

**FOCUS GROUP SURVEY KVEMO KARTLI**

**August 2014**

## TABLE OF CONTENTS

<b>INTRODUCTION .....</b>	<b>3</b>
SECTION 1: METHODOLOGY AND SAMPLE DESCRIPTION .....	3
<b>RESULTS.....</b>	<b>5</b>
SECTION 2: COMMUNITY PROFILE .....	5
SECTION 3: AGRICULTURAL SERVICES & INPUTS.....	8
SECTION 4: MARKET ACCESS .....	17
<i>Dairy Marketing</i> .....	21
<i>Livestock Marketing</i> .....	24
<i>Wool Marketing</i> .....	26
SECTION 5: PASTURE ACCESS & MANAGEMENT .....	29
SECTION 6: INFORMATION .....	32
7. WEALTH AND POVERTY .....	36
8. GENDER .....	39
9. GOVERNMENT.....	43
10. DRR.....	46
11. COMMUNITY PRIORITIES & WRAP UP.....	48

## INTRODUCTION

### SECTION 1: METHODOLOGY AND SAMPLE DESCRIPTION

#### *Purpose*

The Focus Group Survey (FGS) was carried out between 20 March and 16 April 2014<sup>1</sup> and was carried out in the three municipalities of Kvemo Kartli: Bolnisi, Marneuli, and Gardabani into which the ALCP KK is expanding into<sup>2</sup>, in its second phase running from March 2014 to March 2017 with a further standby phase of two years until end of February 2019<sup>3</sup>. The purpose of the FGS is to document the perspectives, trends, attitudes and day to day activities of female and male farmers in relation to the supporting functions, core markets and rules of the sub sectors of the livestock market in which the programme operates, namely the dairy, beef and sheep sectors.

#### *Sample Description*

The FGDs were carried out in 30 communities in the three target municipalities of Bolnisi, Gardabani and Marneuli. The survey sample size constituted 58% of the 58 communities in these municipalities. Communities were chosen to reflect varying results for different demographic groups. These demographic groups were organized by gender and ethnicity. Male and female Focus Groups were held at the same time by two male Alliances Staff for the male focus groups and two female Alliances Staff for the female Focus Groups.

#### *Ethnicity*

The ethnic make-up of each group comprised of the two major ethnicities in this area: Azeri, and Georgian, also Greek, Russian and Armenian. Information provided by the administration of the Governor of Kvemo Kartli Region about the distribution of ethnic groups in the region, was used to define the distribution of ethnicity of the sample. Table 1 shows the ethnic distribution of the focus group survey sample:

Table 1a: Sample Description by Ethnicity

Municipality		Bolnisi	Gardabani	Marneuli
Georgians	% of Population in the municipality	42%	52%	22%
	Number of focus groups	5	13	4
Azeri	% of Population in the municipality	50%	47%	70%
	Number of focus groups	5	13	14
Armenians	% of Population in the municipality	8%	1%	8%
	Number of focus groups	2	0	2

#### *Gender*

To provide gender disaggregated data a male and female focus group was held for each community. Gender disaggregated data allows for the tracing of divergence in answers across gender, it shows the variation in perception according to gender, allowing for a comparison of responses between men and women. In addition to gender specific questions included in the survey, male and female results are available for each question.

Table 2: Sample Description by Gender

<sup>1</sup> Questionnaire was tested on 7 March 2014

<sup>2</sup> In addition to Dmanisi, Tetrtskaro and Tsalka municipalities.

<sup>3</sup> For more detailed references see Alliances ALCP Proposal

		Male	Female	Total
Bolnisi	Number of focus groups	6	6	12
	Number of interviewees	66	44	110
	% of focus groups	50%	50%	100%
Gardabani	Number of focus groups	13	13	26
	Number of interviewees	145	67	212
	% of focus groups	50%	50%	100%
Marneuli	Number of focus groups	10	10	20
	Number of interviewees	152	79	231
	% of focus groups	50%	50%	100%
Total	Number of focus groups	29	29	58
	Number of interviewees	363	190	553
	% of Male and female	66%	34%	100%

### *Summary of the Questionnaire*

The questionnaire was designed to obtain both: qualitative and quantitative data and was designed to capture data pertaining to service availability, market access and farm level information pertaining to the dairy, beef, and sheep value chains. The questionnaire as a whole can be found in Annex 1.

The questionnaire consists of the following eleven sections:

- ❖ *Focus Group Background* - represents the ethnic and gender composition, and general description of the sample (the results of which are presented in Table 1 and 2).
- ❖ *Community Profile* - describes the main sources of income in this area.
- ❖ *Agriculture Services and Inputs* - mainly focuses on the access to agriculture services and several types of inputs e.g. labour.
- ❖ *Livestock, Dairy and Wool Marketing* - provides information on availability to major livestock markets, customers and transportation.
- ❖ *Pasture Access and Management* - gives data on major problems of pasturing faced by farmers.
- ❖ *Information* - focuses on access to and the availability of information.
- ❖ *Wealth and Poverty* - description of the wealth and poverty in our sample based on the definition and perceptions of the focus group.
- ❖ *Gender* - information about the division of labour and allocation of roles according to gender in agricultural activities.
- ❖ *Government* - examines government in the context of the agricultural sector and farmers contact with them.
- ❖ *DRR* - examines disasters particularly related to livestock production which have occurred in the region, farmers perception towards their effect and government responses.
- ❖ *Community Priorities* - sums up the main priorities of communities regarding development in the agricultural sector.

## RESULTS

### SECTION 2: COMMUNITY PROFILE

Agriculture is the main income generation method in the target communities. The major agricultural income generating methods in this region are dairy, meat, and vegetables. Not all of the villages have access to essential services and enterprises. The following section presents a detailed picture of these topics.

#### 2.1: What are the main income generating activities in this community?

Please rank in order of importance:

(0= not in this community)

1= very low importance

2= low importance (i.e. to a few households)

3= important (to many households)

4= very important (to most/all households)

Meat, dairy and potatoes, hay and vegetables are the most significant income sources of the agricultural sector in the three municipalities. The answers of men and women slightly differ, for example more women tend to name dairy and beef as the major income generating sources (69%, 79% respectively) than men (62%, 76% respectively), and the opposite is true for the sale of hay (men – 45%, women – 34%). The major variations in replies however are due to location. A more detailed description of the importance of different significant income generating sources is illustrated in Figure 2.1 below:

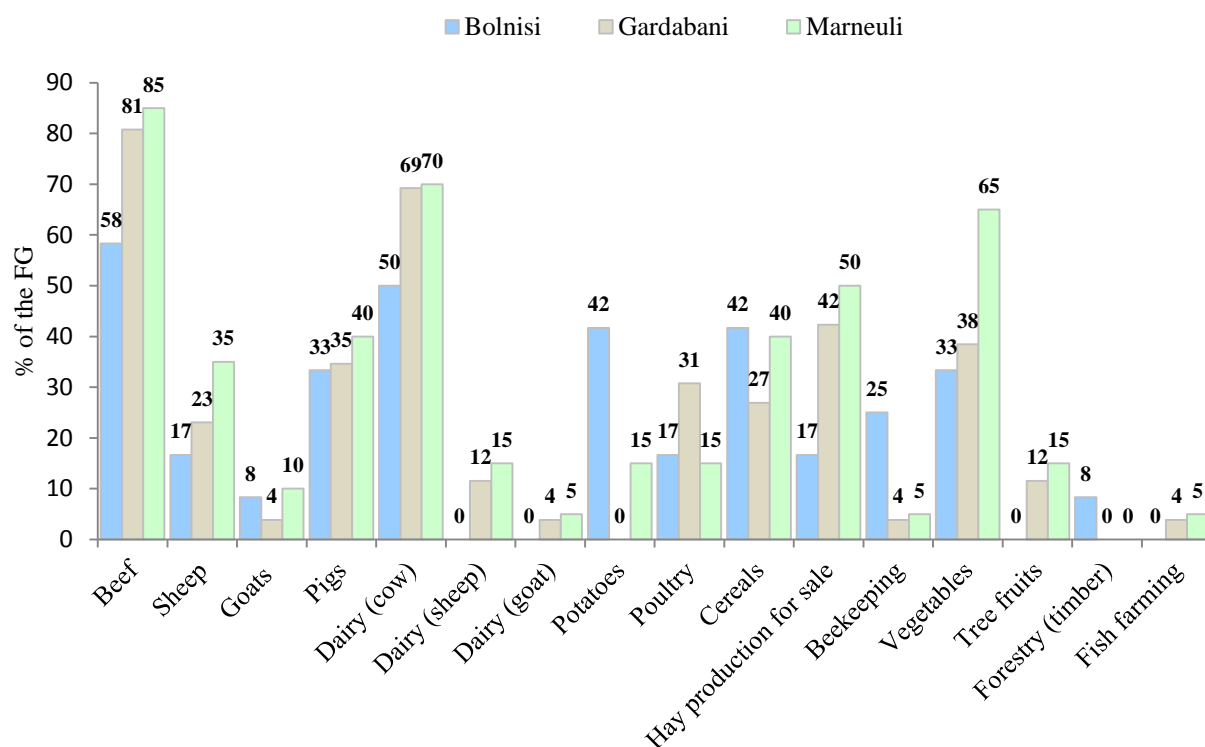


Figure 2.1: Main Income Generating Activities in the Community  
(%, of those FGs who answered regard following to be important and/or very important)

## 2.2: Are the following enterprises present in your community?

The other significant issue for building a community profile is the availability of access to essential enterprises and services, such as banks and bakeries. The data shows that many types of basic commercial services are common in the communities. Where existing enterprises and services are sometimes shared by 3 or 4 communities, so on average their number is less than one per community. (In such cases, zero is displayed as an average number, see for e.g. tailor and informal lender in Table 3 below), Notable are the number of micro finance and banking services and pay points.<sup>4</sup>

Table 3: Average Number of Enterprises Present in Communities

	Bolnisi	Gardabani	Marneuli
Shops	12	15	18
Bakeries	1	4	1
Saw mill	1	2	1
Tailor	0	2	1
Bank/Microfinance	3	3	3
Informal lender	0	2	1
Pay point	3	6	6
Mechanic	8	6	8
Blacksmith (metal worker)	2	2	1

## 2.3: Are the following services present in your village?

In addition to this, in Table 4 you can see that the most essential public services like ambulance, kindergarten, primary school and secondary school are inaccessible than commercial services. Municipal services outcomes differ much across the municipalities, and Bolnisi seems to be the most poorly served. Table 4 illustrates access to the enterprises in detail, by showing the average number of services per village:

Table 4: Average Number of Services Present per Community

Average Number of Services Presented in Communities			
	Bolnisi	Gardabani	Marneuli
Doctor	2	10	5
Ambulance	1	1	1
Kindergarten	1	2	1
Primary school	1	1	2
Secondary school	2	2	3
Municipal services	1	1	1

## 2.4: What are the main non-agricultural employments or income generating activities in this community?

The importance of income generating methods in the non-agricultural sector does not seem to be high in the region, and it does not vary much across gender or across municipalities. The most common answers are that

---

<sup>4</sup> Which in the previous FG were negligible or absent a fact not mainly due to location but time and market development as these services are now also present in the old programme area.

agriculture is the only or most significant income generating method. Working abroad is mentioned as the main alternative, however working at a railway station and building were also mentioned.

### 2.5: Do your family members/close relatives work abroad?

Working abroad was expected to be significant income generating method as borne out below. The outcomes do not vary across different gender groups:

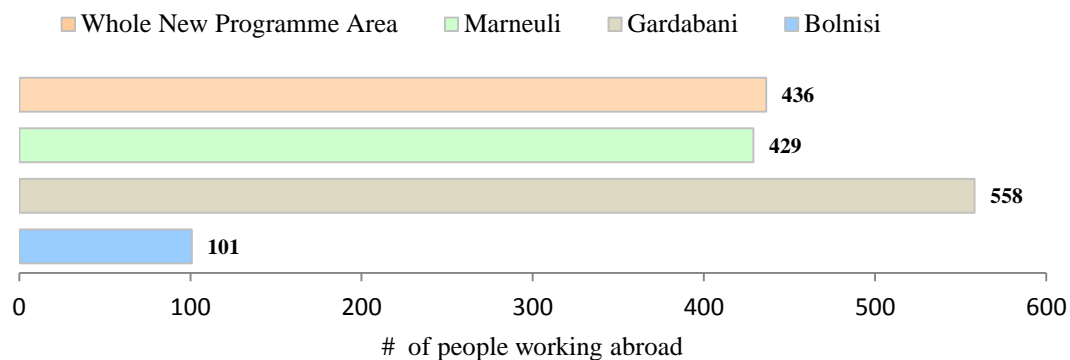


Figure 2.2: Number of People Working Abroad per Municipality & Average in the Region  
(Average per Municipality)

Lack of access to efficient machinery and efficient and value for money machinery services are the main drawbacks for farmers access to basic agricultural inputs. There are only a few target services available to farmers in their villages, most of which are veterinary related services, for the rest they have to travel to town centres or other villages in order to find basic agricultural services and inputs. This section mainly focuses on the availability of access to the major agricultural services and inputs, and also shows where farmers can find these services. It also concentrates on human resources as inputs, and describes tendencies for hiring or not hiring labour for various tasks and the subsequent comparison across gender and tendencies for hiring from local or non-local regions.

*3.1: Where and how often do you access the following products and services? Rank the importance of the service.*

60% of farmers in the region regard vet drugs, services and vaccinations to be of high or very high importance. These services together with machinery for hay making (60%) are regarded to be most essential after machinery for cultivation (71%) and seeds and fertilisers (66%). Transport for cheese and vegetables as well as for livestock also score highly. There is not much variation across municipalities but more women regard veterinary services to be of higher importance than hay making with the opposite is true for men:

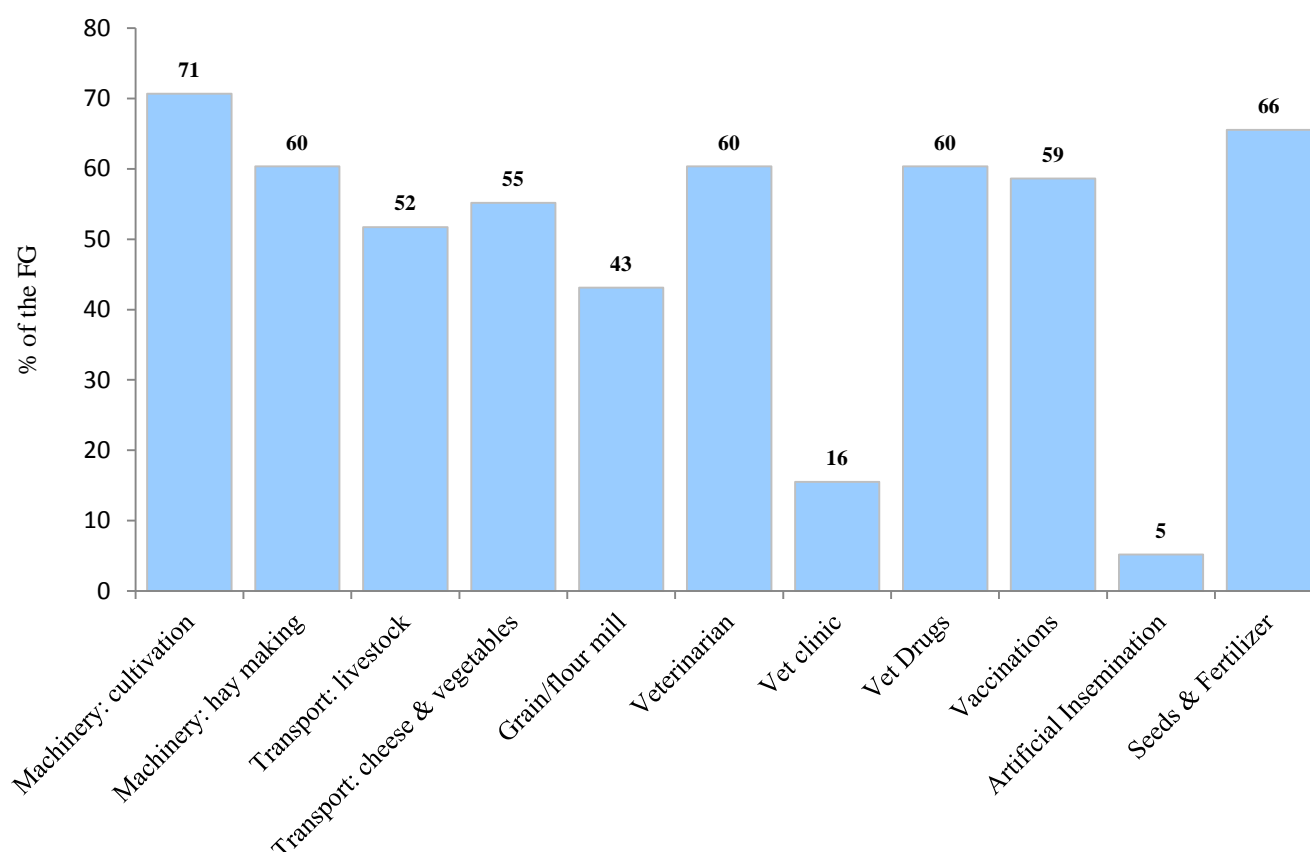


Figure 3.1: % of Farmers Regarding Following Services to be of High Importance  
(Importance of services, general trend)



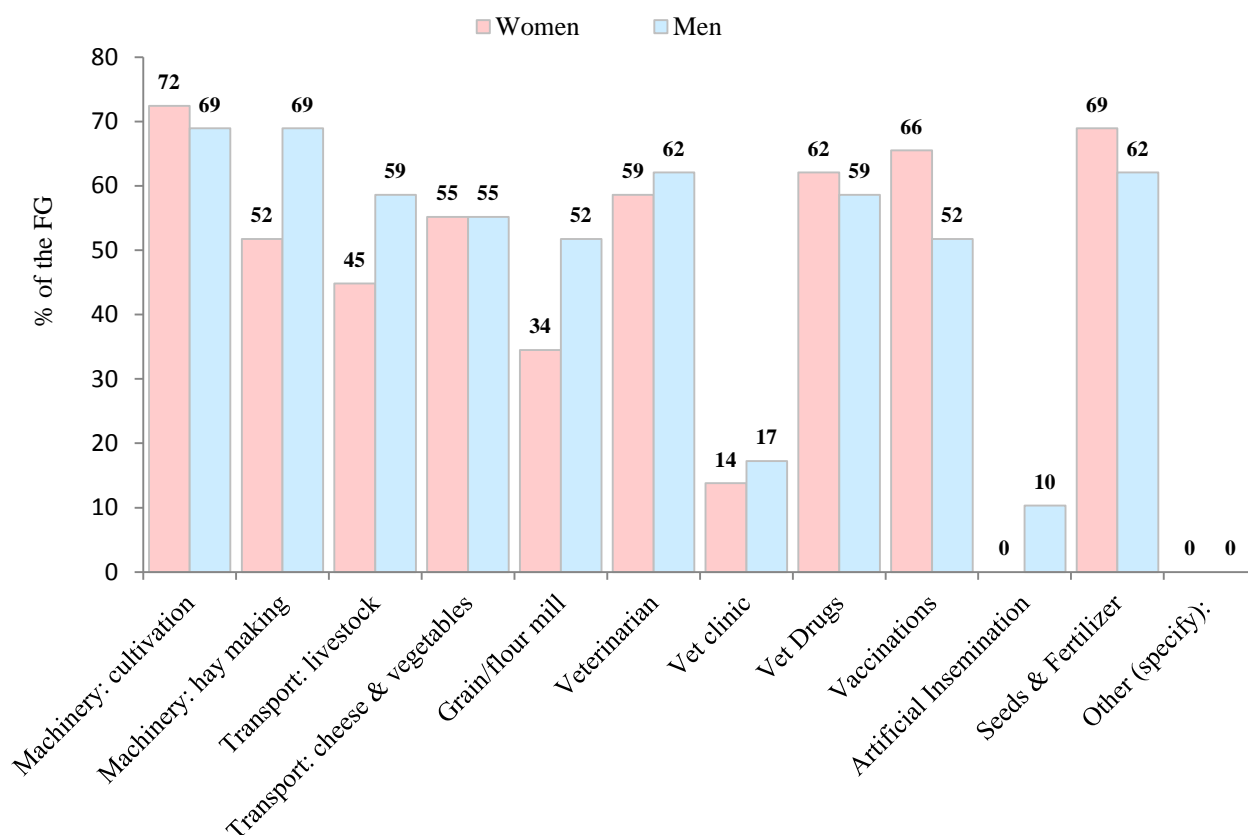


Figure 3.2: % of Farmers Regarding Following Services to be of High Importance  
(Importance of services, differences across gender)

Machinery cultivation, hay making, transportation of cheese and vegetables and veterinary services are the most available agricultural services for farmers in their villages.<sup>5</sup> There is practically no variation in outcomes across gender, but the results for municipalities differ slightly: Figure 3.3 shows that the farmers from Marneuli have better access to most of the services, and for the farmers from Gardabani only vaccination (65%) and seeds and fertilizers (35%) are more easily accessible. In Figure 3.4 you can see the overall picture of the availability of services in the region:

<sup>5</sup> In contrast to the results of the FGS carried out in 2011 in Dmanisi, Tetrtskaro and Tsalka where the lack of availability of veterinary related services was much more severe. The difference is definitely at least partially due to crowding in results of the first phase veterinary intervention.

