generated as revenue on livestock related HH activities</i></p>	<p>In 803 beneficiary HH's women are receiving cash from MCCs traders and/or intermediaries and have some measure of direct access to cash generated as revenue on livestock related HH activities;</p> <p>A 36% share of the income generated through improved access to market is directly accessible to women.</p>
<p>Outcome 3: Concerns interventions which generate non-financial benefits; good governance, gender equity and increased awareness of local DRR issues. The gender disaggregated results for this Outcome give an indication of the social and political empowerment of women.</p> <p><i>Assumption 1: Women actively involved in community and municipality level meetings are more likely to take part in decision making process at public and HH levels which could lead to more control over livelihood related strategies.</i></p> <p><i>Assumption 2: Women's involvement in the DRRWG's and as recipients of DRR related information will be able to make informed decisions regarding the health of their animals which affect the productivity of their livestock and protect their livestock based assets.</i></p>	<p>27% of community meeting representatives are women and take part in decision making processes leading to more involvement and possibly control over livelihood related strategies<sup>52</sup>.</p> <p>185 women who have been equipped with information and support for their role in decision making processes on HH level which will include decision related to livelihoods<sup>53</sup></p> <p>24% DRR WG meeting participants are women.</p>

<sup>52</sup> This intervention is underway but the first meetings have taken place just outside the reporting period.

<sup>53</sup> This primarily relates to the Gender and Governance "Women's Room's" the rooms have only recently come into use.

**Outcome 1, Output 1.1: Activity 1.1.1: Co-financing of Roki Ltd to expand its distribution networks and wider services supply to Dmanisi, Tsalka and Tetrtskaro Municipalities.**

*Perspectives of a Marneuli Livestock Market based Satellite Vet Akaki Gorjomeladze on intervention outcomes:* I have been a vet in Tsintsikaro Village for many years. I knew representatives of the ROKI Company however I had not been able to open a vet-pharmacy because I had no time to travel to Tbilisi. I was asking farmers to buy and bring medicines from Tbilisi by themselves in order to vaccinate or treat their animals. I have opened a vet-pharmacy when ROKI began supplying our region with medications. Vet medications are basically demanded by women. Every morning and evening during taking their cattle to the village herd they observe their cows and if they identify anything strange they come to the vet pharmacy on the way to receive some consultations and to take vet medication with them. The ROKI Company also offered me the chance to open a vet pharmacy on the territory of Marneuli Livestock Market and because the market is located near my village and it works only on Sundays, I agreed and now I am happy with it. I have over 200- 300 GEL income per day. I have been consulting for farmers as well. If they have a question for which I have no answer I use "ROKI"'s hotline. From my point of view the quality and diversity of vet medications have decreased number of infectious diseases such as blackleg, swine fever and red mites.

**Outcome 1, Output 1.2: Activity 1.2.2 Facilitation of local service providers in target communities to run profitable bull replacement scheme<sup>54</sup>.**

*Perspective of a Gomareti Village (Dmanisi) local bull service provider Leri Samadashvili on intervention outcomes:* Farmers pay 15 Gel/insemination, I explain to them the importance of establishing a price for the service and they agree but from those who cannot pay cash I can receive payment in the form of hay. I collect data to identify success of this business and to have a base of my regular customers. I plan to show to farmers results for birth weight, growth rate and milk yield of the improved versus local breed cattle to promote the business, now I have done 50 inseminated cows and I am very satisfied with the results.

*Perspectives of a female SSLP Natela Akhvlediani from Gantiadi Village (Dmanisi) on intervention outcomes:* I got two improved breed calves after having two cows serviced. They were 13 kg more than local breed's birth weight. I decided to sell the male calf and keep the female as my priority is to increase milk yield and to improve the breed of milking cows. As the weight of the new born calf was 33 kg I sold it for 50 gel more than I could sell the local one for. Now the weight of 4 month old calf is 88 kg and the local breed is 58 kg. I used the service for all my cows this year.

**Outcome 1, Output 1.3: Activities 1.3.1: Co-investment with I.E. Ednari Antadze to increase the accessibility and supply of a quality livestock feed Brewer's Grain and Combined Nutrition to farmers in the Project Area.**

*Perspectives of a Tetrtskaro based service provider Ednari Antadze on intervention outcomes:* I have been offering a new product-Combined Feed to my customer since March with a different distribution model, not providing door to door as with Brewers Grains but selling the product through villages' shops, municipalities' markets, vet pharmacies and animal nutrition shops, it is easier and more profitable for my business. I have orders for 10 000 sacks of combined food in Batumi and 1000-1500 sacks in Dmanisi municipality for November. I have also started selling BG's to distributors from Samtskhe Javakheti, who are taking it back and selling it to farmers. I found a place for a storage building and bought a mill and will buy 100 tons of cereals in autumn and to produce the product the whole year round, especially in the winter period when the sale of brewers grains stops and I can offer this food to the BGs' customers as demand in winter for extra nutrition is high.

I rented 70 hectares of pastures in Dmanisi municipality, Kariani Village this year to produce more hay, I also purchased 50% more hay from the same customers to whom I sell BG's. I purchased all necessary machinery equipment for hay processing. I sell this hay in Ajara and the Marneuli lowlands. The business plan done by First Consulting Company helps very much, I have increased the number of customers by 60% and am covering villages 18 directly.

<sup>54</sup> See Annex 6 for results to date of improved versus local cows.

*Perspectives of a male SSLP Aleksandre Bolkvadze from Sakdrioni Village (Tsalka) on intervention outcomes:* After the opening of cheese production enterprise in my village I have tried to pay attention to cattle feeding, I have found out about BGs benefits from the cheese producing company owner, I contacted to Ednari and he began distributing to me also my neighbours. The BGs distributor then informed that for another product combined feed he was not delivering to door but selling from the vet pharmacies, I go there three times per week and it is not problem for me to take it. I know from a small advert on the sack that the product contains: 40% bran, 40% maize, 15% barley and 5% oilcake, it is good that we know what the product is, before I used only bran and I was not sure of its quality. We have more choices and better quality now.

**Outcome 1, Output 1.4: Activities 1.4.1: Engage with a local newspaper to facilitate improvements to the access of SSLPs to appropriate agricultural information.**

*Perspective of an Editor of the newspaper on intervention outcomes:* I thought in Tsalka I could never sell the newspaper and people did not like to buy the newspaper, only subscribe, but programme facilitation to open selling points in rural villages has shows me that I was wrong. I opened 8 selling points in Tsalka, 7 in Tetrtskaro and 5 in Dmanisi, the number of distributed copies has increased to 1,000 copies. I remember that before I had only 150 copies distributed and for 3 months in a year in summer period I stopped printed. The success is connected to the agro supplement 'Fermeri' and to the improved content and design of the newspaper. I have very close coordination with the State Administration, the Ministry of Agricultural and the Ministry of Regional Development and Infrastructure. All the new government programmes are reported in the newspaper and I am proud of it. Just now I am thinking about how to develop my journalistic skills as I am not still satisfied with their level especially on wiring about agriculture.

*Perspectives of a female SSLP Nazi Abashidze from Iraga Village (Tetrtskaro) on intervention outcomes:* I see in the newspaper there are a lot of interesting topics for women, I like to read about milking procedures, on hygiene rules, and also women's profiles in agriculture because it works better to copy successful models and use the same services. For me it is important that I can now buy the newspaper in my village shop as I do not go out of the village. I read the information on the governmental programmes. Sometimes TV channels cannot report on the programmes in-depth.

