



The European Union  
for Georgia

ENPARD: Support to Agriculture  
and Rural Development



# Mid-term Survey of Agricultural Service Providers 2015

## Report

October-November, 2016

### 1. Objectives of the Survey

The objective of the survey is an mid-term assessment analysis of the component of Agricultural Service Providers (ASPs) under the MC ENPARD Programme “Strengthening farmers’ cooperatives in rural municipalities of Georgia” Also, identification of problems, needs and requirements within their service, revealing other positive or negative factors influencing their businesses, in order to properly argument the assessment of the Programme outcome.

More specifically, the survey was aimed at assessing the ASPs development tendency in the following areas:

- Production volume defined by:
  - a) Number of farmers that used the mentioned ASPs service;
  - b) The volume of production/materials, collected, stored and processed by the ASPs;
  - c) The volume of the service provided by the ASPs for the farmers;
  - d) ASP incomes dynamics;
  - e) Number of people employed in ASPs;
- Forms, limitations and needs of communication with farmer groups;
- “New product/service” offered to the farmers by the ASPs.

## **2. Details of the survey**

The survey was conducted with 26 ASPs of the first and second cycles that gained financial support within the frames of EU ENPARD Programme in 16 municipalities (see the Annex 1). The survey was conducted with ASP representatives who make decisions or are informed on production process. Accordingly, our respondents were ASP founders, Production or Financial managers. The survey was conducted through site visits, via direct interview method. The interim data is compared to baseline survey data that was collected through the first year of the Programme (2014) and reflects the information on them before participating in the Programme.

All interviewed ASPs have gained targeted funding. Accordingly, the mentioned survey assesses the outcomes of Programme support in 2015 and 2016. However, we should consider that on one hand the time of targeted funding provided to ASPs and on the other hand time of exploitation of property provided within this support is varied depended on agricultural season and service.

## **3. Information on beneficiary ASPs**

The legal statuses of ASPs funded by the Programme are LLC (10 beneficiaries) and individual entrepreneur (16 beneficiaries). There are new ASPs and the ASPs with long experience among funded. In some cases, the experience of working in these field exceeds the period of obtaining of a legal status. According to some beneficiaries (4 beneficiaries) at first, they were registered as legal form of business and started the activities comparatively later and according to the other beneficiaries (7 beneficiaries) they got involved in agricultural services much earlier (e.g. individual entrepreneur “Roman Chinchaladze”). Conditionally we divided the beneficiaries into three categories based on age of their

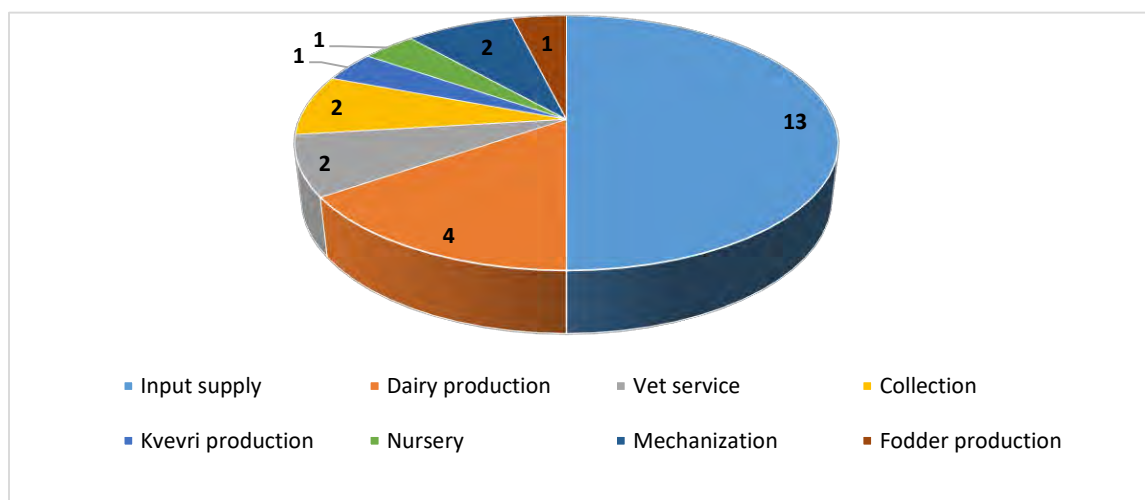
legal status: a) one year and less, b) 1-5 years and c) more than five years. The table below (Table 1) demonstrates the Length of activity of ASP with legal status:

**Table 1: Length of activity of ASP with legal status:**

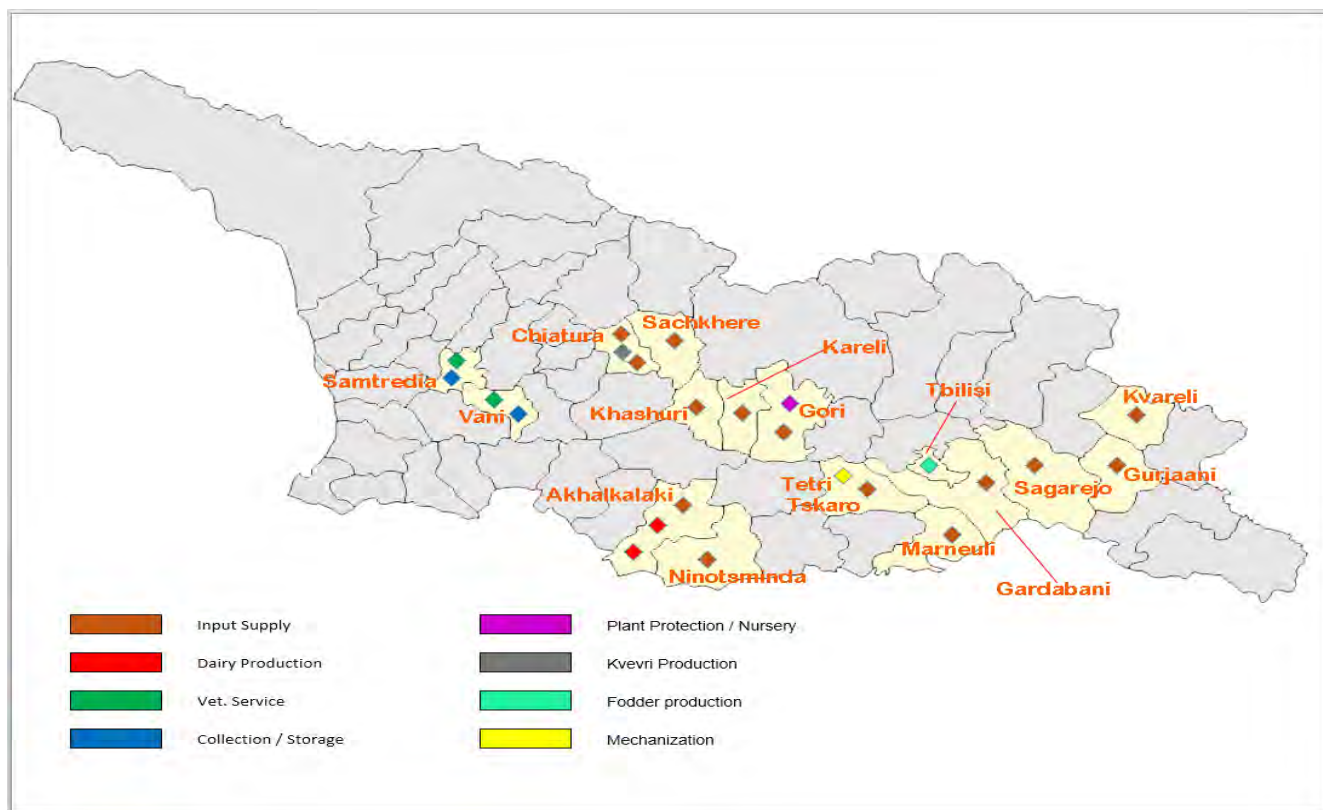
Activity length		
1 year and less	1-5 years	More than 5 years
2 beneficiaries	10 beneficiaries	14 beneficiaries

