



**EC/FAO Programme on Information Systems to Improve Food Security
Decision-Making in the European Neighbourhood Policy (ENP) East
Area (2010–2012)**

**Small farm survey proposal
February 2011**

Transition reforms in Georgia implemented since 1992-1994 have produced an agricultural sector dominated by very small family farms. Today there are 730 000 family farms with an average size of 1.05 hectares divided into 2.3 parcels on average. Fully 85 percent have less than 1 hectare of arable land and just 3 percent are larger than 2 hectares. And yet these small farms are the main source of livelihoods for Georgia's rural population, contributing 50 percent of total family income.

Small farms all over the world, and especially in transition countries, suffer from the so-called "curse of smallness", which creates severe barriers to their access to markets for input supply and product sales, access to farm machinery, and access to credit and financial institutions. Furthermore, there is a generally prevailing opinion among government officials and decision makers that small farms are unsustainable and inefficient, an opinion that often drives efforts to consolidate and enlarge the existing farms by administrative measures instead of creating a supportive market environment for their operation. The objective of the proposed survey is to present an analysis of small farms in Georgia that will help understand their strengths and weaknesses and provide a basis for policy advice designed to improve the farming efficiency and well-being of this large rural segment.

The survey will collect qualitative information on constraints that small farms face in access to markets as well as information on farmers' attitudes and perceptions regarding land rights, the legal and administrative environment, cooperation, and social networks. This information is not collected in GeoStat regular surveys and its analysis will provide important insights into real-life problems of Georgian farmers. For purposes of analysis it will also be necessary to collect the usual quantitative information on farming activities that will be cross-correlated with the qualitative attitudinal information for the specific sample of surveyed farms. The survey instrument will thus combine new qualitative questions with the existing GeoStat farm-survey questionnaire to provide a mix of qualitative and quantitative information for performance and policy analysis.

It is suggested that the survey instrument covers the following topics:

1. Household demographics (by household member, including age, education, occupation/activity structure);
2. Farm organization and management;
3. Land: availability, sources, rights (perceived and actual), land market transactions of land;
4. Irrigation networks and access to water;
5. Livestock availability;
6. Productive assets (farm buildings, machinery);
7. Use of inputs and access to input markets;
8. Production by volume and by value (agricultural, processing, non-agricultural);
9. Commercialization: volume of output sold, sales revenue, marketing channels, access to markets;
10. Farm finances: profit and loss account, access to banks and credit facilities, borrowing and outstanding debt;

11. Cooperation in services: farm machinery, input supply, product marketing, credit, water use;
12. Household incomes from all sources of activity (including value of food consumed from own production and social transfers), household expenditures, perception of family well-being;
13. Time budgets of household members (including work in agriculture, work in non-agricultural activities, work for hire/self-employment, secondary occupation);
14. Access to information, legal difficulties, relations with authorities, social networking.

The sample should comprise at least 1 000 farms to be selected from GeoStat’s sampling frame. It is important that the sample includes farms of all sizes, and not only small farms, as the analysis will attempt to elucidate possible differences in attitudes, constraints, and performance between farms of different size (“small, medium, large”).

Methodology

The survey will be conducted through face-to-face interviews by previously trained enumerators. The answers will be entered into a computer database, cleaned, and processed for analysis. The clean database will be analyzed to develop a report with conclusions and policy recommendations.

Deliverables:

1. Survey instruments
2. Sample and database documentation
3. Clean database for analysis
4. Analytical report with conclusions and policy recommendations

Time frame:

| | |
|---|------------|
| Development of survey instruments, sample selection, training and testing | 2-3 months |
| Field work | 1 month |
| Data entry, data cleaning | 2 months |
| Analysis and report writing | 1-2 months |
| Total duration | 6-8 months |

Budget

The survey will rely on two parties: (a) a local organization with proven experience in survey work and data processing: the responsibilities of the local organization will include questionnaire development, sample selection, data entry and cleaning, preparation of a clean database in agreed format; (b) an international consultant to guide questionnaire design, advise on sample selection, and ultimately analyze the data and develop the final report with policy recommendations.

The costs of the local organization have to be negotiated with the potential candidates and will probably be in the range of USD50 000-75 000. In addition, a sum of USD25 000-30 000 will be required for the services of the international consultant.

GEORGIA: EU/FAO SMALL FARM SURVEY 2011
List of questions: First draft

Questionnaire Number _____

Region _____ name/code

District: _____ name/code

Sakrebulo _____ name/code

Village: _____ name/code

Number of families that live and work on this farm: _____

Respondent's characteristics: _____

- (1) A private farm owner
- (2) A large scale lessee (renter)
- (3) A city resident owning a farm

Interviewer: _____ Date of interview: _____

Supervisor: _____

**SECTION 1:
FAMILY AND FARM MANAGEMENT**

Please list the members of your family starting with the head of the household (include people living in your house and sharing the income, and include members of the family who are temporarily away).

| 1. <u>Number and Name</u> (use names to ensure all members are counted) | | 2. <u>Relationship</u> to head of household (code) | 3. <u>Age</u> (years) | 4. <u>Gender</u> 1 -male 2-female | 5. <u>Education</u> (code) | 6. <u>Primary Activity</u> (code) | 7. <u>Special Social Status</u> (code) |
|---|--|---|-----------------------------|---|----------------------------------|---|--|
| 1 | | 1 | | | | | |
| 2 | | | | | | | |
| 3 | | | | | | | |
| 4 | | | | | | | |
| 5 | | | | | | | |
| 6 | | | | | | | |
| 7 | | | | | | | |
| 8 | | | | | | | |
| 9 | | | | | | | |
| 10 | | | | | | | |
| 11 | | | | | | | |
| 12 | | | | | | | |
| 13 | | | | | | | |
| 14 | | | | | | | |
| 15 | | | | | | | |
| <u>Relationship codes:</u> 1. Household head 2. Spouse 3. Son / Daughter 4. Son-in-law / Daughter-in-law 5. Grandson / Granddaughter 6. Parent of household head or spouse 7. Brother / sister / brother-in-law / sister-in-law 8. Other relative 9. Unrelated | | | | <u>Education codes:</u> 1. Completed higher education 2. Uncompleted higher education 3. Technical college 4. Secondary school 5. Elementary school 6. Pre-school | | | |

| | |
|---|--|
| <u>Activity codes:</u> 1. Works on family farm 2. Hired employee on a different farm 3. Self-employed not in farming 4. Hired employee not in farming 5. Works in the house 6. Student 7. NOT WORKING | <u>Special social status codes:</u> 1. Pensioner 2. Person who gets social allowance 3. Pregnant or nursing mother 4. Disabled person 5. Other (specify below) _____ |
|---|--|

Please report, for each household member over the age of 14, the total number of days spent in each activity during last year. **Note: use the same number of household member as in question 1.**

| 8. Number of household member | 9. <u>Days of work on the family farm</u> | 10. <u>Days of work only in the household</u> | 11. <u>Days of work in non-farm family business</u> | 12. <u>Days of work for wage as employee on another farm</u> | 13. <u>Days of work for wage as employee not in farming</u> | 14. <u>Days spent studying</u> |
|----------------------------------|--|--|--|---|--|-----------------------------------|
| | | | | | | |
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Please report the income of household members who worked for a wage during last year. **Note: use the same number of household member as in questions 1 and 8.**

| 15. Number of household member | 16. <u>Wage earned as hired worker on another farm (lari)</u> | 17. <u>Wage earned as hired worker not in farming (lari)</u> |
|-----------------------------------|--|---|
| | | |

| | | |
|--|--|--|
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| | | |
| | | |

18. How long have you lived in a rural area?

- (1) since birth
- (2) more than 10 years
- (3) 6-10 years
- (4) less than 5 years
- (5) I live in an urban area

19. In this particular village?

- (1) since birth
- (2) more than 10 years
- (3) 6-10 years
- (4) less than 5 years
- (5) I don't live

20. Are you registered as a legal person involved in farming?

- (1) – yes (2) - no

23. When did you start private farming? _____ Year

24. Where did you work before you started private farming?

- (1) In agriculture
- (2) In processing or other industry related to agriculture
- (3) In industry or trade not related to agriculture
- (4) In services or administration
- (5) Other

Section 2: Land and water use

Please, answer the following questions with regard to the land you own or rent:

1. Area of holdings (in ha, within 0.01 ha)
 - a) Owned _____
 - b) Rented from the state _____
 - c) Rented from a private person _____
 - d) Total area of your holding (a+b+c) _____

