

# Illustrated Results of Gender and WEE of the ALCP

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*This document shows an illustrated compilation of results and impact achieved by the ALCP programme in the themes of Gender and Women Empowerment (WEE) during 2011-September 2020. Namely, the results have been disaggregated by Gender Mainstreamed interventions which cover Dairy and Veterinary sector and Gender overt intervention covering women's access to municipal decision-making and access to finance through the Municipal Women's Rooms*

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## Timeline for the ALCP dairy intervention



2011	2012	2013	2014	2015	2016	...2020
<p><b>Baseline:</b> Few HH's sell raw milk. Prices for milk swing wildly. Milk is adulterated and contaminated. Sales are uncertain. Unregistered cheese enterprises have a high risk of being shut down. Lead firm milk collectors are leaving huge debts of non payment to farmers. Women produce home made cheese, spending time &amp; resources.</p>	<p><b>After 1 year:</b> Many women switch to selling raw milk &amp; are trained in FS&amp;H by the factories. Enterprises pay more for clean supply. Not cheese making they save time and money &amp; have greater peace of mind.</p>	<p><b>After 2 years:</b> Many suppliers begin to invest more in veterinary treatments, nutrition and improved breeding, seeing the benefits of selling raw milk. <b>Other entities copy the ALCP facilitated business model (crowding in).</b></p>	<p><b>After three years:</b> Suppliers are confident within secure supplier relationships. They start to invest in their cattle business buying new cows and renovating sheds. They start to invest in children's welfare, education, clothing, food and even leisure activities. Women are accessing finance. Their status improves in the home and community level.</p>	<p><b>After 4 years :</b> Enterprises begin to invest in herd health with vet checks and tests. Farmers diversify their income sources and continue to make larger investments in milk production some invest in hay land. Some suppliers open new businesses like bakeries &amp; beauty salons.</p>	<p><b>After five years :</b> The Dairy market is more formalized. Supermarkets play a huge role in cheese sales. Products diversify, export begins. <b>89% of beneficiaries are women.</b> They report general sense of well-being and a positive expectation of what their lives should be based on improved quality of life</p>	

## Women's Economic Empowerment - Dairy

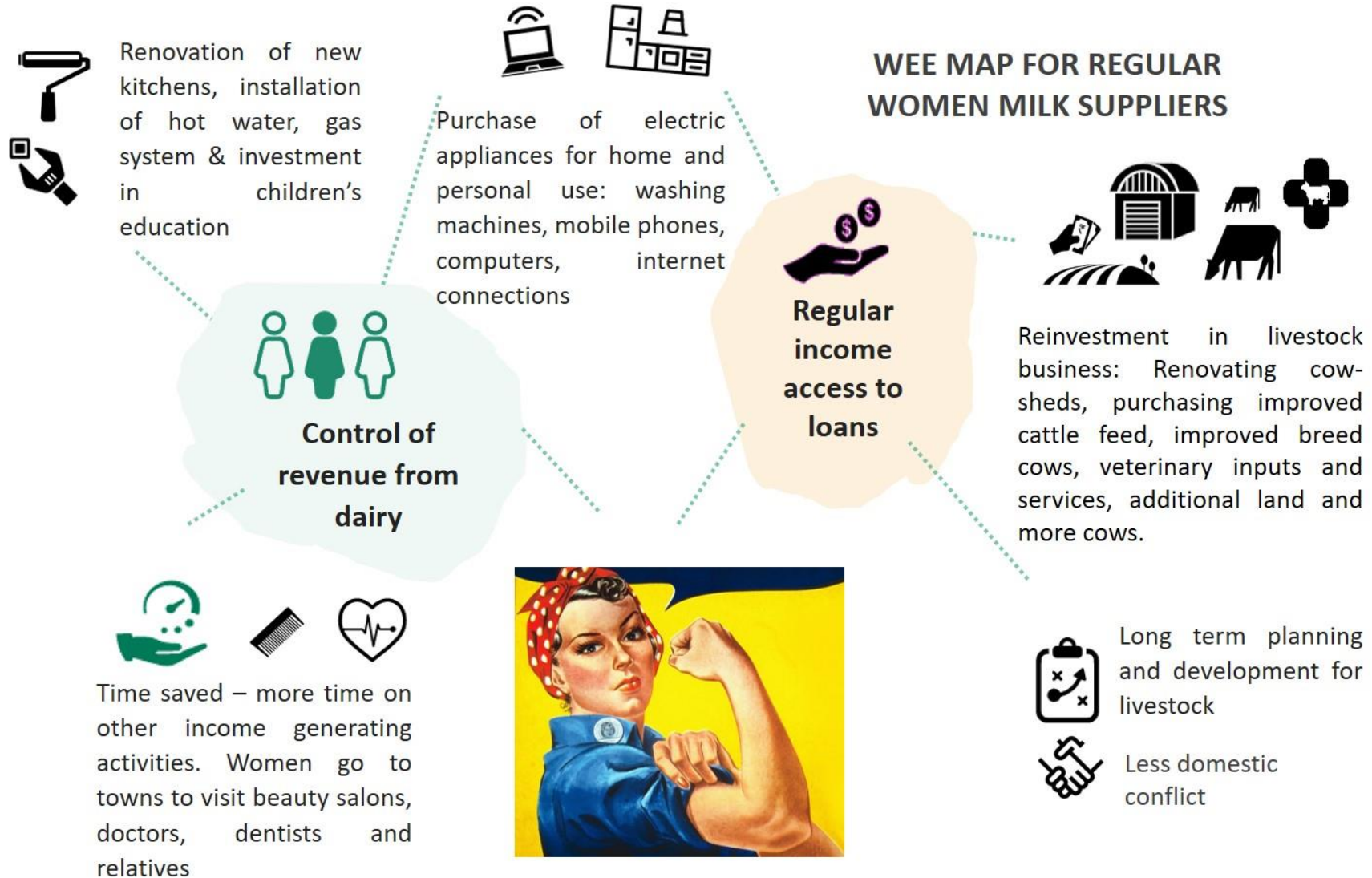
Before the cheese factory, there was no cash in the village. Now, we have a stable income and some free time. I took a loan and bought more cows; I also bought a milking machine on a zero interest loan and it saves me three hours a day. One woman opened a new shop and another a bakery