It should be admitted that majority of the beneficiaries are selling agri-production means. Below (Diagram 1) is the demonstration of distribution of ASPs based on their activities and the map depicts how they are distributed according to municipalities:

**Diagram 1. ASP distribution based on activities**



**ASP distribution on municipalities.**



Participation in ENPARD Programme allowed the ASPs to diversify their activities by implementing “requested” and “scarce” areas within the market. Distribution system implemented by the ASP, on the one hand makes the communication with farmers more flexible and on the other hand – farmer saves resources required for transportation in active agricultural period (time, money) and receives proper service on time (LLC “Agroservice Kareli”, individual entrepreneur (referred to below as IE) “Tsisia Digmelashvili”, IE “Ezoiani”, IE “Mamuka Gaprindashvili and others) and on site. Also, new areas covered by the ASPs within the Programme frames gives the farmers opportunities to receive the services inaccessible before. E.g.: fodder production (LLC Alva), mobile veterinary service (LLC “Nektari”, IE “Sosiko Amirkhanian”), artificial insemination (IE “Zurab Kartvelishvili”), improved livestock fodder (LLC “Spelta”) and etc. (see the Annex 1):

In most cases the services offered by the ASPs have the immediate outcome. E.g. means of transportation given for distribution of the production or for providing the service on site. Machinery and other technics and equipment were delivered that can be used immediately. However, in some cases, based on the specificity of the services, provided by the ASPs, such as: Laurel consolidation / processing (LLC “Dapnari”, IE “Ilia Dvalishvili”), pitcher production (IE “R. Chinchaladze”) additional time is required to reach the desired outcome. The same refers to artificial insemination requiring increased awareness of the farmers. Accordingly, all abovementioned factors are considered when assessing increase of the volume of ASP production.

#### 4. Production volume

In order to create general picture of volume of ASP operations and production, we divided the beneficiaries into categories based on their total annual turnover<sup>1</sup>- a) up to GEL 50 000, b) 51 000 – 151000 GEL, c) 151 000 -300 000 GEL, d) 301 000 GEL and more. Below is the table with number of beneficiaries based on the annual turnover: (table 2).

**Table 2.** Number of beneficiaries based on the annual turnover:

Annual turnover (based on conditions prior to receiving grant)			
Up to GEL 50 000	GEL 51 000 – 15000	GEL 151 000 -300 000	GEL 301 000 and more
5 beneficiaries	5 beneficiaries	8 beneficiaries	8 beneficiaries

Obviously, the information received from ASPs is confidential and will not be included in the report, although the information on annual turnover received during the baseline survey stage allows us to define the percentage increase of production volume in Programme mid-term and final surveys.

Besides the financial information, the number of farmers served and volume of the production, produced and stored by them, also allows us for assessment of the ASP production volumes. Dynamics of production volume presented in the report is given based on these characteristics.

### **Defining farmers and production volume**

Majority of ASPs interviewed division of farmers into small and large-scale farmers: small-scale farmers that annually spend less than 3000 GEL on input supply and large-scale farmers that spend more than 3000 GEL. According to them the category of the farmer is defined not based on agricultural land area that is cultivated by the farmer, but based on product, for which the land is used by the farmer – “*the occupancy of the same agricultural land area depends on the type of crops planted (wheat, vegetables or vine tree*”. According to survey, we will use the aforementioned definition for farmers’ classification. The number of those beneficiary farmers using the ASPs services acts as a base for defining the volume of production of this kind of ASPs.

Unlike the above-mentioned, in order to assess the volume of production of the ASPs that collect, store or process production/materials (milk, laurel, cold storage) or provide mechanization services, not the number of farmers is used, but the volume of production/materials processed by them or the size of the cultivated land. E.g. providing mechanization services, when the farmers use joint efforts to cultivate the land, the information on the area of land cultivated, received from mechanization center gives more realistic information on the volume of this ASP production than the number of farmers. Additionally, defining the production volume this way allows us for assessing how the capacity/potential of heavy machinery or techniques was used that was impossible to define based only on number of the farmers. Find the number of farmers served / volume of production based on beneficiary ASPs in Annex II.

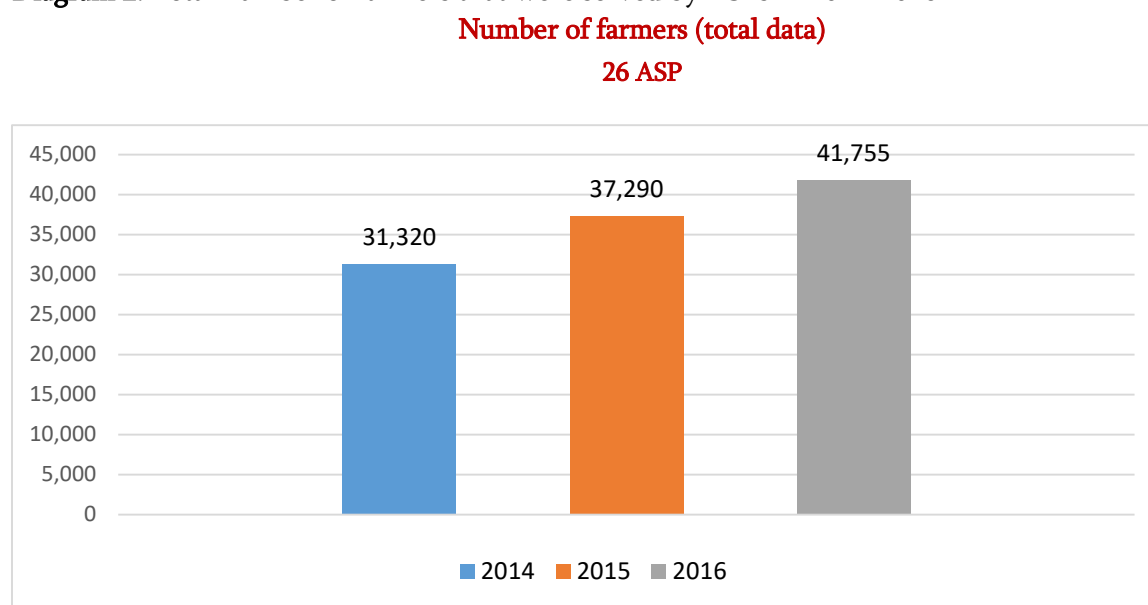
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<sup>1</sup> Indicator of annual turnover is taken from business plan submitted by beneficiaries and reflect the situation before intervention

#### 4.1. Number of farmers served

Below is presented (Diagram 2) with the total number of those farmers served by all beneficiary ASPs in 2014-2016<sup>2</sup>. As indicated above, the number of farmers is one of the key featuring indicators of production volume for those ASPs that provide realization/distribution of agricultural inputs, veterinary and similar agricultural services (total 12 ASPs), except mechanization and production collection/storage/process (total 14 ASPs). Thus, besides the general data on number of farmers, the diagram presented below (diagram 4) provides number of farmers for those ASPs that supply with agricultural input. The information on those ASPs that work on mechanization and production collection/storage/processing is presented separately (see the chapter 4.2).

