

Samtskhe-Javakheti Standby Phase Report Visualized

ALCP | Alliances Lesser
Caucasus Programme

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The Alliances programme, working in the livestock market system in Georgia, funded by Swiss Development Cooperation (SDC), implemented by Mercy Corps Georgia and run in strict accordance with the M4P (Making Markets Working with the Poor) Approach began in 2008 in Samtskhe-Javakheti (SJ) Georgia and expanded in subsequent phases to Kvemo Kartli and Ajara regions working in the dairy, meat, wool and honey sub sectors of the livestock market system. It has a strong commitment to women's economic empowerment and is successfully audited to the global DCED standard for results measurement. It works with all levels of government and private sector and generates large scale complex governance interventions influencing the operating environment as integral to holistic market system development. It is currently (April 2017) starting a new four year phase with a regional emphasis on cross border trade and outreach with Armenia and Azerbaijan. To date the programme has increased the incomes of 475,000 HH's dependent on livestock and generated 30 million USD worth of value in the livestock sector in income, jobs and profit to enterprises.

The SJ branch of Alliances operated in two phases until the end of 2014. From January 2015 SJ was awarded a two year of Standby phase intended to further the programmes knowledge about the level and sustainability of development going on in the region amongst the target group of small scale farmers, enterprises and the operating environment at large.

For more on the programme and a comprehensive resource library please go to www.alcp.ge

Standby Phase

The SJ standby phase has provided the opportunity for the ALCP to amalgamate data on sustainability of results, systemic changes and lessons learned, to identify patterns and trends within the development of the sector generated by the programme which can be applied to ongoing programming and measurement.

It has monitored the behavior of small farmers ascertaining whether they still access and use target services and markets and whether this access has grown, diminished or remained constant. Whether they have continued to generate tangible positive income changes, whether they or agricultural businesses feel confidence in the sector and are investing in their livelihoods on the back of it and whether other farmers and entities are coping and crowding in.

The programme applied various methods to validate and measure the afore-mentioned changes: Market Analysis, Impact Assessment Surveys, monthly monitoring for the on-going interventions, mini sample surveys, on-going interaction with market players and further qualitative interviews about the observed issues.

Not all the impact presented in the report is now directly attributable to the programme. Many interventions had passed the time limit for ongoing monitoring and attribution to the programme by the time of the standby phase. Direct attribution is approximately 20%. Therefore the impact presented here may more usefully be thought of as describing trends and providing a general picture of the lives of farmers dependant on livestock and the health of the livestock sector to a large extent generated by the programme.

Main Findings

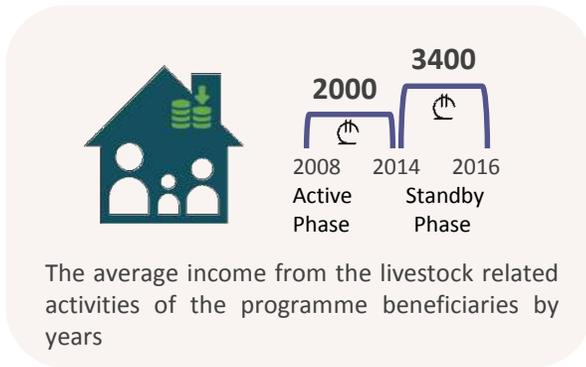
Growth and investment in a farming future: Farmers affected by the programme are continuing to generate tangible increases in income which saw an 11% growth from 2014 to 2016; enhanced meat and dairy markets mean more opportunities for farmers to supply milk and meat with reduced transactions cost and improved efficiency resulting in more profit and influencing their behavior and attitudes including investing in more cattle, land, better quality inputs and alternative personal enterprises or leisure.

Confidence in the business sector: Dairy and meat businesses are continuing to invest independently from the programme, 36 Crowding in entities have fully or partially copied the models of the programme interventions, investing 1m USD during the standby phase. They are increasing the volume of their production, diversifying their products and improving standards of compliance to FS&H standards; creating 30 new jobs in the stand by phase.

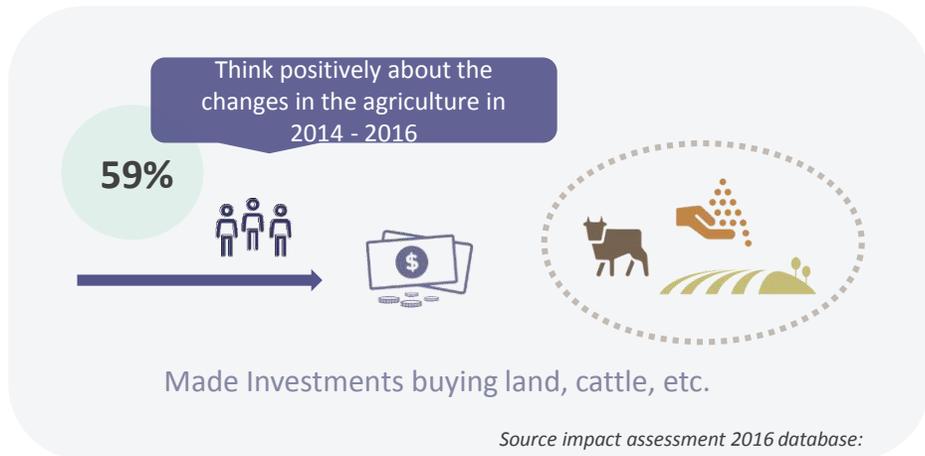
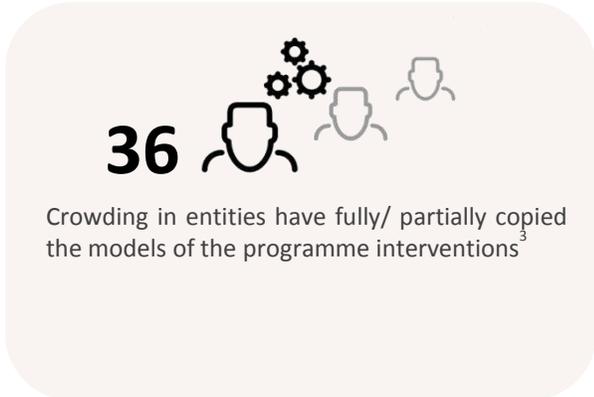
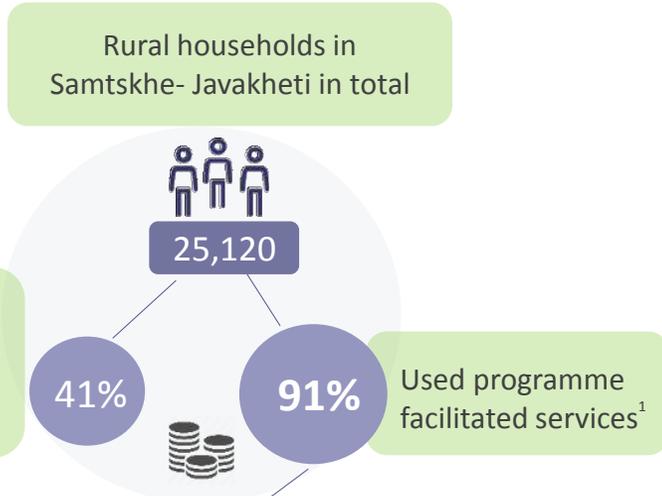
Sustainability and growing market depth: 91% of rural households of Samtskhe-Javakheti (excluding Borjomi municipality) are continuing to use services provided by entities initially supported by the programme and 24% (5,526) of these used an additional programme facilitated service for the first time during the standby phase in addition to programme services they were already using. Showing the total net attributable income generated during 2015 and 2016 by the HHs who used the programme supported services amounts to 8.6 m Gel (3.7m USD) out of which a ¼ has been directly attributed to the programme (GEL 1,905,556 /810,768 USD).

Equitable Empowerment: The average number of women using ALCP facilitated services independently or with other household members increased from 40 to 60% from 2014 to 2016; in 48% of the households women are managing household budgets independently or together with other households members; in 77% of the households women are involved in decision making processes regarding household's purchases.

Key Indicators of the Programme Sustainability



Generated tangible positive income change due to the programme facilitated services



8,6 Million Gel
(USD 3,7million)

Generated during the standby phase

30

New jobs created during the standby phase²

1,000,000

The programme clients and crowding in entities invested in the dairy and meat sector independently from the programme

¹ 22% of Samtskhe-Javakheti Rural Household population were new beneficiaries, i.e. they have used one of the programme facilitated services first time during standby phase; They generated GEL 1,905,556 NAIC (810,768 USD) during this period

² 10 female, 20 male employees.

³ Vet pharmacies and vet medicines supplier-5, Improved bull service providers-14, Machinery service providers- 4, Dairy processors-11, Slaughterhouses - 2

Sustainability Dashboard

The sustainability dashboard seeks to give a sustainability rating to each intervention based on four criteria- Numbers, NAIC, Innovation and Systemic Changes. The dashboard can be found at the beginning of each section.



The sustainability indicator is a combined score of these four criteria, where 0 means no sustainability at all and 100% - maximum rating of sustainability

Criteria Explained

NUMBERS: The strength of the intervention is assessed in the context of number of farmers and small scale entrepreneurs having access to the benefits of the intervention both from the target and outside the target areas of the programme.

NAIC: Measured based on the extent of Net Attributable Income Change generated by the programme beneficiaries from the particular intervention

INNOVATION: The intervention is assessed in the context of how innovative it was in itself including those further innovations that developed as the intervention developed over time. E.g. technological innovations, add on's to the original facilitation, network and linkage development from newly created platforms for new products.