**Outcome 1, Output 1.5: Activities 1.5.1: Co-investment with a national leasing company to provide leasing services through a machinery outlet (for small scale machinery services providers/input suppliers).**

*Perspective of a Tetitskaro based machinery service provider Zviad Dzuliashvilit on the intervention outcomes:*

I have purchased a rotational mowing and raking machine costing 4,360GEL through the leasing service. During this season I have served over 40 farmers and made 100t of hay. Also, I have cut 20t of hay for myself. The machine is more profitable, and cuts the maximum length of hay. Before I had an old mowing machine which had a huge loss and farmers had minimum harvest as a result. Now I am going to purchase more essential and efficient machinery in order to save more money.

**Outcome 2, Output 2.2: Activities 2.2.3: Co-investment with I.E Tsezari Kakhadze for the construction of a new compliant cheese production building & upgrading equipment.**

*Perspectives of a Sakdrioni Village based (Tsalka) Cheese Producing Company Manager Tsezari Kakhadze on intervention outcomes:* Since the renovation I have added one more village with 70 milk suppliers. The equipment gave me an opportunity to produce ‘Nadugi’, butter, and smoked cheese. I have increased the profit in my grocery shop as collecting more milk means more barter exchange of groceries for milk. I take the whole amount of milk provided by farmers in three villages, and supply 80% of the cheese sold in the Batumi agrarian cheese market in winter and 60% in summer and I regulate the cheese price in Batumi. After the TV programme ‘Chveni Ferma’ reported on my enterprise demand for the product has increased and the market has become much more stable as all my clients saw that we pay great attention to FS&H norms.

*Perspective of a female SSLP Meriko Gobadze from Sakdrioni Village (Tsalka) on intervention outcomes:*

The seminar for women milk suppliers was very important to me. I did not know that we need to wash the udder not only once but at least twice times before the milking process and massage it. I did not know that using hot water for cleaning dishes was so important, instead of "fairy" and "jelly" and cold water, but this is a problem as hot water is not installed in many families. There must be the separate space or special closet for keeping cleaning equipment. Sakdrioni Cheese factory has given me many benefits: I should say that I have more free time due to selling milk; now I save one hour in the morning and one hour in the evening which is used for house work and gardening, chatting with neighbours, watching TV and going to bed earlier. Nobody makes cheese for sale any more. I can afford renovation of my house, purchase of furniture, washing machines and cars and am able to pay for my children's education.’

**Outcome 2, Output 2.2: Activity 2.2.3: Co-investment with BMB L.T.D in upgrading transport and equipment to get a 10 000 litre/day capacity cheese factory on line whilst complying with FS & H regulations.**

*Perspectives of a Cheese Producing Company BMB’s Manager Mikheil Akophashvili on intervention outcomes:* Upgraded equipment and infrastructure gave me opportunities to continue cheese producing in a new factory instead of processing in a house. The building now meets the main hygiene requirements and has several different areas: a production room, laboratory, and staff dressing room, cold room for finished products, finished products warehouse, smoking room, toilet and shower. The floor is finished, equipped with drainage, the ceiling is plastic, and the walls are clean and washable too. It is equipped with a ventilation system. The windows are protected with nets. The national food agency representatives come nearly twice a week to check my standards but they have only a few recommendations. In general their estimation of the enterprise is very favourable. I now check the incoming milk with a Lactoscan and don’t get milk anymore which is watered down. My staff and milk suppliers have more motivation to follow FS&H rules and procedures.

**Outcome 2, Output 2.2; Activity 2.2.4: Co- invest with LTD ‘Ravil and Partners’, a Processor and an Exporter of wool and sheep/cattle skin, to facilitate the development of a market for wool in KK.**

*Perspectives of an intermediary collecting wool for the wool collection center, on intervention outcomes:* Since the manager of Ravil and Partners Ltd, Zauri Kuliev has opened the wool collection center in Marneuli I have started collecting wool for him from Dmanisi municipality. I have 10 years of experience of this business, and I know the wool market quite well. Also Zauri has a good knowledge of the wool market. Before I was only collecting wool to sell in Marneuli Agricultural market but now I am collecting 300-400kg of non-washed wool twice a week for Zauri which is all additional income for me. This is also good for the farmers who only had a small market for their wool before and often couldn’t sell most of it. Actually if I had a bigger car I could collect more wool for him. I can get more wool from Dmanisi Municipality then Zauri requests from me, so if he increases his exports and his capacity I can then easily him with more wool.

**Outcome 3, Output 3.2: Activities 3.2.4: Facilitation with the local government for improving the participation of women in community and municipal level decision making.**

*Perspective of a Dmanisi based Village Rep Tamaz Chochishvili on intervention outcomes:* Village representatives have received manuals in which are written our duties concerning women’s’ participation in



community meetings. Men and women went through the manual in order to identify their roles in the development of the village. 15 women attended the last meeting. 3 of them have now united in order to follow the issues considered at the meeting. They also participate in Sakrebulo meetings.

***Perspective of a Dmanisi based Women's Room visitor Nino Pharjveliani on intervention outcomes:*** I needed 4, 000€ in order to take my child to Germany, at one of the clinics for treatment. My family did not have this amount of money and I did not know where to go and to whom to ask for help. My friend told me about the Women's Room and suggested that I go there and find out if I could have help from the municipality self-governance budget. I met a warm atmosphere at the Women's Room; people there understood my problem and planned a charity concert. The self-governance budget allocated funds as well and now my child is healthy. It is good that these kind of people work at the Women's Room. They organized one more charity concert for children suffering from leukemia. I am involved in this activity as well and I support them with a great pleasure.

***Outcome 3, Co-invest with municipal DRR WG's for providing effective quarantine arrangements; trainings on DRR & animal disease for relevant municipal staff members; patrolling of the AMR during animal migration; gathering data of animal diseases through the public hot line and target usage of agricultural land.***

***Perspective of a Dmanisi municipality Gamgebeli, the Head of the Dmanisi DRR WG Gogi Barbakadze on intervention outcomes:*** In 2013 Dmanisi municipality revitalized the DRR WG by adding new members and functions to it. For now we are focusing not only on Animal Disease Control but also on target use of agricultural land. Municipal DRR WG will identify non-privatized, leased pasturelands and other types of state/municipal lands for their effective and target usage. Very soon will enter into force a new law on self-government and we will get the right to manage the municipal lands. At this time the municipality does not have any data on land and its usage. Almost every day we receive land-related complaints from our farmers we have to deal with. The municipality hasn't had even a proper car to go to high mountains for identification and monitoring pasturelands. So after this co-investment we will be able to deal with municipal land related problems. Also the DRR WG will set up a base for future when the law returns the land to municipal ownership.

