

GESELLSCHAFT FÜR INTERNATIONALE ZUSAMMENARBEIT (GIZ) GMBH

MARKET ASSESSMENT OF RESPONSE TO SURVIVORS OF CONFLICT-INDUCED SEXUAL AND GENDER-BASED VIOLENCE IN ETHIOPIA PROJECT

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ACRONYMS

BMZ	German Federal Ministry for Economic Cooperation
CAWEE	Center for Accelerated Women's Economic Empowerment
CEDAW	Convention on the Elimination of Discrimination against Women
COVID	Corona Virus Disease
EECMY	Ethiopian Evangelical Church Mekane Yesus
EPA	Ethiopian Psychologists' Association
FEWS NET	Famine Early Warning Systems Network
FGD	Focus Group Discussion
FGM	Female Genital Mutilation
GIZ GmbH	Deutsche Gesellschaft für Internationale Zusammenarbeit
ICF	International Classification of Functioning
ICT	Information Communication technology
IDP	Internally Displaced Persons
IGA	Income Generation Activities
KII	Key Informant Interview
MFI	Microfinance Institution
NDF	National Defense Force
NGO	Non-Governmental Organization
NRM	Natural Resources Management
ORDA	Organization for Rehabilitation and Development of Amhara
OSC	One-Stop Center
PIE	Plan International Ethiopia
PSNP	Productive Safety Net Program
PwDs	Persons with Disabilities
RSSGBV	Response to Survivors of Conflict-induced Sexual & Gender-Based Violence
SGBV	Sexual and Gender Based Violence
SWOT	Strength, Weakness, Opportunity and Threat
TVET	Technical Vocational Education Training
UNCRPD	United Nations Convention on the Rights of Persons with Disabilities
UNHCR	United Nations Higher Commission for Refugees
UNICEF	United Nations International Children's Emergency Fund
WASH	Water Sanitation and Health
WDHS	Demographic and Health Survey
WEE	Women's Economic Empowerment

EXECUTIVE SUMMARY

Commissioned by the German Federal Ministry for Economic Cooperation (BMZ), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH implements a project "Response to Survivors of Conflict-induced Sexual and Gender-Based Violence (RSSGBV)" Project in Ethiopia. The implementation of the project is underway in partnership with Plan International Ethiopia (PIE), Ethiopian Psychologists' Association (EPA), local administrations, and relevant sector offices and target communities.

GIZ engaged external consultants to conduct market assessment of the project to guide the achievement of the project's output 3 regarding income generating support for the project target group in selected woredas, cities and towns. The market assessment identified gender and risk-sensitive livelihood interventions and feasibility analysis to support the selection of safer and productive livelihood sectors and Income Generation Activities (IGAs). The study covered four study areas including one zone and one woreda from Afar and two zones and three woredas from Amhara Regional States. The specific zones and woredas included Chifra Woreda in Zone One from Afar; Lalibela and woldeya towns in North Wollo Zone, and Were Illu Woreda in South Wollo Zone.

The market assessment accorded adequate consideration to gender issues and had gender-responsive rationales and methodology. The study formulated gender responsive questions and assessed gender relations and household power dynamics and the situations of Persons with Disabilities (PwDs) to select and prioritize gender and disability responsive IGAs and livelihood opportunities.

The specific objectives of the market study were to select and prioritize IGAs that can be feasible and profitable IGAs to engage SGBV survivors and those at risk for sustainable livelihood improvement; map out the current market situations including opportunities and barriers in terms of availability of raw materials, local skills, market channels; assess and determine the viability of the identified commodities in terms of start-up capital and production cost, source of financing, sales price and profitability; identify marketing outlets and business end users of the identified business activities; conduct stakeholders' analysis to identify institutional structures that provide technical, administrative and legal supports for the identified IGAs; identify and recommend strategies that ensure sustainable livelihood diversification and promotion for SGBV survivors and other people at risk.

The study employed rigorous quantitative and qualitative data collection and analysis approaches and tools. The quantitative data collection approach relied on extensive review of literature and secondary data. The secondary data collection reviewed and identified the global, national, regional and local livelihood and market opportunities, trends and challenges pertaining to SGBV survivors and people at risk in conflict affected areas. The qualitative approaches focused on gathering primary data from relevant sources to substantiate and triangulate the findings of quantitative and secondary data.

The assessment applied a range of quantitative and qualitative data collection tools. Using KII, the study gathered information from expertise and management of Woreda health, Labor and Skills development, Woreda Women Children and Social affairs, Urban Development, Police, Justice, Cooperative Promotion and Marketing offices, Micro-Finance Institutions, producers, local suppliers, private business operators, PwDs, PIE focal staff in the field. In total, 97 participants (86.6% male) took part in KIIs across the four study woredas.

FGDs were conducted with SGBV survivors, community and sector office representatives. In total, 14 FGDs including 4 general consultative FGDs to identify, list, prioritize and select IGAs and 10 FGDs for detail market assessment were conducted. The study team conducted 3 FGDs for general consultative discussion and 7 FGDs for detail market assessment in Amhara and 1 general consultative FGD and 3 FGDs for detail market assessment in Afar. Overall, 172 participants (78.5% female) including 69 survivors and 103 IGA operators, sector office and community representatives involved in the FGDs from the four study areas. Document review, secondary data collection and analysis, stakeholder analysis, Strength, Weakness, Opportunity and Threat (SWOT) Analysis and Observations were conducted with the intended target groups and diverse stakeholders located in the study areas.

The market assessment passed through two key stages and corresponding steps and activities to select and prioritize viable economic sectors and conducted the detail market assessment. At first stage, preliminary assessment to identify all the possible IGAs and livelihood improvement opportunities implementable in the study areas was carried out. Accordingly, 87 different types of IGAs (23 IGAs for Lalibela, 22 for Woldya, 24 for Chifra and 17 for Were Illu) were identified and recorded in the general consultative discussions conducted with diverse community members and sector offices.

Through discussions and agreement and consensus building, the 87 IGAs were trimmed down to 34 IGAs (10 for Lalibela, 8 for Woldya, 8 for Were Illu and 8 for Chifra). The 34 IGAs were qualified as the most relevant, gender and disability sensitive and most responsive in terms of feasibility and profitability. The 34 IGAs were grouped into 24 categories accordingly to their resemblances to each other in order to simplify and shorten the scoring and ranking process. Finally, based on the results of scoring and ranking, 25 IGAs (8 from Lalibela, 6 from Woldya, 6 from Were Illu and 5 from Chifra) were selected and prioritized.

Thus, the detail feasibility analysis was conducted for the 25 IGAs. Handcrafts (weaving and leather works), sheep fattening, poultry production, **baltina** production; onions, tomato and cabbage production were selected for detail feasibility analysis for Lalibela. Detail feasibility analysis of sheep fattening, goat fattening, poultry production, **baltina** production, **injera** selling and mini-restaurant, coffee & tea were done for Woldya. For Were Illu, sheep fattening, poultry production, onion, tomato and cabbage production and mini-restaurant, coffee & tea were assessed and analyzed. Feasibility analysis of goat fattening, poultry production, **baltina** retailing, consumable goods trading and tailoring were done for Chifra.

The feasibility analysis established that all the selected and prioritized IGAs are feasible and profitable beyond any doubt. The 25 IGAs estimated to require **Birr 1,355,378.00** starting capital for 37 participants, with an average initial investment of Birr **36,632.00** per participant. The feasibility analysis further reveals a gross revenue generation of Birr **8,761,342.00** and total net profit of **Birr 4,198,719.00** for 37 participants over the duration of project life, with uninterrupted and at full capacity operation of at least one IGA by each participant. These show an average gross revenue generation of Birr **236,793.00** and an average net profit of **Birr 113,479.00** per participant during the entire project period. For summary of feasibility analysis of the IGAs, please refer to annex 00.

The findings of market assessment have come to an unequivocal conclusion that the design and implementation of the selected and prioritized IGAs in the four study areas are worth undertakings. All the 25 IGAs were found to be feasible and profitable. By taking into account the possible scenarios and assumption outlined for each IGA in the respective study areas, with effective and uninterrupted implementation of the IGAs during the 16 months of the RSSGBV Project duration,

all the IGAs showed the potential of generating significant income and enabling participants become economically self-sufficient. Except the weaving and tailoring, all the other IGAs have the potential of generating significant net profit starting from the initial stage. The weaving and tailoring IGAs need a significant investment for purchase of machines, equipment and tools and need support in the form of grant to enable smooth take-off.

The market assessment further reveals that the implementation of the IGAs will add value in all aspects. If managed properly, the partnership among the different signatory bodies and the different government stakeholders and communities in the four target areas will present the opportunities of learning from and replicable for similar interventions in accessing SGBV survivors and other people at risk to self and wage employment. The partnership, cooperation and collaboration between the different bodies are quite important to bring the changes and improvement anticipated. Community members, sector offices, community-based structures and local administrations as well as other development practitioners across the four project target areas will have the opportunities of acquired important skills, experiences and lessons from the implementation of the schemes. If heeded proper attention, the identified strengths and opportunities, implementation gaps and challenges and recommendations proposed would be sources of learning and experiences for similar interventions in the future.

Data on the number of survivors of SGBV in each woreda was collected from various sources, including the Office of Women and Children, the Urban Development Administration, the One-Stop Centre and document reviews. However, there were significant discrepancies in the data obtained from these sources. Survivors of SGBV are not centrally documented in each woreda, but are registered at different service points when they seek assistance. This has led to inconsistencies in the data obtained from different offices and service providers within the same woreda.

Secondary sources obtained from the above sources during field data collection revealed the registration of 748 SGBV survivors in Woldya, 688 in Were Ilu, 105 in Lalibela and 100 survivors in Chifra. Document review findings indicated 672 SGBV survivors in Woldya and 147 in Lalibela, while it was difficult to spot data for Were Illu and Chifra. The assessment revealed that the youngest SGBV survivor in the study woredas was 3 years old, while the oldest was 62 years old. The majority of the affected population were women in the age range between early twenty and late thirty.

Regarding gender relations and household power dynamics, the study findings across the four study areas indicate the narrowing of gender-based power imbalance in households, positively impacting the ability of women in general and SGBV survivors in particular to engage in IGAs of their choice, earn income, own assets and improve livelihood. The tendency of husbands or male partners taking away financial or material resources without consulting women has declined in recent years. Access to and control over household resources and financial decision-making are becoming a joint affair of husbands and wives in the current contexts of households in all study areas. However, the views of some of the study participants show existence of longstanding gender gaps that put women at disadvantage positions. These discussants have the view that gender-based power imbalance still persist calling for addressing through education and awareness-rising for both men and women.

The selected IGAs have minimum socio-cultural and economic factors that impede the engagement of SGBV survivors and other vulnerable women, access and control of financial and other resources. With tailored trainings for skills development, education and awareness on entrepreneurship, business plan development, marketing and the like soft skills, the current

capacities of the SGBV survivors and other vulnerable women are adequate enough to competently undertake the IGAs and take financial decisions.

The study identified the risks that SGBV survivors and other people at risk might face to engage in self-employment economic activities or take up wage employment to restore their economic self-reliance and improve social status. The key risks include unpredictability of peace and security, financial constraint to start the IGAs, low entrepreneurship skills, lack of working space, stigma and discrimination, low legal support system, inflation and steady rise in cost of living.

According to UNICEF's 2020 survey data, an estimated 8.5 million people in Ethiopia are living with some form of disability, accounting for approximately 9.3% of the country's total population. A more recent report, "Site Assessment and Village Assessment Survey of Disability Inclusion Snapshot Report Ethiopia" conducted by UNHCR from August -September 2023, highlighted the primary obstacles faced by individuals with difficulties include seeing, hearing, walking, communicating, and understanding.

The market assessment identified the existence of a significant number of disability cases within the study communities. Natural and man-made causes, particularly the recent conflict in the study areas reported to worsen the situation. These disabilities encompass a range of disability types such as seeing and hearing impairments, mental and other physical disabilities, all exacerbated by a lack of support and socio-cultural and economic challenges. As per the data from Women Children and Social Affairs in the respective study areas, a total of 3389 PwDs were registered for getting supports across the four locations. The comparison between the study areas shows 41.7% PwDs from Woldya, 31.8% from Lalibela, 23% from Were Illu and 3.5% from Chifra. The difference in the magnitude of the cases among the study areas could be due to the impact of the recent conflict in the north.

*Discussions with PwDs reveal that while disabilities may pose challenges in certain activities, individuals with disabilities are fully capable of participating in various economic endeavors, including IGAs selected and prioritized by this market assessment. PwDs possess the skills to engage in processing and marketing activities, enabling them to earn a living and sustain themselves. The PwDs talked to emphasize the significance of recognizing the needs, readiness, physical and mental conditions, and the types of disability of individuals when engaging them in IGAs. It is crucial to assess the suitability of IGAs to PwDs condition to ensure their successful participation and integration into such activities. Even though the disability types are determinant factors, of the selected and prioritized IGAs, PwDs stated that they can engage in shoat fattening, poultry production, handcrafts such as weaving, leather works, tailoring and embroidery, retailing **baltina** products, production of largo and other detergents.*

Based on the findings of the study, the following recommendations are forwarded to GIZ, implementing partners, government and community stakeholders:

- 1. Targeting is one of the key activities of IGA interventions. Discussants across the different study areas indicated the existence of common trend of a formal letter from projects to the concerned sector offices to select and send IGA participants. We recommend that the RSSGBV should avoid such trend. The project is advised to follow some crucial steps and procedures in identifying and targeting the participants of the different IGAs. Establish identification and targeting taskforce comprising local administration, relevant sector offices, community representatives and the project. Set eligibility criteria for targeting and strictly adhere to its implementation.*

2. *The RSSSGV project and concerned stakeholders should take into account the interest and experience of the SGBV survivors and people at risk for engagement in IGAs. Identification of interest and experience and confirmation of these with IGA participants should take place as the first and foremost priority. Such identification and confirmation should be done through repeated face-to-face counseling and advisory sessions to be conducted with IGA participants.*
3. *SGBV survivors and other vulnerable women and girls are the main focus of the IGA interventions. However, many study participants have the concern that making these targets overt/public has the risk of exposing them to stigma and discrimination. Therefore, targeting should be implemented strategically. The targeting should be framed as interventions addressing the problems and needs of vulnerable women and girls.*
4. *The project is advised to follow a dual strategy of individual and group IGAs based on the interest and preference of IGAs participants. Group IGAs are successful when group members have the interest, know and trust each other and get organized on their own initiatives. Group IGAs should be bounded by legal provisions in relation to joining or quitting groups. One of the most important provisions in group by-law should state that any member who wishes quitting the group should do so without claiming share from group asset, working capital, savings and the like dividends. Such provision ensures group cohesiveness, maintains law and order.*
5. *Training should be accorded paramount importance prior to any activities if the IGA participants are to be successful. All IGA participants should obtain full package of training to transfer basic skills that enable them start IGA of their choice. In addition to the basic skills, entrepreneurship, business management, bookkeeping, product diversification and marketing skills should be prioritized. The trainings should be practical oriented and demonstrative to be relevant and effective.*
6. *Taking into account the roles and responsibilities that the target groups could have in household as wives and mothers, the strategy of shortening training period at a time is envisaged. However, such strategy has the gap of compromising the quality of training. To address this concern, the study recommends the following: All the identified and prioritized IGAs should have specific training contents and modules tailored to the capacity gaps and needs of participants. As per the contents and modules, provide the initial training on the basic skills required to start IGAs and arrange follow-up trainings at right intervals.*
7. *Regarding training institutions, we recommend the following: St. Lalibela and Woldya Poly Technique Colleges are recommended for trainees in the respective cities. For the participants in both Were Illu and Chifra, we recommend arranging trainings in the respective locations by using qualified, experienced and competent trainers from somewhere. The trainers should involve subject matter specialists in the relevant sector offices.*
8. *The project is advised to provide grant support to the participants of weaving and tailoring IGAs for purchase of the essential machines, equipment and tools. Other than the two IGAs, the financial support towards the rest of the IGAs should be on revolving fund mechanism.*
9. *To extend the revolving loan support, the project can establish Guarantee Fund Scheme. We recommend Tsedey Bank for project target areas in Amhara and Afar Micro-finance Institution in Afar for arrangement of guarantee fund scheme. Clear and well stipulated clear Memorandum of Understanding (MoU) should be signed among the financial institutions, local administration and the project.*

10. *The start-up capital for the respective IGA should be tailored to the needs and scope of the IGAs as indicated in the feasibility analysis of each. In addition, it must take into account the market situations prevailing at the time of financing.*
11. *For practical implementation of savings mobilization and loan taking, the study recommends: Loan taking should follow the strategy of loan with service charge than the usual interest rate exacted on loans. This strategy will encourage followers of Muslim Religion to access financial services. Individual and group saving mobilizations should be encouraged. Both saving and loan taking and repayment objectives, rationales and benefits should have a separate trainings at respective project areas.*
12. *The project and relevant sector offices should have clear mandates and defined roles and responsibilities regarding who undertakes the follow-up, technical and advisory supports for the IGA participant, when and at what intervals. Actionable visit schedules for follow-up, technical and advisory supports should be in place and should be acted on accordingly by the project and concerned sector offices.*
13. *With adequate training and frequent technical inputs from concerned experts, IGA participants should be encouraged to produce improved animal feeds at home. Training on animal feeds preparation and feeding practices should take into account locally practiced good animal feed practices and incorporate into the training curriculum.*
14. *For the IGAs related to agriculture and livestock, the project is advised to work closely with the concerned sector offices and for those related to handcraft and off-farm IGAs, work with Women, children and Social Affairs, Labour and Skill and private producers of the stated handcrafts are recommended.*
15. *The project is advised to follow the principles of transparency and clear communication of planned interventions and budget from the start. These are vital for confidence and trust building and boosting collaboration with communities, local administrations and sector offices. Creating clarity on the duration and scope of the project, the interventions to be implemented, as well as budget allocated for the different interventions should be in place from the start.*
16. *The project is striving towards addressing burning needs in emergency context; special considerations are required to avail working space. Thus, the project should work hand-in-hand with the urban administration of each city and town and respective kebele administrations, women children and social Affairs, labour and skill development, agriculture and livestock departments to overcome the working space challenges.*
17. *Persons with disabilities (PwDs) can participate in IGAs such as shoat fattening, poultry production, handcrafts such as weaving, leather works, tailoring and embroidery, retailing **baltina** products, cotton spinning, production of largo and other detergents. Except those who are visually impaired, PwDs can take part in ICT training courses as long as they have better academic education.*
18. *The poultry size per IGA participant is recommended to be a minimum of 25 egg-layer pullets. This size is determined based on factors such as availability of space, management capacity, experience and the required start-up capital. This size is in line with government strategy. FGD and KII participants also recommended the size is manageable by low income individuals and enough for generation of reasonable income in one production cycle.*

1. INTRODUCTION

Commissioned by the German Federal Ministry for Economic Cooperation (BMZ), Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH implements "Response to Survivors of Conflict-induced Sexual and Gender-Based Violence (RSSGBV)" Project in Ethiopia. The implementation of the project is to progress in Amhara and Afar Regions in partnership with Plan International Ethiopia (PIE), Ethiopian Psychologists' Association (EPA), local administrations and relevant sector offices and target communities.

GIZ engaged external consultants to conduct market assessment of the project to guide the achievement of the project's output 3 regarding income generating support for the project target group in selected woredas, cities and towns. The market assessment identified gender and risk sensitive potential livelihood diversification and improvement options for SGBV survivors and others at risk, carried out detail feasibility analysis for the identified economic activities and provided evidence-based information on the identified economic sectors regarding their potential for expansion, value addition, quality improvement, availability and access of inputs to guarantee sustainable income opportunities.

The market assessment covered four areas including one zone and one woreda from Afar and two zones and three woredas from Amhara Regional State. The specific zones and woredas included Chifra Woreda in Zone One from Afar; Lalibela and Woldeya Towns in North Wollo Zone, Were Illu Woreda in South Wollo Zone. The study team made visit to the study woredas in order to collect data and information from woreda sector offices, community members and discuss with SGBV survivors, Persons with Disabilities (PwDs) and other vulnerable community members. The field data collection was conducted in the month of February 2024 and data analysis and reporting took place in March 2024.

The study gave adequate consideration to gender issues, and had gender-responsive assessment approaches and pertinent questions. The study provides evidences on the current situations of IGAs and livelihood improvement options and selected and prioritized feasible IGAs and marketable vocational skills for the respective study areas. The study made utmost efforts to produce a comprehensive and evidence based report to inform the funding and implementing organizations and all the concerned stakeholders. In general, the findings of this research will contribute to the broader agenda of tackling SGBV, enhancing food security and poverty reduction efforts of the government and other development partners.

The market assessment report is divided into eleven parts including this introductory section. Section two offers brief review on the situations of conflict and climate induced humanitarian crisis in Northern Ethiopia and the contexts of SGBV in the country. Section three describes study objectives (both general and specific objectives) of the market assessment, while section four presents the analytical framework of study. Section five details the study methodology focusing on the general approaches, study geographical areas and participants, study stages and steps, data collection tools, data analysis and reporting procedures. Section six presents detail feasibility analysis of the selected and prioritized IGAs by study woredas, cities and towns. Section seven highlights gender relations and household power dynamics in study areas. Section eight provides brief description on the situations of PwDs and possible IGAs they can engage in. Section nine outlines the strengths and opportunities, gaps and challenges of the study areas in relation to the selected and prioritized IGAs. Section ten draws conclusions, and forward recommendations, while section eleven, which is the final part of the report, consolidates all the annexes.

2. BACKGROUND

2.1. Conflict & Climate Induced Humanitarian Crisis in Northern Ethiopia

According to UNICEF (September 2023), the northern Ethiopia conflict exacerbated by climate change induced El Nino situation resulted in failed harvest and overall socioeconomic deterioration. The consequences of the conflict and climate change continue to have a severe impact on livelihoods, health and nutritional situation of mothers and children in the conflict affected areas. With the conflict in study areas intensified, humanitarian needs surged. Notably food security and nutrition, health, WASH and shelter, resulted in to mass internal displacement and risk of SGBV.

According to the UNHCR report of August 2023, Afar and Amhara regions are in severe and major humanitarian crisis due to cycles of multiple, often overlapping crises, which severely weaken communities' ability to cope. These crises are primarily driven by the convergence of four major factors: climate crises (flood and drought), armed conflicts, diseases, and economic shocks. The convergence of these shocks is pushing more people into displacement, livelihood and food insecurity, malnutrition, disease outbreaks, and increased SGBV and protection concerns.