2. Land use types (as of 31 December of previous year) – areas in ha to within 0.01 ha

| Land use type | Area, in ha, to within 0.01 ha |
|--|--------------------------------|
| 1. Arable land – irrigated | |
| 2. Arable land – rain-fed | |
| 3. Land under permanent crops | |
| 4. Natural meadows and pastures | |
| 5. Natural pastures | |
| 6. Land under buildings (animal sheds, etc., including greenhouses and the yard) | |
| 7. Woodland | |
| 9. Other land (including land under water) | |
| Total | |

3. Number of parcels _____

| 1. Parcel Number | 2. Size (hectare) | 3. Tenure 1-owned 2-rented from the state 3-rented from a private person | 4. Distance from home (km) | 6. Quality of land (codes) | 7. Irrigated 1-yes 2-no | 8. If rented, indicate lease term (codes) |
|------------------------|-------------------------|--|-------------------------------------|----------------------------------|----------------------------------|--|
| 1 | | | | | | |
| 2 | | | | | | |
| 3 | | | | | | |
| 4 | | | | | | |
| 5 | | | | | | |
| 6 | | | | | | |
| 7 | | | | | | |
| 8 | | | | | | |

Codes for lease term (question 8)

- 1 – up to 1 year
- 2 – 1-3 years
- 3 – 3-5 years
- 4 – 5-10 years
- 5 – longer than 10 years

Codes for quality of land

- (question 6)
- 1 - very good
- 2 - good
- 3 - average
- 4 - poor
- 5 – very poor
- 6 – don't know

12. Do you rent out any of the land that you own?

(1)-yes, (2)-no

If yes, answer questions 13-15. If not, move to question 16.

13. How many hectares do you rent out? _____ ha

14. How are you paid for land that you rent out?

- (1) Money (in cash)
- (2) In kind (products, goods, services)
- (3) Part in cash, part in kind

14. How much do you get in rent per year per hectare? _____ lari
Include payment in cash plus estimated value of payment in kind

15. What is the lease term for the land you rent out?

- 1. Up to 1 year
- 2. 1-3 years
- 3. 3-5 years
- 4. 5-10 years
- 5. Longer than 10 years

16. Would you like to enlarge your holding? _____

(1)-yes, (2)-no, (3) – not sure

17. If yes, then by how many additional hectares? _____

18. How can you get additional land?

- 1 Rent from a private individual
- 2 Rent from the state
- 3 Buy from a private individual
- 4 Buy from the state
- 5 Other

Did you convert land that was originally leased from the state into privately owned land?

(1) yes (2) no

If yes:

How many hectares? _____ ha

How much did you pay? _____ lari

Are you satisfied with the new arrangements?

(1) yes (2) no

Did you buy additional land during the last five years?

(1) yes (2) no _____

If yes: how many times? _____

From who? _____ (1) the state

_____ (2) private individuals/other farmers

_____ (3) other sources

how many hectares in total? _____ ha

how much did you pay in total? _____ lari

Did you sell land during the last five years?

(1) yes (2) no _____

If yes: how many times? _____

How many hectares in total? _____ ha

How much did you receive for your land in total? _____ lari

20. Do you have a registration certificate for your land?

(1)-yes; (2) – no

24. If you don't have a certificate, then what is the reason for this?

- a. – didn't want to pay for registration
- b. -- did not apply to register
- c. – the registry did not process my application
- d. - don't know

26. Did you pay any taxes for the use of land last year?

Yes ____ No ____

27. If you paid land taxes, then how much per hectare? _____ lari

How much in total last year? _____ lari

28. How did you pay for the rented land?

- (1) Money (cash)
- (2) A share of the output (barter)
- (3) Partially cash, partially barter

29. How much cash money did you pay for the rented land last year? _____ lari

30. Which share of the output from rented land did you pay for rent in the form of barter last year? _____
% of output from rented land

What rights and obligations do you have with respect to own land? Mark all that applies

| | Code |
|--|------|
| I may sell my land at my own discretion | 1 |
| I may lease out my land to anybody | 2 |
| Land registration document is required for selling land | 3 |
| Land registration document is required for leasing land | 4 |
| I am obliged to pay the land tax | 5 |
| I am obliged to preserve the fertility of soil on my land | 6 |
| I am obliged to prevent soil degradation on my farm | 7 |
| I am free to decide what to grow on my land | 8 |
| I am free to decide where to sell my products | 9 |
| It is legally required to register the farm that I operate | 10 |
| It is legally required to register the land that I have | 11 |
| I may mortgage my land | 12 |
| I may erect farm buildings on my land | 13 |
| I may build another house on my land | 14 |

| | |
|---|----|
| I am guaranteed security of tenure: the government cannot take away my land without court order and proper compensation | 15 |
|---|----|

ACCESS TO IRRIGATION WATER

1. In the last year's growing season were you provided with sufficient quantities of water for your crops?

| | |
|-------------------|---|
| Yes, all the time | 1 |
| Most of the time | 2 |
| Some of the time | 3 |
| Almost not | 4 |
| Not at all | 5 |

2. What water source do you use?

| | |
|------------------------------|---|
| River | 1 |
| Main irrigation canal | 2 |
| Secondary irrigation canal | |
| Water pipe | 3 |
| My own private well | 4 |
| Community well | 5 |
| Well owned by another farmer | |
| Other | 6 |

3. Do you use pumps to pump water to the fields?

1 – yes 2 – no

4. If yes, what kind of pumps do you use and how old are they?

| Type of pump | Code | Number of pumps used | Age of pump, years |
|--------------|------|----------------------|--------------------|
| Electric | 1 | | |
| Diesel fuel | 2 | | |
| Gasoline | 3 | | |
| Other | 4 | | |

5. What organization delivers water to your farm?

| | |
|---|---|
| Take water myself from the nearest source | 1 |
| Water users' association | 2 |
| State water company | 3 |
| Other | 4 |

6. During the last year's growing season, was water delivered in a timely manner?

| | |
|-------------------|---|
| Yes, all the time | 1 |
| Most of the time | 2 |
| Some of the time | 3 |
| Almost not | 4 |
| Not at all | 5 |

7. Are you satisfied with the quality of water?

| | |
|-----------------------------------|---|
| Yes | 1 |
| No | 2 |
| Water not suitable for irrigation | 3 |

8. How much water did you use and how much did you pay last year?

| Number of irrigations | Quantity of water, cu.m | Payment for water, lari |
|-----------------------|-------------------------|-------------------------|
| | | |

SECTION 3. COOPERATION

Does your farm participate in any joint activities with other farmers?

Informally: Yes ___ No ____

Formally in a registered organization: Yes ___ No ____

33. If yes, which activities you perform jointly with other farmers?

| | Activity | 1 – yes; 2 - no | Are you satisfied with the results? 1 – yes; 2 – no; 3- indifferent |
|------|--|-----------------|--|
| 33.1 | Production | | |
| | Mechanized field works | | |
| 33.2 | Processing | | |
| 33.3 | Selling of farm products | | |
| | Sharing storage facilities | | |
| 33.4 | Sharing equipment, farm machinery, vehicles | | |
| 33.5 | Purchase of farm inputs | | |
| | Veterinary services and artificial insemination | | |
| 33.6 | Joint/group application for loans | | |
| 33.7 | Irrigation: distribution of water to farms | | |
| | Maintenance and improvement of irrigation system | | |
| 33.8 | Information services and consulting | | |
| | Legal aid | | |
| | Maintenance and repair of roads and infrastructure | | |
| 33.9 | Other | | |

34. If no, would you like to participate in joint activities with other farmers?

Informally: Yes ___ No ____

Formally in a registered organization: Yes ___ No ____

35. Which activities would you like to participate in?

| | Activity | 1 – yes; 2 - no |
|------|---|-----------------|
| 35.1 | Production | |
| | Mechanized field works | |
| 35.2 | Processing | |
| 35.3 | Selling of farm products | |
| | Sharing storage facilities | |
| 35.4 | Sharing equipment, machinery, vehicles | |
| 35.5 | Purchase of farm inputs | |
| | Veterinary services and artificial insemination | |
| 35.6 | Joint/group application for loans | |

| | | |
|------|--|--|
| 35.7 | Irrigation | |
| 35.8 | Information services and consulting | |
| | Legal aid | |
| | Maintenance and repair of roads and infrastructure | |
| 35.9 | Other | |

What farm inputs do you buy or would like to buy jointly with others and why?

