

- Raks Thai Foundation -

Chiva Pa Doi Project

Endline Report

July 2018

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1. Introduction

1.1. Context

The rural parts of the Chiang Mai region in Northern Thailand are home to ethnic communities, especially Hmong and Karen, which count among the poorest people in the country. In most villages, households rely mainly on mono-crop farming for their livelihood and consequently their incomes are highly dependent from crop price fluctuations. In addition, extensive farming practices and the use of chemical inputs such as pesticides and fertilizers lead to rapid soil degradation and declining productivity, which negatively impacts the income and livelihood of the communities. Besides, in this region, women and girls from ethnic groups women are not treated as equal to boys and men due to social norms, education levels, and stereotypes.

1.2. Project overview

Chiva Pa Doi (meaning “the heart of the highlands”) is a project implemented by CARE in Thailand since 2014, with the financial assistance of the Chanel Foundation, in **support to women empowerment and entrepreneurship in remote villages in the highlands of Northern Thailand**.

Through this project, conducted in **10 villages of Galayani Vadhana, Mae Chaem, and Om Koi Districts** of Chiang Mai province, CARE supported close to 187 individuals (182 women and 5 men) to design and implement income-generating activities, while building their capacities to run businesses and conceive marketing strategies. The initial hypothesis was that through this approach, the beneficiaries would ultimately diversify their sources of income and therefore improve their overall financial stability and wellbeing. The project also aimed to enhance women empowerment by building their capacity so that they can gain self-confidence, contribute increasingly their household’s incomes and have a greater say in household and community level decision making.

A **first phase** of the project took place between July 2014 and May 2016 which allowed to establish 10 business groups composed mainly of women. During that phase, women identified the products they wanted to develop and commercialize, as well as their skills and capacities gaps and needs, and some initial capacity building programmes and trainings were delivered. A project brand was also created, with a specific graphic identity, a website and a page on social networks, which allowed women to reach out to new customers.

A **second phase** was launched as the project was renewed in January 2017 for a period of 1.5 years until July 2018. The objective of this phase was to make the women groups’ business activities sustainable by building the members capacities on sustainable production processes and marketing. The project also addressed the social and institutional environment required for local market development.

1.3. Target group background and context

The initial target of the project was to directly benefit 190 women group members, indirectly impact up to 9,500 individuals, which constitute the household members of the target women, and ultimately influence up to 3,600 persons, which is the total population of the 10 target villages.

Throughout the course of the project, the number of members in the business groups fluctuated slightly, as some individuals left the group for personal or professional reasons, and some joined later on. It should be noted also that some groups were not 100% women, but integrated some men as their members.

By the time of the final evaluation, the **total number of beneficiaries was 187 people (183 women and 4 men)**, which is 14 more than at the time of the baseline evaluation.

Details on the groups composition, occupation and key characteristics can be found in Table 1 below.

Location	Community	Ethnicity	Beneficiary		Product	Occupation	Group	Context	Main livelihood
			Men	Women					
Galayani Vadhana District	Huay Ba Ba	Karen		38	Natural dyeing Karen hand weaving textile	Existing	Existing	Very small valley	Grow upland rice and paddy rice for consumption Grow soybean and red bean for income
	Chaem Noi	Karen		17	Pig raising	Existing	New	Very small valley severe soil erosion	Grow paddy rice for consumption Grow Japanese pumpkin for income
Mae Suek Sub-district, Mae Chaem District	Huay Bong	Karen		16	Rice milling	Existing	New	Small valley good soil	Grow upland rice and paddy rice for consumption corn for income
	Pang Oong	Hmong		24	Hmong textile	Existing	Existing	No valley good soil	Not grow rice Grow fruits and vegetables for income
	Hauy Pak Kood	Karen		14	Dried Indian Gooseberry	New	New	Very small valley	Grow upland rice and paddy rice for consumption Grow corn for income
Tha Pha Sub-district, Mae Chaem District	Naruan	Local northern Thai		17	Teen Jok textile	Existing	New	Small valley	Grow paddy rice for consumption Grow onion and corn for income
	Yang San	Karen		12	Mushroom	New	New	Very small valley soil erosion	Grow upland rice and paddy rice for consumption Grow corn for income
	Sam Sob Bon	Karen	2	7	Rice milling and hand milling	Existing	New	Small valley	Grow upland rice and paddy rice for consumption Pumpkin, red onion, and peanut for income
Om Koi District	Huay Thong Luang	Karen	2	31	Dried local cabbage	Existing	New	No valley	Grow upland rice for consumption Grow tomato for other communities for income
	Sob Lan	Karen	1	6	Rice milling	Existing	New	Small valley	Grow paddy rice for consumption Grow tomato for income
TOTAL			5	182					

Table 1. Business group composition, main occupation and key characteristics

1.2 Chiva Pa Doi project and its objective

The Chiva Pa Doi project objectives, expected results and planned activities were designed during the project preparation phase by Raks Thai and CARE France in consultation with the Chanel Foundation, and detailed in the project proposal document.

Objective 1: To contribute to the development of the women group businesses

R1.1: The different value chains are improved with added value for the communities

- 1.1.1 Technical assistance for production improvement for Agriculture Value chains
- 1.1.2 Develop adapted design for textile product

R 1.2 Women are able to sell their product on the local market (agricultural products) or national market (textile)

- 1.2.1 Organization of Women network meetings for planning on participating local market fair
- 1.2.2 Participation of women to local fairs
- 1.2.3 Linkages btw private sector and textile groups
- 1.2.4 Chiang Mai chemical free market fair on Sunday once a month
- 1.2.5 Set up product promotion events at regional level
- 1.2.6 Product promotion publications and media
- 1.2.7 Online communication with customers (Facebook)

Objective 2: Reinforce women individual and group capacity to manage their business effectively

R2.1 Women's group at local and network level are more structured

- 2.1.1 Support for organization of Women group meeting for business improvement
- 2.1.2 Women business groups register as community enterprise
- 2.1.3 GAP certification for Rice

R2.2: Women capacity, resources, and knowledge have increased & Men have been sensitized to gender inequalities and are acting towards gender equality

- 2.2.1 A training program will be created and rolled out on business management
- 2.2.2 Roll out of one additional needed training for each group
- 2.2.3 Trainings on Leadership, empowering and networking
- 2.2.4 Gender workshops

Table 2. Chiva Pa Doi project objectives, expected results and planned activities

1.2 Endline appraisal aims

An endline evaluation was conducted with the **objective of assessing the business group effectiveness, women capacity, and their participation in decision making** at different levels as compared to the levels identified through the baseline evaluation.

The aspects which were specifically looked at were the following:

- Women business group situation (market, production, and management)
- Women confidence, skills, and knowledge
- Gender balance and women participation and decision making at household, community, and sub-district (local) level

1. Methodology

This evaluation was conducted at the end of the project period by an **independent consultant** recruited through a competitive process. The evaluator conducted a **desk review of all relevant project documents** (project proposal, logical framework, baseline study, business score cards, interim reports) and held interviews with the project manager and relevant team members in order to fine-tune the evaluation objective and **research methodology**, as described below.

2.1 Sample size

The quantitative and qualitative methods were administered to all project participants in all 10 target communities, as shown in the table below.

Community	Men	Women	Total informant	% Women informant	Total members	% of member
Huay Ba Ba	0	38	38	100%	38	100%
Chaem Noi	0	17	17	100%	17	100%
Huay Bong	0	16	16	100%	16	100%
Pang Oong	0	24	24	100%	24	100%
Hauy Pak Kood	0	14	14	100%	14	100%
Naruan	0	17	17	100%	17	100%
Yang San	0	12	12	100%	12	100%
Sam Sob Bon	2	7	9	89%	9	100%
Huay Thong Luang	2	31	33	94%	33	100%
Sob Lan	1	6	7	86%	7	100%
Total	5	182	187	97%	187	100%

Table 3. List of evaluation informants

2.2 Quantitative method

A quantitative approach to data collection was undertaken through the use of targeted questionnaires. The questions were defined by the project management team in accordance to the log frame indicators, and reviewed and discussed by the evaluator. The questionnaires were distributed to all project participants in every village by the evaluator. The survey objective was communicated to the participants, the survey questions were explicated and the evaluator ensured that the process was clear for all.

Participants then filled their answer sheets in parallel, with the assistance of the when needed, as well as trained volunteer community members who translated the questions into the local languages. For the members who missed the meeting, the survey was conducted afterward by local volunteer using the same set of questions.

The questionnaire for the quantitative method is attached to this evaluation report as Annex 1.

2.3 Qualitative method

A qualitative approach was also undertaken through the conduction of focus group interviews conducted after the questionnaires were completed. The focus groups which were administered the interviews were composed to 5 to 10 people. The interview objective was communicated to all participants and local volunteers assisted the evaluator with translation, as well as provision of explanation to the members when needed.

The guide which was used for the focus group interviews is attached to this report as Annex 2.

2.4 Data analysis

Questionnaire survey results were plotted in bar charts to compare selected results from the baseline and endline surveys. Interviews with the project team as well as responses received during the Focus Group Interviews with the group members were used to support the interpretation of the quantitative data obtained through the questionnaires. The full package of raw data can be made available upon request.

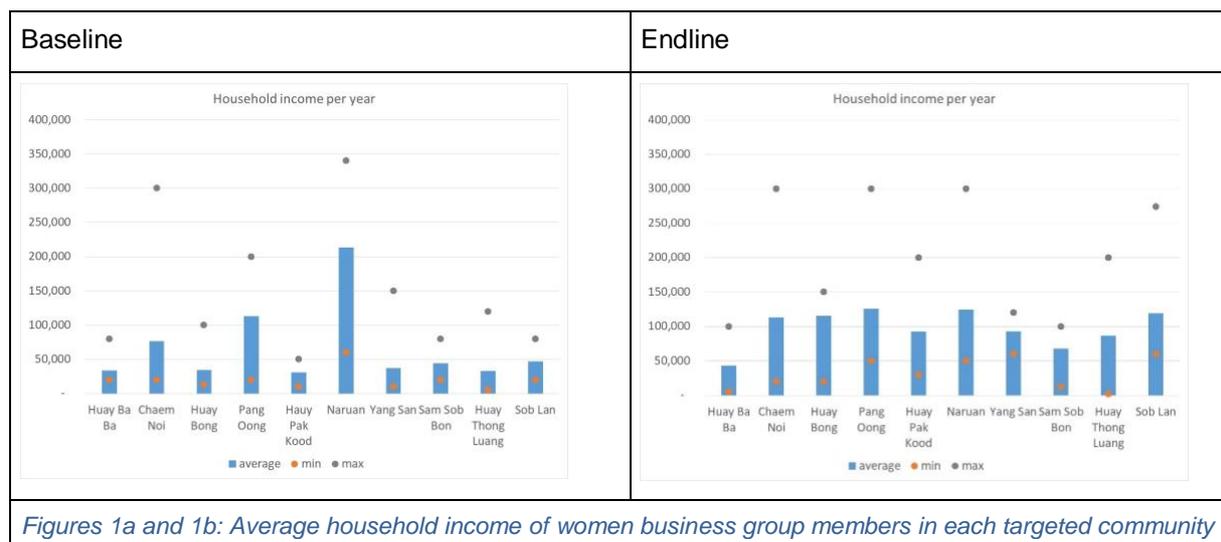
2. Endline survey findings and comparison to baseline survey

This section explores the main findings of the quantitative analysis which was conducted, and compares it the data which had been collected via the baseline evaluation at the beginning of the project. Some elements of interpretation are provided for each type of data

Economic situation

Household income level

The question here was: *how much does your household earn per year, when combining all sources of income?*