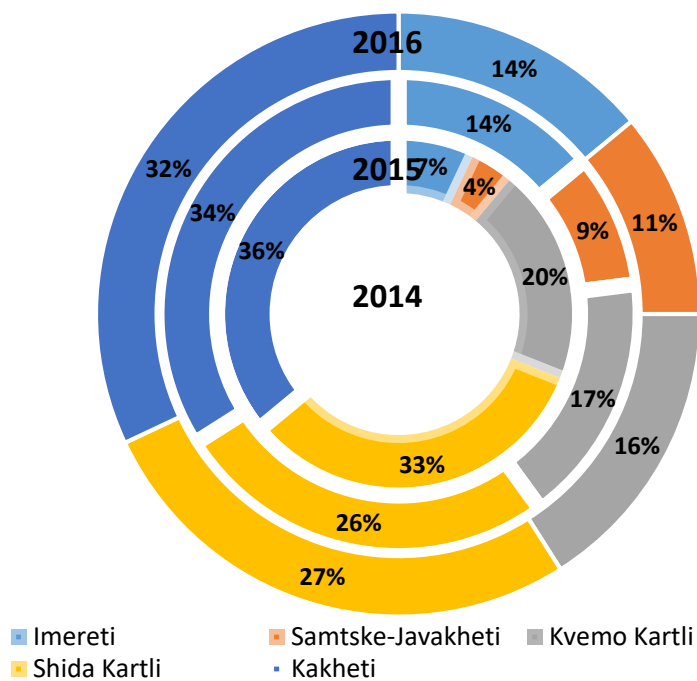
**Diagram 2.** Total number of farmers that were served by ASPs in 2014-2016



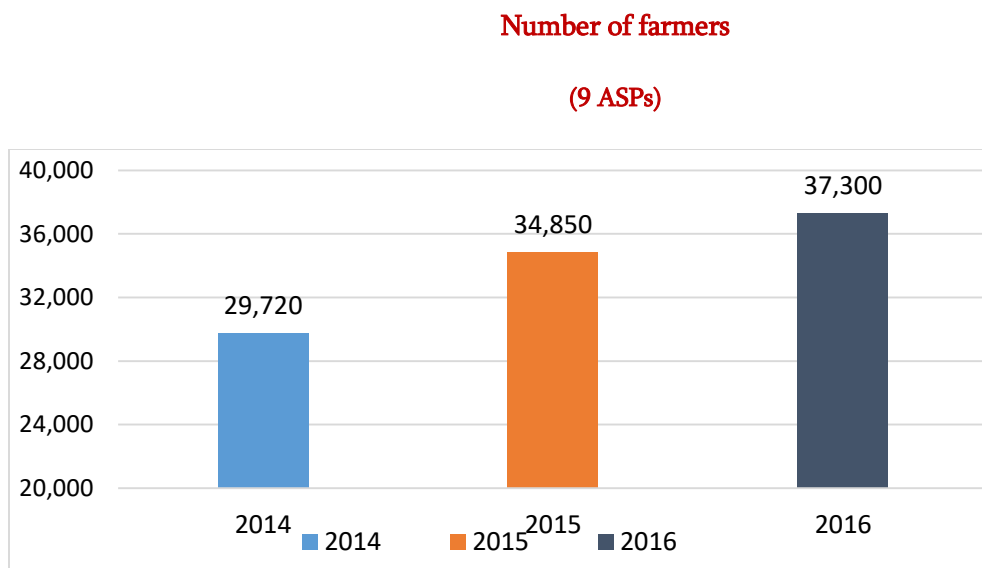
**Diagram 3.** Farmers' distribution per region (%)

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<sup>2</sup> 2014 and in some cases data of 2015 represents the information on farmers served by ASPs and production volume before intervention



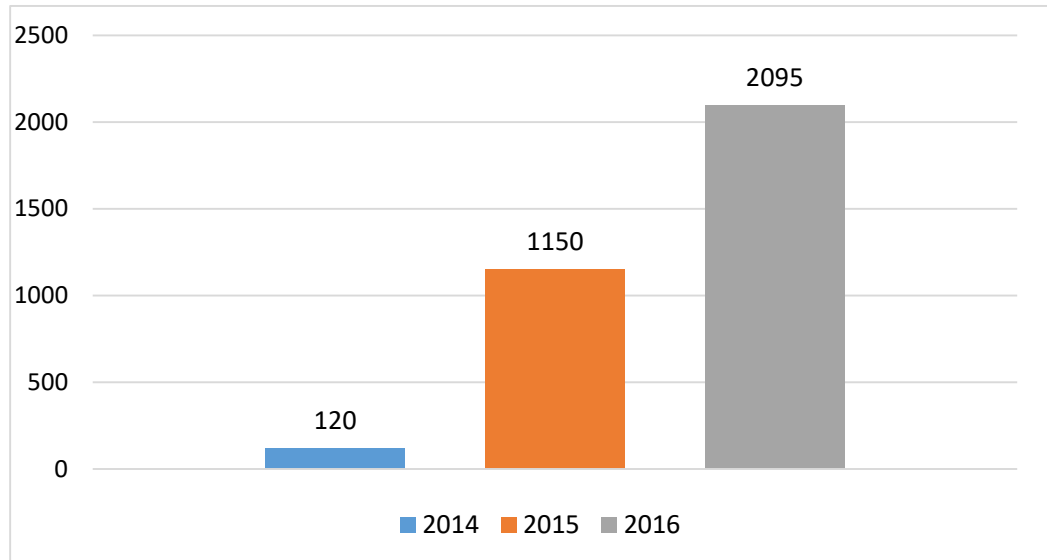
**Diagram 4.** Number of farmers that were served by ASPs in 2014-2016 according to agricultural inputs



**Diagram 5.** Number of farmers served by ASPs working in veterinary field in 2014-2016

### Number of farmers

(3 ASP)