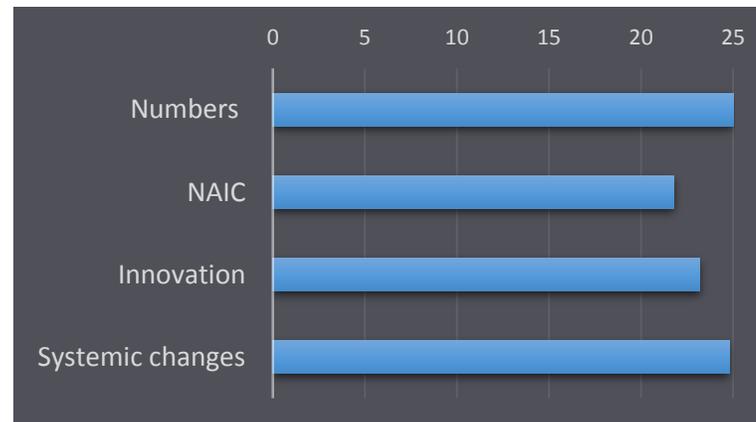
SYSTEMIC CHANGES
Systemic change is change in underlying causes of market system performance that can bring about a better-functioning market system. 'Systemic' change has three key characteristics:

- Scale. Systemic changes influence and benefit a large number of people who were not directly involved in the original intervention.
- Sustainability. Systemic changes continue past the end of the programme, without further external assistance.
- Resilience. Market players can adapt models and institutions to continue delivering pro-poor growth as the market and external environment changes.

1.1 Animal Health & Veterinary Inputs *ROKI*

*Sustainability
Indicator*

95%



Breakdown by categories¹

¹Definition of the categories is given in the annex part of this document

Background

Veterinary services were very weak which negatively affected the health and productivity of livestock. Underweight cattle, high frequency of diseases and mortality rates among cattle were characteristic. Rural pharmacies were few and ill-equipped, they sold only a limited selection of drugs which were stored incorrectly and were often outdated. With few qualified veterinarians the pharmacies often lacked knowledge about controlling animal diseases or how to properly use the available products. Therefore, farmers were reluctant to address them for help. At the same time, veterinary product manufacturers and importers had no rural distribution channels for their products. Instead, both farmers and rural pharmacists had to make long journeys to the capital Tbilisi to buy veterinary products and receive consultation/ information. The increased travel expenses influenced the product costs of the rural pharmacies which attracted lesser people to their services.

The purpose of intervention

Improving access to and the quality of veterinary services for small scale farmers by creating lasting and widespread improvements in animal health –through upgrading veterinary services.

What was actually done?

The intervention model aiming at facilitating access to cheaper /better/ quality + broader range of vet drugs + info for SSLPs was first designed and applied by Alliances Kvemo Kartli (KK)¹ early in 2012 which was later copied by Alliances SJ.

12 veterinary pharmacies were identified in the main municipal towns and rural areas of the region to link to Roki. 93,000 (62%) Gel was Co invested by the Alliances SJ programme with ROKI Ltd (38% -57,000 Gel) which was used for the following activities:

Outputs

- Pharmacies received an initial stock of products and essential equipment
- Established weekly distribution of the products at wholesale rates
- Created a network of in-store phones linked to Roki’s advice hotline
- Supported for the local advertising in the form of brochures, flyers and shop banners
- Providing training which covered diseases, treatments and broader animal husbandry skills

¹ Source: BEAM Case study, *Transforming Access to Veterinary Services in Georgia*; p21

Number & distribution of vet shops in Samtskhe- Javakheti²



15

Vet shops across Samtskhe- Javakheti facilitated by the programme (3 crowding in)



Gel 47,526

NAIC generated for clients in standby phase¹ (USD 20,499)



Situation regarding veterinary improved³

91%



25,120

Rural households in Samtskhe- Javakheti in total

77%

Used the veterinary services



261,659 Gel

NAIC generated for farmers in the standby phase (USD 112,860)⁴

¹ 89,401 Gel (USD 43,470) NAIC generated by clients throughout the entire programme cycle (source: Client monthly data sheets)

² 12 Roki facilitated, 3 crowding- in cases, 4 other

³ 91% of the rural households think that the general situation regarding veterinary in their municipality/ region improved (SJ Impact Assessment 2016)

⁴ 1,232,673 Gel NAIC (USD 645,507) generated by programme beneficiaries in SJ throughout the entire programme cycle (source: Client monthly data sheets)

“Why did you decide/ choose to go to this particular vet pharmacy?”



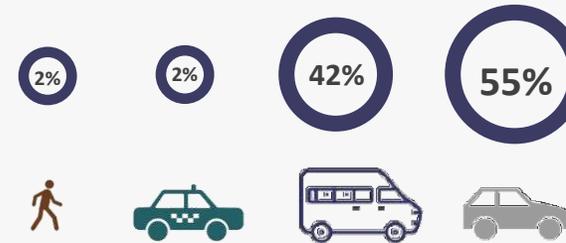
Source: SJ Impact Assessment 2016



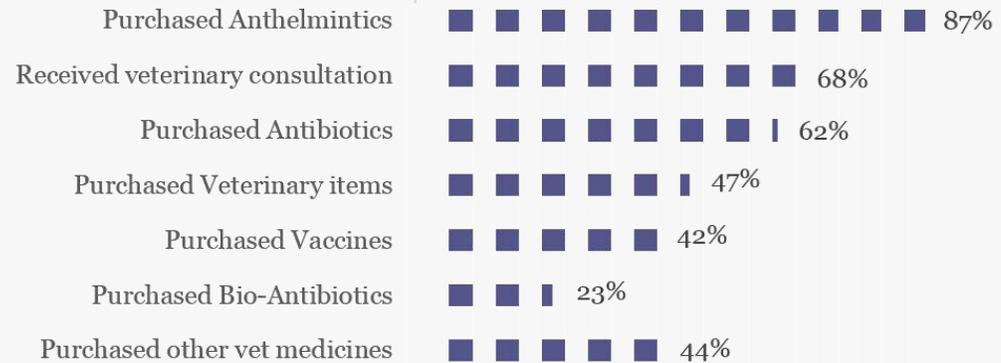
52% Households

Vaccinated their animals in 2016 (in addition to the Government Vaccination programme)¹

The share of beneficiaries accessing the Vet pharmacies by type of transport



Share of SJ Rural population (%) who performed the following activities during the last 12 months



Source: SJ Impact Assessment 2016

¹ Based on respondent answers on the question: ‘Did you vaccinate your animals in 2016 apart from governmental vaccination programme’ (Impact Assessment 2016)

Growth, Sustainability, Investments...

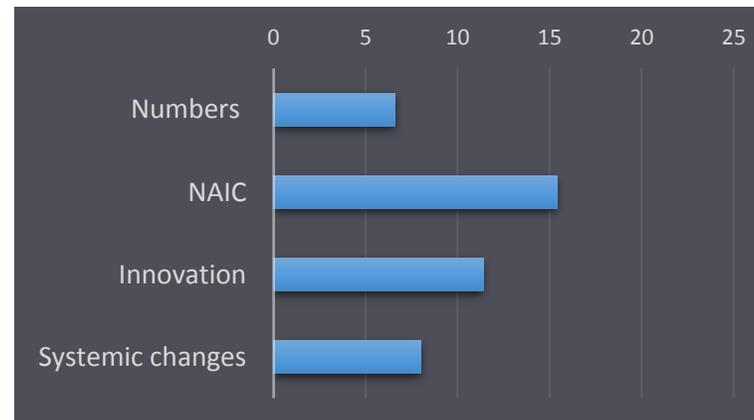
- Partnership with Real Vet which covers 350 vet pharmacies throughout Azerbaijan
- Expanded the business model to Armenia and supplies 26 vet pharmacies
- Supplied veterinary medicines to Sargiti Ltd in Turkmenistan
- Offering medicines on credit positively influences the usage of vet medicines
- Megavet Ltd crowded in the sector and copied elements of business model
- Invet Ltd replicated various elements of the business model from Roki Ltd
- **25%** more farmers use the vet pharmacies in their municipalities and **20%** more farmers use hot line compared to the baseline 2012.

Source: Case study, *Transforming Access to Veterinary Services in Georgia*

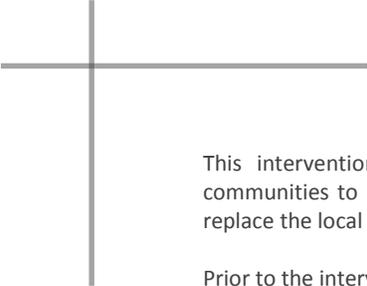
1.2 Breeding – Improved Bulls

*Sustainability
Indicator*

41%



Breakdown by categories



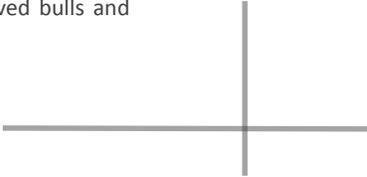
Background

This intervention aimed to facilitate local bull service providers in target communities to run a profitable bull replacement scheme and support them to replace the local low productive bulls with improved ones