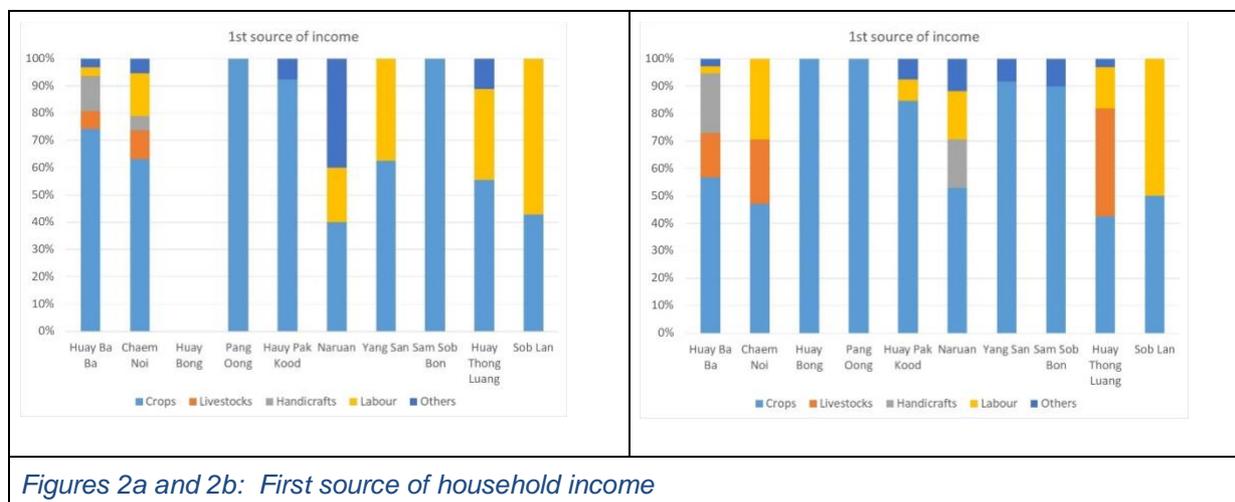
The average household income has increased in most communities over the project period, except for Naruan community. One of the reasons is probably that the price of the cash crop they produce (red onion) went down. For all other communities, there is a clear improvement in revenue.

Sources of household incomes

The questions here were:

- What is your first source of household income?
- What is your second source of household income?
- What is your third source of household income?

The options given were: crops (agriculture), livestock, handicrafts, labour (employment) and others.



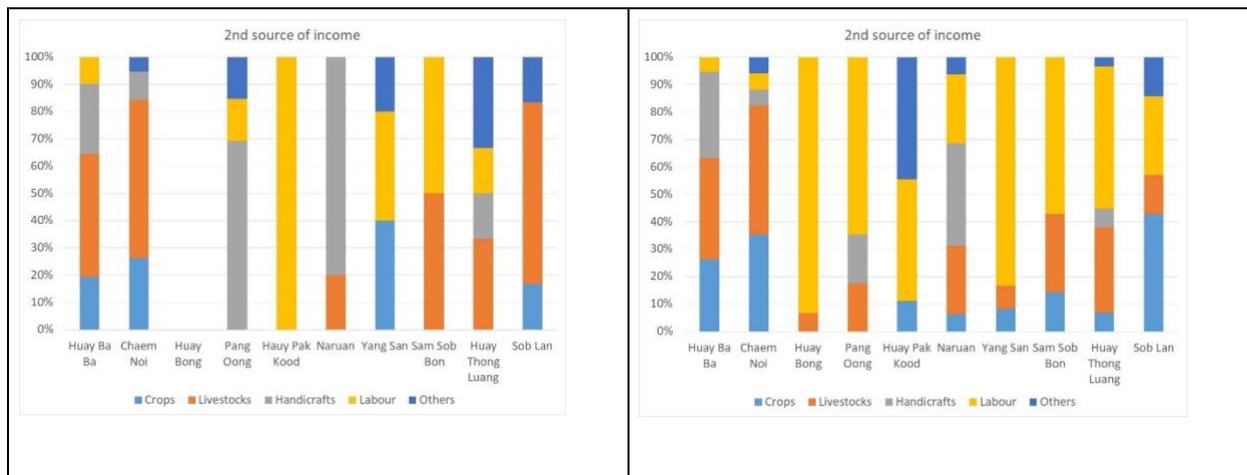


Figure 3a and 3b: Second source of household income

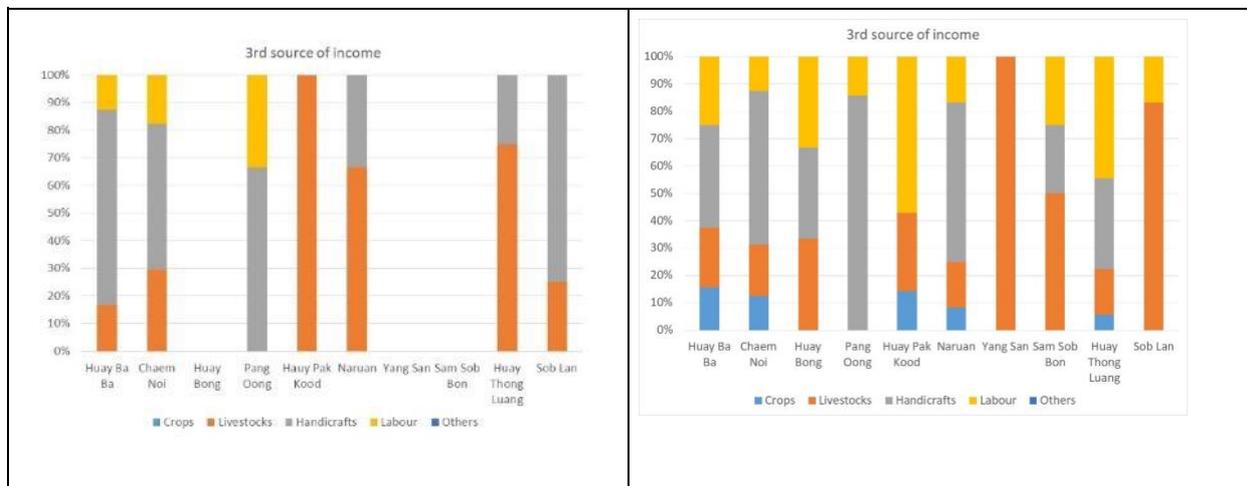


Figure 4a and 4b: Third source of income

This data allows to look at changes in the sources of incomes for households targeted by the project. The most notable changes which can most likely be attributed to the project are as follows:

Huay Ba Ba:

An interesting trend to note for Huay Baba is that the number of respondents declaring handcraft as the first source of household income has increased between the baseline and the endline, which with little doubt can be attributable to the activities of the project, as the Huay BaBa women group focused on the cotton weaving business.

Chaem Noi:

Here we notice that the proportion of respondents declaring livestock as the first source of income between baseline and endline has increased for Chaem Noi, and the number of respondents declaring livestock as the second source of income has remained stable. This is also to be considered knowing that the business developed by Chaem Noi community through this project was pig raising.

Pang Oong

In this community whose business activity focused on handcraft, the main element to look at is that while the first source of income for all households remained "crops", the proportion of households declaring that handcraft is their second source of income has slightly increased.

Naruan

In Naruan, a community which has worked during the project on the textile business, some respondents now declare handicraft to be the first source of income of their households.

Overall, it appears that the support provided to women business groups through the project has had an impact on the contribution of their activity to their household revenues, which can be seen as a clear positive benefit of the project.

Group business situation

The question posed here was: *How much do you earn from the business activity supported by the project?*

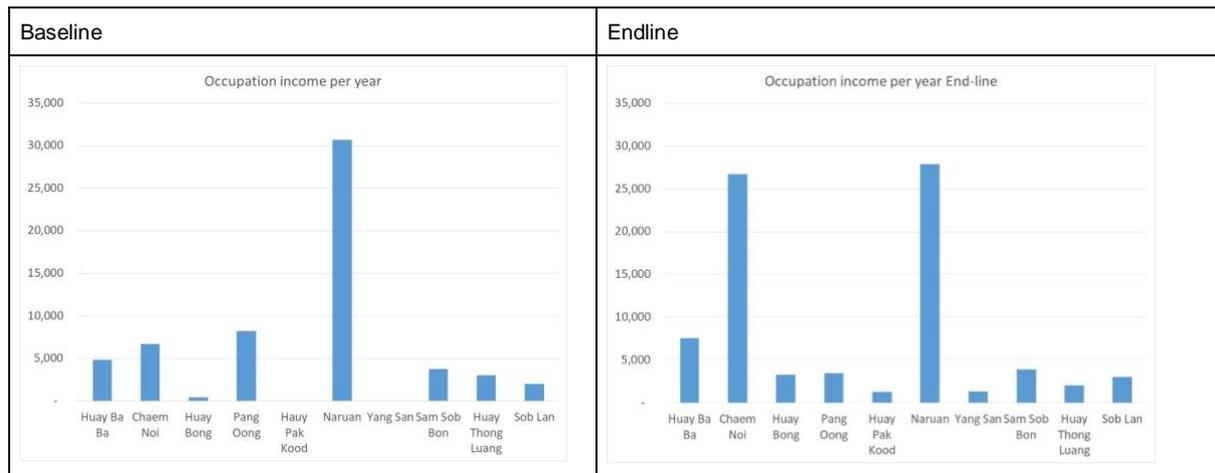


Figure 5a and 5b: Occupation income per year

On this graph, we can note that occupational income has increased for 7 communities, with an average of 35% income increase by individual women member. This demonstrates the positive impact which the project has had on business activities' profitability.

The following question asked to the respondents was: *who are your clients?*

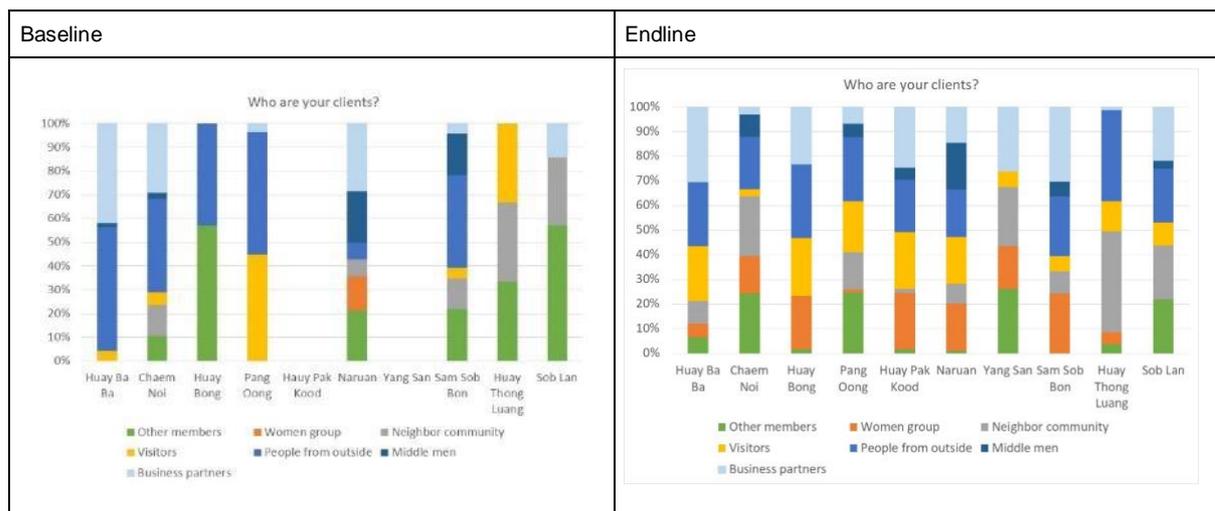
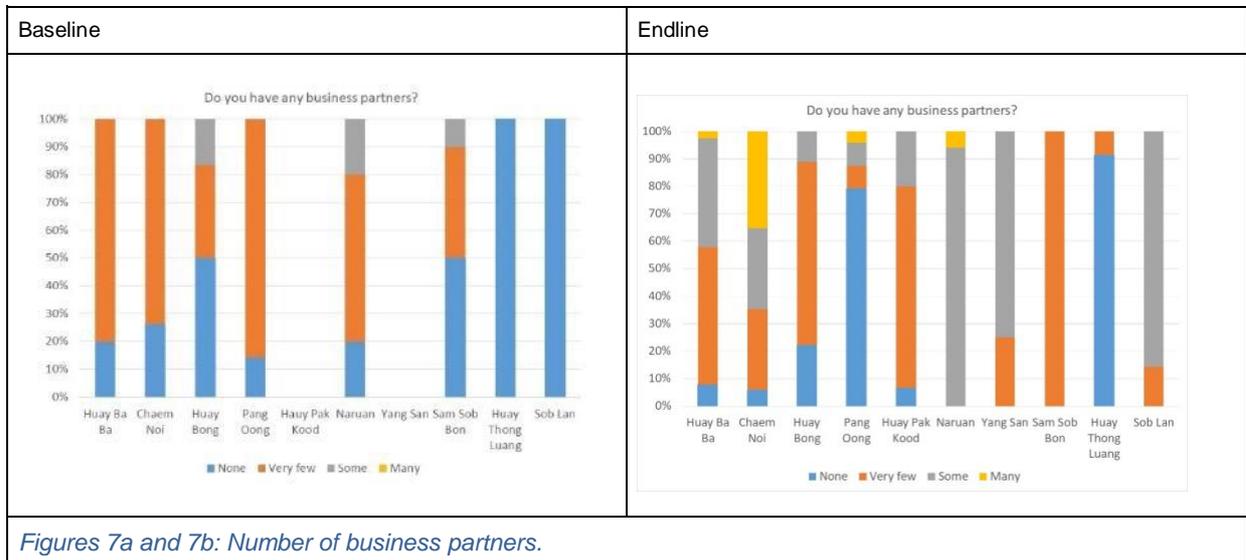