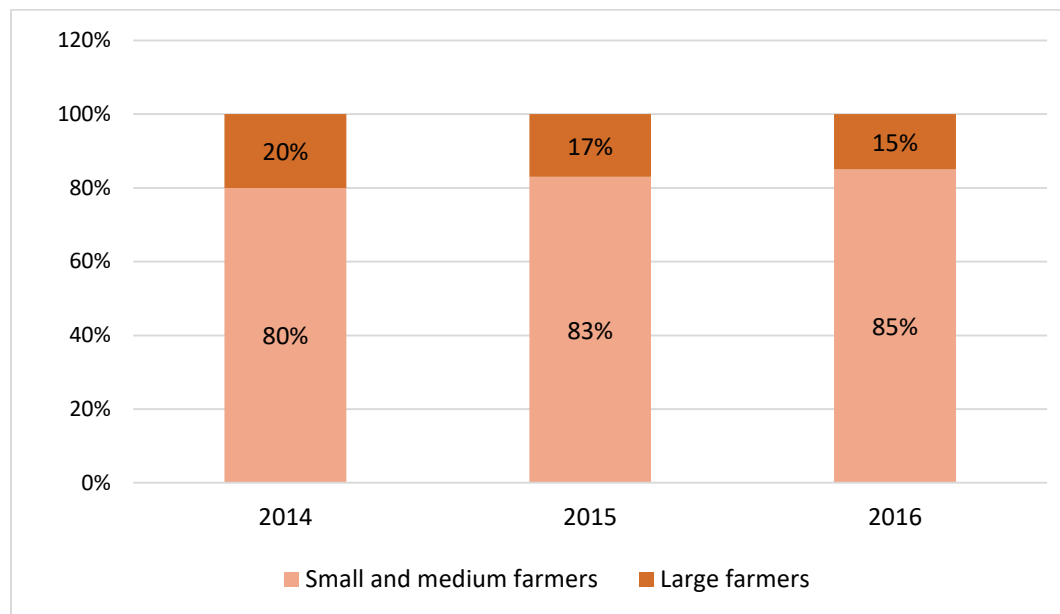
As we can see the growth rate of total number of farmers in 2014-2016 amounted 35%. Number of farmers who benefited from services (distribution of agricultural inputs / mobile vet-services) increased by 25%. The number of farmers increased almost by one-fifth (18%) in 2015 and only by 7% in 2016. It is logical as after receiving financial support in 2015 the agro service centers immediately covered the surrounding geographic area. This status was maintained next year and, moreover, even increased by 7%.

Distribution of farmers by regions is different. Relatively large share of large-scale farmers is in Kakheti and Samtskhe-Javakheti regions and vast majority of farmers in Imereti region are small-scale, that is conditioned by specificity of agricultural directions.

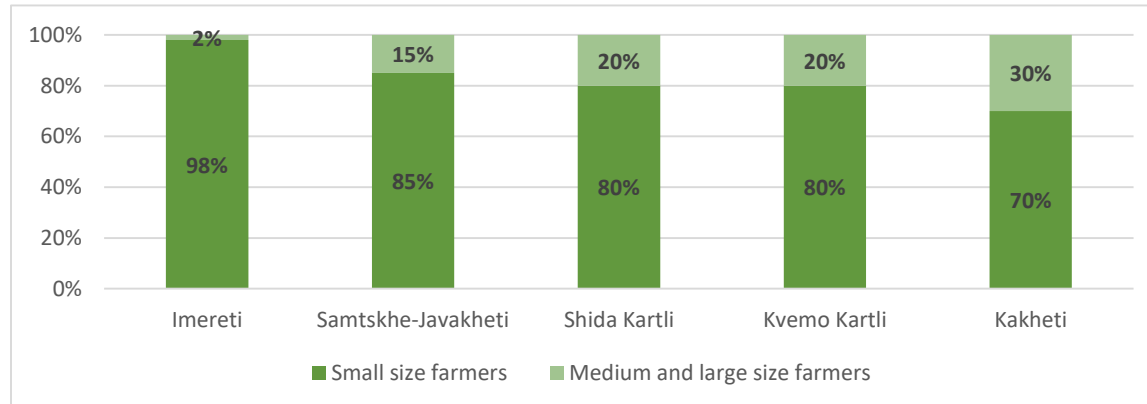
**Diagram 6.** Farmers' distribution by categories in 2014-2016:



**Farmers' distribution by categories**



**Diagram 7. Distribution of farmers by regions**



The ASPs providing agricultural inputs received distribution vehicles within the scope of the Programme. The presented data refer not just to those farmers that used only distribution services, but the total number of farmers served by the ASPs. The distribution system not only makes the communication more flexible with those farmers interested in distribution services, but is attracting the farmers at the same time.

*"Vehicle with the logo of service centers serve as an advertisement of our service center, as the people in nearby villages have no idea on that they can buy the agricultural inputs in our center".*

*“Those involved in distribution systems, started to purchase other small manufacturing means from us. They have become our customers”.*

*“While delivering the ordered products, we usually load the products in excess and sell them in the villages on the way to the customer concerned”.*

As the interviewed ASPs stated the distribution system works on supplying internal and sub-dealers and that significantly increases ASPs economic effectiveness.

*“We use vehicles both for sub-dealers for inner supply This have reduced our transportation costs and the cost price of the production”.*

**Mobile vet-service** (LLC “Alva”, LLC “Nektari”, IE “Sosiko Amirkhanian”) have made it possible to provide the service on site for the cattle-breeding farmers living in remote areas far from the regional center. They have an opportunity to receive immediate veterinary service and even consultation on site. As we stated above, the three ASPs working in this field (LLC “Alva”, LLC “Nektari”, IE “Sosiko Amirkhanian”) served up to 2500 cattle-breeding farmers in 2016.

However, we should admit that although general data show an increasing tendency in farmers’ numbers, there are some cases of decrease in the number of farmers. As the beneficiary ASPs indicate, decrease in the number of farmers is caused by certain external factors such as:

- Agricultural voucher, that can be cashed out in agro-service centers;
- Credit offers proposed by different financial institutions on site, in ASP offices;
- Natural-climate conditions favorable or non-favorable for agricultural season.

Certain part of ASPs named the existence of abovementioned factors as reasons of attracting farmers, while non-existence of these factors is a reason of decrease in the number of farmers (IE “Kuchishvili”, IE “Tisia Digmelashvili” and IE “Ashrap Valiev”). See the information on the number of farmers in Annex 2.

### **Diagnostics of cattle and artificial insemination**

Cattle diagnostic equipment was provided as targeted aid (IE “Grigol Gelovani”) within the frames of the Programme that implies diagnosing cattle and small cattle, along with tools for artificial insemination (IE “Zurab Kartvelishvili”).

IE “Grigol Gelovani” received diagnostic equipment as targeted aid in current year. According to the respondent, it is too early to discuss outcomes as introducing the mentioned service in practice is related to raising awareness in farmers on benefits of the modern methods of livestock husbandry. According to him, the information on this service is actively spread through local newspaper and via consultation center and through veterinary clinic owned by him that will have proper response over time.