### She has supplied milk to an ALCP supported milk processor since 2012

- Generated **11,270 USD** additional income: Saved: **5,355 hours** (approx. 233 days)
- Has **ten milking cows**
- Has more time and money for spending on children's healthcare and education
- Has better access to finance
- Reinvests in land, livestock and infrastructure
- Has a better sense of well-being

## WEE MAP FOR REGULAR WOMEN MILK SUPPLIERS



## JOBS CREATED THROUGH THE DAIRY SECTOR



Employees don't feel stressed at work, compared to the previous job they had.



Tasks and responsibilities are properly delegated, teams have good relationships with each other



Employees are informed by their managers about the success of the enterprises and are very proud and motivated to do their best for their future development.

158 74 84

FULL TIME EQUIVALENT JOBS CREATED  
IN 41 ALCP DAIRY ENTERPRISES



THE MAJORITY OF EMPLOYEES (80%) AND PARTICULARLY WOMEN ARE SAVING AND INVESTING MONEY IN THEIR CHILDREN'S EDUCATION, RENOVATION OR BUYING HOUSES



DAIRY ENTERPRISES HAVE A HIGH  
STAFF RETENTION RATE



Workers do not require a diploma to be hired by the dairy enterprises



Employees have contracts which make them feel secure and act as a guarantee when taking Banks loans.



Enterprises pay salaries in advance when employees' need it.



Employees have paid vacation and sick leave.

## FEMALE FARMERS BENEFIT FROM USING MILKING MACHINES

### ATTRIBUTION TO THE PROGRAMME

The development of the dairy sector has affected farmers who have started to invest more in their livestock business; *buying milking machines* is an example of this. This investment is attributable to the ALCP amongst ALC beneficiaries through improved access of farmers to information through media and training about FS&H through facilitated dairy enterprises. ALCP facilitated satellite vets who have very close linkages with rural women have also been consistently providing information about *Roki's* milking machines and the benefits of using.



Over the past six years the number of shops and distributors selling milking machines has doubled



Female farmers<sup>3</sup> are now saving more than an hour when milking five cows. It now takes 20 minutes/five cows before it took an hour and a half. They use the saved time and energy for other activities



On average the interviewed shops sell 30 milking machines per year<sup>1</sup>; The number of milking machines sold in the majority of the shops has increased from 10 to 50% over the last year;



With milking machines female farmers get cleaner and safer milk

**1,140**

Milking machines have been sold by the programme facilitated entities *Mac-Mot Ltd* (machinery supplier) and *Roki Ltd* (veterinary supplier) for the last six years<sup>2</sup>; 55% have been sold through in-store zero/ low interest loans



Copying is common between farmers by those who see others who own and use milking machines.