Figure 6a and 6b: Women business groups' clients.

With this graph we can notice that, for the majority of the communities, the diversity of clients has increased. Besides, the proportion of neighbors among the clients has increased, which probably means that the products sold by the business group is increasingly known among the neighbor community. While this data does not provide information on the overall volume of sale, and should

therefore interpreted with caution, the trends which we notice here can most likely be attributed to the activities of the project, especially the organization of several sale fairs, the launch of a project-specific brand, and the deployment of a social media strategy, which allowed to reach new customers.

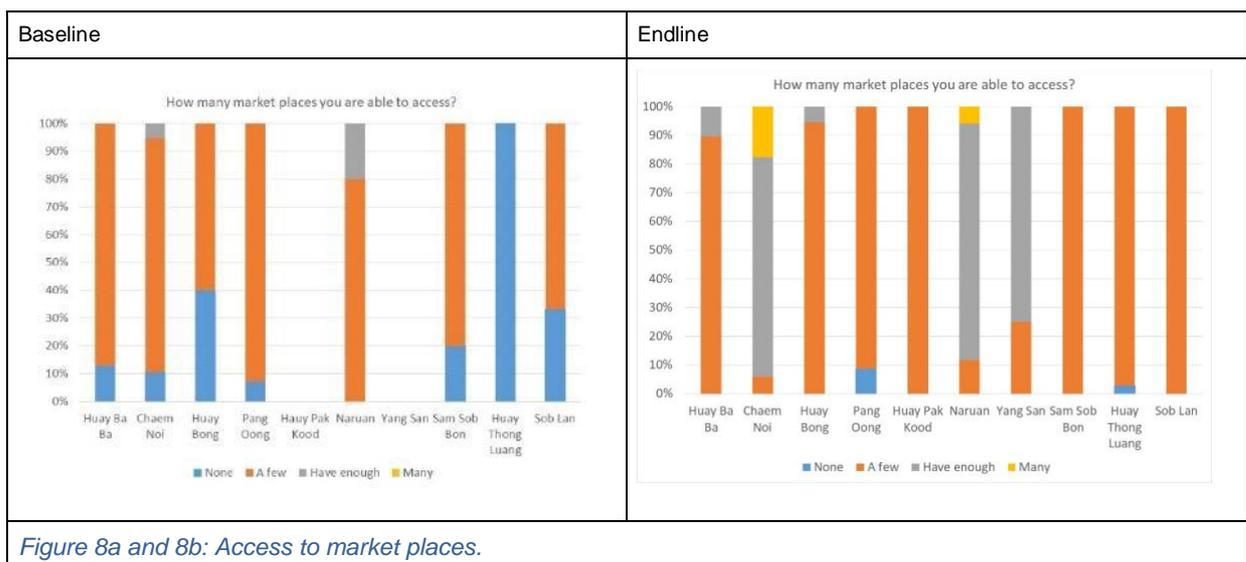
The following question asked to respondents was: *do you have any business partners?*



With this figure we can see that while at the time of the baseline, the vast majority of the respondents had either no or very few business partners, the situation has changed radically through the course of the project. At the time of the endline data collection, respondents had, for the majority, either few or some business partners. Also, for the first time at the end of the project, some respondents reported having many business partners.

This result can with little doubt be attributed to the activities implemented under the project in terms of establishing business networks, and connecting business groups with clients and partners.

The following questions addressed the *number of market places which participants are able to access.*



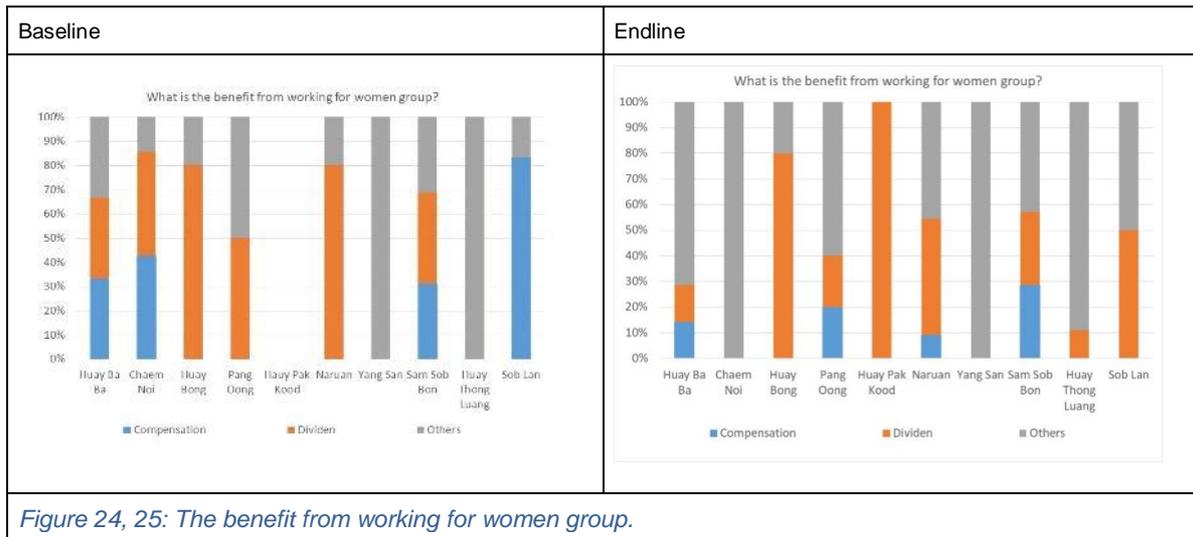
When it comes to this data, we notice significant positive change between the baseline and the endline. While at the time of the baseline data collection, very few respondents felt that they had access to enough market places to sell their products, the proportion of this response has increased significantly. Most notably, 70 - 90% of Naruan and Yang San and 95% of Chaem Noi respondents answered that

they were satisfied with their level of access to markets. This means that participants now have more channels to sell their products, thanks to the connections established throughout the project (identification of relevant market places, connection with women business groups).

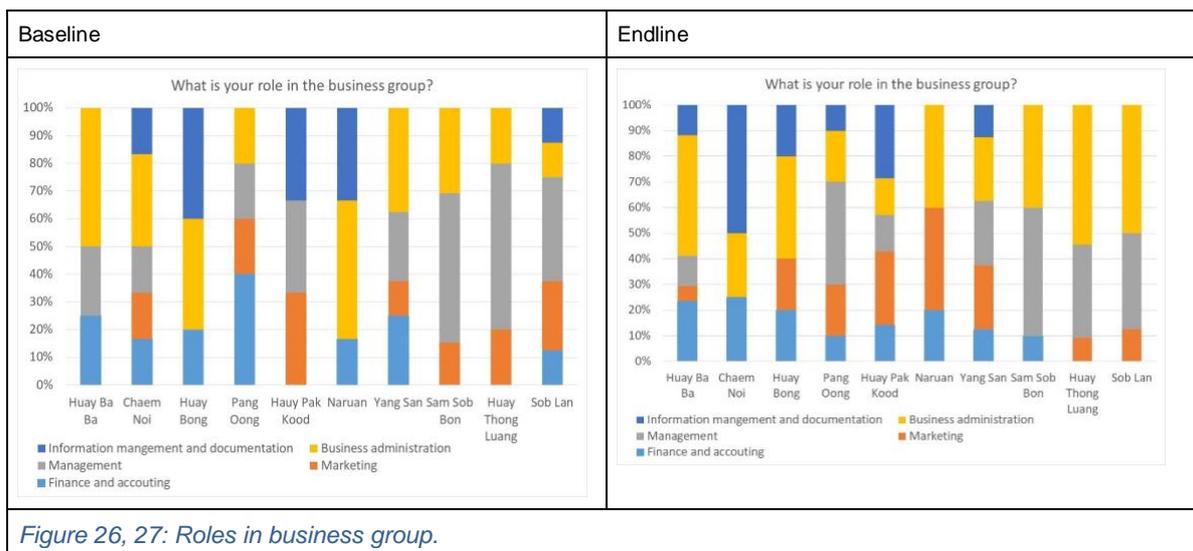
Business structure and management

The questions here were:

- Why do you work for group?
- What is your role?
- How long have you been in this role? Have you ever change your procedures?
- Have you ever changed role? What was the reason for changing?



On this graph, it should be noted that “others” category covers elements like learning from others and gaining experience. While there is no significant difference between baseline and endline data, it should be noted that the stated benefit for working for the business group changed a lot at Chaem Noi as they used to give the reason that they wanted dividend and compensation, but in the endline they expect to gain knowledge and experience.



This graph mainly shows that the variety of roles within the group has increased, which may reflect a more comprehensive approach to business management.

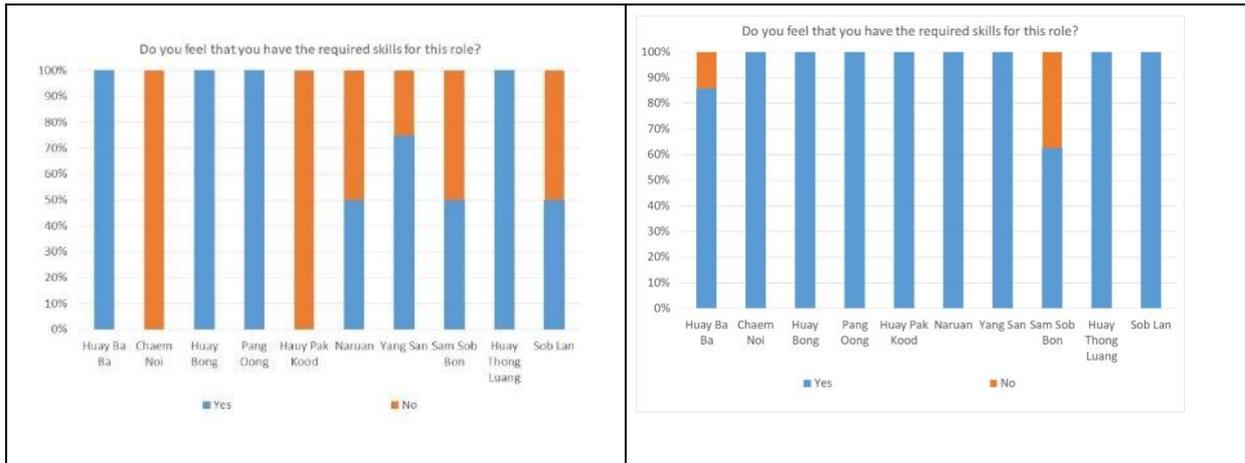


Figure 30, 31: Competency.