| | | Buy jointly today 1 – yes, 2 – no | Would like to buy jointly in the future 1 – yes, 2 – no, 3- don't know | To assure availability 1 – yes, 2 – no, 3- don't know | To assure high quality 1 – yes, 2 – no, 3- don't know | To reduce cost 1 – yes, 2 – no, 3- don't know | Importance rank: 1 – most important, 9 – least important |
|---|-------------------------|--------------------------------------|---|--|--|--|--|
| 1 | Seeds | | | | | | |
| 2 | Fertilizers | | | | | | |
| 3 | Chemicals | | | | | | |
| 4 | Machinery and equipment | | | | | | |
| 5 | Spare parts | | | | | | |
| 6 | Fuel | | | | | | |
| 7 | Pedigree livestock | | | | | | |
| 8 | Feed | | | | | | |
| 9 | Construction materials | | | | | | |

If your farm is a member of a formal farmer's organization, then what kind of organization is this? Mark all that apply

| | | 1 – yes; 2 - no | Do you pay for services received? 1 – yes, 2 – no, 3 – membership fee only | Are you satisfied with the results? 1 – yes; 2 – no; 3- indifferent |
|--|-------------|-----------------|---|--|
| | Association | | | |
| | Cooperative | | | |
| | Union | | | |
| | Other | | | |

If you are a member of a farmer organization providing input supply services to its members, then

I have to buy all my inputs from the cooperative _____ 1

I am free to choose my supplier _____ 2

If you are a member of a farmer organization providing marketing services to its members, then

I have to sell all my farm products through the cooperative _____ 1

I am free to decide how to sell _____ 2

If you are a member of a formal organization, then what benefits does membership bring and how would you rank them by importance for your farm?

| | | (1) Yes (2) No | Importance rank: 1 – most important, 7 – least important |
|---|---|----------------|--|
| 1 | Cost saving on farm inputs/machinery services | | |
| 2 | Provision of inputs that are difficult to buy | | |
| 3 | Assurance of high quality of farm inputs and machinery services | | |
| 4 | Higher prices for products sold | | |
| 5 | Provision of packing/sorting services for farm products | | |
| 6 | Access to storage/refrigeration facilities | | |
| 7 | Transportation services | | |

If you are not a member of a farmers organization, why not?

None exists in the area where I am farming

The existing organization does not provide any benefit to its members

The existing organization is not managed democratically by its members

Would you join a farmers organization if it offered the following benefits?

Please rank the benefits by importance to you from 1 to 11 (1 – highest importance, 2 – less important than “1”, ..., 11 least important)

| | Membership Benefit | Rank |
|----|---|------|
| 1 | Reduced costs on farm inputs | |
| 2 | Inputs of high quality | |
| 3 | Provision of machinery services | |
| 4 | Packing and sorting of produce for delivery to market | |
| 5 | Milk collection and refrigeration facilities | |
| 6 | Transportation of products in the market | |
| 7 | Sale of products | |
| 8 | Higher prices for marketed produce | |
| 9 | Timely access to irrigation water | |
| 10 | Access to storage | |
| 11 | Processing into value-added products | |

In your opinion, is cooperation among farmers a useful and beneficial activity?

1 – yes, 2 – no, 3 – don't know

If no, why? ONE MAIN REASON

| | |
|--|---|
| It is more efficient to do everything myself | 1 |
| I may not like other members in the cooperative | 2 |
| I do not want the extra cost of working with a cooperative | 3 |
| I do not trust the managers | 4 |
| Other | 5 |

Section 4. Crop production

1. Do you engage in plant growing? _____ (1)-yes; (2) – no

2. If you do not engage in plant growing, then why?

- (1) It is unprofitable
- (2) There is lack of land
- (3) Lack of water for irrigation
- (4) Difficulties with inputs and machinery/equipment
- (5) Do not want
- (6) Other

Which crops did you grow on your farm last year?

| Name of the crop | Area (hectare) | Total harvest, amount, produced last year (kg) | If you had the same total land area next year, which crops would you increase or decrease? 1-increase, 2-unchanged, 3- decrease |
|------------------------------------|-------------------|---|---|
| 3. Wheat | | | |
| 4. Barley | | | |
| 5. Corn | | | |
| Cereals (total) | | | |
| 6. Legumes | | | |
| 8. Sunflower | | | |
| 9. Potato | | | |
| 10. Vegetables – open ground | | | |
| Vegetables – greenhouses | ___ sq.m | | |
| 11. Melon crops | | | |
| 12. Fruits | | | |
| Berries | | | |
| Citrus | | | |
| 13. Grapes | | | |
| Tea leaves | | | |
| 14. Annual and perennial hay grass | | | |
| 15. Other | | | |

Please indicate how much of your land is cultivated this year and how much is left unused (under crops or trees):

| | Cultivated, ha | Left unused, ha |
|--------------------|----------------|-----------------|
| Arable irrigated | | |
| Arable rainfed | | |
| Orchards/vineyards | | |

If not all your land is cultivated, then why? ONE MAIN REASON

| Reason | Code |
|----------------------------------|------|
| Not enough water | 1 |
| Not enough manpower | 2 |
| Not enough inputs | 3 |
| Not enough machinery | 4 |
| Poor soil quality | 5 |
| Not profitable to cultivate land | 6 |
| Other | 7 |

Please describe what you did with your crops:

| Name of the crop | Amount produced, kg (copy from previous question) | Sold | Used for food in household | Used for feed | Used for seed | Given away (gifts, wages in kind) | Sales revenue, lari |
|------------------------------------|---|------|----------------------------|---------------|---------------|-----------------------------------|---------------------|
| 3. Wheat | | | | | | | |
| 4. Barley | | | | | | | |
| 5. Corn | | | | | | | |
| Cereals (total) | | | | | | | |
| 6. Legumes | | | | | | | |
| 8. Sunflower | | | | | | | |
| 9. Potato | | | | | | | |
| 10. Vegetables – open ground | | | | | | | |
| Vegetables – greenhouses | ___ sq.m | | | | | | |
| 11. Melon crops | | | | | | | |
| 12. Fruits | | | | | | | |
| berries | | | | | | | |
| Citrus | | | | | | | |
| 13. Grapes | | | | | | | |
| Tea leaves | | | | | | | |
| 14. Annual and perennial hay grass | | | | | | | |
| 15. Other | | | | | | | |

Did you use fertilizers and plant protection chemicals, pesticides, for your crops last year?

| | 1-yes, 2-no | Area treated, ha | Quantity, kg | Cost, lari |
|------------------------------|-------------|------------------|--------------|------------|
| Fertilizer - nitrogenous | | | | |
| Fertilizer – NPK (composite) | | | | |
| Fertilizer – other | | | | |
| Herbicides | | | | |
| Pesticides | | | | |
| Insecticides | | | | |

Did you use manure for your crops last year?

| | 1-yes, 2-no | Area treated, ha | Quantity, kg | Cost, lari |
|-------------------|-------------|------------------|--------------|------------|
| From the farm | | xxx | | xxx |
| Purchased | | xxx | | |
| Received for free | | xxx | | xxx |
| Total manure | | | | |

Do you have greenhouses on your farm?

(1) yes (2) no

If yes,

What is the total area of your greenhouses? _____ sq. m

What do you grow in greenhouses? Mark all that applies

- Vegetables 1
- Melons/water melons 2
- Berries (strawberries, raspberries, etc) 3
- Flowers 4

Section 5: Livestock production

1. Do you engage in livestock production?

(1)-yes; (2) – no

2. If you do not engage in livestock production, then why?

- 1) It is unprofitable
- 2) Not enough land
- 3) Not enough feed
- 4) Difficulties with veterinary services
- 5) Requires too much labor
- 6) Do not want
- 7) Other

3. How many animals do you have and what did you do with them during the previous year?

| | | Headcount at date of survey | Slaughtered during last year, head | Sold as live animals during last year, head | Revenue from sale of live animals, lari |
|------|--------------------------------------|-----------------------------------|--|---|--|
| 3.1 | Cattle (all ages) | | | | |
| 3.2 | Cows | | | | |
| 3.3 | Pigs (all ages) | | | | |
| 3.4 | Sheep/goats (all breeds and ages) | | | | |
| 3.5 | Horses | | | | |
| 3.6 | Asses and mules | | | | |
| 3.7 | Chickens | | | | |
| 3.8 | Other poultry | | | | |
| 3.9 | Rabbits | | | | |
| 3.10 | Bees (# hives) | | | ____ queens | |

Which livestock products did you produce last year and in what quantities?

| Product's name | Did you produce last year? (1=yes; 2=no) | Quantity produced last year(kg) | Used on farm or in household (kg) | Sold (kg) | Sales revenue (lari) |
|------------------------------|--|---------------------------------------|--|-----------|----------------------------|
| 4. Beef | | | | | |
| 5. Pork | | | | | |
| 6. Lamb/mutton/ goat meat | | | | | |
| 7. Egg (100pcs) | | | | | |

| | | | | | |
|-----------------|--|--|--|--|--|
| 8. Poultry meat | | | | | |
| 9. Milk | | | | | |
| 10. Wool | | | | | |
| 11. Honey | | | | | |
| Cocoons | | | | | |
| 12. Other | | | | | |