In several parts of Afar and Amhara regions, drought and internal conflicts are, once again, causing severe suffering. According to the Ethiopia Disaster Risk Management Commission and the National Food Cluster report of 2023, close to 2.5 million people require urgent scale-up of multi-sectoral responses, including livelihood, food and nutrition assistance, and protection needs mainly related to SGBV. UN (October 2023) has also reported evidence of serious and gross human rights abuses, violence against civilians, conflict related SGBV and livelihood challenges in Amhara and Afar Regions.

The conflicts in the north have a significant impact on the overall economic activities and livelihood situations of the affected areas. Since the start of the conflict, it has impacted agricultural production and livelihoods in Tigray, Amhara and Afar regions. Farm fields have been abandoned, farmers have been prevented from ploughing or harvesting, seeds for planting have been stolen, farm equipment has been looted, and livestock has been slaughtered. Crops that were able to be sown have often been pillaged and burned before harvest. From September to the end of 2021, the number of Internally Displaced Persons (IDPs) doubled in Tigray and the other two regions. Even though by April 2022 the total number of IDPs decreased across the three regions, the ability to carry out agricultural activities remains constrained among those left in rural areas. Since the onset of the conflict, cereal yields have been negatively affected in parts of the major producing Tigray and Amhara regions as well as in the minor producing areas of Afar region for the 2020 Meher season, 2020 Belg season, 2021 Meher season, and 2022 Belg season with significant implications for food security in the stated regions.

According to FEWS NET Report (2023), northern Ethiopia remains high concern, including areas of Wag Himra and North Gondar zones of Amhara, displaced populations in Tigray, and western Afar. While the 2023 harvest is expected to be moderate, food consumption deficits in Tigray in the near term, households in areas of Wag Himra and North Gondar zones have little to no harvest due to drought-induced failure of Meher cereal crops during the June to September rains. Conflict in northeastern Amhara is also severely reducing household income from livestock production and labor migration and restricting the movement of goods into these areas, causing limited market supply and a surge in food prices. In these areas, there are reports of increasing levels of malnutrition and anecdotal reports of hunger-related mortality. Emergency (IPC Phase 4) outcomes are likely ongoing and expected to spread within Wag Himra and North Gondar at least until May 2024. The evolution and impacts of conflict must be closely monitored, as there is potential for an escalation of conflict to further limit the movement of people and goods.

2.2. Contexts of Sexual and Gender Based Violence (SGBV) in Ethiopia

Sexual and Gender Based Violence (SGBV) continues prevailing in Ethiopia. Although there is no adequate data on SGBV, the scanty and scattered data clearly show the prevalence of violence in the country. The problem continues to be a major challenge and a threat to women's empowerment. Women and girls face physical, emotional, and sexual abuses that undermine their health and ability to earn a living; disrupt their social systems and relationships; and rob young girls their childhood and education rights.

According to the findings of Ethiopian Demographic and Health Survey (EDHS 2016), 65% of Ethiopian women have experienced Female Genital Mutilation (FGM). There is a regional difference though. Female FGM is highest in Somali (99%), followed by Afar (91%). Tigray has the lowest prevalence (24%), followed by Gambella (33%). 40% of women of the country are married in their childhood age. Patriarchal norms dominate, especially in pastoral communities of Afar and Somali. Besides, socio-cultural and economic factors, climate and conflict induced humanitarian crisis are drivers of SGBV in Ethiopia. For example, according to UNICEF (September 2023), throughout the two-year war, experts estimate that SGBV was committed against at least 40-50% of women and girls in the conflict affected northern regions of Ethiopia. Further, approximately 80% of cases reported rape, and over 90% of cases were perpetrated against underage girls.

The latest 2016 EDHS data show that 28% of women aged 15-49 reported experiencing physical or sexual violence at least once. It is likely that the rates of unreported cases are much higher. Victims may not report abuses from fear of stigmatization, retribution, or finding themselves economically dependent on the perpetrator and remain silent. Evidence shows that domestic violence also increases in conflict situations. This is explained by the fact that violence can cause humiliation, stress, mental problems, and alcohol abuse, which encourage aggressive behavior. In addition, a normalization of violence for both sexes and the difficulty of leaving a violent environment and lack of economic security and protection aggravate the situation of SGBV.

Ethiopia has put in place legal and policy measures to promote the rights of women and girls. These rights are enshrined in the Constitution of the country (1995). The country formulated the first and only national women policy (1993). Ethiopia has also ratified many of the international and continental agreements that promote and protect women's rights, including the Convention on the Elimination of Discrimination against Women (CEDAW), and the Protocol to the African Charter on the Rights of Women in Africa.

Ethiopia has established specific legal measures and actions to address violence, including the Revised Family Law in 2000 and the Revised Criminal Code in 2005 (UN Women 2016). The government has also put in place the requisite institutional mechanisms at federal and regional levels, including the establishment of the Ministry of Women and Children Affairs, mainstreamed Women and Children Departments in sectoral bureaus and offices, Child and Women Protection Units within the various police units, and a Special Bench for violence against women cases within the federal criminal court, child-friendly courts, and child crime investigations units within the Ministry and Bureaus of Justice.

Despite the above commitments from the Ethiopian government to address gender inequality and SGBV, there are still notable gaps. These include the non-criminalization of sexual violence among married couples and the exclusion of intimate partner violence from the Criminal Code. There is also a pressing need for a comprehensive legal instrument that addresses all forms of violence against children. Challenges in policy enactment and inconsistent local policy implementation are

significant concerns. The dual legal system in Ethiopia, which includes formal and customary laws, can hinder access to justice. This system often prioritizes maintaining peace over the rights of survivors, particularly women and girls. This highlights the need for further reforms and initiatives to ensure justice and protection for all, especially the most vulnerable.

Data on the number of survivors of SGBV in each woreda was collected from various sources, including the Office of Women and Children, the Urban Development Administration, the One-Stop Centre and document reviews. However, there were significant discrepancies in the data obtained from these sources. Survivors of SGBV are not centrally documented in each woreda, but are registered at different service points when they seek assistance. This has led to inconsistencies in the data obtained from different offices and service providers within the same woreda.

Secondary sources obtained from the above sources during field data collection revealed the registration of 748 SGBV survivors in Woldya, 688 in Were Ilu, 105 in Lalibela and 100 survivors in Chifra. Document review findings indicated 672 SGBV survivors in Woldya and 147 in Lalibela, while it was difficult to spot data for Were Ilu and Chifra. The assessment revealed that the youngest SGBV survivor in the study woredas was 3 years old, while the oldest was 62 years old. The majority of the affected population were women in the age range between early twenty and late thirty.

3. STUDY OBJECTIVES

3.1. General Objective

The overall objective of this assessment was to identify potential livelihood diversification and improvement options for SGBV survivors and others at risk, carry out detail market assessment for the identified economic activities and labour markets and provide evidence-based information on the identified economic sectors regarding their potential for expansion, value addition, quality improvement, availability and access of inputs to guarantee sustainable income opportunities. The market assessment provided actionable recommendations for the implementation of income generation activities that are potentially safe, feasible and profitable.

3.2. Specific Objectives

The specific objectives of the assessment were to:

1. Identify and prioritize feasible and profitable economic sectors that can engage SGBV survivors and people at risk and the potential for value addition and marketability for sustainable livelihood improvement,
2. Map out the current market situations including opportunities and barriers in terms of availability of raw materials, local skills, market channels and appropriate technologies, infrastructures,
3. Assess and determine the viability, start-up capital and production cost, market skills and technology requirement, source of financing, sales price and profitability of the identified commodities/livelihood options,
4. Identify marketing outlets and business end users of the identified business activities,
5. Conduct stakeholders' analysis to identify institutional structures that provide technical, administrative and legal supports for the identified IGAs,
6. Identify and recommend strategies that ensure sustainable livelihood diversification and promotion for SGBV survivors and people at risk.

4. STUDY ANALYTICAL FRAMEWORK

A market is a place where sellers (supply) and buyers (demand) engage. The engagement can be a formal or informal arrangement where cash exchange hands, or social arrangements where the parties obtain or exchange information. The market can be a physical place with market stalls or a market for public goods such as water, energy, sanitation, health services, financial services, education, or information. Buyers and sellers always engage, irrespective of any interventions and that is why successfully altering or tweaking those systems to benefit the disadvantaged can be powerful.

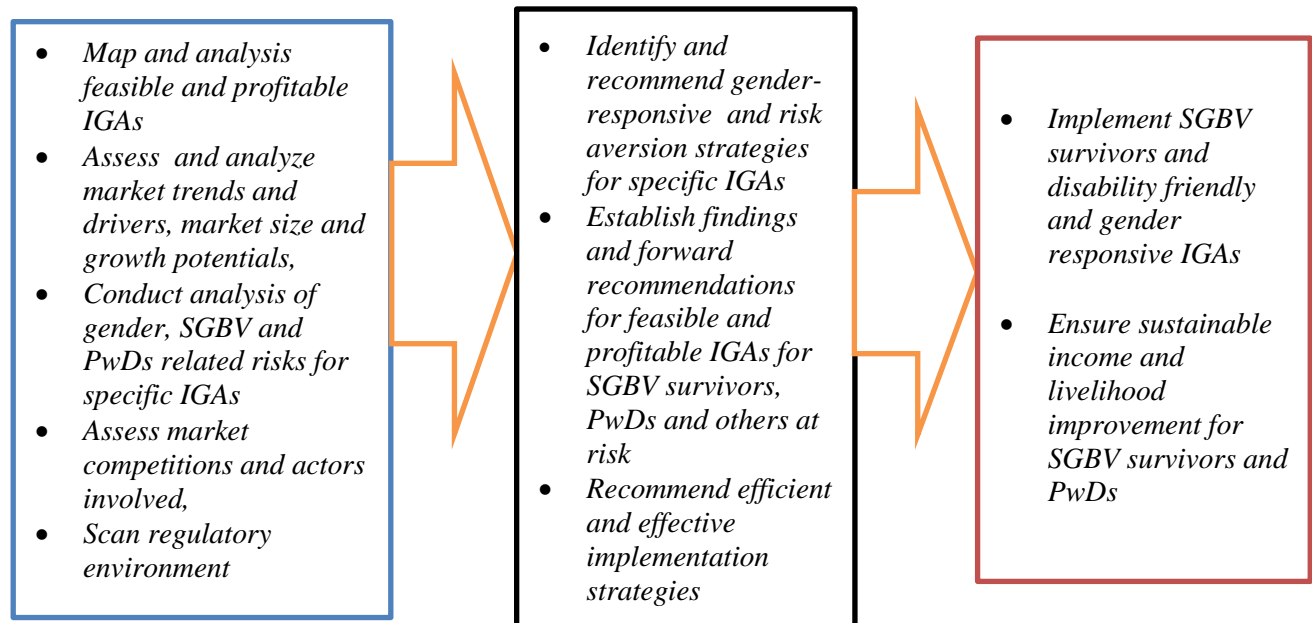
With appropriate interventions, development practitioners can make long-term systemic positive changes to the disadvantaged's role within the market system in a given area, community or in a country. To do so, they need to answer certain questions, like: what goods and services are marketable in the specific location? Who pays for those goods and services, and who provides them in the market? What capacity gaps do actual or potential suppliers have? What barriers do certain populations face in the market system in the specific location? What is the relationship between the various actors in the market? What are the costs (e.g. money, time, or socio-political) associated with accessing goods, services or information? What are the embedded services in the market? Who are the other actors in the market? How do men and women, the poor and well-off benefit or not benefit from the market? What are recent or potential events that may change this market?

Conducting market assessment/analysis helps us to deepen our understanding on the above questions, clarify the appropriate type, magnitude, or timing of a program; provide insights on the current constraints or inefficiencies in the market. It helps us understand how we can ensure value for money.

Thus, the goal of a market assessment/analysis is to uncover the systems and relationships in place in a particular context and to use those existing systems to make positive change. A market analysis can be as narrowly focused as looking at an individual household, or as broadly focused as exploring the entire flow in goods and services into and out of a country or any specific place, as well as the pattern of circulation of goods and services within the specific area.

Based on the above theoretical framework, the market assessment of the RSSGBV Project in Ethiopia followed the logical and causal relationships indicated in the diagram below during field data collection, data analysis and compilation of the assessment report:

Figure 1: Logical and causal flow of the market assessment



5. METHODOLOGY

5.1. General Approach

The study employed rigorous quantitative and qualitative data collection and analysis approaches to map feasible and profitable economic opportunities for conflict induced SGBV survivors and others at risk in the project target areas. The quantitative data collection approach relied on extensive review of literature and secondary data. The secondary data collection reviewed and identified the global, national, regional and local livelihood and market opportunities, trends and challenges pertaining to SGBV survivors and people at risk in conflict affected areas. The qualitative approaches focused on gathering primary data from primary sources to substantiate and triangulate the findings of quantitative and secondary data.

The assessment applied a range of quantitative and qualitative data collection approaches and tools. Document review, secondary data collection and analysis, Focus group discussions (FGDs), key Informant Interviews (KIIs), stakeholder analysis, Strength, Weakness, Opportunity and Threat (SWOT) Analysis and observations were conducted with the intended target groups and diverse project stakeholders located in the project woredas.

The above approaches and data collection tools were suitable for understanding the contexts of potential IGAs and livelihood improvement options, employment generation opportunities, the feasibility and profitability IGAs, potentials/opportunities and barriers that might be faced by SGBV survivors and people at risk. The comprehensive data collected using such diverse data collection tools allowed a well-grounded data triangulation, ensured the validity of the study results and minimizes bias that may occur due to the perspective of a few informant groups or data sources.

5.2. Study Geographical Areas

At regional level, the study covered Amhara and Afar Regional States. One zone and one woreda from Afar and two zones and three woredas from Amhara were assessed. The specific zones and woredas included Chifra Woreda in Zone One of Afar; Lalibela and Woldeya Towns in North

Wollo Zone and Were Illu Woreda in South Wollo Zone constituted the study areas. These zones and woredas were identified as specific geographical areas for the implementation of the RSSGBV Project in both regions. The study team made visit to the zones and woredas in order to collect data from woreda sector offices, community members, IGA operators and discuss with SGBV survivors, people at risk and PwDs.

During the validation workshop, participants raised a concern about why the study focused more on urban areas. As per the earlier assessment conducted by another consultants to identify and recommend project woredas, Lalibela Town and Woldya City, and urban and rural targets in Were Illu and Chifra Woredas were recommended as implementation areas of IGAs. Thus, the market assessment followed the recommendation and decision taken by GIZ. Accordingly, the market assessment concentrated in Lalibela and Woldya with complete disregard for rural areas. However, both urban and rural SGBV survivors and others at risk women and men were considered for Were Illu and Chifra. This allowed for a comprehensive understanding of the IGAs from both rural and urban perspectives in both areas. The report captures the perspectives and reflections of participants from both contexts. The relevance, feasibility and profitability analysis of the selected and prioritized IGAs were done taking into account the urban and rural contexts in both Were Illu and Chifra.

5.3. Study Participants

The study was carried out in participatory processes involving SGBV survivors, women at risk, including PwDs and those who lost their livelihoods due to the conflict, relevant woreda offices like women children and social affairs, labour and skills development, agriculture, enterprise development, police, justice and urban development offices in the respective woreda and towns. In addition, the representative of implementing partners from Plan International Ethiopia (PIE) and One-Stop Centers (OSC) in hospitals, government and private training institutions were engaged in KIIs. Furthermore, private businesses owners and operators of the specific IGAs selected for detail assessment and took part in detail discussions regarding the demand and supply situation, feasibility and profitability of the IGAs, actors and clients, local opportunities, barriers and challenges and the like.

In the validation workshop participants were curious regarding how we accessed SGBV survivors. To get access to SGBV survivors; the study team identified the relevant sector offices before commencing the study. The local government structures, including the offices for women, children, and social affairs were found working closely with SGBV survivors. They maintain lists of survivors in need of social services. We engaged with the office representatives and through them accessed the SGBV survivors in the study areas and successfully obtained the required data through FGDs and KIIs.

5.4. Study Stages and activities

The study passed through two key stages and corresponding steps and activities to select and prioritize viable economic sectors and conducted the detail market assessment. At first stage, the study conducted preliminary assessment in a general consultative meeting to identify feasible and profitable economic opportunities of the study areas.

At the initial stage, through a limited number of FGDs and KIIs conducted at woreda level, a reasonable number of feasible and profitable IGAs and vocation skills with strong potential for self and wage-employment were identified and listed. The general consensus building FGD resulted in development of comprehensive list of IGAs that have potential for market assessment. One FGD at woreda level and a total of 4 FGDs of mixed groups were conducted across all the study areas to list out potential

IGAs/enterprises. Community representatives (consumers), suppliers, producers, processors, traders, market agents/actors, governmental and non-governmental market and livelihood promoters took part in this initial assessment. This preliminary assessment and its findings formed the basis for the subsequent market assessment to be conducted in detail for the specific economic activities selected and prioritized. Broad based agreement and consensus building among community members, local experts and the consultant team were made and decisions were taken regarding the most viable economic activities relevant to SGBV survivors and PwDs.

The selection and prioritization of the most relevant, feasible and profitable IGAs relied on selection criteria, scoring and ranking using weighted score method. The selection and prioritization criteria such as feasibility (economic, social and environmental feasibility) and impact (economic, social and environmental impact) were utilized. In addition, business profitability of the IGAs among the target groups, risks associated with the activities and the contributions that the IGAs make towards livelihood diversification and improvement and their manageability SGBV survivors and PwDs were assessed and analyzed in selecting and prioritizing the IGAs.

Using the IGAs identification and selection exercise stated in step one above, a reasonable number of IGAs that are economically, socially and environmentally feasible and have economic, social and environmental impacts were selected in each of the four general consensus building platform. Besides, the general discussion assessed and identified potential employable skills on which survivors can obtain training and engage in wage and self-employment. In addition to the identification of saleable skills, the general discussion identified training institutions that provide training in the identified skills and potential employers in the study woredas, zones and regions.

At second stage, detail market assessment was done for the identified and prioritized IGAs and vocational skills in FGDs to be conducted with SGBV survivors and in face-to-face discussions with PwDs. In addition, KIIs were conducted with input suppliers, producers, processors, market actors and support service providers operating in the study areas. The detail market assessment identified inputs suppliers, support service providers, estimated start-up capital and production cost, the extent of requirement of skilled human resources, source of financing, market routes and channels. The market assessment further explored the profitability of each IGA, training needs, management risks, strengths and opportunities as well as gaps and challenges of the study areas for the selected and prioritized IGAs.

5.5. Data Collection Tools

Document review was one of the data collection approaches utilized extensively. Review of relevant documents was conducted to understand the national and international contexts and experiences in relation of IGA and livelihood improvement interventions for people at risk in general and survivors of SGBV in particular. In addition, the study team reviewed relevant national and global experiences and lessons available in relation to rehabilitation and integration of victims of conflict induced SGBV and efforts made to improve their livelihood situations.

Using KII and involving a total of 97 (86.6% male) participants, the study gathered information from expertise and management of Woreda health, Labor and Skills development, Woreda Women Children and Social affairs, Urban Development, Police, Justice, Cooperative Promotion and Marketing offices, Micro-Finance Institutions, producers, local suppliers, private business operators, PwDs, PIE focal staff in the field.

FGDs were conducted with SGBV survivors, IGA operators, community and sector office representatives to gather comprehensive primary data. In total, 14 FGDs including 4 general consultative FGDs to identify, list, prioritize and select IGAs and 10 FGDs for detail market

assessment were conducted. The study team conducted 3 FGDs for general consultative discussion and 7 FGDs for detail market assessment in Amhara and 1 general consultative FGD and 3 FGDs for detail market assessment in Afar. Overall, 172 (78.5% female) participants including 69 survivors and 103 IGA operators, sector office and community representatives involved in the FGDs from the four study areas. Qualified and experienced women facilitators from the relevant woreda sector offices led the FGDs with survivor with prior training and orientation provided from the core study team. The other FGDs were facilitated by the study team members.

Following proven procedures and steps, the consultant team conducted stakeholder mapping to identify and list all people, groups, organizations or institutions that have interest and capacity to support the livelihood diversification and improvement of SGBV survivors and PwDs in the project areas. The team identified the type and level of participation that the stakeholders can have in the subsequent project implementation. Questions relevant to stakeholders mapping were integrated into the KII and FGD question checklist and were asked during facilitation of each FGD and KII discussions.

Using SWOT analysis, the study team assessed the SWOT of project woredas towards the identified and prioritized livelihood improvement IGAs. The study teams designed a reasonable number of relevant questions and facilitate SWOT analysis in alignment with FGDs and KIIs to assess the actual strengths, weakness, opportunities and threats that the project woredas have towards the selected and prioritized IGAs.

The study team visited government and private training institutions in each study area, observed and assessed their capacities, type of trainings they provide, training facilities and type and number of trainers they have and the like. In addition, sample businesses related to the selected IGAs were observed and discussions held with the business operators. To undertake systematic observation and learning, a detail observation checklist was developed and applied during each visit and observation.

5.6. Data Management, Analysis and Reporting

During the facilitation of the different qualitative discussions, the study team used voice recording devices supplemented by personal note taking. Audio recordings were listened to and transcribed into word following content wise transcription. Research team members were responsible for the transcription of the KIIs and FGDs they have facilitated so as to ensure familiarity with the scene of discussion and intent of discussants towards the ideas and opinions raised in each discussion.

The document review results were grouped, categorized and analyzed based on data similarity and reinforcement of each other. Facts, figures and similar experience and lessons collected from different documents were grouped and assembled according to similarities to serve as facts and evidences for triangulation of the qualitative and quantitative data.

The qualitative data and information were coded line-by-line, and by themes and issues to develop theoretical constructs. Individual and group opinions, descriptions and observation were grouped into themes. Data analysis was carried out with reference to wider bodies of literature and theories related to the respective analytical frameworks of the study.

Once all the qualitative data were transcribed, the researchers followed a causal design analyses for coding and analyzing the qualitative data using qualitative data analysis software. We used Excel Office Facility for the purpose. The qualitative analysis developed categories of responses based on indicators/key question, assigned qualitative data such as key opinions, quotes, descriptions or summaries to the appropriate category, and calculate values by sorting, filtering and counting.

At the report writing stage, detail data interpretation was done based on the data analysis results. The report writing ensured the complementarities, reinforcement and mutual supportive nature of the qualitative data and document review findings. Utmost caution was made to maintain synergy between the different set of data. Close tracking was done to ensure proper aggregation and linking of the data generated both from document review and qualitative data sources to maintain the completeness and quality of the final report.