ANNEX 4: LIST OF INTERVENTIONS UNDERTAKEN IN THE REPORTING PERIOD

#	Name and number of interventions	Comment	Contribution Breakdown	
			Alliances KK	Client
1	Association Farmers Of Future	Establishing of 5 satellite vet. Pharmacies	59%	41%
2	LTD GEO STATI	Purchasing 22improved bulls	42.3%	57.7%
3	Individual Entrepreneur (IE) "Ednar Antadze"	Producing and distribution of combined food	64%	36%
4	Alliances Group Leasing	Leasing services for purchasing agricultural machinery. 5 clients, 1 on-going.	33.2%	66.8%
5	Newspaper "Trialetis Express"	Distribution and sale of the newspaper	84.5%	15.55%
6	Legal Entity of Public Law "Public Broadcaster"	Improving content and capacity for agricultural programme	29%	71%
7	LTD Star Consulting	Trainings and assessments on Food safety and Hygiene	56.04%	43.96%
8	LTD Shula	Establishment of new business model for the Shula slaughterhouse	48.6%	51.4%
9	Individual Entrepreneur (IE) "Tsezar Kakhadze"	Renovation-construction of the Cheese Factory building, purchasing equipment	63.2%	36.8%
10	LTD "BMB"	Improvement of milk collecting system. Upgrading transport and equipment	60.2%	39.8%
11	LTD "Ravil and Partners"	Purchase of equipment for wool collection center.	45%	55%
12	LTD "JTA"	Renovation of cheese factory	62.5%	37.5%
13	Individual Entrepreneur (IE) "Temuri Kakhadze"	Renovation of cheese factory and purchasing a milk collection car and equipment.	61.8%	38.2%
14	LTD CheesMania	Working capital for the cheese factory.	100%	0%
15	Dmanisi Municipality	Equipment for imposing quarantine.	58%	42%
16	Women's Rooms	Renovation of rooms + purchase of inventory	61.4%	38.6%
17	LTD Gergili	Service of BEAT assessments	100%	0%
18	LTD First Consulting Company	Marketing/Business planning services	100%	0%
19	LTD Agroservice	Consulting company for dairy enterprises	100%	0%

## ANNEX 5: SCALABLE INDICATORS PER ACTUAL INTERVENTION

Intervention	Intervention Budget		Key Scalable Indicators	
	Total Cost	Alliances contribution	Indicator	Progress to date (cumulative)
<b>ROKI</b>	105,820	61,709	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for women SSLPs (to date, Gel)</li> <li>• NAIC generated for farmers (to date, Gel)<sup>55</sup></li> <li>• # of new FT job places generated for men (to date)</li> <li>• # of new FT job places generated for women (to date)</li> </ul> <p><b><u>Systemic Changes (Crowding in):</u></b></p> <p><i># of new or improved vet pharmacies</i></p>	3,672 722 5,905 22,514 10,446 699 37,424 9 5  4
<b>Caucasus Genetics</b>	40,494	26,010	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for women SSLPs (to date, Gel)</li> <li>• NAIC generated for farmers (to date, Gel)</li> </ul>	29 2 44 7,631 841 16 2,934
Geostat (Breeding)	76,347 (27,225)	36,796 (15,975)	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for women SSLPs (to date, Gel)</li> <li>• NAIC generated for farmers (to date, Gel)</li> <li>• # of new FT job places generated for men (to date)</li> <li>• # of new FT job places generated for women (to date)</li> </ul>	390 24 549 16,595 28,162 3,474 51,028 2 2

<sup>55</sup> These figures for NAIC do not include benefits of time savings. If monetary values of time saved would be added the figures would be as follows: 83,886 NAIC generated for SSLPs), 15,139 (NAIC generated for women SSLPs) and 155,524 (NAIC generated for farmers).

<b>Brewers Grains</b>	74,620 (56,900)	48,040 (36,690)	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for women SSLPs (to date, Gel)</li> <li>• NAIC generated for farmers (to date, Gel)</li> <li>• # of new FT job places generated for men (to date)</li> </ul> <p><b><u>Systemic Changes (Crowding in):</u></b></p> <ul style="list-style-type: none"> <li>• # of new brewers grains distributors crowding in (outside of programme area)</li> </ul>	303 85 426 16,670 209,013 41,942 336,477 1 3
<b>Machinery</b>	46,944	15,566	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for farmers (to date, Gel)</li> <li>• # of new FT job places generated for men/women (to date)</li> </ul>	23 53 N/A 95,811 136,874 N/A
<b>Trialetis Exspress</b>	36,505 (14,550)	28,392 (9,850)	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• # of new FT job places generated for women (to date)</li> </ul> <p><b><u>Systemic Changes (Crowding in):</u></b></p> <ul style="list-style-type: none"> <li>• # of new local newspapers providing agricultural information</li> <li>• Agricultural content inserted into regional website</li> </ul>	2,383 1,192 3,403 3,525 3 1 1
<b>“Star Consulting”</b>	25,495 (13,163)	18,034 (11,123)	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• # of new FT job places generated for women</li> </ul>	991 466 1,232 810 1
<b>Shula</b>	292,551 (68,411)	140,301 (31,311)	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> </ul>	1,116 248 1,487 30,714 98,8651 23,970

			<ul style="list-style-type: none"> <li>• NAIC generated for women SSLPs (to date ,Gel)</li> <li>• NAIC generated for farmers (to date, Gel) <sup>56</sup></li> <li>• # of new FT job places generated for men</li> <li>• # of new FT job places generated for women</li> </ul>	131,820 9 2
<b>EcoMilk</b>	38,999	25,050	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel) <sup>57</sup></li> </ul>	85 7 7,631 10,796
<b>Tsezar Kakhadze</b>	126,975	88,383	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for women SSLPs (to date ,Gel)</li> <li>• NAIC generated for farmers (to date, Gel) <sup>58</sup></li> <li>• # of new FT job places generated for men</li> <li>• # of new FT job places generated for women</li> </ul>	681 263 907 12,420 23785 10939 30059 2 2
<b>BMB</b>	77,450	46,650	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for women SSLPs (to date ,Gel)</li> <li>• NAIC generated for farmers (to date, Gel) <sup>59</sup></li> <li>• # of new FT job places generated for women (to date)</li> </ul>	126 68 140 24,708 57623 39073 77533 3
<b>CheeseMania</b>	145,514	102,300	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> </ul>	184 54 185 -195

<sup>56</sup> These figures for NAIC do not include benefits of time savings. If monetary values of time saved would be added the figures would be as follows: 132,759 (45,999) (NAIC generated for SSLPs), 29,502 (10,222) (NAIC generated for women SSLPs) and 177,012 (61,332) (NAIC generated for farmers).

<sup>57</sup> These figures for NAIC do not include benefits of time savings. If monetary values of time saved were added the figures would be as follows: 17,171 (NAIC generated for SSLPs), 1,414 (NAIC generated for women SSLPs) and 17,171 (NAIC generated for farmers).

<sup>58</sup> These figures for NAIC do not include benefits of time savings. If monetary values of time saved were added the figures would be as follows: 245,110 (NAIC generated for SSLPs), 96,414 (NAIC generated for women SSLPs) and 324,834 (NAIC generated for farmers)

<sup>59</sup> These figures for NAIC do not include benefits of time savings. If monetary values of time saved were added the figures would be as follows: 89,123 (NAIC generated for SSLPs), 56,073 (NAIC generated for women SSLPs) and 112,533 (NAIC generated for farmers).