Almost all the group committee members find themselves qualified (have enough skills) to perform their roles when only small proportion of the members are still humble to say they don't have enough skills, but there is an improvement in the endline as the proportion of qualified (yes) is larger than the baseline. In particular, we can note 100% improvement in Chaem Noi and Huay Pak Kood as the committee members found themselves under qualified, but became 100% qualified in the endline result.

The people who answered "Yes" (enough skills) especially at Huay Pak Kood, Naruan and Yangsan have gained more experiences and confidence through the training programs dispensed by the project, while for some groups that answer "No" (not enough skills) at Huay Ba Ba and Pang Oong, it may be because new members joined recently and therefore could not benefit from all trainings.

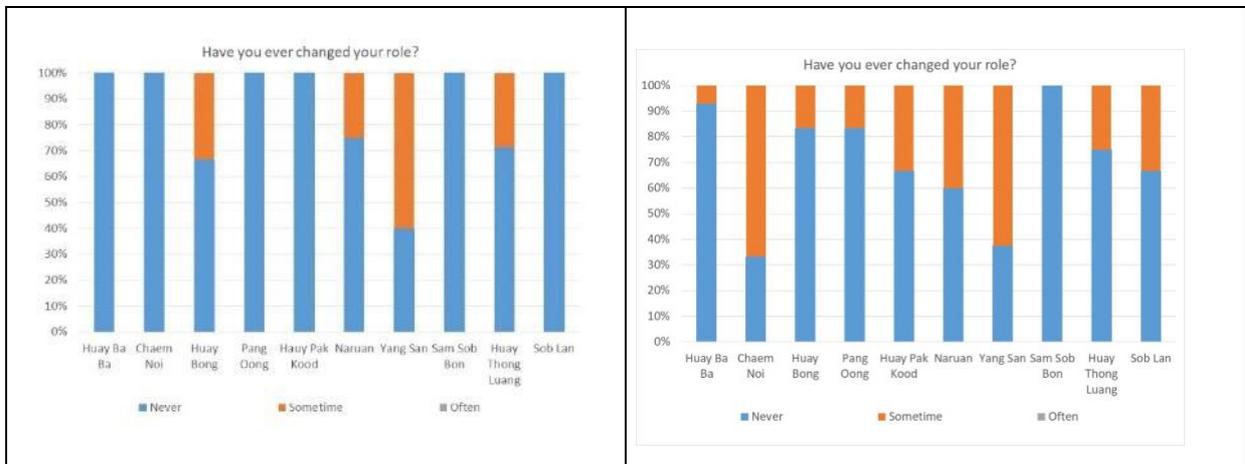


Figure 32, 33: Role changes.

There were some role changes within the group members at Huay Bong, Pang Oong, Huay Pak Kood, Na run, Yang San, and Huay Thong, which should be interpreted with caution. On the one hand, this could be seen as a factor of instability of the group's governance, but on the other hand it could also mean that people remain flexible and open to change in order to reach optimal governance.

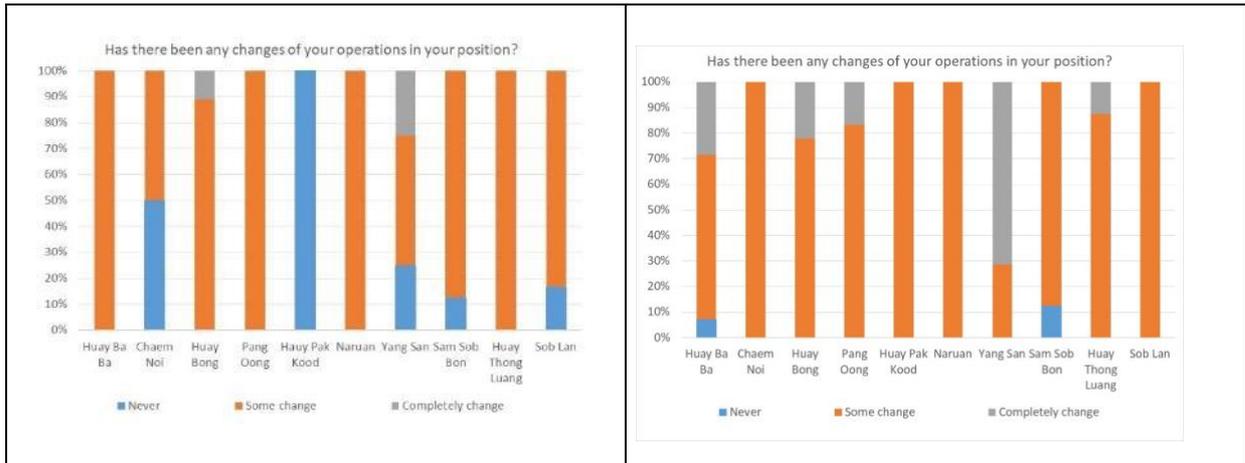


Figure 36, 37: Changes in the operation of position

Almost all the groups changed their operations (or procedures), especially in Yang San and Huay Pak Kood where 85% of the group members stated this change. In most cases, these changes seemed to aim to align with a new business strategy, or resulted from new knowledge and perspectives acquired by women members through the project.

Financial management and benefit sharing

The question here was:

- Do you know how the group money is spent?
- Is there any profit sharing mechanisms in place?

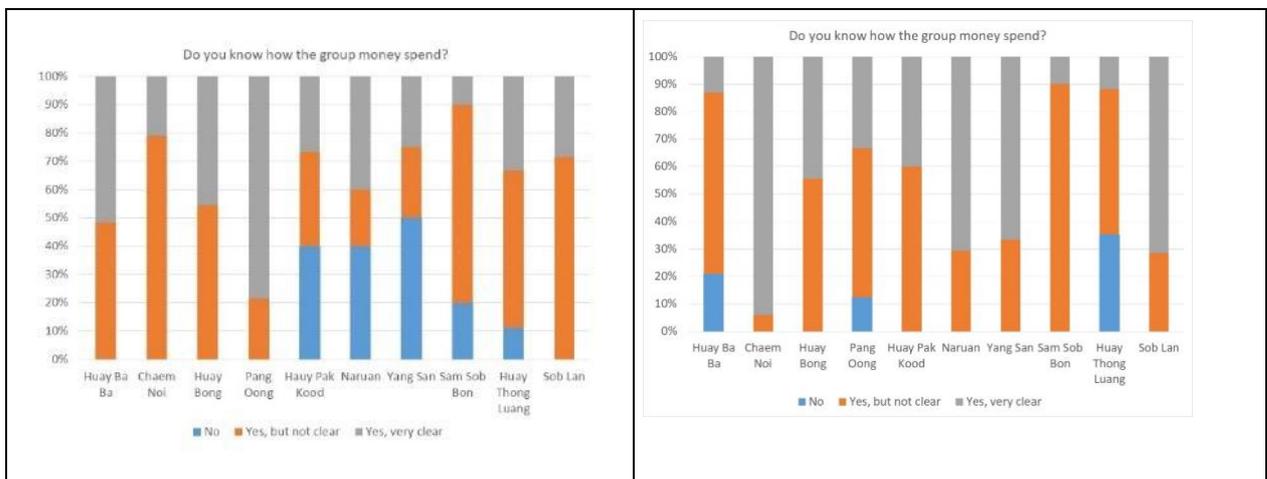


Figure 42, 43: Know group money spend.

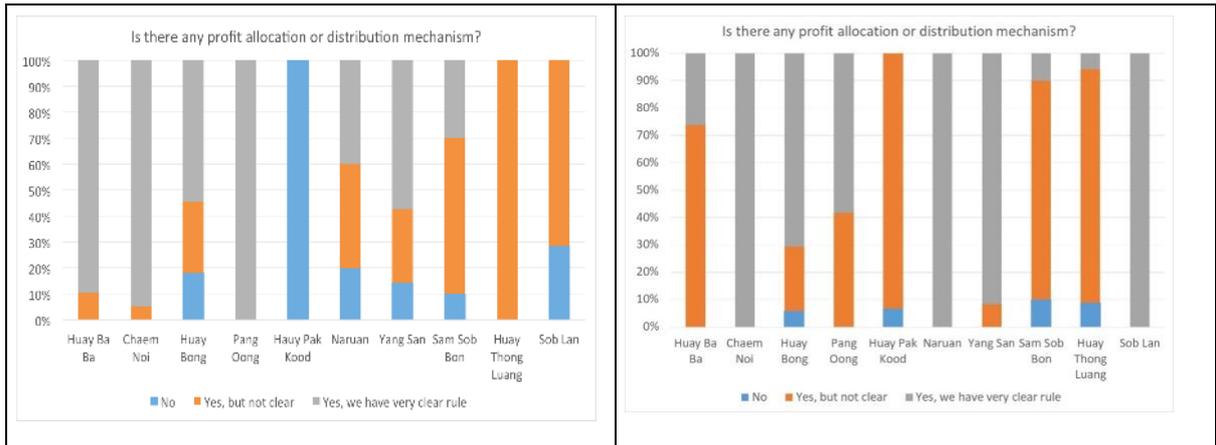


Figure 44, 45: Profit allocation mechanism

Both in terms of knowledge on the use of profit within the group, and clarity of the profit distribution within the group, there has been some progress between baseline and endline. While this was not the main focus of the project activities, it is likely that the regular coordination meetings and trainings on business management contributed to this improved knowledge and trust among group members.

Women capacity

Confidence

The questions were:

- Are you able to speak in public?
- Do you defend your opinion?
- Are you able to take responsibility
- Would you take risk or chance for new opportunity

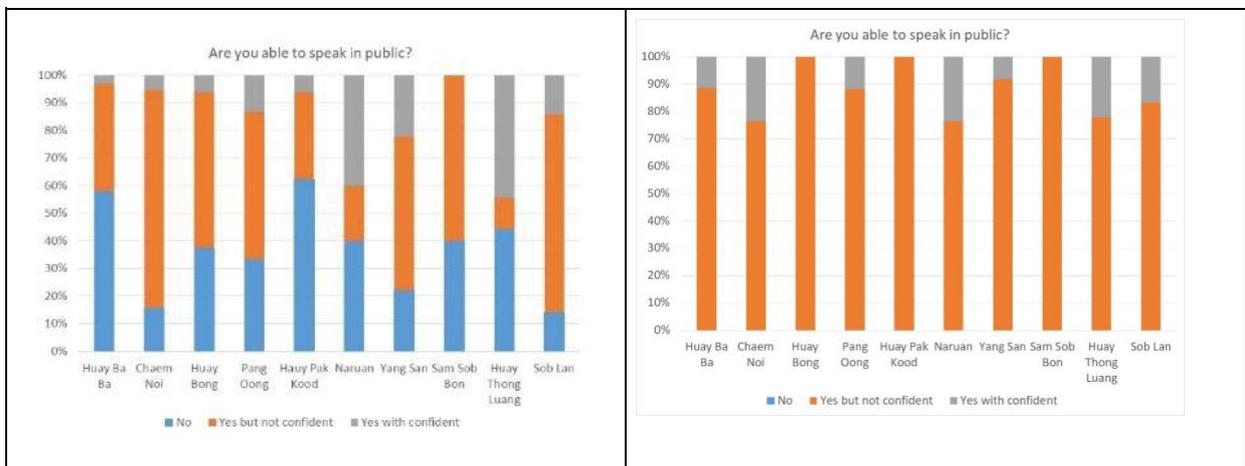


Figure 46, 47: Confidence (able to speak in public).