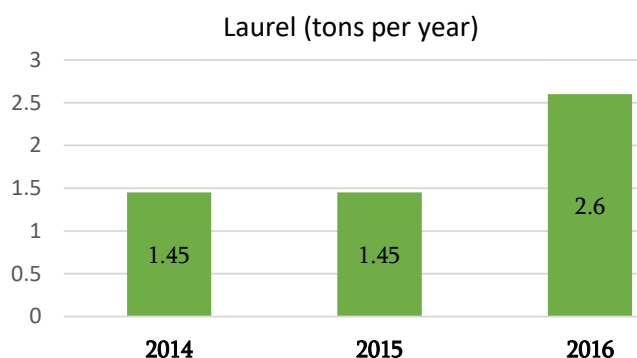
IE “Zurab Kartvelishvili” received tool for artificial insemination as targeted aid. According to the respondent, 30 cows were inseminated artificially and he awaits the results in the beginning of 2017. As he stated, the mentioned intervention has rather long-term social goal than rapid economic effectiveness. Introduction the practice of artificial insemination will promote livestock health protection, improvement of animal breeds and productivity growth. Accordingly, the mentioned intervention became the animal breed improvement Programme in municipality. With support of region Information Consultation Center, the NPO “Vani center of arrangement of breeding activities and artificial insemination of farm animal” was established under the local government, within the frames of which a Dewar vessel, surgical equipment and sperm was purchased. The effort was strengthened by the municipality funded the retraining of veterinarian in abroad and provided subsidies to cover a part of the service cost.

#### 4.2. Mechanization service and volume of the production that is collected/stored/processed by ASPs

As indicated above, in order to assess the volume of production of those ASPs that provide collection/storage/process of production/materials (milk, laurel and cold storage), or mechanization services, not the number of farmers, but the area of the land cultivated by them or the volume of production/materials processed by them is used.

The diagrams below demonstrate the volume of received/processed production or volume of service provided by mechanization services by ASPs working in different directions in 2014-2016.

**Diagram 8. Collection/processing of laurel**

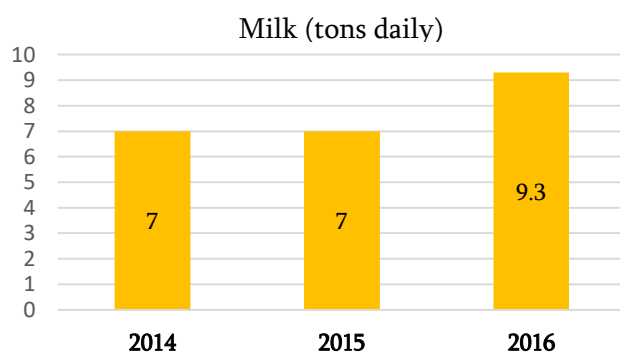


IE “Khvtiso Chincharauli” and IE “Ilia Dvalishvili” received the vehicles for laurel transportation, chopper of laurel branches, dryer and calibrator, also laurel consolidation centres is being expanded within the frames of the Programme.

- Vehicles provided to the beneficiaries for collecting laurel, on the one hand, increased their coverage area and on the other hand, decreased the cost price of the product.

- Having increased geographical coverage area, more product was collected, and the laurel storage area was built. *“Production has increased by almost 60% in consideration of increased area”.*
- Laurel is being dried through laurel dryer equipment in natural humid conditions. Thus, dried laurel is of better quality and accordingly the demand and the price is higher.

**Diagram 9. Collection/processing of milk**



IE “Muradiani” and IE “Karinian” received dairy transportation means, dairy boiler, cheese forms (IE “Muradiani”), vacuum and steam machines, lactoscan and butter separator (IE Karenian)

The dairy plants improve production process and diversify production types through the assets received within the frames of the Programme:

*“We are preparing for the plant to go through inspection process for food safety and obtain proper certificate”.*

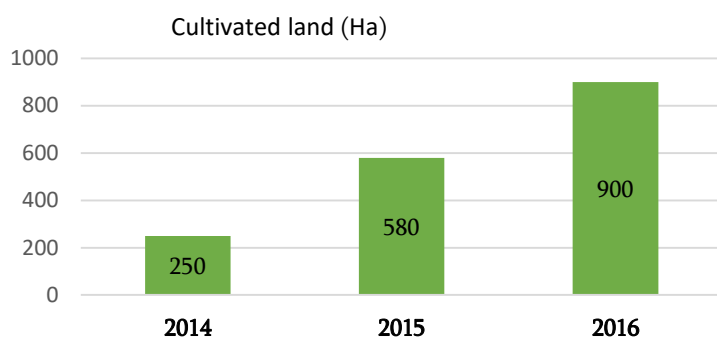
*“The reached scale of milk production allows for the new market demanding to apply proper standards”.*

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### **Livestock fodder**

As a result of intervention, LLC “Spelta” offered customers the livestock fodder in new, granulated way. However, as representative of “Spelta” stated, the demand on the production provided by them is depended on raising awareness of the farmers, for them to realize how significant proper nutrition is for increasing its productivity and decreasing the cost price of production. *“The cattle is mostly fed with grass and the fodder is used only in winter. I am trying to promote fodder produced by our company and demonstrate its benefits to the farmers. They still lack trust in things”.* According to the respondent, the capacity of the plant is 200 tons per month, however currently only 65-70 tons are realized.

**Diagram 10. Mechanization**



As the respondents stated, the local farmers had to use the service of LLC “Mechanizatori” from other municipality that generally was not available for small-scale and medium-scale farmers, - *“They used handwork or worked by using the animals (bull or horse)”*. In most cases *“though municipality owned meadows area equals to 500 ha, their use is limited due to lack of technics”*. (LLC “Alva”). Based on the survey results, though the mechanization service is all new type of service to many, we still see the tendency of increase of cultivated land area. This is a result of the actions by beneficiary agricultural service-centers being at the stage of offering/spreading their services to new farmers. However, after some period of time, after using the full capacity and potential of applied machinery the volume of work will remain unchanged. Possibility of movement of technics should also be considered per agri-season. *“We offered our services both: to local farmers and to farmers from other regions. This year we will serve farmers in Kakheti. Beyond this, we had a request order from Borjomi but the equipment cannot work on two sites simultaneously”*. (IE “Soso Gugava”).

## 5. Financial information

In order to flash a general picture of the ASPs operations and production volume, we divided the beneficiaries into categories based on annual turnover<sup>3</sup>- a) up to GEL 50 000, b) 51 000 – 15000 GEL, c) 151 000 -300 000 GEL d) 301 000 GEL and more. The table below demonstrates the number of farmers based on annual turnover (Table 2).