20% of the interviewed farmers bought milking machines in Turkey as their price was 200 Gel cheaper/each



75% of interviewed machinery shops offer in-store interest free loans to farmers for buying milking machines through *Credo Bank*.

<sup>1</sup> Imported from China and Turkey

<sup>2</sup> The price ranges from 1,100 to 4,900 Gel depending on capacity

<sup>3</sup> In-depth interviews were held with nineteen farmers (twelve ALCP beneficiaries and seven who are making cheese by themselves. 80% of the interviewees were female farmers.) who use milking machines in Kvemo Kartli, Samtskhe Javakheti, Ajara. The desk research of milking machine suppliers revealed fourteen agricultural machinery shops (among them two are the programme clients) who are the importers/retailers of milking machines and were interviewed by the programme to capture milking machine sales, their demand and farmers' behavior changes. The majority of answers to the questions were homogenous, therefore the programme staff stopped further conducting the interviews.



**Nationwide**  
gendered access



**Tailored gendered services**

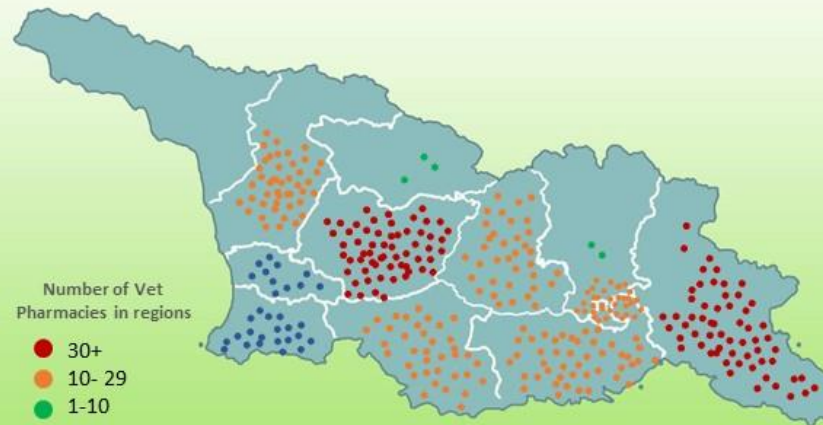
✓ Quality ✓ Choice ✓ Trust



Hotline services,  
sms, in-store advice  
& credit

# VETERINARY INPUTS

362 ROKI Vet pharmacies across Georgia



**A GENDER MAINSTREAMED  
INTERVENTION AT SCALE**  
Supporting Function: Veterinary Inputs  
(2012-2016)



442,444 rural HH's



57% of HH's with  
women members served



Reduced disease,  
mortality &  
unproductivity



Increased  
Milking



Weight gain



6 million USD



## Fostering Gender Balance in the Veterinary Business

After the programme's facilitation of Roki's new business plan and establishment of satellite vets in villages, Roki started to think about gender initiatives as good for business. Roki has adopted strategies to recognize, recruit, retain, and promote women, through trainings and has increasing the number of women customers.

Farmers of Future

ଆନ୍ଧ୍ର ପ୍ରଦେଶ  
ସ୍ତ୍ରୀମାନଙ୍କ  
ସମ୍ବଳ

Female farmers feel motivated to become members of Farmers of the Future Association (Roki's NGO arm) and receive access to vet consultations, trainings, books, get SMSs on preventive activities and livestock diseases

Roki is trying to address a challenge of inclusion of female ethnic minorities, particularly in Muslim communities, into the trainings.

Has striven towards becoming female farmers oriented business

Has hired female vet consultants, vets and agronomists

Has helped women in attending trainings and encouraging them to use the offered services