13. How much milk did you get per cow per year in 2010? _____ kg/cow/year

OR ANSWER THIS:

How much milk did you get per lactating cow per day in 2010? _____ kg/day/cow

What is the average lactation period for your cows? _____ days per year

How many eggs did you receive per one layer last year? _____

14. Do you have access to storage/refrigeration capacity for milk and meat?

| | |
|--|---|
| Yes, I have storage capacity on my farm | 1 |
| Yes, I can rent storage capacity nearby | 2 |
| No, there is no storage capacity for my products | 3 |

15. If yes, how many liters of milk can you store? _____

Do you sell fresh milk? Yes ___ No ___

16. How do you sell fresh milk?

| | Code | How often? 1-every day, 2-every 2-3 days, 3-once in a week |
|---|------|--|
| Take the milk myself to the market | 1 | |
| Take the milk myself to the dairy | 2 | |
| The dairy sends a truck to collect the milk | 3 | |
| A private intermediary collects the milk | 4 | |
| My farmer organization collects the milk | 5 | |
| Deliver to farmer organization | | |
| Other | 6 | |

FEED, VETERINARY SERVICES

Where do you graze your animals? Mark ALL THAT APPLIES

| | |
|---|---|
| A paid shepherd collects my animals and takes them to pasture | 1 |
| Fellow farmer takes animals for grazing according to the agreed schedule in the community | 2 |
| My animals graze on my own pasture | 3 |
| I take my animals to graze on communal pasture | 4 |
| My animals graze on pasture rented from others | 5 |
| I send animals to graze on road verges and field stubble | 6 |
| Other | 7 |

16. Which feed do you use for your animals when they are not grazing?

(1)-yes; (2) – no

1. green grass _____
2. hay _____
3. grain _____
4. concentrated feed _____

5. other _____

14. Where do you get hay?

- (1) produce almost everything myself
- (2) produce myself up to 50%
- (3) purchase almost everything
- (4) Other

15. Where do you get concentrated feed?

- (5) produce almost everything myself
- (6) produce myself up to 50%
- (7) purchase almost everything
- (8) Animals are not fed with concentrated feed

15. Where do you get grain to feed your animals?

- (1) produce almost everything myself
- (2) produce myself up to 50%
- (3) purchase almost everything
- (4) Animals are not fed with grains

If you use communal or rented pasture to graze animals, how much do you have to pay?

| | Communal pastures | Rented pastures |
|--|-------------------|-----------------|
| Lari per head of cattle per year | | |
| Lari per head of sheep or goats per year | | |
| Lari per hectare per year | | |

Do you experience shortage of pasture for your animals? If yes, for what reasons?

| | |
|---|---|
| No shortage of pasture and grazing land | 1 |
| My own pasture is depleted | 2 |
| Communal pasture is overgrazed | 3 |
| Not enough communal pastures | 4 |
| Pasture waterlogged/salinized | 5 |
| Other | 6 |

On the whole, do you have enough feed for your animals?

| | |
|---------------------------------------|---|
| Not enough feed to keep animals alive | 1 |
| Just enough to keep animals alive | 2 |
| Enough feed for optimal feeding | 3 |
| More than enough feed | 4 |

Do you use veterinary services? (1) yes; (2) no

Where do you get veterinary services?

| | |
|------------------------------------|---|
| From a private vet in the village | 1 |
| From a state-employed veterinarian | 2 |
| From a livestock cooperative | 3 |
| Other | 4 |
| Veterinary service not available | 5 |

If you use veterinary services, what difficulties do you experience with veterinary services?

| | |
|-----------------|---|
| No difficulties | 2 |
| Low quality | 3 |

| | |
|----------------------------------|---|
| Not enough veterinarians | 4 |
| Shortage of veterinary medicines | 5 |
| High cost of services/medicines | 6 |
| Other | 7 |

Do you use artificial insemination?

(1) – yes (2) – no

If you do not use artificial insemination, then why?

| | |
|---|---|
| I do not believe it has any benefit | 1 |
| Low quality of service | 2 |
| Shortage of semen | 3 |
| High cost | 4 |
| The artificial insemination station is too far from my farm | 5 |
| We usually take the cows to the bull | 6 |
| Other | 7 |

SECTION 6. PROCESSING OF FARM PRODUCTS

PLEASE DESCRIBE YOUR PROCESSING ACTIVITIES

| PRODUCT | PRODUCED LAST YEAR 1- YES, 2- NO | QUANTITY PRODUCED, KG | SOLD, KG | USED IN HOUSEHOLD, KG | GIVEN AWAY (GIFTS, WAGES IN KIND), KG | SALES REVENUE, LARI |
|-------------------------------|----------------------------------|-----------------------|----------|-----------------------|---------------------------------------|---------------------|
| a) From crops | | | | | | |
| Wheat flour (kg) | | | | | | |
| Maize flour (kg) | | | | | | |
| Dried fruits (kg) | | | | | | |
| Wine (liter) | | | | | | |
| Vodka (liter) | | | | | | |
| Veg oil (liter) | | | | | | |
| Sauces (liter) | | | | | | |
| Compote, fruit juice (liters) | | | | | | |
| Jams (liter) | | | | | | |
| Tea (kg) | | | | | | |
| Other | | | | | | |
| Other | | | | | | |
| Other | | | | | | |
| b) From livestock | | | | | | |
| Cheese (kg) | | | | | | |
| Curd (kg) | | | | | | |
| Yogurt (kg) | | | | | | |
| Butter (kg) | | | | | | |
| Cream (kg) | | | | | | |
| Smoked meat/ham (kg) | | | | | | |
| Sausages (kg) | | | | | | |
| Other | | | | | | |

SECTION 7: SELLING THE OUTPUT

1. Total revenue from sales of farm products last year (lari) _____

Of which:

2. sales of crop products (lari) _____

3. sales of livestock products (lari) _____

4. sales of processed products (lari) _____

Please tell us about your sales channels for primary and processed products:

| Sales: | Do you produce? (1)- yes (2)- no | Do you sell 1-yes 2-no | Main selling channel (codes) |
|---------------------------------------|--|------------------------------|---------------------------------|
| a) Primary farm products | | | |
| 4. Cereals (total) | | | |
| Legumes | | | |
| 5. Sunflower | | | |
| 6. Potato | | | |
| 7. Vegetables – open ground | | | |
| Vegetables - greenhouse | | | |
| 8. Melons | | | |
| 9. Fruit | | | |
| Citrus | | | |
| Berries | | | |
| 10. Grapes | | | |
| Tea leaves | | | |
| 11. Hay, straw | | | |
| 12. Meat | | | |
| 13. Eggs (100 pcs) | | | |
| 14. Milk | | | |
| 15. Wool | | | |
| 16. Honey | | | |
| Cocoons | | | |
| Live animals | | | |
| b) Processed products | | | |
| Flour | | | |
| Dried fruits | | | |
| Wines and spirits | | | |
| Jams, compotes | | | |
| Dairy products | | | |
| Meat products | | | |
| Codes of main selling channels | | | |
| (1) Directly at the market (bazaar) | | | |
| (2) Directly on the roadside | | | |
| (3) In the field or at the farm to | | | |

| | |
|--|--|
| intermediary/wholesaler (4) Direct delivery to private wholesalers or intermediaries (5) Direct delivery to a processor (6) Farmer organization (7) Directly to exporters (8) Government organizations (9) Other | |
|--|--|

If the value of all your sales is 100%, estimate approximately the share of main sales channels in this total:

| Sales channels | Share of channel in total sales, % |
|--|------------------------------------|
| (1) Directly at the market (bazaar) | |
| (2) Directly on the roadside | |
| (3) In the field or at the farm to intermediary/wholesaler | |
| (4) Direct delivery to private wholesalers or intermediaries | |
| (5) Direct delivery to a processor | |
| (6) Farmer organization | |
| (7) Directly to exporters | |
| (8) Government organizations | |
| (9) Other | |
| Total | 100% |

Do you experience difficulties with selling your output for the following reasons?