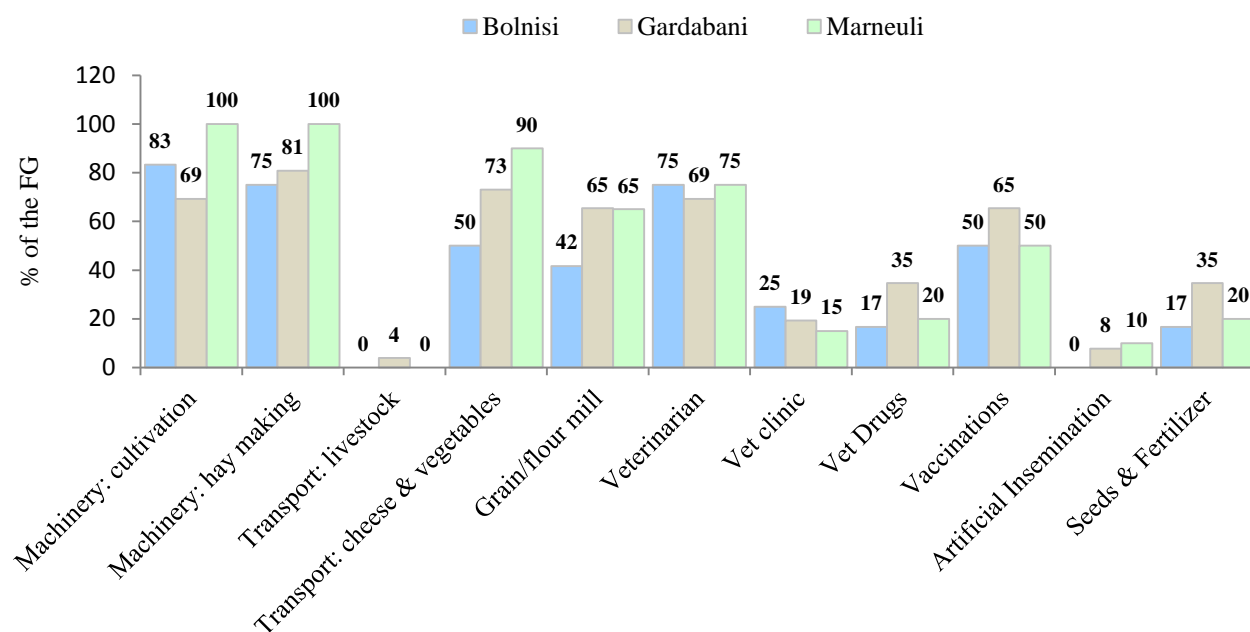


Figure 3.3: Focus Groups Naming Following Services to be Present in Their Villages or in Neighboring villages  
(%, access to services, difference across Municipalities )

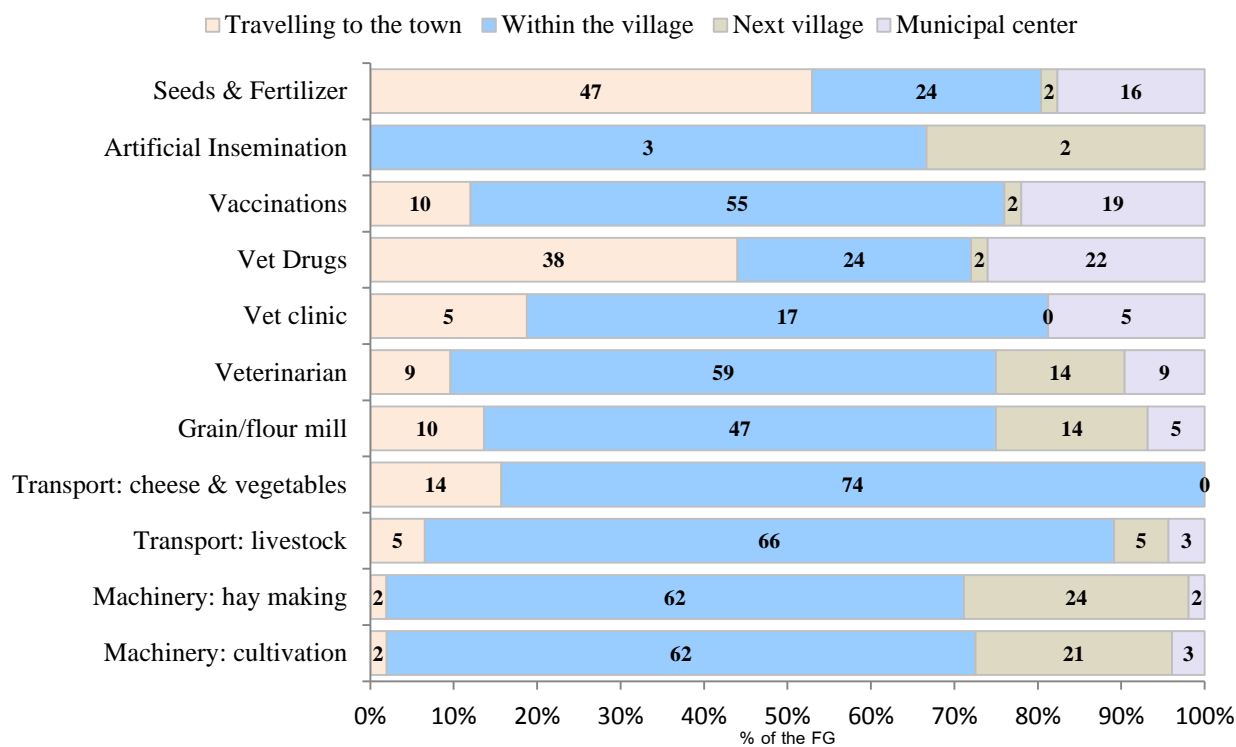


Figure 3.4: Focus Groups Naming Following to be the Nearest Places where They Can Get These Services

The next two figures below describe the frequency access to or use of these services by farmers. The variation of the results across gender is negligible, but farmers from Marneuli municipality tend to use the majority of the services more often than farmers from Bolnisi and Gardabani. The most frequently used service is transport for cheese and vegetables and the least is artificial insemination and veterinary clinics.<sup>6</sup> From municipality disaggregated results we can also see that farmers from Gardabani municipality are the least active in accessing these services, exceptions being the grain and flour mill.

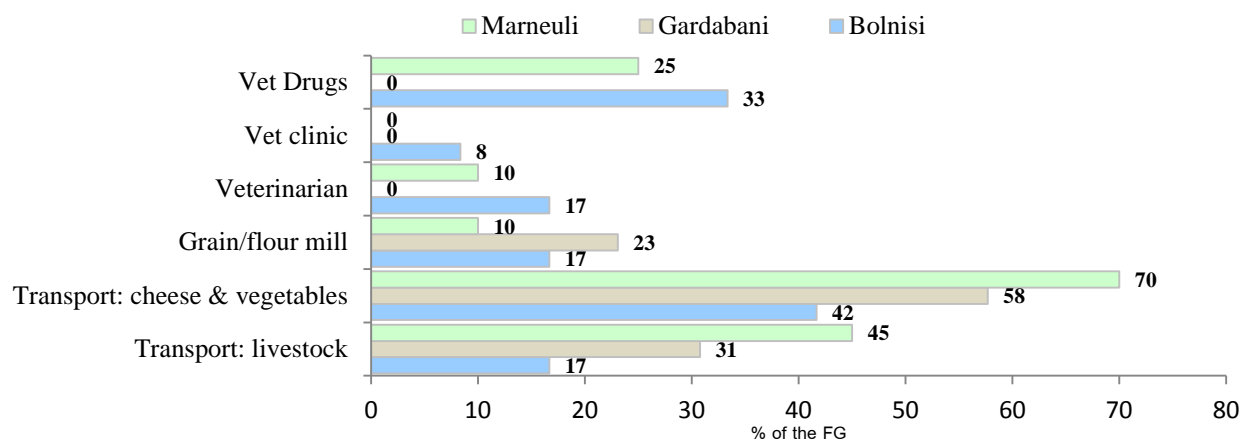


Figure 3.5: Focus Groups Accessing the Following Services on Daily or Weekly basis  
(%, frequency of access to services, difference across Municipalities )

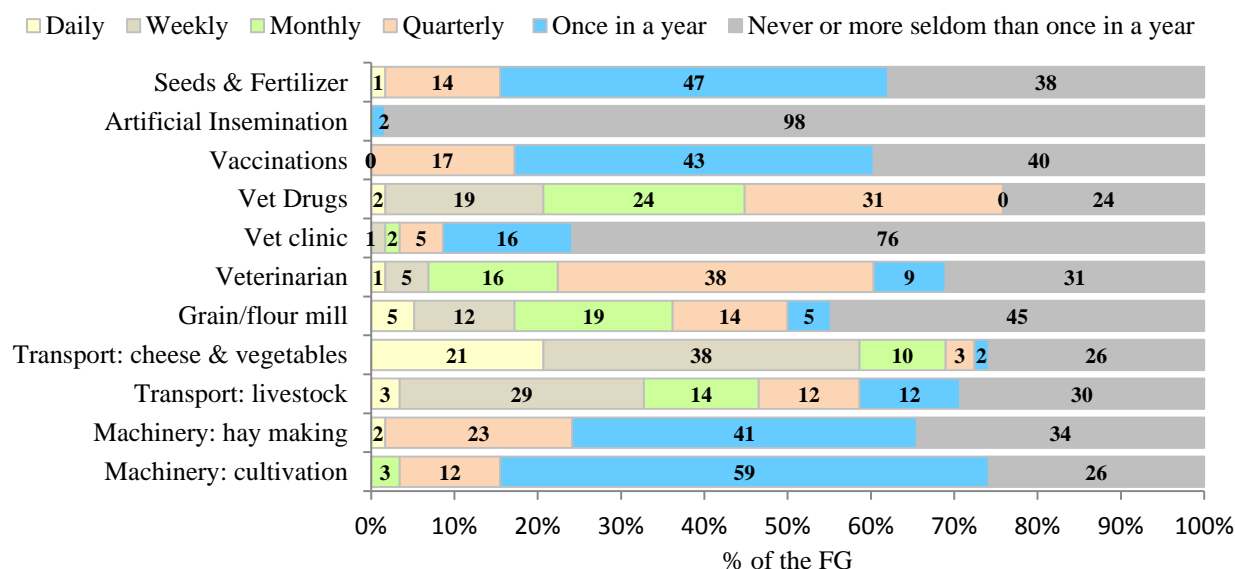


Figure 3.6: The Frequency with which Farmers Access These Services

<sup>6</sup> The daily or weekly usage of the veterinary services apart from vet drugs is not very high which ties in both with vet services not being needed on a frequent basis and with crowding in that has resulted in the availability of more vet pharmacies although not the extra activities added by Roki during a targeted expansion i.e. training of local vets and farmers, hotlines, sms services etc.

3.2: Where and how often do you access the following in this community? Rank the importance of the service.

A significant number of farmers think that draft animal usage (horses and donkeys) for cultivation, herding and transportation are essential but marginally less important when compared to the previous FGS in Dmanisi, Tetrtskaro and Tsalka, in 2011. Results are particularly high across all categories in Bolnisi municipality including the use of traditional healing methods. Horses and donkeys for use in herding sheep was considered to be important or very important by 21% of all surveyed and highest in Marneuli municipality (30%). Draft oxen are relatively unused. Figures 3.7 and 3.8 provide detailed pictures of these differences. (Gender variation was not particularly informative):

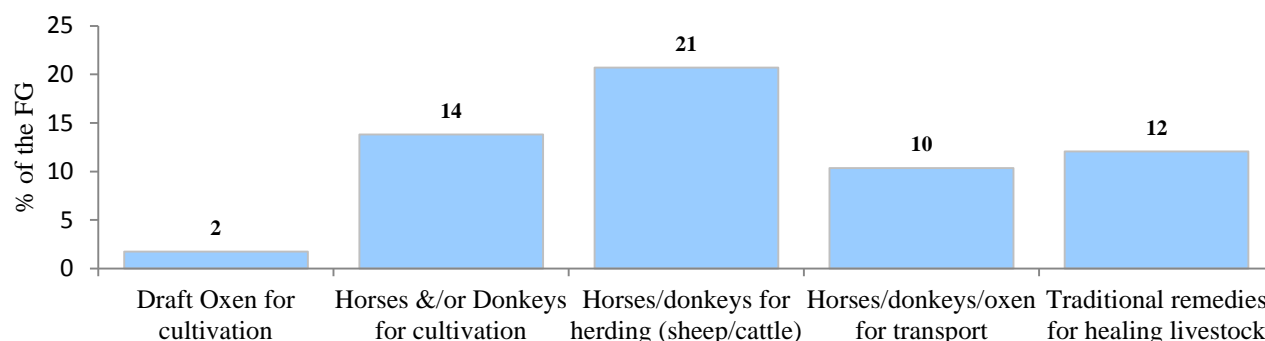


Figure 3.7: % of Farmers Regarding Following to be of High Importance  
(Importance, General trend)

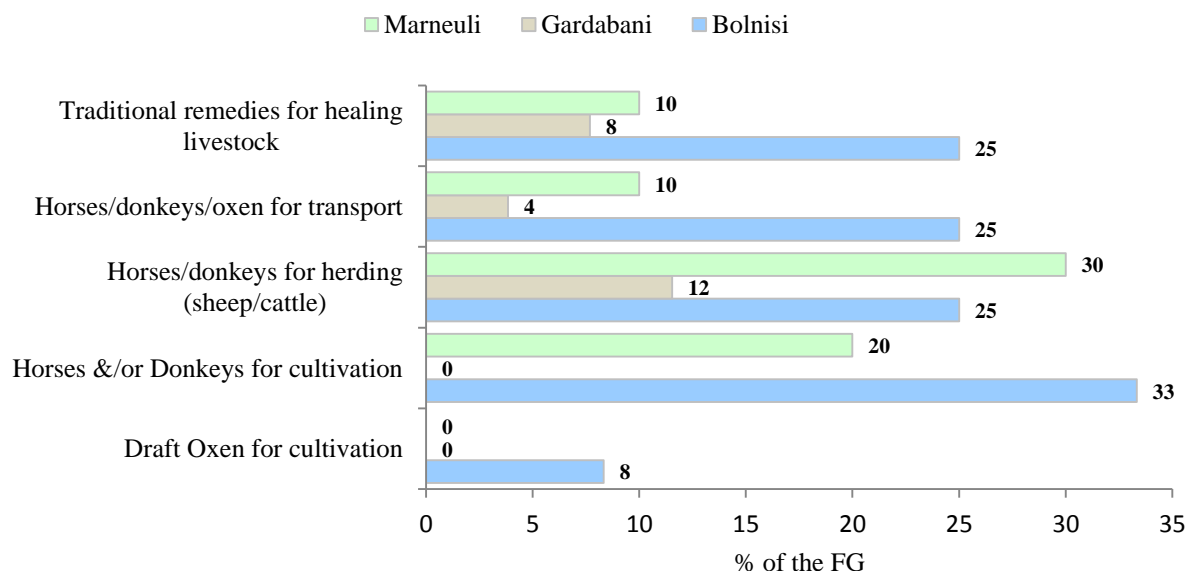


Figure 3.8: % of Farmers Regarding the Following to be of High Importance

Like other services, farmers from Marneuli municipality can access these traditional services more easily than farmers from Bolnisi and Gardabani. The exceptions are horses and donkeys for cultivation which 75% of focus group from Bolnisi municipality can access in their own or neighbouring village. Figure 3.9 below:

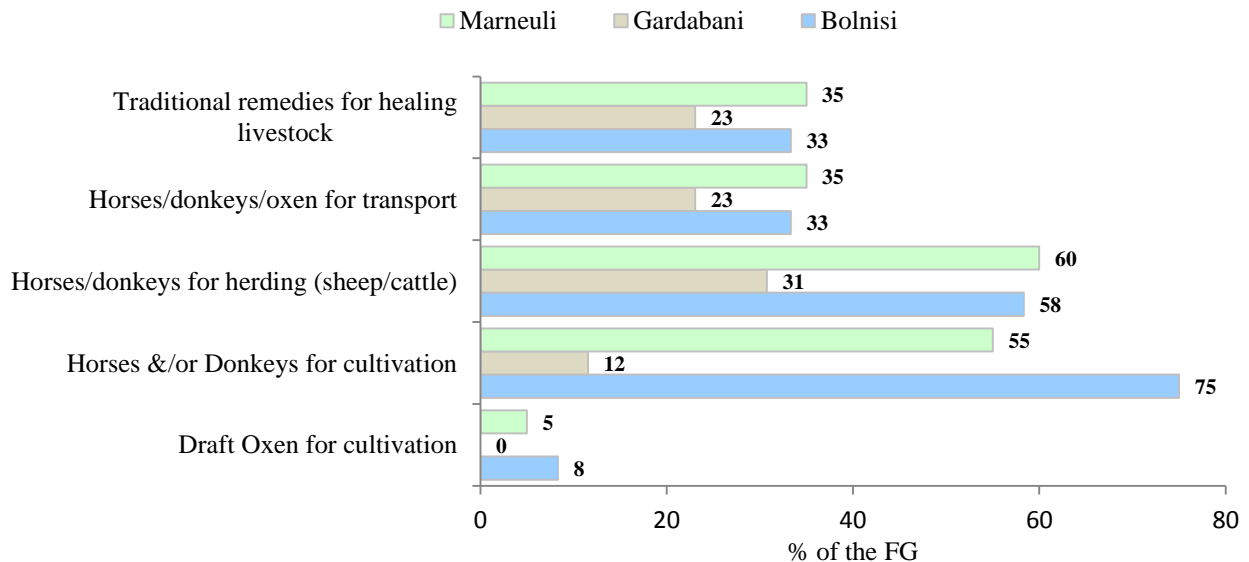


Figure 3.9: Focus Groups Naming the Following to be Presented in Their Villages or in Next Villages  
(%, access to services, differences across Municipalities)

Gender was informative when analysing the frequency of using draft animal services. The majority of use was conducted by men. Use of horses and donkeys as a transport and for herding sheep and cattle are the only services which women access on daily and weekly basis (3% and 10% respectively out of women compared to 17% and 28% out of men respectively). The rest of the services used on weekly basis are used only by men. In Figures 3.10 and 3.11 below you can see a more detailed picture of the frequency of usage of the services:

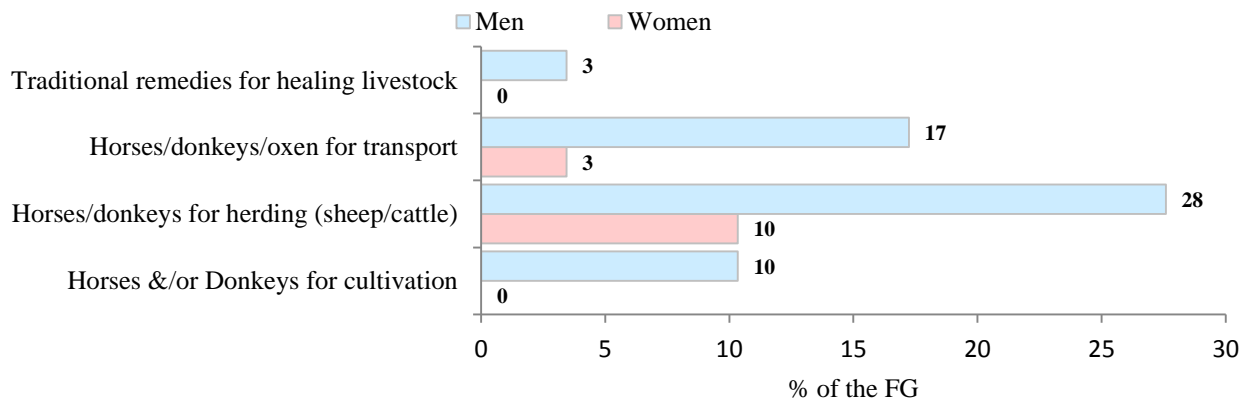


Figure 3.10: Focus Groups Accessing the Following on a Daily or Weekly Basis

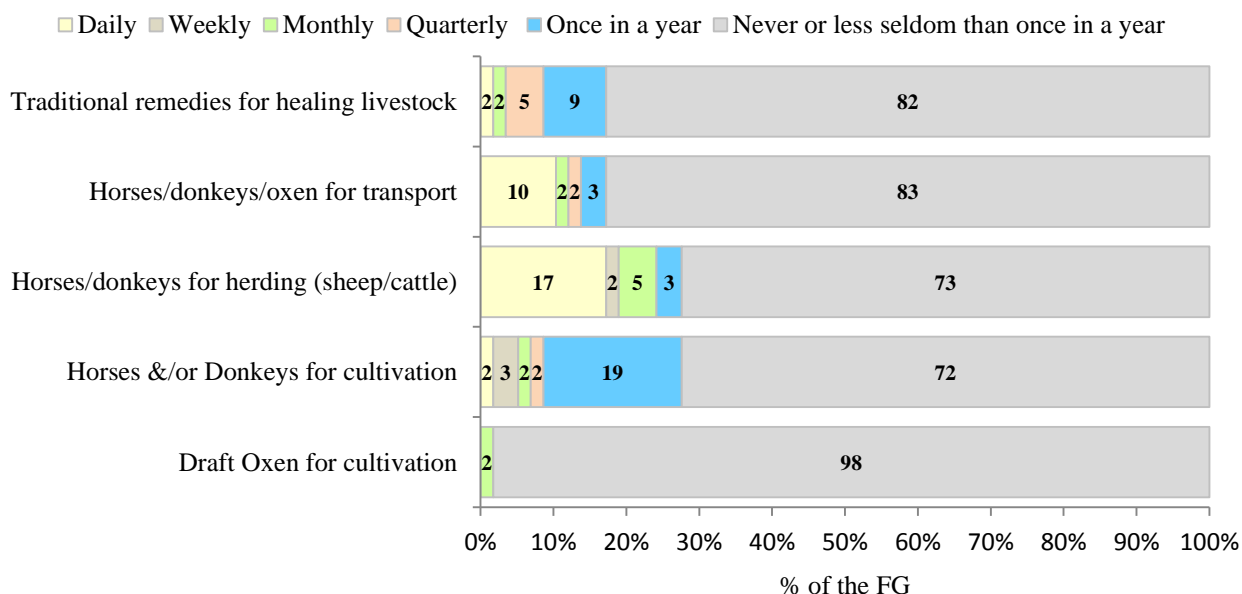


Figure 3.11: The Frequency Farmers Access The Following  
(%, frequency of access to the services, general trend )