			<ul style="list-style-type: none"> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for women SSLPs (to date ,Gel)</li> <li>• NAIC generated for farmers (to date, Gel)<sup>60</sup></li> <li>• # of new FT job places generated for women (to date)</li> </ul>	15,250 3,938 16,313 5
<b>Ravil &amp; Partners (Wool)</b>	36,505	28,392	<ul style="list-style-type: none"> <li>• # of SSLP having access to service (to date)</li> <li>• # of women SSLP having access to service (to date)</li> <li>• # of farmers having access to service (to date)</li> <li>• NAIC generated for the client (to date, Gel)</li> <li>• NAIC generated for SSLPs (to date, Gel)</li> <li>• NAIC generated for women SSLPs (to date ,Gel)</li> <li>• NAIC generated for farmers (to date, Gel)</li> <li>• # of new FT job places generated for men (to date)</li> <li>• # of new FT job places generated for women (to date)</li> </ul>	36 13 362 24,762 14,157  14,61 66,489 3 2
<b>Women's Rooms</b>	63,022	308,702	<ul style="list-style-type: none"> <li>• # of services provided by Women's Rooms</li> <li>• # of services provided by Women's Rooms to women</li> <li>• # of repeat farmer users (to date)</li> <li>• # of repeat women users (to date)</li> <li>• # of new FT job places generated for women (to date)</li> </ul>	792 487 292 185 1

<sup>60</sup> These figures for NAIC do not include benefits of time savings. If monetary values of time saved would be added the figures would be as follows: 33,335 (NAIC generated for SSLPs), 9,245 (NAIC generated for women SSLPs) and 34,499 (NAIC generated for farmers).

**Table 4: Summary of Development of Actual Versus Proposed (End of Inception Phase) Interventions:****Note: New interventions in the reporting period in bold.**

<b>Outcome 1:</b> Increased outreach, information dissemination and quality of target services to SSLP's; increasing access and enabling SSLP's to make informed decisions on animal health, breeding and nutrition.	
<b>MAJOR ACTIVITIES<sup>61</sup></b> <b>(Proposed Opening Interventions)</b>	<b>EXISTING ACTIVITIES</b> <b>Actual Interventions</b>
<b>Output 1.1:</b> Facilitated improvements to business practices and outreach of animal health service & input providers to access wider SSLP markets with affordable, appropriate and quality products.	
<i>1.1.1 Investigate potential for the strengthening of information to veterinary medicine suppliers and linkages to vaccination services.</i>	<p>1.1.1 Co financing of Roki Ltd a Tbilisi based nationally focused veterinary inputs, training and services supply company to expand its distribution networks and wider services supply to Dmanisi, Tsalka and Tetritskaro Municipalities.</p> <p><b>1.1.1 Phase II: Catalysing Outreach: Roki: 5 satellite vet pharmacies established in remote villages in the Programme Area and a veterinary and weighing point in Marneuli Livestock Market.</b></p>
<b>Output 1.2:</b> Facilitated improvements to business practices and outreach of livestock breeding service providers to access wider SSLP markets with affordable & appropriate products	
<i>1.2.1 Strengthen Caucasus Genetics' AI services including their business management (with an emphasis on the inclusion of women) and diversification into beef and sheep improvement.</i>	<p>1.2.1 Ongoing Pilot Activity under development during reporting period: Facilitation of local service providers in three target communities to run profitable bull replacement scheme which also offers AI as a subsidiary service through linking to local AI technicians, and sourcing inputs and training services from Caucasus Genetics.</p> <p><b>1.2.2 Pilot Improved Bull Intervention Phase II: 22 bulls placed with old and new bull service providers. Identification of potential improved bull growers in each municipality to source and supply breeding bulls growing them from improved bull calves, to current and potential bull service providers at a lower than current market price due to the age/weight selling point. BDS consultancy ongoing and to be provided</b></p> <p><b>1.2.3 Geostat: Facilitation of programme area based commercial farmer to initiate provision of young improved bulls for sale to local farmers and local improved bull service providers in the programme area.</b></p>

<sup>61</sup> The activities listed in the Logframe are otherwise known in Alliances KK as 'Proposed Opening Interventions' as expounded in the *Alliances KK Final Strategy Document*. Proposed opening interventions represent the current 'best bet' entry points for systemic and sustainable market change to impact the constraints identified in the survey and analyses conducted in the Implementation Phase; including factors such as the 'best bet' market actors in existence to work with and maximum leverage for impact in the current situation. Some such as those dependant on government roll out of anticipated policies e.g. 2.1.2/2.1.3 may not occur should the government cancel/postpone the activities. Other 'activities/interventions will be added as initial interventions provide the platform to build upon and enhance systemic change. However in-line with M4P practice the 'activities' are not overly prescribed, one main factor being that negotiations cannot be entered into with stakeholders/clients before the Inception phases is secured and programme timeframe confirmed. In a meeting with SDC Cooperation Office South Caucasus it was agreed that Logframe activities may be revisited at appropriate intervals and re-written in-line with ongoing programme strategy and direction based on the market conditions on the ground as the programme progresses.

<b>Output 1.3:</b> Facilitated improvements to business practices and outreach of nutritional input & service providers to access wider SSLP markets with affordable & appropriate products.	
<b>1.3.1</b> Analysis of grassland feed resources i.e. grazing and hay, including assessment of hay market, and investigate and facilitate links to machinery service providers.	<p><b>1.3.1.</b> Co-investment with I.E. Ednari Antadze to purchase a second hand 13 ton capacity dump truck with an hermetic body in order to improve the capacity and efficiency of the transportation of Brewers Grains from Natakhtari and Castel breweries, increasing the accessibility and supply of a quality livestock feed to farmers in the Project Area.</p> <p><b>1.3.1/2 Phase II : Combined Feed:</b> To improve I.E. Ednari Antadze's Year Round Distribution and Outreach: Supply of combined feed at an accessible price point all year around improving cash flow and increasing distribution &amp; outreach.BDS Consultancy provided.</p> <p><b>1.3.2</b> In depth hay and nutrition survey and literature review with statistically significant undertaken and being used to underpin nutrition interventions.</p> <p><b>1.3.2/1 Hay and nutrition survey completed and published on Alliances KK website. Wider distribution/presentation to be pursued.</b></p> <p><b>1.3.3.</b> Under development during reporting period, market analysis of feed mills in programme area and exploration of potential entry points and linkages see 1.5.1.</p>
<b>Output 1.4:</b> Facilitated improvements to access of SSLPs to appropriate information on agricultural practices, market prices, DRR and local self-government.	
<b>1.4.1</b> Engage with local newspapers and online resources to assist them in identifying demand for, and improvement of, agricultural offerings with possible linkage to Southern Gates newspaper in SJ.	<p><b>1.4.1</b> Co-financing to enhance the newspaper Trialetis Expressi's quality and relevance to the local rural population of the newspaper and SSLP's through; the development of agricultural content shaped by market research, translation of content into Armenian and Azeri and the expansion of distribution networks.</p> <p><b>1.4.1/2 Phase II: Trialetis Expressi: Extension of Outreach.</b> Development of sales points and development of newspaper in Dmanisi for greater outreach. BDS consultancy provided.</p> <p><b>1.4.2 TV Sazogadoebrivi Mauwyebeli:</b> Facilitation with Chveni Ferma farming programme to improve content for rural farmers and ensure the continued delivery of this enhanced content through improved ratings in turn gaining extra budgeting. Intervention started in August M&amp;E data will be included in the next report.</p>
<b>Output 1.5:</b> Facilitated improvements to access to financial services for Dairy & Meat value-chain SMEs & SSLPs.	
<b>1.5.1</b> Facilitate expansion of MobiPay into Kvemo-Kartli.	<p><b>1.5.1</b> Co financing with Alliances Group Holdings a micro finance organization with focus on the rural poor to develop a hire purchase product for machinery Service Providers in the programme area in conjunction with Bolnisi Agro (machinery centre).</p> <p><b>1.5.1/2 Rolling investment Ongoing in Hire purchase of Hay Machinery.</b> Product sales anticipated largely outside the reporting period. Opening of machinery show space in Tsalka and provision of HP services there. Troubleshooting of intervention related to breakdown of relationship with input supplier Bolnisi Agro, terms and conditions &amp; information provision, qualitative feedback presented to client &amp; new information leaflets under development. &amp; discussions opened with Credo regarding loans</p>

	<p><b>for the Hire Purchase of Machinery.</b></p> <p>1.5.2 Under development in reporting period, co-investment to facilitate targeted market research and product development for a gender specific bank product targeted at rural women with Alliances Group Microfinance Organization. Research suspended pending new developments in low interest government and development loans for farmers on the market. Focus shifting to ensuring information provision and accessibility for target groups to access new opportunities &amp; need to conduct more market analysis. <b>Programme Access to Finance Research conducted</b></p>
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**Outcome 2:** Market Access & Terms of Trade are made more advantageous for small-scale livestock producers.