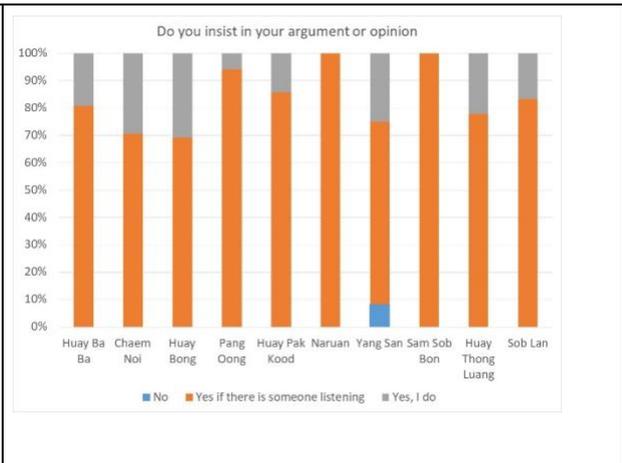
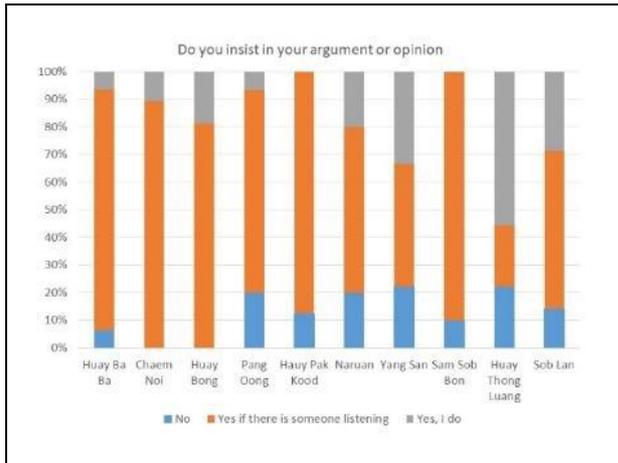


Figure 48, 49: Insist opinion.

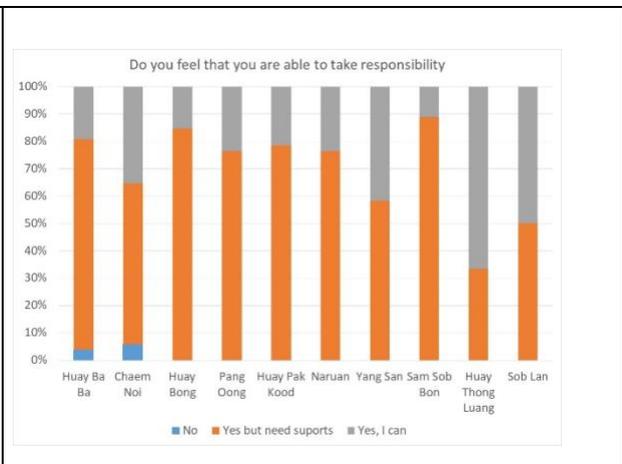
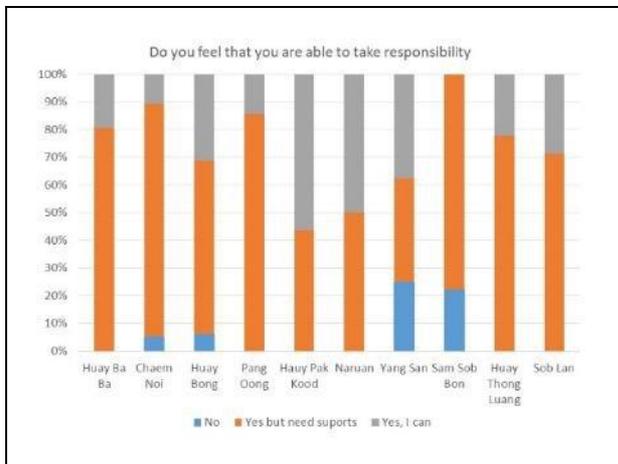


Figure 50, 51: Responsibility.

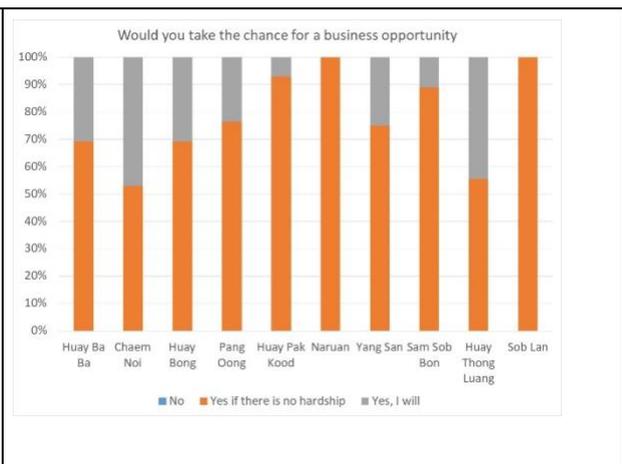
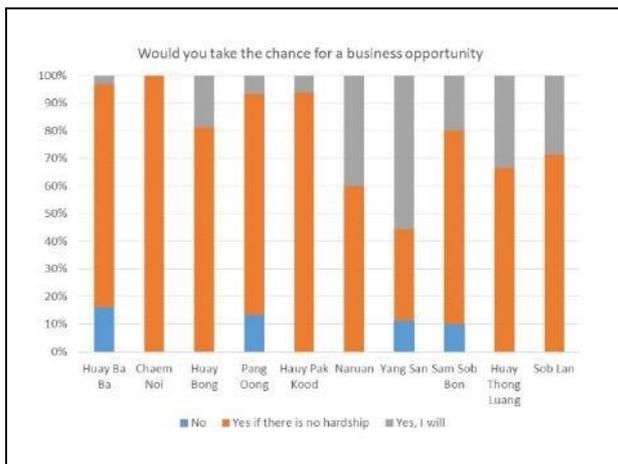


Figure 52, 53: Risk taking ability.

The confidence of the women members of the business groups is probably one of the most striking positive impact of the project, as we can see very clear increasing trends for all these graphs.

Skills and knowledge related to business

Are you able to create new product or technique?

Do you have means to learn new technique or skills ?

What is the knowledge you want to develop?

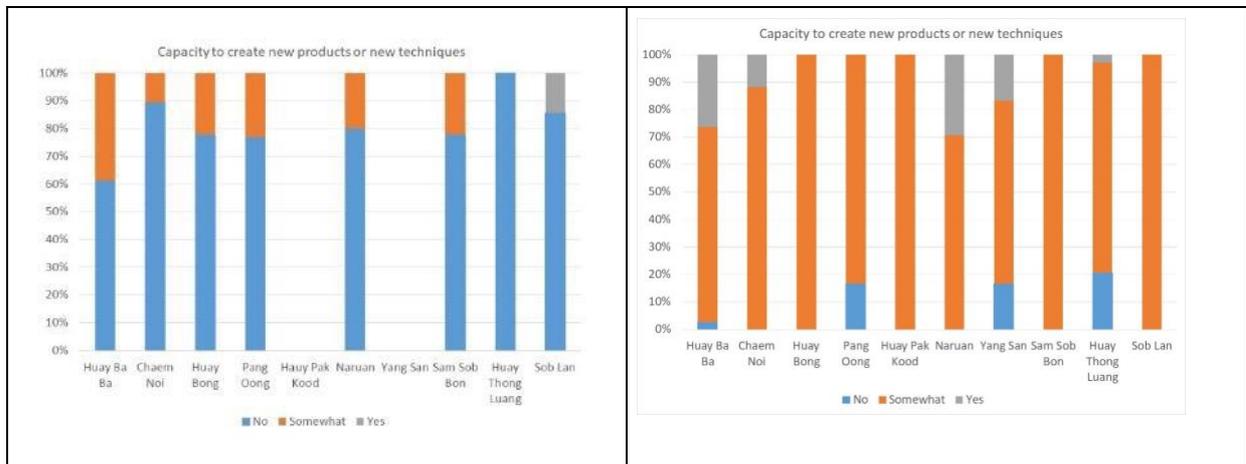


Figure 54, 55: Capacity to create new products or new techniques.

The capacity to create new products has increased clearly in almost all villages in the endline, this maybe the villagers feel more confident after they gained experience thanks to technical training provided through the project.

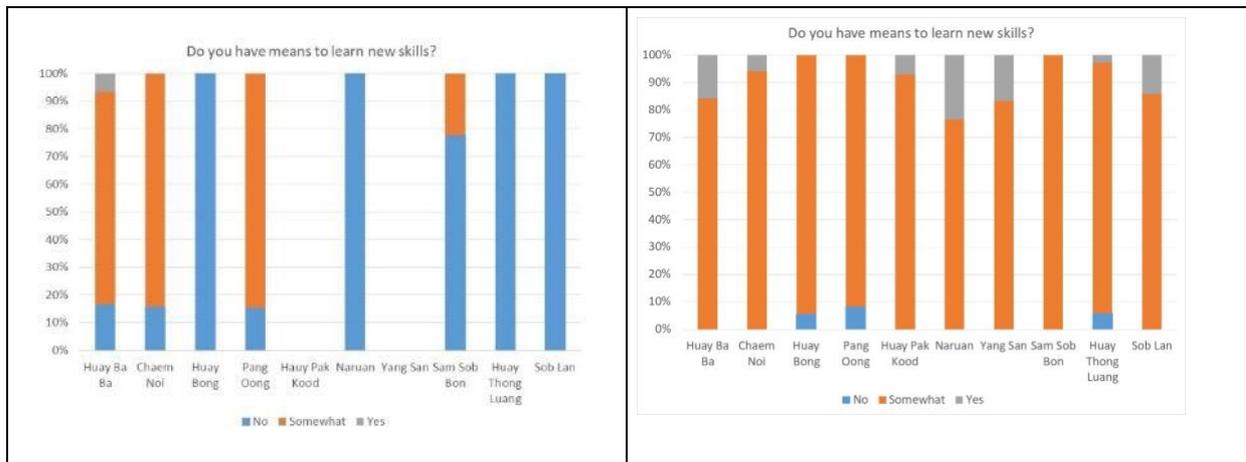


Figure 56, 57: Means to learn new skills

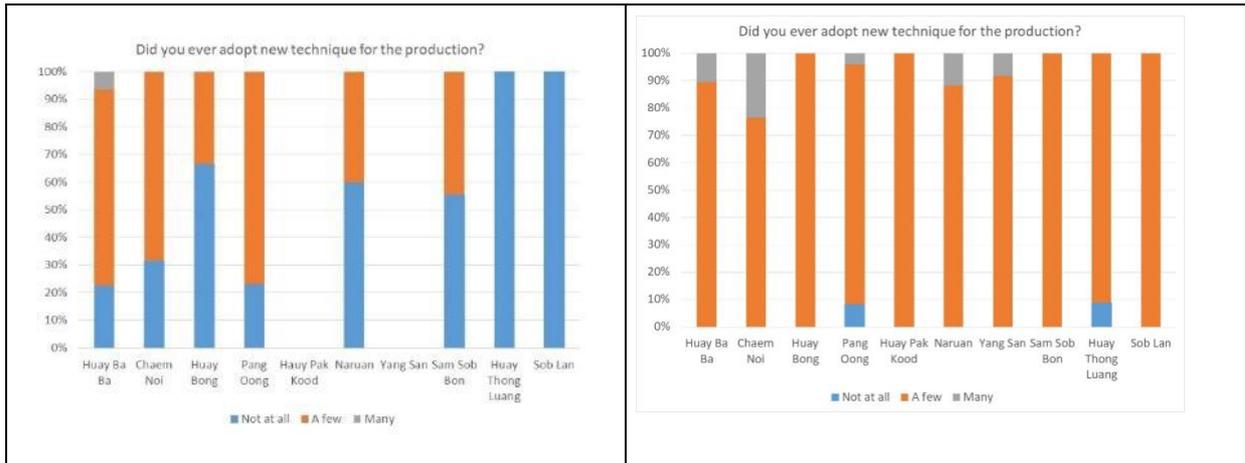


Figure 58, 59: Adaptation of technique into practice.