(1)-yes; (2) – no

| | Do you sell this product? 1-yes, 2-no | A. Delays in Payments for the sold output | B. The prices were too low | C. Difficult to find a client | D. Transportation too expensive | E. Transportation not readily available | F. Other | G. No difficulties |
|------------------------------|--|--|-------------------------------|----------------------------------|------------------------------------|--|-------------|-----------------------|
| a) Primary products | | | | | | | | |
| 18. Cereals | | | | | | | | |
| Legumes | | | | | | | | |
| 19. Sunflower | | | | | | | | |
| 20. Potato | | | | | | | | |
| 21. Vegetables – open ground | | | | | | | | |
| Vegetables - greenhouse | | | | | | | | |
| 22. Melons | | | | | | | | |
| 23. Fruit | | | | | | | | |
| berries | | | | | | | | |
| Citrus | | | | | | | | |
| 24. Grapes | | | | | | | | |

| | | | | | | | | | |
|------------------------------|--|--|--|--|--|--|--|--|--|
| 25. Hay, straw | | | | | | | | | |
| 26. Meat | | | | | | | | | |
| 27. Eggs | | | | | | | | | |
| 28. Milk | | | | | | | | | |
| 29. Wool | | | | | | | | | |
| 30. Honey | | | | | | | | | |
| Cocoons | | | | | | | | | |
| Live animals | | | | | | | | | |
| b) Processed products | | | | | | | | | |
| Flour | | | | | | | | | |
| Dried fruits | | | | | | | | | |
| Wines and spirits | | | | | | | | | |
| Jams, compotes | | | | | | | | | |
| Dairy products | | | | | | | | | |
| Meat products | | | | | | | | | |

31. What is your most profitable among the primary products in the table above? (Circle the right number of the product from the table above)

18 19 20 21 22 23 24 25 26 27 28 29 30

32. Do you specialize completely or almost completely in the production of your most profitable product?
 _____ (1)-Yes; (2)-No

33. What are the reasons that you do not specialize completely in the production of your most profitable output? (1) not important; (2) somewhat important; (3) important; (4) very important.

- 33.1. Because I'm afraid that I would not be able to sell the entire output. _____
- 33.2. Because of binding contracts that I have for other products _____
- 33.3. Because not all of my land is suitable for this crop. _____
- 33.4. Because my land is more suitable for other crops. _____
- 33.5. Because part of my land is located too far from my house. _____
- 33.6. Because I would like to grow other crops as well for self-consumption. _____
- 33.7. Because I cannot obtain sufficient credit for the required investments. _____
- 33.8. Because I cannot hire enough workers or workers who are good enough. _____
- 33.9. Because of crop rotation schedule. _____
- 33.10. Because I can grow several crops on the same plot. _____
- 33.11. Because it is too risky to specialize in a single product. _____
- 33.12. Because of traditional habits. _____

SECTION 8. FARM RESOURCES

1. How many people worked at your farm during last year?

| | A. All year | B. Seasonal |
|--------------------|----------------|----------------|
| 1.1 Family members | | |
| Of which: men | | |
| Women | | |
| 1.2 Hired workers | | |
| Of which: men | | |
| Women | | |
| 1.3 Total | | |

How much do you pay your hired workers per day on average?

Men _____ lari/day/person

Women _____ lari/day/person

2. What was your total hired labor cost last year? _____ lari

What farm machinery do you use and who owns it? Show number of units for each type of machinery

| | 1. Owned by myself or by my family | 2. Owned jointly with other farmers | 3. Rented from private individuals | 4. Rented from state organizations or commercial firm |
|---------------------------|---|--|---|--|
| 3. Tractors | | | | |
| 4. mini-tractors | | | | |
| 5. trucks | | | | |
| 6. plough | | | | |
| 7. sowing machine | | | | |
| 8. hay machine | | | | |
| 9. cultivators | | | | |
| 10. combine-harvester | | | | |
| 11. sprinkler and sprayer | | | | |
| 11. potato-digger | | | | |
| 12. milking machine | | | | |
| 14. other | | | | |

Do you have at your farm (1=yes; 2- partially; 3- no):

| | A. In the house | B. In the farm buildings |
|------------------------------|--------------------|-----------------------------|
| 15. Water supply from a pipe | | |
| 16. Water supply from a well | | |

| | | |
|------------------------|--|--|
| 17. Electricity | | |
| 18. Telephone | | |
| 19. Cellular telephone | | |
| 20. Roads | | |
| Gas | | |
| Toilets and sewage | | |

Did you purchase the following resources and services last year, and if yes, from what supplier and what was your expense?

| | A. (1)-yes; (2)-no | B. Main suppliers (codes) | C. Are you satisfied with this supplier? 1-yes, 2-so-so, 3-no | D. Expense (lari) |
|---|--------------------------|------------------------------------|---|-------------------------|
| 21. seeds, seedlings | | | | |
| 22. fodder | | | | |
| 23. young animals and young poultry | | | | |
| 24. manure | | | | |
| 25. fertilizer | | | | |
| 26. pesticides | | | | |
| 27. agricultural machinery | | | | |
| 28. maintenance and repair | | | | |
| 29. spare parts | | | | |
| 30. fuel and oils | | | | |
| 31. machine service | | | | |
| Transportation services | | | | |
| Marketing services (sale of my farm products by others) | | | | |
| 32. veterinary medicines | | | | |
| 33. veterinary service | | | | |
| Artificial insemination | | | | |
| Storage services | | | | |
| Laboratory services (quality control) | | | | |
| 34. construction materials | | | | |
| 35. construction service | | | | |
| 36. consulting/information services | | | | |
| Legal aid (incl. lawyers) | | | | |

Supplier codes (for question B):

- 1 – Produced on our own farm
- 2 – Buy from other farm
- 3 – Buy from private traders, intermediaries, commercial firms
- 4 – Buy through farmer organization
- 5 – Buy from state supply organizations
- 6 – Other

If the value of all your input purchases counts as 100%, estimate approximately the share of different supply channels in this total:

| Supply channels | Share of each channel, % |
|--|--------------------------|
| 1 – Produced on our own farm | |
| 2 – Buy from other farm | |
| 3 – Buy from private traders, intermediaries, commercial firms | |
| 4 – Buy from service cooperative | |
| 5 – Buy from state supply organizations | |
| 6 – Other | |
| Total | 100% |

Did you face any difficulties in the purchase of farm inputs?

(1)-yes; (2) – no

| | <u>Use this service?</u> | <u>High price</u> | <u>Poor quality</u> | <u>Not available</u> | <u>No choice of supplier</u> | <u>Insufficient information on prices, availability</u> | <u>Other</u> |
|---|--------------------------|-------------------|---------------------|----------------------|------------------------------|---|--------------|
| 37. seeds, seedlings | | | | | | | |
| 38. fodder | | | | | | | |
| 39. young animals and young poultry | | | | | | | |
| 40. manure | | | | | | | |
| 41. fertilizer | | | | | | | |
| 42. pesticides | | | | | | | |
| 43. agricultural machinery | | | | | | | |
| 44. maintenance and repair | | | | | | | |
| 45. spare parts | | | | | | | |
| 56. fuel and oils | | | | | | | |
| 47. machine service | | | | | | | |
| Transportation services | | | | | | | |
| Marketing services (sale of my farm products by others) | | | | | | | |
| 48. veterinary medicines | | | | | | | |
| 49. veterinary service | | | | | | | |

| | | | | | | | |
|---------------------------------------|--|--|--|--|--|--|--|
| Artificial insemination | | | | | | | |
| Storage services | | | | | | | |
| Laboratory services (quality control) | | | | | | | |
| 50. construction materials | | | | | | | |
| 51. construction service | | | | | | | |
| 52. consulting/information services | | | | | | | |
| Legal aid (incl. lawyers) | | | | | | | |

How do you normally pay for inputs and services that you buy? Mark ONE main option

| | Cash | Credit up to 2 months | Credit longer than 2 months | Barter | Free service (without charge) | Other |
|---|------|-----------------------|-----------------------------|--------|-------------------------------|-------|
| 37. seeds, seedlings | 1 | 2 | 3 | 4 | 5 | 6 |
| 38. fodder | 1 | 2 | 3 | 4 | 5 | 6 |
| 39. young animals and young poultry | 1 | 2 | 3 | 4 | 5 | 6 |
| 40. manure | 1 | 2 | 3 | 4 | 5 | 6 |
| 41. fertilizer | 1 | 2 | 3 | 4 | 5 | 6 |
| 42. pesticides | 1 | 2 | 3 | 4 | 5 | 6 |
| 43. agricultural machinery | 1 | 2 | 3 | 4 | 5 | 6 |
| 44. maintenance and repair | 1 | 2 | 3 | 4 | 5 | 6 |
| 45. spare parts | 1 | 2 | 3 | 4 | 5 | 6 |
| 56. fuel and oils | 1 | 2 | 3 | 4 | 5 | 6 |
| 47. machine service | 1 | 2 | 3 | 4 | 5 | 6 |
| Transportation services | | | | | | |
| Marketing services (sale of my farm products by others) | | | | | | |
| 48. veterinary medicines | 1 | 2 | 3 | 4 | 5 | 6 |
| 49. veterinary service | 1 | 2 | 3 | 4 | 5 | 6 |
| Artificial insemination | 1 | 2 | 3 | 4 | 5 | 6 |
| Storage services | 1 | 2 | 3 | 4 | 5 | 6 |
| Laboratory services (quality control) | 1 | 2 | 3 | 4 | 5 | 6 |
| 50. construction materials | 1 | 2 | 3 | 4 | 5 | 6 |
| 51. construction service | 1 | 2 | 3 | 4 | 5 | 6 |

| | | | | | | |
|-------------------------------------|---|---|---|---|---|---|
| 52. consulting/information services | 1 | 2 | 3 | 4 | 5 | 6 |
| Legal aid (incl. lawyers) | 1 | 2 | 3 | 4 | 5 | 6 |