### 3.3: Do you hire labourers on your farms?

The majority of the farmers from this region hire labourers for various farm jobs. Generally, they tend to hire local labourers, although some also hire non-local labourers. The contrast between male and female focus groups responses is not significant; however the comparison of results across municipalities is informative. Farmers from Marneuli municipality in particular tend to hire both local and non-local labourers (75% and 50% respectively). Figure 3.12 below displays focus groups which hire local and non-local labourers respectively:

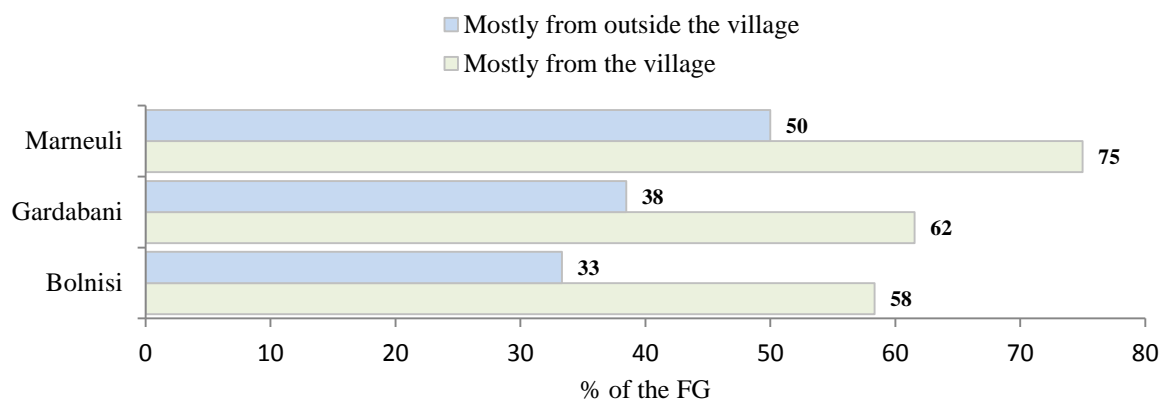


Figure 3.12: % of Farmers who Hire Labor for Their Farms from Their Villages and/or outside Their Villages

### 3.4: What jobs do hired labourers do?

Hired labourers work in the field (on hay making, land cultivation and harvesting), frequently do cattle related work (herding and milking), and less often help each other in the household related work. In all three categories farmers tend to hire more men than women (this stays true while looking at gender and/or municipality disaggregated data). For all types of hired work men mostly work on field activities (like hay making), while women tend to be hired for cattle related work (milking) and household work (see Figure 3.13 below). In addition to this, all of the municipalities mentioned shepherds and artisans as hired labour jobs that are common in their town, with wood work making a single appearance in Marneuli.

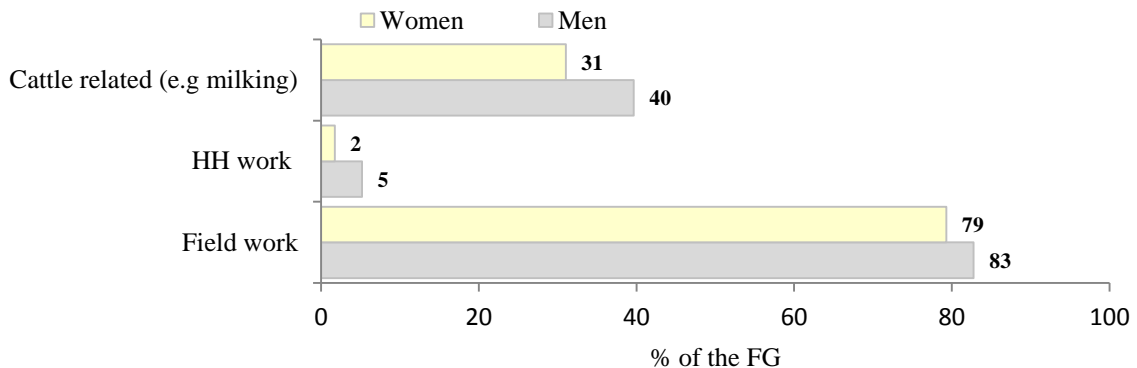


Figure 3.13: Jobs Done by Hired Men and Hired Women

### 3.5: How much do you pay them (money or in-kind)? Is this for a daily rate or for a completed task?

These hired labourers mostly receive daily payments, or per task fulfilled. On average men and women are paid equally, approximately - 17,5Gel per any task and 20 Gel per tasks which requires the whole day to perform, and this stays true while looking at municipal or gender disaggregated data. The main variation is due to the type of performed task. Household work, which might last whole day and is the most time consuming, is most highly paid – 24,5 Gel, field work is the second – 18,5 Gel, and cattle related (e.g. milking): 10 Gel. Figure 3.14 demonstrates this difference by showing the average payment per task, for both genders:

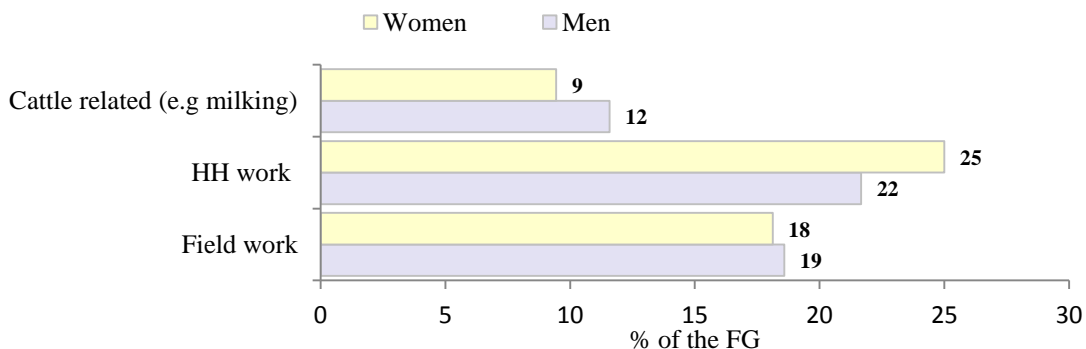


Figure 3.14: Average Daily Salary for Hired Labor on Farms, for Performing Following Categories of Work  
(Gel, paid for men and women)

### 3.6: Are there any formal or informal farmers groups, associations or cooperatives in your community?

The response to this question was unclear as although in all of the municipalities there was at least one person, who mentioned one or more formal/informal farmer groups or associations in their community (25 mentions in 58 focus groups they were often referring to private companies or responding to project awareness raising that has recently been carried out for a new donor initiative on farmers cooperatives in Georgia.<sup>7</sup> In Gardabani several women's groups mentioned an informal farmers association.

### 3.7: Lack of access to which inputs cause difficulties in your farming enterprise? How does this affect you?

Poor access to quality grazing and pasture together with a lack of efficient and cost effective machinery for farming, in particular for hay making are the inputs causing the biggest drawbacks to farming in the region (90% and 67%, respectively. Farmers do recognise the importance of breeding services (48%) and the lack of the service along with lack of access to cash and credit (29%) is named also to be significant obstacles for further development of their farming. Infrastructure is regarded as a relatively minor drawback (20%). The outcomes for the mentioned services (in the questionnaire), do not differ much across gender; more informative is a comparison across municipalities. **However, women did stress access to water in addition to the inputs and services listed in the questionnaire Bolnisi 30%, Gardabani 23% and Marneuli 20%** Among all three municipalities proportionally more farmers from Marneuli regard the lack of access to machinery and pastures to be the most significant drawback, while proportionally farmers from Gardabani regard lack of breeding services to be a greater disadvantage. Figure 3.15 below displays these differences in detail:

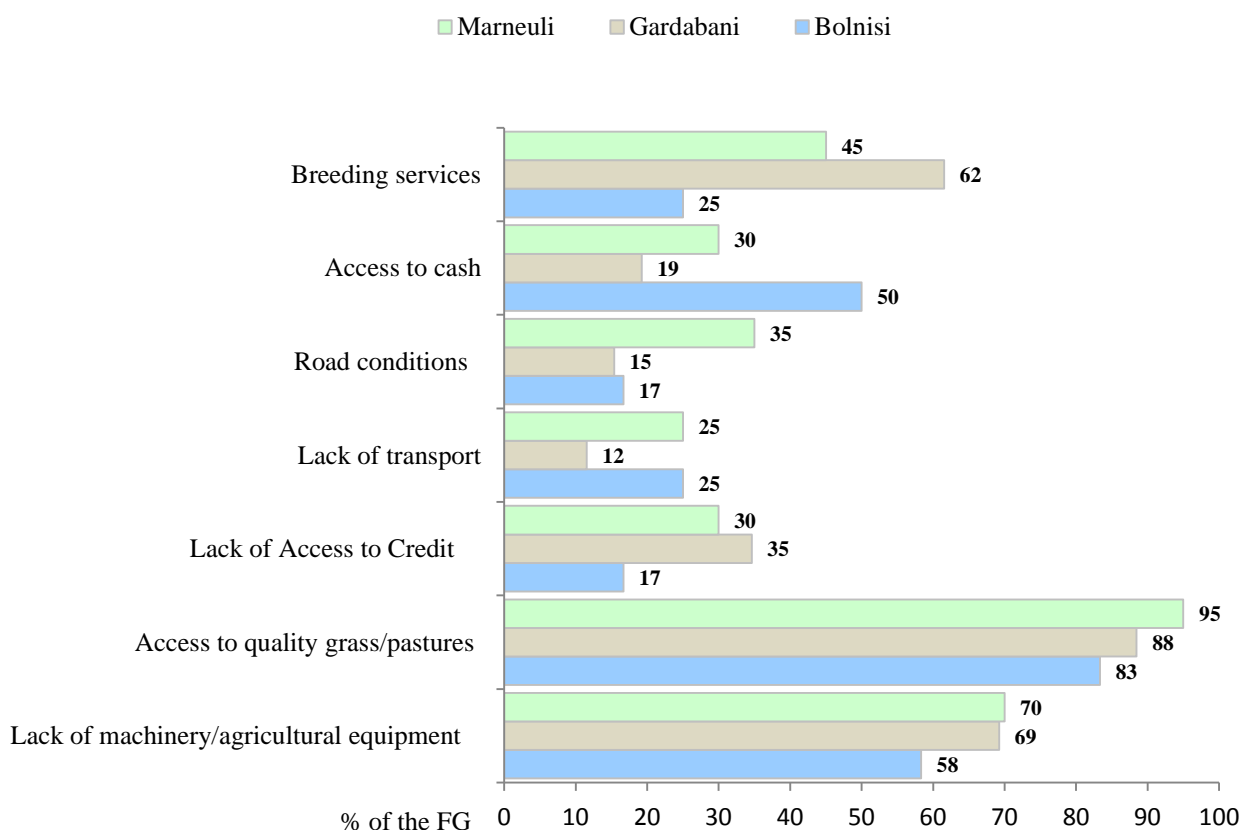


Figure 3.15: Farmers, Who Consider That The Following Are Required in Their Communities, In Order to Improve Access to Services and Inputs (%)

<sup>7</sup> EUENPARD



## SECTION 4: MARKET ACCESS

Livestock i.e. calves, sheep and bulls, are mainly sold in Marneuli Livestock Market. Less often they are bought by Georgian and Azeri traders from farmers' houses direct. Low prices are seen to be a major drawback in the dairy, livestock and wool marketing, along with the lack of collectors/traders, and sometimes transportation. This section gives a detailed picture of livestock, wool and dairy product markets in the region.

### 4.1 What do you do with your dairy, meat products and wool?

(Rank the importance of the ways of using the product: 1 least important & 5 most important in terms of the value/ volume)

Raw milk, dairy products, cattle, sheep and wool in target communities are mainly for home consumption. The results do not vary much across gender, but do vary across municipalities and types of products. For example, as you can see from Figure 4.1 below, wool is mostly used for home consumption and raw milk is more frequently used for barter exchange than any other product. Apart from home consumption the sale of these products sale to local intermediaries is most significant. . (See Figure 4.1 below):

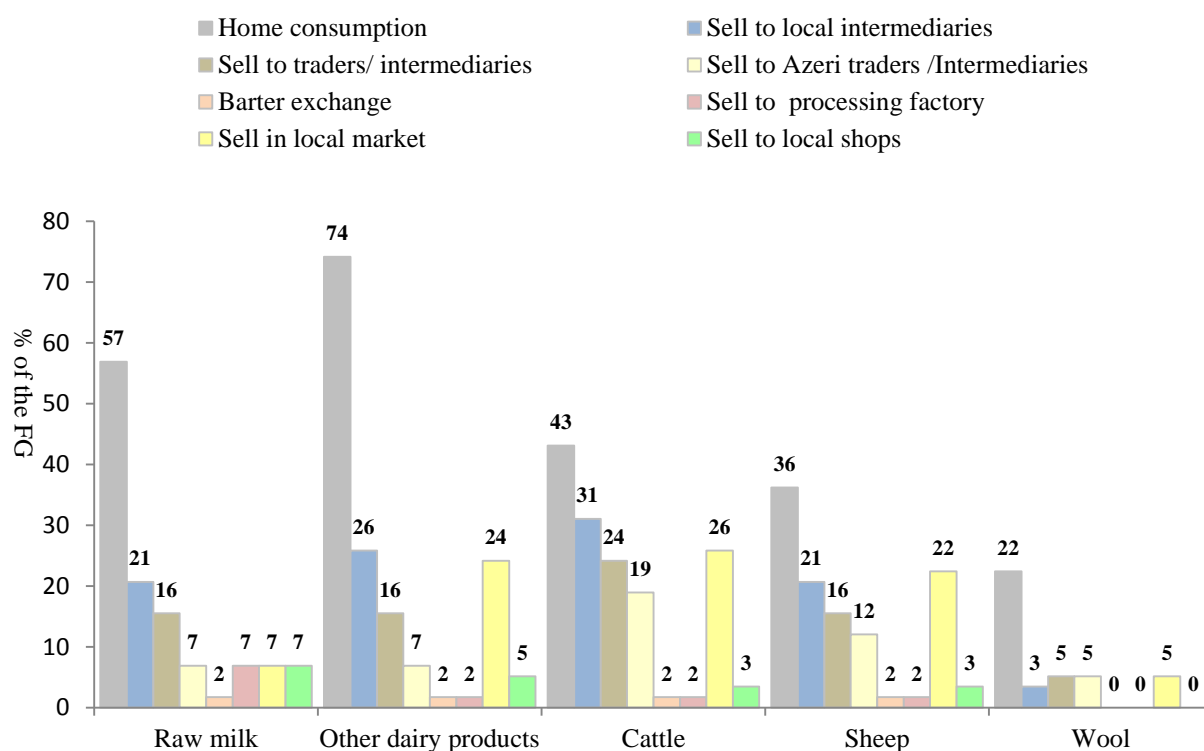


Figure 4.1: Focus Groups Naming the Following Markets and Consumption Methods to Be Important and/or Very Important for Major Products (%)

#### 4.2: Who do you sell to?

Local intermediaries are named as the most important buyers of the products listed in the previous question. See the percentage of sales per product (Figure 4.2):

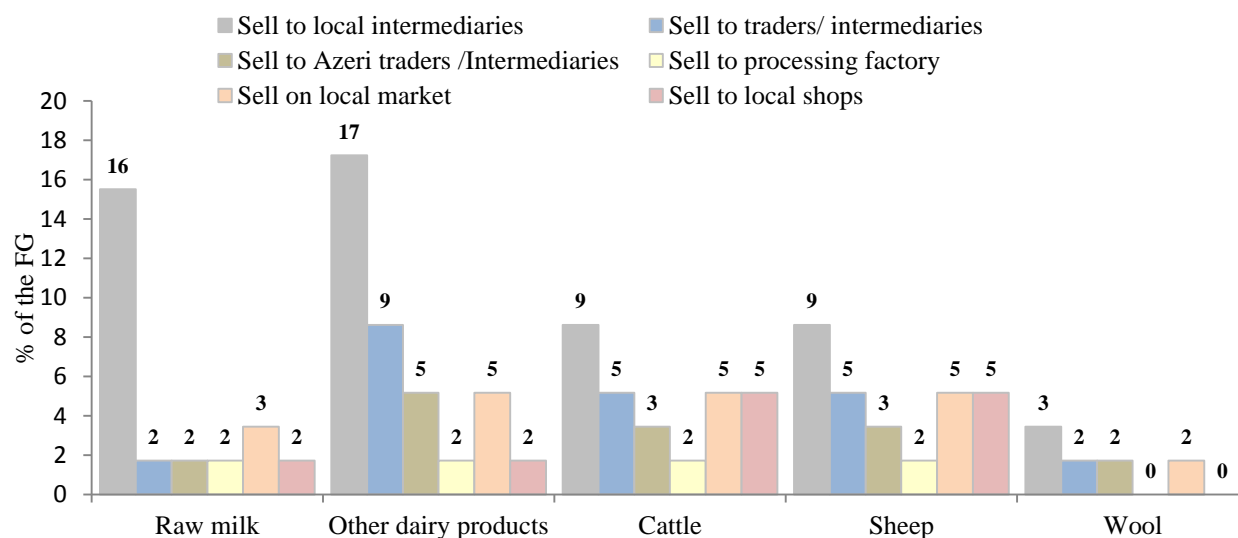


Figure 4.2: Focus Groups which Sell Products to the Following (%)

#### 4.3: How often do you sell/exchange your product to the following?

Figure 4.3 shows that the frequency of sales varies from product to product, i.e. more people sell milk and dairy products daily than other products. It has to be mentioned that none of the focus groups do barter exchange on a daily or weekly basis.

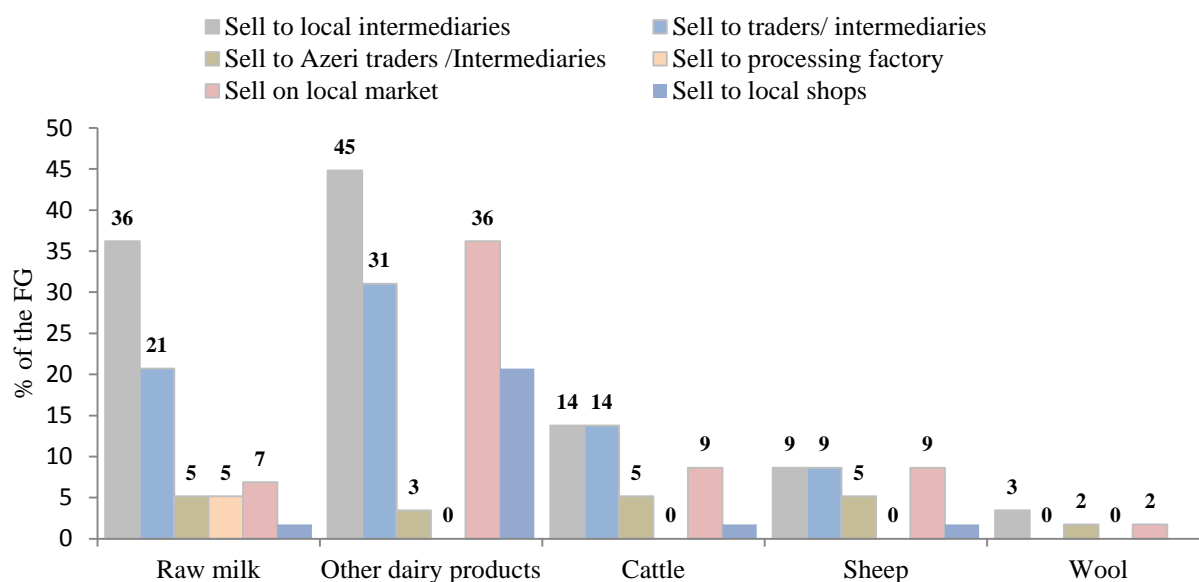


Figure 4.3: Focus Groups, Which Sell Products on Weekly Basis or Even More Often (%)

#### 4.4: How do most people transport their products to market?

Most of the products are transported on foot or by farmers' own trucks. See Figure 4.4 below:

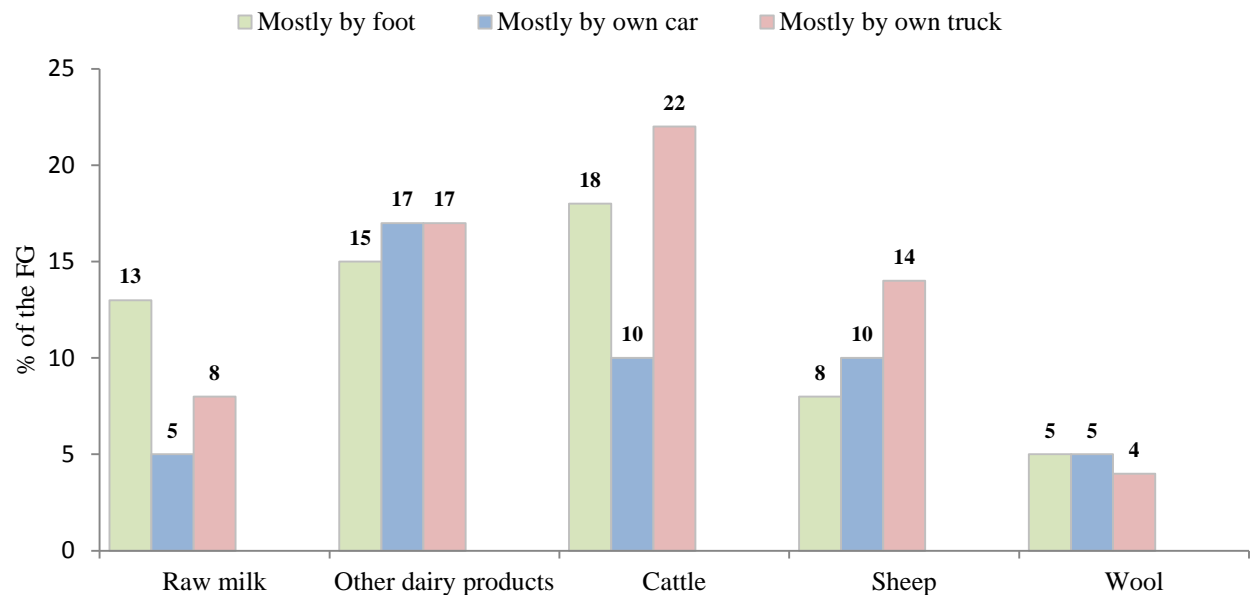


Figure 4.4: Focus Groups Using Following to Transport Products (%)

#### 4.5: Distance (Km) of following markets from the village

The distance covered by farmers for transportation of these products varies from 0 to 19 km on average, across municipalities:

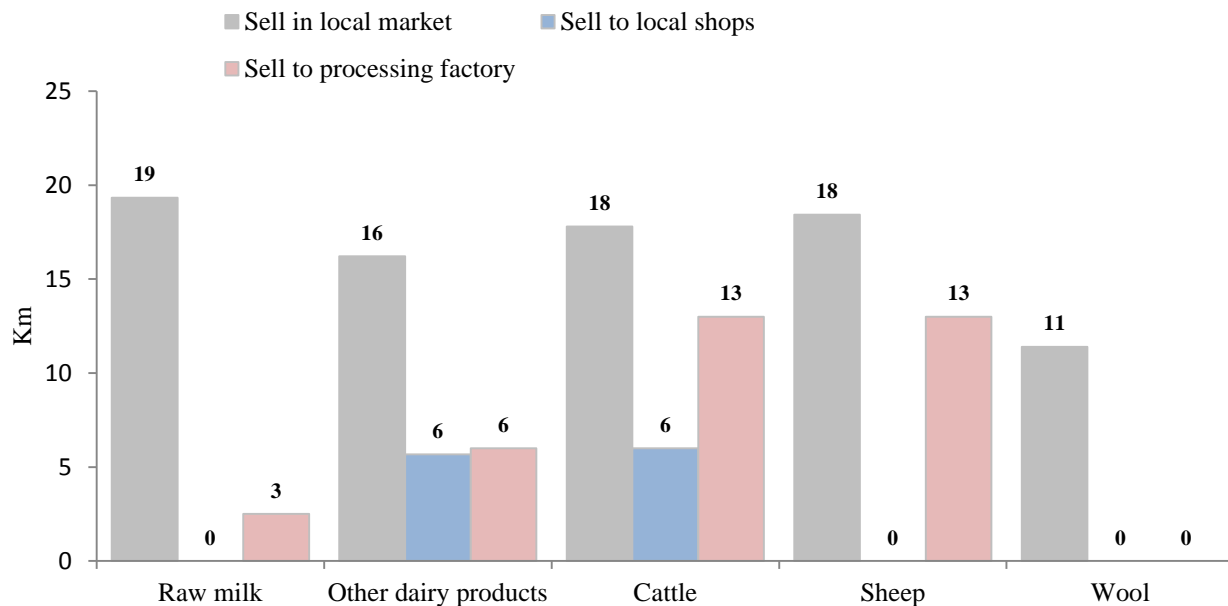


Figure 4.5: Average Distance to the Markets (km)

#### 4.6: Time spent (hours) transporting and selling each type of product

Farmers do not spend time selling products to local factories and intermediaries, but spend between two to six hours when selling in local markets (this also includes time spent on transportation):

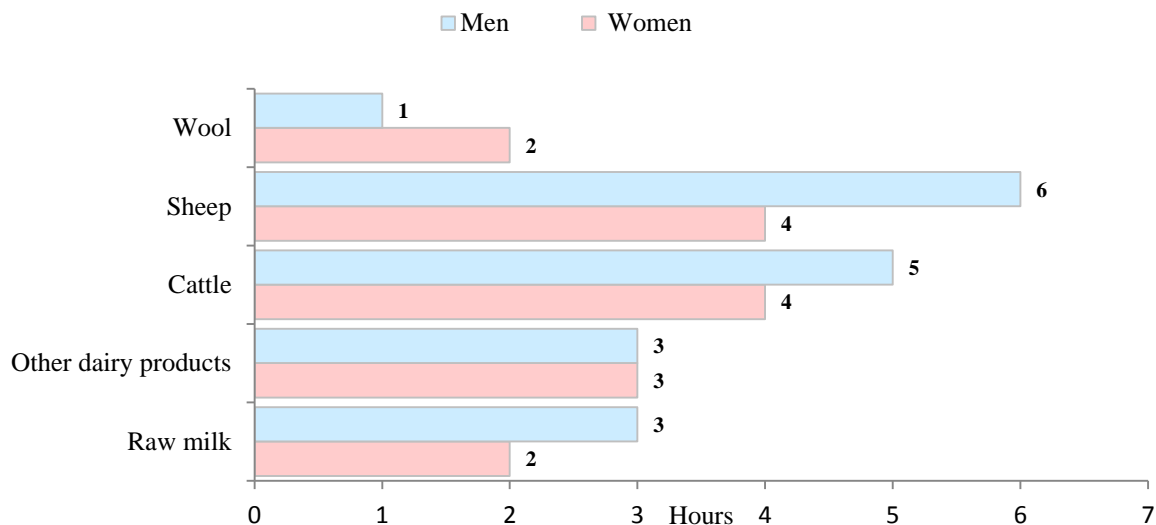


Figure 4.6: Average Amount of Time Spent for Transporting & Selling These Products  
(hours, gender disaggregated)

#### 4.7: Out of ten visits to the market how many times do you bring your product/good back unsold?

Farmers do not bring products unsold from local factories and intermediaries, but in one to three cases products are returned back unsold from local markets:

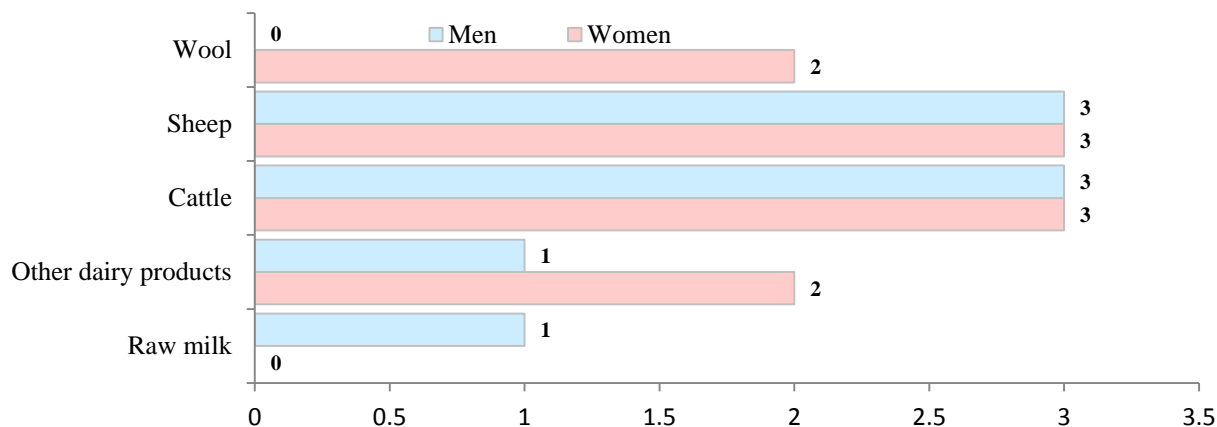


Figure 4.7: An Average Number Out of Ten visits to Market When Product/Good is Returned Back Unsold  
(%, gender disaggregated)

### 4.8 What kind of dairy products are made in this community?

Matsoni, butter and Imeruli Cheese are the most significant products for consumption among dairy products, while Imeruli Cheese together with Sulguni Cheese is the primary product for sale. Among dairy products the lowest priority product is goat cheese, and lesser priorities are also: buffalo cheese, butter and *Matsoni*. Below, Figure 4.8 displays the percentages of the focus groups out of the whole region that regard the following types of dairy products important for both, consumption and sale:

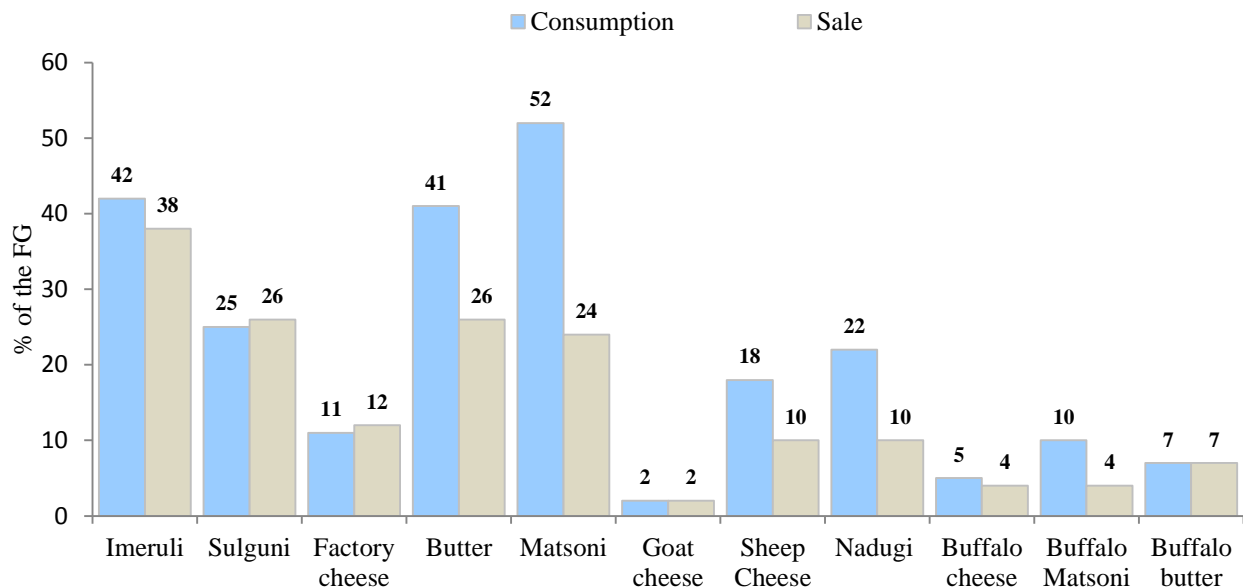


Figure 4.8: Focus Groups, Which Consider the Following Dairy products to be Important for Consumption and Sale (%)

### 4.9: Do people exchange / combine raw milk with each other for household processing?

The informal economy functions in terms of the lending of raw milk to a neighbour to enable them to make enough cheese for viable production amounts or profitable sale. The favour is then returned. This is common in the region. But unlike the existing programme area where barter of cheese, labour and hay amongst other commodities, is common, milk exchange seems to be the only barter that is widespread.<sup>8</sup> In addition, more women (38%) than men (34%) tend to exchange milk. While looking at the data separately for each municipality the outcomes vary more:

- ❖ In Bolnisi, 50% of FG's said they exchange milk. One of the explanations was "if there is not enough milk it's collected among the neighbours";
- ❖ In Gardabani, only 19% of the FG's stated they exchange milk – "in low milking period we exchange", "2-3 litres are not worth processing";

<sup>8</sup> Bradbury H, & Samkharadze, N (2012) Beyond Statistics the Informal Economy in Rural Georgia.

- ❖ In Marneuli, 50% of FG's said they exchange milk for making cheese, butter and other dairy products; in order to save time and expenses and if there is not enough milk.

#### 4.10: Do people sell raw milk?

- ❖ In Bolnisi only 25% said that they sell raw milk, The reasons behind are – lack of MCCs and intermediaries
- ❖ In Gardabani 42% sell raw milk.
- ❖ In Marneuli 55% sell raw milk.

#### 4.11: To whom and where is raw milk sold?

- ❖ In Bolnisi raw milk is being sold mostly in the villages to independent traders.
- ❖ In Gardabani raw milk is mostly sold in the villages to independent traders from Tbilisi and Kumisi Village and to the Wimm-Bill-Dann rep
- ❖ In Marneuli raw milk is mostly sold in the villages to independent traders from Tbilisi and to the BMB rep and the Tamarisi CPC rep.

#### 4.12: What milk products are processed by local enterprises?

Sulguni Cheese is most commonly produced in the local CPCs according to the Focus Group answers (in all three municipalities), only one focus group mentioned Imeruli Cheese (in Gardabani municipality).

Table 5 Local Companies for Milk Processing, Their Location and Products

	<b>Products</b>	<b>Location</b>	<b>Company name</b>
Bolnisi	1.Sulguni, Nadugi <sup>9</sup> , butter	Ratevani	'BMB' Ltd
	2. Sulguni, Nadugi, butter	Ratevani	Badri Gogoladze-I.E
	3. Sulguni, butter	Ratevani	Nikoloz Gogebashvili-I.E
	4. Sulguni, Nadugi	Ratevani	Badri Menteshashvili-I.E
Gardabani	1.Sulguni, Nadugi, butter	Lemshveniera	Association 'Lemshveniera 87'
	2. Imeruli Cheese	Teleti	Robiszon Laliashvili –I.E
	3. Sulguni, Nadugi, Butter	Rustavi	Iveri Gabarauli- 'Milken' Ltd
Marneuli	1. Sulguni, Matsoni	Tamarisi	'Orke' Ltd
	2. 'Airan', Factory type cheese	Tsitelsopheli	Suren Gevorkian
	3. Sulguni	Mareti	Omar

<sup>9</sup> Homemade cottage cheese.

#### 4.13: What makes it difficult for you to sell your dairy products? How does this affect you?

Lack of MCCs and independent traders, including processors, together with low prices are considered to be the main drawbacks for selling dairy products in target communities. Figure 4.9 below displays percentages and shows the differences across municipalities (gender disaggregation showed no significant differences).

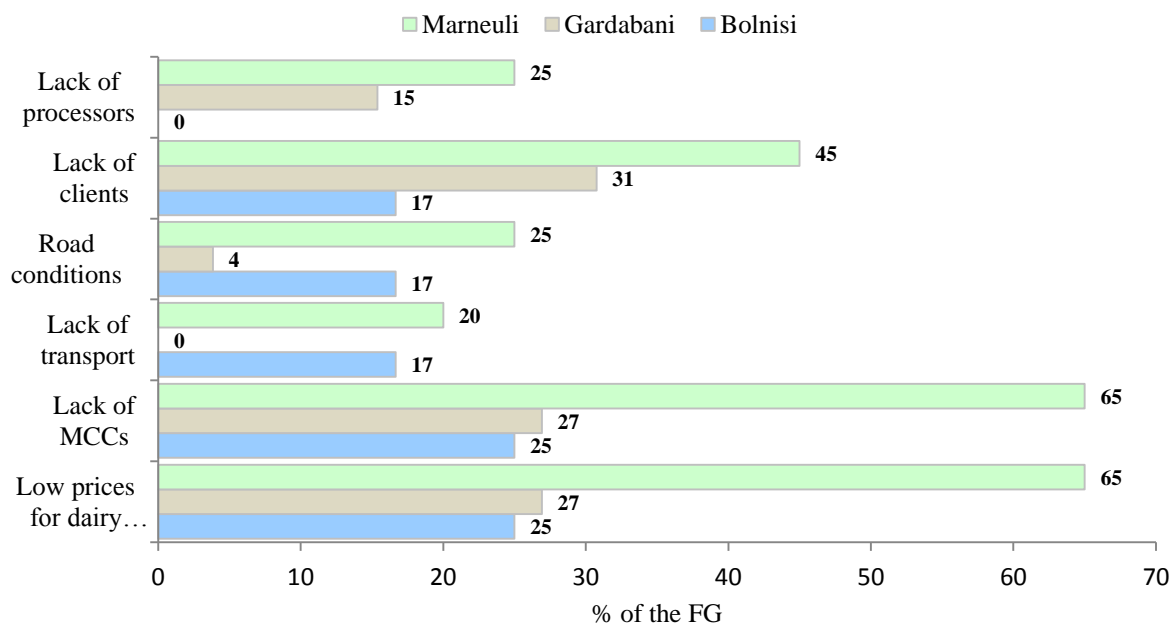


Figure 4.9: Focus Groups Naming Following to be the Drawback for Selling Product (%)

4.14: What are the most important livestock sales from the house?

(0= never, 4= very common)

(who to, e.g. trader, butcher etc)

(where, e.g. Marneuli, village etc.)

Calves, yearlings, bulls and lambs are the key livestock products for sale. Figures vary slightly across municipalities (but not across gender). However, for all municipalities selling castrated males, kids and adult goats is the lowest priority and none of the focus groups named the sale of castrated males to be important in Bolnisi and Marneuli municipalities. Figure 4.10 below shows the main trends.

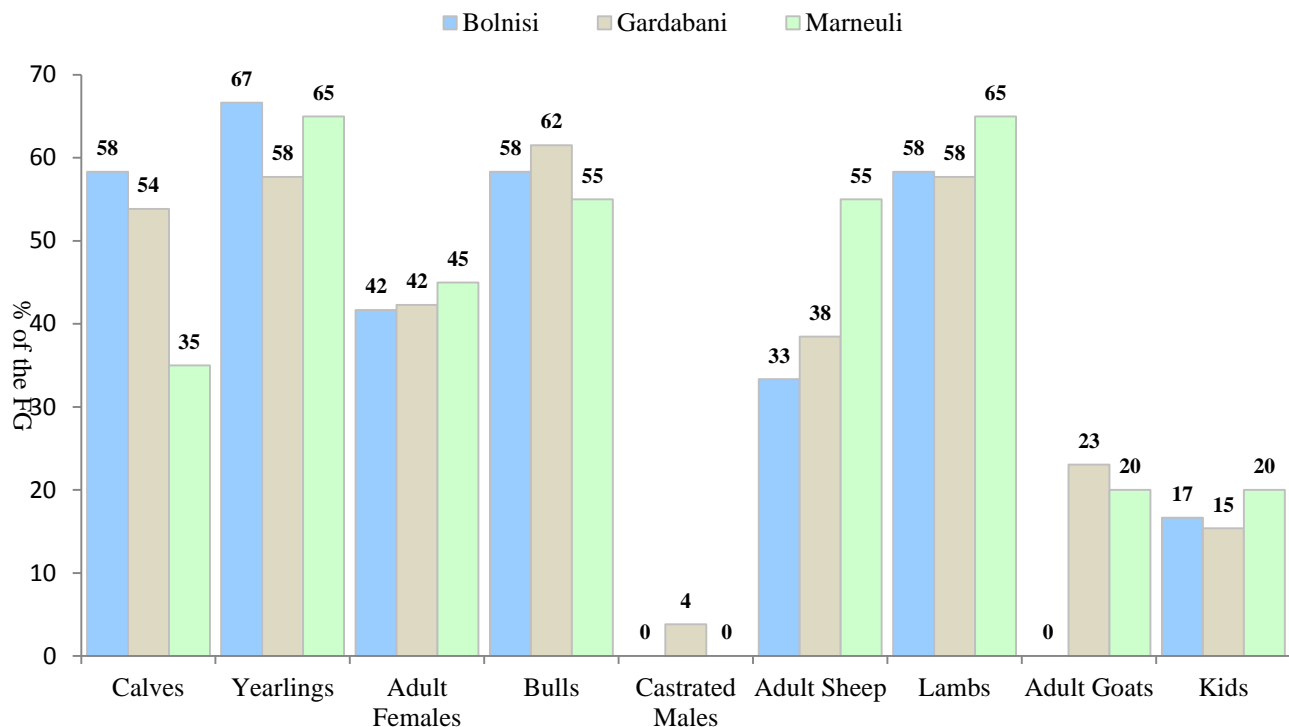


Figure 4.10: Focus Groups, who Consider the Following to be Important for Sale  
(% , importance of the livestock differences across Municipality)

The Livestock market in Marneuli is the main place to sell these cattle; this stays true for each municipality separately. People also commonly sell to local intermediaries (on average the % of focus groups selling to local intermediaries varies from 20% to 40% across different cattle).The least frequent sales are slaughterhouses. Figure 4.11 below shows the main trends.