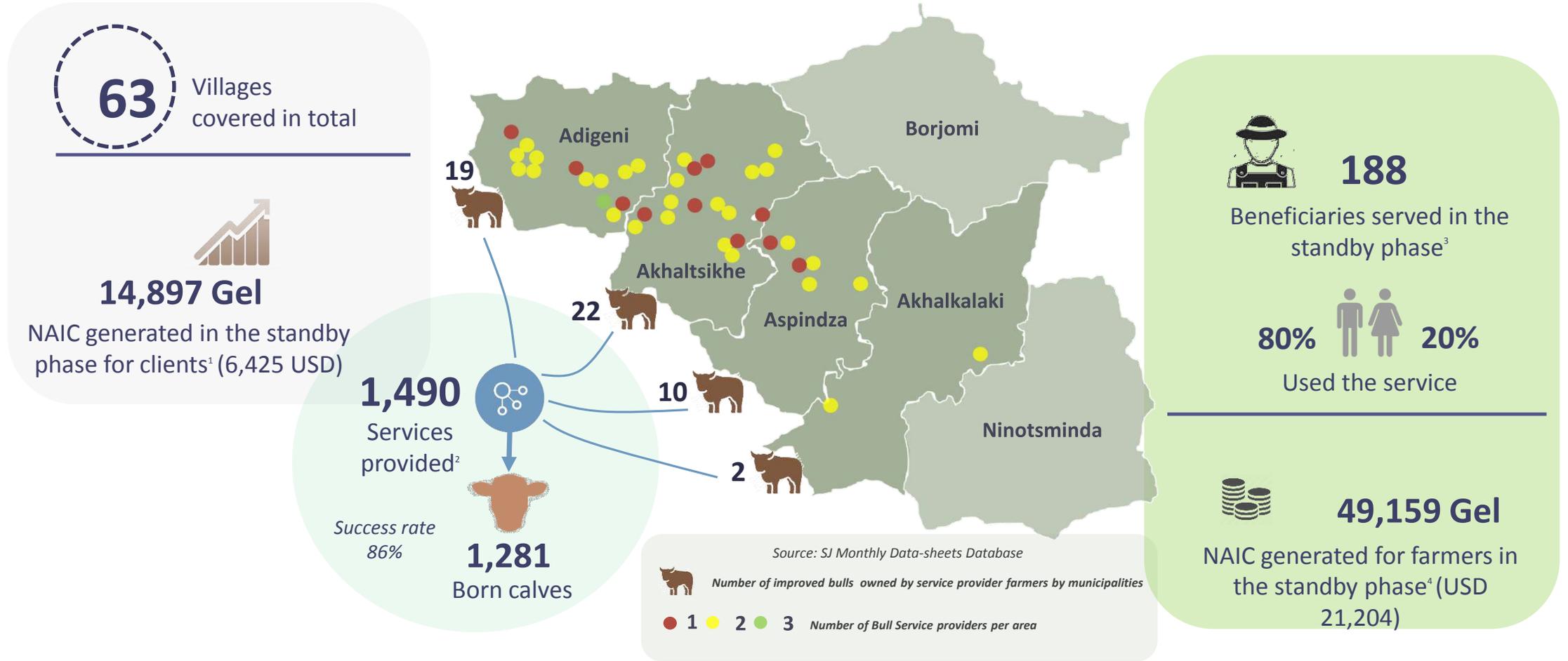
Prior to the intervention the following tendencies were common in the region:

- In the village herd, local, relatively unproductive mixed breeds prevailed and in-breeding was common
- Improved breed animals were available in few numbers at the livestock Market in Akhaltsikhe. Curiously, only the weight was considered when estimating the price of the cattle.
- Farmers believed that access to bull services should be free of charge
- Poor/no control over the health conditions of animals in the village herds
- Poor management of heating/pregnancy

53 Service provider farmers were co- financed to purchase improved bulls and make bull replacement services available within their communities



Coverage Area of Bull Replacement Service Providers



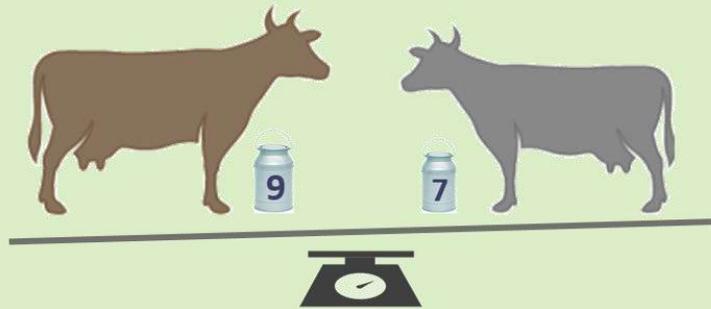
¹ 34,759 Gel (USD 17,321) NAIC generated by clients through out the entire programme cycle (source: Impact Assessment SJ 2016)

² 3,476 services provided through out the entire programme cycle and 2,989 (source: Impact Assessment SJ 2016)

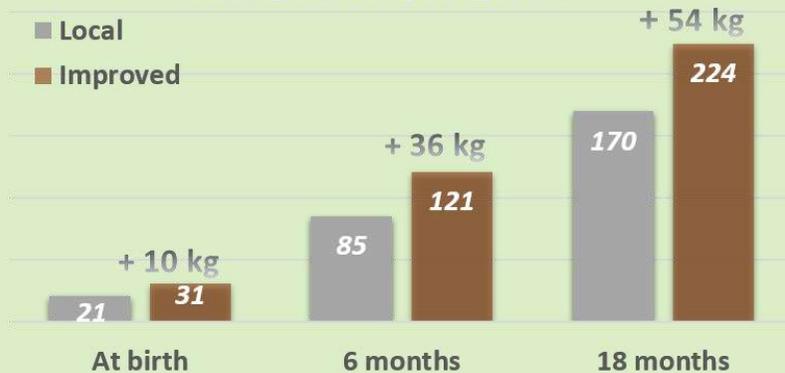
³ 440 programme beneficiaries through out the entire programme cycle (source: Impact Assessment SJ 2016)

⁴ 114,705 Gel (USD 57,159) NAIC generated by programme beneficiaries through out the entire programme cycle (source: Impact Assessment SJ 2016)

Comparison of local and improved breed calves (Live weight & daily milk yield)



Average live weight difference



Key Facts

54% of rural households think that the general situation in Livestock Breeding has improved and 44% think that it has remained the same in their municipality, compared to 2008

Some farmers prefer to pay extra for improved breed calves rather than use improved bull service for their cattle, external characteristics like size/weight are visible attracting the buyers

14 Crowding in cases

Farmers who own improved breed cattle are more likely to invest in vet care and better nutrition compared to those farmers who have local breed cattle.

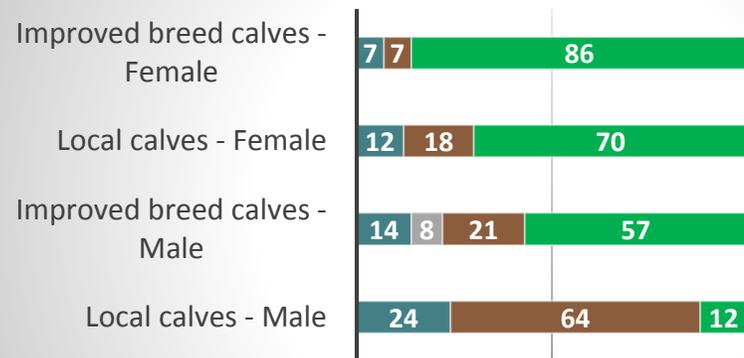
The households who have used bull replacement services kept up to seven milking cows on average, while the same indicator among them have not used the services equaled three

Out of 53 programme facilitated bull service providers 26 (49%) continue operation

Improved bull owners and larger farmers use an opportunity of enhancing genetics of their own cattle

Control over the health conditions of animals in the village herds has improved, as bull owners tend to request lab analysis of cows

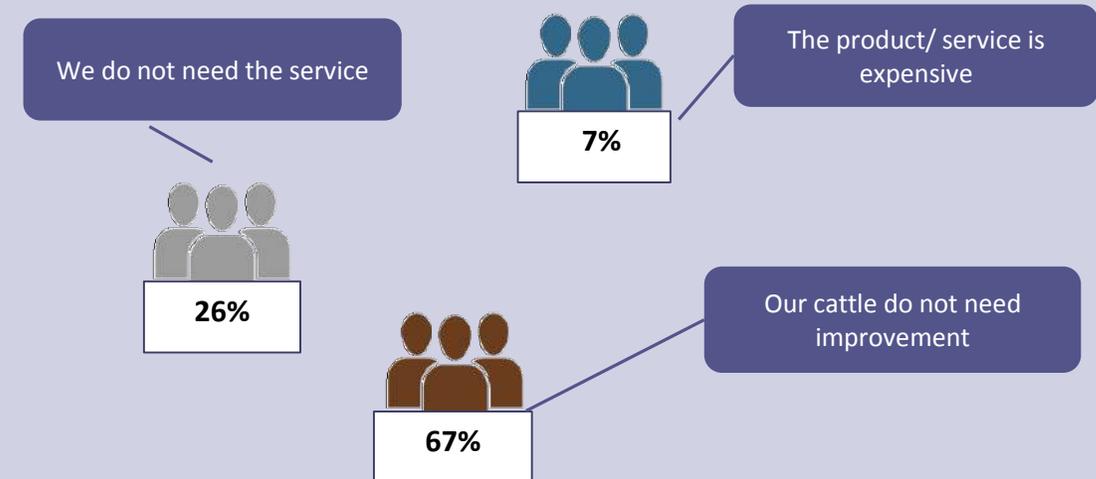
Commonly applied practices among household farmers while dealing with local/ improved breed cattle



- Sold/Slaughtered during first 6 months
- Sold/ Slaughtered till 1 year
- Sold/ Slaughtered after 1 year
- Kept for further breed improvement/ milking

Source: Impact Assessment in SJ 2014

Why it didn't work better. "Why don't you use improved bull service?"



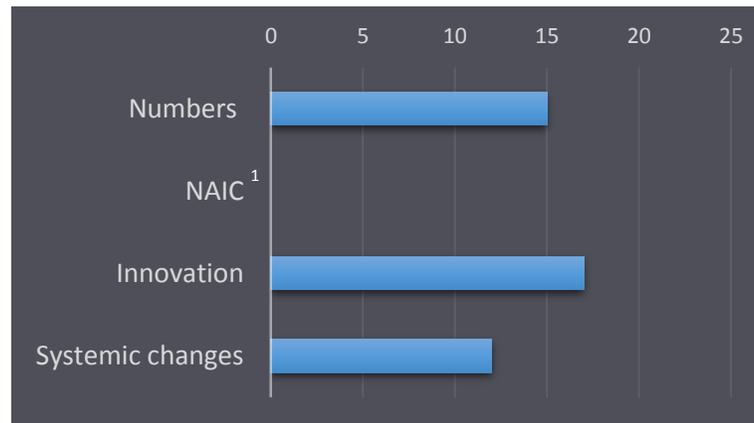
The majority of those respondents who have access to bull replacement services in their villages but don't use them some factors influence the farmers beliefs, such as:

- Lack of awareness about the potential benefits of the improved cattle.
- The level of motivation to improve the breed of cattle is higher among farmers who own relatively more milking cows (10 heads and more) than among small scale farmers (up to 5 heads)
- Beliefs of farmers that improved breed cattle will have problems in adapting to the local environment