DID YOU SPEND ON THE FOLLOWING ITEMS LAST YEAR, AND IF YES, HOW MUCH (LARI)?

| | | A. (1)-yes; (2)-no | B. Expense (lari) |
|-----|-----------------------------|-----------------------|----------------------|
| 53. | Land rent payments | | |
| 54. | Livestock lease | | |
| 55. | Transport | | |
| 56. | Water | | |
| 57. | Land tax | | |
| | Payment for use of pastures | | |
| | Other taxes | | |

Do you supply anybody with the following resources, and what was your revenue last year?

| | A. (1)-yes; (2)-no | B. Revenue (lari) |
|--|-----------------------|----------------------|
| 58. seeds, seedlings | | |
| 59. fodder | | |
| 60. young animals and young poultry | | |
| 61. manure | | |
| 62. fertilizer | | |
| 63. pesticides | | |
| 64. agricultural machinery (renting or sale) | | |
| 65. maintenance and repair | | |
| 66. spare parts | | |
| 67. fuel and oils | | |
| 68. machine service | | |
| Transportation services | | |
| Marketing services (sale of farm products for other farmers) | | |
| 69. veterinary medicines | | |
| 70. veterinary service | | |

| | | |
|----------------------------|--|--|
| 71. construction materials | | |
| 72. construction service | | |
| 73. consulting services | | |

74. Do members of your family work abroad for long periods of time? _____
(1)- yes; (2)-no

75. If yes, do you get any financial aid from them? _____
(1)- yes; (2)-no

How much money did they remit last year? _____ lari

Did you receive emergency support or other assistance from international donor projects last year?

| | Received 1-yes 2- no | Timely 1-yes, 2- no | Adequate 1-yes, 2-no | Would like to receive in the future? 1-yes, 2- no |
|---------------------------------------|----------------------------|------------------------|-------------------------|--|
| Seeds | | | | |
| Fertilizer | | | | |
| Fuel | | | | |
| Farm machinery | | | | |
| Improvement of irrigation system | | | | |
| Organization of training workshops | | | | |

Do you receive any support from the government in your farming activities?
(1) yes (2) no

If yes, in what areas? PLEASE CHECK RELEVANCE FOR GEORGIA

| | | |
|----|--|----|
| 1 | Agricultural investment grants | 1 |
| 2 | Access to credit at reduced interest rates | 2 |
| 3 | Access to elite seeds | 3 |
| 4 | Access to animal feed | 4 |
| 5 | Fuel at subsidized prices | 5 |
| 6 | Reduced taxes on agricultural activity | 6 |
| 7 | Free farm-related consulting/extension | 7 |
| 8 | Free veterinary services | 8 |
| 9 | Leasing of state pastures | 9 |
| 10 | Leasing of state-owned arable land | 10 |

Section 9: Investments and credit

1. How much money did you invest in your farm and home during the previous year?

Codes for financing sources:

- 1 – own savings
- 2 – family and friends
- 3 – credit from banks and financial institutions
- 4 – other sources

| | 1-Yes, 2-No | Amount invested, lari | Main financing source (code) |
|--|-------------|-----------------------|------------------------------|
| 1. buy farm machinery (incl. truck) | | | |
| 2. buy livestock | | | |
| 3. buy or erect farm buildings | | | |
| 4. develop new orchards, vineyards | | | |
| 5. buy processing equipment | | | |
| 6. buy land | | | |
| 7. invest in land improvement/melioration | | | |
| 8. invest in irrigation system improvement | | | |
| 9. other farm investments | | | |
| 10. buy, build, or renovate a house | | | |
| 11. buy a car | | | |
| 12. buy household durables | | | |
| 13. other household investments | | | |

2. Do you intend to make any of the following investments in the next two years? (mark all that applies)

| | 1-Yes, 2-No | Estimated cost, lari | Main financing source (code) |
|--|-------------|----------------------|------------------------------|
| 1. buy farm machinery (incl. truck) | | | |
| 2. buy livestock | | | |
| 3. buy or erect farm buildings | | | |
| 4. develop new orchards, vineyards | | | |
| 5. buy processing equipment | | | |
| 6. buy land | | | |
| 7. invest in land improvement/melioration | | | |
| 8. invest in irrigation system improvement | | | |
| 9. other farm investments | | | |
| 10. buy, build, or renovate a house | | | |
| 11. buy a car | | | |
| 12. buy household durables | | | |
| 13. other household investments | | | |

Please describe the loans you received during the last year

| | A. Amount | B. Interest (% per month) | C. Source of loan (see codes) |
|--|--------------|---------------------------------|-------------------------------------|
| 8. Short-term loans (less than 3 months) | | | |
| 9. Long-term loans (more than 3 months) | | | |

CODES FOR SOURCE OF LOAN

- (1) a commercial bank
- (2) friends and relatives
- (3) other private people
- (4) other sources

10. Do you have other loans or credits from earlier years?

(1)- yes; (2)-no; (3) – no answer given

11. If yes, what is their size (lari)? _____

12. Of which, how much is from bank credit (lari)? _____

13. Do you keep free money on deposit accounts in commercial banks? _____

(1)- yes; (2)-no

14. What is the interest that you get from the bank (% per month)? _____

15. Did you have to provide collateral/security for the loans you took?

(1)- yes; (2)-no

If yes, then what did you use for collateral?

(1)- yes; (2)-no

- 16. machinery and equipment _____
- 17. farm buildings _____
- 18. house _____
- 19. animals _____
- 20. crops in the field _____
- 21. land _____
- 22. precious metals and stones _____
- 23. other _____

Who and how much owes your farm at the moment of the survey (lari)?

- 24. processing industry (meat processing plant, milk processing plant) _____
- 25. commercial trading firms and wholesalers _____
- 26. farmers and other private people _____
- 27. local authorities and state agricultural authorities _____

28. other _____

28. Can you borrow as much money as necessary for your farm? _____

- (1) Yes
- (2) Yes, but I don't need credits
- (3) No, I can't because the interest is too high
- (4) No, I can't since there is no opportunity to get a loan even with high interest
- (5) Other (specify)
- (6) Difficult to answer

Do you experience difficulties in getting the credits?

(1)- yes; (2)-no

29. short term _____

30. medium- and long-term _____

32. Will you agree to mortgage your land if you cannot get the credit on other conditions?
 _____ (1)- yes; (2)-no; (3) – no answer given

33. Do you need credits for next year? _____

(1)- yes; (2)-no

If yes, then state:

34. the sum (thousand lari) _____

35. period (months) _____

36. interest rate that you are willing to pay (% per month) _____

What are the sources from which you could borrow money in case of necessity? Mark ALL that applies

(1)- yes; (2)-no

| Source | For current expenses | For capital investment |
|-------------------------------------|----------------------|------------------------|
| Relatives and friends | | |
| Commercial bank | | |
| Farmers' organization, credit union | | |
| Processor | | |
| Marketer | | |
| Input supplier | | |
| Other | | |
| No source available | | |

What is the value of your farm assets? (lari)

| | Amount |
|--|--------|
| Land | |
| Fixed assets (buildings, land, machinery and equipment) | |
| Working capital (inventories, accounts receivable, cash) | |

DO YOU HAVE A PERSONAL COMPUTER ON YOUR FARM?

(1) – yes; (2) – no

DO YOU KEEP ACCOUNTS FOR YOUR FARM?