5.7. Ethical Consideration

The assessment team members were careful and responsible for any forms of unethical contacts and approaches that inflict any physical, emotional, psychological and mental harm to respondents. The team applied due diligence in protecting participants as these were our priority obligations and ethical requirements. To ensure the ethical aspects of the study, the study team:

- Contacted PIE's field coordination offices in the respective study areas, and in collaboration with the field office introduced the study team, purpose and objectives of the study to local administration and sector offices;
- Obtained official permission from local administrations (at least the woreda administration of study area), and excellent collaborative working relationship from Women Children and Social Affairs and Labour and Skills Development Offices prior to the commencement of the study;
- Adhered to ethical codes relevant to research with children, women, the most marginalized people like SGBV survivors, PwDs and people in general;
- Ensured the accuracy of the information collected for the preparation of report, and worked with high sense of responsibility to ensure the accuracy and validity of the information presented in the assessment report,
- At the initial stage of any of the discussions facilitated, made clear to all study participants that they are under no obligation to participate in the study;
- Assured participants that there will be no any negative consequences if they choose not to participate,
- Obtained informed consent from all participants to interview or discuss with them individually and in groups,

6. FEASIBILITY ANALYSIS OF IGAS BY STUDY WOREDAS

6.1. LALIBELA

6.1.1. Input Suppliers

6.1.1.1. Poultry Production

Poultry production is effective in Lasta Woreda in general and Lalibela Town in particular. The area is in Tekeze Agro-ecology cluster which has been defined by Amhara Regional State as having livestock development potential with specialty in shoats and poultry production. Lalibela is a tourist destination town. Tourists need animal products like eggs, milk, cheese, mutton and beef. Thus, poultry production can be successful, feasible and profitable scheme in Lalibela. So far, very minimum efforts were made in poultry production. One-day chicken supply can be accessed from big cities like Kombolcha.

The majority of poultry producers in Lasta Woreda and Lalibela Town have depended on local breeds for poultry production. However, according to Lalibela Agriculture Office, distribution of improved poultry breeds has started in recent years. There are local distributors who bring improved poultry breeds from Kombolcha, Bahir Dar or Woldya. However, producers have complained regarding the quality of poultry breeds distributed by local agents.

There is a big government poultry production center in Kombolcha, thus either Bovina Browns or SASSO can be accessed from this government center. Half a dozen private enterprises are available in Kombolcha. There is also a poultry production enterprise in the name of Newcastle Poultry Production Center in Mersa Town. Thus, producers have better alternatives to obtain improved poultry breeds from these sources.

Vaccination and poultry health follow-up and treatments can be provided by the town's agriculture office. Concentrated poultry feeds are available in cities like Kombolcha. With appropriate training and capacity building, IGA participants can prepare improved feeds at household level.

6.1.1.2. Handcrafts

Two handcraft IGAs including leather works and weaving were identified in Lalibela. The input supplies for the two IGAs were assessed and findings are described in the following paragraphs:

The leather work is to focus on production of women handbag, wallet, belt, key holder and cross from leather products. For the production of the intended leather products, cattle hide and shoat skins are abundant in the area for leather products. However, refined leather products should come from big cities like Addis Ababa, Bahir Dar, Desse and Kombolcha. Local suppliers bring finished leather materials to Lalibela from big markets like Merkato in Addis Ababa. However, producers prefer to come to Merkato for bulk purchase that can sustain them for six or more months as well as to ensure quality and get fair price.

The weaving IGA is to produce clothing materials such as *Gabi*, dress, *Netela*, scarf and bed clothes. Discussants indicated the existence of strong tradition of processing and spinning cotton in the area, while factory products such as weaving web, weaving-mag, yarn, thread and the like can be obtained from Lalibela Town. Those who wish to undertake bulk purchase go to big cities like Bahir Dar, Desse, Kombolcha or Addis Ababa. Weaving and sewing machines and their accessories have no local suppliers and are obtainable only from big cities like Addis Ababa, Bahir Dar, Desse and Kombolcha.

6.1.1.3. Sheep Fattening

Sheep fattening is the most appropriate IGA for women. It is feasible and profitable in Lalibela Town. The current sheep fattening practice of the area entirely depends on local breeds. Almost all discussants agreed that Lasta Woreda is located in Tekeze Agro-cluster, which is prioritized for its livestock potential. Thus, sheep breeds in Lasta and its surrounding areas are preferred for production and fattening. There was an effort to introduce Washera Breed from Gojjam in the past. However, the supply from Washera has already stopped as the suppliers are reluctant to provide the breed. Next to Washera, the sheep breeds from Lasta are best suitable for fattening and production in Lalibela and its surroundings.

Vaccination and animal health follow-up and treatments can be provided by Lalibela Agriculture Office. The best supply source of concentrated sheep feeds is Kombolcha. With appropriate training and capacity building IGA participants can prepare improved feeds at household level.

6.1.1.4. Baltina Production

The current contexts show that **Baltina** products have high demand in Lalibela Town. The **baltina** products used in the town are brought from distant cities like Bahir Dar. Almost all the hotels and restaurants in Lalibela purchase and use **baltina** products. None of them prepare such products. Many households have already developed interest to get ready made products as way of life. This was not the case in the past, as the tradition of the area entails to use home-prepared products. It was shameful to buy and use ready-made **baltina** items. However, such attitude is no more the case in Lalibela Town.

A limited number of IGAs focusing on the products are in the town. Raw materials for preparation of **Baltina** products are available in Lasta Woreda. All discussants reported that the raw materials for almost all **Baltina** products can be obtained from local markets except pepper. Discussants indicated that even though the woreda is considered as one of the food insecure areas, the quantity and quality of pulses production in the area are sufficient to produce **Baltina** products.

6.1.1.5. Vegetables Production

There is a critical shortage of vegetables supply in Lalibela Town. Very small quantities of vegetables are produced locally, while bulk of the supply to the town comes from other locations. The agriculture office can supply improved seeds of vegetables selected for production. It is anticipated that vegetable such as onion, tomato and cabbage have good feasibility in the area. The urban administration can provide plots accessible to water using water pumps. Vegetables retailing is also a profitable IGA scheme in the town. There are many households who are involved in vegetable trade, able to generate significant income and improved their living conditions

Lalibela Agriculture Office can support the project in obtaining inputs such as improved seeds, fertilizer and agro-chemicals. The office can support in identification and purchase of improved vegetable seeds and other necessary inputs. Plots of land for vegetables production are to be availed by the Lalibela Town Administration and Land Management Offices. Discussants reported the existence of adequate water in the town for vegetables production. Lalibela Town has a potential site that has the capacity of about 150 hectare of land accessible to water and suitable for vegetables production. There are vegetables nursery sites dedicated to production of vegetable seedlings. All necessary hand tools can be obtained from local market or can be purchased and transported from big cities.

6.1.2. Support Service Providers

Different service providers and supporters were listed during FGDs and KIIs. Discussants reported that the different service providers should work in collaboration and make concerted efforts if the IGA participants are to be successful. The different stakeholders have their respective roles and responsibilities.

- The SGBV project is expected to initiate planning, implementation and allocate funding for trainings and capacity building interventions, avail financial support (start-up capital).
- Lalibela Town Administration is expected to provide land for vegetables production, allocated working space and provide administrative supports for the different IGAs.
- Lalibela Town Labor and Skill Development Office should support with training and skills development, licensing, entrepreneurship and business plan development trainings, advisory and technical supports.
- Women Children and Social Affairs Office should have strong roles in the identification and selection of IGA participants; collaborate with Labour and Skill Development offices in providing technical, follow-up and advisory supports.
- Lalibela Agriculture Office should be responsible for technical advice and guidance for supply of improved seeds and other agricultural inputs, provide technical and advisory supports for production of vegetables.
- St. Lalibela Poly Technique College is expected to provide trainings. As reported by the Dean, the College is available to provide training freely if and when the project is ready to cover the raw material cost of the different trainings.
- Cooperative office is also potential collaborators in establishing groups of SGBV survivors for the IGAs and licensing,
- Microfinance Institutions (MFI) facilitate access to loan services for the participants.
- Other key support groups such as hotels, traders, and the surrounding community, also play a crucial role in serving as potential buyers for the IGA products.

6.1.3. Market Situations and Channels

Lalibela is a historical tourist destination area and conducive for handcraft products. With normal tourist flow, handcraft products have high demand and sellable at very good prices. People bring handcraft products from other areas and sell to tourists in Lalibela Town. Thus, weaving products are sold in the area to tourist and local population. Leather products such as belt, wallet, key holders and handbags have high demand among the town's population and tourists. Producers have good chance of expanding market outlets to the surrounding big cities and towns and exporting if they are able to produce quality products. As revealed in FGDs and different KII discussions, there are collectors of artifacts from producers to export. Handcraft products such as leather works, weaving and pottery are being exported already.

The customers and consumers of the IGA products of the other IGAs like vegetables, *baltina*, sheep fattening and poultry production are largely in Lalibela Town. The town has 82,531 total populations in 25,790 households and these present huge market potential for the products of the selected IGAs. The handcraft products, poultry, goat fattening, *baltina* products and vegetables production can easily capture the market potential in the town.

Vegetables production targets the town population. There is already limited production of vegetables with land allocation and other supports provided by Lalibela Town Administration and other sector offices. The vegetables from local production are far from meeting the ever increasing needs. The town has serious shortage of vegetables supply, and to meet the increasing needs,

retailers bring the products from other areas. Thus, if production of vegetables increases, the need in the town can adequately accommodate the supply.

Hotels and restaurants in Lalibela, households in the town, flow of tourists to the area are all actual and potential consumers and markets for all the IGAs. Crops and livestock products are attracting high demand and are getting expensive from time-to-time. Almost all discussants in the different FGDs and KIIs stated that; *“In the current context of the country regarding agricultural products, the problem is not market shortage, but lack of adequate supplies to meet market demands.”* Thus, with good market linkage and development of entrepreneurship skills of the participants, all the IGAs have strong potential to attract huge market in Lalibela and other areas.

The existence of the airport in Lalibela and with expected high tourist flow to the area in the future, the products of the selected IGAs will have huge market in Lalibela. Producers of handcrafts and poultry products can use the airport to transport their products to big cities like Addis Ababa for larger market and better prices if they may produce large quantities that need wider markets. In addition, big markets in cities and towns like Gashena, Bugna, Woldya, Desse, Debre Tabor, Bahir Dar, Sekota, Kobo, Alemata and Mekele are the market potentials of the products of the selected and prioritized IGAs.

6.1.4. Working Space

All the selected IGAs need working space to be successful. The targeted IGA participants have the probability of living in rented houses with shortage of working space. The project should take into account the space constraints while identifying and target participants for the respective IGAs. In addition, the urban administration has already allocated sheds and designated plots as production sites which can accommodate all the selected IGAs. Lalibela Urban Development and Labour and Skill Development Offices expressed their willingness to provide working space for the IGAs.

6.1.5. Training Needs

The participants of the different IGAs need trainings for skills development in the respective IGAs, for awareness raising, entrepreneurship and business skills development. Discussants emphasized that there is no IGA which can be started without training if participants are to be successful. For example, the selected handcraft types such as weaving and leather works require detail skills development training on basic skills of weaving, coloring, embroidery and leather works. In addition soft skills such as designing and patterning, entrepreneurship, business plan development and marketing are essential for the selected handcrafts. The participants who take part in *baltina* production need training in entrepreneurship skills, business plan development, marketing linkage, commodity diversification, value addition and the like skills. Poultry production and sheep fattening need training in animal management, animal health, feeds preparation and feeding practices, housing as well as entrepreneurship, business plan development and marketing soft skills. Vegetable production requires training on land preparation, seed selection, compost preparation, inputs application, weeding and harvesting, selection and packing, vegetables handling, management and marketing.

All the FGD participants agreed that; *“All the selected IGAs need training. Theoretical and practical training sessions are mandatory and appropriate to enable the IGA participants become effective and successful in the specific IGA they take up. The training contents should be as relevant as possible, need to be tailored in terms of the training needs and capacity gaps of IGA participants, should be adjusted to schedule of participants in terms of duration and timeframe. The training should maintain high quality and completeness. They need to fit to the requirements of*

each IGA in terms of contents and relevance and should be tailor-made in terms of duration taking into account the trainees roles and responsibilities as wives and mothers”.

St. Lalibela Poly Technique College is the most appropriate training institution for IGA participants in Lalibela. The institution has all the training courses for the selected IGAs. The college has been providing trainings in different courses for the last 22 years. No other government or private training center in the area. Thus, all the trainings can rely on the training facilities of St. Lalibela Poly Technique College. St. Lalibela Poly Technique College has two campuses. The old campus is found in specific location/neighborhood called **Geterge**. Geterge is part of the Roha kebele and is located at one of the peripheral areas, but distance wise, not far away from the center of the town. The new campus is located at center of the town. The dean of the college stated that the main campus is located at one of the best locations. Construction and woodwork departments of the college are to be relocated to the new campus as soon as construction and facilities furnishing are completed. The main campus has over 10 blocks including administrative offices, registrar, training halls, workshops, cafeteria and other facilities. All the blocks in the main campus are built from **Ega** Iron sheet, while the two blocks under construction in the second campus are from cement blocks.

For effective training of IGA participants, the concerted efforts of four trainers can be utilized. The subject matter experts in the agriculture and other sector offices, armature trainers who are actually undertaking the specific IGAs such as weaving and leather works, the poly technique college in the area and enterprise groups established by the government can involve in the trainings in one way or the other. The strategy is to bring together these trainers so as to use their collaborated efforts for theory-based training, practical demonstration and live experience sharing to provide effective and impactful training. The subject matter experts and the poly technique college can lead the theoretical and practical sessions of the trainings. Amateur trainers are those actually undertaking the IGAs and capable to share their personal experiences, lessons and challenges. Government supported enterprise groups can serve as practical demonstration sites and provide on the spot lessons and experiences.

The study findings reveal that the operation of the IGAs by target participants does not necessarily require special skills or complex technologies. It was noted that survivors in the study areas have effectively managed similar IGAs. Moreover, experts in the field are available in local government sector offices to provide guidance and supports for any challenges. The consensus among participants in the study area is that with proper training from technical centers and ongoing support from experts in sector offices, IGA participants can successfully operate the IGAs.

To be more specific, the market assessment identified the skills, technologies and duration of training requirements for all the IGAs across all the study areas. Accordingly, the table below shows the level of technology required, skill types and training duration for the identified, prioritized and selected IGAs in Lalibela and all the other study areas:

Table 1: Training duration, level of technology & skills to be acquired for each IGA

S N	IGAs	Training days	Level of technology	Skills to be acquired
1	Weaving works	21	Manual	Weaving skill
2	Leather works	25	Small scale	Sanger operational skill
3	Sheep fattening	6	Manual	Management skill
4	Goats Fattening	6	Manual	Management skill
5	Poultry production	6	Manual	Management skill
6	Onion Production	6	Full package inputs	Operational skill
7	Tomato Production	6	Full package inputs	Operational skill
8	Cabbage Production	6	Full package inputs	Operational skill
9	Injera selling/distribution	6	Manual	Operational & Marketing skill
10	Mini-Restaurant, Coffee & Tea	6	Manual	Operational & Marketing skill
11	Consumable goods retailing	9	Manual	Marketing skill
12	Tailoring	27	Small scale	Operational skill

6.1.6. Cost–Benefit Analysis of Selected and Prioritized IGAs

The market assessment calculated the required start-up capital in the form of production cost, pricing and profitability of the selected and prioritized IGAs. The summary analysis for the respective IGA is presented as follow:

6.1.6.1. Cost-Benefit Analysis of Handcrafts

6.1.6.1.1. Weaving

The following assumptions/pre-conditions should be in place for the success and sustainability of the weaving handcraft:

- Participant should receive adequate training that equips them with skills for producing quality weaving products.
- Participants should obtain trainings on entrepreneurship, business development, marketing and customer handling skills,
- The initial investment cost for fixed asset/production equipment should be provided in the form of grant to support the IGA participants to take-off without much economic difficulty,
- Based on the nature of the production system, the feasibility analysis is done for six months and annual as it would take a minimum of five months to complete the production of weaving products considered in this feasibility study.

Taking into account the above assumptions, the weaving participant will produce five *gabi*, 3 dresses, 10 *netela*, 15 scarves and 15 bed clothes in five months and generate **Birr 30,500.00** semi-annually and **Birr 60,200.00** on annual basis. The following **Table 2** summarizes the feasibility analysis of the IGA:

Table 2: Cost-benefit analysis of weaving

Inputs	Units	Quantity	Unit cost	Total cost (six months)	Total annual cost
Fixed cost					-
Weaving Machine(metal part)	Number	1	20,000.00	20,000.00	-
Weaving machine (non-metal part)	No.	1	5,000.00	5,000.00	-
Mederiya (loom)	No.	1	500.00	500.00	-
Coloring materials	Lump sum		1,800.00	1,800.00	-
Sub-Total				27,300.00	
Variable cost					
Materials cost for <i>gabi</i> production (4 pcs)	Pcs	4	1,800.00	7,200.00	14,400.00
Materials cost for dress making (3 pcs)	Pcs	3	2,000.00	6,000.00	12,000.00
Materials for <i>Netela</i> making (10 pcs)	Pcs	8	900.00	7,200.00	14,400.00
Materials for scarf making	Pcs	8	1,500.00	12,000.00	24,000.00
Materials cost for bed clothes	Pcs	15	1,500.00	12,000.00	24,000.00
Energy cost	Month	6	500.00	3,000.00	6,000.00
Sub-total				47,400.00	94,800.00
Total production cost				74,700.00	94,800.00
Income/Revenue	Unit	Quantity	Unit price	Total	Annual income
<i>Gabi</i>	Pcs	4	3,000.00	12,000.00	24,000.00
Dress	Pcs	3	4,500.00	13,500.00	27,000.00
<i>Netela</i>	Pcs	8	1,500.00	12,000.00	24,000.00
Scarf	Pcs	8	2,500.00	20,000.00	40,000.00
Bed clothes	Pcs	8	2,500.00	20,000.00	40,000.00
Total income	-	-	-	77,500.00	155,000.00
Net Income	-	-	-	30,100.00	60,200.00

Source: Computed based on KIIs with IGA operators and observations, February 2024

6.1.6.1.2. Leather Works

The following assumptions/pre-conditions should be in place for the success and sustainability of the leather works:

- Participant should receive adequate training that equips them with skills for producing quality leather products.
- Participants should obtain trainings on entrepreneurship, business development, marketing and customer handling skills,
- Producer should focus on highly demanded leather products such as belt, wallet, women's bags, key holders, crosses and the like,
- The initial investment cost for fixed asset/production equipment should be provided on revolving fund basis and participants can pay back the loan within short period of time. The feasibility analysis shows that if participants get adequate training and strictly follow quality standards, there is high chance of generating adequate profit, pay back the investment cost within four months period,

- Based on the nature of the production system, the feasibility analysis of the IGA is done for six months and annual as it would take a minimum of four months to complete the production leather products considered in this feasibility study.

Taking into account the above assumptions, the IGA participant will produce 100 belts, 20 woman bags, 50 wallets, 800 key holders, 800 leather crosses in four months and generate **Birr 58,400.00** at initial stage and annual income of **Birr 296,700.00**. The detail feasibility analysis of the IGA is presented in the table below:

Table 3: Cost-benefit analysis of leather works

Inputs	Units	Quantity	Unit cost	Total cost (four months)	Total annual cost
Fixed cost					-
Sewing machine	Number	1	30,000.00	30,000.00	-
Cutting table	No.	1	5,000.00	5,000.00	-
Chairs	No.	3	500.00	1,500.00	-
Scissor	No.	2	400.00	800.00	-
Cutter	pcs	1	300.00	300.00	-
Plastic board	Pcs	1	2500.00	2,500.00	-
Meter	No.	2	200.00	400.00	-
Sub-Total				40,500.00	-
Variable cost					
Leather cost for belt production	Pcs	100	150.00	15,000.00	45,000.00
Leather cost for women bag	Pcs	20	170.00.00	3,400.00	10,200.00
Leather for wallet production	Pcs	50	50.00	2,500.00	7,500.00
Leather cost for keys holder	Pcs	800	15.00	12,000.00	36,000.00
Leather cost for crosses	Pcs	800	15.00	12,000.00	36,000.00
Energy cost	Month	6	700.00	4,200.00	12,600.00
Sub-total			-	49,100.00	147,300.00
Total production cost				89,600.00	147,300.00
Income/Revenue	Unit	Quantity	Unit price	Total	Annual income
Belt	Pcs	100	500.00	50,000.00	150,000.00
Women bags	Pcs	20	600.00	12,000.00	36,000.00
Wallets	Pcs	50	120.00	6,000.00	18,000.00
Key holders	Pcs	800	50.00	40,000.00	120,000.00
Leather crosses	Pcs	800	50.00	40,000.00	120,000.00
Total income	-	-	-	148,000.00	444,000.00
Net Income	-	-	-	58,400.00	296,700.00

Source: Computed based on KIIs with IGA operators and observations, February 2024

6.1.6.2. Cost-benefit Analysis of Sheep fattening

The following assumptions are considered for the cost benefit analysis of the sheep fattening scheme:

- Fatteners will start the fattening scheme with five male sheep. Fatteners will undertake the activity for four subsequent rounds during the 16 months of the project life.
- Sheep fattening will be introduced through short-term training. The project will provide adequate training on sheep fattening, business plan, entrepreneurship skills. The project and the livestock department will provide technical and extension follow-up at right intervals.

- During the first round of sheep fattening all the target households strengthen the existing shelter or build new shelter for sheep.
- The purchase of all sheep will be pursued during the non- holiday periods, when the prices of sheep tend to be lower. All the sheep will be purchased from local markets at strategic time taking into account Christian and Muslim holidays. With the support of livestock expert, the producers will purchase healthy sheep with no physical defects.
- Average fattening period for sheep is established at 90 days. After that period the fatteners will sell fattened sheep and buy new ones for the next round of fattening.
- Calculation of feed cost was based on assumption that small ruminants will be able to gain expected weight per day with appropriate feeds prepared by the fatterer from materials to be purchased from local markets. The cost of feed required for the weight gain was calculated based on the current market prices and adequate feed requirements. Furthermore, fatteners will feed home-based residues on constant basis as supplement.