All the women group found themselves able to create new products or new When comparing the baseline and endline results, there is much improvements of group members' abilities to create new products or new techniques.

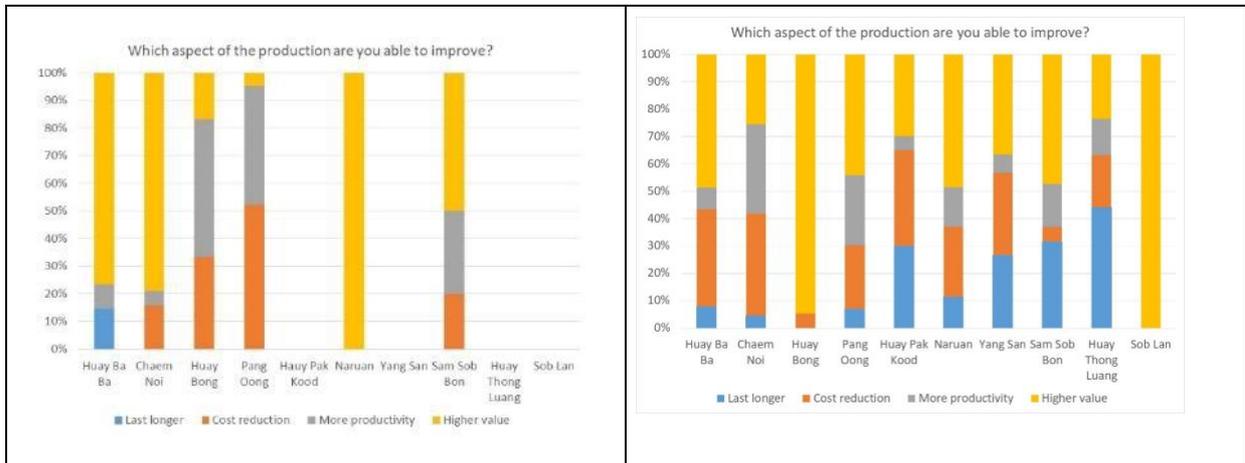


Figure 60, 61: Production improvement aspect.

Almost all villages found that their products have higher value: Huay Ba Ba, Chaem Noi, Huay Bong, and Naruan: products last longer at Sam Sob Bon and Huay Thong Luang, cost reduction were noticed at Yang San, Huay Pak Kood.

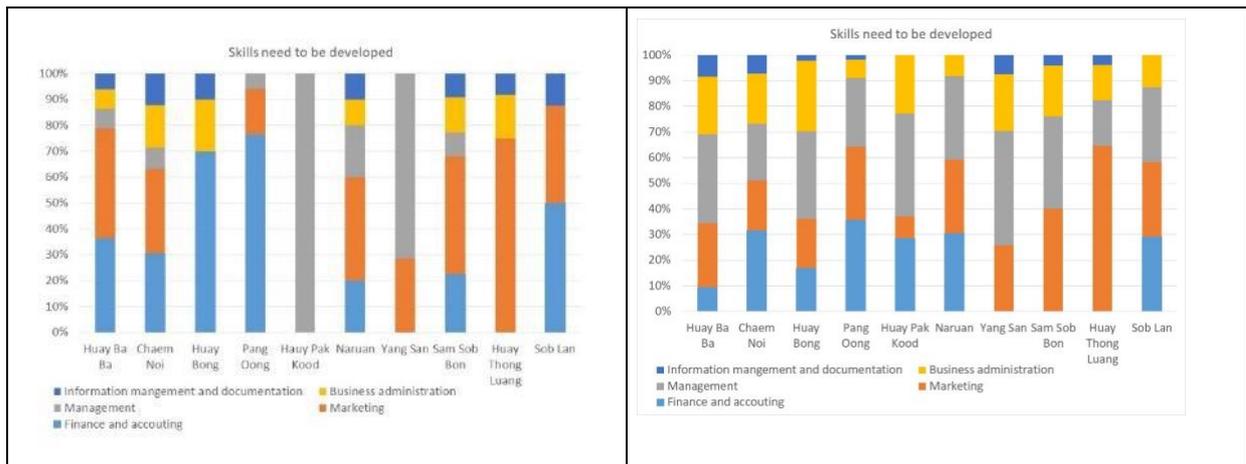


Figure 62, 63: Skills need to be developed

Comparing the result with the baseline, financial and accounting together with marketing are still the main skills that most of group members wanted to develop, followed by management, business administration and documentation respectively. Those results display that the women groups are aware of the needs of their businesses and have identified the limits they need to overcome. Depending on the type of activity developed and on the dynamic of the group, different skills must be reinforced.

Women participation in decision making at different level

Household level

Do you have your own money?

Do you feel that you are contribute to your household's income generation?

Who makes the final financial decisions within your household?

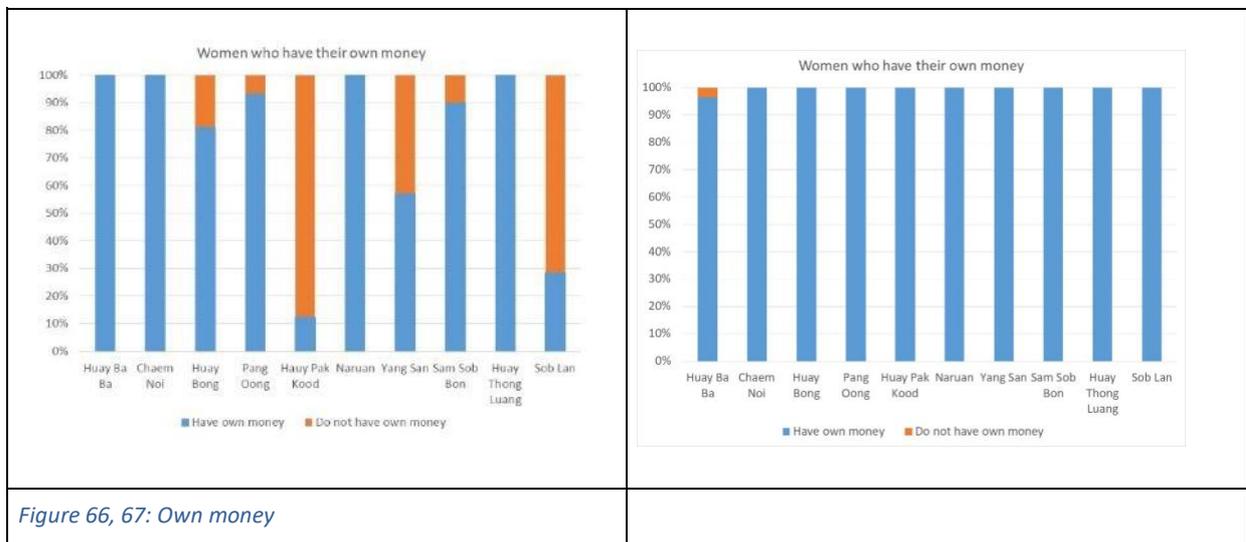


Figure 66, 67: Own money

While part of the women members of the business groups did not have their own money at the beginning of the project, by the time of the endline, a vast majority of them do. This is most likely to be linked to their involvement in the groups and the income they could make from the business.

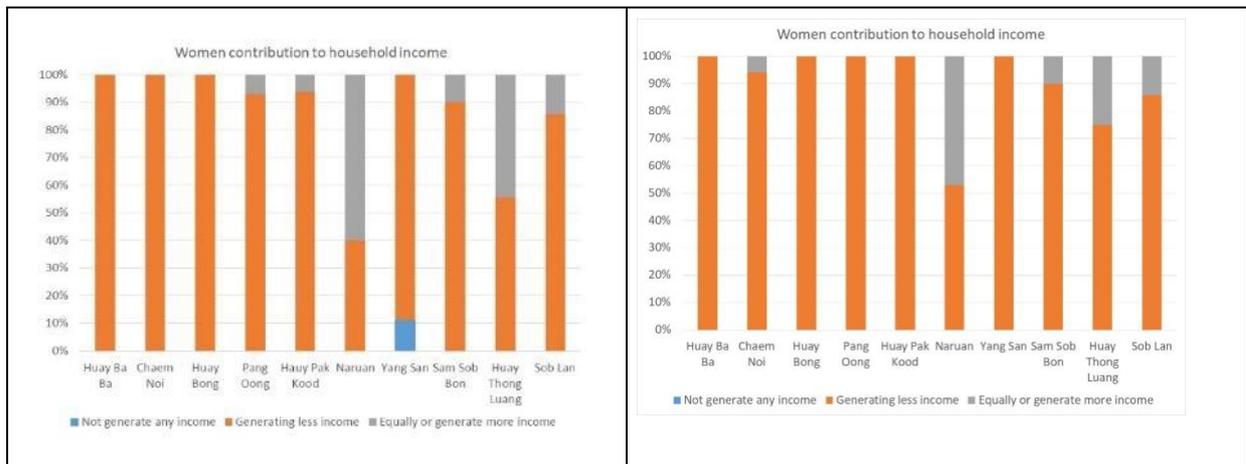


Figure 70, 71: Contribution to household income.

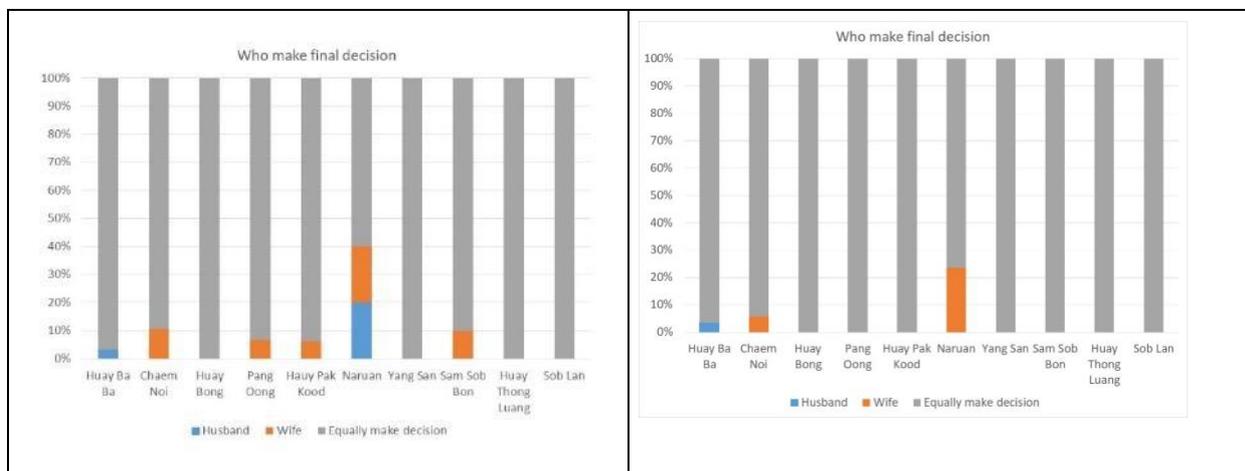


Figure 72, 73: Final decision maker.

By the end of the project, all women group members think that they contribute to household income, although for most of them to a lesser extent than their husband, which demonstrated an improvement from the baseline situation.

Besides, they are slightly more to consider that they equally contribute to finance-related household decision making.

Participation at community

- Do you participate in community-level decision making?
- What is community decision making method?
- Proportion of women in community level committee ?

