**GENDERED ENTERPRISE AND MARKETS (GEM)**

**DFID AidMatch: Year one in focus**

<table>
<thead>
<tr>
<th>PROJECT</th>
<th>Scaling up smallholder’s access to markets</th>
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<tbody>
<tr>
<td>DATES</td>
<td>May 2014 - June 2017</td>
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<tr>
<td>BUDGET</td>
<td>£5 Million</td>
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<tr>
<td>DONOR</td>
<td>DFID AidMatch funding</td>
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<tr>
<td>COUNTRIES</td>
<td>Tajikistan, Zambia &amp; Bangladesh</td>
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<td>OBJECTIVE</td>
<td>11,200 (predominantly female) smallholders will have an improved ability to support themselves and their families (up to 67,000 members) through access to greater, more sustainable incomes. Their livelihoods will be improved through better skills; resilience to climate risks; access to market opportunities; and greater engagement with, and ability to influence, private sector and government actors.</td>
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**TAJIKISTAN – HELPING WOMEN ACCESS THEIR RIGHTS, AND THEIR ECONOMIC POTENTIAL**

**Region:** Khatlon province  
**Value Chains:** Fruits and vegetables

The situation  
During the Soviet era, agriculture in Tajikistan was state administered. In the 1990s, large scale production ceased, and much of the state managed farm land was distributed into thousands of small plots, known as dekhan farms, for private production. Agricultural infrastructure is designed for the large farm system, and there are few services available to support the new smallholder farmers. Khatlon region is one of the poorest regions of the country, with a location that provides little export potential. During the agricultural season, most of the region’s men also migrate to Russia for work. This leaves women as both the primary caregivers and rural income earners. Lack of knowledge on legal rights with regards to land, sales and agricultural activities, restricts women’s ability to succeed in the market.

Year one achievements:  
- 15 all-female Producer Groups (PGs) established or supported  
- 641 smallholders SHFs received training on production and legal rights  
- 12 communities implementing resilience plans  
- 5 legal clinics established  
- Reported improvements to crop quality and quantity will be measured in July

About GEM  
GEM is Oxfam’s approach to facilitating sustainable market and value chain development to empower smallholders, promote women’s economic leadership, and manage risks – including those associated with climate change. To date, the GEM approach has been applied to market-based livelihood projects in 14 countries around the world, and the related tools and integrated approach have been used in many others.
**Highlights**

Oxfam’s partner in Tajikistan – The League of Women Lawyers – has established five fully staffed legal clinics in rural areas, already reaching 229 women with advice and assistance on negotiating and formalising business activities. A further 511 have benefited from travelling clinics designed for women with restricted mobility.

Thanks to legal and business skills training, 6 PGs have already established a sales relationship with a 5-star hotel in Dushanbe that is 12% more profitable than sales to the local market.

Regionally, Oxfam and Partners are active in discussions on barriers for women and taxation laws. In involving government bodies – like the Committee of Women and Family Affairs – in our work, we have also been able to bring awareness of the importance of community based organisation (CBO) development to the national agenda. Attention to these issues, as well as access to land and irrigation issues has increased at all levels, and authorities have shown support for our project by providing land for the five legal centres, a planned Training and Development Centre, and local partner office space, rent-free.

**Going forward**

In the coming year, permanent Training and Development Centres where women can learn new techniques, receive training and connect with buyers will be established.

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**BANGLADESH – CLIMATE RESILIENT FARMING IN FLOOD PRONE REGIONS**

**Region:** Northern and Southern char regions  
**Vale Chains:** Dairy

**The situation**

In the char regions of the country’s northern and southern delta regions, community livelihoods are hard-hit with the increasing strength, unpredictable timing and frequency of flooding each year. The project here is part of Bangladesh’s larger REE-CALL programme that works with extremely vulnerable farmers on a number of value chains. Dairy was selected as a GEM intervention for its scale up potential, and the fact that the sector is already mostly dominated by women.

**Year one achievements:**

- 84 PGs established  
- 252 women leaders supported  
- 1125 SHFs trained on dairy production  
- 839 trained on resilience measures  
- 19 Resilience action groups formed for lobbying  
- 42 PGs operating as Milk Collection Centres  
- 24 PGs trading with registered dairy companies

We’ll also be looking at ways to increase the operational capacity and reach of our legal centres. As in other countries, in the next two years we will be increasing our engagement with key stakeholders in the private and public sectors to promote systemic change that benefits smallholders.