(1) – YES;

(2) – NO

IF YES, WHO IS RESPONSIBLE FOR BOOKKEEPING?

| | |
|-----------------------------------|--|
| MYSELF | |
| MY WIFE | |
| ANOTHER FAMILY MEMBER OR RELATIVE | |
| PROFESSIONAL BOOKKEEPER | |
| MY FARMERS' ORGANIZATION | |
| OTHER | |

If you farm has a balance sheet, please provide the following basic information for 31/12/2010

| | | Lari as of 31/12/2010 |
|---|---|-----------------------|
| | A. Assets | |
| 1 | Fixed assets (machinery, buildings, etc.) | |
| 2 | Current assets (inventories, accounts receivable, cash, etc.) | |
| 3 | Total assets | |
| | B. Liabilities | |
| 4 | Accounts payable (owed to others) | |
| 5 | Debt to banks and other financial institutions | |
| 6 | Total liabilities | |
| 7 | C. Equity (own capital) | |
| 8 | Total liabilities and own capital | |

:

IF YOUR FARM HAS A PROFIT AND LOSS STATEMENT, PLEASE GIVE THE FOLLOWING BASIC INFORMATION:

| | | Lari 1.1-31.12.2010 |
|----|--|---------------------|
| 1 | Revenue from farm sales | |
| 2 | Revenue from other sales | |
| 3 | Total revenue from sale of services and products | |
| 4 | Production costs | |
| 5 | Gross profit (3-4) | |
| 6 | Overhead (general) expenses | |
| 7 | Operating profit (5-6) | |
| 8 | Other income from sale of assets and property | |
| 9 | Interest expenses (less interest income) | |
| 10 | Taxes | |
| 11 | Net farm profit (7-8-9) | |

What were your production costs (excluding capital investments) during the whole of last year? If costs were incurred in kind (through barter transactions), try to estimate their cash value

| Expenditure items | Lari |
|-------------------|------|
|-------------------|------|

| | | |
|------------|---|--|
| 1. | A. Crop production | |
| 2. | Seeds and seedlings | |
| 3. | Fertilizer | |
| 4. | Herbicides | |
| 5. | Water for irrigation | |
| 6. | Maintenance and repairs of irrigation system | |
| 7. | Other crop production costs | |
| 8. | B. Livestock production | |
| 9. | Purchased feed | |
| 10. | Value of own produced feed | |
| 11. | Veterinary services | |
| 12. | Veterinary medicines | |
| 13. | Artificial insemination | |
| 14. | Payments for grazing (payment to shepherd, payment for pasture use) | |
| 15. | Other livestock-related costs | |
| 16. | C. Expenditure on machinery | |
| 17. | Payment for renting/leasing of farm machinery or machinery services | |
| 18. | Machinery maintenance and repairs | |
| 19. | Fuel costs | |
| 20. | Other machinery costs | |
| 21. | D. General expenditure | |
| 22. | Hired labor costs (excluding payment to shepherds) | |
| 23. | Maintenance and repair of farm buildings | |
| 24. | Costs associated with sale of farm products (excl. transportation) | |
| 25. | Transportation costs | |
| 26. | Land tax | |
| 27. | Deductions to social insurance (for hired workers and family members) | |
| 28. | Other taxes (tax on income, profit, VAT) | |
| 29. | Other expenses not included in the above | |
| 30. | TOTAL PRODUCTION COSTS | |

Do you have insurance for your farm?

(1) yes (2) no

IF YES, WHAT FARM PROPERTY IS INSURED AGAINST DAMAGE? MARK ALL THAT APPLIES

| | |
|--------------------------|---|
| HOUSE AND FARM BUILDINGS | 1 |
| LIVESTOCK | 2 |
| HARVEST | 3 |
| SOWN CROPS IN THE FIELD | 4 |
| FARM MACHINERY | 5 |
| EQUIPMENT | 6 |
| OTHER | 7 |

SECTION 11. FAMILY INCOME AND WELLBEING

How do you assess the importance of agriculture for your family income?

- Agriculture is the only income source of our family 1
- Agriculture is the main income source, but there are also other sources 2
- Agriculture is not the main income source: there are other more importance sources 3
- Don't know 4

What kinds of non-agricultural activities do you engage in? PLEASE CHECK FOR RELEVANCE TO GEORGIA

| | Type of activity | 1-yes, 2-no | Sales revenue, lari |
|----|--|-------------|---------------------|
| 1 | Trade | | |
| 2 | Transportation services | | |
| 3 | Construction services | | |
| 4 | Repair services (mechanical, electric, electronic) | | |
| 5 | Carpet weaving | | |
| 6 | Textile weaving | | |
| 7 | Embroidery and knitting | | |
| 8 | Sewing and mending clothes | | |
| 9 | Traditional crafts, souvenirs | | |
| 10 | Milling flour for others | | |
| 11 | Baking and sale of bread and baked goods | | |
| 12 | Cabinet/furniture making | | |
| 13 | Provision of computer/accounting services | | |
| 14 | Other non-agricultural activities | | |

WHAT WAS THE VALUE OF YOUR TOTAL FAMILY INCOME LAST YEAR (LARI)?

| | | |
|-----|---|--|
| 76. | Revenue from sales of agricultural and processed products | |
| 77. | Revenue from sales of other farm resources (livestock, machinery) | |
| 78. | Income from non-agricultural activities or property | |
| 79. | Salaries and wages from off-farm sources | |
| 80. | Social assistance payments (pensions, stipends, scholarships, other support payments) | |
| 81. | Remittances from family or friends (including migrant workers) | |
| 82. | Sales of household items or property | |
| 83. | Other cash income | |

| | | |
|--|--|--|
| | Total cash income | |
| | Estimated value of farm products consumed in the household | |

IF INFORMATION IN LARI IS IMPOSSIBLE TO OBTAIN, PERHAPS WE COULD ASK ABOUT THE PERCENTAGE STRUCTURE OF FAMILY INCOME:

Taking your total family income as 100%, what are the approximate shares of the following income sources?

| | Income source | % |
|---|--|-------------|
| 1 | Salaries and wages from domestic off-farm sources (in cash and in kind) | |
| 2 | Revenue from sales of farm products (crops, livestock, processing) | |
| 3 | Other agricultural income in kind (estimated value of farm products consumed in the household) | |
| 4 | Entrepreneurial activity (sale of non-agricultural products, provision of paid services, other business) | |
| 5 | Pensions and social benefits | |
| 6 | Remittances (incl. Members working abroad) | |
| 7 | Other | |
| | Total | 100% |

How would you assess the financial situation of your family compared to other farmers in the village?

- Better than average 1
Average 2
Worse than average 3
Don't know 4

17. How did the economic condition of your family change during the last three years?

- (1) improved essentially
- (2) there was some improvement
- (3) stayed the same
- (4) became somewhat worse
- (5) became essentially worse
- (6) difficult to answer

18. What needs can you satisfy with your family income? What do you have enough money for?

- (1) not enough money even for food
- (2) enough money only for food
- (3) enough money for food and basic necessities (water, electricity, transport)
- (4) enough money for everyday needs, including clothes, footwear, housing, etc.
- (5) enough money to buy furniture, a TV set, a fridge, and other household durables
- (6) enough money to buy a motorcycle, a mini-tractor, a car, "live comfortably"

19. How is the economic condition of your family going to change in the following 2-3 years? _____

- (1) expect essential improvement
- (2) expect it will become somewhat better
- (3) do not expect any improvement
- (4) will improve significantly
- (5) difficult to answer

If you were NOT able to cover your basic food needs during the last year have you had to implement one of the following coping mechanisms (multiple responses possible):

| Parameter | Yes = 1, No = 0 | | Parameter | Yes = 1, No = 0 | |
|--|--------------------|---|--|--------------------|---|
| 1. Reduce quantity of food | 1 | 0 | 11. Sell animals | 1 | 0 |
| 2. Reduce number of meals per day | 1 | 0 | 12. Look for other income sources | 1 | 0 |
| 3. Skip food intake a day | 1 | 0 | 13. Reduce number of children sent to school | 1 | 0 |
| 4. Change kind of staple food | 1 | 0 | 14. Children / wife do work which is not normally done | 1 | 0 |
| 5. Bought food on credit or borrow money for food purchase | 1 | 0 | 15. Sell land / productive assets (tools, draft animals) | 1 | 0 |
| 6. Begging or requested food for free / from somebody from the family / neighbor / community | 1 | 0 | 16. Selling of jewelries / use savings | 1 | 0 |
| 7. External food assistance | 1 | 0 | 17. Send children to relatives | 1 | 0 |
| 8. Collect wild food | 1 | 0 | 18. Migrate | 1 | 0 |
| 9. Reduce non food expenditures | 1 | 0 | 77. Others1, specify: | 1 | 0 |
| 10. Consume seed stocks | 1 | 0 | 77. Others2, specify: | 1 | 0 |

How often the following food groups were eaten by your family members over the last week?(this should be done separately for adults (+18) and children (0-17))

| Over the last seven days, how many days did your household consume the following food? | | | | | | | | | |
|--|---|-----------------------------|---|---|---|---|---|---|---|
| Food Group | Food Items | Number of Days (Circle one) | | | | | | | |
| Cereals and Tubers | Wheat, maize, barley, rice, pasta, potato | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| Pulses | Beans, lentils, peas, any types of nuts | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| Vegetables | Vegetables | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| Fruits | Fruits and fruit products | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| Meat and Fish | Beef, pig, goat, sheep, poultry, eggs, fish | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| Diary | Milk, yoghurt, cheese or other dairy products | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| Sugar | Sugar and sugar products | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| Oil | Oil, fats, butter | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |

How many children (age 0-7) have not grown well by their age in your family:

In your opinion what are the prospects of the development of the private agricultural sector in your administrative area in the following 2-3 years (if available, ask both husband and wife)?