**Table 2.** Distribution of agricultural service-centers based on annual turnover:

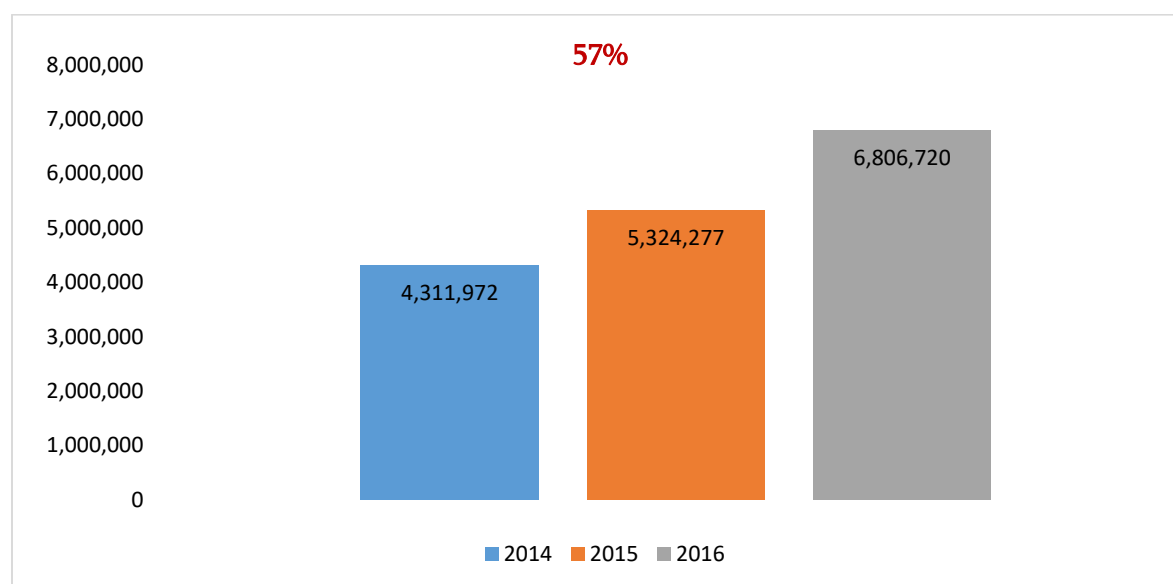
Annual turnover (based on conditions prior to receiving grant)			
Up to GEL 50 000	51 000 – 15000 GEL	151 000 -300 000 GEL	301 000 GEL and more
5 beneficiaries	5 beneficiaries	8 beneficiaries	8 beneficiaries

<sup>3</sup> Indicator of annual turnover is taken from business plan submitted by beneficiaries and reflect the situation before Programme target aid

Obviously, the information received from ASPs is confidential and will not be reflected in the report, although the information on annual turnover received during the baseline survey process allows us to define the percentage increase of production volume in Programme mid-term and final surveys.

Based on the survey results the indicator of total income growth of Programme beneficiary APSs, from the start of the Programme up to date is 57%. The indicator of financial growth reached 23% in 2015, and in 2016 the indicator of financial growth reached 27%. We should consider that the interviewed 26 ASPs are from the first and second cycle, accordingly the time of purchasing, transferring and exploitation of assets are different. 15 beneficiaries out of 26, benefited from the intervention in 2015 and the rest 9 ASPs used the transferred assets in whole or partially in 2016. The indicator of financial growth according to each ASP find in Annex 2.

**Diagram 11. Indicator of financial growth in 2015 and 2016<sup>4</sup> (GEL)**

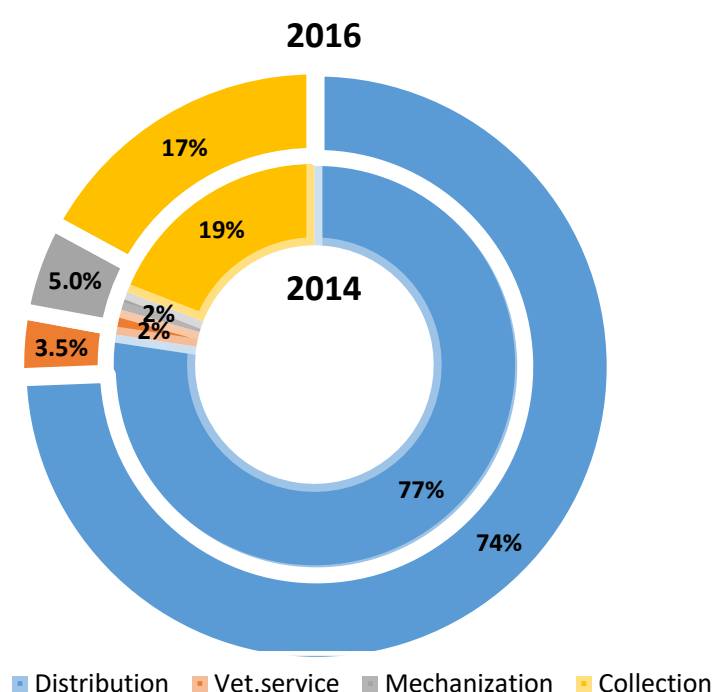


9 out of 26 interviewed ASPs benefited from introduction of the agricultural manufacturing production distribution system. As indicated above, this is the service that leads to the immediate outcome. E.g. the vehicles provided for distribution purposes or provision of the service on site. Mechanization and various technical attachments, which can be applied immediately. Accordingly, 75% of total income growth falls on this sector. Collection/processing has tendency of increase also, the potential of growth of which, according to respondents, is anticipated in the following years too. In the diagram below

<sup>4</sup> 2014 and in some cases data of 2015 represents financial information of ASPs before intervention

(Diagram 12), we can see that new trend of the service is emerging – it is a veterinary service that implies urgent as well as preventive services on site. Share distribution of mechanization service has increased compared to baseline data. The indicator of total growth of those “innovative” areas the service of which require some time to be introduced to customers to be implemented, has remained unchanged. (Artificial insemination of livestock, livestock ultrasound examination, fodder production). The diagram below (Diagram 12) demonstrates agricultural sectors financed by the Programme and their development in regard to gross revenue from the start of the Programme up to date.

**Diagram 12.** Share distribution of the Programme funded agrisectors in gross revenues



**Table 2.** Number of agricultural service centers based on agricultural service areas

Agricultural service area	Number of ASPs
Distribution	9
Vet. service	5
Mechanization	6
Collection/processing	7
Other	1

*Areas in which the ASPs are engaged exceed the number of ASPs participating in the Programme, as in separate cases the targeted aid provides for supporting two or more areas within one ASP (See Annex I)*

## 6. Number of employees

We were interested in the survey how targeted aid is related to employment of qualified personnel by the ASPs.

Based on survey results, 157 employees are employed in beneficiary ASPs. Below is the table (Table 3) with number of employees, based on position and gender, within the funded ASPs. As expected, in the vast majority of beneficiary ASPs the decision-making positions (production manager, director) are

occupied by men and majority of women work as accountants. The most of agronomists and technologists are men.

**Table 3: The number and positions of employed in ASPs based on sex:**

Position	2014			2015		
	Total	Woman	Man	Total	Woman	Man
Production Manage/Director	28 <sup>5</sup>	3	25	28	3	25
Professional service (accountant, lawyer and other).	25	22	3	25	22	3
Specialist (Agronomist, technologist, veterinarian, machine operator)	18	4	14	22	4	18
Technical service (seller, assistant, driver, other)	147	66	81	157	66	91

Intervention stipulated by the Programme may provide for increasing working power (human resource) that may be conditioned by increasing service diversification/production volume.

As revealed from the survey results, 11 out of 26 ASPs confirmed that they received new employee and it is related to exploitation of the assets transferred. In total, the number of employees has increased by 15 employees – mostly they are machine operators, drivers of distribution vehicles, assistants involved in sorting and transportation of the production. However, as the beneficiaries state, based on specifications of agricultural activities, applying an increased capacity is required during the active agricultural seasons.

## 7. Relations with farmers' cooperatives

Vast majority of the beneficiary ASPs admit, that formal relations with farmer cooperatives are facing challenges. According to them, “*internal organizational development of the cooperatives faces troubles*”, accordingly the cooperatives “*are not ready for relations based on the stable, long-term, sustainable agreements*”. Although, during the survey, we met the ASPs that defined the cooperation format with cooperatives as with business subject, in terms of agreement, or cooperation memorandum, that implies full package of services distributed over time, with special conditions provided for the farmers' cooperatives, namely:

- 8-10% discount on purchased goods based on volume;
- Grace period of payment;
- Free of charge delivery of products purchased within agriseason;

<sup>5</sup> The number of employed on the position of manager director exceeds total number of beneficiaries, as in two cases (LLC “Alva”, LLC “Agrocomi”), the decisions on production is allocated between two managers/directors.