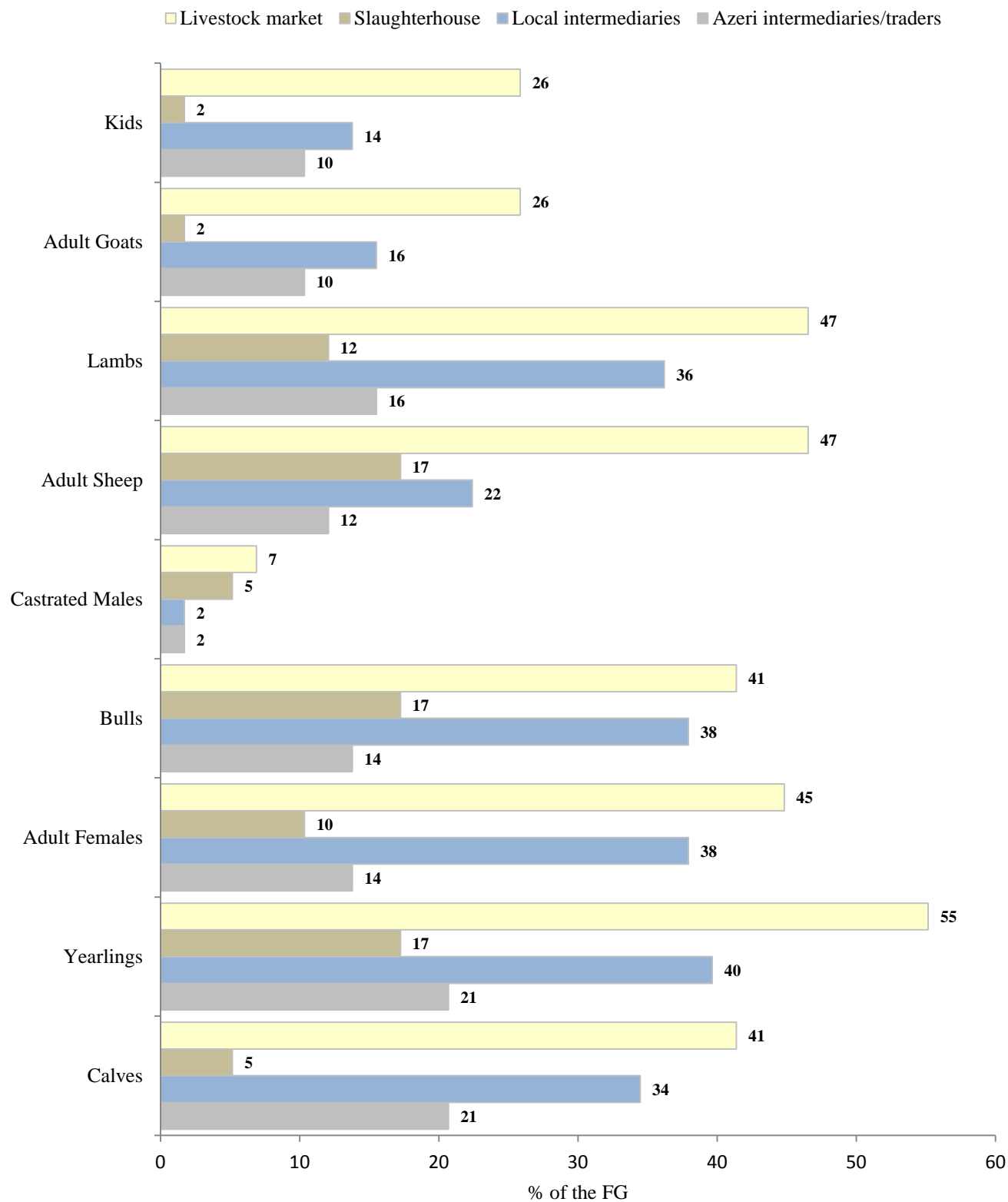


Figure 4.11: Focus Groups Naming Following Markets to be Important for Selling Livestock  
(%, importance of markets for selling livestock, general trend )

#### 4.15: What livestock product processing facilities exist in this area?

Farmers in target communities, from all three municipalities state that there are no facilities to process livestock products in the area.

#### 4.16: What makes it difficult for you to sell your livestock products? How does this affect you?

Despite the fact that slaughterhouses are scarce in the area, low prices for selling livestock are considered the main drawback for sale by farmers in all three municipalities. Figure 4.12 below shows the main trends.

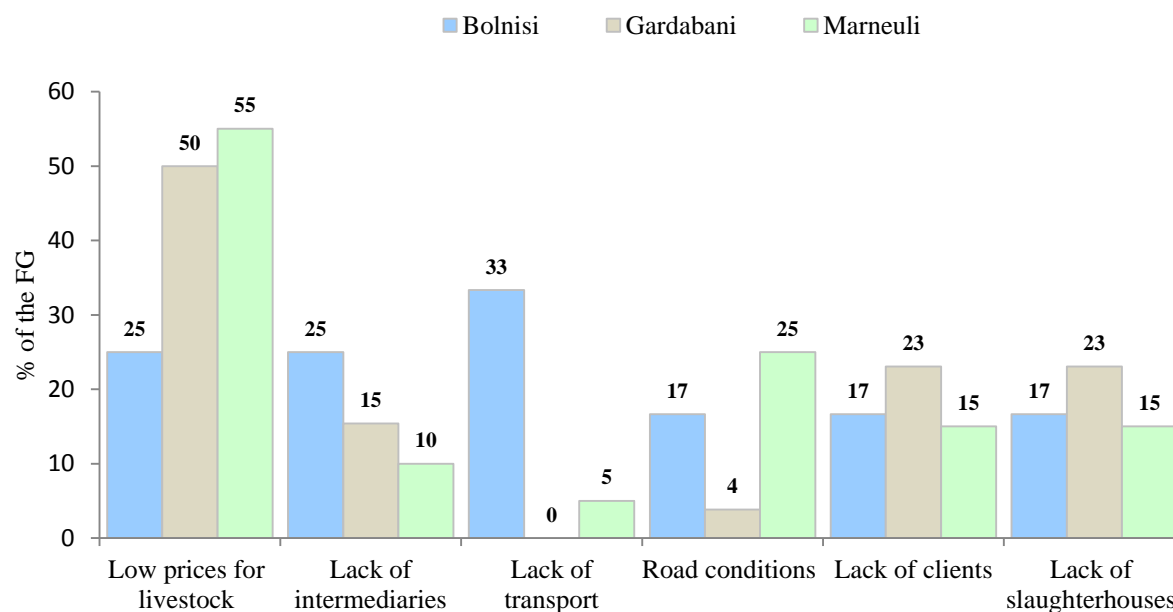
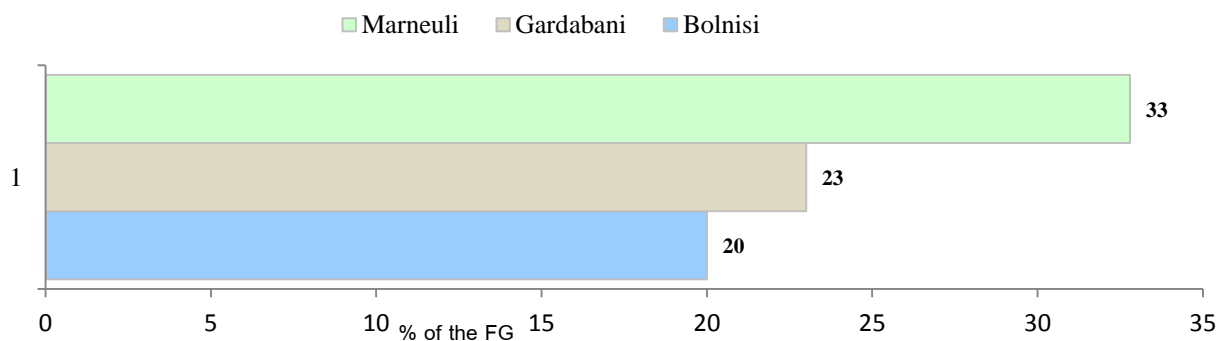


Figure 4.12: Focus Groups Naming Following to be the Drawback for Selling Livestock (%)

## Wool Marketing

#### 4.17: Do you own any sheep?(for the interviewer: write down the number of respondents who answer “Yes” to the question)

Sheep are more commonly possessed by farmers in Marneuli municipality than in the rest of the target municipalities, and the difference is quite significant. Figure 4.13 below shows this.



4.18: How many sheep do you have in your community?

Despite the fact that more Focus Groups from Marneuli municipality state that they own sheep rather than those from Gardabani or Bolnisi, the number of heads of sheep owned by communities is largest in Gardabani municipality. Answers to both questions suggest that sheep are the least common in Bolnisi municipality. Figure 4.14 below shows this tendency.

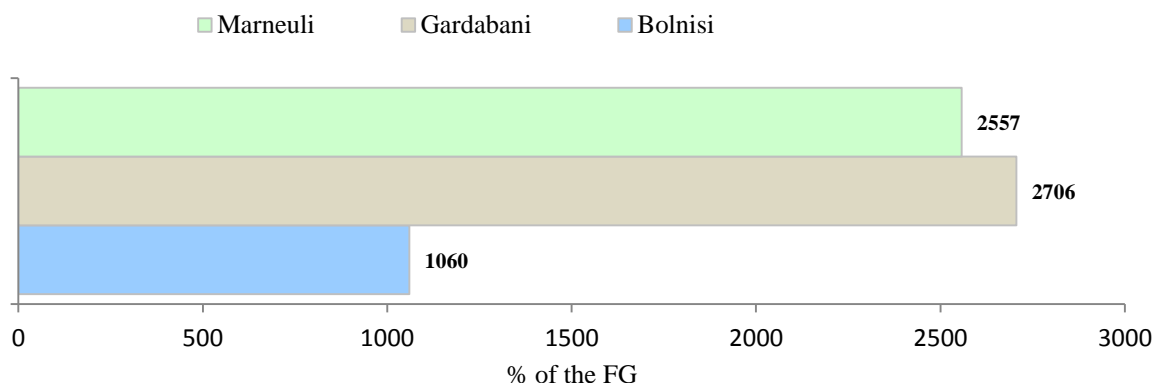


Figure 4.14: Average Number of Sheep per Community

4. 19: Do you sell wool?

(for the interviewer: write down the number of respondents who answer “Yes” to the question)

The figures for selling wool are negligible, only one focus group from Marneuli and two from Gardabani state that they sell wool. The rest state that they do not sell wool because it is difficult to wash.

4.20: Do you wash wool?

Farmers in target communities wash wool only when they need it for their own use or as a present.

4. 21: What prices are farmers getting for unwashed and washed wool?

Prices offered for unwashed wool vary from 1 to 2 Gel.

4. 22: Have you ever thrown wool away, or give it to your relatives and neighbours because you can't sell it?

(for the interviewer: write down the number of respondents who answer “Yes” to the question)

Roughly, 30% in each community state that they throw wool away, burn it or give to others. The main reason for this is lack buyers/market for unwashed wool.

4.23: What makes it difficult for you to sell your wool? How does this affect you?

Low prices and a lack of intermediaries are considered to be the main drawbacks for selling wool, in all three municipalities. But farmers also mention lack of sheep as a problem from the supply side. Figure 4.15 below shows the main drawbacks in demand.

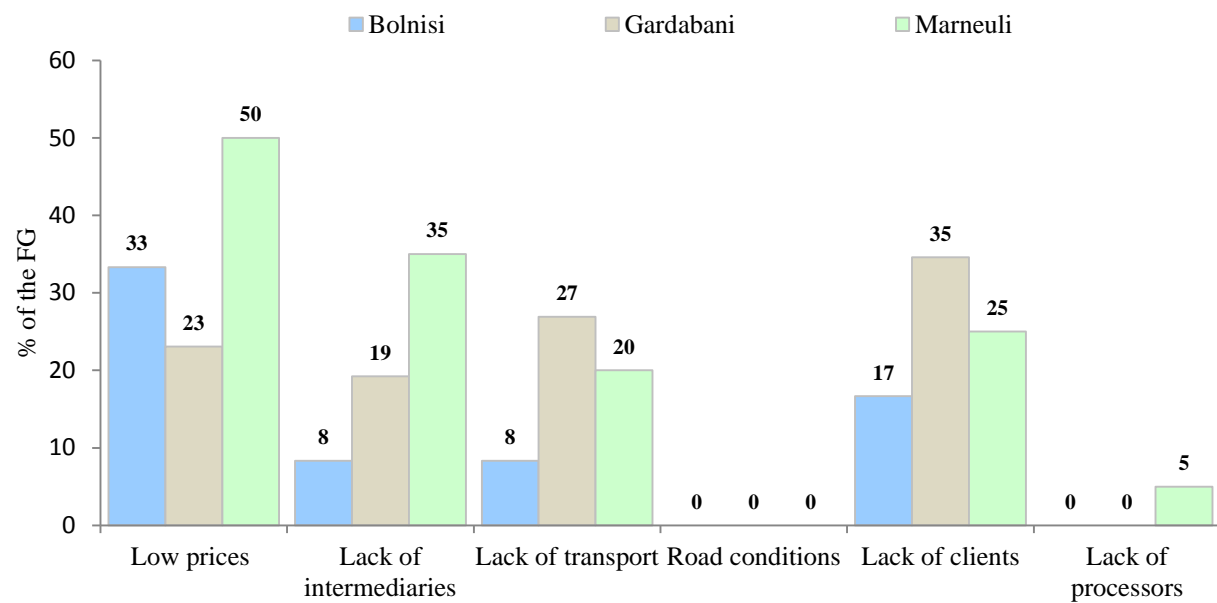


Figure 4.15: Focus Groups Naming Following to be the Drawback for Selling Wool (%)

Lack of access to pasture, degraded pasture and the distance to summer and winter pastures are considered to the main problems in the region. The following section illustrates problems connected with pasture in the three municipalities of the project area.

### 5.1 What kind of pasture is most important to you village, summer or winter?

76% of those interviewed regard the pastures in their villages to be the most important for them, but they do use and regard summer pastures as significant (55%) as well, and less frequently winter pastures (7%). The different trends in gender disaggregated data suggest that more women (86%) tend to refer to village pastures as the most important ones rather than men (66%), while opposite is true for more pastures 41% women and 69% men regard summer pastures to be of high importance, and no women focus groups have mentioned winter pastures while 14% of male focus groups still recognize the importance of them.

The only significant distinction across municipalities is that no focus group from Bolnisi municipality mentioned winter pastures to be important while 8% and 10% of focus groups from Gardabani and Marneuli municipalities respectively regard winter pastures to be of high importance. This is due to the fact that Gardabani and Marneuli have their own winter pastures (i.e. winter and village pastures coincide).

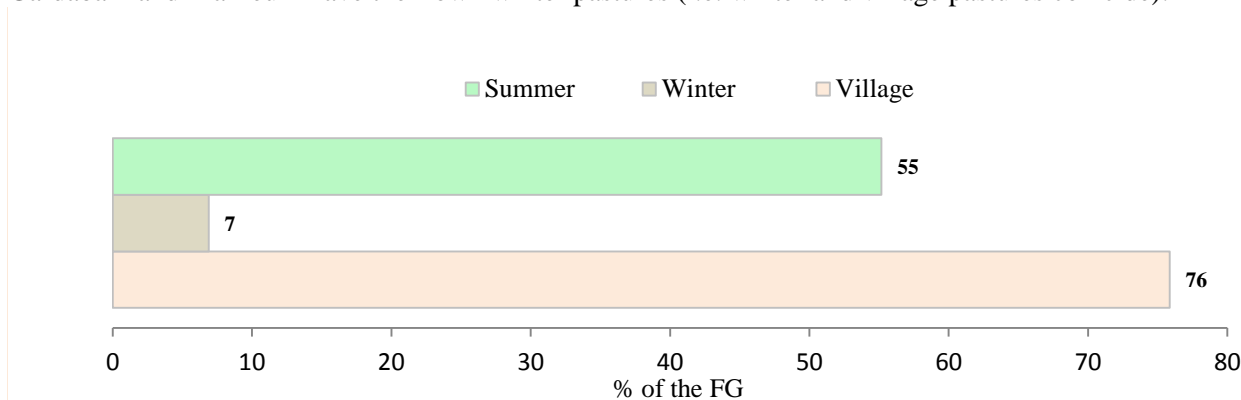


Figure 5.1: The Focus Groups Naming the Following Pastures as The Most Important (%)

### 5.2: Where is the pasture you use?

The answers for *what pastures are used?* follow the same trend as to the previous question *which pastures are the most important?* All of the women use village pastures, none are using winter pastures and a few use summer pastures. For men winter pastures are the least commonly used. Summer pastures are mainly located in Dmanisi and Tsalka municipalities.

### 5.3: When do you use it? (Insert months)

As mentioned in the previous answer, women do not use winter pastures at all. The summer pastures are used by both men and women roughly at the same time: from May till September. The village pastures are used by women from April till November, and by men the whole year.

### 5.4: Distance (km) from village.

Winter pastures, for residents of Gardabani municipality are easily accessible as they are situated close to villages. The distance to village pastures varies from 2 to 5 kilometres on average for all municipalities. (The

distance to winter pastures was not obtainable for Marneuli and Bolnisi municipalities). The average distance to summer pasture is 114 Km, and it varies across municipalities, Figure 5.2 below displays this variation:

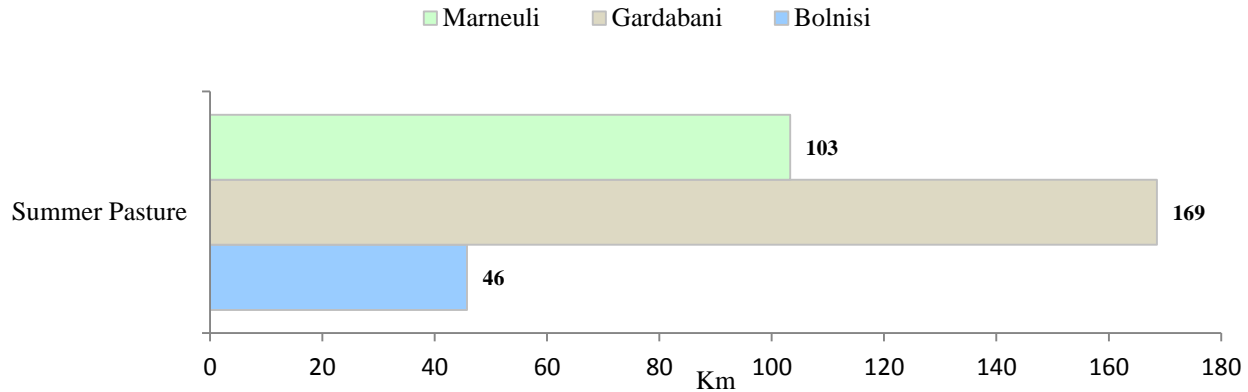


Figure 5.2: Average Distance from House to Summer Pastures  
(Km, municipality disaggregated data)

#### 5.5 Do you send your cattle to summer or winter pasture?

The tendency of the results on the question: *Do you send your cattle to summer or winter pasture?* Follows the same trend as to the previous question 5.1: *which pastures are the most important?* I.e. women tend to send cattle to nearer pastures, farmers from Gardabani do not send cattle to winter pastures. In addition, farmers from Bolnisi do not send cattle to winter pastures.

Table 5: Number of communities which send their Cattle to Following Pastures

	Village	Winter	Summer
Bolnisi	24	0	4
Gardabani	40	0	15
Marneuli	23	20	65

#### 5.6: What transport is used to access village, summer/winter pasture? (foot, tractor, truck etc)

Most of the people access different seasonal pastures on foot. Women travel on foot only, while in some cases in summer Marneuli and Gardabani men use trucks to access the pastures.

#### 5.7: What issues do you face in accessing summer/ winter pasture?

General availability, condition of pastures and transportation of cattle were named as the major concerns. The differences in results followed the general trend: women mostly talked about the general availability of village pastures, while transportation to summer pasture was more significant for men.

#### 5.8: Do you know who owns the pasture you use (e.g. government, private person/company, name of that person company)?

The common trend is that most village pastures are national government property, whilst most summer pastures are considered to be privately owned.

### 5.9: Do you pay anything to use the pasture and how much?

There was a high level of variation in the answers making the data hard to analyse, but what it did demonstrate was the lack of regulations in this area. Because of different ownership types - national/private, there is a different set of prices in which usually the national pastures are cheaper or even free.

### 5.10: How would you rate the condition of each type of pasture? Please describe the reasons (1= excellent (not degraded high quality, high yield); 2=good (etc); 3= acceptable, 4 poor, 5 catastrophe)

In all three municipalities more male FG's described summer pastures as being in poor condition 38% than female focus groups 7%. As for village pastures 7% of Female FG and 10% of male FG' described them as being in poor condition with lack of irrigation being cited as the reason. The comparison across municipalities illustrates that all types of pastures are in poor condition in Marneuli and are in the best condition in Gardabani municipalities. Figure 5.2 below pictures these differences in detail:

**Figure 5.3: % Focus Groups Assessing Following Pastures in Poor or Very Poor Condition**

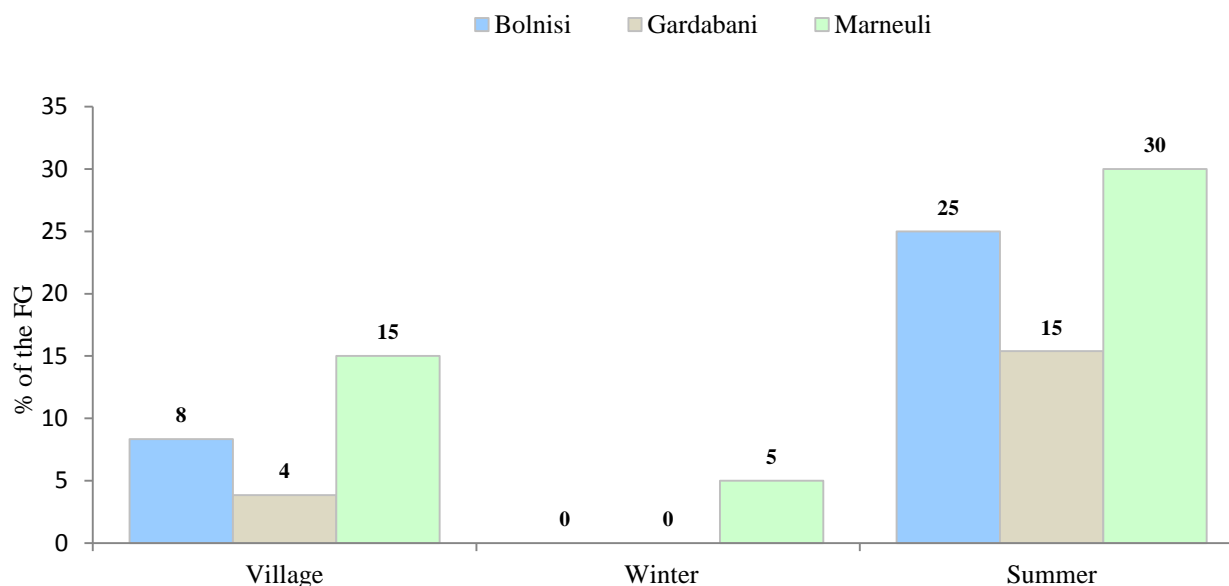


Figure 5.3: % Focus Groups Assessing the Following Pastures to be in Poor or Very Poor Condition

Farmers in the Kvemo Kartli region do not consider themselves to have highly reliable information sources. For most focus groups information obtained from other farmers was considered to be the most important source of information on farming techniques, market prices for cattle, sheep, and cheese and on dairy products. This section describes farmers' attitude to different sources of information. It describes the importance and reliability of information, and shows comparison across gender.