1.4 Information- Newspapers & TV

*Sustainability
Indicator*

59%

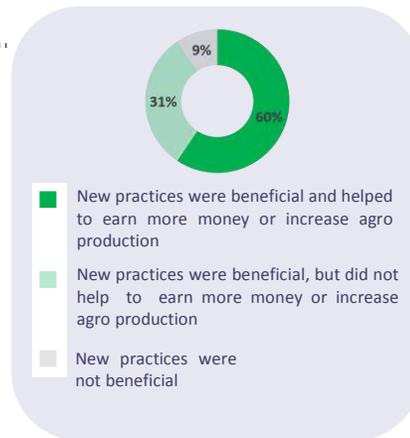
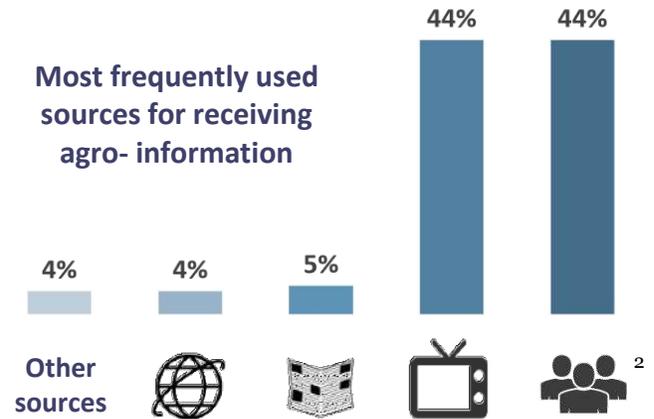
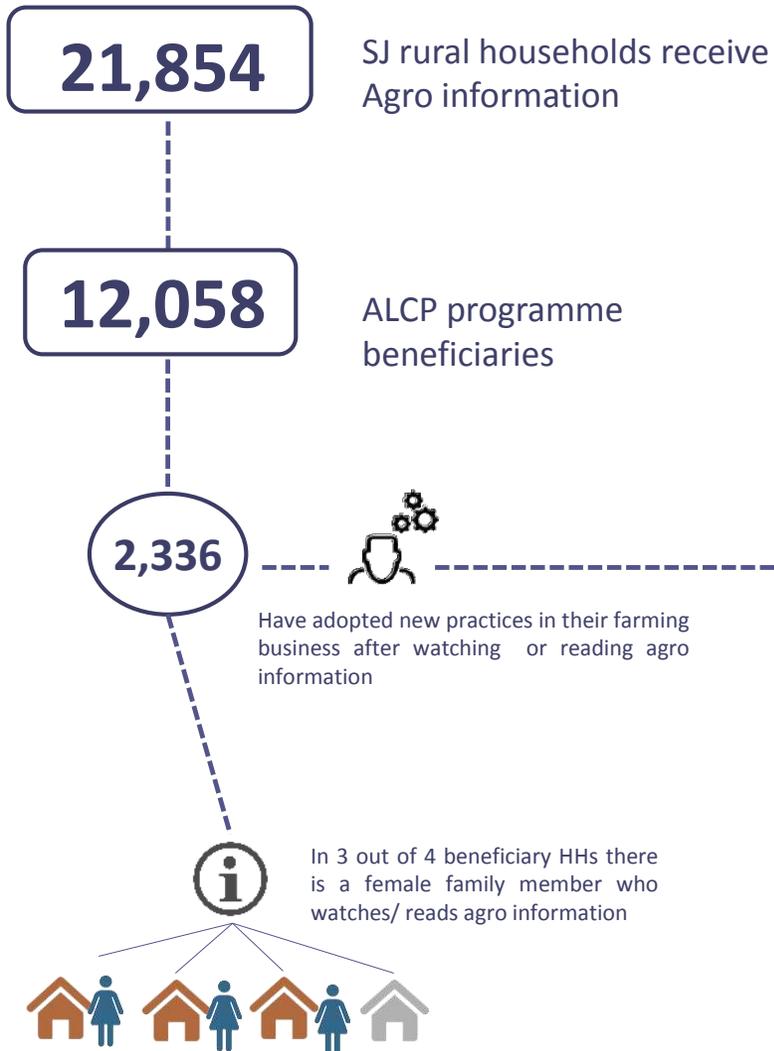


Breakdown by categories²

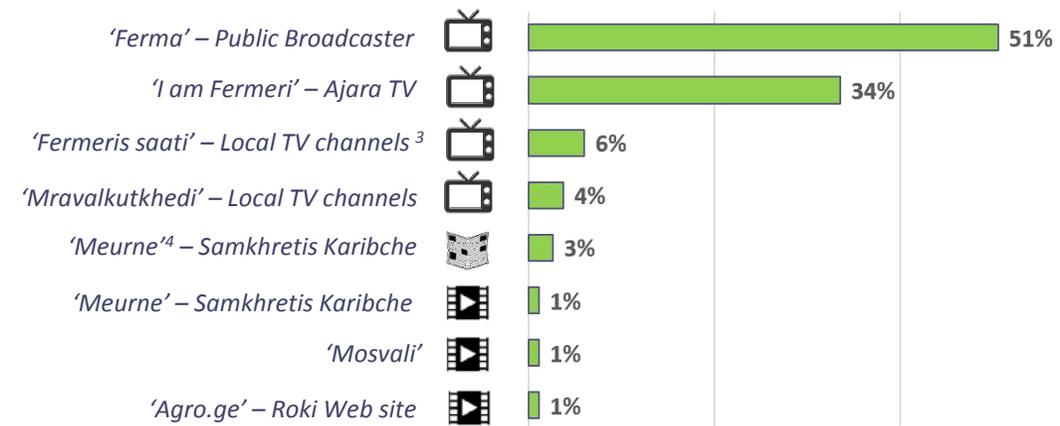
¹ The program does not calculate NAIC for information intervention, as the character of provided information is diverse and linked to different aspects of agriculture (e.g. FS&H, breeding, machinery, farming, etc.); Therefore the form, quality and scale of benefits received by its users tend to vary. Translating the received benefits in monetary form would be inappropriate and mostly provide inaccurate information..

² The table refers to information sources, including Newspapers, TV and online content facilitated by ALCP program to which rural households had an access to in Samtskhe- Javakheti region. (4 TV programme, 3 online video content, 1 newspaper)

Agri Information in Samtskhe- Javakheti¹



Most frequently used content for receiving agro- information among programme beneficiaries



¹All information given on the page is based on Impact Assessment in SJ 2016 data

² This category denotes received information verbally for example from family members, neighbors, friends, relatives, etc.

³ Local TV channels include: Imperia, Parvana and Evrika Plus)

⁴ 'Meurne' – Agriculturist

Customization Timeline of a Newspaper Sustainability 'Southern Gates' (SG)



1500

Average viewership/programme

Top 5 video views



Sheep Farming	9362
Quail Farming	9204
Fish Farming	8264
Fruit Growing	7954
Potato Growing	5150



TV Agri content – ‘Farmers Hour’, 9th Channel’ (Imperia)



 Channel reportages



 **1632** HHs

Watch the TV programme

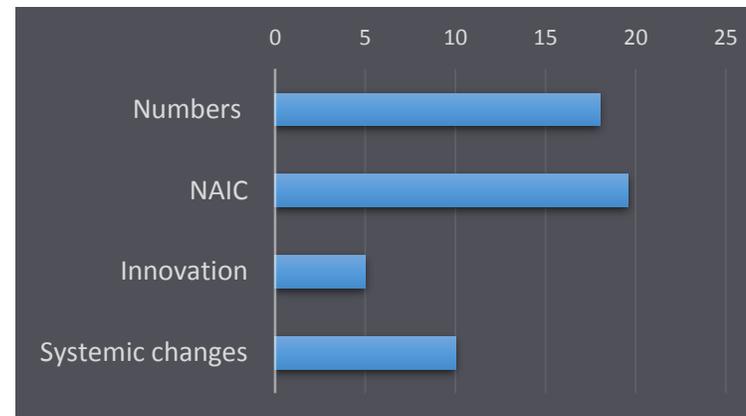
 **3,000**
 Total Page Likes & Follows


2 new job positions created for agri programme development

1.5 Nutrition – Machinery

*Sustainability
Indicator*¹

53%



Breakdown by categories

¹The intervention was weakened by the continued use of the same version of the model hence the low score for innovation and systemic changes.

The purpose of the intervention

The intervention intended to improve access to hay making machinery for local machinery operators, thus enable them to improve the quality and timely provision of machinery services to small-scale livestock producers in the target region.

Background

- Farmers in the region had no or limited access to the haymaking machinery services
- The Haymaking process was mostly carried out manually, which limited the land utilization and generated less nutritional quality of hay compared to hay processed by machinery implements
- The vast majority of local machinery operators owned worn out / outdated Soviet haymaking tractor implements (mower, rake, baler) and Moto-blocks.
- The Government mechanisation service centres were located in the municipal centres with low organizational service delivery and inappropriate machinery for small and mountainous hay lands of the region.
- There was only one local machinery dealer Davit Lomidze who had good linkages with different machinery supplier companies in Turkey and Europe.

Programme Activities

The intervention facilitated the local machinery dealer David Lomidze to improve the sales and outreach of machinery implements: mowers, rakes, balers, through the programme subsidized price (20-50% discount). Later, another market player Tractor Service Ltd, a Kutaisi-based company expanded its outreach and sales in the region to satisfy increased demand.