Based on the above assumptions, sheep fattening scheme is feasible and profitable. With the strict application of the above assumptions, the fatterer can generate net profit of Birr **9,360.00** during the first round and a total of **Birr 62,020.00** after the four rounds of fattening. The summary of the feasibility analysis is indicated in the following table:

Table 4: Cost-benefit analysis of sheep fattening scheme

Inputs for fattening	Units	Quantity	Unit cost	Total cost (first round)	Total cost in three rounds
Sheep purchased for fattening	Number	5	4,300.00	21,500.00	64,500.00
Build/strengthening shelter	Birr	-	-	3000.00	-
Feed cost					
Blend of ground beans, grass pea maize & sorghum	Quintal	3	1,700.00	5,100.00	15,300.00
Forage (Grass & hay)	Lump sum	-	-	1,000.00	4,000.00
Other input costs					
Anti-worm	round	1	300.00	300.00	1,000.00
Salt	Kg	6	20.00	120.00	360.00
Vet services	Lump sum			800.00	3000.00
Total production cost	Birr			31,820.00	88,160.00
Revenue/Income	Unit	Quantity	Unit price	Total income (first round)	Income (three rounds)
Sell of fattened sheep	Number	5	8,500.00	42,500.00	139,500.00
Net income in one round	Birr	-	-	10,680.00	51,340.00
Net income of four rounds	Birr	-	-	-	62,020.00

Source: Computed based on KIIs with IGA operators and observations, February 2024

6.1.6.3. Cost-benefit Analysis of Poultry Production

The feasibility of poultry production for eggs was assessed through the analysis of the profitability of the business. The profitability analysis was done by examining the buying and selling prices of chickens, costs of feeds and veterinary services. The following assumptions were considered to calculate profitability analysis of the IGA:

- Prior to start of poultry production, the producers will obtain adequate training on poultry production and management.
- With loan support from the project, each producer will get **25 Bovans Brown pullets**.

- Upon starting the IGA, producers will receive technical supports and follow-up at fixed intervals.
- Producers will use own labour and material to construct local shed/confinement. The poultry production has to depend on family labor for day-to-day management and upkeep. The feasibility study considered the own labor as opportunity cost and not included as part of production cost.
- The producer will use factory produced improved feeds for the minimum of 22 months during the time the birds stay under her/his management and will apply strong management of the birds.
- Each chicken will provide eggs for a minimum of 18 months with estimated 85% productivity per chicken.
- After 18 months the producer will sell the chickens and start a new cycle of production.
- The production cycle will be longer than the project life, and thus, it is assumed that the relevant stakeholders will continue the regular follow-up, technical and advisory supports for completion of the first production cycle and continuity of subsequent rounds.

As the summary of the feasibility analysis in the following indicates, poultry production using improved breeds for production of eggs is feasible and profitable. With the strict application of the above assumptions, the producer can generate net profit of about **Birr 77,716.00** in one production cycle from 25 Bovans Brown pullets.

Table 5: Cost-benefit analysis egg layers poultry production (one cycle)

Production Cost	Unit	Quantity	Unit cost (Birr)	Total (Birr)
Bovans type pullets	Number	25	350.00	8750.00
Safe shelter	Number	1	4,000.00	4,000.00
Drinking equipment	Pcs	1	450.00	450.00
Feeding equipment	Pcs	1	350.00	350.00
Additional feed (47 gr/day/chicken for 4 months) at Birr 31.00/kg	Kg	141	31.00	4,371.00
Improved feed (58 gram/day/chicken for 18 months) at Birr 50.00/kg	Kg	783	50.00	39,150.00
Vaccine/treatment (every 3 months) at Birr 8.4/chicken for 22 months	Rounds	8	210.00	1,680.00
Total production cost (one cycle)				58,751.00
Revenue of 18 months	Unit	Quantity	Unit price	Total
Income from sales of eggs (21 eggs per day) for 18 months	Number of eggs	11,497	11.00	126,467.00
Income from sales of culled chickens	Number	25	400.00	10,000.00
Total income	Birr	-	-	136,467.00
Net income	Birr	-	-	77,716.00

Source: Computed based on KIIs with IGA operators and observations, February 2024

6.1.6.4. Cost-benefit Analysis of Baltina Production

Baltina producers are expected to diversify their products so as to attract market and maximize profit. It is assumed that in one round of production and sale/distribution, the producers will prepare over nine types of **baltina** products in the forms of plain **shiro** (white), spiced/**mitin shiro**, pepper, packed **Baso**/roasted and ground barley, split lentils, split peas, oats and mixed flour for porridge. The materials required for production of these products are estimated and their cost calculated as accurately as possible.

One round of production and sell of *baltina* products is estimated to require a maximum of 2 months. This way, the producers are expected to prepare and sell the products at least 5 times during the entire project period. *Baltina* production is to take place at home as well as the distribution/sale of products will occur at home and market places without requiring rental space. The producers are expected to use own labor without hiring labor force. Thus, the production and sell of the products are to be covered by producer and family labor and no labor cost is included in the feasibility analysis.

Based on the above scenarios, Birr **27,960.00** is required for the production of the above nine different *baltina* items in one round and generates Birr **39,130** gross income from sell of the products with net profit of **Birr 11,170.00**. Producers are expected to repeat the process for at least five rounds during the entire project life. Thus, *baltina* products have high potential of generating **Birr 55,850.00** net income during the entire life of the project and found to be feasible and profitable. The summary of the feasibility analysis is shown in the table below:

Table 6: Cost-benefit Analysis Baltina Production for Lalibela (One Round)

Inputs for Baltina production	Units	Quantity	Unit cost	Total (1 round)	Total (four rounds)
Peas, beans and lentils for shiro (white)	Kg	35	80.00	2800.00	11,200.00
Peas, beans, lentils, pepper for spiced/ <i>Mitin Shiro</i>	Kg	35	80.00	2800.00	11,200.00
Dry red pepper	KG	17	280.00	4,760.00	19,040.00
Other ingredients for preparation of pepper	Lump sum	-	-	2,700.00	10,800.00
Barley for preparation of packed <i>Baso</i> /roasted and ground barely	Kg	30	50.00	1,500.00	6,000.00
Preparation of split lentils	Kg	35	100.00	3,500.00	14,000.00
Preparation of split Peas	Kg	35	80.00	2,800.00	11,200.00
Oats preparation	Kg	30	55.00	1,650.00	6,600.00
Mixed flour for porridge	Kg	30	55.00	1,650.00	6,600.00
Energy	Lump sum	-	-	900.00	3,600.00
Grinding mills services	Lump sum	-	-	900.00	3,600.00
Labour cost	Lump sum			1,000.00	4,000.00
Transport cost	Lump sum	-	-	1,000.00	4,000.00
Total production cost	Birr			27,960.00	111,840.00
Revenue from sale Baltina Products					
Items	Unit	Quantity	Unit price	Total	Total (three rounds)
Shiro (white)	kg	30	200.00	6,000.00	24,000.00
Spiced Shiro	Kg	33	230.00	7,590.00	30,360.00
Pepper	Kg	19	300.00	5,700.00	22,800.00
Baso	Kg	24	150	3,600.00	14,400.00
Split lentils	Kg	30	135.00	4,050.00	16,200.00
Split peas	Kg	30	150.00	4,500.00	18,000.00
oats	Kg	24	150.00	3,600.00	14,400.00
Mixed flour for porridge (packed)	Kg	26	90.00	2,340.00	9,360.00
Sale of residue for livestock feed	Kg	31	55.00	1,750.00	7,000.00
Total income	Birr	-	-	39,130.00	156,520.00
Net Income/Profit				11,170.00	44,680.00
Total net profit					55,850.00

Source: Computed based on KIIs with IGA operators and observations, February 2024

6.1.6.5. Cost-benefit Analysis of Onion Under Rain-fed and Irrigation

The survey result shows that it is possible to organize three IGA participants on 0.125 hectare of land to undertake onion production using rain-fed and irrigation farming. Both practices involve a relatively long period of four and half months to reach for income generation. The first 45 days are focused on seedlings development and the remaining 90 days are devoted to normal plant growing period. Thus, it is much desirable to involve IGA participants who have interest and experience to engage in the IGA and patient enough to wait for the longer process required to reap benefit.

For feasibility analysis of onion production, data related to cost of inputs, market prices for inputs, labour cost and quantity of outputs produced on 0.125 hectare of land were collected from local producers, traders, retailers and experts in agriculture office. Inputs like producers' labor and land which is to be availed by woreda/urban administrations were not included as part of the production cost.

The profitability analysis for onion production was done separately for rain-fed and irrigation based production in the table below. The analysis determined that onion production using both rain-fed and irrigation-based practices is feasible and profitable at smallholder production level. Using 0.125 hectare of plot, a group of three producers can generate significant profit in single round of production in both scenarios.

The cost-benefit analysis show total production cost of Birr **26,567.00** under rain-fed production and generation of net profit of **Birr 248,433.00.00** in one round of production. In a similar manner, with cost of production **Birr 43,867.00** under irrigation-based practice, producers can generate a net profit of **Birr 231,133.00**. The detail cost of production, revenue and profit under both practices are summarized in **Table 7 below**:

Table 7: Cost-benefit analysis of onion Production under rain-fed and irrigation

Input cost items	Units	Quantity	Unit cost	under rain fed	irrigation	Total cost (Birr)
Inputs cost						
Seed cost	Gram	500	4.00	2,000.00	2,000.00	4,000.00
Fertilizers (NPS)	Kg	25	18.50	462.00	462.00	924.00
Fertilizer (UREA)	Kg	12.5	36.40	455.00	455.00	910.00
Farm yard Manure	Trolleys	50	50.00	2,500.00	2,500.00	5,000.00
Pesticide	Liter	3	1,400.00	2,800.00	1,400.00	4,200.00
Cost of farm tools	Lump sum			900.00	500.00	1,400.00
Pump rent	Number	28	700.00	-	19,600.00	1,9600.00
Labour Cost						
Labor for ploughing	Man-days	3	250.00	750.00	750.00	1,500.00
Raising onion seedlings	Lump sum			1,750.00	1,750.00	3,500.00
Transplanting Cost	Man days	4	250.00	1,000.00	1,000.00	2,000.00
Spraying cost	Lump sum			1,000.00	500.00	1,500.00
First round disk harrow labor cost	Man-days	2	300.00	600.00	600.00	1,200.00
Hand weeding (first round)	Man days	2	300.00	600.00	600.00	1,200.00
Second round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Hand weeding (second round)	Man days	2	300.00	600.00	600.00	1,200.00
Third round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Harvesting and marketing	Birr					
Harvesting	Man days	4	300.00	1,200.00	1,200.00	2,400.00
Loading and unloading cost	Qt	50	25.00	1,250.00	1,250.00	2,500.00
Transport (cart, donkey)cost	Qt	50	50.00	2,500.00	2,500.00	5,000.00
Commission Charges or brokers cost	Qt	50	100.00	5,000.00	5,000.00	10,000.00
Total production cost	Birr			26,567.00	43,867.00	70,434.00
Income/Revenue	Units	Quantit y	Unit price	under rain fed	irrigation	Total income
Income from sales of onion (@ 50 Qt under rain-fed and irrigation)	Qt	50	5500	275,000.00	275,000.00	550,000.00
Net income in Birr	Birr			248,433.00	231,133.00	479,566.00

Source: Computed based KII and IGA/ Small Businesses operator survey (February, 2024),

6.1.6.6. Cost-benefit Analysis of Tomato Under Rain-fed and Irrigation

The survey result shows that it is possible to organize three IGA participants on 0.125 hectare of land to undertake tomato production using rain-fed and irrigation farming. Both practices involve three months production duration. It is much desirable to involve IGA participants who have interest and experience to engage in the IGA and patient enough to care for the plants.

For feasibility analysis of tomato production, data related to cost of inputs required, market prices for inputs, labour cost and quantity of outputs produced on 0.125 hectare of land were collected from local producers, traders, retailers and experts in agriculture office. Inputs like producers' labor and land which is to be availed by woreda/urban administrations were not included in the cost.

The profitability analysis of tomato production was done separately for rain-fed and irrigation based production in the table below. The analysis determined that tomato production using both rain-fed and irrigation-based practices is feasible and profitable at smallholder production level. Using 0.125 hectare of plot, a group of three producers can generate significant profit in single round of production in both scenarios.

The cost and benefit analysis shows total production cost of **Birr 23,710.00** under rain-fed production and generation of net profit of **Birr 151,290.00** in one round of production. In a similar manner, under irrigation-based practice, with production cost of **Birr 41,010.00**, producers can generate net profit of **Birr 133,990.00**. The detail cost of production, revenue and profit under both practices are presented in **Table 8** below:

Table 8: Cost-benefit analysis of tomato Production under rain-fed and irrigation

Input cost items	Units	Quantity	Unit cost	under rain fed	irrigation	Total cost (Birr)
Inputs cost						
Seed cost	Lump sum			1,250.00	1,250.00	2,500.00
Fertilizers (NPS)	Kg	30	18.50	555.00	555.00	1,110.00
Fertilizer (UREA)	Kg	12.5	36.40	455.00	455.00	910.00
Pesticide	Liter	3	1,400.00	2,800.00	1,400.00	4,200.00
Cost of farm tools	Lump sum			900.00	500.00	1,400.00
Pump rent	Number	28	700.00	-	19,600.00	19,600.00
Labour Cost						
Labor for ploughing	Man-days	3	250.00	750.00	750.00	1,500.00
Raising tomato seedlings	Lump sum			1,750.00	1,750.00	3,500.00
Transplanting Cost	Man days	4	250.00	1,000.00	1,000.00	2,000.00
Spraying cost	Lump sum			1000.00	500.00	1,500.00
First round disk harrow labor cost	Man-days	2	300.00	600.00	600.00	1,200.00
Hand weeding (first round)	Man days	2	300.00	600.00	600.00	1,200.00
Second round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1200.00
Hand weeding (second round)	Man days	2	300.00	600.00	600.00	1,200.00
Third round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Harvesting and marketing	Birr					
Harvesting	Man days	5	300.00	1,500.00	1,500.00	3,000.00
Loading and unloading cost	Qt	50	25.00	1,250.00	1,250.00	2,500.00
Transport (cart, donkey)cost	Qt	50	50.00	2,500.00	2,500.00	5,000.00
Commission Charges or brokers cost	Qt	50	100.00	5,000.00	5,000.00	10,000.00
Total production cost	Birr			23,710.00	41,010.00	64,720.00
Income/Revenue	Units	Quantity	Unit price	under rain fed	irrigation	Total income
Income from sales of tomato (@ 34 Qt under rain-fed and 35 Qt under irrigation)	Qt	50	3,500.00	175,000.00	175,000.00	350,000.00
Net income in Birr	Birr			151,290.00	133,990.00	285,290.00

Source: Computed based KII and IGA/ Small Businesses operator survey (February, 2024),

6.1.6.7. Cost-benefit Analysis of Cabbage Under Rain-fed and Irrigation

The survey result shows that it is possible to organize two IGA participants on 0.125 hectare of land to undertake cabbage production using rain-fed and irrigation farming. Both practices require three months to reach for income generation. Thus, it is much desirable to involve IGA participants who have interest and experience to engage in the IGA and patient enough to wait for the longer process.

For feasibility analysis of cabbage production, data related to cost of inputs required, market prices for inputs, labour cost and quantity of outputs produced on 0.125 hectare of land were collected from local producers, traders, retailers and experts in agriculture office. Inputs like producers' labor and land which is to be availed by woreda/urban administrations were not included in the cost as part of the production cost.

The profitability analysis for cabbage production was done separately for rain-fed and irrigation based production. The analysis determined that cabbage production using both rain-fed and irrigation-based practices is feasible and profitable at smallholder production level. Using 0.125 hectare of plot, a group of two producers can generate significant profit in single round of production in both scenarios.

The cost-benefit analysis show total production cost of Birr **26,150.00** under rain-fed production can generate net profit of **Birr 73,850.00**. In a similar manner, with cost of production **Birr 43,700** using irrigation-based farming, producers can generate net profit of **Birr 56,300.00**. The detail cost of production, revenue and profit under both practices are presented in **Table 9** below:

Table 9: Cost-benefit analysis of cabbage Production under rain-fed and irrigation

Input cost items	Units	Quantity	Unit cost	under rain fed	irrigation	Total cost (Birr)
Inputs cost						
Seed cost	Lump sum			1,250.00	1,250.00	2,500.00
Fertilizers (NPS)	Kg	30	18.50	555.00	555.00	1,110.00
Fertilizer (UREA)	Kg	12.5	36.40	455.00	455.00	910.00
Pesticide	Liter	3	1,400.00	2,800.00	1,400.00	4,200.00
Cost of farm tools	Lump sum			900.00	500.00	1,400.00
Pump rent	Number	28	700.00	-	19,600.00	19,600.00
Labour Cost						
Labor for ploughing	Man-days	3	250.00	750.00	750.00	1,500.00
Raising cabbage seedlings	Lump sum			1,750.00	1,750.00	3,500.00
Transplanting Cost	Man days	3	300.00	900.00	900.00	1,800.00
Spraying cost	Lump sum			750.00	500.00	1,250.00
First round disk harrow labor cost	Man-days	2	300.00	600.00	600.00	1200.00
Hand weeding (first round)	Man days	2	300.00	600.00	600.00	1200.00
Second round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1200.00
Hand weeding (second round)	Man days	2	300.00	600.00	600.00	1200.00
Third round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1200.00
Harvesting and marketing	Birr					
Harvesting	Man days	5	300.00	1500.00	1500.00	3,000.00
Loading and unloading cost	Qt	50	25.00	1,250.00	1,250.00	2,500.00
Transport (cart, donkey)cost	Qt	50	50.00	2,500.00	2,500.00	5,000.00
Commission Charges or brokers cost	Qt	50	100.00	5,000.00	5,000.00	10,000.00
Total production cost	Birr			26,150.00	43,700.00	69,850.00
Income/Revenue	Units	Quantity	Unit price	under rain fed	irrigation	Total income
Income from sales of tomato (@ 34 Qt under rain-fed and 35 Qt under irrigation)	Qt	50	2000.00	100,000.00	100,000.00	200,000.00
Net income in Birr	Birr			73,850.00	56,300.00	130,150.00

Source: Computed based KII and IGA/ Small Businesses operator survey (February, 2024)

6.1.7. Source of Finance

Participants in the study woreda revealed that SGBV survivors are currently facing financial challenges when it comes to starting IGAs. This is largely due to the economic hardships they have experienced as a result of the conflict in the northern region, which has led to loss of assets and sources of income.

FGD participants agree that many of these survivors are unable to access the necessary funds on their own to engage in the IGAs. There were no pro-poor saving and lending institutions affiliated to the government, NGOs or private sector. The government and private banks operating in the areas are inaccessible to resource poor loan seekers. Tsedey Bank in Amhara Region and Afar Micro Finance Institution in Afar Region are the only feasible and accessible financial institution in the respective regions. Discussants indicated that these institutions have high interest rate, difficulty of presenting collaterals, lack of confidence and trust from borrowers and the same outlook from the institutions are barriers to survivors and other vulnerable community members in accessing financial services.

Study participants recommended projects like RSSGBV, local government sector offices such as Labour and Skill Development, Women Children and Social Affairs and local administrations should work in concerted efforts to access the IGA participants to financial services. These stakeholders should make collaborative efforts to avail working capital in the form of revolving fund that can be managed by Tsedey and Afar MFI. Negotiating on a minimum loan interest rate with local MFIs and the manner of management of the revolving fund beyond the project life are emphasized by study participants.

6.1.8. Barriers of SGBV Survivors & Vulnerable People for Engagement in IGAs

The discussant from Lalibela Urban Development Office, FGD and KII participants mentioned that the SGBV survivors have physical and emotional problems that need medical and psychosocial treatment.

The FGD and KIIs conducted with business operators and sector offices revealed that SGBV survivors and other at risk people can engage in IGAs of their choice without a problem with the necessary technical and financial supports. However, adequate trainings in hard and soft skills are required to undertake the selected IGAs. Discussants anticipated financial problem in the form of starting capital can be barriers unless solutions are sought in advance. Shortage of working space for some of the IGAs can be a problem. In addition, the current deterioration of peace and security in the region is the other barrier.

The Urban Development Office, sector offices and FGD with business operators reported the existence of no significant socio-cultural and economic barriers that uniquely affected these people if they engage in any livelihood improvement of their choice. They would face minimum effects of stigma and discrimination as a result of the misfortune they have faced. The attitude, worldview, behavior and practices of community members in the urban and rural areas have shown significant progress resulting in tolerance and compassion toward SGBV survivors and other at risk people.

However, the indirect assessment conducted with SGBV survivors and discussions with PIE field coordination office and OSC revealed the existence of stigma and discrimination against survivors of SGBV in the town and surrounding communities. The prevalence of unlawfulness, very low legal support system, underreporting by the victims from fear of retribution from perpetrators, unresponsive legal system, especially, when the perpetrators are formal or informal armed groups were reported in both discussions. While starting the implementation of the selected and prioritized

IGAs, disclosing the true identity of the participants can have negative consequences and recommended the strategy of using vulnerability as a general targeting.

6.1.9. Market Risks

The market study assessed potential risks such as market access, distribution channels, price changes, access to inputs, access to working places, customer base, financial access, as well as the heightened competition from new market players, interest and capacity of IGA operators. Moreover, the study has assessed government policies, economic trends, societal perceptions, technological advancements, environmental issues, legal restrictions, and other risks that could impact the IGA participants.

The findings revealed that there are minimal potential risks, indicating that the IGA participants will have minimal risks, and can effectively and sustainably operate and manage the IGA of their choice to generate the projected income as outlined in the feasibility study.

6.1.10. Market Driven Vocational Skills

The discussants in Lalibela mentioned different marketable vocation skill areas for wage and self-employment. However, three vocational skills including food preparation and catering, tailoring and embroidery and beauty salon were identified in the general discussion, in FGDs and KIIs as potential vocational skill areas for wage and self-employment for SGBV survivors and other vulnerable people.

Lalibela has the potential to provide wage employment opportunities for the identified and selected vocational skills. The town has high population growth, it is a tourist destination site, has many hotels and restaurants to generate employment opportunities for competent and skilled trainees.

Self-employment is the other potential employment opportunities for the trainees of these vocational skills. Lalibela has huge potential for self-employment opportunities for most of the vocational skill areas. Food preparation and catering, tailoring and embroidery, beauty salon are some of the key vocational skills that have potential for self-employment in Lalibela. Self-employed persons in most of these vocational skill areas come from other places, which show the existence of potential for self-employment.-Qualified trainees can find jobs in any of these sellable skills if they are able to obtain adequate skills through effective training.

6.1.11. Key Stakeholders

The following stakeholders are expected to support the engagement of SGBV survivors and other at risk in IGAs:

At least five key sectors are evident for the implementation of the selected and prioritized IGAs. Plan International in Ethiopia (PIE) as the implementing NGO, Lalibela Town Urban Administration Office, Lalibela Women Children and Social Affairs, Lalibela NRM and Livestock and Lalibela labor and Skill Development Office are key partners and signatory bodies.