<b>MAJOR ACTIVITIES (Proposed Opening Interventions)</b>	<b>EXISTING ACTIVITIES Actual Opening Interventions</b>
<b>Output 2.1:</b> Increased awareness & adherence of value-chain actors to food-safety, hygiene and management standards and best practices facilitated.	
<p><b>2.1.1</b> Facilitate the outreach of GDCI's GMP &amp; GMP-lite products for dairy value-chain actors with manual &amp; software support.</p>	<p>2.1.1 3 GMP assessments carried out by GDCI one cheese producer and two local slaughterhouses. Tender issued to attempt to stimulate market representation of a FS&amp;H representative aimed at the rural SME processor and MCC market and to develop new training materials for processors and MCC's to address milk hygiene at the grass roots level i.e. women SSLP's. See 2.1.4 Publicity event held with GDCI to promote the FS and H manual developed by GDCI under Alliances SJ</p> <p><b>2.1.1/2 Facilitate the outreach of FS&amp;H, BDS and Environmental Consultancy Services to value chain processors to ensure secured, increased and more profitable market access to SSLP's<sup>62</sup></b></p>
<p><b>2.1.2</b> Work with NFA &amp; PS to assist in the development and expansion of cattle registration.</p>	<p>2.1.2 The NFA conducted cattle registration as part of a national FMD vaccination campaign. Worked with the NFA under the DRR component in disseminating information regarding the campaign.</p>
<p><b>2.1.3</b> Work with NFA &amp; Local govt to define "traditional" cheese production &amp; develop &amp; disseminate a set of guidelines for these producers with GDCI.</p>	<p>2.1.3 Under review pending government activity during reporting period.</p> <p><b>2.1.3/2 Developed a review document of the draft amended Food Safety and Hygiene Codex detailing all new proposed amendments and deletions. To form the basis of discussions with NFA on producing guidelines for producers once Codex is finalized.</b></p>
	<p>2.1.4. Facilitation and co-investment with Star Consulting (winner of the competitive tender (see 2.1.1) product development and roll out of trainings under development in reporting period. TOT Trainings for Alliances KK clients begun in the reporting period.</p> <p><b>2.1.4/2 Facilitate the outreach of Star consulting through linkages with Alliances SJ clients, RED programme clients and advertising. 4 GMP assessments carried out. Evaluations and recommendations provided to three enterprises for the renovation/construction existing buildings, in compliance with sanitary norms and conditions. 5 trainings carried out for MCC</b></p>

<sup>62</sup> The interventions under output 2.1 listed under 2.1.4/2, 2.1.4/3, 2.1.5 & 2.1.6 have been amalgamated in a results chain under the title 2.1.1/2.

	<p>and CPC staff members, and 4 for women milk suppliers. (Tsalka - 2, Tetrtskaro-1 and Dmanisi -1 municipality)</p> <p><b>2.1.4/3 Co-investment with Star Consulting</b> to conduct further trainings for additional rural CPCs' and MCCs' to help them comply with FS&amp;H Law and to ensure a supply of safe/clean milk produced according to basic standards of hygiene with information provision through booklets and local newspaper.</p>
	<p><b>2.1.5 Tender announced and candidate chosen First Consulting Company (Tbilisi) to provide advanced business consulting services for Alliances KK clients.</b> Development of in depth ongoing business plans to augment preliminary Investment Plans development with the programme/client and local BDS providers. Including cash flow projections, marketing strategies, sustainability planning, management, distribution and mentoring. <b>Business consultancy provided to 8 clients.</b></p>
	<p><b>2.1.6 Ongoing use of BEAT Assessments provided by Gergili Ltd for environmental management plans for Alliances KK clients.</b></p>

<p><b>2.2:</b> Increased volume and value of trade and efficient and cost-effective access to meat and dairy products for intermediaries and processors from SSLPs facilitated.</p>	
<p><b>2.2.1</b> Improve coordination &amp; welfare of livestock supply through support to village-based intermediaries (transport, holding, quarantine).</p>	<p><b>2.2.1</b> Under review pending further market analysis and the attempt to identify potential entry points. <b>Livestock supply to form part of Shula Slaughterhouse Intervention Phase II see below.</b></p>
<p><b>2.2.2</b> Facilitate commencement of operations of small/medium scale licensed local slaughter house and conduct a feasibility study into small-scale halal sheep abattoir.</p>	<p><b>2.2.2</b> Co-invested in upgrading infrastructure and equipment for slaughterhouse Shula in order to increase the efficiency of the slaughterhouse increasing throughput and stimulating demand, creating viable competition to monopolistic and more expensive slaughterhouses and safeguard its continuing operation through improved food safety and hygiene and waste management standards.</p> <p><b>2.2.2/2 Phase II: Shula Slaughterhouse: Transition of business model from a service to direct sourcing and sale model.</b> Source to Sale. Sourcing direct from farmers with improved price/kg liveweight offered and reduced transaction costs, slaughtering and selling in network of shops. BDS consultancy provided</p> <p><b>2.2.2/Orientali Slaughterhouse Tsalka.</b> GMP conducted, premises deemed unsuitable for slaughterhouse enterprise. Owner unwilling to change design. <b>Business Plan commissioned to illustrate the need for changes to operate a profitable model.</b></p>
<p><b>2.2.3</b> Co-invest in upgrading transport and processing infrastructure of key dairy processors and intermediaries.</p>	<p><b>2.2.3/EcoMilk Conducted:</b> Co-invest with EcoMilk to purchase second hand truck-refrigerator with cooling system for fresh milk transportation from Dmanisi and Tsalka municipalities to Rustavi based factory. Ongoing facilitation to attempt to solve supply chain issues through identifying new milk supply in Tetrtskaro under development during reporting period. Company renamed CheeseMania, facilitation and co-investment to further develop product and packaging, distribution car and upgrading of factory equipment.</p> <p><b>2.2.3: CheeseMania Ltd: Improved Supply and Distribution.</b></p>