Sales Of Tractor Drawn Implements 2011-2016

“David Lomidze”		“Tractor Service” ¹
276	Total	174
107	With programme co-investment	60
169	Without programme co-investment	114

¹Tractor Service entered the market in Samtskhe- Javakheti from 2012 year

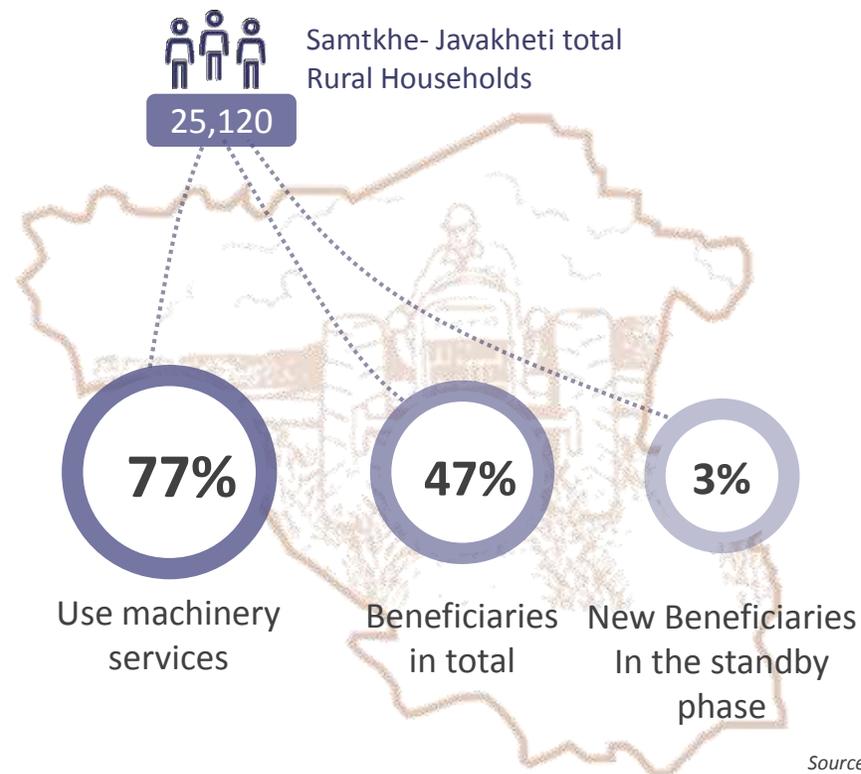

185 Programme facilitated Machinery service providers


194 Machinery implements co-financed¹


598,952 Gel
 NAIC generated for clients in standby phase² (USD 258,344)


77 Communities served through the programme cycle


1,038,879 Gel
 NAIC generated for farmers in standby phase³ (USD 448,096)

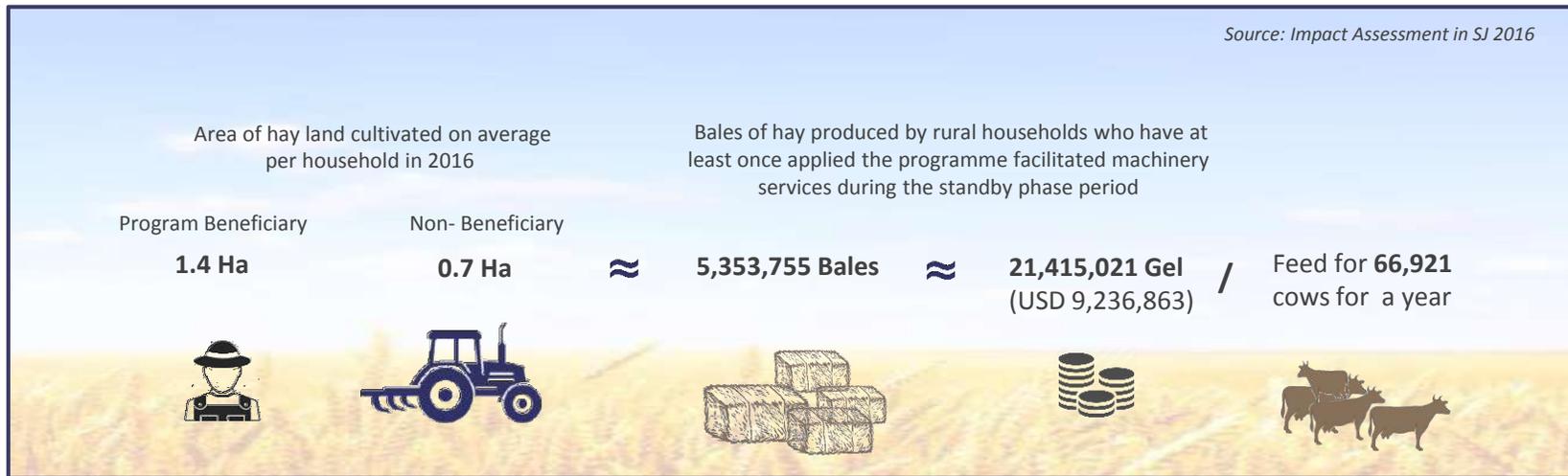


Source: Impact Assessment in SJ 2016

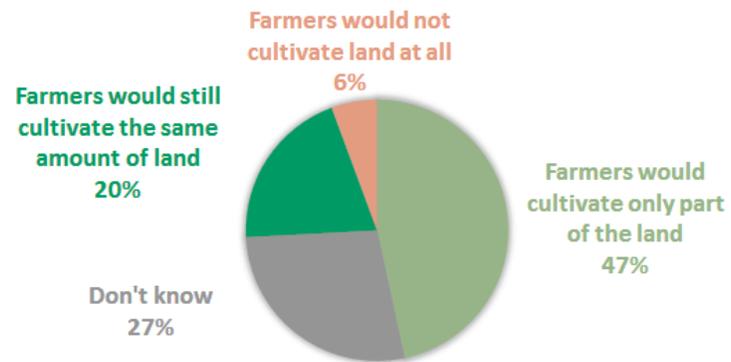
¹ Mower-71, Rake-34, Baler-29, Motto-Block 60

² 2,542,706 Gel (USD 1,324,583) NAIC generated by clients through out the entire programme cycle (Based on SJ Monthly data sheets Database)

³ 4,472,838 Gel (USD 2,331,782) NAIC generated by programme beneficiaries through out the entire programme cycle (Source SJ Monthly data sheets Database SJ)



**If farmers had no access to the machinery service...
(% out of the Intervention Beneficiaries)**



Source: Impact Assessment in SJ 2014

Other positive trends



Mostly, the service from the programme facilitated private machinery operators is delivered on time, compared to the services provided by the government machinery outlets.

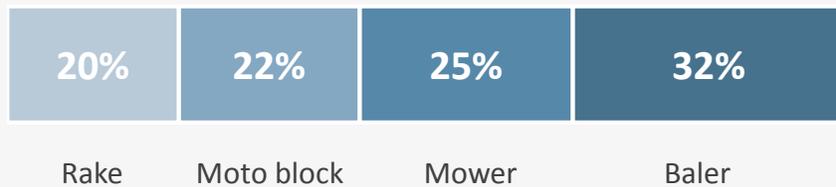


Private machinery operators deliver services both in lowlands and highlands while the machinery services offered by the government machinery outlets are available only in the lowlands.

Source: Machinery Sample Mini Survey 2016, SJ

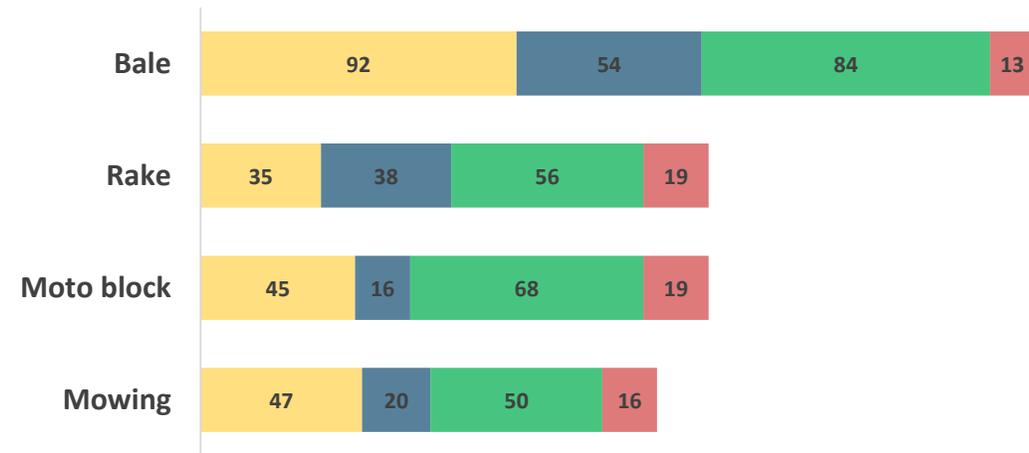


Frequency of Usage of tractor drawn implements among beneficiaries 2016



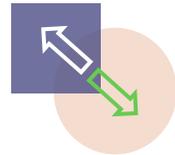
Source: Impact Assessment in SJ 2016

The reasons of using the ALCP co-financed services & tractor drawn implements among beneficiaries



Source: Impact Assessment in SJ 2016

- Quality of hay is higher
- The process is faster (Time saved)
- Loss of hay is lower
- The service is timely (Farmer do not need to wait)



Key Behavioral Changes

Sales of hay from Samtskhe-Javakheti to Ajara have been consistently increasing over the last few years. More than 500,000 bales of hay are sold annually from SJ to Ajara¹.

Machinery dealers started cooperation with local MFIs, which enables the machinery operators to make payments by small installments for the longer period.

4 Crowding in cases

4 machinery dealers fully or partially copied the programme facilitated business model after seeing the successful operation of the programme client.