**375 → 3170**

INCREASE IN THE NUMBER OF Farmers of Future Association FEMALE MEMBERS

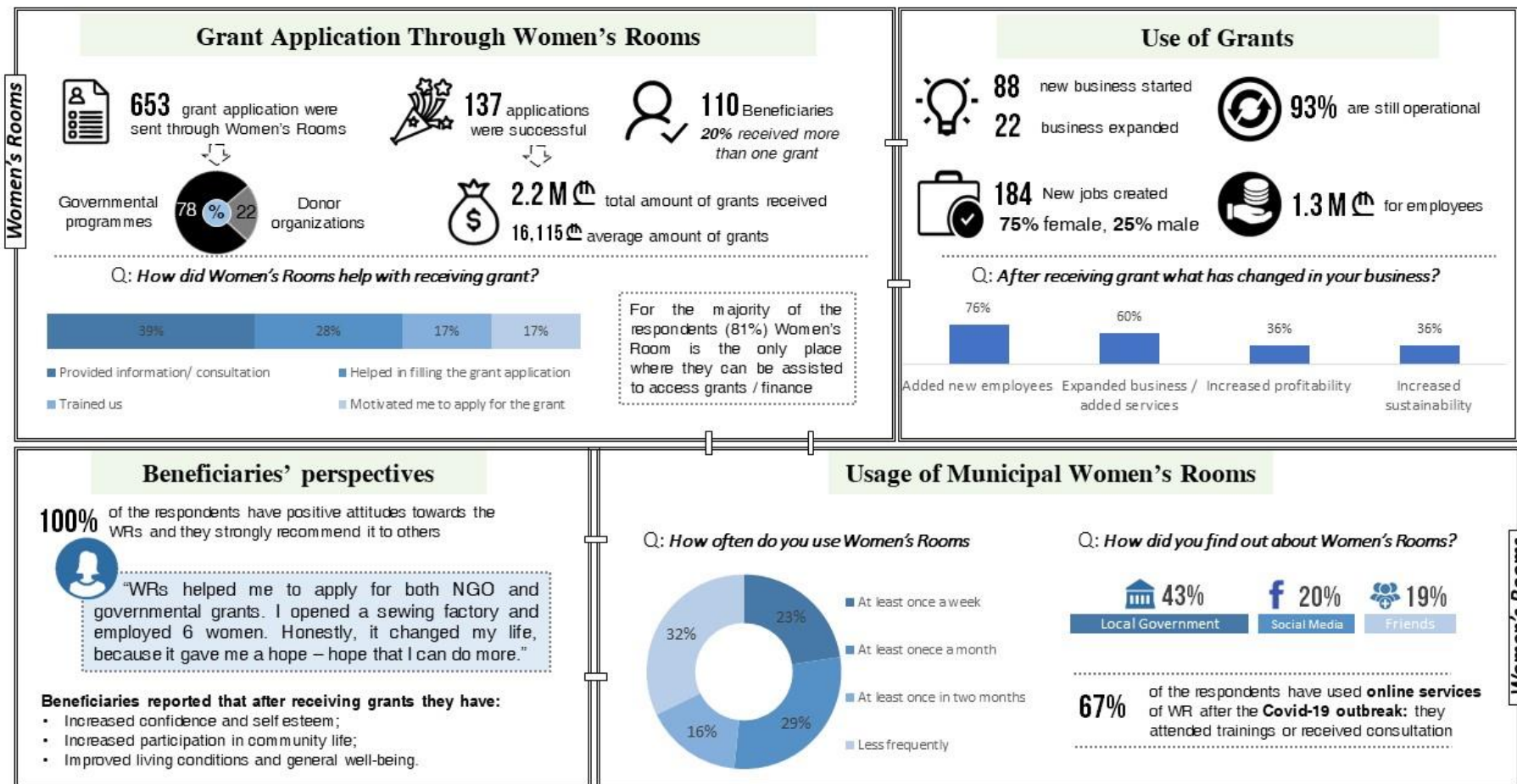
**% ↑ 41 / 10**

INCREASE IN THE NUMBER OF FEMALE PARTICIPANTS OF TRAININGS

Hotline/ DAY

**80-110**

**67% Women**



Evaluation of the Impact of Women's Rooms Access to Finance component 2017-2020

# HELPING WOMEN ACCESS FUNDS

The Women's Rooms support their visitors in planning and fulfilling their own activities and backs them in communicating with local government

**29 WOMEN'S ROOMS**



**\$2,779,470**  
IN TOTAL OBTAINED THROUGH WOMEN'S ROOMS



**126**

Jobs Created through  
The Women's Rooms



**112**



**14**

**482** (Government Small Grants Programme) business proposals submitted by 267 women and 215 men 2016-2018;  
**88** funded - **\$402,000**



**714**

projects/initiatives funded through **Municipal Budgets \$2,062,451**;  
Out of which: **80 Kindergartens**  
**301 Water Points**