In addition, the following stakeholder have functional and sectoral mandate of providing technical, material and professional supports. Non-signatory stakeholders include:

Table 10: List of stakeholders

<ul style="list-style-type: none"> • <i>St. Lalibela Poly technique College,</i> • <i>Lalibela General Hospital and Health Posts in Lalibela Town,</i> • <i>One Stop Center (OSC) in Lalibela General Hospital</i> • <i>Lalibela Land Administration Office</i> • <i>Lalibela Cooperatives and Market Promotion Office,</i> • <i>Lalibela Heath Office,</i> • <i>Lalibela Police Office,</i> • <i>Lalibela justice Office,</i> • <i>Tsedey Bank,</i> 	<ul style="list-style-type: none"> • <i>Lalibela Women Merchant Association</i> • <i>Lalibela Chamber of Commerce</i> • <i>Lalibela Water and Sewerage Office,</i> • <i>Lalibela Culture and Tourism Office,</i> • <i>Private trainers of leather and weaving,</i> • <i>NGOs such as SOS Children’s Village, Plan International in Ethiopia, GIZ, Organization for Rehabilitation and Development in Amhara (ORDA), Center for Accelerated Women’s Economic Empowerment (CAWEE), Ethiopian Orthodox Church, St. Lalibela Monastery.</i>
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6.2. WOLDYA

6.2.1. Inputs Suppliers

6.2.1.1. Poultry Production

The majority of poultry producers in Woldya and the surrounding areas depended on local breeds. The scheme is effective in north Wollo in general and Woldya in particular. The area is part of Tekeze Agro-ecological cluster and has livestock development potential with specialty in shoats and poultry production. Thus, poultry production can be successful, feasible and profitable scheme in Woldiya. So far, different efforts are underway to undertake improved poultry production. .

Supply of improved poultry breeds is available locally. There are private poultry production enterprises in the city, but FGD participants have reservation regarding the quality of the breeds. FGD and KII discussants stated that 45 days old chicken supply can be accessed from big cities like Kombolcha. There is already a big government poultry production enterprise in Kombolcha, thus either Bovina Browns or SASSO breeds can be accessed from the enterprise. Like the Lalibela, Woldya discussants reported the existence of private poultry producers in Kombolcha and Newcastle Poultry Production Enterprise in Mersa.

Concentrated poultry feeds are available in cities like Kombolcha. There are also suppliers of concentrated poultry feeds in Woldya. However, the cost of the feeds is exorbitant and might not be sustainable in the long run. With appropriate training and capacity building, IGA participants can prepare improved feeds at household level. Even though such feed may not exactly replace factory produced feeds, it can be improved and serve the required purpose. Vaccination and poultry health follow-up and treatments can be provided by the city’s livestock department.

6.2.1.2. Sheep and Goat (Shoat) Fattening

Shoat fattening practice of the area entirely depends on local breeds. Efforts were made to introduce Washera Breed from Gojjam in the past, but the suppliers in Gojjam have shown reluctance and the supply has already stopped. Discussants indicated that the shoat breeds of local varieties are best suitable for fattening. Almost all discussants agreed that with improved feeds and management practices, shoat breeds in Woldya market, Sanka, Mersa, Hara and the like markets can serve the fattening scheme.

Concentrated shoat feeds are available in Woldya and in cities like Kombolcha, even though very expensive. However, with appropriate training and capacity building, IGA participants can prepare

improved feeds at household level. Cereals such as maize, sorghum and pulses like grass pea and horse beans are also available in local markets. Grain brans, stalks and household leftovers can be used widely. In fact, local IGA operators recommend locally prepared feeds consisting of grass pea, grain roughage, grains themselves such as maize and sorghum for effective fattening of shoats. Vaccination and animal health follow-up and treatments can be provided by the agriculture office.

6.2.1.3. *Baltina Production*

Baltina products have high demand in Woldya. A limited number of IGAs focusing on the products are in the city. Almost all the hotels and restaurants in the city purchase and use **baltina** products. None of them prepare such products for themselves. Many households have already developed interest to get ready made products as way of life. The majority of **baltina** products used in the city are brought from distant cities like Bahir Dar.

Raw materials for preparation of **Baltina** products are available in Woldya and surrounding markets. All discussants reported that the raw materials for almost all **Baltina** products can be obtained from local agricultural products. Discussants indicated that Woldya and its surrounding localities are productive of pulses and cereals. Woldya is surrounded by highland agro-ecology, thus, pulses are in good supply. Thus, the pulses production in the area can be best supply source in terms of quantity and quality for **baltina** preparation. Discussants reported that all the raw materials required for **baltina** production are available in local market, except pepper, which is usually brought to Woldya from Gojjam area.

6.2.1.4. *Injera Production and Selling*

The raw material required for **injera** making and selling can be accessed from Woldya market. **Teff** and other ingredients can be obtained from the local markets in Woldya and surrounding areas. **Injera** oven and all necessary materials and utensils are available in local markets. Thus, there is no need to go to distance places in search of raw materials, equipment and utensils. The project is expected to avail working capital on revolving fund basis. There are ample **Teff** selling stores in Woldya or this can be purchased directly from local markets in Woldya, Merssa, Hara, Sanka and other small towns. In addition, some of the grains used to mix with teff, such as wheat, maize, sorghum and the like are produced in the surrounding rural areas and are available in Woldya and other local markets.

6.2.1.5. *Mini-Restaurant/Breakfast, Coffee and Tea*

Raw materials needed to operate mini-restaurant along with coffee and tea are locally available. Working space is expected from Woldya City Administration, concerned sector offices, kebele administration. The project is expected to avail working capital on revolving fund basis. Eggs, vegetables, **injera**, **shiro**, coffee, furniture and utensils can be accessed from Woldya markets. Consumables like sugar, soap and detergents can be accessed from consumer cooperatives.

6.2.2. *Support Service Providers*

Different service providers and supporters were listed during FGDs and KIIs. Discussants reported that the different support service providers should work in collaboration and make concerted efforts to make the IGA participants effective and successful. The different stakeholders have their respective roles and responsibilities.

The RSSGBV project is expected to initiate planning, implementation and allocate funding for trainings and capacity building interventions, avail financial support (start-up capital) in the form of revolving fund. Woldya City Administration is expected to allocate working space and provide administrative supports for the different IGAs. Labor and Skill Development Office should support

training and skills development, licensing, entrepreneurship and business plan development trainings, advisory and technical supports.

Woldiya Livestock Development Department should be responsible for technical advice and guidance for supply of improved poultry breeds and other agricultural inputs, provide technical and advisory supports for shoat fattening and poultry production. Women Children and Social Affairs Office should have strong roles in the identification and selection of IGA participants and collaborate with Labour and Skill Development offices in providing technical, follow-up and advisory supports. Woldya Poly Technique College is available to provide training freely if and when the project is ready to cover the raw material cost of the trainings.

Cooperative office is also potential collaborators in establishing groups of SGBV survivors for the IGAs, while Microfinance Institutions (MFIs) facilitate access to loan services for the participants. Other key support groups such as hotels, traders, and the surrounding community, also play a crucial role in serving as potential buyers for the IGA products.

6.2.3. Market Situations and Channels

All FGD participants and KII discussants agreed that Woldya is a huge market potential for the selected and prioritized IGAs. Discussant affirmed that the IGA participants are not required to look else for market opportunities. Woldya has 3 sub-cities, 10 urban kebeles, 4 rural kebeles (to be annexed to the city) and population of over 100,000.

Discussants indicated that Woldya is a big city located strategically. The market demand is far beyond the supply capacity of the selected and prioritized IGAs. It has high population, is a zone capital hosting lot of government offices and non-government and private organizations. The city is a meeting ground for travellers from five directions. Travellers come to the city from Gondar, Bahir Dar, Addis Ababa, Desse, Samera and Lalibela-Gashena directions. The city has a big university which houses over 7000 students and is a big market potential for these IGAs and others.

Hotels, restaurants and households in the city are potential consumers of the products of the IGAs. Many traders from other big cities like Desse, nearby towns like Kobo, Alemata and as far as Mekele come to Woldya in search of shoats. Woldya has huge flow of traveller from all directions. There are large numbers of civil servants as the city is the seat of zone offices and urban department offices are all actual and potential markets. Crops and livestock products have high demand and are getting expensive from time-to-time in the city.

Business operators with prior experience in similar activities have provided valuable, up-to-date, and reliable information on the presences of ample demand for the all the IGAs in Woldya. There are adequate buyers, consumers, traders, and wholesalers from Woldya itself, as well as from the aforementioned towns. This indicates a promising level of feasibility and profitability for the selected and prioritized IGAs.

6.2.4. Working Space

Study findings indicate that all selected IGAs require adequate working space to thrive. Key informants and FGD participants recognized that lack of access to adequate working spaces could be one of the obstacles that may cause the loss or quit their IGAs. The potential IGA participants have the probability of living in rented houses with apparent shortage of working space. Discussants indicated that the project should take into account the working space constraints while identifying and targeting participants for the respective IGAs.

Almost all the discussants from the sector offices have expressed willingness to assist the survivors in finding suitable working spaces for their businesses. There is a good potential from the urban

administration to allocated sheds and designated production sites which can accommodate all the selected IGAs. Thus, to ensure availability of working space for the IGAs, there is a need for concerted efforts of the city administration, sector offices such as Women Children and Social Affairs, Labor and Skills Development Livestock Department and the project to make joint efforts.

6.2.5. Training Needs

Study participants believe that SGBV survivors and other vulnerable people may not have the necessary skills to run the IGAs successfully, unless trained properly. They need trainings for skills development in the respective IGAs, for awareness raising, entrepreneurship and business skills development. Discussant emphasized that there is no IGA which can be started without training if participants are to be successful.

For example, the participants who take part in *baltina* need training in entrepreneurship skills, business plan development, marketing linkage, commodity diversification, value addition and the like skills. Poultry production and shoats fattening need training in animal management, animal health, feeds preparation and feeding practices, housing as well as entrepreneurship, business plan development and marketing soft skills. *Injera* sellers and mini-restaurant participants need short trainings in food preparation and preservation, entrepreneurship, business planning, customer handling and the like skills.

The FGD participants in Woldya agreed that all the selected IGAs need training. Theoretical and practical training sessions are mandatory and appropriate to enable the IGA participants become effective and successful. The training contents should be as relevant as possible, need to be tailored in terms of the training needs and capacity gaps of IGA participants, should be adjusted to schedule of participants in terms of duration and timeframe. The training should maintain high quality and completeness. They need to fit to the requirements of each IGA in terms of contents, should be relevant and tailored in terms of duration.

Woldya Poly Technique College is the most appropriate training institution and can play the leading role. The institution has all the training courses for the selected IGAs. The college has been providing trainings in different courses for the last many years. The Poly Technique College has the capacity of providing driving license and COC accreditation for auto-mechanic courses. There were three private training institutions in the city at the time of this assessment. One of the private training institutions had long duration since its establishment, while the other two were new. All the three private training institutions had limited capacity and focused on academic courses and found to be irrelevant for training the IGA participants.

As advised for Lalibela, the concerted efforts of four trainers should be utilized in Woldya as well. These trainers include Woldya Poly Technique, the subject matter experts in the agriculture and other sector offices, armature trainers who are actually undertaking the specific IGAs, and enterprise groups established by the government. The strategy is to bring together these trainers so as to use their collaborated efforts for theory-based training, practical demonstration and live experience sharing to provide effective and impactful trainings. The poly technique college and subject matter experts can lead the theoretical and practical sessions of the trainings. Amateur trainers are those actually undertaking the IGAs and capable to share their personal experiences, lessons and challenges. Government supported enterprise groups can serve as practical demonstration sites and provide on the spot lessons and experiences.

6.2.6. Cost-Benefit Analysis of Selected and Prioritized IGAs

The market assessment calculated the required start-up capital in the form of production cost and profitability of the selected and prioritized IGAs. The summaries of feasibility analysis for the selected prioritized IGAs for Woldya are presented as follow:

6.2.6.1. Cost-Benefit Analysis of Sheep fattening

The following assumptions are considered for the cost benefit analysis of the sheep fattening scheme:

- Fatteners will start the fattening scheme with five male sheep. Fatteners will undertake the activity for four subsequent rounds during the 16 months of the project life.
- Sheep fattening will be introduced through short-term training. The project will provide adequate training on sheep fattening, business plan, entrepreneurship skills. The project and the livestock department will provide technical and extension follow-up at right intervals.
- During the first round of sheep fattening all the target households strengthen the existing shelter or build new shelter to house the sheep.
- The purchase of all sheep will be pursued during the non- holiday periods, when the prices of sheep tend to be lower. All the sheep will be purchased from local markets at strategic time taking into account readiness of finished sheep for Christian and Muslim holidays. With the support of livestock expert, the producers will purchase healthy sheep with no physical defects.
- Average fattening period for sheep is established at 90 days. After that period the fatteners will sell the sheep and buy new ones for the next round of fattening.
- Calculation of feed cost was based on assumption that small ruminants will be able to gain expected weight per day with appropriate feeds prepared by the fattener from materials to be purchased from local market. The cost of feed required for the weight gain was calculated based on the current market prices and adequate feed requirements. Furthermore, fatteners will feed home-based residues on constant basis as supplement.

As the summary of the feasibility analysis indicates, sheep fattening scheme is feasible and profitable. With the strict application of the above assumptions, the fattener can generate net profit of Birr **9,380.00** during the first round and a total of Birr **59,320.00** after the four rounds of fattening. The summary of the feasibility analysis is indicated in the following **Table 11** below:

Table 11: Cost-Benefit Analysis of sheep fattening scheme

Inputs for fattening	Units	Quantity	Unit cost	Total cost (first round)	Total cost in three rounds
Sheep purchased for fattening	Number	5	4,500.00	22,500.00	75,000.00
Build/strengthening shelter	Birr	-	-	5000.00	-
Feed cost					
Blend of ground beans, grass pea maize & sorghum	Quintal	3	1800.00	5,400.00	16,200.00
Forage (Grass & hay)	Lump sum	-	-	1500.00	4,500.00
Other input costs					
Anti-worm	Round	1	300.00	300.00	1,000.00
Salt	Kg	6	20.00	120.00	360.00
Vet services	Lump sum			800.00	3000.00
Total production cost	Birr			35,620.00	100,060.00
Revenue/Income	Unit	Quantity	Unit price	Total income (first round)	Total income (three rounds)
Sell of fattened sheep	Number	5	9000.00	45,000.00	150,000.00
Net income in one round	Birr	-	-	9,380.00	49,940.00
Net income of four rounds	Birr	-	-	-	59,320.00

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.2.6.2. Cost-Benefit Analysis of Goat Fattening

All the assumptions considered for sheep fattening will apply for goat fattening. As the summary of the feasibility analysis in the following table indicates, sheep fattening scheme is feasible and profitable. With the strict application of the above assumptions, the fattener can generate net profit of **Birr 12,600.00** during the first round and a total of **Birr 72,900.00** after the four rounds of fattening.

Table 12: Cost-Benefit Analysis of goat fattening scheme

Inputs for fattening	Units	Quantity	Unit cost (first round)	Total cost (first round)	Total cost in three rounds
Purchase of goats	Number	5	5,000.00	25,000.00	82,500.00
Build/strengthening shelter	Birr	-	-	5000.00	-
Feed cost					
Blend of ground grass pea, maize & sorghum	Quintal	4	1800.00	7,200.00	21,600.00
Forage (Grass & hay)	Lump sum	-	-	1500.00	4,500.00
Other inputs cost					
Anti-worm	One round		300.00	300.00	1,000.00
Salt	Kg	10.00	20.00	200.00	600.00
Vet services	Lump sum			700.00	2000.00
Total production cost	Birr			39,900.00	112,200.00
<i>Revenue/Income</i>	<i>Unit</i>	<i>Quantity</i>	<i>Unit price</i>	<i>Total in round one</i>	<i>Total income (three rounds)</i>
Sell of fattened goats	Number	5	10,500.00	52,500.00	172,500.00
Net income in first round	Birr	-	-	12,600.00	60,300.00
Net income in four rounds	Birr	-	-	-	72,900.00

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.2.6.3. Cost-Benefit Analysis of Poultry Production

The feasibility of poultry production for eggs was assessed through the analysis of the profitability of the business. The profitability analysis was done by examining the buying and selling prices of chickens, costs of feeds and veterinary services. The following assumptions were considered to calculate poultry profitability analysis:

- Prior to start of poultry production, the producers will obtain adequate training on poultry production and management.
- With loan support from the project, each producer will get **25 Bovans Brown pullets**.
- Upon starting the IGA, producers will receive technical supports and follow-up at fixed intervals.
- Producers will use own labour and material to construct local shed/confinement area for the chicken. The poultry production has to depend on family labor for day-to-day management and upkeep. The feasibility study considered the own labor as opportunity cost and not included as part of production cost.
- The producer will use factory produced improved feeds for the minimum of 22 months during the time the birds stay under her/his management and will apply strong management of the birds.
- Each chicken will provide eggs for a minimum of 18 months with estimated 85% productivity per chicken.

- After 18 months the producer will sell the chickens and start a new cycle of production.
- The production cycle will be longer than the project life, and thus, it is assumed that the relevant stakeholders will continue the regular follow-up, technical and advisory supports for completion of the first production cycle and continuity of subsequent rounds.

As the summary of the feasibility analysis in the following table indicates, poultry production using improved breeds for production of eggs is feasible and profitable. With the strict application of the above assumptions, the producer can generate net profit of about **Birr 88,213.00** in one production cycle from 25 Bovans Brown pullets.

Table 13: Cost-Benefit Analysis of egg layers poultry production (one cycle)

Production Cost	Unit	Quantity	Unit cost (Birr)	Total (Birr)
Bovans type pullets	Number	25	350.00	8750.00
Safe shelter	Number	1	5,000.00	5,000.00
Drinking equipment	Pcs	1	450.00	450.00
Feeding equipment	Pcs	1	350.00	350.00
Additional feed (47 gr/day/chicken for 4 months) at Birr 31.00/kg	Kg	141	31.00	4,371.00
Improved feed (58 gram/day/chicken for 18 months) at Birr 50.00/kg	Kg	783	50.00	39,150.00
Vaccine/treatment (every 3 months) at Birr 8.4/chicken for 22 months	Rounds	8	210.00	1,680.00
Total production cost (one cycle)				59,751.00
Revenue of 18 months	Unit	Quantity	Unit price	Total
Income from sales of eggs (20 eggs per day) for 18 months	Number of eggs	11497	12.00	137,964.0
Income from sales of culled chickens	Number	25	400.00	10,000.00
Total income	Birr	-	-	147,964.00
Net income	Birr	-	-	88,213.00

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.2.6.4. Cost-Benefit Analysis of Baltina Production

Baltina producers are expected to diversify their products so as to attract market and maximize profit. It is assumed that in one round of production and sale/distribution, the producers will prepare over nine types of **baltina** products in the forms of plain **shiro** (white), spiced **shiro**, pepper, packed **Baso**/roasted and ground barley, split lentils, split peas, oats and mixed flour for porridge. The materials required for production these **baltina** estimated and their cost calculated as accurately as possible.

One round production and sell of **baltina** products is estimated to require a maximum 2 months. This way, the producers are expected to prepare and sell the products at least 5 times during the entire life of the project. It is assumed to take place at home as well as the distribution/sale of products will occur at home and market places without requiring rental space. The producers are expected to use own labor without hiring labor force. Thus, the production and sell of the products are to be covered by the producer and family labor and no labor cost is included in the feasibility analysis.

Based on the above scenarios, Birr **29,435.00** is required for the production of the above nine different *baltina* items to generate Birr **41,690.00** gross income from sell of the products with net profit of **Birr 12,255.00** in one round. Producers are expected to repeat the process for at least 5 rounds during the entire life of the project. Thus, *baltina* products have high potential of generating **Birr 61,275.00** net income during the entire life of the project and found to be feasible, profitable and with growth and expansion possibility.

Table 14: Cost-Benefit Analysis of Baltina Production for Woldya (One Round)

Inputs for <i>Baltina</i> production	Units	Quantity	Unit cost	Total cost (one round)	Total (four rounds)
Peas, beans and lentils for shiro (white) preparation	Kg	35	85.00	2,975.00	11,900.00
Peas, beans, lentils, pepper for spiced/ <i>Mitin Shiro</i>	Kg	35	85.00	2,975.00	11,900.00
Dry red pepper	KG	17	280.00	4,760.00	19,040.00
Other ingredients for preparation of pepper	Lump sum	-	-	2,700.00	28,800.00
Barley for preparation of packed <i>Baso</i> /roasted and ground barely	Kg	30	55.00	1,650.00	6,600.00
Preparation of split lentils	Kg	35	110.00	3,850.00	15,400.00
Preparation of split Peas	Kg	35	85.00	2,975.00	11,900.00
Oats preparation	Kg	30	60.00	1,800.00	7,200.00
Mixed flour for porridge	Kg	30	55.00	1,650.00	6,600.00
Energy	Lump sum	-	-	800.00	3,200.00
Grinding mills services	Lump sum	-	-	800.00	3,200.00
Labor cost	Lump sum	-	-	1,000.00	4,000.00
Transport cost	Lump sum	-	-	1,500.00	6,000.00
Total production cost	Birr			29,435.00	117,740.00
I. Revenue from sale Baltina Products					
<i>Items</i>	Unit	Quantity	Unit price	Total	
<i>Shiro</i> (white)	kg	30	200.00	6,000.00	24,000.00
Spiced <i>Shiro</i>	Kg	33	250.00	8,250.00	33,000.00
Pepper	Kg	19	400.00	7,600.00	30,400.00
<i>Baso</i>	Kg	24	150.00	3,600.00	14,400.00
Split lentils	Kg	30	135.00	4,050.00	16,200.00
Split peas	Kg	30	150.00	4,500.00	18,000.00
oats	Kg	24	150.00	3,600.00	14,400.00
Mixed flour for porridge (packed)	Kg	26	90.00	2,340.00	9,360.00
Sale of residue for livestock feed	Kg	31	55.00	1,750.00	7,000.00
Total income	Birr	-	-	41,690.00	166,760.00
Net Income/Profit				12,255.00	49,020.00
Total Net income					61,275.00

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.2.6.5. Cost-Benefit Analysis of Injera Production and selling

It is estimated that two quintals of *teff* to be purchased with Birr **22,000.00** would be enough per the IGA participant to start *injera* preparation and selling. In addition, the business requires initial

investment of about **Birr 7,500.00** for purchase of equipment and tools. In addition, utility cost such as electricity, water and grinding mill services are required to start the business.