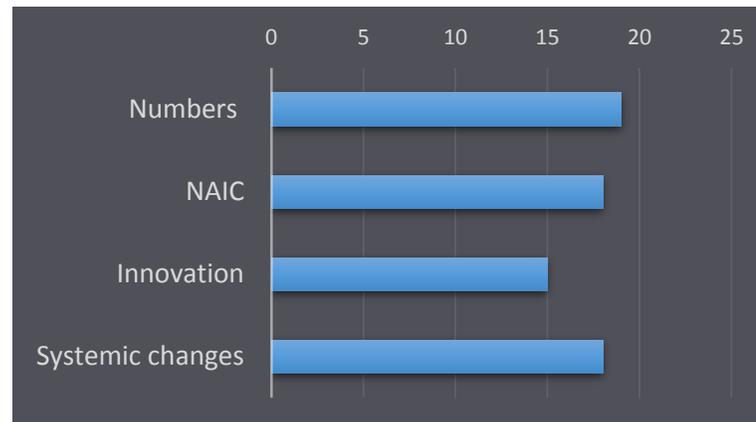
¹ According to the survey on trans-regional hay trade from Samtskhe-Javakheti to Ajara, conducted in October, 2015

OUTCOME 2

2.2.1 Market access- Dairy Enterprises

*Sustainability
Indicator*

70%



Breakdown by categories

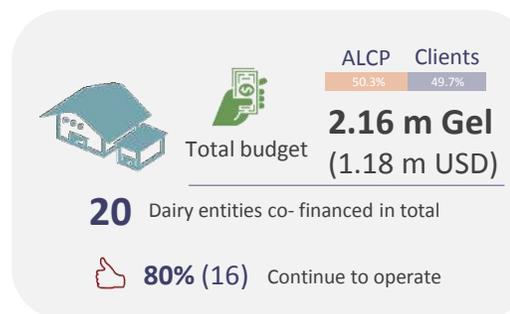
The purpose of the intervention

The aim of the Alliances dairy intervention was to provide a stable income stream to small scale livestock producers in the target region through local cheese factories by:

- Preventing closure by facilitating improved compliance to FS&H and environmental regulations among dairy enterprises
- Supporting the introduction of new advanced production equipment and technologies in the factories to increase production and capacity
- Improving supply through promoting improved milk collection practices both on farmer and enterprise levels.
- Improving business sustainability through BDS consultancy

What was actually done?

During the programme period 19 Cheese Factories and 1 Milk Collection Center were identified in the programme area. The selected cheese producers were deeply embedded in the local community, with a strong work ethic and good supply from the target group. With a significant amount of capital they occupied a sound position in the market, however their factories were in imminent danger of closure due to weak Food Safety & Hygiene compliance and expansion was impeded from lack of access to finance due to highly informal business practices. Factories were completely cut off from sources of information on these issues.



The programme contribution

Carried out Market Analysis & Surveys in dairy sector and identified key market players

Facilitated linkages with FS & H consulting companies with the purpose to increase knowledge on FS and H through trainings, consultations and technical assistance

Established linkages and provided co-financing for Business Environmental Audit Tool (BEAT) concentrating on waste management and BDS

Co-invested In reconstruction (in some cases in construction) of factory buildings & cheese storages, and assisted the dairy enterprises in purchasing essential milk transportation trucks and processing equipment



Villages covered in total



627,188 Gel

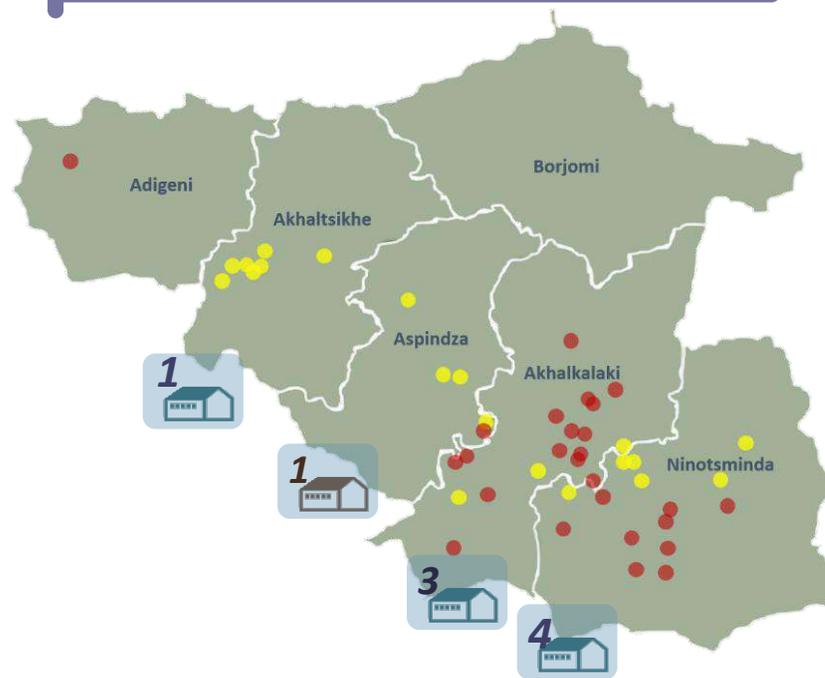
NAIC generated for clients in the standby phase² (USD 270,523)



■ Women ■ Men

Full time Jobs Created

Coverage Area of Dairy Enterprises Active Under Alcp programme¹



The data refers to nine enterprises which have been monitored by the programme during the standby phase;

- Villages from which the enterprises also collected milk in the active phase of the programme.
- New villages from which the enterprises started to collect milk during standby phase (2015- 2016) of the programme



4,346

New beneficiaries served in the standby phase³

60%



40%



1,134,806 Gel

NAIC generated for farmers in the standby phase⁴ (USD 489,472)

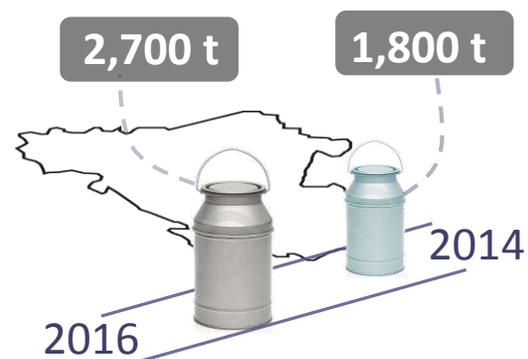
¹ Given information on the page concerns nine dairy enterprises which ALCP continues to monitor in the standby phase of the programme (2014-2016)

³ Total amount of all programme beneficiaries generated during Phase I & II of the programme Gel 6,757

^{2,4} Total NAIC of clients during Phase I & II of the programme constituted Gel 350,485 (USD 192,257), while NAIC of farmers for the same period – Gel 780,937 (USD 428,380); Figures are based on the calculations from SJ Database of monthly data sheets;

Growth, Sustainability, Investments...

Total amount of milk processed by the dairy factories



Four Cheese factories

Increased capacity by 104% from 2015 to 2016

Type of Products Sold



Sulguni



Imeruli



Tenili



Chechili



Swiss



Ghee



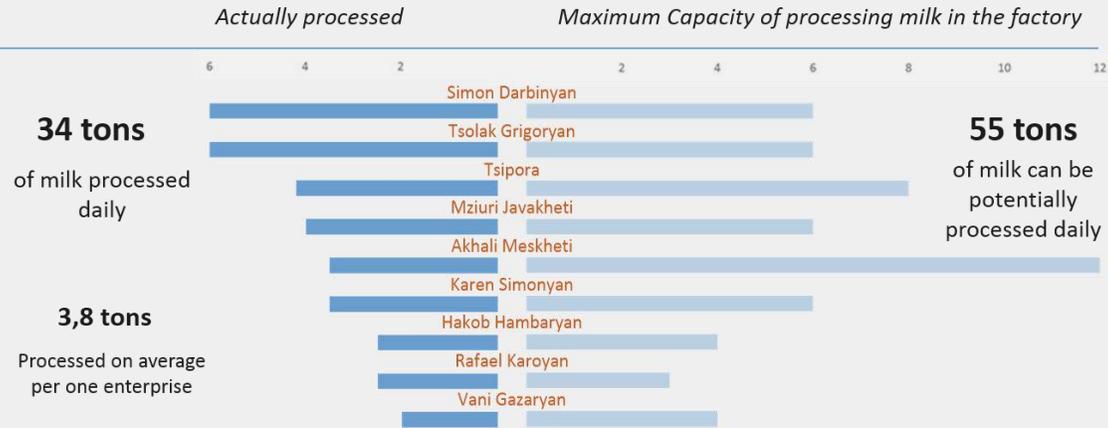
"Nadughi"



Sour Cream

Growth, Sustainability, Investments...

Dynamics of processing (tons) milk per day by dairy enterprises active under ALCP program during the peak season;



Source: Interviews with programme clients

Status of HACCP standard



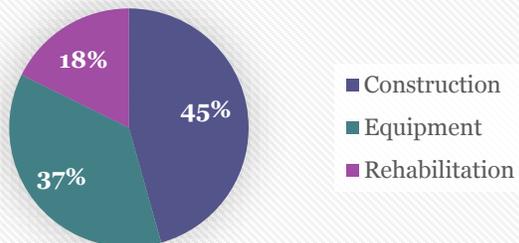
Four² milk processing factories branded their products

¹One dairy factory - GBZ is from 1st phase of the programme ²Tsipora-Samtskhe Ltd, Akhali Meskheti Ltd, Georgian Business Zone Ltd – GBZ, Association Mzianeti (from 1st phase of the programme)

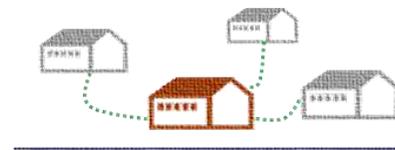
Growth, Sustainability, Investments...

653,000 \$

Invested in the dairy sector in total independently from the programme

Area of Investments

Source: Interviews with programme clients

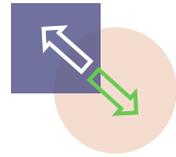
**11**

Processors crowded in the Dairy sector

After seeing the programme clients' smooth and successful operations, they fully or partially copied the programme facilitated the business models:

- Benefited from the technical knowledge and experience
- Got in touch with the FS&H Consulting Companies
- Planned a process of construction/renovation of the dairy enterprise in a way to comply with food safety and Hygiene standards.

*Total investment of **240,000 \$** in the sector*



Key Behavioral Changes

Accessible free time for women milk suppliers

The transition to milk sales from cheese making has freed up an average of 2 hours a day for women milk suppliers (mostly women) for recreation (socializing, resting) or doing other working activities (house chores, working in the garden, etc.)

Selling milk now considered more profitable business than making cheese

This has taken place due to reduced production costs such as pepsin, salt, and firewood, transporting cheese to the market and the time taken to sell it, if it sold at all.

Choosing livestock over other fields of agriculture

Households consider livestock as their household's primary activity and claim that livestock farming is more profitable than other fields of agriculture (e.g. growing crops, vegetables, fruits, etc.) involving fewer risks.