- Free of charge service of consultants (including field visits)  
Total 10 out of 26 ASPs confirmed having the above said relations with cooperatives that in total sums up to 20 cooperatives.

## 8. New product

As indicated above, the service areas are diverse and include diversification of existing product and product availability for the customers, as well as support of development of “demanded” and „deficient” areas in order to develop agricultural production supported by the Programme. By offering **distribution and mobile vet. services**, ASPs expanded coverage area and involved those farmers in the lists, having transportation problem. *“Due to lack of transport means, the farmer used to approach the small shops in the villages, where the low quality production was sold and could not get any proper consultation services”*. Mobile/distribution service made it possible to provide business consultations in addition to offering the production on site. The Programme supported ASPs increased role in stimulating the farming activities. Cooperatives and farmers groups benefit from special discount systems that allows for obtaining services at the value below the market price. Namely, the ASPs and farmers’ groups were offered the following incentives:

- Up to 10% discount on agricultural manufacturing means;
- Delivery of production input on site at reduced price;
- Consultation service of agronomist on site;
- Seasonal sales (discount on hot season) in order to stimulate sales;
- Allowing for payment in installments through the support of micro-finance institutions
- Online service/sales (alvafsc.com);
- Trainings on application of the new products/preparations;
- Internal credits for large-scale farmers.

Despite this, cultivation of unexplored arable land became possible through **transferring the agricultural equipment** to beneficiary ASPs and letting the services in different areas be available for farmers, such likes: sowing, mowing, serving with press machine, herbicide treatment for plots, harvesting potatoes and etc.

**Service of artificial insemination**, funded within the frames of the Programme, **is a new service introduced in Vani municipality and diagnosis and ultrasound apparatus are novelties for Imereti region.**

**Upgrading the laurel plant with the modern technologies and equipment significantly improved the quality of laurel for export.**

Information on each new product/service offered to farmers by the ASPs is provided in Annex III.

## Annex 1.

### Beneficiary ASPs by municipalities and supported sectors:

#	Name	Municipality	Supported Sector
1	LTD "Agro Service Kareli"	Kareli	Input Supply/Distribution
2	IE "Cisia Diglemashvili"	Sagarejo	Input Supply/ Distribution
3	LTD "AgroCom"	Gori	Input Supply/ Distribution
4	IE "Teimuraz Kuchishvili"	Khashuri	Input Supply /Distribution
5	LTD "Boran Sopkimia"	Gurjaani	Input Supply/Distribution
6	LTD "Vazi 2014"	Chiaitura	Input Supply/Distribution
7	IE "Ashraf Valiev"	Gardabani	Input Supply/Distribution
8	IE "Levan Aroshidze"	Kvareli	Input Supply/Distribution
9	IE "Ezoiani"	Akhalkalaki	Input Supply/Distribution
10	IE "Muradiani"	Akhalkalaki	Dairy Production
11	IE "Karen Simoniani"	Akhalkalaki	Dairy Production
12	EI "Simon Darbidyan"	Akhalkalaki	Dairy Production
13	EI "Raphael Karoiani"	Akhalkalaki	Dairy Production
14	IE "Zurab Kartvelishvili "	Vani	Vet. Service; Mechanization
15	IE "Grigol Gelovani"	Samtredia	Vet. Service
16	IE "Sosiko Amirkhaniani"	Ninotsminda	Vet. Service
17	LTD "Alva"	Sachkhere	Vet. Service; Mechanization
18	LTD "Nektari"	Chiatura	Vet. Service
19	IE "Ilia Dvalishvili"	Vani	Collection/Storage
20	IE "Dapnari"	Samtredia	Collection/Storage
21	EI "Roman Chinchaladze"	Chiatura	Kvevri Production
22	LTD "Spelta"	Tbilisi	Fodder production
23	IE "Soso Gugava"	Tetritskaro	Mechanization
24	IE "Vugar Elchiev"	Tetritskaro	Mechanization
25	LTD "Iveria"	Gori	Mechanization
26	LTD "AIBOLIT"	Marneuli	Mechanization

**Annex 2. a) The number of the ASP client;  
b) The volume of the product/service provided by the ASPs;  
c) Financial growth (%) by ASPs**

Name of the ASP	Number of the ASP clients- farmers			Volume of the product/service provided by the ASP			Growth of Income (%)	
	2014	2015	2016	2014	2015	2016	2015	2016
1. LTD "Agro Service Kareli"	2500	3500	3700				35%	38%
2. IE "Cisia Diglemashvili"	5500	6000	6100				35%	0%
3. LTD. "Agro Com"	3900	4200	4900				-	30%
4. IE "Teimuraz Kuchishvili"	3000	3300	3600				-	30%
5. LTD. "Boran Sop Qimia"	3000	3600	3800				35%	16%
6. LTD. "Vazi 2014"	900	1300	1500				33%	18%
7. IE "Ashraf Valiev"	6000	6000	6500				-	25%
8. IE "L Aroshidze"	2800	3700	3600				33%	15%
9. IE "Ezoiani"	2100	3200	3600				50%	25%
10. IE "Muradiani"	30	35	45	1 ton	1 ton	1.5 ton	-	25%
11. IE "Karen Simoniani"	100	100	130	2 ton	2 ton	2.6 ton	-	40%
12. EI "Simon Darbidyan"	90	80	130	2 ton	2 ton	2.6 ton	5%	30%
13. EI "Raphael Karoiani"	80	80	100	2 ton	2 ton	2.6 ton	5%	30%
14. IE "Zurab Kartvelishvili"	0	0	600	0 ha	0 ha	100 ha	-	30%
15. LTD "Alva"	0	500	700	0 ha	100 ha	150 ha	100%	15%
16. LTD "Nektari"	0	500	800				100%	15%
17. IE "Grigol Gelovani"	0	0	0				-	-
18. IE "Sosiko Amirkhaniani"	120	150	195				15%	30%
19. IE "Dapnari"	500	400	600	45 ton	45 ton	60 ton	-	50%
20. IE "Ilia Dvalishvili"	620	500	800	100 ton	100 ton	200 ton	-	50%
21. IE "Soso Gugava"	40	40	45	250 ha	250 ha	300 ha	-	30%

Name of the ASP	Number of the ASP clients- farmers			Volume of the product/service provided by the ASP			Growth of Income (%)	
	2014	2015	2016	2014	2015	2016	2015	2016
22. IE "Vugar Elchiev"	0	30	140	0 ha	80 ha	140 ha	100%	38%
23. LTD "Iveria"		0	0		-	-	100%	38%
24. LTD "AIBOLIT"	0	30	120	0	150 ha	220 ha	100%	20%
25. LTD "Spelta"	25	25	30	60 ton	70 ton	80 ton	100%	20%
26. EI "Roman Chinchaladze"	20	20	20	2 ton	1 ton	1 ton	-	8%