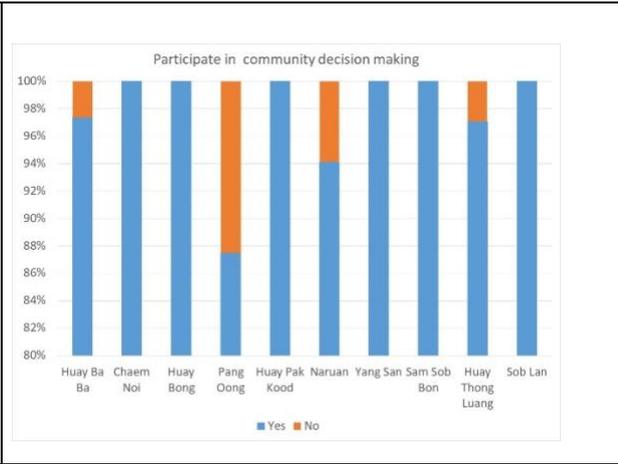
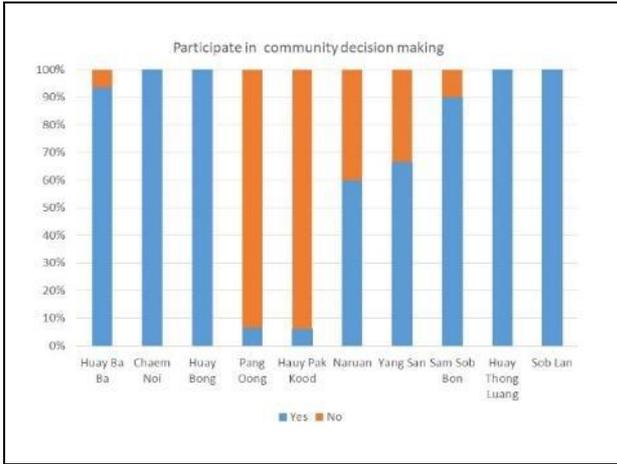


Figure 74, 75: Decision making at community level.

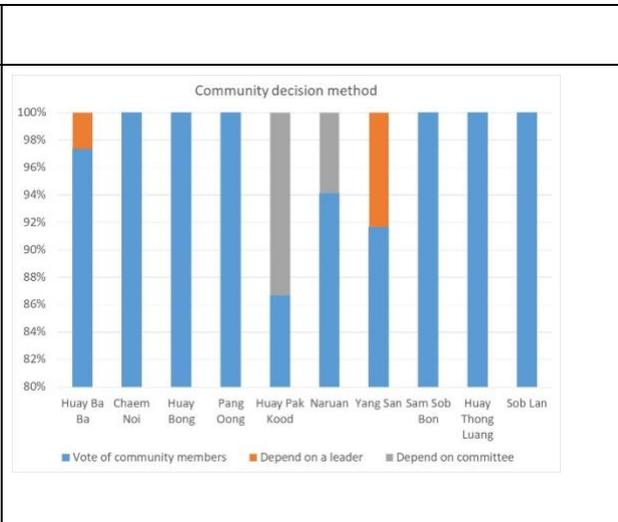
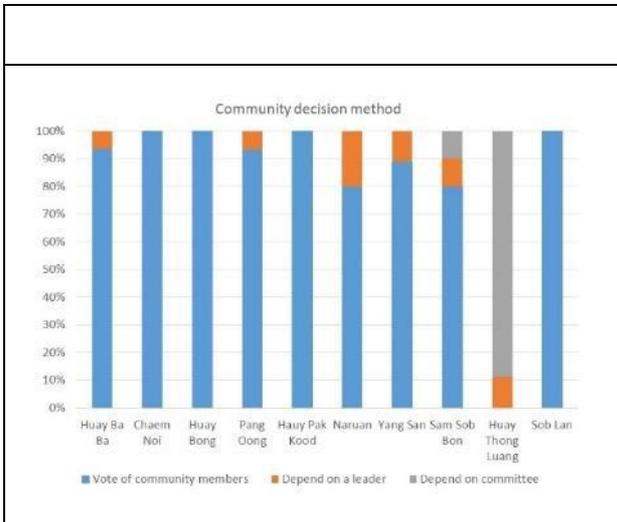


Figure 76, 77: Community decision method.

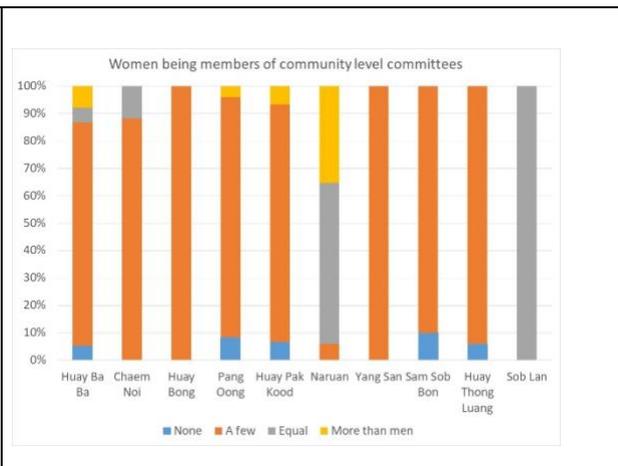
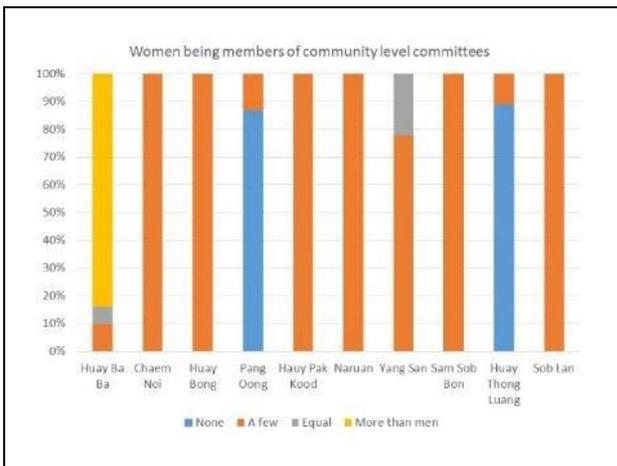


Figure 78, 79: Women's role at community level.

Over 85% of women in all the groups are participating in community decision-making, except Pang Oong where only 31% of the group members participate in community decision-making. However, the result has much improved when comparing to the baseline.

At Huay Pak Kood where only 5% of women were involved in the baseline that has changed to 100% in the endline. In all 10 villages the community decision method is based on the vote of community members, only small proportion at Huay Ba Ba, Pang Oong, and Yang San where decision is dependent on the leader.

At Huay Ba Ba and Sam Sob Bon the percentage of “None” women being member in the community increased especially Huay Ba Ba where the the percentage of “None” is 30%. The result of Huay Ba Ba has probably been shaped by the change of village leader.

In almost all the 10 villages women have a few roles at community level and this result is similar in both baseline and endline.

Participation at Tambon (local) level

- Do you participate in budget planning?
- Is there any budget for women activity?
- Have you ever received financial?

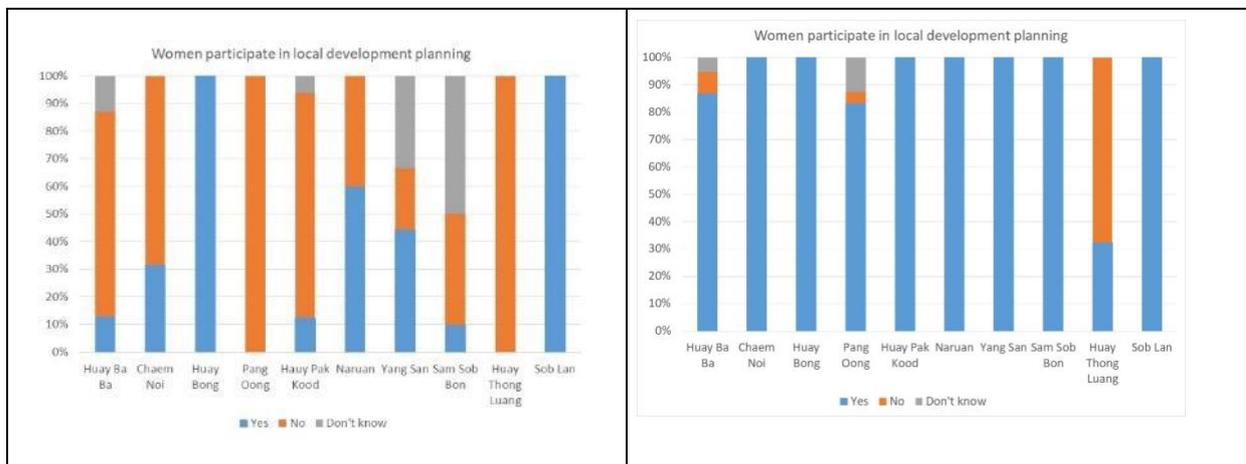


Figure 80, 81: Women participation in local development planning.

The participation in local development planning has increased in almost all the villages especially Huay Pak Kood because the officials from Sub-District Administrative Office organised field visit at the village more often as the village is known for elephant and coffee farming in agroforestry.

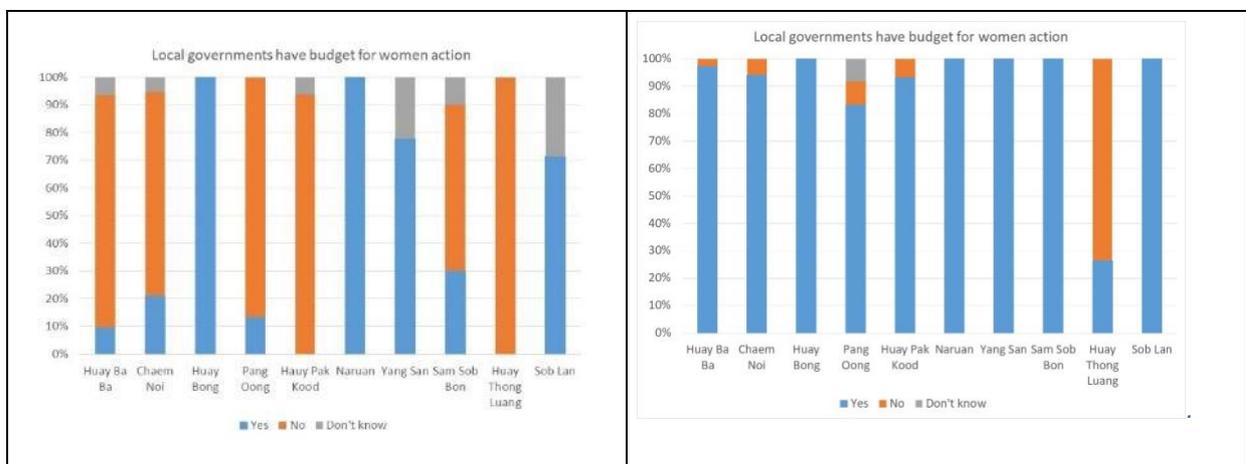


Figure 82, 83: Government fund for women's group

Women in all 10 villages are participating local development planning, except Huay Thong Luang where the proportion of "No" is over 80%.

Almost all villages received assistance (funding) from local government (Sub-district Administration) and the level of assistance received has increased in many villages except Sam Sob Bon.