The production is assumed to take place at home as well as the distribution/sell of *injera* will occur at home and market places without requiring rental space. The producers are expected to use own labor without hiring labor force. Thus, the production and sell of *injera* are to be covered by the producer and family labor and no labor cost is included in this feasibility analysis.

Based on the above scenarios, **Birr 31,700.00** is required for the preparation and sell of *injera* with possible generation of **Birr 36,000.00** gross income and net profit of **Birr 4,300.00** from two quintals of *teff*.

With the possibility that the IGA participants finish the two quintals of *teff* within two weeks period and continue the process without interruption, they are expected to repeat the process for at least 24 rounds during the entire life of the project. With no need for investment cost for fixed materials except during the first round, the IGA has high potential of maximizing profitability. Thus, *injera* selling/distribution estimated to generate total net income of **Birr 275,700.00/participant** in the entire project and has high potential for feasibility and profitability.

Table 15: Cost-Benefit Analysis of Injera production & selling (One round with two quintals of Teff)

	Production Cost	Unit	Quantity	Unit cost	Total cost (first round)	Total cost @ 24 rounds
I	Fixed cost (equipment & tools)				7,500.00	-
II	Variable cost					
1	Teff purchase (200kg/month)	Kg	200	110.00	22,000.00	528,000.00
2	Grinding cost	Kg	200	3.00	600.00	14,400.00
3	Electricity/Firewood	Kg	200	6.00	1200.00	28,800.00
4	Water	Lump sum			400.00	9,600.00
III	Total production cost				31,700.00	580,800.00
IV	Income/Revenue	Unit	Quantity	Unit price	Total income	Total income @ 24 rounds
1	Sales of Injera	Pcs	1200	30.00	36,000.00	864,000.00
2	Income from initial round				4,300.00	-
3	Net income from 24 subsequent rounds				-	275,700.00

Source: Source: Computed based on KII with IGA operators and observations, February, 2024

6.2.6.6. Mini-Restaurant, Coffee and Tea

The general FGD assessment conducted at the city level has identified mini-restaurant, coffee and tea services as some of the top feasible and profitable IGAs in Woldya. Accordingly, detail feasibility analysis was conducted as one package for the three IGAs. Primary data was collected from operators of the businesses, consumers and experts in the sector offices. Hence, the assessment confirmed the existence of a high demand for *Shiro* and other fast foods as well as for coffee and tea in the city.

The following conditions are assumed to occur for the feasibility and profitable the IGA. Two or more IGA participants will operate the business in a joint venture approach. The city administration will avail working space for IGA participants in group of two more. The city administration will further provide the necessary administrative supports, legal protection against any SGBV. The IGA participants will employ own labor when they work in group and will not have labor cost. The

project will support the IGA participants with short-term training on food preparation, handling and management, personal and environmental sanitation, entrepreneurship, customer handling, business planning and marketing. The concerned sector offices will provide follow-up, technical and advisory supports.

It is estimated that the IGA participants will operate for 26 days within a month. The feasibility analysis in the following table is done for one month. The analysis reveals the requirement of fixed asset cost of **Birr 20,000.00** and variable cost of **Birr 52,045.00** to start the IGA. The fixed asset cost is one time investment and has no recurring cost in the second and subsequent months, except replacement due to breakage and wear out. The net profit during the first month is **Birr 19,065.00**, while the total net profit at the end of project period would be **Birr 448,780.00**, which is a significant income for pair of IGA operators.

Table 16: Cost-Benefit Analysis of Mini-restaurant, coffee and tea

	Production Cost	Unit	Quantity	Unit cost	Total cost (first month)	Total cost (11 months)
I	Fixed cost (equipment & utensils)	Lump sum			20,000.00	-
II	Variable cost					
1	Charcoal	Sack	4	400.00	1,600.00	17,600.00
2	Coffee	Kg	13	320.00	4,160.00	45,760.00
3	Sugar	Kg	13	120.00	1,560.00	17,160.00
4	Tomato	Kg	10	60.00	600.00	6,600.00
5	Onion	Kg	10	75.00	750.00	8,250.00
6	Pepper	Kg	1	400.00	400.00	4,400.00
7	Garlic	Kg	2	240.00	480.00	5,280.00
8	Eggs	Pcs	390	12.00	4,680.00	51,480.00
9	Beans for <i>ful</i> preparation	Kg	39	85.00	3,315.00	36,465.00
10	<i>Injera</i>	Pcs	404	30.00	12,120.00	133,320.00
11	Bread	Pcs	130	7.00	910.00	10,010.00
12	Water	Lump sum			400.00	4,400.00
13	Salt	Kg	2	35.00	70.00	770.00
14	Other miscellaneous cost	Lump sum			1000.00	11,000.00
	Total production cost				52,045.00	352,495.00
III	Income/Revenue	Unit	Quantity	Unit price	Income (first month)	Total (11 months)
1	Coffee	Cup	1,378	15.00	20,670.00	227,370.00
2	Tea	Glass	520	10.00	5,200.00	57,200.00
3	<i>Fifir</i>	Meal	260	60.00	15,600.00	171,600.00
4	<i>Injera</i> with <i>Shiro</i>	Meal	260	60.00	15,600.00	171,600.00
	<i>Ful</i>	Meal	195	40.00	7,800.00	85,800.00
5	Fried egg	Meal	104	60.00	6,240.00	68,640.00
IV	Total Income				71,110.00	782,210.00
V	Net income				19,065.00	429,715.00
VI	Estimated profit for the initial month & next 11 months					448,780.00

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.2.7. Source of Finance

FGD participants agree that many of these survivors are unable to access the necessary funds on their own to engage in the IGAs. There were no pro-poor saving and lending institutions affiliated to the government, NGOs or private sector. The government and private banks operating in the areas are inaccessible to resource poor loan seekers. Tsedey Bank in Amhara Region and Afar Micro Finance Institution in Afar Region are the only feasible and accessible financial institution in the respective regions. Discussants indicated that these institutions have high interest rate, require collaterals, lack of confidence and trust from borrowers and the same outlook from the institutions are the key barriers to survivors and other vulnerable community members in accessing financial services.

Study participants recommended projects like RSSGBV; local government sector offices such as Labour and Skill Development, Women Children and Social Affairs and local administrations should work in concerted efforts to access the IGA participants to financial services. These stakeholders should make collaborative efforts to avail working capital in the form of revolving fund that can be managed by Tsedey and Afar MFI. Negotiating on a minimum loan interest rate with local MFIs and the manner of management of the revolving fund beyond the project life are emphasized by study participants.

6.2.8. Revolving fund or In-Kind Material Purchase for IGA Start-up

The market assessment weighted seriously the modality that the RSSGBV Project should follow to provide working capital for IGA participants. The following two options are considered feasible for the IGAs in Lalibela and the other three implementation areas based on the strategy that the project likes to follow:

The project can offer two options to provide financial support to the participants in order to assist them in launching IGAs of their choice. One option involves establishing a guarantee fund in partnership with local financial services such as Tsedey Bank and Afar MFI, enabling the MFIs offer loans to IGA participants through a revolving fund that will be available during project completion period and beyond. Loans will be extended to IGA operators at a minimal interest rate, with flexible collateral terms, reasonable repayment periods, and other benefits to be determined through negotiations between the local government, the project, and the local MFI.

The advantages of facilitating access to loans for IGA participants are numerous. By obtaining a loan, participants are incentivized to operate their IGA effectively in order to generate income to repay the loan. The minimal interest rate ensures that participants can easily repay their loans, while also fostering a culture of responsible borrower.

However, there are potential disadvantages to consider. The interest rate could pose challenge, especially if the business takes time to become profitable due to unforeseen factors. It is important to carefully weigh how best to mitigate any risks associated with borrowing from the revolving fund. Basic negotiation with partner MFIs on loan terms, interest rate, loan repayment terms and condition, the final fate of the revolving fund, etc., need serious consideration.

The second option is In-kind support for IGA operators. This support involves the project purchasing necessary working materials as inputs for the IGA operators to begin their businesses. It is expected that the operators will then be responsible for purchasing their own raw materials in the next rounds and move forward. The procurement of in-kind materials should be done in collaboration with technical experts and the operators themselves to ensure quality and maintain their interest.

One potential drawback of providing start-up capital in the form of in-kind support is that it may not incentivize IGA participants to work hard or could lead them to use the materials for other purposes unless strong and daily follow-up and technical support from the project and local government are provided to mitigate this risk. In-kind support has the tendency of high default rate if the support is provided in loan form. In-kind support can be logical when it is on grant or free support bases. Even such scenario has its own limitation as it would put sustainability under serious threat.

6.2.9. Market Driven Vocational Skills

The discussant mentioned food preparation and catering, leather works and pottery as important vocational skill areas for wage or self-employment. In addition, discussant mentioned weaving, tailoring and embroidery, ICT, beauty salon, auto-mechanic, masonry, carpentry, finishing and furnishing works, liquid soaps production, laundry service, solid and liquid waste disposal as other feasible vocational skills that can be taken up by SGBV survivors and other people at risk.

Woldya has the potential to provide wage employment opportunities for the identified and selected vocational skills. The town has high population growth. It is a destination place for travellers from different directions including Gondar, Bahir Dar, Desse, Mekele, Samera and nearby towns like Lalibela, Gashena, Kobo, Alemata and the like. Woldya has many hotels and restaurants to generate employment opportunities for competent and skilled trainees. There are many government and NGO offices as well as private sector accessible for wage employment. Thus, qualified trainees can find jobs in any of these sellable skills if they are able to obtain adequate skills through effective training.

Self-employment is the other potential employment opportunities for the trainees of these vocational skills. Woldya has huge potential for self-employment opportunities for most of the vocational skill areas. Food preparation and catering, leather and pottery are some of the key vocational skills that have potential for self-employment in the city.

6.2.10. Market Risks

The market study assessed potential risks such as market access, distribution channels, price changes, access to inputs, access to working places, customer base, financial access, as well as the heightened competition from new market players, interest and capacity of IGA operators. Moreover, the study has assessed government policies, economic trends, societal perceptions, technological advancements, environmental issues, legal restrictions, and other risks that could impact the IGA participants.

The findings revealed that there are minimal potential risks, indicating that the IGA participants will have minimal risks, and can effectively and sustainably operate and manage the IGA of their choice to generate the projected income as outlined in the feasibility study.

6.2.11. Potential Barriers

FGD and KII participants mentioned that the survivors have physical and emotional problems that need medical and psychosocial treatment. Without the integration of medical and psychosocial supports, the supports in IGA alone would be insufficient to improve the livelihood situation of the survivors and other vulnerable people.

The discussants has the opinion that the SGBV survivors and other at risk people can engage in IGAs of their choice with the necessary technical and financial supports without a problem. However, hard skills required to undertake the selected IGAs and soft skills in the forms of entrepreneurship, business plan development, market linkage, financial problem in the form of starting capital can be barriers unless supports are provided by the project and others concerned.

Shortage of working space for some of the IGAs can be a problem. In addition, the current deterioration of peace and security in the region is the other barrier.

On the other hand, discussants there are no explicit and significant socio-cultural and economic barriers that uniquely affected these people if they engage in any livelihood improvement of their choice. There would be minimum effects of stigma and discrimination as a result of the misfortune they have faced. The attitude, worldview, behavior and practices of community members in the urban and rural areas have shown significant progress resulting in tolerance and compassion toward SGBV survivors and other at risk people.

The indirect assessment conducted with SGBV survivors and OSC in Woldya General Hospital revealed the existence of stigma and discrimination against survivors of SGBV in the town and surrounding communities. The prevalence of unlawfulness, very low legal support system, underreporting by the victims from fear of retribution from perpetrators, unresponsive legal system, especially, when the perpetrators are formal or informal armed groups were reported in both discussions. While starting the implementation of the selected and prioritized IGAs, disclosing the true identity of the participants can have negative consequences and recommended the strategy of using vulnerability as a general targeting.

The other critical challenges could be the awareness and attitude of the IGA participants and support providers. The doubt among the participants and support service providers on the possibility of starting from small scale operation and growing and expanding need improvement and break through if the IGAs are to be functional, feasible, profitable and sustainable.

6.2.12. Key Stakeholders

The following stakeholders are expected to support the engagement of SGBV survivors and other at risk in IGAs:

At least five key sectors are envisaged for the implementation of the IGAs. The key signatory stakeholders include Plan International in Ethiopia (PIE) as the implementing NGO, Woldya City Urban Administration Office, Women Children and Social Affairs, Livestock Development Department and Labor and Skill Development Offices. In addition, the following stakeholder have functional and sectoral mandate of providing technical, material and professional supports. The non-signatory stakeholders include:

Table 17: List of non-signatory stakeholder

<ul style="list-style-type: none"> • <i>Woldya Poly technique College,</i> • <i>Woldya Women Merchant Association</i> • <i>Woldya Chamber of Commerce</i> • <i>Woldya General Hospital and Health Centers,</i> • <i>One Stop Center (OSC) in Woldya General Hospital</i> • <i>Woldya Land Administration Office</i> • <i>Woldya Cooperatives and Market Promotion Office,</i> 	<ul style="list-style-type: none"> • <i>Woldya Heath Office,</i> • <i>Woldya Police Office,</i> • <i>Woldya justice Office,</i> • <i>Tsedey Bank,</i> • <i>Woldya Water and Sewerage Office,</i> • <i>North-East Training Institution</i> • <i>Hotels, restaurants, cafeterias and mini-restuarants and coffee and tea shops</i> • <i>Plan International Ethiopia, GIZ, Mulu Wongel Amagnoch Church Development, Victory Community Development Society, EECMY Synod Development & Social Service Organization</i>
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6.3. WERE ILLU

6.3.1. Input Suppliers

6.3.1.1. *Sheep Fattening*

Sheep for fattening can be purchased from the local market in the town or other small markets (Kabe and Weyin Amba) in the woreda. The main sources of inputs for sheep fattening in the town are locally obtained from a variety of cereal crops and pulses. These include grass pea, sorghum, maize bran, maize grain, maize bran and other crop residues, forage (such as grass and hay), and home-based residuals. These ingredients are obtainable from local markets and mixed to create a well-balanced feed for the animals.

The other option to obtain concentrated animal feeds is from suppliers in Dessie, Kombolcha surrounding areas. However, the feeds provided by these traders are often expensive and less effective in promoting weight gain in sheep compared to feeds prepared locally by business operators themselves. Veterinary drugs and services for sheep are available with the woreda livestock department.

6.3.1.2. *Poultry Production*

According to business operators and agriculture experts, the preferred choice for poultry production in the area with mid-highland climate conditions is 90 days old Bovina Browns poultry breeds. Young poultry in such age range are already vaccinated and received necessary veterinary care, making them easier to care for and ensuring a high survival rate. Some recommended suppliers include Ethio-chicken in Mekele or branch supplier in Were Illu, Newcastle Poultry Center in Mersa, Gerado in Kombolcha Chicken Supply Unions. However, if there is a shortage of 90 days old chickens from these suppliers, 45 days old could be an alternative.

Concentrated poultry feeds are available in cities like Desse and Kombolcha. However, the cost of the concentrated feeds is exorbitant and might not be sustainable in the long run. With appropriate training and capacity building, IGA participants can prepare improved feeds at household level. Even though locally prepared feeds may not exactly replace factory produced feeds, it can be improved and serve the required purpose. Vaccination and poultry health follow-up and treatments can be provided by the woreda's livestock department.

6.3.1.3. *Vegetable Productions*

Plots of land for vegetables production are to be availed by the Were Illu Woreda Administration and Urban Administration and Land Management Offices. Were Illu Woreda Agriculture Office can support the project in obtaining inputs such as improved seeds, fertilizer and agro-chemicals. The office can support in identification and purchase of improved vegetable seeds and other necessary inputs. The agriculture office provides technical and advisory supports during raising seedlings, transplantation and subsequent plant growth and development.

On the other hand, access to vegetable seeds such as cabbage, tomato and onion are readily available in the district's town through private dealers, as well as from other areas such as Desse (such as Wollo Vegetables and Fruits Union), and other private traders in Kombolcha.

6.3.1.4. *Mini-Restaurant/Breakfast Coffee and Tea*

Raw materials needed to operate mini-restaurant along with coffee and tea are locally available. Working space is expected from Woldya City Administration, concerned sector offices, kebele administration. The project is expected to avail working capital on revolving fund basis. Eggs,

vegetables, *injera*, *shiro*, coffee, furniture and utensils can be accessed from Woldya markets. Consumables like sugar, soap and detergents can be accessed from consumer cooperatives.

6.3.2. Support Service Providers

One of the primary support providers for the selected and prioritized IGA is Woreda Women Children and Social Affairs Office. The office is responsible for selecting SGBV survivors and other at risk target groups who are eligible, willing and capable to participate in the IGAs. The office is also responsible for coordinating support for the IGAs. Other important support service providers are Were Illu Woreda Administration and Urban Development Administration. The role of both offices is to provide working spaces for the selected IGA participants. Additionally, they offer guidance and direction to the sector offices towards supporting the IGA participants.

The Office of Agriculture is also one of the most important support service providers and responsible for providing technical support and follow-up services for the sheep fattening poultry production and vegetables production IGAs. The Office of Labor and Skills is responsible for facilitating skill training provided by training centers, facilitate licensing and legal protection for the IGA participants to ensure the smooth and successful implementation.

Even though it was not functional during the assessment due to occupation of its compound by National Defense Force (NDF), Were Illu Poly Technique College will play crucial roles in providing skill training to the participants of the selected IGAs. It is hoped the NDF will evacuate from the compound sooner for the college resume its functions.

Cooperative office is also potential collaborators in establishing groups of SGBV survivors for the IGAs, while Microfinance Institutions (MFIs) facilitate access to loan services for the participants. Other key support groups such as hotels, traders, and the surrounding community, also play a crucial role in serving as potential buyers for the IGA products.

6.3.3. Market Situations and Channels

The FGD and KII findings and secondary data reveal that the products of the selected and prioritized IGAs are in high demand in the local market. Furthermore, potential market areas for these IGAs beyond the district include Desse, Jiru, Mekele and Addis Ababa. These markets are especially significant for fattened sheep and poultry products, including eggs.

There is a high demand for poultry products and fattened sheep among traders from the town and other regions for trading purposes. On the other hand, vegetable products are primarily consumed in the Were Illu Town and its surrounding areas. If and when surplus production of vegetable are available traders from Desse and Kombolcha are interested to purchase and transport to the respective city for profit.

6.3.4. Working Space

There is a notable shortage of working spaces in the town and it is imperative to address this issue by facilitating adequate working spaces for IGA operators. IGA operators have shared their experiences, highlighting that the sustainability of IGAs for SGBV survivors and at risk people will be unlikely unless suitable working spaces availed by the concerned bodies.

All study participants unanimously agree that the facilitation of appropriate workspaces by the local government is crucial for the success of selected IGAs. The woreda and urban administration offices should prioritize providing appropriate working spaces for all IGA operators. This support will not only boost morale and motivation among IGA participants, but also help alleviate concerns about financial instability. Additionally, it will help lower the overhead costs associated with renting commercial spaces for IGA operations.

6.3.5. Training Needs

According to the study participants, survivors of sexual and gender-based violence need training for the selected IGAs, for example in sheep fattening and production. The training includes instruction on selecting sheep for fattening and production, feed preparation and feeding practices, setting up sheds, disease prevention and management, and more. Training is also required in poultry production and management, including feed preparation, management of poultry house, disease prevention and marketing of poultry products.

Vegetables production needs comprehensive training in both pre- and post-harvest management techniques. All discussants highlighted the importance of focusing on vegetables which have high demand such as cabbage, tomato, and onion. This training program should cover a wide range of topics including land preparation, seedbed management, seedling multiplication, pest control, weed control, marketing strategies, harvesting techniques, and perishability management. Equipping IGA participants with these essential skills will prepare them better to engage in sustainable vegetable production, adequate income generation and livelihood improvement.

Furthermore, it is imperative to improve the capacity of support providers in local government offices to effectively support survivors in their income generating activities (IGAs). There are ample resources and personnel available at zonal, woreda and local government levels, particularly within training institutions, which can provide training on income-generating activities for survivors of sexual and gender-based violence. Participants in the study emphasized the importance of involving experts from relevant sector offices in IGA training for operators. Specifically, training for selected IGAs should be extended to woreda technical support providers to enhance their skills and knowledge in these areas. This will help to update them, improve their expertise and strengthen the support system between IGA operators and technical support providers from the sector offices.

The findings from the FGD and key informants, as well as the study team's observation, indicate that Were Illu TVET is equipped with the necessary resources, both human and material, to effectively deliver training on the IGAs outlined above. The TVET's training areas focus on the automotive sector (Level I - V), manufacturing sector (Level I - V), woodworking technology sector (Level I - V), electricity sector (Level I - V), garment sector (Level I - V) and construction sector (Level I - V). The TVET College is located in the centre of the town and is easily accessible. However, at the time of the assessment the TVET was closed and not functional as its compound was occupied the NDF. Unless freed, its chance starting its normal functioning in the near future is doubtful.

6.3.6. Cost-Benefit Analysis of Selected and Prioritized IGAs

The market assessment calculated the required start-up capital in the form of production cost and profitability of the selected and prioritized IGAs. The summaries of feasibility analysis for the selected prioritized IGAs for Woldya are presented as follow:

6.3.6.1. Sheep Fattening

The feasibility analysis identified the immense potential of sheep fattening in the study woreda. Many rural and urban households in the woreda rely on sheep fattening and productions for income generation. There is a high demand for sheep from both traders and consumers. However, production, productivity, and supply of sheep in the study woreda fall short of meeting market demand. The local community has not been able to benefit from this potential business due to a lack of financial capacity, business, and entrepreneurship skills needed to engage in fattening schemes.

The following assumptions are considered for the cost benefit analysis of the sheep fattening scheme:

- Fatteners will start the fattening scheme with five male sheep. Fatteners will undertake the activity for four subsequent rounds during the 16 months of the project life.
- Sheep fattening will be introduced through short-term training. The project will provide adequate training on sheep fattening, business plan, entrepreneurship skills. The project and the livestock department will provide technical and extension follow-up at right intervals.
- During the first round of sheep fattening all the target households strengthen the existing shelter or build a new shelter.
- The purchase of all sheep will be pursued during the non- holiday periods, when the prices of sheep tend to be lower. All the sheep will be purchased from local markets at strategic time taking into account readiness of finished sheep for Christian and Muslim holidays. With the support of livestock expert, the producers will purchase healthy sheep with no physical defects.
- Average fattening period for sheep is established at 90 days. After that period the fatteners will sell the sheep and buy new ones for the next round of fattening.
- Calculation of feed cost was based on assumption that small ruminants will be able to gain expected weight per day with appropriate feeds prepared by the fattener from materials to be purchased from local markets. The cost of feed required for the weight gain was calculated based on the current market prices and adequate feed requirements. Furthermore, fatteners will feed home-based residues on constant basis as supplement.