	<p>Ensuring a stable supply of clean milk and ensuring option for winter cash flow. Linkages established for supply of milk from Karabulakhi and MCC in Gomareti village (Dmanisi municipality), in order to expand production capacity and daily collection/processing of raw milk from Dmanisi to Rustavi based factory. BDS consultancy services provided for improved distribution and business sustainability going forward. <b>Factory roof and infrastructure severely damaged twice with hail, leading to a cessation of operations. Client referred to RED programme.</b></p> <p>2.2.3./ Sakdrioni: Co-invest with I.E Tsezari Kakhadze (Sakdrioni village), for construction of a cheese production facility with upgraded compliant infrastructure and equipment, systems, working practices and supply. Opening anticipated in November 2012. <b>Implementation of last tranche of first phase funding installation of solar panels, waste water separator, and ventilation system. Factory operational throughout winter.</b></p> <p>2.2.3./ Sakdrioni/2: Co-investment for the expansion of storage capacity, packaging and branding, milk collection and cheese distribution cars to ensure continued growth and sale of compliant cheese.</p> <p>2.2.3/Ratevani: Co-invested with BMB Ltd (Ratevani Village) in upgrading transport and equipment to get on line 10 000 litres/day capacity cheese factory on line while complying with FS &amp; H regulations and expand production capacity. Opening anticipated in October.</p> <p><b>2.2.3/Ratevani Phase II: Expansion and Stabilization of Supply:</b> Conditional on successful operation of factory, co-investment for installation of milk cooler in village location and purchase of second hand cars for milk transportation.</p> <p><b>2.2.3/CPC J-T-A Ltd</b> Co-investment with cheese production centre for upgrading transport and processing infrastructure to ensure expanded compliant production..</p> <p><b>2.2.3/ Individual Entrepreneur (IE) “Temuri Kakhadze:</b> Co-investment with cheese production centre for upgrading processing infrastructure to ensure expansion and compliant production.</p>
	<p><b>2.2.4 Ravil and Partners: Providing Access to the Wool and Sheepskin Market for Sheep owners in Dmanisi, Tsalka and Tetrtskaro Municipalities.</b> Facilitated linkages &amp; co-investment of Ravil &amp; Partners for purchase of wool baling machine to enable sale to Turkey. <b>Discussions and market research ongoing for potential co-investment in wool washing facility.</b></p>
	<p><b>2.2.5 Under development in reporting period: Dry Bridge Ltd (Carpets): Stimulating Demand and Providing Access to the Wool Market for Sheep Owners in Dmanisi, Tsalka and Tetrtskaro.</b> Advertising &amp; promotion for increased sales and co-financing of equipment for shaving and washing carpets to increase efficiency and expand production. <b>Problems with documentation concerning registration of Ltd</b></p>
	<p><b>2.2.6 Marneuli Livestock Market Infrastructure development:</b> under development during the reporting period. NFA recommended improvements to infrastructure. Designs produced and tender announced.</p>



<b>Outcome 3:</b> Local government has enhanced capacity to support the growth of a robust and durable agricultural sector which is more resilient to natural disasters.	
<b>MAJOR ACTIVITIES</b> (Proposed Opening Interventions)	<b>EXISTING ACTIVITIES</b> Actual Opening Interventions/Ongoing Activities
<b>Output 3.1:</b> Development of capacity in local government and civil society representatives to support identification of DRR priorities and embed the process of preparation & planning for, and mitigation of natural disasters facilitated.	
<b>3.1.1</b> Support the establishment & capacity building of DRRWGs & their coordination with the Regional EMD	<p>3.1.1 3 municipal DRR working groups established and AMR and animal disease specifically anthrax outbreak subject of debate at the 2<sup>nd</sup> and 3<sup>rd</sup> Advisory Committee Meetings. DRRWG's to become focus of capacity building for local government related to animal disease prevention and control. <b>Ongoing recruitment (including more women members) for groups, development of strategy for local disease control system at municipality level, capacity building for autonomous coordination, data collection and development of budget for infrastructure.</b></p> <p>3.1.1/2 Co investment with Dmanisi Municipality to establish legal body for undertaken animal disease notification and control function including imposition of quarantine and patrol of the AMR, functions also include land use and control function.</p>
	<p>3.1.2. DRR Coordinator established and assistant hired to coordinate AMR and animal disease control related activities across the SDC livestock value chain portfolio in Kvemo Kartli, Kakheti and Samtskhe Javakheti. Anthrax outbreak tracked and information disseminated on donor and public body levels. <b>2 coordination meetings held in reporting period focussing on reviewing DRR activities and ongoing data collection for status report. Agreement to meet quarterly and collect data quarterly.</b></p>
	<p>3.1.3 Coordination with the NFA to increase the coverage and penetration of the national FMD and Anthrax vaccination campaign leaflet campaign. <b>Ongoing coordination and proposal to support ongoing activities for information dissemination when requested.</b></p> <p>3.1.4 Ongoing discussions regarding incinerators for disposing of animal carcasses. Facilitated linkages between NFA and local engineering enterprise (facilitated by programme, design produced will participate in international tender issued by NFA) to manufacture incinerators in country.</p> <p>3.1.5: Ongoing participation and advocacy at NFA/National fora including at 2 GIPA/NFA/USDA conferences on brucellosis and the Private Veterinary Sector</p>
<b>Output 3.2</b> Development of improved relationships between market actors and local government in promoting growth in agricultural value chains facilitated.	
<b>3.2.1</b> Work with Association for Protection of Land-Owners Rights to Improve Land Cadastre Outreach to SSLPs Via Regional, Municipal & Village Level Government & Media.	3.2.1 Research conducted and report produced into legal history of land use and privatization from the communist period to the present day. Stakeholder and market analysis continuing to be recalibrated following election. <b>Research report published and disseminated and summary report produced. Ongoing preliminary stakeholder analysis of potential services for facilitation of brokerage service.</b>
<b>3.2.2</b> Conduct a Remote Sensing Survey to estimate the impact of overgrazing and the historical quality of rangeland to inform pasture management & planning.	3.2.2 Conducted. Results synthesized to summary paper and translated for non scientific audience. Research conclusions and implications expounded at presentation given in UNDP DRR Working Group. Research used to underpin strategy development in nutrition and pasture access interventions. <b>Hay research survey</b>

	<i>(including hay and pasture land literature review) finalized, triangulating the results of the remote sensing survey.</i>
	<i>3.2.3 Establishment of Advisory Committee: Initially intended to provide a degree of external accountability the Advisory Committee is proving itself a key forum in the development of improved relationships between market actors and local, regional and national government. 4<sup>63</sup> meetings held to date with increasing practical results on the specific issue the AMR, the feasibility study being conducted for infrastructure development and management of the route and disease control. Facilitated SDC involvement with MOA, facilitated inclusion of local information and workshop for stakeholder feedback. 5<sup>th</sup> committee meeting be held in autumn 2013 for review of stakeholder feedback on AMR feasibility study following cessation of all activity following change of personnel. The 5<sup>th</sup> meeting &amp; feedback report will advocate for the resumption of the process.</i>
	<i>3.2.4 Facilitation with local government for improving participation of women in community and municipal level decision making. Co-financing with local government for the renovation and staffing of the 'Women's Rooms'. Guidelines on gender equity for municipalities and community representatives under development in the reporting period. Opening of rooms anticipated in November/December 2012. Women's Rooms open and functional, promotion of services ongoing, guidelines for village reps printed and training ongoing, record keeping and data collection capacity building ongoing<sup>64</sup>. Guidelines published and activities advocated with National government and endorsement gained. Women's Room expansion for the whole of KK and SJ written into Women's Empowerment USAID proposal (ICCN/MC won) planning for collaboration already in place.</i>
	<i>3.2.5 Women's Economic Empowerment Related Activities<sup>65</sup>: Planning, research, development and final draft of Women from Kevmo Kartli<sup>66</sup>, planning &amp; testing of quantitative WEE gender survey, Annual Gender Workshop December 2012. Publication due in autumn 2013 of Women from Kvemo Kartli. Publication due in autumn 2013 of WEE gender survey the results of which will be widely disseminated through national and international fora.</i>
	<i>3.2.6: Animal Movement Route Film Commissioned: for the purpose of enhanced public and governmental understanding of the AMR due for release in late 2013/ early 2014</i>
	<i>3.2.7: Under development during reporting period: Discussions for the facilitation&amp; capacity building of the Shepherds Union</i>

<sup>63</sup> Fourth meeting planned for during reporting period and held just after, briefing material provided for SDC, local DRRWG's facilitated to provide feedback.