**16** women's business projects worth **\$67,000** funded by **other donors** through Women's Rooms

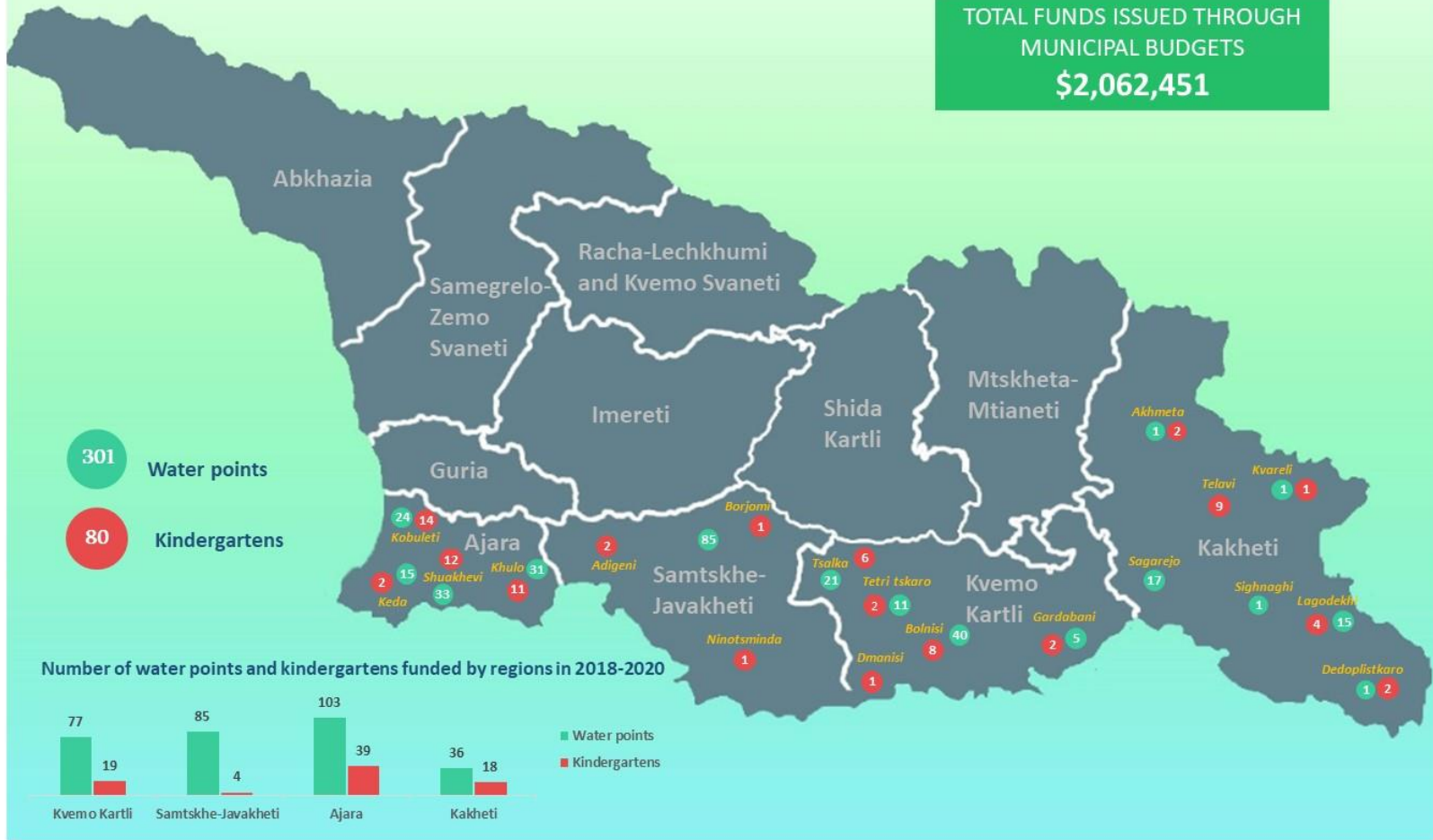


**13** women funded through networking at two **Women's Business Fora \$248,000** 2017/2018

*Note: The infographic shows the results of 29 Women's Rooms operating in Georgia and Armenia. Another two WRs have recently started to operate, while two more are to be opened in 2021.*

# PROJECTS/ INITIATIVES FUNDED THROUGH MUNICIPAL BUDGETS 2018-2020

TOTAL FUNDS ISSUED THROUGH MUNICIPAL BUDGETS  
**\$2,062,451**



## REFERENCE TO OTHER RELATED DOCUMENTS

Additional relevant information about Gender and WEE can be found in the ALCP documents listed below:

- Building Access to Finance for Female and Male Farmers
- How to Set Up a Women's Room & Improve Local Decision Making Guidelines
- Gender Guidelines for Local Governments
- The Creation of Jobs in the Dairy Sector in Kvemo Kartli and Adjara
- How to Put Gender and WEE into Practice in M4P
- Visualizing Results: The ALCP in Infographics Book II
- Better Cheese Better Work

All the above can be found in the Library on [www.alcp.ge](http://www.alcp.ge)