Based on the above assumptions, sheep fattening scheme is feasible and profitable. With the strict application of the above assumptions, the fattener can generate net profit of Birr **8,480.00** during the first round and a total of Birr **64,220.00** after the four rounds of fattening. The summary of the feasibility analysis is indicated in the following table:

Table 18: Cost-Benefit Analysis of Sheep Fattening

Input cost items	Units	Quantity	Unit cost	Total cost (first round)	Total cost in next three rounds
Sheep purchased for fattening	Number	5	4,000.00	20,000.00	70,500.00
Strengthening shelter	Birr			4,000.00	
Feed cost					
A blend of grass pea, ground beans, maize and sorghum	Quintal	3	1,600.00	4,800.00	14,400.00
Forage (grass and hay)	Lump sum			1500.00	4500.00
Anti-worm	One round			300.00	1,500.00
Salt	Kg	6	20.00	120.00	360.00
Vet services	Lump sum			800.00	3,000.00
Total production cost	Birr			31,520.00	94,260.00
Sell of fattened goats	Number	5	8000.00	40,000.00	150,000.00
Net income in one round	Birr	-	-	8,480.00	55,740.00
Net income in four rounds	Birr	-	-	-	64,220.00

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.3.6.2. Cost-Benefit Analysis of Poultry Production

The feasibility of poultry production for egg production was evaluated by analyzing the profitability of the business. This analysis involved examining the costs of purchasing and selling chickens, as well as the expenses associated with feed and veterinary services. Several key assumptions were taken into account when calculating the profitability of poultry production:

- Producers will receive adequate training in poultry production and management before starting their operations, along with ongoing technical support and follow-up at regular intervals.
- Each producer will receive 25 Bovans Brown pullets with financial assistance from the project.
- Producers will construct their own local shed or confinement area for the chickens, utilizing their own labor and materials. Family labor will be relied upon for day-to-day management and upkeep, with the opportunity cost of this labor not factored into production costs.
- Factory-produced improved feeds will be used for a minimum of 22 months while the birds are under the producer's care.
- Strong management practices will be implemented for the birds.
- Each chicken is expected to lay eggs for a minimum of 18 months, producing an estimated 85% productivity rate per chicken.
- After 18 months, the chickens will be sold, and a new production cycle will begin.
- The production cycle will extend beyond the project's duration, requiring ongoing support and guidance from stakeholders to ensure the successful completion of each cycle.

The feasibility analysis summarized in **Table 19** demonstrates that poultry production using improved breeds for egg production is both feasible and profitable. By adhering to the outlined assumptions, producers can expect to generate a net profit of approximately Birr **77,666.00** in one production cycle.

Table 19: Cost-Benefit Analysis of Poultry Production (one cycle)

	Unit	Quantity	Unit price	Total
Bovans type pullets	Number	25	350.00	8,750.00
Safe Shelter	Number	1	4500	4500
Drinking equipment	Pcs	1	450.00	450.00
Feeding equipment	Pcs	1	350.00	350.00
Additional feed (47 gm/day/chicken for 4 months) at birr 31.00/kg	Kg	141	31.00	4,371.00
Improved feed (58gm/day/chicken/ for 18 months) at birr 50.00/Kg	Kg	783	50.00	39,150.00
Vaccine/treatment (every 3 months) at birr 8.4/chicken for 22 months.	Rounds	8	210.00	1,680.00
Total Production Cost				58,801.00
Revenue of 18 months	Unit	Quantity	Unit Price	Total
Income from the sales of eggs (21 eggs/day) for 18 months.	Number of eggs	11497	11.00	126,467.00
Income from sales of culled chickens	Number	25	400.00	10,000.00
Total income	Birr			136,467.00
Net income	Birr			77,666.00

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.3.6.3. *Cost-Benefit Analysis of Onion Under Rain-fed and Irrigation*

The survey result shows that it is possible to organize three IGA participants on 0.125 hectare of land to undertake onion production using rain-fed and irrigation farming. Both practices involve a relatively long period of four and half months to reach for income generation. The first 45 days focus on seedlings development and the remaining 120 days are devoted to normal plant growing period. Thus, it is much desirable to involve IGA participants who have interest and experience to engage in the IGA and patient enough to wait for the longer process required to reap benefits.

For feasibility analysis of onion production, data related to cost of inputs required, market prices for inputs, labour cost and quantity of outputs produced on 0.15 hectare of land were collected from local producers, traders, retailers and experts in agriculture office. Inputs like producers' labor and land which is to be availed by woreda/urban administrations were not included as part of the production cost.

The profitability analysis for onion production was done separately for rain-fed and irrigation based production in the same table. The analysis determined that onion production using both rain-fed and irrigation-based practices is feasible and profitable at smallholder production level. Using 0.125 hectare of plot, a group of two producers can generate significant profit in single round of production in both scenarios. The cost and benefit analysis show total production cost of Birr **24,367.50** under rain-fed production and generation of total revenue of **Birr 275,000.00** and net profit of Birr **250,932.500** in one round of production. In a similar manner, with cost of production of **Birr 41,367.50** under irrigation-based practice, producers can generate total revenue of **Birr 275,000.00** and net profit of **Birr 233,632.50** under irrigation practice. The detail cost of production, revenue and profit under both practices are summarized in **Table 20 below:**

Table 20: Cost-Benefit Analysis of onion Production under rain-fed and irrigation

Input cost items	Units	Quantity	Unit cost	under rain fed	irrigation	Total cost (Birr)
Inputs cost						
Seed cost	Gram	500	4.00	2,000.00	2,000.00	4,000.00
Fertilizers (DAP)	Kg	25	18.50	462.50	462.50	925.00
Fertilizer (UREA)	Kg	12.5	36.40	455.00	455.00	910.00
Farm yard Manure	Trolleys	50	50.00	2,500.00	2,500.00	5,000.00
Pesticide	Liter	3	1,400.00	2,800.00	1,400.00	4,200.00
Cost of farm tools	Lump sum			900.00	500.00	1,400.00
Pump rent	Number	28	700.00	-	19,600.00	19,600.00
Labour Cost						
Labor for ploughing	Man-days	3	250.00	750.00	750.00	1,500.00
Raising onion seedlings	Lump sum			1,750.00	1,750.00	3,500.00
Transplanting Cost	Man days	4	250.00	1,000.00	1,000.00	2,000.00
Spraying cost	Lump sum			1,000.00	500.00	1,500.00
First round disk harrow labor cost	Man-days	2	300.00	600.00	600.00	1,200.00
Hand weeding (first round)	Man days	2	300.00	600.00	600.00	1,200.00
Second round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Hand weeding (second round)	Man days	2	300.00	600.00	600.00	1,200.00
Third round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Harvesting and marketing	Birr					
Harvesting	Man days	4	300.00	1,200.00	1,200.00	2,400.00
Loading and unloading cost	Qt	50	25.00	1,250.00	1,250.00	2,500.00
Transport (cart, donkey)cost	Qt	50	50.00	2,500.00	2,500.00	5,000.00
Commission Charges or brokers cost	Qt	50	50.00	2,500.00	2,500.00	5,000.00
Total production cost	Birr			24,067.50	41,367.50	65,435.00
Income/Revenue	Units	Quantity	Unit price	under rain fed	irrigation	Total income (Birr)
Income from sales of onion (at 50 Qt under rain-fed and 45 Qt under irrigation)	Qt	50	5500.00	275,000.00	275,000.00	550,000.00
Net income in Birr	Birr			250,932.50	233,632.50	484,565.00

Source: Computed based KII and IGA/ Small Businesses operator survey (February, 2024),

6.3.6.4. Cost-Benefit Analysis of Tomato Production

All study participants in the study area described tomato as one of the most widely produced and demanded vegetables. The study area benefits from favorable climatic conditions, ample irrigation

water potential and a high demand for tomato in the market. The SGBVs participating in the group discussions have expressed interest in growing tomato, provided they receive support in the form of work space, seeds and other necessary resources. Agricultural experts have also encouraged and advised IGA participants to consider tomato production due to the potential of the area and the existing market demand.

Assumptions for the selected tomato interventions and conclusions drawn

- The tomato production intervention can be introduced through short-term training.
- Only those SGBVs who are willing and able to work in vegetable production will be involved in production.
- SGBVs will obtain financial assistances from the anticipated project and technical support from local government sector offices
- Seeds can be obtained from seed suppliers/sources in Were Illu town, Desse and Kombolcha as well as in Addis Ababa. It is assumed that tomato will be produced on 0.125 hectares of land.
- The seeds to be purchased with the technical assistances of experts from sector offices to ensure healthy and absences of any visible defects.
- There will be no cost for work places as it is assumed that the woreda/city administration will provide work places for the SGBV IGAs.
- IGA participants can produce tomatoes 2 times a year.
- The cost of seeds and other inputs were calculated based on current market prices.

The survey result shows that it is possible to organize three IGA participants on 0.125 hectare of land to undertake onion production using rain-fed and irrigation farming. Both practices involve a relatively long period of four and half months to reach for income generation. The first 45 days focus on seedlings development and the remaining 120 days are devoted to normal plant growing period. Thus, it is much desirable to involve IGA participants who have interest and experience to engage in the IGA and patient enough to wait for the longer process required to reap benefits.

The profitability analysis for tomato production was done separately for rain-fed and irrigated production in the same table. The analysis showed that tomato production using both rain-fed and irrigated methods is feasible and profitable at the smallholder production level. Using a 0.125 hectare of plot, the IGA producer can make a significant profit in a single round of production in both scenarios. The cost-benefit analysis shows the total cost of production.

The cost-benefit analysis shows a total production cost of **Birr 24,067.50** under rain-fed production and generation of total revenue of **Birr 175,000.00** and net profit of **Birr 150,932.50** in one round of production. Similarly, with production cost **Birr 41,267.50** under irrigation-based practice, producers can generate total revenue of **Birr 175,000.00** and net profit of **Birr 133,732.50**. The detail cost of production, revenue and profit under both practices are presented in **Table 21** below:

Table 21: Cost-Benefit Analysis of onion Production under rain-fed and irrigation

Input cost items	Units	Quantity	Unit cost	under rain fed	irrigation	Total cost (Birr)
Inputs cost						
Seed cost	Lump sum	500	4.00	2,000.00	2,000.00	4,000.00
Fertilizers (DAP)	Kg	25	18.50	462.50	462.50	925.00
Fertilizer (UREA)	Kg	12.5	36.40	455.00	455.00	910.00
Pesticide	Liter	3	1400.00	2,800.00	1,400.00	4,200.00
Cost of farm tools	Lump sum			900.00	500.00	1,400.00
Water Pump rent	Number	28	700.00	-	19,600.00	1,9600.00
Labour Cost						
Labor for ploughing	Man-days	3	250.00	750.00	750.00	1,500.00
Raising tomato seedlings	Lump sum			1,750.00	1,750.00	3,500.00
Transplanting Cost	Man days	4	250.00	1,000.00	1,000.00	2,000.00
Spraying cost	Lump sum			1,000.00	500.00	1,500.00
First round disk harrow labor cost	Man-days	2	300.00	600.00	600.00	1,200.00
Hand weeding (first round)	Man days	2	300.00	600.00	600.00	1,200.00
Second round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Hand weeding (second round)	Man days	2	300.00	600.00	600.00	1,200.00
Third round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Harvesting and marketing	Birr					
Harvesting	Man days	4	300.00	1,200.00	1,200.00	2,400.00
Loading and unloading cost	Qt	50	25.00	1,250.00	1,250.00	2,500.00
Transport (cart, donkey)cost	Qt	50	50.00	2,500.00	2,500.00	5,000.00
Commission Charges or brokers cost	Qt	50	100.00	5,000.00	5,000.00	10,000.00
Total production cost	Birr			24,067.50	41,267.50	65,435.00
Income/Revenue	Units	Quantity	Unit price	under rain fed	irrigation	Total income (Birr)
Income from sales of tomato (@ 32 Qt under rain-fed and 37 Qt under irrigation)	Qt	50	3,500.00	175,000.00	175,000.00	350,000.00
Net income in Birr	Birr			150,932.50	133,732.50	284,665.00

Source: Computed based KII and IGA/ Small Businesses operator survey (February, 2024),

6.3.6.5. Cost-Benefit Analysis of Cabbage Under Rain-fed and Irrigation

The survey result shows that it is possible to organize two IGA participants on 0.125 hectare of land to undertake cabbage production using rain-fed and irrigation farming. Both practices involve a relatively long period of three months to reach for income generation. The first 30 days are focused on seedlings development and the remaining 60 days are devoted to normal plant growing period. Thus, it is much desirable to involve IGA participants who have interest and experience to engage in the IGA and patient enough to wait for the longer process.

For feasibility analysis of cabbage production, data related to cost of inputs required, market prices for inputs, labour cost and quantity of outputs produced on 0.125 hectare of land were collected from local producers, traders, retailers and experts in agriculture office. Inputs like producers' labor and land which is to be availed by woreda/urban administrations were not included in the cost as part of the production cost.

For feasibility analysis of cabbage production, data related to cost of inputs required, market prices for inputs, labour cost and quantity of outputs produced on 0.15 hectare of land were collected from local producers, traders, retailers and experts in agriculture office. Inputs like producers' labor and land which is to be availed by woreda/urban administrations were not included as part of the production cost.

The profitability analysis for cabbage production was done separately for rain-fed and irrigation based production in the same table. The analysis determined that onion production using both rain-fed and irrigation-based practices is feasible and profitable at smallholder production level. Using 0.125 hectare of plot, a group of two producers can generate significant profit in single round of production in both scenarios. The cost and benefit analysis show total production cost of Birr **24,067.50** under rain-fed production and generation of total revenue of **Birr 100,000.00** and net profit of Birr **75,932.50** in one round of production. In a similar manner, with production cost of **Birr 41,367.50** under irrigation-based practice, producers can generate total revenue of **Birr100,000.00** and net profit of **Birr 58,632.50**. The detail cost of production, revenue and profit under both practices are presented in **Table 22** below:

Table 22: Cost-Benefit Analysis Of cabbage Production under rain-fed and irrigation

Input cost items	Units	Quantity	Unit cost	under rain fed	irrigation	Total cost (Birr)
Inputs cost						
Seed cost	Lump sum	500	4.00	2,000.00	2,000.00	4,000.00
Fertilizers (DAP)	Kg	25	18.50	462.50	462.50	925.00
Fertilizer (UREA)	Kg	12.5	36.4	455.00	455.00	910.00
Pesticide	Liter	3	1,400.00	2,800.00	1,400.00	4,200.00
Cost of farm tools	Lump sum			900.00	500.00	1,400.00
Pump rent	Number	28	700.00	-	19,600.00	19,600.00
Labour Cost						
Labor for ploughing	Man-days	3	250.00	750.00	750.00	1,500.00
Raising cabbage seedlings	Lump sum			1,750.00	1,750.00	3,500.00
Transplanting Cost	Man days	4	250.00	1,000.00	1,000.00	2,000.00
Spraying cost	Lump sum			1,000.00	500.00	1,500.00
First round disk harrow labor cost	Man-days	2	300.00	600.00	600.00	1,200.00
Hand weeding (first round)	Man days	2	300.00	600.00	600.00	1,200.00
Second round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Hand weeding (second round)	Man days	2	300.00	600.00	600.00	1,200.00
Third round disk harrow labor cost	Man days	2	300.00	600.00	600.00	1,200.00
Harvesting and marketing	Birr					
Harvesting	Man days	4	300.00	1,200.00	1,200.00	2,400.00
Loading and unloading cost	Qt	50	25.00	1,250.00	1,250.00	2,500.00
Transport (cart, donkey)cost	Qt	50	50.00	2,500.00	2,500.00	5,000.00
Commission Charges or brokers cost	Qt	50	100.00	5,000.00	5,000.00	10,000.00
Total production cost	Birr			24,067.50	41,367.50	65,435.00
Income/Revenue	Units	Quantity	Unit price	under rain fed	irrigation	Total income (Birr)
Income from sales of tomato (@ 34 Qt under rain-fed and 35 Qt under irrigation)	Qt	50	2000.00	100,000.00	100,000.00	200,000.00
Net income in Birr	Birr			75,932.50	58,632.50	134,565.00

Source: Computed based KII and IGA/ Small Businesses operator survey (February, 2024)

6.3.6.6. *Mini-Restaurant, Coffee and Tea*

The general FGD assessment conducted has identified mini-restaurant, coffee and tea services as some of the top feasible and profitable IGAs in Were Illu. Accordingly, detail feasibility analysis was conducted as one package for the three IGAs. Primary data was collected from operators of the businesses, consumers and experts in the sector offices. Hence, the assessment confirmed the existence of a high demand for *Shiro* and other fast foods as well as for coffee and tea in the city.

The following conditions are assumed to occur for the feasibility and profitable the IGA. Two or more IGA participants will operate the business in a joint venture approach. The urban administration will avail working space for IGA participants in group of two or more. The administration will further provide the necessary administrative supports, legal protection against any SGBV. The IGA participants will employ own labor when they work in group and will not have labor cost. The project will support the IGA participants with short-term training on food preparation, handling and management, personal and environmental sanitation, entrepreneurship, customer handling, business planning and marketing. The concerned sector offices will provide follow-up, technical and advisory supports.

It is estimated that the IGA participants will operate for 26 days within a month. The feasibility analysis in the following table is done for one month. The analysis reveals the requirement of fixed asset cost of **Birr 20,000.00** and variable cost of **Birr 52,045.00** to start the IGA. The fixed asset cost is one time investment and has no recurring cost in the second and subsequent months, except replacement due to breakage and wear out. The net profit during the first month is **Birr 19,065.00**, while the total net profit at the end of project period would be **Birr 448,780.00**, which is a significant income for pair of IGA operators. The detail cost of production, revenue and profit under both practices are presented in **Table 23** below:

Table 23: Cost-Benefit Analysis of mini-restaurant, coffee and tea

	Production Cost	Unit	Quantity	Unit cost	Total cost (first month)	Total cost (11 months)
I	Fixed cost (equipment & utensils)	Lump sum			20,000.00	-
II	Variable cost					
1	Charcoal	Sack	4	400.00	1,600.00	17,600.00
2	Coffee	Kg	13	320.00	4,160.00	45,760.00
3	Sugar	Kg	13	120.00	1,560.00	17,160.00
4	Tomato	Kg	10	60.00	600.00	6,600.00
5	Onion	Kg	10	75.00	750.00	8,250.00
6	Pepper	Kg	1	400.00	400.00	4,400.00
7	Garlic	Kg	2	240.00	480.00	5,280.00
8	Eggs	Pcs	390	12.00	4,680.00	51,480.00
9	Beans for <i>ful</i> preparation	Kg	39	85.00	3,315.00	36,465.00
10	<i>Injera</i>	Pcs	404	30.00	12,120.00	133,320.00
11	Bread	Pcs	130	7.00	910.00	10,010.00
12	Water	Lump sum			400.00	4,400.00
13	Salt	Kg	2	35.00	70.00	770.00
14	Other miscellaneous cost	Lump sum			1000.00	11,000.00
	Total production cost				52,045.00	352,495.00
III	Income/Revenue	Unit	Quantity	Unit price	Income (first month)	Total (11 months)
1	Coffee	Cup	1,378	15.00	20,670.00	227,370.00
2	Tea	Glass	520	10.00	5,200.00	57,200.00
3	<i>Fifir</i>	Meal	260	60.00	15,600.00	171,600.00
4	<i>Injera</i> with <i>Shiro</i>	Meal	260	60.00	15,600.00	171,600.00
	Ful	Meal	195	40.00	7,800.00	85,800.00
5	Fried egg	Meal	104	60.00	6,240.00	68,640.00
IV	Total Income				71,110.00	782,210.00
V	Net income				19,065.00	429,715.00
VI	Estimated net profit of 12 months					448,780.00

Source: Computed based KII and IGA/ Small Businesses operator survey (February, 2024)

6.3.7. Source of Finance

FGD participants agree that many of these survivors are unable to access the necessary funds on their own to engage in the IGAs. There were no pro-poor saving and lending institutions affiliated to the government, NGOs or private sector. The government and private banks operating in the areas are inaccessible to resource poor loan seekers. Tsedey Bank in Amhara Region and Afar Micro Finance Institution in Afar Region are the only feasible and accessible financial institution in the respective regions. Discussants indicated that these institutions have high interest rate, require collaterals, lack of confidence and trust from borrowers and the same outlook from the institutions are the key barriers to survivors and other vulnerable community members in accessing financial services.

Study participants recommended projects like RSSGBV; local government sector offices such as Labour and Skill Development, Women Children and Social Affairs and local administrations

should work in concerted efforts to access the IGA participants to financial services. These stakeholders should make collaborative efforts to avail working capital in the form of revolving fund that can be managed by Tsedey and Afar MFI. Negotiating on a minimum loan interest rate with local MFIs and the manner of management of the revolving fund beyond the project life are emphasized by study participants.

6.3.8. Market Risks

The market study assessed potential risks such as market access, distribution channels, price changes, access to inputs, access to working places, customer base, financial access, as well as the heightened competition from new market players, interest and capacity of IGA operators. Moreover, the study has assessed government policies, economic trends, societal perceptions, technological advancements, environmental issues, legal restrictions, and other risks that could impact the IGA participants.

The findings revealed that there are minimal potential risks, indicating that the IGA participants will have minimal risks, and can effectively and sustainably operate and manage the IGA of their choice to generate the projected income as outlined in the feasibility study.

6.3.9. Potential Barriers

The study assessed potential barriers against the effective and successful engagement of SGBV survivors and others at risk people in the selected and prioritized IGAs. Findings across the different FGDs and KIIs revealed the existence of several barriers that could arise in the course of implementation. The barriers and risks such as disease outbreaks and pest infestations, as well as lack of timely control measures were mentioned.

Furthermore, concerns were raised about the potential loss of IGAs due to mismanagement or unforeseen risks. Communication breakdown and roads closures due to security issues, price fluctuations, limited support and follow-up from expert in the local sector offices, and broader security challenges at the national level as key potential risks of the IGA.

Lack of awareness and misunderstandings about the benefits of IGAs, limited working spaces, inadequate technical support from sector offices, and challenges accessing loans from microfinance institutions (MFIs) were mentioned as potential barriers. Some survivors might be hesitant to take loans with interest due to religious concerns or fear of high interest rates and bureaucratic processes and reluctance from survivors to engage in IGAs due to ongoing psychological and health issues were mentioned.