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“It’s as if I had been blind before. The training has been addressing many important issues like access to land and pension advice. Now I know who to turn to for legal advice”

ZARAGUL, A RECIPIENT OF LEGAL TRAINING FROM GHALABA VILLAGE

Read more about legal training on growsellthrive.org

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MILK COLLECTION CENTRES ENABLE FARMERS TO DEMAND HIGHER PRICES FOR THEIR PRODUCE
Highlights
28% of PGs are already reporting improvements in milk quality, and 50% have reached a production level that allows them to act as a Milk Collection Centre. As an MCC, female smallholders are able to bargain collectively with buyers and shop around for the best price. 24 of these MCCs have already begun trading with regional and national milk processing companies, as well as local milk processors. Women report that they no longer have to rely on their husbands to sell for them, but have the confidence and support to make sales themselves.

Following the application of the PCVA and VRA tools, 19 Resilience Action Groups have been formed at union level to lobby local authorities on climatic risk reduction measures. Groups are also lobbying the livestock department for greater provision of different extension services.

Relationships between PGs and the Department of Livestock Services, as well as private sector linkages and district level service providers is improving public service provision.

Going forward
In the next year, Bangladesh will work with multiple stakeholders to increase their influencing efforts at national and regional level, and explore the potential of establishing connections with other medium to large-scale dairy companies. We’ll also begin training model farmers as ‘change makers’ to help more people receive support on livestock management, and build more sustainable livelihoods through dairy.

“Dairy farming was costly for me before, but this project has taught me how to make it profitable”
MUSLIMA, TVUSG PG MEMBER

ZAMBIA – AN OPPORTUNITY FOR SMALLHOLDERS TO LEAD THE WAY IN DAIRY

Region: The Copperbelt: Mufulira, Kitwe, Kalelushi, Ndola
Value Chains: Dairy & Soya

The situation
Zambia is a middle-income country with a growing demand for dairy products, and very few large-scale producers.

Although this represents an opportunity for smallholders to benefit from the sector, the Copperbelt region has little in the way of agricultural infrastructure and services to support their production and access to markets. In addition, many smallholders have little experience of commercial farming, having been predominantly employed in the mining sector.

Year one achievements:
• 42 PGs supported
• 50 in-calf cows provided
• 2422 SHFs received training
• 20 PGs implementing resilience plans
• 930 farmers implementing new growing techniques
• Increases in milk and soya quality and quantity will be measured following the June harvest
**Highlights**
Many PGs are already demonstrating improved operational capacity:

With the support of our partners, two PG cooperatives have begun developing business plans for rural Milk Chilling Centres. These will enable the cooperatives the freedom to look for multiple buyers and will also act as a hub for resources and support for their members.

209 SHFs have successfully lobbied for free herbicide and training from private sector businesses.

Although major buyers have been identified for both value chains, farmers in 12 soya producer groups have also begun their own market research, and negotiations with potential input suppliers and buyers.

As a result of holding leadership positions in their PGs, women members have been appointed to higher-level local committees. From here they are invited to comment on how the government should manage its input support programmes.

**Going forward**
PGs will be supported in establishing new sustainably funded and managed Milk Chilling Centres in rural areas. The soya and dairy chain also have the potential to be connected, and we’ll be exploring this in the coming year.

“Care work is too much for us, even if you are in the field doing soya bean production you find you aren’t doing it 100% because you’re doing care work. I find I have to come back after a few hours to do care work, so the production of soya beans is not increasing”

FEMALE PARTICIPANT OF AN RCA IN ZAMBIA, FEBRUARY 2015

“**WE-Care – Recognising unequal care in project implementation and design**

Zambia and Bangladesh have both adopted new methodologies and strategies from the WE-Care programme to address women’s unequal care responsibilities in their projects.

Community Rapid Care Analysis focus groups in both countries revealed that unpaid care work – the burden of which falls predominantly on women – is at its most strenuous during peak dairy and soya production months. Oxfam and partners are working with communities on finding, and advocating for, solutions to this intensification of labour at community and policy level. More efforts will be made to recognise the issue of care when designing and adapting future project activities.

Results from the RCAs have also fed into larger countrywide campaigns and programmes that address gender inequalities and violence against women.

**Results from the RCAs in Zambia can be found on growsellthrive.org**

Tajikistan will include RCAs in their projects in the next year.

To learn more about global GEM projects, sign up to the monthly newsletter on growsellthrive.org