### 6.1: Do you have access to the following sources of information?

In all three municipalities, both men (86%) and women (97%) receive information from other farmers and to a lesser extent from official sources, such as radio, TV, newspaper, internet, etc. The percentage of farmers, who receive information from these sources, is below 50% on average. The municipally disaggregated data followed the same tendency and no particular trends could be captured. Across gender; in general more women say that they have an access to information from the listed sources than men<sup>10</sup>.

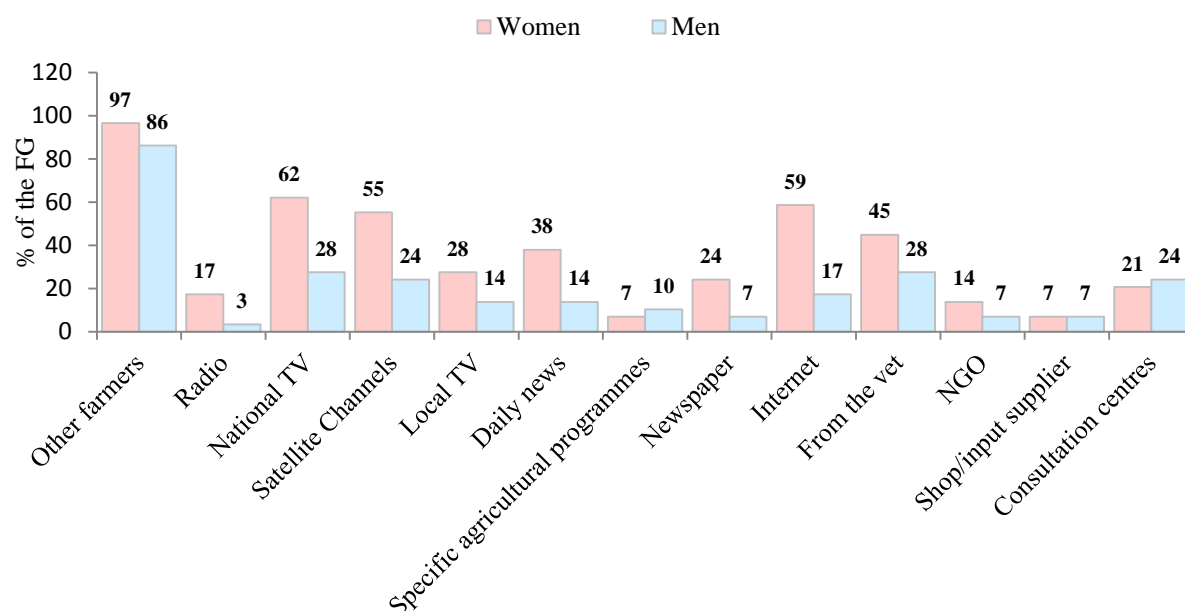


Figure 6.1: Access to the Following Sources of Information  
(% of FGs who answered regard following to be accessible)

### 6.2: How do you receive information and advice about farming techniques etc? (1 unreliable 4= very trustworthy)

Information obtained from other farmers is considered to be the most important information source for farming techniques. Figures 6.2 and 6.3 below show the percentages for importance and reliability.

<sup>10</sup> This is an interesting finding as women are often subject to being in a greater information vacuum than men and this differs from the previous programme area. Differences could be due to it being a more urban area and that in the Azeri focus groups teachers tended to attend as female representatives in the female focus groups who tend to be more linked to information.



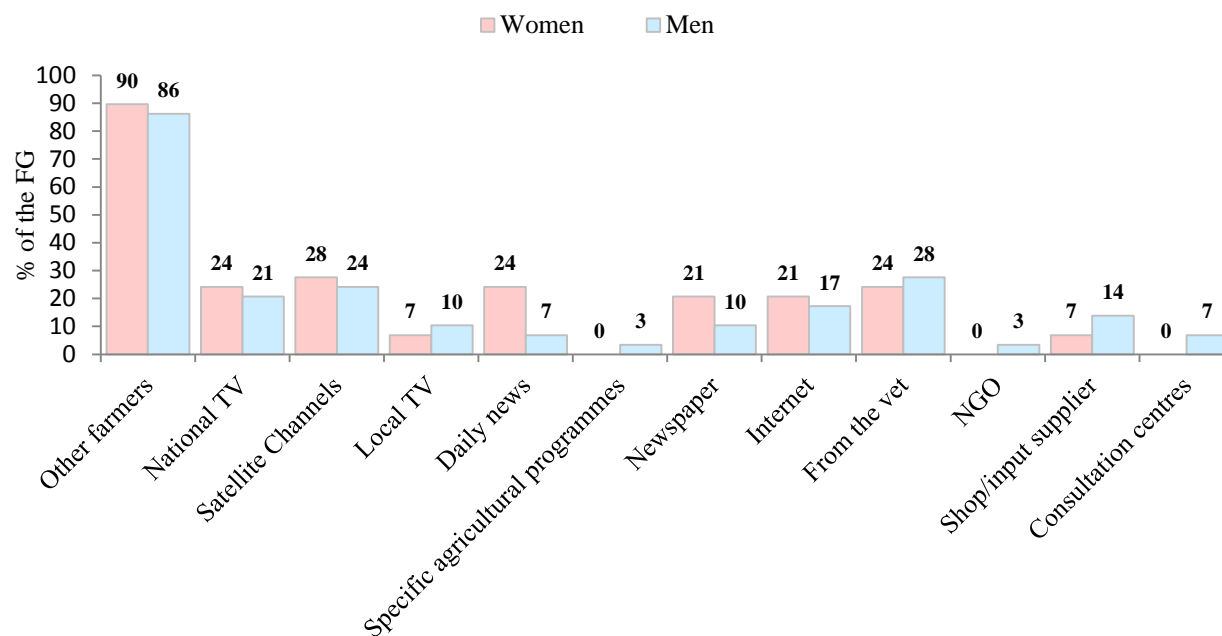


Figure 6.3: % of FGs Regarding the Following to be Important or Very Important

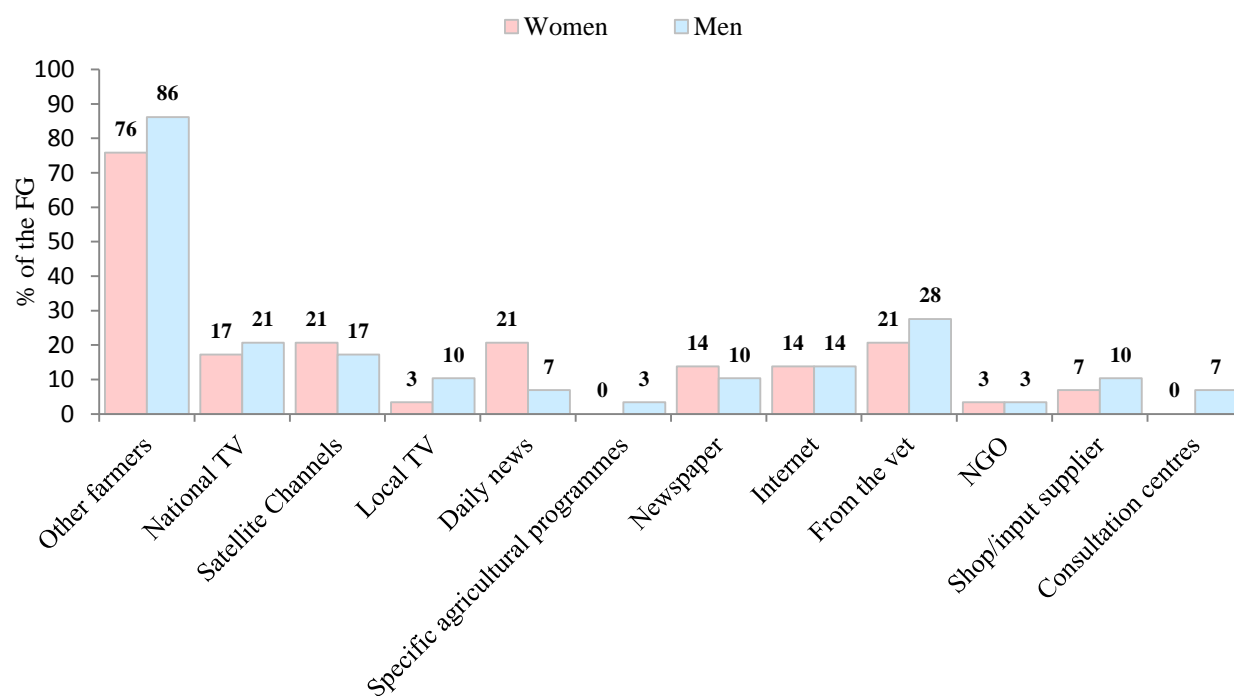


Figure 6.3: % of Those FGs who Answered Regard Following to be Trustworthy and/or Very Trustworthy

### 6.3: Where do you get information on market prices for cattle & sheep?

Farmers from the region receive information on prices for cattle and sheep mainly from other farmers and shops. The comparison across gender and municipalities did not show any important distinction or trend. Figure 6.4 below displays the reliability and importance of these sources for farmers (those sources which were not named as either important or reliable have been omitted):

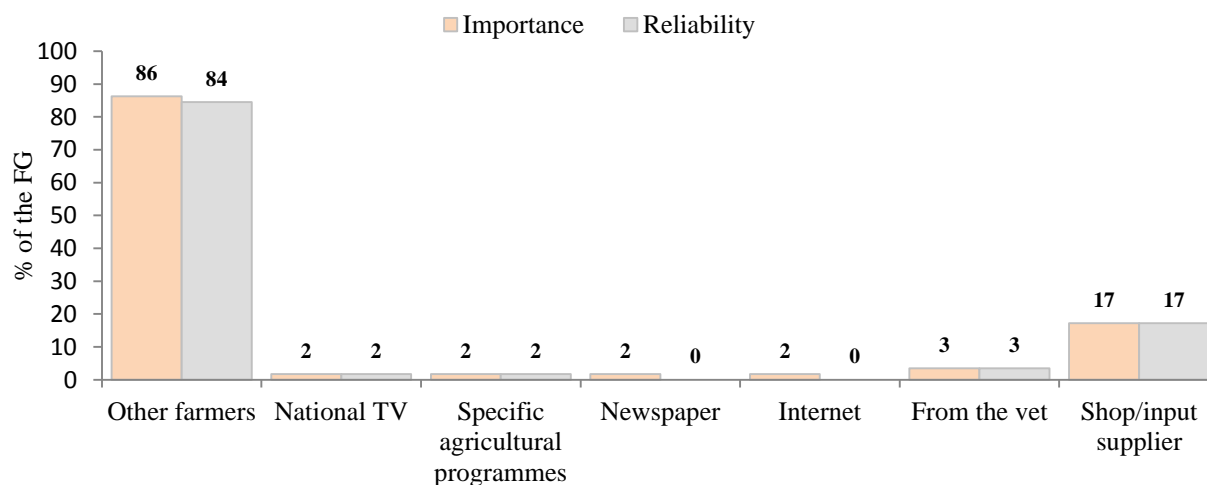


Figure 6.4: Focus Groups, which Consider that Following Sources of Information, are Important and Reliable for Cattle and Sheep Prices (%)

### 6.4: Where do you get information on market prices for Cheese & Dairy products?

To the similar question on the prices of cheese and other dairy products farmers answered practically the same way:

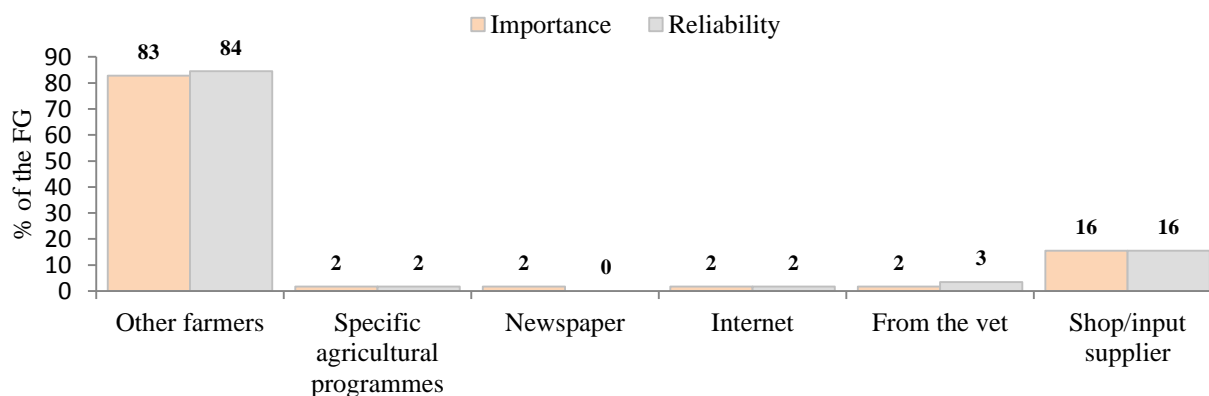


Figure 6.5: Focus Groups, which Consider that Following Sources of Information, are Important and Reliable for Dairy Product Prices (%)

6.5: Where do you get information on potential buyers/the market for your agricultural produce?

This question follows the same trend as those above.

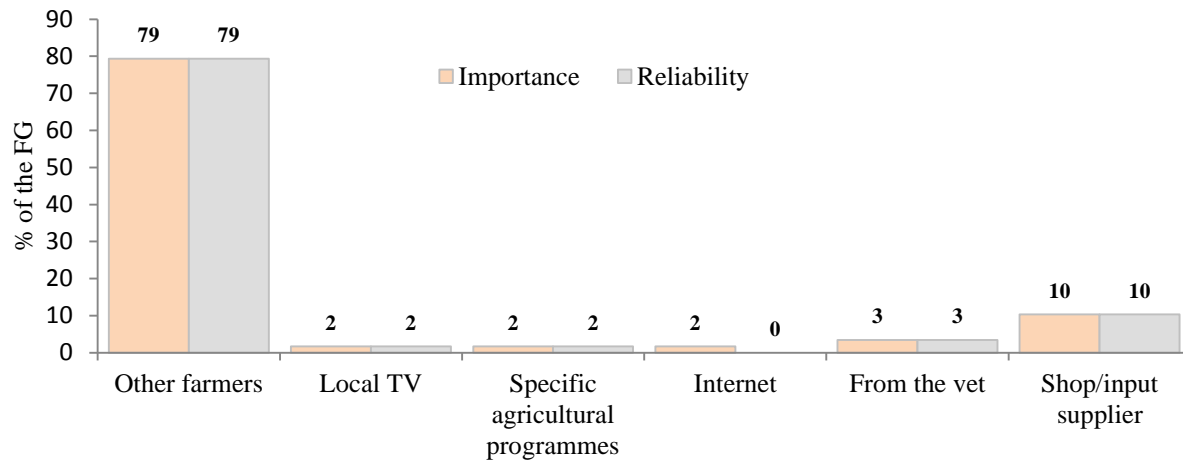


Figure 6.6: Focus Groups, which Consider that the Following Sources of Information, are Important and Reliable for Receiving Information on Potential Buyers/the Market for your Agricultural Produce (%)

6.6: What makes it difficult to access the information you need for you to produce, sell and buy goods, products and services for your livestock and dairy farming activities? (Ask WHY? To get to systemic constraints)

Although in terms of importance and reliability of the information the differences across gender were negligible, while looking at the obstacles to access information it seems that more men tend to have language barriers and lack of trust of the existing sources than women. It did not differ significantly across municipalities.

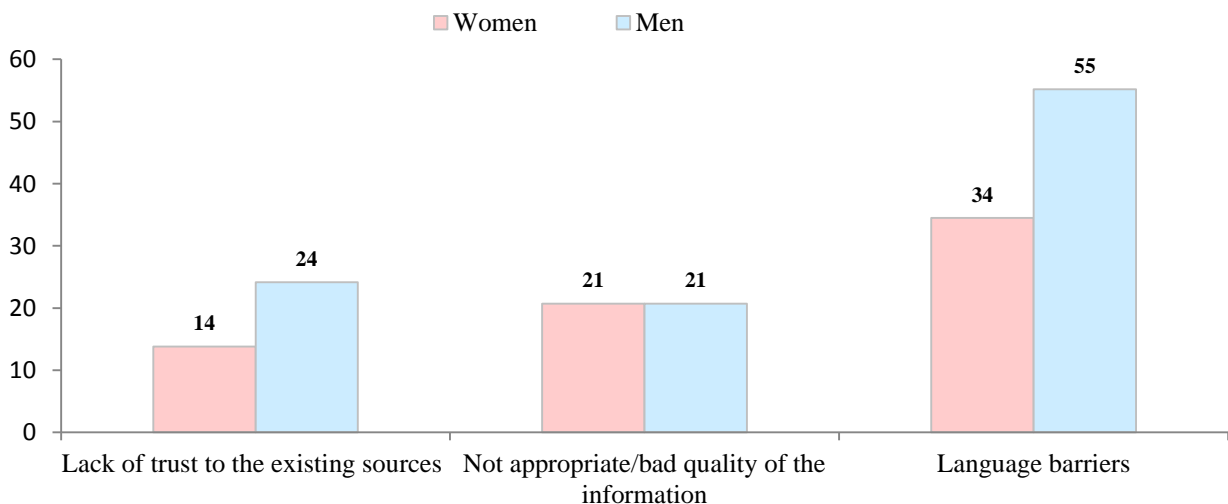


Figure 6.7: Focus Groups which Regard the Following to be the Main Obstacles for Accessing Agricultural Information for them

## 7. WEALTH AND POVERTY

The following section concentrates on wealth and poverty and describes the focus groups' perceptions concerning this.

*7.1: How would you describe small, medium and large farmers in this community?  
(Ask for numbers more directly then probe and discuss the general characteristics)*

From the summary of the Focus Groups data an average farmer possess from 7 to 8 milking cows, smaller ones 2 to 3, and large ones from 20 to 24 Farmers. No large difference in results is observed either across gender or across municipalities in results. The same figures for sheep are 49, 12 and 180 respectively. Figures 7.1, 7.2, 7.3 and 7.4 show focus groups perceptions of small, medium and large farmers according to these criteria.

