Empowering Women Entrepreneurs in Running Agribusinesses in Myanmar (eWomen)

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Outline

1. Project design and initiation
2. Field visit and problem identification
3. Planning and inception
4. Implementation –
   - Group formation
   - Training (abroad and in-country)
   - Monitoring
5. Results and evaluation
6. Conclusion and recommendations
Problems

Lack of innovative technologies and income earning opportunities

Innovative technologies / management skill

Landless and small holder farmers

Lack of capital, Low production and productivity

Food insecurity
Low income

Poor livelihoods

Italian Ministry
UoT
AIT
EER.i
Yangon R. Gov

Interest rate 10-15% month
<table>
<thead>
<tr>
<th>Strategic objective/goal:</th>
<th>Improved food security and farmer’s livelihood through technology transfer</th>
</tr>
</thead>
</table>
| Purpose:                 | a) Increased farmers’ income  
                          | b) Improved farm productivity  
                          | c) Women’s empowerment        |
| Outcome:                 | a) Application of most profitable agri-businesses  
                          | b) Revolving fund             |
| Outputs:                 | a) No. of women farmers trained  
                          | b) No. of models & demonstration farms established  
                          | c) No. of most profitable agricultural technology packages developed and disseminated  
                          | d) No. of functional women’s groups formed |
Organizational structure

- UoT, Italy (Principal Investigator-1)
- AIT, Thailand (Principal Investigator-2)
- Yangon Region Government (Collaborator)
- Township Administration
  - Chief & other staff
- EER.i
  - National Advisor
  - National Coordinator
- Admin. & Support Staff
- Field Coordinator
- Field Manager: Field managers
- Village Heads
  - No. of villages = 11
  - Total = 11 x 9 = 99 families and > 504 beneficiaries
THE INCEPTION WORKSHOP
FOR
DEVELOPMENT OF RURAL AQUACULTURE THROUGH
ENTREPRENEURSHIP IN

UNIVERSITÀ DEGLI STUDI DELLA
TUSCIA

Ministere degli Affari Esteri

EERi
Inception workshop
Objectives

1. To improve food security (vegetables, fish, meat etc.)
2. Increase income of rural households
3. Empower women => self-help group
4. Revolving fund => source of investment
Project methodology

- Participatory bottom-up approach

  - "Help people to help themselves"
    - Listen to people problems and needs
    - See what people want
    - Think at solutions together
    - Find how help can be given
    - Find ways on how to empower singles/families/communities and create a security network
    - Work in synergy with institutions
    - Identify issues that need to be addressed at governance level
Explore income potential of other options compare, for examples

**Goat:**
Total no. = 10 goats
If 1 goat = 90,000 Kyat
Income = 90,000 x 10 = 900,000 Kyat

**Monosex tilapia:**
1 acre = 8,000 fish
If production = 4,000 kg
Income = 1,500 x 4,000 = 6,000,000 Kyat

Prawn, pig, tomato, Potato, Carrot, Cauliflower, Cabbages???
Formation of women’s group

- 11 groups in 11 villages of Twante (about 60 km south of Yangon)
- 99 women, 9 members per group
- Group meetings / activities
- Revolving fund (women collected 1,000 kyat per month and project provided $1,000/group as seed money)
- Business plan – make profit => increase income
Training of Trainers at AIT
In-country training and Empowerment

1. Individual skill:

- Farming methods: goat, pig, fish / prawn and vegetables

- Keeping records of inputs and outputs and analyze which one gives the best profit
Share, compare & choose the most profitable one

### Comparison among the businesses

<table>
<thead>
<tr>
<th></th>
<th>Ladies Finger</th>
<th>Cucumber</th>
<th>Goat</th>
<th>Fish</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A. Income</strong></td>
<td>50,300</td>
<td>50,500</td>
<td>244,000</td>
<td>600,000</td>
<td></td>
</tr>
<tr>
<td><strong>B. Total cost</strong></td>
<td>35,700</td>
<td>49,200</td>
<td>203,000</td>
<td>393,000</td>
<td></td>
</tr>
<tr>
<td><strong>C. Net profit/loss</strong></td>
<td><strong>14,600</strong></td>
<td><strong>1,300</strong></td>
<td><strong>41,000</strong></td>
<td><strong>207,000</strong></td>
<td>-</td>
</tr>
</tbody>
</table>

Which one you choose?