<sup>64</sup> This is a excellent opportunity for qualitative data collection, reasons for using the room include, access to the internet, use of the library, use of the children's corner, focal point for organising family related charity events, consultation and advice service.

<sup>65</sup> Not reported in last year's report as a discrete set of activities but more as part of the programmes operating environment, WEE based activities have generated the momentum of interventions during this reporting phase.

<sup>66</sup> In depth portraits of Women from Kvemo Kartli to highlight ethnicity and gender and bring the livelihoods and issues they face in their lives of rural women in an accessible format to the attention of a wider audience as well as further informing and underpinning programme interventions.

**PILOT<sup>67</sup> BULL INTERVENTION YEAR 1 AND 2**

***This Intervention sits under Outcome 1, Output 1.2: Facilitating improvements to business practices and outreach of livestock breeding service providers to access wider SSLP markets with affordable & appropriate products***

Breeding is a long term activity but finally results are coming in which are proving the viability of the use of improved bulls for natural service. (See Tables below)

In the Alliances KK Focus Group Survey cattle breeding improvement was named as the first priority for farmers among 3 main priorities by all communities in the Alliances-KK focus group survey. The Pilot Bull Replacement Scheme Phase 1 & 2 have facilitated a total of 29 local bull service providers in target communities to run profitable bull replacement schemes in response to increasing demand from farmers<sup>68</sup>. Improved bulls were subject to co-investment by the programme and farmers. A key facet of the intervention has been stringent record keeping which has greatly aided in the collection of data displayed underneath. The pilot intervention has now graduated into a full intervention with a client Geostati to sell improved bulls at a younger age and affordable price to local farmers thus removing the need for the subsidy.

***Table #1: Results of the Pilot Alliances KK Breeding Intervention***

<b>Pilot Bull Intervention</b>		
	<b>Year 1- 2012</b>	<b>Year 2 -2013 to Date</b>
	<b>1 Phase Data</b>	<b>To Date</b>
# of Services	<b>267</b>	<b>620</b>
# of Farmers	<b>201</b>	<b>358</b>
# of Born Calves to Date	<b>221</b>	<b>-</b>
# of Born Female Calves to Date	<b>112</b>	<b>-</b>
# of Born Male Calves to Date	<b>109</b>	<b>-</b>
# of Breeding Bulls	<b>7</b>	<b>29</b>
# of Bull Owners	<b>7</b>	<b>26</b>

<sup>67</sup> **WHY CALL IT A PILOT?** The intervention is considered a pilot as the project has not been able to entirely facilitate a market player to take over all functions of the intervention. However as the programme wished to test the viability of natural service by improved bulls based on indications from Alliances SJ that this was a model that could work and was preferred by farmers and given the time lag inherent in breeding activities to obtain results, the programme has continued with pilot phase 1 and 2 activities and the results are justifying this decision. The programme also continued to instil best practice in terms of working with local service providers, gaining co-investment from them with a decreased programme contribution from Yr 1 to 2 and looked for and is now facilitating a client who will provide a source of improved bull with attendant services.

<sup>68</sup> Where Alliances KK had facilitated local dairies and farmers felt a secure livelihood in which to invest had become accessible to them.

**Table #2: Average Difference (kg) between Non Improved Breed Calves Birth Weight (Control) and Improved Breed Calves Birth Weight based on data to date (total sample)**

Results to Date Pilot Bull Intervention		
	Control Local non improved breed calves (kg)	Intervention Results Improved Breed Calves
		Updated
Female	18.7	35
Male	20.3	37
Total Sample size	20	221
Sample Size by sex	10 male, 10 female	112 female, 109 male

**Table #3: Average Weights and Difference (kg) between Non Improved Breed Calves Birth Weight (Control) and Improved Breed Calves Birth Weight (control) in kg based on data to date.**

Calves Birth and Bi Monthly Weights in Kg				
Calves (15)	Sex	Birth weight	Month 2	Month 4
Control Local Non Improved	female	18.7	40.5	58
Control Improved Breed	female	35	62	88.1
Control Local Non Improved	male	20.3	43	64.5
Control Improved Breed	male	37	63	88.4
Calves Bi Monthly Weight Gains by Sex in Kg				
Growth Rate (20)		1 <sup>st</sup> bi monthly weight gain	2 <sup>nd</sup> bi monthly weight gain	
Control Local Non Improved	female	21.8	17.5	
Control Improved Breed	female	26	26.1	
Control Local Non Improved	male	22.7	21.5	
Control Improved Breed	male	26	25.4	

**Table #4: increased weight in kg of Improved over local breed**

Increased Weight of Improved Over Control			
	Birth weight	At 2 months	At 4 months
<i>F</i>	16.3	21.5	30.1
<i>M</i>	16.7	20	23.9

## ANNEX 8 ANTHRAX CASES IN KVEMO KARTLI REGION IN 2012 - 2013

Alliances KK regularly collects data on especially dangerous animal diseases in Kvemo Kartli Region. Beside the data officially received from the NFA about disease outbreaks in the Programme area, the information is obtained from private vets and DRR Municipal Working Groups as well. According to the information officially provided by the NFA, during 2012 **twenty two** Anthrax cases took place in Kvemo Kartli Region. All these cases were confirmed by laboratory tests as positive for Anthrax. **Nine** of these cases occurred in Alliances KK Programme area - Tetrtskaro, Dmanisi and Tsalka municipalities. In the current year, the slight decrease in the number of outbreaks was observed. Since January 2013, **fifteen** cases of Anthrax were identified and officially reported in the Kvemo Kartli Region. **Nine** of those cases took place in Tsalka, Dmanisi or Tetrtskaro Municipalities.

The number of unofficial reported anthrax cases that were not laboratory tested is much larger.

Two coordination meetings were carried out in the reporting period with SDC projects Alliances SJ and MOI Kakheta and also Mercy Corps EU programme with a third planned for October, the results received can be found in the last table.

*Note: In General, when the outbreak occurs, despite the number of animals with clinical signs of Anthrax, only one blood sample is taken for laboratory testing by the NFA. Since Alliances KK conducts Information compilation regarding Anthrax outbreaks, there was only one exception, when blood samples were taken from all infected animals with clinical signs of anthrax.*

Total Number Of Anthrax Cases	The Year	Number of Anthrax Cases Officially Reported & Confirmed by the NFA and Local Independent Vets	Dead Cattle with Clinical Signs of Anthrax NOT Laboratory Tested Reported by Local Independent Vets	Total Number of Cases (Official and Unofficial)
In Kvemo Kartli Region	2012	<b>22</b>	<b>133</b>	<b>155</b>
	2013	<b>15</b>	<b>8</b>	<b>23</b>
Only in the Alliances KK Programme Area	2012	<b>9</b>	<b>94</b>	<b>103</b>
	2013	<b>9</b>	<b>8</b>	<b>17</b>