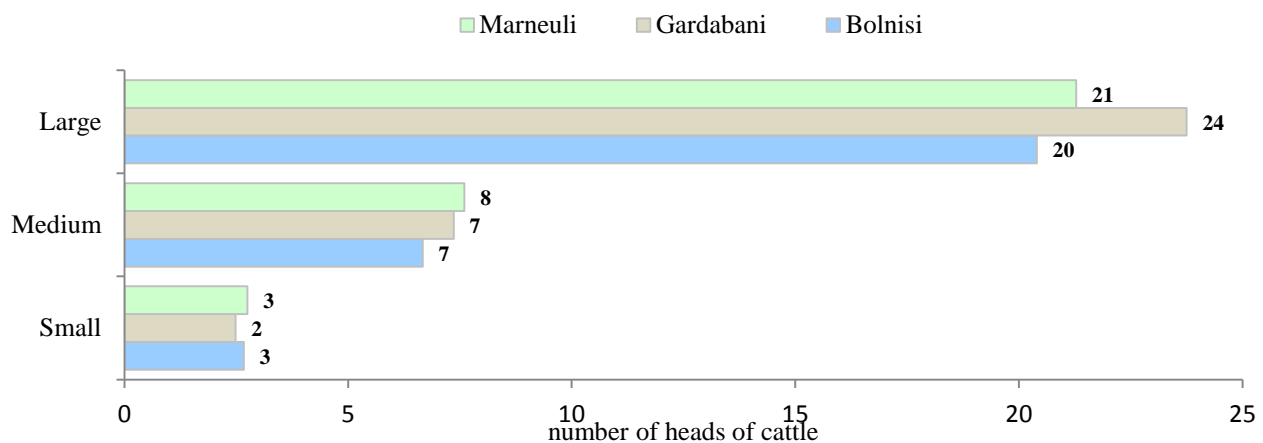


Figure 7.1: Average Number of Cattle per Household, in Each Municipality  
(# of cattle differences across Municipalities)

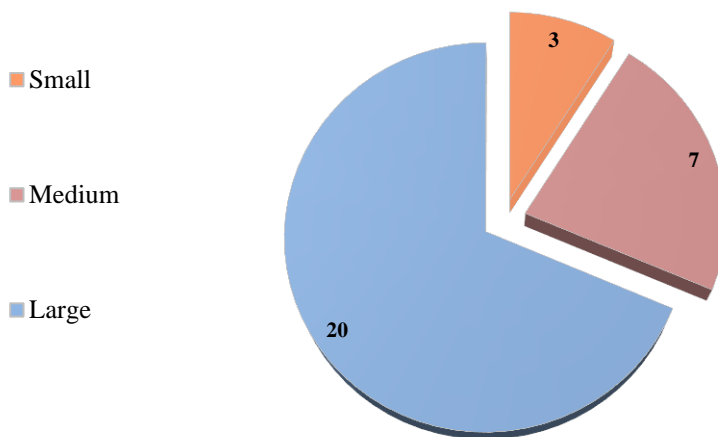


Figure 7.2: Average Number of Cattle per Household  
(# of cattle differences, general trend)

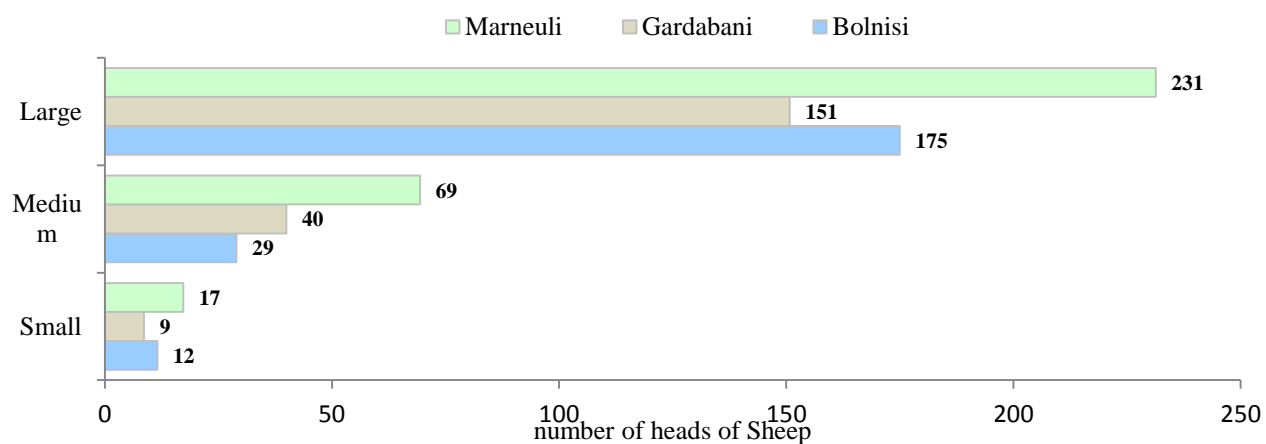


Figure 7.3: Average Number of Sheep per Household, in Each Municipality  
(# of sheep, differences across municipalities)

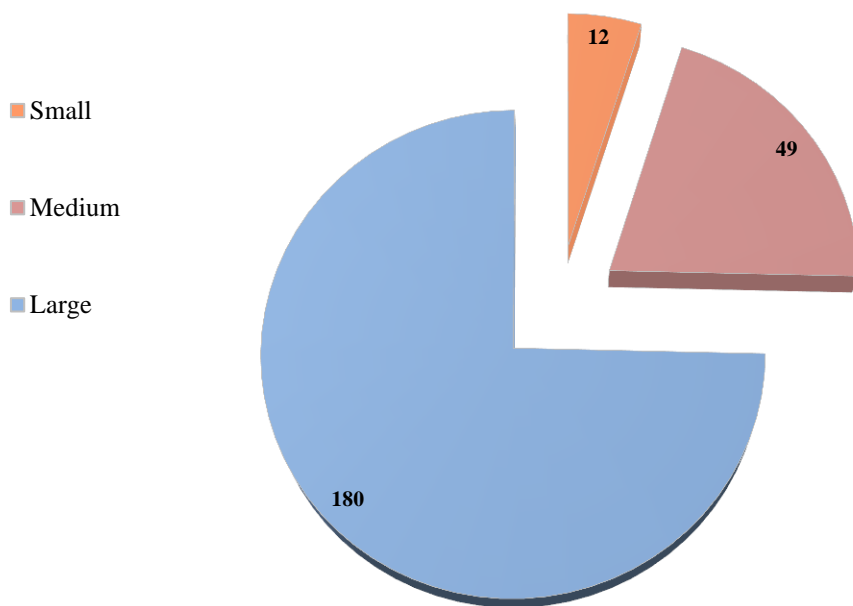


Figure 7.4: Average Number of Cattle per Household  
(# of sheep, general trend)

7.2: Approximately what % of the households in this community fall into each category?

According to these criteria and farmer perception 71%, 22% and 7% of population fall under small, medium and large scale farmers, respectively. Figures 7.5 and 7.6 below display municipal differences along with the general average picture:

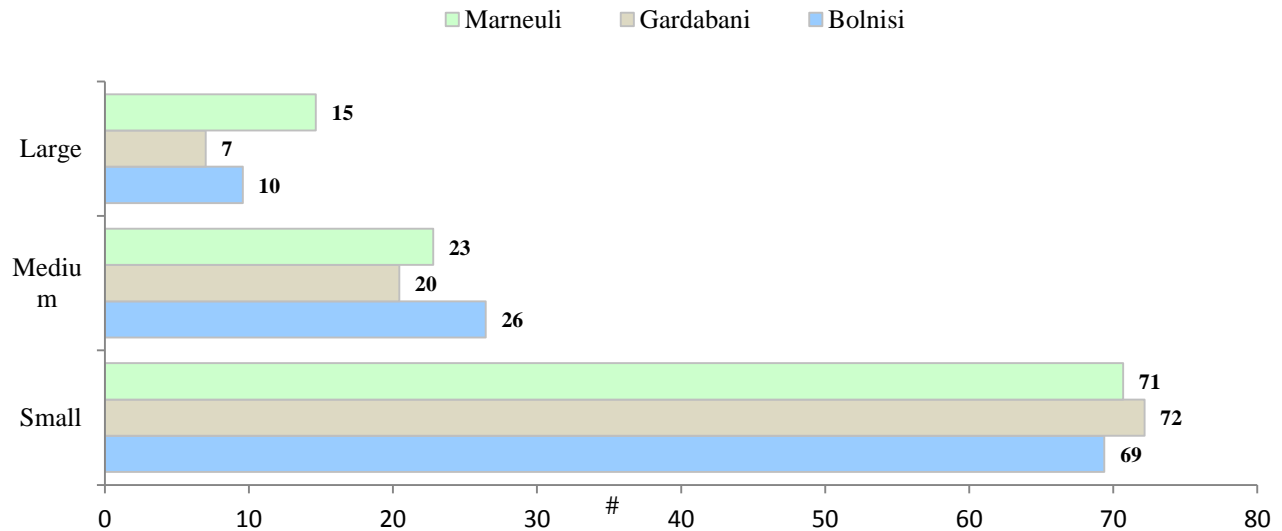


Figure 7.5: Average Percentages of Small, Medium and Large Scale Farmers, in Each Municipality  
(%, differences across Municipalities)

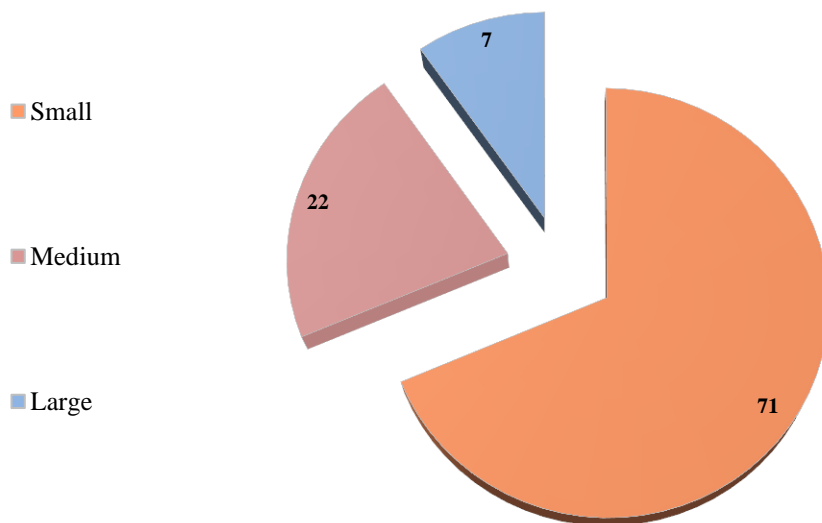


Figure 7.6: Average Percentages of Small, Medium and Large Scale Farmers  
(%, general trend)

## 8. GENDER

Male and female focus groups have different answers concerning the main income generating methods in their families. For women the main income generating methods for men are working on land/crops, while working for salary is mostly a source of income for women, and that the sale of dairy and other products is a source of income for men and women equally. Most male groups regarded the sale of dairy and other products, working on land/crops and working for salary as sources of income for both. However in response to the question ‘*who sells products*’ women sell wool and dairy products and control the money, while men sell calves, cattle and sheep and control the money. Note: Further gender assessment will be conducted by the programme.

8.1: What are the main income generating activities in your families; list for men and women.  
(e.g. livestock husbandry, processing, selling, cultivation)

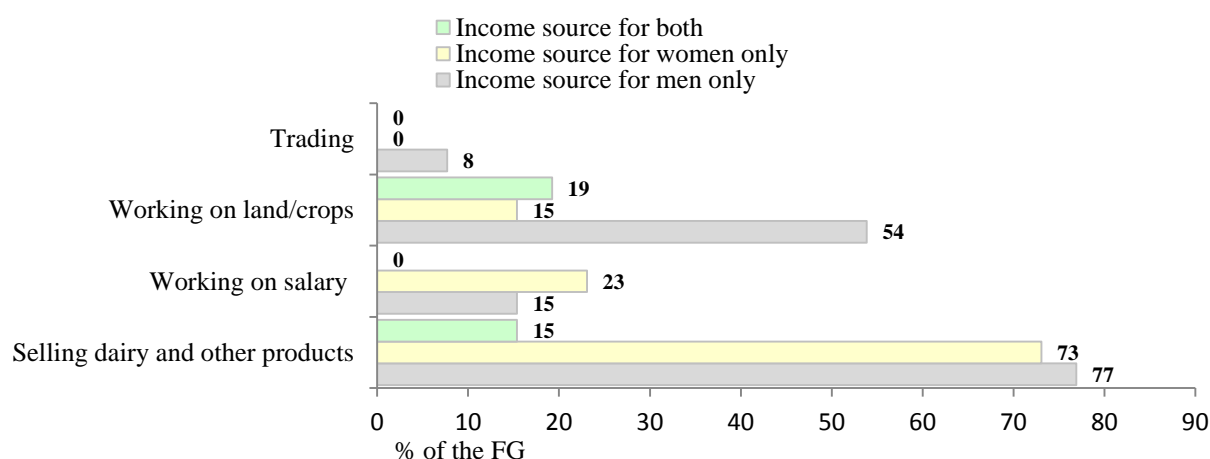


Figure 8.1: % of Women Focus Groups Naming Following Activities as Income Generating Sources for Women, Men and for Both

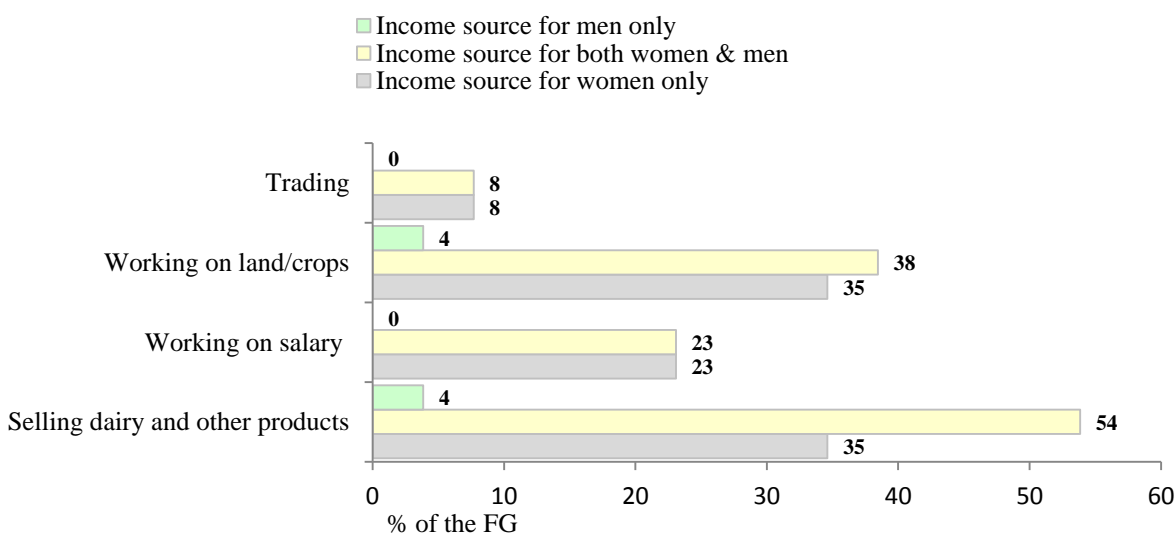


Figure 8.2: % of Men Focus Groups Naming Following Activities as Income Generating Sources for Women, Men and for Both

### 8.2: Whom does this money belong to?

In the 3 municipalities 59% of male groups and 43% of female groups declared that the money they made “belongs” to the household, 28% of men and 23 % of women said the money belongs to men and 13% of men and 35% of women said it belongs to women. (There were no conclusive differences across municipalities).

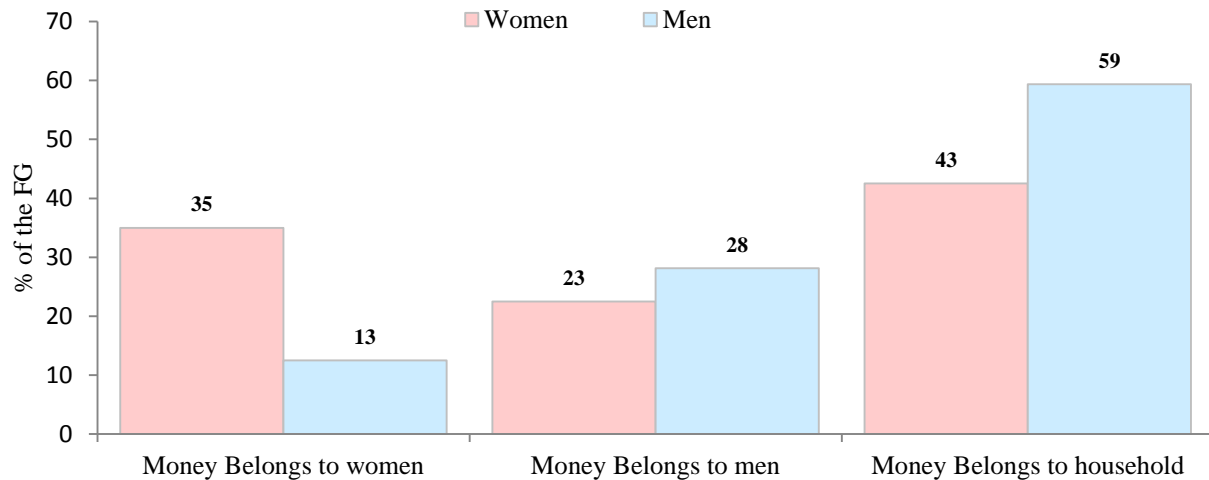


Figure 8.3: Focus Groups Indicating that Money Belongs to: men, women or household  
(%, women's & men's perceptions)

### 8.3: Who decides what to spend money on?

In the 3 municipalities 39% of male and 35% of female focus groups declared the money they made is spent jointly, 39% of women and 32% of men said that women decide how to spend and 26% of women and 29% of men said that men decide how to spend. (No informative/conclusive differences across municipalities) –

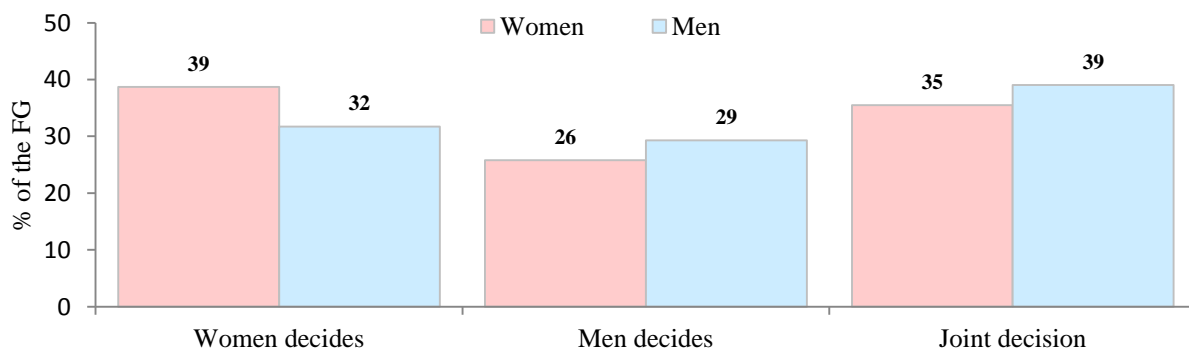


Figure 8.4: Focus Groups Perception on who Makes Decisions on what to Spend Money on  
(%, women's & men's perceptions)



#### 8.4: Selling Products:

Most of the focus groups said that women sell wool and dairy products and control the money, while men sell calves, cattle and sheep and control the money. There were several reasons given for this: including 'livestock transportation is men business, it's related to physical work, man is stronger so he should decide, the man is the head of family, a larger amount of money is controlled by men'. The Figures 8.5 and 8.6 and the Table 6 below describe this in detail, looking at different items for sale:

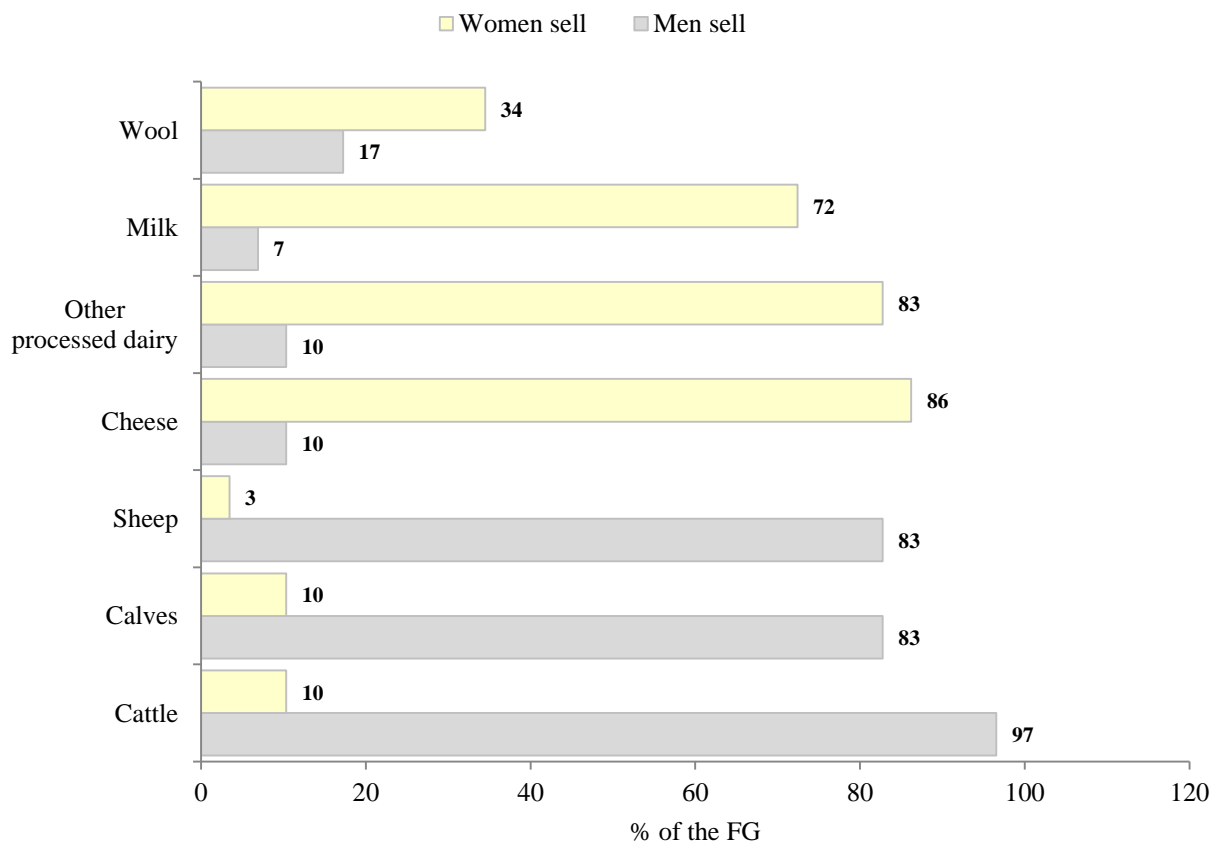


Figure 8.5: % Focus Groups that Name Following to be Responsible for Selling Products