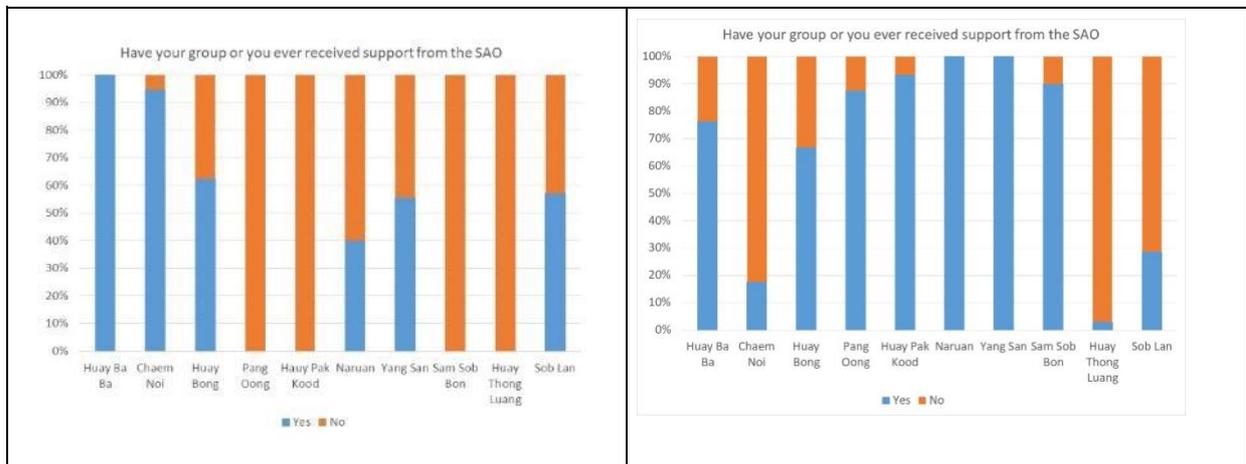


Figure 84, 85: Support from the sub-district administration office (SAO)

Almost all the women groups indicated there is a government budget for women group except for Huay Thong Luang.

4. Conclusions and reflection

The results from this evaluation demonstrate clear positive impacts from the project from various perspectives:

- Improved livelihood of the women group members and their households;
- Increased confidence and leadership of the women members;
- Increased involvement and support (including funding) from local government.

Success factors

One interesting trend from the evaluation is that all the 10 business groups didn't have the same level of success. Among them, Chaem Noi is undoubtedly the strongest and most successful group. The group is now registered with the local government as social enterprise, so that they can tap resources from the government sector. The group has great potential to upscale its business project. Based on the focus group discussions held with members, one of the reason may be that it was managed by a devoted and skilled group leader.

The mushroom project at Yang San is going well too and the group members are seeking the possibility to make their own mushroom spawn bags as this will help them save cost and expand their sell. The group members are also trying to diversify the value added to their product such as making dried mushroom or fermented (Naem Hed). In this group as well, the group leader was very engaged and besides, the village's leader was particularly supportive. This demonstrates the importance of sensitizing and seeking support from local leaders. Besides, the business which the group has selected turned out to be very profitable.

Challenges

The difficulties encountered by some of the groups in developing their business allows to identify some potential challenges to this type of activities.

The commitment, skills and availability of the group leaders can play an important role. As an example, For instance, Sob Lan rice milling project has been facing logistic issue as the group leader, who is working full-time at a primary school, didn't have so much time to focus on the project.

Another challenge may be caused by the remoteness of the business group's main location. Huay Thong Luang for instance is located in the remote valley of Om Koi district and is difficult to access especially during the rainy season. This condition also limits the opportunity for villagers to be contact with the outsiders, and therefore customers.

Language is another factor, as the villagers are of Karen ethnic and almost all of them are unable to speak Thai very well, as well as read or write. For this reason, it can be hard for them to communicate with other villagers, as well as government authorities.

Annex 1

General Information

1 – Community name: _____	
2 Name of the respondent: _____	3 –Number of living member in respondent household: _____ people
4 – Gender: <input type="checkbox"/> 1 Male <input type="checkbox"/> 2 Female <input type="checkbox"/> 3 Other	5: Age_____

Household Income (Before Joining the project)
1. Source of your household income (Please put the number orderly to the most income generated activity from the highest to the lowest) () Growing Crop : _____ () Livestock : _____ () Handicraft: _____ () Forest product () Daily employ/Hire () Other: _____
2. Income(Money) of household _____ baht How much your household make in average per year?

Participation in household level (Before Joining the project)
3. Do you have your own money? (Please select only one) <input type="checkbox"/> Yes (have a budget for their own) <input type="checkbox"/> No (means ask for money to other family member every time)"(If you select this option, go to Q4)
If yes, what do you use it for? (Please select only one)

<input type="checkbox"/> I use for myself (Such as my private stuff or private investment) <input type="checkbox"/> I use for household expenses (Such as Household supply, household investment "yourself household expenses")
<p>4. How much do you contribute to household income ?</p> <input type="checkbox"/> I don't generate income <input type="checkbox"/> I generate less income than husband <input type="checkbox"/> I generate more income than husband"
<p>5. When It comes to big finance decision Who is the decision final say on buying asset?</p> <input type="checkbox"/> Husband <input type="checkbox"/> Wife (Myself) <input type="checkbox"/> Both (Equally make the decision)

<u>Participation in Community level</u>
<p>6. Do you participate in decision making on community resource?</p> <input type="checkbox"/> Yes <input type="checkbox"/> No"
<p>7. What is the decision method at the community level? What if someone disagrees?</p> <input type="checkbox"/> Vote of community members <input type="checkbox"/> Depend on a leader <input type="checkbox"/> Depend on committee vote
<p>8. Are there any women being members of community level committees or other group committees? What is the proportion?</p> <input type="checkbox"/> None <input type="checkbox"/> fewer women <input type="checkbox"/> Equal to men <input type="checkbox"/> More than men

<u>Participation in local level (Before Joining the project)</u>
<p>9. Do the local authorities or local governments have budget for women action?</p>

<input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't know
10. Are there any women participate in local development planning and budget planning? <input type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> Don't know
11. Have your group or you ever received support from the SAO? <input type="checkbox"/> Yes <input type="checkbox"/> No

Confidence(Before Joining the project)
12. Are you able to speak in public? (Please select only one) <input type="checkbox"/> No <input type="checkbox"/> Yes but not confident <input type="checkbox"/> Yes with confidence
13. Do you feel that you are able to take responsibility? (Please select only one) <input type="checkbox"/> No I cannot take any responsibility that is given <input type="checkbox"/> Yes but I need help from experienced supporter <input type="checkbox"/> Yes I can do it(Helps are not necessary)
14. If you foresee a business opportunity, would you take the chance or give a try? (Please select only one) <input type="checkbox"/> No <input type="checkbox"/> Yes if there is no hardship <input type="checkbox"/> Yes I will try no matter how hard it is
15. Do you insist in your argument or opinion, if others don't agree but you feel that you are right? (Please select only one) <input type="checkbox"/> No I will not explain <input type="checkbox"/> Yes, I will explain if there are some people who will listen to me <input type="checkbox"/> Yes, I will explain no matter what

Occupation

Occupation in the project

16. Have you ever done the business as an occupation before working as a business with the project?

I've never done this business

I used to do the business

I do this business

17. What is your product or service?

_____ (Please specify the product or service)

If it is your new occupation please skip this section to Q29 (Before Joining the project)

18. Who are your clients?

People in my community Women group in my community People from neighbor community Visitors

Buyers from outside Middle man Business partners (People who we regularly sell to them or we have consignment with them)

19. How often you do serve or sell to the group your client? (Please select only one)

Every day Every Week

Monthly Yearly Longer than yearly

20. Before work as a group, How much did you make in average per year: _____ baht How many pieces did you sell / year on average? _____ Unit _____

Price Fluctuation Steady(Fix price) Yearly Change Seasonal change Change all the time

Which is the income from (Please select all that apply): Do it privately not in the Do it with the old occupation group that existed before joining the project

Do it with other group which members have the same occupation

Skill and Knowledge (Before Joining the project)

21. Before working as a group, did you have capacity to create new products or new techniques?

<input type="checkbox"/> No I cannot create or think about the new techniques or new approaches <input type="checkbox"/> Yes, I somewhat think or create of some new techniques or new approaches <input type="checkbox"/> Yes, I can think and create new techniques or new approaches
22. Before working as a group, did you have means to learn new skills? <input type="checkbox"/> No I do not have any learning channel <input type="checkbox"/> Yes I somewhat learn new skills <input type="checkbox"/> Yes I frequently learn new skills
23. Before working as a group, did you ever adopt new technique for the production? <input type="checkbox"/> Not at all <input type="checkbox"/> A few (1-2) <input type="checkbox"/> Many (3 or more)"
24. Which aspect of the production are you able to improve? (/Last longer/ cost reduction/ more productivity/higher value) <input type="checkbox"/> Last longer <input type="checkbox"/> cost reduction <input type="checkbox"/> more productivity <input type="checkbox"/> higher value

Market(Before Joining the project)
25. Before Joining the project, did you have access to any market place ? (Please select only one) <input type="checkbox"/> None <input type="checkbox"/> A few (1-2) <input type="checkbox"/> we have enough <input type="checkbox"/> Many
26. How often that you access to markets? (Please select only one) <input type="checkbox"/> Weekly <input type="checkbox"/> Monthly <input type="checkbox"/> Quarterly <input type="checkbox"/> Yearly
27. How many customers do you usually have on markets? <input type="checkbox"/> We have none

<input type="checkbox"/> We have very few customers <input type="checkbox"/> we have some customers <input type="checkbox"/> we have many customers
28. Before Joining the project, do you have any business partners? <input type="checkbox"/> We have None <input type="checkbox"/> We have a few partners <input type="checkbox"/> We have some partner <input type="checkbox"/> We have many partners

Question about group underneath Chiva Pa Doi Project

(When first start or the same old existing group when do the first start with Chiva Pa Doi project)

Participation with group
29. Do you know everyone's role in the group? <input type="checkbox"/> No, I don't know other people's roles <input type="checkbox"/> Yes, I know someone roles <input type="checkbox"/> Yes, I know everyone roles
30. When there is an issue, is there procedure to follow or mechanism? <input type="checkbox"/> No <input type="checkbox"/> Yes for some issues <input type="checkbox"/> Yes we have clear mechanism
31. Do you know how the group money spend? <input type="checkbox"/> No <input type="checkbox"/> Yes but not clear <input type="checkbox"/> Yes very clear
32. Is there any profit allocation or distribution mechanism? <input type="checkbox"/> No <input type="checkbox"/> Yes but not clear <input type="checkbox"/> Yes we have clear rules
33. What is the incentive or benefits that make you join the project (Please select all that apply) <input type="checkbox"/> Divided <input type="checkbox"/> Selling product to group <input type="checkbox"/> Other: _____
34. What is the Skill or knowledge that you what to improve

- Accountant Marketing Production operation management Administrative work
 Documentation

Women group structure (Answer only people who has role in business group)

35. What is your role in the business group? (Please select all that apply)

- Finance and accounting
 Marketing / public relation
 Production management
 Administration
 Information management

If yes, how long have you been in this role?

- Less than one year More than one year
 Many years
 I've never have done this before

36. What is your incentive or benefits for working for group(Please select all that apply)

- Payment Divided Other: _____

37. Has there been any changes of your operations in your position?

- No there is no any changes There are some changes
 There is a complete changed in position

38. Do you feel that you have the required skills for this role?

- Yes No

39. "Have you ever changed role?

- No I have never Yes I sometime changed my role
 Yes I often changed my role

40. If there is any change, what is the reason of the change ?

- It is my own will It is obligation

Annex 2

Questions for FGD to state out opinions (after joining the project)

<p>Sustainability: What is your plan after the project ends? Have you contacted sub-district administration office (SAO) for funding to continue the project?</p>
<p>Income aspect What is the uniqueness of your product? Have you ever adopt the new technique and applied to your products or Have you ever improved your products? How was your income before joining the project and how is your income now?</p>
<p>Market Who is your buyers/ your costumer? What is your selling channel/ where did you sell your product/ How often did you sell the product?</p>
<p>Group and group management: How often do your group meet? How do you like to work as a group? What was the thing that your group is lacking in order to achieve the goals? And if we want the group to achieve the goals what should we do/ what does the group need be to improved?</p>
<p>Confident Why women do not argue or speak their mind during meetings in community level? Can you present your product in front of the group?</p>
<p>Capacity: What have you learned from being in the project?</p>
<p>Gender Equity: Do women join village meeting and share the idea? Who made the final decision at home? Why do women have no role in your community or less women in community administrative roles?</p>