20. Husband _____ (code)

21. Wife _____ (code)

Codes

- (1) it will strengthen
- (2) will strengthen, but not essentially
- (3) no changes will happen
- (4) will weaken, but not essentially
- (5) will weaken essentially
- (6) difficult to answer

What future do envisage for your children?

| | |
|--|--|
| Will remain in the village and become farmers | |
| Will remain in the village and become hired farm workers | |
| Will remain in the village and start a non-agricultural business | |
| Will remain in the village and become non-agricultural hired workers | |
| Leave the village, but remain in the country | |
| Start working abroad | |
| Other | |

Do you receive the following social benefits and from who?

| <u>Type of service</u> | <u>From who</u> <u>Code (see below)</u> |
|--|--|
| 1. Rise in wages due to price increases | |
| 2. Rise in pension due to price increases | |
| 3. Material aid for children | |
| 4. Preferential terms for children in preschool institutions | |
| 5. Preferential terms for children at school (free transportation, free breakfasts) | |
| 6. Stipends for students | |
| Free or subsidized education | |
| 7. Aid in construction and repair of the house and farm buildings | |
| 8. Heating fuel | |
| 9. Discounts in purchasing foodstuff | |
| 10. Aid in buying goods | |
| 11. Reductions in payments for public utilities | |
| 12. Free or subsidized health care (doctors, drug price reduction) | |
| 13. Reduction for a place in sanatorium, tourist camps | |
| 14. Reduction in payments for rent, electricity, etc. | |
| 15. Subsidized public housing | |
| 16. Transportation service | |

Codes

- (1) state and local authorities
- (2) employer
- (3) farmers' organization I am a member in
- (4) other
- (5) I do not receive these benefits

SECTION 12. GENDER ISSUES

Approximately what percent of farms in your village are headed by a woman? _____%

Is the head of your farm a man or a woman?

Man – 1

Woman – 2

If the head of your farm is a woman, what is the reason?

The man of the house works abroad 1

The man of the house works in another region in Tajikistan 2

The man of the house has another job in the region 2

The man of the house is dead 4

The man of the house prefers not have the legal responsibility 5

Other 6

How many adult (working age) men and women are in your farm?

Men _____

Women _____

Are women equally involved as men in farm decision making?

1 – yes

2 – no

3 – don't know

What decisions in your farm are mostly made by women?

| | |
|---|---|
| Women do not make any decisions | 1 |
| Women decide when to start and stop farming activities | 2 |
| Women plan the land use (what and when to sow, when to harvest) | 3 |
| Women manage livestock | 4 |
| Women manage processing | 5 |
| Women manage sale of farm products | 6 |
| Other | 7 |

Do girls in your village attend school as much as boys?

1 – yes

2 – no

3 – don't know

Whose name is listed on the land registration documents?

1 – the man of the family

2 – the woman of the family

3 – both the man and the woman

4 – do not have registration documents

If you have a bank account, who is the signatory?

1 – the man of the family

2 – the woman of the family

3 – both the man and the woman

4 – do not have a bank account

If you took a loan from the bank, who signed the loan agreement?

- 1 – the man of the family
- 2 – the woman of the family
- 3 – both the man and the woman
- 4 – do not have a loan

ASK THE WOMAN OF THE HOUSE:

Please estimate your daily time allocation (in hours);

| | Hours in a typical day |
|---|------------------------|
| Housework (cooking, cleaning, washing) | |
| Taking care of the children | |
| Working on the farm | |
| Engaged in other non-agricultural activities (weaving, sewing, carpet making) | |

Section 13. Access to information

33. Did you receive any trainings or instructions on agricultural activities?

- 1 - Yes
- 2- No

34. If yes by whom?

- a. Agricultural advisory service from government 1
- b. International organizations 2 c.
- Local public organizations 3
- d. Private agricultural expert or firm 4
- e. Other 5

35. Did you previously participate in trainings or seminars on land law issues?

- a. Yes 1
- b. No 2

33. Do you feel that you have a good understanding of your rights and obligations?

- 1 – yes
- 2 – no
- 3 – not sure

32. How do you learn about your rights and obligations?

- a. Media (TV, radio, internet, newspapers)
- b. Literature
- c. Consultations
- d. Seminar, workshop or training 4 e.
- International organizations and/or local public organizations 5
- f. From other farmers 6
- g. Local governments 7 h.
- Have no any information 8 i.
- Other 9

Would you like to receive additional training to increase your qualifications?

- 1 – yes
- 2 – no

If yes, what topics would you like to learn more about? Mark three most important topics

1. Improving the efficiency of crop production
2. Livestock production, animal breeding, and veterinary procedures
3. Improving soil quality and prevention of soil degradation (Sustainable Land Management techniques)
4. Marketing of farm products (domestic)
5. Promotion of export sales
6. Creation and use of farmers' organizations
7. Land use rights
8. Land registration
9. Land transactions (buying, selling, leasing)
10. Credit and relations with the banks
11. Mortgaging of land
12. Taxation
13. Keeping farm accounts, preparation of business plans

14. Social benefits, pensions, and labor law
15. Irrigation and water use
16. Development of rural business
17. Non-agricultural occupation opportunities
18. Opportunities for using legal aid
19. How to approach the court system
20. Inheritance rights

How would you like to learn about these topics?

1. Through workshops and seminars
2. Through dissemination of printed materials (books, magazines)
3. Through the media (radio, TV)
4. Other

Do you feel that your legal rights with respect to land have been violated during the last 5 years?

- 1 – yes
- 2 – no
- 3 - don't know

Who do you think has violated your rights?

1. Another farmer or neighbor
2. The village council
3. Regional authorities
4. Central authorities in Tbilisi
5. Other

53. To whom do you turn in case you have a land related conflict?

- a. Head of the village council
- b. District governor
- c. Provincial governor
- d. District Land Committee
- e. Legal aid center
- f. Private lawyer/consultant
- g. State law enforcement organs
- h. Other, please specify

54. Have you ever used an attorney to protect your land related rights?

- 1 – yes
- 2 – no

55. If not, why not?

- a. I never had a legal problem
- b. I do not have money to pay the lawyer and court
- c. It is too complicated
- d. I do not trust the court system
- e. Other, please specify

Section 14. CLIMATE CHANGE AND NATURAL DISASTERS

How did the climate in your region change during the last 5-10 years?

| | Observed | Not observed | Don't know |
|---|----------|--------------|------------|
| Vegetative period became shorter | 1 | 2 | 3 |
| Vegetative period became longer | 1 | 2 | 3 |
| Decrease in precipitation | 1 | 2 | 3 |
| Increase in precipitation | 1 | 2 | 3 |
| Decrease of snow cover | 1 | 2 | 3 |
| Increase of snow cover | 1 | 2 | 3 |
| Penetration of saline water into the soil | 1 | 2 | 3 |
| Increased frequency of pests and plant diseases | 1 | 2 | 3 |

How did the frequency of natural disasters change during the last 5-10 years?

| | Increased | Did not change | Decreased | Don't know |
|---------------------------------|-----------|----------------|-----------|------------|
| Heavy rains | 1 | 2 | 3 | 4 |
| Heavy hail | 1 | 2 | 3 | 4 |
| Heavy snowfall | 1 | 2 | 3 | 4 |
| Strong winds | 1 | 2 | 3 | 4 |
| Strong sand storms | 1 | 2 | 3 | 4 |
| Recurring droughts | 1 | 2 | 3 | 4 |
| Periods of excessive heat | 1 | 2 | 3 | 4 |
| Periods of excessive cold/frost | 1 | 2 | 3 | 4 |
| Flooding | 1 | 2 | 3 | 4 |
| Mudslides | 1 | 2 | 3 | 4 |
| Avalanches | 1 | 2 | 3 | 4 |
| Melting glaciers | 1 | 2 | 3 | 4 |