<table>
<thead>
<tr>
<th></th>
<th>Ladies Finger</th>
<th>Cucumber</th>
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<th>Fish</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3</td>
<td>4</td>
<td>2</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>
Group meeting

- Women Leaders’ role
- Contact each woman and ask how are they doing weekly basis
- Ask if anyone has any problem
- If there are problems, make that an ‘agenda’ for discussion for that month’s meeting
- Gather to share any good / success stories
Meetings

- **Regular meeting**: e.g. every month
  - e.g. 1\textsuperscript{st} day of each month
  - 5\textsuperscript{th} of each month

- **Urgent / emergency meeting**:
  - If goats / pigs are sick
  - If farmers facing any problem
1. In general, majority women's are doing fine except a goat farmer.

2. The group felt that goat mortality (Mrs A) is serious it may transmit to others, Therefore, decided to request a veterinarian

3. The agreed to accept the application of Mrs A as a group member from January 2014.

4. We agreed to take active part in religious festival

5. The group selected the business plans submitted by Ms B & Mrs C but with the reduced amount i. 100,000 Kyat and 90,000 Kyats respectively

6. Next meeting will be on December 1, 2013
Agenda

1. Each member’s performance – how each person is doing
2. Problems e.g. goat died
3. Planning – new member’s applications
4. Upcoming activities
5. Farmer / business proposal selection
Results & Evaluation

- Partial data
- Need more time to compile
- Compare among groups
- Compare among businesses
Very good - detailed record keeping
<table>
<thead>
<tr>
<th>Date</th>
<th>M &amp; M</th>
<th>M &amp; M</th>
</tr>
</thead>
<tbody>
<tr>
<td>82</td>
<td>60000</td>
<td></td>
</tr>
<tr>
<td>20000</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Many piglets from a female supported by project.
Tilapia pond – feeding rice bran
Groups
All 11 groups have bank account
<table>
<thead>
<tr>
<th>Business</th>
<th>Cost</th>
<th>Revenue</th>
<th>Net profit</th>
<th>Decision</th>
</tr>
</thead>
<tbody>
<tr>
<td>Prawn</td>
<td>?</td>
<td>?</td>
<td>1,700,000</td>
<td>✔</td>
</tr>
<tr>
<td>Pig</td>
<td>?</td>
<td>?</td>
<td>1,000,000</td>
<td>✔</td>
</tr>
<tr>
<td>Goat</td>
<td>?</td>
<td>?</td>
<td>1,000,000</td>
<td>✔</td>
</tr>
<tr>
<td>Fish</td>
<td>?</td>
<td>?</td>
<td>1,000,000</td>
<td>✔</td>
</tr>
<tr>
<td>Mushroom</td>
<td>542,950</td>
<td>862,903</td>
<td>319,953</td>
<td>✔</td>
</tr>
<tr>
<td>Lady’s finger</td>
<td>160,000</td>
<td>443,975</td>
<td>283,975</td>
<td>✔</td>
</tr>
<tr>
<td>Cucumber</td>
<td>348,133</td>
<td>321,450</td>
<td>-26,683</td>
<td>X change</td>
</tr>
</tbody>
</table>
Conclusions

1. Prawn, goat, pig are the most profitable as farming businesses
2. Revolving fund solves the problem of lack of capital for investment
3. Successfully developed a indigenous tested model for the development of rural Myanmar
Scaling-up

- Many more are interested to join e.g. Women’s Association: 300,000 members in Twante!

- Throughout the country?

- Keynote / Panelist - Myanmar Economic Forum at Yangon University of Economics
What next?

1. New projects / new areas with new donors
2. Yangon Region Government
3. Union Government
4. EERi / MCC Group
5. Business model: Loan - Finance Companies / Banks
Thank you