*(For detailed information see Anthrax Table for 2012 and 2013).*

## Anthrax Database For the Year 2012, Kvemo Kartli Region

								Number of Vaccinated Cattle Since Anthrax Occurred	
Municipality	Date of Outbreak	Number of Anthrax Cases Reported & Confirmed by the NFA and Local Independent Vets	Dead Cattle with Clinical Signs of Anthrax NOT Laboratory Tested Reported by Local Independent Vets	Total Number of officially Repested and NOT Laboratory Tested Cases	Location of Disease Outbreak	Mode of Disposal	Quarantine Zones	Carried Out by a Local Independent Vet	Carried Out by the NFA
Tsalka	June 20th, 2012	1	0	1	N/A	N/A	N/A	N/A	7150
	July 13th, 2012	2	4	6	Imera Village	N/A	Imera Village	N/A	
	July 27th, 2012	1	0	1	N/A	N/A	N/A	N/A	
Tetritskaro	June 9 <sup>th</sup> -29 <sup>th</sup> , 2012	1	23	24	Bedemi Summer Pasture; Khaishi; Tsintskaro; Iraga; Kosalari;	burial-grounds are not enclosed nor concreted; no signs	Bedemi Summer Pasture	9170	395
	July 4th, 2012	0							
	August 13th, 2012	1	7	8	Borbalo Village	Burnt, Buried	Borbalo, Goubani, Vashlovani, Ertisi Villages	0	N/A
Dmanisi	June 20-25 <sup>th</sup> , 2012	0	50	50	Az Kakliani Summer Pasture	N/A	Az Kakliani	0	400
	August 27th, 2012	1	0	1	Bazaklo Village	N/A	N/A	N/A	N/A
	October 3rd-26th, 2012	1	10	11	Salamaleki Village	N/A	Salamaleki Village	0	700
	December 5th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
Total Number Of Anthrax Cases Alliances KK Program Area		9	94	103					
Marneuli	May 10th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
	June 25th, 2012	1	39	40	Ambarovka Village	Buried, Special Sign Assigned	Ambarovka Village	383	0
	June 29th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
	October 12th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
Gardabani	June 7th 2012	1	0	1	N/A	N/A	N/A	N/A	N/A



	June 8th 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
	September 6th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
	September 12th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
Bolnisi	May 11th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
	October 26th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
Rustavi	June 8th 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
	June 13th 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
	October 12th, 2012	1	0	1	N/A	N/A	N/A	N/A	N/A
Total Number Of Anthrax Cases in Marneuli, Gardabani, Bolnisi and Rustavi Municipalities		13	39	52					
In Total Number Of Cases In Kvemo Kartli Region		22	133	155					

## Anthrax Database

### For the Year 2013, Kvemo Kartli Region

For the Year 2013, Kvemo Kartli Region								Number of Vaccinated Cattle Since Anthrax Occurred	
Municipality	Date of Outbreak	Number of Anthrax Cases Reported & Confirmed by the NFA and Local Independent Vets	Dead Cattle with Clinical Signs of Anthrax NOT Laboratory Tested Reported by Local Independent Vets	Total Number Official and Unofficial Cases	Location of Disease Outbreak	Mode of Disposal	Quarantine Zones	Carried Out by a Local Independent Vet	Carried Out by the NFA
Tsalka	February 1st, 2013	4	0	4	Tbeti Village	Burnt, Buried, Special Sign Assigned	Tbeti Village	0	1 000
	August 8th, 2013	1	5	6	Beshtasheni Village	Burnt, Buried	Beshtasheni Village	0	1300
	August 21st, 2013	1	0	1	Tbeti Village	Burnt, Buried	Tbeti Village	0	1066
Tetritskaro	July 17th, 2013	1	1	2	Patara Toneti Village	Burnt, Buried	Patara Toneti Village	0	N/A
Dmanisi	May 13th, 2013	1	1	2	Useinkendi, Karabulakhi Community	Burnt, Buried	Karabulakhi Community	0	250
	May 16th, 2013	1	1	2	Zemo Orozmani Village	Disinfected, Buried	Zemo Orozmani Village	0	1900
Total Number Of Anthrax Cases Alliances KK Program Area		9	8	17					
Marneuli	No cases	0	0	0	N/A	N/A	N/A	N/A	N/A
Gardabani	May 20th, 2013	1	0	1	Krtsanisi Village	N/A	N/A	N/A	N/A
	June 14th, 2013	1	0	1	Gamarjveba Village	N/A	N/A	N/A	N/A
	July 9th, 2013	1	0	1	Nazarlo Village	N/A	N/A	N/A	N/A
Bolnisi	March 19th, 2013	1	0	1	Tandzia Village	N/A	N/A	N/A	N/A
Rustavi	June 17th, 2013	1	0	1	Areas of Cement Factory	N/A	N/A	N/A	N/A
	June 28th, 2013	1	0	1	Areas of Khvastagi Meat Distribution Unit	N/A	N/A	N/A	N/A
Total Number Of Anthrax Cases in Marneuli, Gardabani, Bolnisi and Rustavi Municipalities		6	0	6					
Total Number Of Cases In Kvemo Kartli Region		15	8	23					

**Anthrax Database**  
**January 2012 - September 2013, Samtskhe-Javakheti Region**

								Number of Vaccinated Cattle Since Anthrax Occurred	
Municipality	Date of Outbreak	Number of Anthrax Cases Reported & Confirmed by the NFA and Local Independent Vets	Dead Cattle with Clinical Signs of Anthrax NOT Laboratory Tested Reported by Local Independent Vets	Total Number of Official and Unofficial Cases	Location of Disease Outbreak	Mode of Disposal	Quarantine Zones	Carried Out by a Local Independent Vet	Carried Out by the NFA
Aspindza	2012	1	0	1	Idumala Village	N/A	N/A	N/A	N/A
Akhalkaki	July, 2012	1	0	1	Kartsakhi Village	Burnt, Buried	N/A	N/A	N/A
Ninotsminda	2012	1	0	1	Gondura Village	Burnt, Buried	N/A	N/A	N/A
Ninotsminda	March 29th, 2013	1	0	1	Patara Gondura Village	N/A	N/A	N/A	N/A
Akhalkalaki	March 29th, 2013	1	0	1	Kartikami Village	N/A	N/A	N/A	N/A
Ninotsminda	June 6th, 2013	1	0	1	Tambovka Village	N/A	N/A	N/A	N/A
Total Number Of Anthrax Cases		6	0	6					

**Anthrax Database**  
**January, 2012 - September 2013, Kakheti Region**

								Number of Vaccinated Cattle Since Anthrax Occurred	
Municipality	Date of Outbreak	Number of Anthrax Cases Reported & Confirmed by the NFA and Local Independent Vets	Dead Cattle with Clinical Signs of Anthrax NOT Laboratory Tested Reported by Local Independent Vets	Total Number of Official and Unofficial Cases	Location of Disease Outbreak	Mode of Disposal	Quarantine Zones	Carried Out by a Local Independent Vet	Carried Out by the NFA
Sagarejo	2012	1	0	1	Ninotsminda Village	N/A	N/A	N/A	N/A
Sagarejo	2012	1	0	1	Patardzeuli Village	N/A	N/A	N/A	N/A
Sagarejo	2012	1	0	1	Udabno Village	N/A	N/A	N/A	N/A
Sagarejo	2012	1	0	1	Shibliani Village	N/A	N/A	N/A	N/A
Sagarejo	May 20th, 2013	1	0	1	Udabno Village	N/A	N/A	N/A	N/A
Lagodekhi	May 27th, 2013	1	0	1	Kvemo Nashovani Village	N/A	N/A	N/A	N/A
Total Number Of Anthrax Cases		6	0	6					