Preferring dairy over beef

Dairy production has been seen to become a more prosperous affair than beef farming. The vast majority of the milk supplier farmers have started to buy (milking) livestock or increased the numbers (by retaining the extra) to earn more income from milk sales.

Empowering women's role in managing finances

Most often income generated from selling milk is managed by women alone or together with other family members.

Improvements in cattle nutrition

Farmers have improved quality and capacity of milk production by introducing additional feed in the ration of their cattle which is strongly linked to the ALCP's work in the dairy sector.

Improved FS&H practices among milk suppliers

Information on good practices in the media and trainings (which ALCP facilitated) have improved the supply of clean milk by farmers to the dairy factories.

Practice of raw milk consumption within beneficiary households in 2016

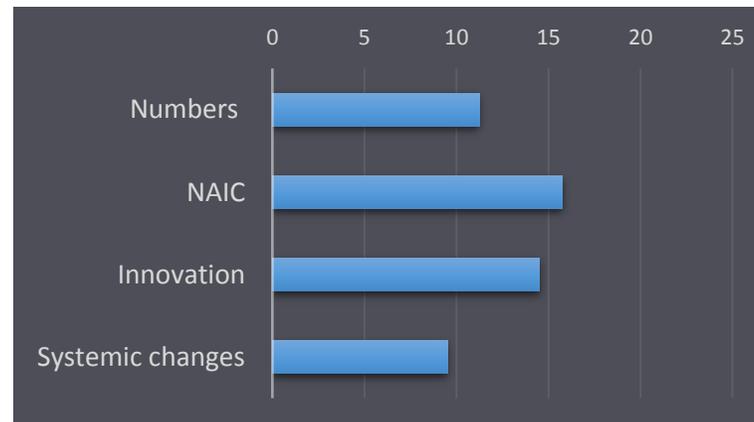
*Sell raw milk 70 %
Keep at home 18 %
Make/Sell Cheese 12 %*



2.2.2 Meat Sector: Slaughterhouses and Livestock Market¹

*Sustainability²
Indicator*

51%



Breakdown by categories

¹ This section mainly covers Slaughterhouse intervention activities/ results , while livestock market intervention occurred earlier during 2011- 2014 and the programme stopped attributing its results.

² The evaluation refers to Slaughterhouse intervention

The purpose of the interventions

The aim of the Alliances meat intervention was to provide a stable income stream to small scale livestock producers in the target region

through the local slaughterhouses by:

- Facilitating improved compliance with FS&H and environmental regulations among slaughterhouses
- Introduction of new advanced production equipment and technologies in the slaughterhouses
- Improving collection practices and supply through the establishment of village-based representatives

through the local livestock market by:

- Increasing price awareness of cattle sales among SSLPs
- Increasing availability of cattle transportation services to the livestock market for SSLPs

What was actually done?

The Alliances programme:

- Carried out Market Analysis & Surveys in the meat sector and identified key market players;
- Facilitated linkages with FS & H consulting companies increasing knowledge on FS and H through trainings, consultations and technical assistance;
- Established linkages and provided co-financing for Business Environmental Audit Tool (BEAT) concentrating on waste management and BDS;



Total budget

		ALCP	Clients
2 Slaughterhouses	278,825 GEL (152,948 USD)	49%	51%
1 Livestock Market	82,021 GEL (44,992 USD)	64%	36%



100% Continue to operate

Slaughterhouses

Co-invested in:

1. Construction/ reconstruction of slaughterhouse buildings
2. Trucks for cattle transportation
3. Refrigerated trucks for meat processing equipment & inventory transportation

Livestock Market

Co-invested in:

1. Creation of database for livestock sales
2. Installation of price monitor
3. Truck for cattle brokerage/transportation service

2 Slaughterhouses in Samtskhe- Javakheti supported by the programme



- ✓ Meskheti Products, Aspindza town
- ✓ Kusha 2011, Minadze, Akhaltsikhe

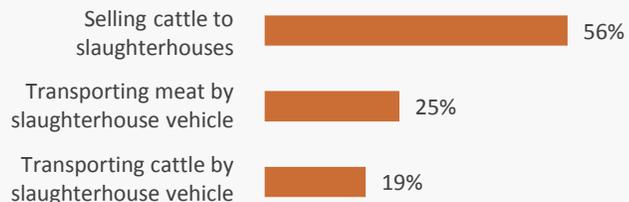
46,322 Gel



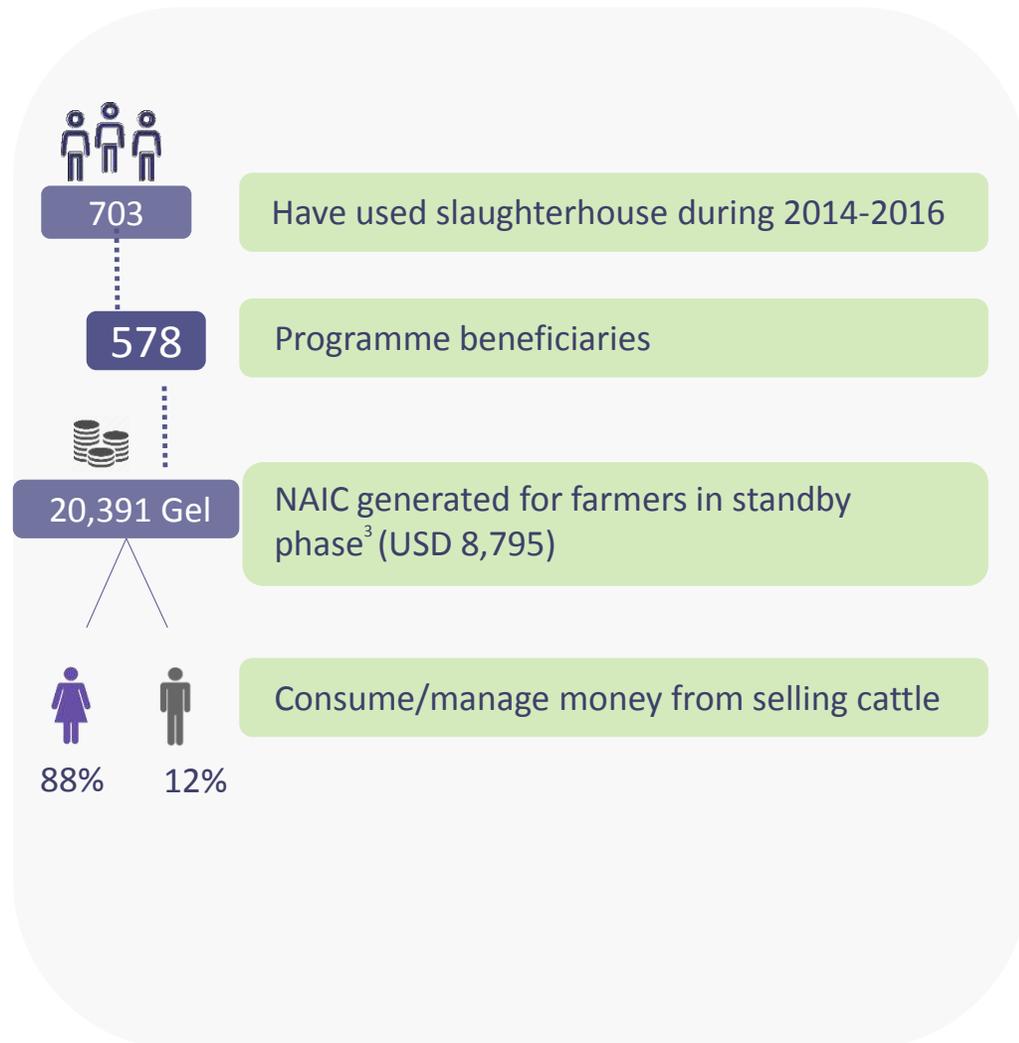
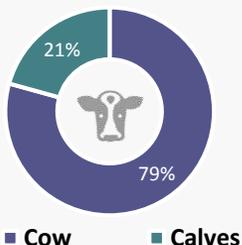
NAIC generated for clients in standby phase¹ (USD 19,980)



Share of activities performed by SH beneficiaries in 2016



3,929
Cattle slaughtered by the programme facilitated slaughterhouses during the Standby Phase²



¹ The figure concerns one programme client Mini- slaughterhouse ‘Kusha’; GEL 504,830 (USD 276,923) NAIC Generated by Meskheti Products in total during programme active phase I & II until the end of agreement with the programme (2010- 2013). Source: SJ Client Monthly Datasheets

² Source: Impact Assesment 2016 Database

³ The figure concerns one programme client Mini- slaughterhouse ‘Kusha’; Source: SJ Database of Monthly Datasheets

Business Expansion

Meskheti Products Independent investments of GEL 130000

Meat processing facility

- Various meat products (Kupati, Pelmeni, Khinkali, Kababi, sausages and others) are produced
- It sources 10% more cattle from SSLPs

Shelter for fattening the livestock

- They buy all sorts of animals (including injured, with bad fattening, etc.) fatten and slaughter them later
- Otherwise, farmers could sell this type of cattle with difficulty in the livestock market, or to intermediaries at a lower price.

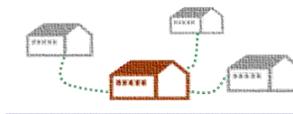
Two SHs have Invested GEL 180,000 (USD 77,939) independently after the programme intervention

“Kusha 2011” independent Investments of GEL 50000

- Kusha 2011” started production of semi-finished produce in March 2017
- 5 more people are employed

Growth, Sustainability, Investments...