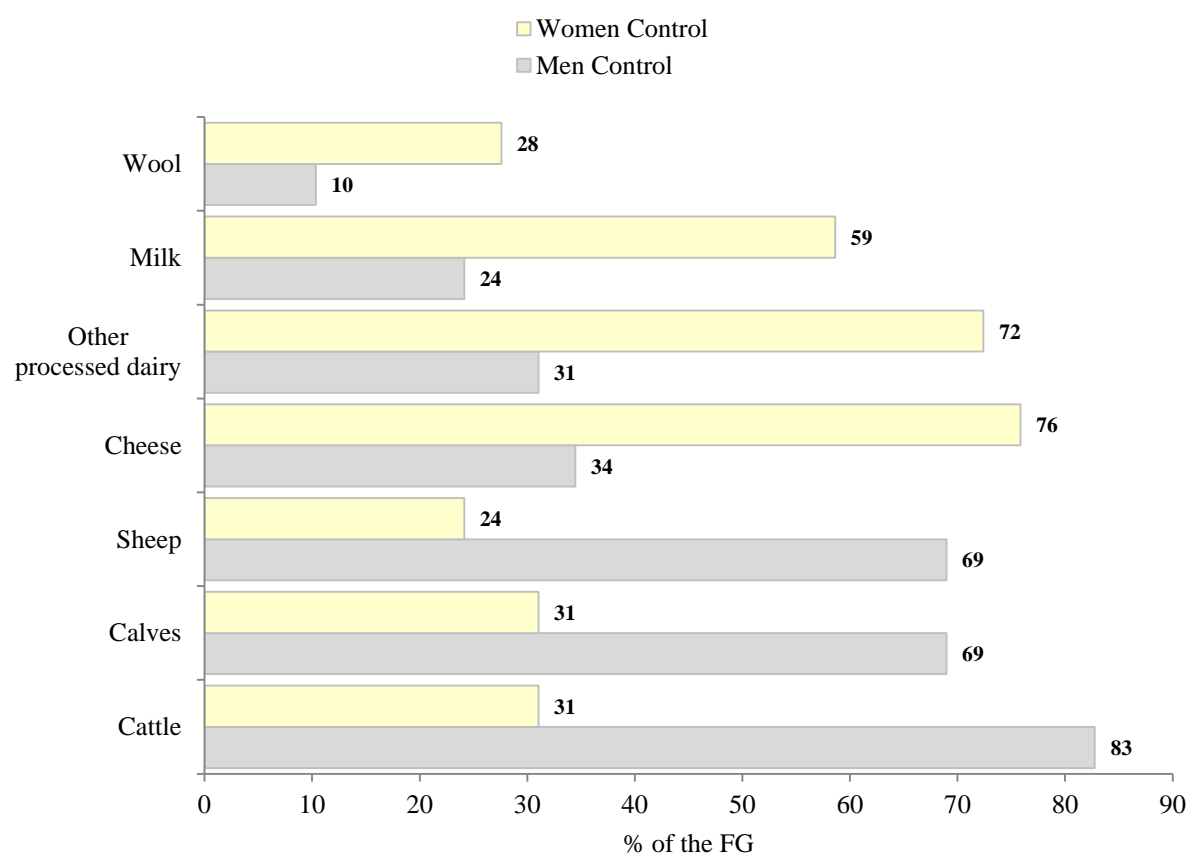


Figure 8.6: % Focus Groups that Name Following to Have Control over Income from Selling

Table 6: Women and Men Respondents who Sell Following Products, and the Reasons Behind it

Who sells following and why that person?	
Calves	The majority of the focus groups stated that men sell them and control the money, there was an interesting behavioural pattern “if livestock is sold from home, then women sell it”, which explains the role of men in controlling the livestock as the majority of livestock are sold in Marneuli Livestock Market.
Sheep	Again, men are dominant in selling and controlling the money earned, “man knows better”.
Cheese	Here, women are the most dominant, “women have the monopoly”, “it is women's business”, “women are more aware of dairy product prices”, “it's easy to transport to the market that's why women take care of it”.
Other dairy products	
Raw milk	The same is true for: <i>Other dairy products and Raw milk</i> : women control this market, “it's women's business”, “women are more involved”.
Wool	80% indicated that it is more of a women's job: “women are more involved”.

Distribution of vouchers, which occurred last year, seems to be the major activity, which farmers remember concerning government support to agriculture. Contact with government representatives is not very common or easily accessible for farmers. Attendance at community meetings is also not frequent, especially for women. The following section mainly concentrates on farmers' attitudes towards the government, their level of contact with the government and their awareness of official representatives.

### 9.1: What specific activities does the government carry out to support agriculture in your community?

Only a small number of respondents think that the local government does anything significant in the communities: 28 out of a total 58 (11 women and 17 men focus groups). The most frequent answer was that the government distributes vouchers to farmers; renovation of infrastructure (roads) and irrigation systems by the government was also mentioned. Table 7 below portrays the government activities mentioned in the focus groups, for different municipalities and for both genders in detail:

Table 7: Activities Performed by Government Representatives in Target Communities, in order to Support Agriculture

	Men	Women
Bolnisi	<ul style="list-style-type: none"> <li>- Vouchers</li> <li>- Village development programme</li> </ul>	<ul style="list-style-type: none"> <li>- Vouchers</li> </ul>
Gardabani	<ul style="list-style-type: none"> <li>- Vouchers</li> </ul>	<ul style="list-style-type: none"> <li>- Vouchers</li> <li>- Renovates infrastructure (roads)</li> </ul>
Marneuli	<ul style="list-style-type: none"> <li>- Vouchers</li> <li>- Pasture management</li> <li>- Irrigation systems</li> <li>- Information dissemination</li> </ul>	<ul style="list-style-type: none"> <li>- Vouchers</li> </ul>

### 9.2: Are you aware of any local and/or national government plans for agricultural development?

In two municipalities, Gardabani and Bolnisi, both male and female respondents agreed that they have no information about the national government plans for agricultural development. But in Marneuli both genders said that the government had been distributing information regarding vouchers and farmers groups/cooperation.

### 9.3: Are you aware of any changes in the law which may affect you directly or your markets?

In the project area most male and female respondents do not know anything regarding changes in law, which may affect them directly.

### 9.4: Who do you approach if there is a problem relating to agriculture in your community?

In the project area the majority (83%) of male and (75%) female focus groups believe that anyone can approach the village representative in case of any problem with agriculture. The rest of the female (25%) and male (17%) focus groups said that they never approach anybody regardless of the type of an agricultural problem.

9.5: Do you have regular contact with government officials?(1 = never; 3 = frequently)

More men have regular contact with the government representatives than women in Marneuli and Gardabani, but in Bolnisi both genders have the same level of contact with the government officials. Also should be noted that farmers from Bolnisi municipality approach the village rep less frequently than those from the other two municipalities. Figure 9.1 describes the frequency of visits and contact with the government representatives, across municipalities and gender:

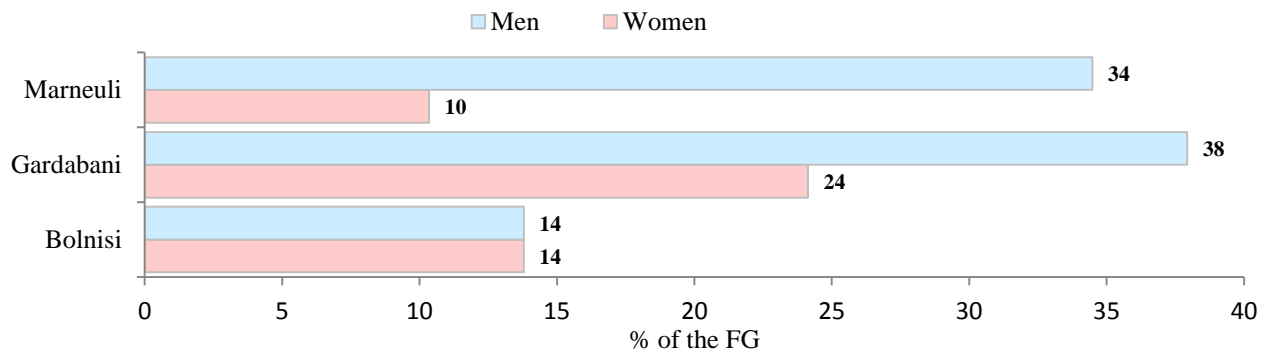


Figure 9.1: % of Focus Groups Having Contact with Government Officials Regularly  
(Comparison across Municipalities)

9.6: How frequently do you visit Municipality building?

Similar to the contact with government representatives, men are also more active in visiting Municipal buildings (apart from in Bolnisi municipality where it is low for both genders). Figure 9.2 describes the frequency of visits, across municipalities and gender:

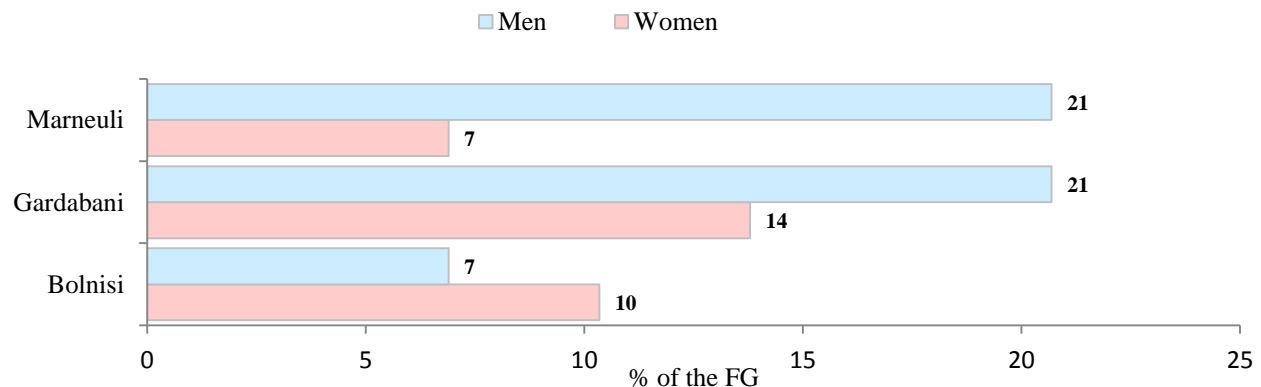


Figure 9.2: % of Focus Groups Visiting the Municipality Buildings at Least Once a Year

9.7: *Do you attend community meetings? How many meetings have you attended during last year?*

9.8: *Do you attend municipality meetings? How many meetings have you attended during last year?*

Women's attendance at community meeting is lower than that of men 16% as opposed to 36%. As for attendance at municipal meetings only 2% of FFG's and 10% of MFG's mentioned that they attend. The main reason given for the difference is that women feel less welcome in the meetings.

9.9: *What kind of services and supports provided by your municipality do you get?*

The most frequent answer on the municipality help issue was again vouchers' distribution. Table 8 below portraits government activities mentioned in the focus groups, for different municipalities for both gender in details:

Table 8: Activities Performed by the Government in Target Communities to Improve Local Livelihoods

	<b>Men</b>	<b>Women</b>
Bolnisi	<ul style="list-style-type: none"><li>- Vouchers</li><li>- Village development programme;</li></ul>	<ul style="list-style-type: none"><li>- Vouchers;</li></ul>
Gardabani	<ul style="list-style-type: none"><li>- Vouchers;</li><li>- Information dissemination;</li></ul>	<ul style="list-style-type: none"><li>- Vouchers;</li><li>- Irrigation systems;</li><li>- Cleaning channels;</li><li>- Issues related to water supply</li></ul>
Marneuli	<ul style="list-style-type: none"><li>- Vouchers;</li><li>- Vaccination of cattle;</li><li>- Social aids and social aid programme</li></ul>	<ul style="list-style-type: none"><li>- Vouchers;</li><li>- Vaccination of cattle</li></ul>

## 10. DRR

Animal diseases, severe winter and drought are considered the most important DRR issues in the target communities. It is difficult for farmers to remember or to answer the questions regarding the assistance on DRR issues from government. This section concentrates on DRR and gives a picture of it across the target communities.

*10.1: When was the last (fill in the disaster)? How bad was it (1 – very minimal damage to 5 – so bad everyone was affected)?*

Drought is regarded to be the major disaster in target communities by 60% of interviewed farmers, for both men and women. Less severe but still important are regarded to be severe winters (34%) and livestock diseases (34%). Figure 10.1 below displays these figures separately for each municipality:

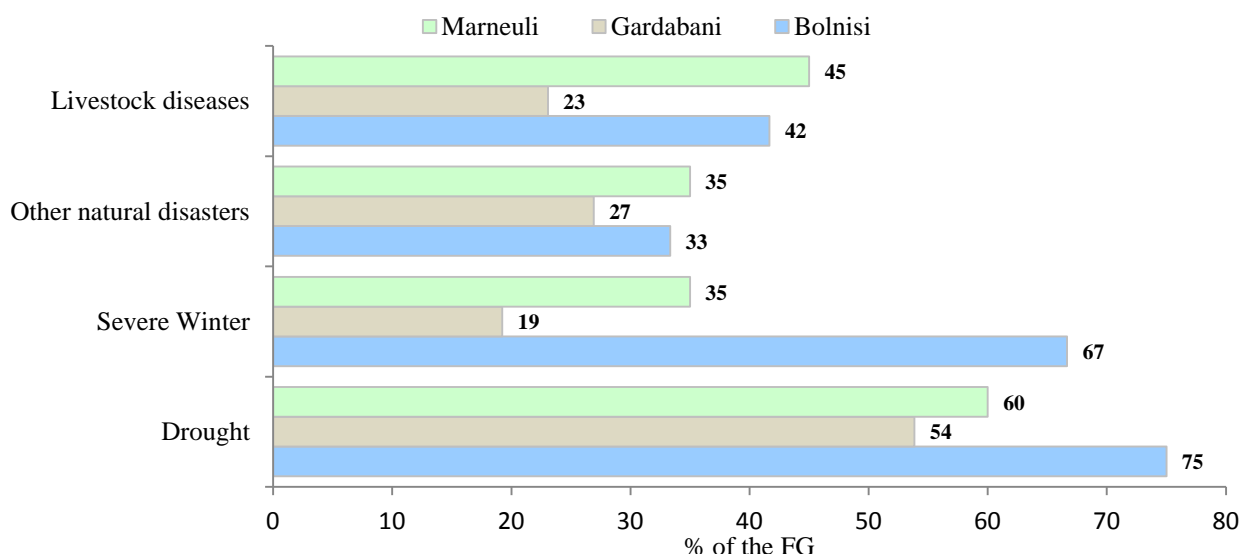


Figure 10.1: The Focus Groups Naming Following Disasters to be Severe or Very Severe the Last Year (%)

*10.2: If livestock diseases have occurred (q. 10.1) please name the disease and say what affect it had on you?*

Anthrax and Foot and Mouth diseases were named as the most widespread in target communities. Farmers say that the main effect on them is that their cattle die. See Table 9 below:

Table 9: Number of Livestock Diseases Cases across Municipalities % of FG's

	Gardabani	Bolnisi	Marneuli
Foot and mouth	54%	42%	50%
Anthrax	35%	17%	5%
Brucellosis	31%	8%	10%

### 10.3: Who helps/does something in the incidence of livestock disease outbreak?

Local and regional government/NFA are those who most frequently help farmers from target communities in case of a disaster. Some farmers also name local businesses, NGOs and neighbours as the source of help. Figure 10.2 below demonstrates the sources of help in case of a disaster occurrence in detail, separately for each municipality:

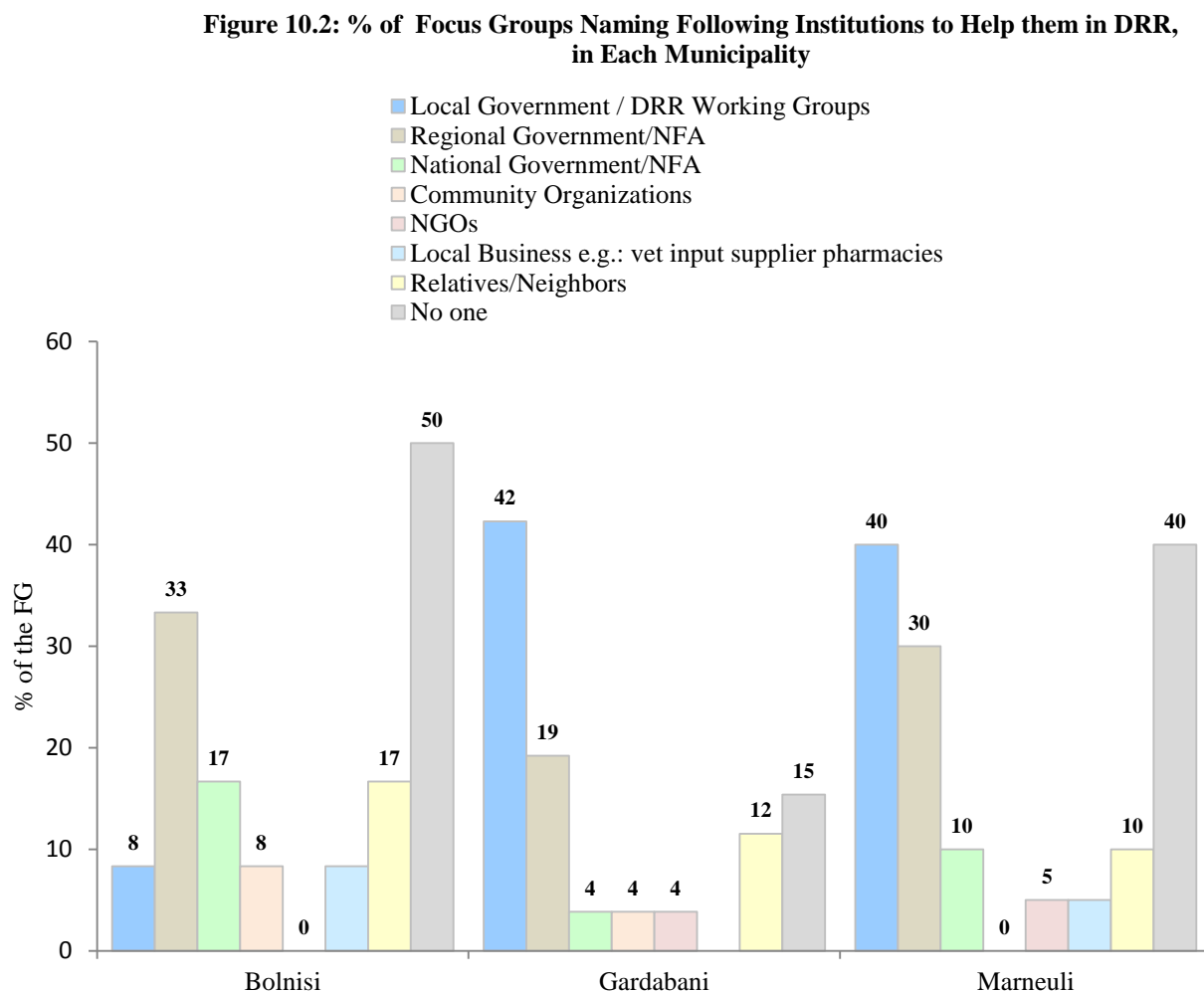


Figure 10.2: % of Focus Groups Naming Following Institutions to Help them in DRR, in Each Municipality

### 10.4: Have you ever received any disaster assistance from any of these bodies?

People in 7 communities noted that because of livestock diseases they lost cattle.<sup>11</sup> 12 % in Gardabani, 3% in Bolnisi and 4 % in Marneuli named that they received free vaccination and consultation services.

<sup>11</sup> Communities where cattle deaths are mentioned: Damia Georarkh, Kasumlo, Kapanakhchi, Sadakhlo in Marneuli municipality. Agtakla and Sartichala in Gardabani municipality and Bolnisi in Bolnisi municipality.

## 11. COMMUNITY PRIORITIES & WRAP UP

### 11.1: What are your main priorities for agricultural development in your community?

The leading priorities of the 3 municipalities are pasture land and water related problems (including drinking water but mostly irrigation). Also mentioned frequently were breed improvement, machinery, veterinarians/vet pharmacies and MCC's. In Bolnisi and Marneuli only men presented breed improvement as the priority.

Table 10 below portrays community priorities mentioned in focus groups, for different municipalities in detail (results do not vary much across gender). Table 11 restates the main livelihoods as stated by the FG's in order of priority.

Table 10: The Priorities of Target Communities

Bolnisi	Gardabani	Marneuli
<ul style="list-style-type: none"> <li>❖ Pasture</li> <li>❖ Water irrigation/supply</li> <li>❖ Machinery</li> <li>❖ Breed Improvement</li> <li>❖ Veterinarian/Pharmacy</li> <li>❖ Public Transport</li> </ul>	<ul style="list-style-type: none"> <li>❖ Pasture</li> <li>❖ Water irrigation/supply</li> <li>❖ Breed Improvement</li> <li>❖ Veterinarian/Pharmacy</li> <li>❖ Machinery</li> <li>❖ MCCs</li> <li>❖ Livestock Production</li> <li>❖ Mill</li> </ul>	<ul style="list-style-type: none"> <li>❖ Pasture</li> <li>❖ Water irrigation/supply</li> <li>❖ Breed Improvement</li> <li>❖ MCCs</li> <li>❖ Road Conditions</li> <li>❖ Veterinarian/Pharmacy</li> <li>❖ Machinery</li> </ul>

Table 11: The Main Significant Sources of Income as Stated by FG's Across Municipalities

Bolnisi	Gardabani	Marneuli
<ul style="list-style-type: none"> <li>❖ Beef</li> <li>❖ Dairy</li> <li>❖ Potatoes</li> <li>❖ Cereals</li> <li>❖ Vegetables/Pigs</li> <li>❖ Beekeeping</li> <li>❖ Timber</li> </ul>	<ul style="list-style-type: none"> <li>❖ Beef</li> <li>❖ Dairy</li> <li>❖ Hay</li> <li>❖ Vegetables</li> <li>❖ Pigs</li> <li>❖ Poultry</li> <li>❖ Sheep</li> </ul>	<ul style="list-style-type: none"> <li>❖ Beef</li> <li>❖ Dairy</li> <li>❖ Vegetables</li> <li>❖ Hay</li> <li>❖ Pigs</li> <li>❖ Sheep</li> <li>❖ Poultry/Tree Fruits</li> </ul>