### Annex 3. New Product/Service launched by the ASPs

Name of the ASP	New Product
1. LTD "Agro Service Kareli"	<ul style="list-style-type: none"> <li>• Distribution Service</li> <li>• Mechanizations Service</li> <li>• Trainings on New products</li> <li>• New medical preparation ("Embrelia")</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 8-10% discount on purchased input supplies based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
2. EI "Cisia Digmelashvili"	<ul style="list-style-type: none"> <li>• Distribution Service</li> <li>• Mechanizations Service</li> <li>• Trainings on new products</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• Free of charge delivery of products purchased</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
3. LTD "ALVA" (VET)	<ul style="list-style-type: none"> <li>• Mowing service and hay press</li> <li>• Herbicide treatment of maize fields</li> <li>• Trainings on new products</li> <li>• Sales cards</li> <li>• Payment by installments through financial institutions</li> <li>• Online sales (alvafsc.com)</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
4. LTD "Nektari" (VET)	<ul style="list-style-type: none"> <li>• Mobile vet service</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 8-10% discount on purchased input supplies based on volume;</li> </ul>
5. EI "Sosiko Amirkahniani" (VET)	<ul style="list-style-type: none"> <li>• Animal artificial insemination</li> <li>• "Beekeeper's corner" (inventory)</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 8-10% discount on the service of artificial insemination</li> </ul>
6. EI "Serioja Ezoiani"	<ul style="list-style-type: none"> <li>• Distribution service</li> <li>• Trainings on new products</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>

Name of the ASP	New Product
7. LTD "Agro Com"	<ul style="list-style-type: none"> <li>• Distribution service</li> <li>• Seasonal promos/sales</li> <li>• Installment of payment on site through financial institution (up to 5000 GEL)</li> <li>• Internal installment of payment</li> <li>• "Field Day"</li> <li>• Installment of the irrigation systems</li> <li>• <b><u>For FGs</u></b></li> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
8. LTD "Teimuraz Kuchishvili"	<ul style="list-style-type: none"> <li>• Distribution service</li> <li>• Consultations for farmers</li> <li>• Installment of payment on site through financial institutions</li> <li>• <b><u>For FGs</u></b></li> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
9. EI "Levan Aroshidze"	<ul style="list-style-type: none"> <li>• Distribution service</li> <li>• Installment of the irrigation systems</li> <li>• Biological protection of the plant</li> <li>• Premium Packages of the service - high tech products</li> <li>• Installment of payment on site through financial institutions</li> <li>• Seasonal promos</li> <li>• <b><u>For FGs</u></b></li> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
10. LTD "Boran Sop Qimia"	<ul style="list-style-type: none"> <li>• Distribution service</li> <li>• Installment of the irrigation systems</li> <li>• Biological protection of the plant</li> <li>• Premium Packages of the service - high tech products</li> <li>• Installment of payment on site through financial institutions</li> <li>• Seasonal promos</li> <li>• <b><u>For FGs</u></b></li> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
11. Ltd "Vazi"	<ul style="list-style-type: none"> <li>• Distribution service</li> <li>• Installment of payment on site through financial institutions</li> <li>• The mill service</li> <li>• <b><u>For FGs</u></b></li> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> </ul>

Name of the ASP	New Product
12. EI "Ashraf Valievi"	<ul style="list-style-type: none"> <li>• Distribution service</li> <li>• Consultations for farmers</li> <li>• Electric fertilizer</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
13. LTD "Dapnari"	<ul style="list-style-type: none"> <li>• Usage of laurel twigs for fuel</li> <li>• Laurel is dried through dryer equipment in natural moisture conditions Calibrating laurel leaves</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 8-10% discount on purchased input supply based on volume;</li> <li>• Grace period of payment;</li> <li>• Free of charge delivery of products;</li> <li>• Free of charge service of consultants (including field visits)</li> </ul>
14. EI "Ilia Dvalishvili"	<ul style="list-style-type: none"> <li>• Usage of laurel twigs for fuel</li> <li>• Laurel is dried through dryer equipment in natural moisture conditions</li> <li>• Calibrating laurel leaves</li> <li>• Collection of drupes</li> <li>• Collection of wild leafy plants</li> <li>• Collection of seed fruit</li> </ul>
15. EI "Karen Simoniani"	<ul style="list-style-type: none"> <li>• Production types are diversified (two new product)</li> <li>• Vacuum machine</li> <li>• Pasteurization machine</li> <li>• Vapor Machine</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 5%-6% discount on the product based on the value</li> </ul>
16. EI "Grigol Muradiani"	<ul style="list-style-type: none"> <li>• Production types are diversified (three new product)</li> <li>• Whey is returned back to the farmers to be used for the cattle feeding. (Before it was decontaminated)</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 5%-6% discount on the product based on the value</li> </ul>
17. LTD "Spelta"	<ul style="list-style-type: none"> <li>• Production types are diversified (three new product)</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• 5%-6% discount on the product based on the value</li> </ul>
18. EI "Zurab Kartvelishvili"	<ul style="list-style-type: none"> <li>• Tractor service</li> <li>• Herbicide Treatment of maize fields</li> <li>• Artificial insemination of livestock</li> </ul> <p><b><u>For FGs</u></b></p> <ul style="list-style-type: none"> <li>• Discount on the service both for mechanization and livestock insemination</li> </ul>

Name of the ASP	New Product
19. EI "Soso Gugava"	<ul style="list-style-type: none"> <li>• Mower tractor</li> <li>• <b><u>For FGs</u></b></li> <li>• Discount on the service</li> </ul>
20. LTD "Aibolit"	<ul style="list-style-type: none"> <li>• Miller;</li> <li>• Seeder;</li> <li>• Potato digger</li> <li>• <b><u>For FGs</u></b></li> <li>• Discount on the service</li> </ul>
21. EI "Vugar Elchiev"	<ul style="list-style-type: none"> <li>• Bale Picker</li> <li>• Tractor</li> <li>• Rotational mower</li> <li>• <b><u>For FGs</u></b></li> <li>Discount on the service</li> </ul>
22. LTD "Iveria"	<ul style="list-style-type: none"> <li>• Tractor,</li> <li>• Sprayer Machine;</li> <li>• Mulcher;</li> <li>• Cold storage</li> <li>• New varieties of apples (3 varieties)</li> <li>• <b><u>For FGs</u></b></li> <li>Discount on the service both for mechanization and cold storage</li> </ul>
23. LTD "Kvevri"	<hr/>
24. EI "Grigol Gelovani"	<ul style="list-style-type: none"> <li>• Animal Echoscropy Machine</li> <li>• Animal gynecologic equipment</li> <li>• <b><u>For FGs</u></b></li> <li>• Discount on the collection service</li> </ul>
25. EI "Simon Darbidyan"	<ul style="list-style-type: none"> <li>• Production types are diversified (two new product)</li> <li>• <b><u>For FGs</u></b></li> <li>• Discount on the collection service</li> </ul>
26. EI "Raphael Karoiani"	<ul style="list-style-type: none"> <li>• Production types are diversified (two new product)</li> <li>• <b><u>For FGs</u></b></li> <li>• Discount on the collection service</li> </ul>