2 New slaughterhouses crowded in the meat sector



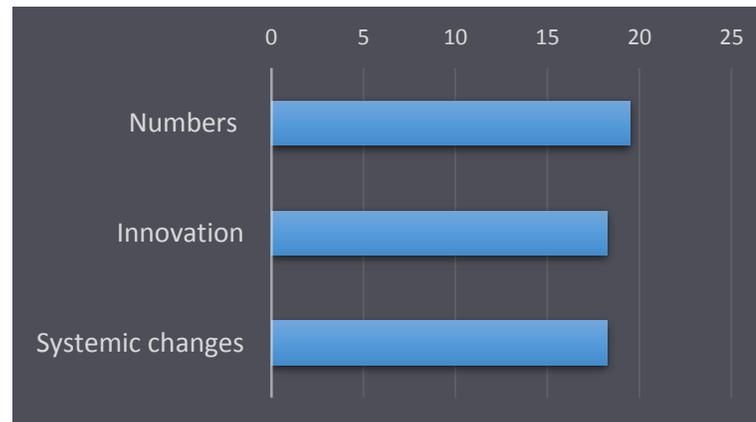
Total investment of Gel 300.000 (USD 129,398) in the sector

OUTCOME 3

3.2 Women's Access to Decision Making

*Sustainability
Indicator*

75%



Breakdown by categories



The New Municipal Service - Women's Rooms model was designed and applied by the ALCP Kvemo Kartli programme which later in 2014 was replicated by another programme "Broadening Horizons: Improved Choices for the Professional and Economic Development of Women and Girls" implemented by ICCN in partnership with Mercy Corps Georgia, funded by USAID.

The Women's Room is a municipal service housed in local Self- Government buildings of each municipality in KK, SJ and Ajara. It is a resource center and communal space which aims to help local population, especially women residing in rural areas, to access local government and its resources and encourage and increase women's participation in decision making through training village representatives and mainstreaming gender equity in municipality governance.

During the SJ Standby Phase ALCP facilitated the introduction of *Guidelines For the Implementation of the Gender Equality Policy of Georgia by Local Self-Government Bodies* in SJ; The program provided workshop/trainings to the "Gmgebelis" (Governor) and representatives of each village on gender guiding principles and afterwards monitored the rate of the women's participation in community meetings which significantly increased during the programme facilitation period; The rate of women's initiated projects also improved in wake of the Village Support Program and fruitful operations of Women's Rooms.

The Municipal Women's Rooms

The women's rooms are established in all six municipalities of the SJ region.



20 People are employed in the women's rooms

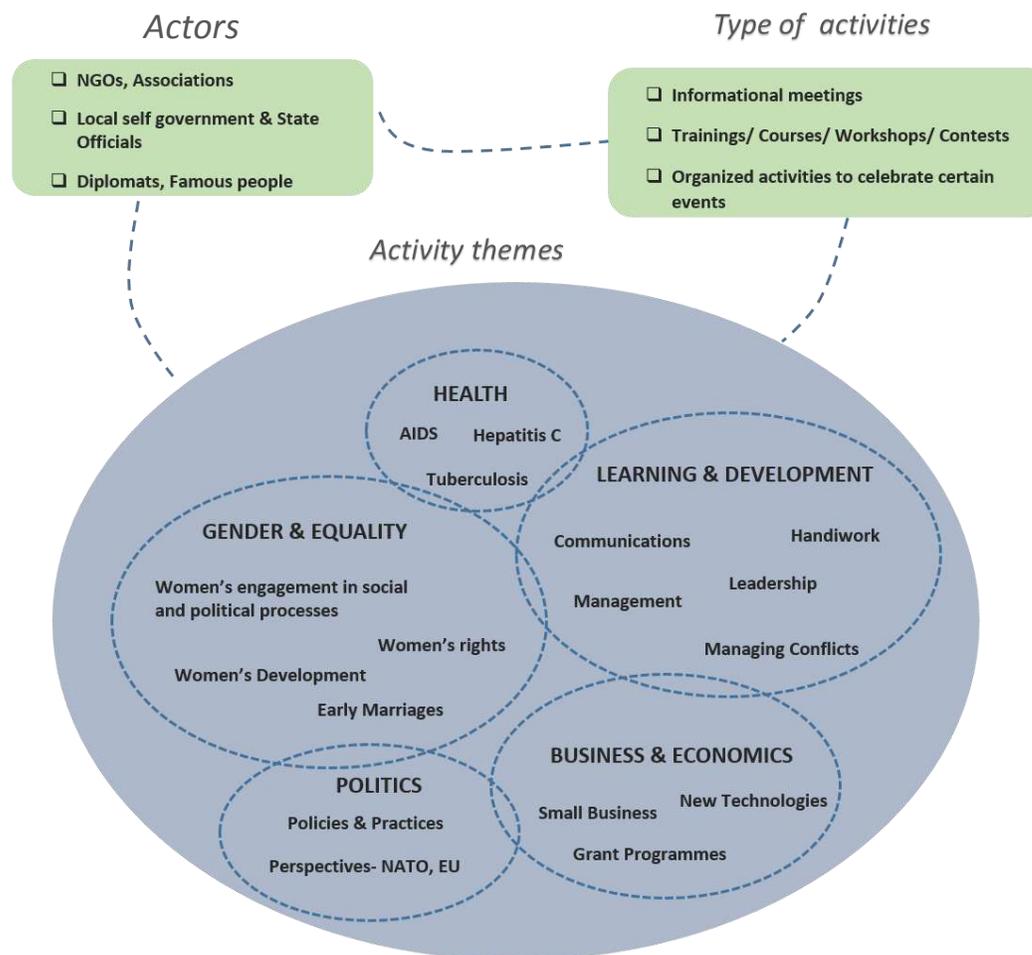
Occupation	Women	Men
WR's Manager	8	0
English teacher	5	1
Computer teacher	1	5



Women and girls who use the centers

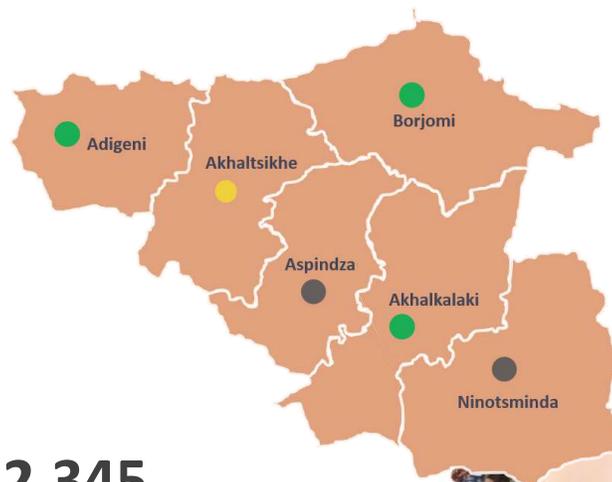
- Receive information on available vacancies and grant programmes and get assistance on how to fill the applications and various forms
- Use internet for filling/ sending applications, and also for searching/ printing out learning materials for school children and students
- Receive information on types of assistance available e.g. for domestic violence and also learn who to approach in such cases

Inputs & Activities



Women's Rooms in Samtskhe-Javakheti

● 2014
● 2015
● 2016
Opening years



2,345
Services provided



■ Internet ■ Library ■ Consultation
■ Children's Corner ■ Other



Visitors
1662



80% 20%



434

Women trained

Sources include: Women's Rooms data; Impact Assessment SJ, 2016

Q & A¹

● *How do you know about WRs?*

Majority (75%) of the women's rooms beneficiaries have heard about it from the WR's or local government representative

● *In what ways the WR has helped you or your family?*

Beneficiaries think that the women's rooms have improved access to information related to their interests

● *What kind of information, consultation or trainings would you like to get or attend in the WR?*

86% of the respondents named - Vocational Education and 14% - project writing

¹ The information is based on Impact Assessment data conducted in 2016

Systemic Changes, Positive trends, sustainability...



9

Village Houses established² in Akhaltsikhe Municipality copying the municipal women's rooms model

5265

Population covered

About hundred women have passed 3 month training course in English and computers in the women's rooms

6 women headed businesses have received co-financing (4000 GEL) from the programme 'Broadening of Horizons'

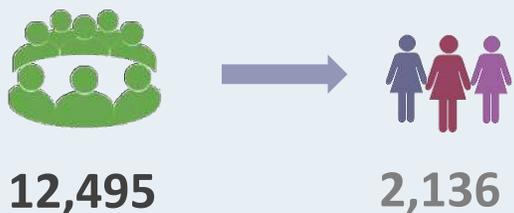
With the help of the women's room 8 women were employed in Aspindza and Adigeni Municipalities as a school teacher, in Kindergarten and in 'municipal AIP' (non-profit legal entity)

With the help of Adigeni women's room Adigeni women's group approached the parliament with a signed petition to include Adigeni to mountainous settlements. The petition was satisfied.

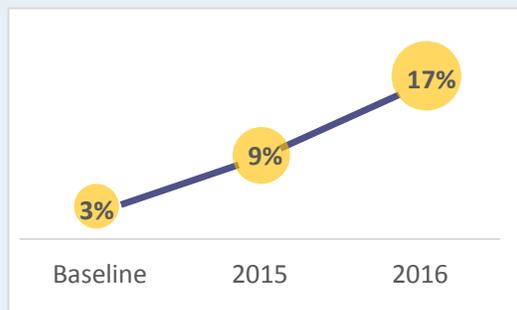
The women's room in Ninotsminda municipality created a group for preparation for public officials for certification exams, where the public official women from the local self-government were trained who later successfully passed the tests.

² Rehabilitation of 6 village houses are completed in: Ani,Tskaltbila,Chvinta,Sakuneti, Ivliita,Zemo Skhvilisi; Rehabilitation is ongoing in in 3 villages:Patara Pamaji, Andriatsminda,Uraveli; source: face to face Interview with Akhaltsikhe Gamgebeli

Women's Participation in the Community Meetings



Out of the total number of participants who attended the community meetings during March 2016 in Samtskhe- Javakheti 17% were women



Share of the female participants attending the community meetings by years

25%

Of those women who attended the community meetings in 2016 attempted to initiate/ suggest their own ideas which is 4% more compared to the same indicator in 2014 year

Sources include: Official data from Community Meetings, Impact Assessment SJ, 2016



Selected projects

- Kindergarten (renovation/equip) 
- Village house (renovation) 
- Sport Hall/ Sport ground (renovation) 
- Village roads and houses (renovation) 
- Children's playground (construction) 

¹The community/ livelihood related projects were initiated at the community meetings of four Samtskhe-Javakheti Municipalities :Adigeni, Akhaltsikhe, Akhalkalaki, and Ninotsminda