Furthermore, high cost of raw materials and overall lack of financial resources were also identified as significant obstacles. These barriers highlight the need for targeted interventions to support SGBV survivors in overcoming obstacles to economic empowerment. The barriers could be mitigated through training and technical support in IGA management. Some of the concerns could also be addressed through training on proper IGA management.

6.3.10. Market Driven Vocational Skill Areas

FGD and KII participants identified weaving and food preparation and catering as crucial vocational skills for SGBV survivor in the area for self-employment. Discussants stated that weaving and food preparation are promising vocational skill training options for individuals seeking self-employment in the woreda. However, discussants emphasized the existence of gaps for wage employment in the Were Illu, unless trainees move to other cities like Desse, Kombolcha and beyond.

They emphasized the importance of vocational training centers providing high-quality training to meet the needs of SGBV survivors looking to enhance their skills and knowledge in these areas. One of the FGD participant stated that *“When assessing the current situation in our town, it is evident that individuals with training in dressmaking are earning significant benefits. Vocational skill training is essential in order to excel in this field. By providing project participants, particularly SGBV survivors, with the opportunity to undergo vocational skill training, they can become self-employed”*.

Were Illu TVET is recommended by participants as a well-experienced and well-equipped center with qualified professionals capable of delivering the necessary training. The institution offers training in weaving and food preparation, making it a suitable choice for SGBV survivors seeking vocational training opportunities.

However, as the college was occupied by the NDF and was not providing any training at the time of this assessment, it would be difficult to know when it starts its normal functions. As per the observation of the study team, the institution is a standard TVET with the capacity of assuming poly Technique College, with standard blocks and training halls and facilities. If it resumed its normal functioning, it is the best option for training on the identified and selected vocational skills. If not, the study team recommends bringing trainer from somewhere to the area. We also recommend the involvement of experts in the sector offices to delivery theoretical and practical training sessions and group enterprises in the area for live experience sharing and lessons on opportunities and challenges.

6.3.11. Key Stakeholders

The involvement of survivors of SGBV and other vulnerable individuals in IGAs is expected to be supported by the following stakeholders:

There are at least five key stakeholders involved in the IGA interventions. These include Plan International in Ethiopia (PIE) as the implementing NGO, the Were Illu Town Urban Administration Office, Were Illu Woreda Administration office, Were Illu Women Children and Social Affairs office, Were Illu Office of Agriculture, and Were Illu Labor and Skill Development Office. These key partners and signatory bodies play a crucial role in the success of the IGA intervention.

Furthermore, there are other non-signatory stakeholders who have the functional and sectoral mandate to provide technical, material, and professional supports. These stakeholders are essential in ensuring the effectiveness and sustainability of the IGAs. The stakeholders also play a significant role in supporting the involvement of SGBV survivors and at-risk individuals in IGAs. The non-signatory stakeholders include:

Table 24: List of stakeholders for IGAs in Were Illu

<ul style="list-style-type: none"> • Were Illu TVET College • Were Illu General Hospital and Health Center in the town • Were Illu Land Administration Office • Were Illu Cooperatives and Market Promotion Office, • Were Illu Heath Office, • Were Illu Police Office, 	<ul style="list-style-type: none"> • Were Illu justice Office, • Tsedey Bank, • Were Illu Water and Sewerage Office, • Hotels and restaurants in the town • NGOs such as Menschen für Menschen, Plan International in Ethiopia, GIZ, Organization for Rehabilitation and Development in Amhara (ORDA), Center for Ethiopian Orthodox Church,
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In addition, according to the key informants, there is a task force led by the woreda heads and consisting of various sector offices such as labor and skill development, women children and social affairs, NRM and livestock department. The task force is responsible for technical supports and overseeing the management, direction, decision-making of IGAs. Additionally, a technical task force, also comprised of experts from these sector offices and coordinated by the labor and skill development offices, is responsible for providing oversight, working places, monitoring, supervision and technical support for IGAs.

6.4. CHIFRA

6.4.1. Input Suppliers

6.4.1.1. Poultry Production

The majority of poultry producers in Chifra and the surrounding areas depended on local breeds for poultry production. The scheme is effective in Chifra Woreda as the area is part of the rift valley Agro-ecology cluster. Thus, poultry production can be successful, feasible and profitable scheme in Chifra.

So far, different efforts are underway to undertake improved poultry production. The key supply source for improved poultry production is Kombolcha. 45 days old chicken supply can be accessed from the city. There is already a big government poultry production enterprise in Kombolcha, thus either Bovans or SASSO breeds can be accessed from the enterprise. There is also a center at Mersa, named “*Newcastle Poultry Production Center*” as an alternative. There are also 3-4 private poultry production centers in Kombolcha.

Concentrated poultry feeds are available in Kombolcha as well. However, the cost of the feeds can be exorbitant and might not sustainable in the long run. With appropriate training and capacity building, IGA participants can prepare improved feeds at household level. Even though such feeds may not exactly replace factory produced concentrated feeds, it can be improved and serve the required purpose. There are poultry producers in Chifra who rely on home-made poultry feeds. One typical example is a producer with 60 SASSO and 30 Bovans bought from Kombolcha, reported depending on home-made poultry feeds.

Poultry house will be constructed from local materials by producers while vaccination and poultry health follow-up and treatments can be provided by the agriculture office. The project is expected to avail working capital on revolving fund basis.

6.4.1.2. Goat Fattening

Goat fattening practice of the area entirely depends on local breeds and the IGA participants should rely on the local breeds. The livestock experts strongly recommend the goats for fattening and production should be from local breeds. Discussants indicated that goat breeds of local varieties are best suitable for the area for production and fattening. Almost all discussants agreed that with improved feeds and management practices, goats from Chifra and Ewa Woredas are best suitable for production and fattening.

Concentrated goat feeds are not available in Chifra. Even though very expensive, feeds can be accessed from cities like Kombolcha and Desse. With appropriate training and capacity building, IGA participants can prepare improved feeds at household level. The livestock sector discussants recommended production of improved feeds from locally available materials with adequate training on the theoretical and practical preparation and management of animal feeds. Vaccination and animal health follow-up and treatments can be provided by the woreda livestock office.

6.4.1.3. *Baltina Products Retailing*

Baltina products have high demand in Chifra. No IGAs focusing on the preparation of the products are in the town. None of the hotels, big and mini-restuarants prepares such products. The **baltina** products used in the town and rural kebeles are bought from distant cities like Kombolcha, Woldya and Desse. Thus, the prepared **baltina** products can be accessed from these cities. Besides, the project can create market linkage between the IGA participants in Woldya and Lalibela who engage in **baltina** preparation and trading with **baltina** traders in Chifra. Furthermore, the IGA participants can extend their source of supply to cities like Adama, Bishoftu and Addis Ababa to diversify suppliers and for better prices.

6.4.1.4. *Retail of Factory & Agricultural Products*

Factory products for this specific IGA include consumables like sugar, edible oil, wheat flour, spaghetti, macaroni and agricultural products like wheat flour, rice and the like. These products are obtainable from the government. The government follows quota system for the different consumable goods like sugar, edible oil and the like. If the IGA participants are able to open common shop or mini-shop on individual basis, the government is willing to provide them with these items. Other consumable items can be accessed from cities like Kombolcha, Woldya and Desse. At initial stage, the project and woreda women children and social affairs can support the IGA participants extend their supply sources as far as big cities like Addis Ababa. Chifra Town Mayor Office should provide working space with rooms for mini-shops.

Furthermore, wheat flour, rice, spaghetti/pasta, macaroni, sugar, edible oil and the like are available in Assada Flour Factory (general distributor) located at the nearest distance. Many IGA operators access these products from the factor at low price on credit basis.

6.4.2. *Support Service Providers*

Different service providers and supporters were listed during FGDs and KIIs. The different support service providers have their respective roles and responsibilities. The RSSGBV Project is expected to initiate planning, implementation and allocate funding for trainings and capacity building interventions, avail financial support (start-up capital) in the form of revolving fund.

Chifra Woreda Administration, the town's mayor and land administration offices are expected to allocate working space and provide administrative supports for the different IGAs. Labor and Skill Development Office should support with training and skills development, licensing, entrepreneurship and business plan development trainings, advisory and technical supports. The livestock development office should be responsible for technical advice, guidance and advisory supports for poultry production and goat fattening. Women Children and Social Affairs Office should have strong roles in the identification and selection of IGA participants; collaborate with Labour and Skill Development office in providing technical, follow-up and advisory supports.

FGD and KII participants reported that the different support service providers should work in collaboration and make concerted efforts to make the IGA interventions effective, successful and sustainable.

6.4.3. *Market Opportunities and Channels*

The market potential in Chifra and its rural kebeles is more than enough for the identified and prioritized IGAs. Chifra has a big market every Sunday which hosts over 5000 attendants each week. Hotels, big, medium and mini-restaurants and households and population in the town and rural kebeles are potential consumers of the **baltina** products, consumable items and poultry products. Many traders from other big cities like Woldya, Kombolcha, Mille, Samera and distant

cities like Bishoftu, Adama and Addis Ababa come to Chifra to collect shoats and cattle for meat factories in the country.

Crops and livestock products have high demand and are getting expensive from time-to-time. Different KII participants agreed that; *“In the current context in the country, in Chifra and everywhere, the problem is not market shortage, but lack of adequate food and other supplies to meet market demands. Thus, with good market linkage and development of entrepreneurship skills of the participants, all the IGAs have strong potential to attract huge market in Chifra and the big cities, and feasible and profitable”*.

Discussants further indicated that Chifra is a big town located at strategic intersection for Mille and Samera, for Woldya and for Bati and Kombolcha routes. The market demand is far beyond the supply capacity of the selected and prioritized IGAs. The town has considerable population, is the woreda capital hosting lot of government offices and non-government and private organizations.

6.4.4. Working Space

All the selected IGAs need working space to be successful. The targeted IGA participants have the probability of living in rented houses with shortage of working space. The project should take into account the space constraints the participants face while identifying and targeting participants for the respective IGAs.

On the other hand, Chifra Woreda Administration and the Mayor Office have promised to provide working sheds for IGA participants in groups. The administrations have reported having sheds and designated production sites which can accommodate all the selected IGAs. Furthermore, there is a need for concerted efforts of the woreda and town administrations, sector offices such as Women Children and Social Affairs, Labor and Skills Development Livestock Department and the project to avail working space for the IGAs in groups and on individual basis.

6.4.5. Training Needs

The IGA participants need trainings for skills development in the respective IGAs, for awareness raising, entrepreneurship and business skills development. Discussant emphasized that there is no IGA which can be started without training if participants are to be successful. For example, the participants who take part in *baltina* need training in entrepreneurship skills, business plan development, marketing linkage, commodity diversification, value addition and the like skills. Poultry production and goat fattening need training in animal management, animal health, feeds preparation and feeding practices, housing as well as entrepreneurship, business plan development and marketing soft skills. Consumable retailers need short trainings on entrepreneurship, business planning, commodity diversification, customer handling, basic bookkeeping and the like skills. All the IGAs need training for quality production, presentation/display, for product diversification, for proper customer handing to come out as best competitors.

All the FGD participants agreed that all the selected IGAs need training. Theoretical and practical training sessions are mandatory and appropriate to enable the IGA participants become effective and successful in the IGA they take up. The training contents should be as relevant as possible, need to be tailored in terms of the training needs and capacity gaps of IGA participants, should be adjusted to schedule of participants in terms of duration and timeframe. The training should maintain high quality and completeness. The trainings need to fit to the requirements of each IGA in terms of contents, should be relevant and tailor-made in terms of duration taking into account the trainees roles and responsibilities as wives, mothers and the like factors.

There is no government or private training institution in Chifra. The nearest training institution in the region is the TVET in Samera. The Asayita TVET is located at 235 km from Chifra. IGA participants may face difficulty to travel to these areas to get training. It is logical and justifiable to organize trainings in Chifra and bring trainers from one of the TVETs or from both based on the availability of appropriate trainers.

6.4.6. Cost-Benefit Analysis of the Selected and Prioritized IGAs

The market assessment calculated the required start-up capital in the form of production cost and profitability of the selected and prioritized IGAs. The summaries of feasibility analysis for the selected prioritized IGAs for Woldya are presented as follow:

6.4.6.1. Feasibility Analysis of Goat fattening

The following assumptions are considered for the cost benefit analysis of the goats fattening scheme:

- Fatteners will start the fattening scheme with five male goats. Fatteners will undertake the activity for four subsequent rounds during the 16 months of the project life.
- Goats fattening will be introduced through short term training. The project will provide adequate training on goats fattening, business plan, and entrepreneurship skills. The project and the livestock department will provide technical and extension follow-up at right intervals.
- During the first round of goats fattening all the target households strengthen the existing shelter or built the new shelter.
- The purchase of all goats will be pursued during the non- holiday periods when the prices of goats tend to be lower. All the goats will be purchased from local markets at strategic time taking into account Christian and Muslim holidays. All the goats will be healthy, with no physical defects.
- Average fattening period for goats is established at 90 days. After that period the fatteners will sell fattened goats and buy new goats for the next round of fattening.
- Calculation of feed cost was based on assumption that small ruminants will be able to gain up expected weight per day with appropriate feeds prepared by the fattener from materials to be purchased from local market. The cost of feed required for the weight gain was calculated based on the current market prices and adequate feed requirements.

As the summary of the feasibility analysis in the following **Table 25** indicates, goats fattening scheme is feasible and profitable. With strict application of the above assumptions, the fattener can generate net profit of about Birr **18,030.00** during the first round and a total of Birr **82,570.00** after the four rounds of fattening.

Table 25: Cost-Benefit Analysis of goat fattening scheme

Inputs for fattening	Units	Quantity	Unit cost	Total cost (first round)	Total cost in three rounds
Purchase of goats	Number	5	4,000.00	20,000.00	67,500.00
Build/strengthening shelter	Birr	-	-	5,000.00	-
Feed cost					
Blend of grass pea, maize & sorghum	Quintal	3.5	1800.00	6,300.00	18,900.00
Forage (Grass)	Lump sum	-	-	1,000.00	3,000.00
Other inputs cost					
Anti-worm	Per round		250.00	250.00	800.00
Salt	Kg	7	20.00	120.00	360.00
Vet services	Lump sum			800.00	2,400.00
Total production cost	Birr			31,470.00	92,960.00
Revenue/Income	Unit	Quantity	Unit price	Total in round one	Total in three rounds
Sell of fattened goats	Number	5	10,300.00	51,500.00	157,500.00
Net income per rounds	Birr	-	-	18,030.00	64,540.00
Net income in four rounds	Birr			82,570.00	

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.4.6.2. Cost-Benefit Analysis of Poultry Production

The feasibility of poultry production for eggs was assessed through the analysis of the profitability of the business. The profitability analysis was done by examining the buying and selling prices of chickens, costs of feeds and veterinary services. The following assumptions were considered to calculate poultry profitability analysis:

- Prior to start of poultry production, the producers will obtain adequate training on poultry production and management will receive technical supports and follow-up at fixed intervals.
- With loan support from the project, each producer will get **25 Bovans Brown pullets**.
- Producers will use own labour and material to construct local shed/confinement area for the chicken. The poultry production has to depend on family labor for day-to-day management and upkeep. The feasibility study considered the own labor as opportunity cost and not included as part of production cost.
- The producer will use factory produced improved feeds for the minimum of 22 months that the birds stay under her/his management.
- The producer will apply strong management of the birds.
- Each chicken will provide eggs for a minimum of 18 months at least once every day with estimated 85% productivity per chicken. After 18 months the producer will sell the chickens and start a new cycle of production.
- The production cycle will be longer than the project life, and thus, it is assumed that the relevant stakeholders will continue the regular follow-up, technical and advisory supports for completion of the first production cycle and continuity of subsequent rounds.

As the summary of the feasibility analysis in the following **Table 26** indicates, poultry production using improved breeds for production eggs is feasible and viable. With the strict application of the above assumptions, the producer can generate net profit of about Birr **88,713.00** in one production cycle from the 25 improved breeds.

Table 26: Cost-Benefit Analysis Of egg layers poultry production (one cycle)

Production Cost	Unit	Quantity	Unit cost (Birr)	Total (Birr)
Brown Bovans type pullets	Number	25	370.00	9,250.00
Safe shelter	Number	1	4,000.00	4,000.00
Drinking equipment	Pcs	1	450.00	450.00
Feeding equipment	Pcs	1	350.00	350.00
Additional feed (47 gr/day/chicken for 4 months) at Birr 31.00/kg	Kg	141	31.00	4,371.00
Improved feed (58 gram/day/chicken for 18 months) at Birr 50.00/kg	Kg	783	50.00	39,150.00
Vaccine/treatment (every 3 months) at Birr 8.4/chicken for 22 months	Rounds	8	210.00	1,680.00
Total production cost (one cycle)				59,251.00
Revenue of 18 months	Unit	Quantity	Unit price	Total
Income from sales of eggs (21 eggs per day) for 18 months	Number of eggs	11497	12.00	137, 964.00
Income from sales of culled chickens	Number	25	400.00	10,000.00
Total income	Birr	-	-	147,964.00
Net income	Birr	-	-	88,713.00

Source: Computed based on KIIs with IGA operators and observations, (February, 2024)

6.4.6.3. Cost-Benefit Analysis of Baltina Retailing

Baltina retailers are expected to diversify their products so as to attract market and maximize profit. It is assumed that in one round retailing, the traders will buy and sell over nine types of **baltina** products in the forms of plain **shiro** (white), spiced **shiro**, pepper, packed **Baso**/roasted and ground barley, split lentils, split peas, oats and mixed flour for porridge. The purchase of **baltina** products should take place in big cities like Desse, Adama and Addis Ababa to get discount. The purchase cost of these **baltina** products is calculated as accurately as possible.

The retailing of the products is assumed to take place in a working place to be provided by urban administration, at home of the IGA participants and in market places without requiring rental expense. The retailers are expected to use own labor without hiring labor force. Thus, the labour for retailing the products is to be covered by the producer and family labor and no labor cost is included in the feasibility analysis. The retail of one cycle is estimated to require a maximum of one month, in which the retailer clear stock and embark on another cycle.

Based on the above scenarios, Birr **37,850.00** is required for the purchase and transport of the above nine different **baltina** items. The retailer generates Birr **45,150.00** gross income from sell of the products with net profit of **Birr 7,300.00** in one round. Producers are expected to repeat the process for at least 16 rounds during the entire life of the project with estimated net profit of **116,800.00**.

Table 27: Cost-Benefit Analysis of Baltina retailing

Inputs for Baltina production	Units	Quantity	Unit cost	Total cost (one round)	Annual Total
<i>Shiro</i> (white)	Kg	30	180.00	5,400.00	81,000.00
Spiced/ <i>Mitin</i> Shiro	Kg	30	210.00	6,300.00	94,500.00
Dry red pepper	KG	15	350.00	5,250.00	78,750.00
<i>Baso</i> /roasted and ground barely	Kg	30	140.00	4,200.00	63,000.00
Split lentils	Kg	30	130.00	3,900.00	58,500.00
Split Peas	Kg	30	140.00	4,200.00	63,000.00
Oats	Kg	30	140.00	4,200.00	63,000.00
Mixed flour for porridge	Kg	30	80.00	2,400.00	36,000.00
Transport cost	Lump sum	-	-	1,000.00	15,000.00
Labour (Guard)	Lump sum			1,000.00	15,000.00
Total production cost	Birr			37,850.00	567,750.00
Revenue from sale Baltina Products					
Items	Unit	Quantity	Unit price	Total	Annual Total
Shiro (white)	kg	30	220.00	6,600.00	99,000.00
Spiced Shiro	Kg	30	250.00	7,500.00	112,500.00
Pepper	Kg	15	450.00	6,750.00	101,250.00
Baso	Kg	30	180.00	5,400.00	81,000.00
Split lentils	Kg	30	150.00	4,500.00	67,500.00
Split peas	Kg	30	180.00	5,400.00	81,000.00
oats	Kg	30	180.00	5,400.00	81,000.00
Mixed flour for porridge (packed)	Kg	30	120.00	3,600.00	54,000.00
Total income	Birr	-	-	45,150.00	677,250.00
Net Income/Profit				7,300.00	109,500.00
Total net profit					116,800.00

Source: Computed based on KIIs with IGA operators and observations, February, 2024

6.4.6.4. Cost-Benefit Analysis of Factory/Agricultural Products Retailing

Factory/agricultural products such as wheat flour, sugar, edible oil, rice (imported), spaghetti/Pasta (imported) and macaroni are considered in this feasibility analysis. There is a high demand for these consumable goods and study participants recommended, because both the rural and urban communities highly depend on them as there are low substitutes from agricultural production for household consumption.

As the field assessment revealed the IGA participants receive most of the commodities stated in this feasibility analysis at low cost from Assada Flour Factory (general distributor) located at the nearest distance. It is also anticipated that the IGA participants will buy the initial two quintals of wheat flour and the other commodities from the stated factory to start the business with an initial outlay of **Birr 41,285.00**, retail the commodities and purchase the same quantity or more each week and the process continues. In addition, the consumables retailing business requires initial investment of about **Birr 1,000.00** for purchase of tools and Birr 500.00 transport cost.

The marketing is assumed to take place in the shed to be provided by the Chifra urban administration without requiring rental space. The sellers are expected to use own and family labor without hiring labor cost.

Thus, with strict application of the above assumptions, consumable retailing assessed to be feasible and profitable. Each IGA participant will generate net profit of Birr **6,065.00** at the initial month of the business and total net profit of **Birr 164,505.00** after 16 months of uninterrupted operation. The detail feasibility analysis of the IGA is presented in **Table 27** below:

Table 28: Cost-Benefit Analysis of Consumable goods retailing

SN	Production Cost	Unit	Quantity	Unit cost	Total cost the first month	Cost for 15 months
I	Fixed cost (tools)	Lump sum			1,000.00	
1	Wheat flour	Qt	8	9600.00	76,800.00	1,152,000.00
2	Sugar	kg	50	90.00	4,500.00	67,500.00
3	Edible oil	liter	25	140.00	3,500.00	35.00
4	Rice (imported)	kg	25	140.00	3,500.00	52,500.00
5	Spaghetti/Pasta	kg	25	140.00	3,500.00	52,500.00
6	Macaroni	Kg	25	85.00	2,125.00	31,875.00
7	Coffee	Kg	5	350.00	1,750.00	26,250.00
8	Laundry soap	Pcs	30	36.00	1,080.00	16,200.00
9	Pea and spice	Packet	10	33.00	330.00	4,950.00
10	Match	Box	100	13.00	1,300.00	19,500.00
11	Transport	Lump sum			500.00	7,500.00
	Total				99,885.00	1,430,810.00
	Revenue from sales	Unit	Quantity	Unit price	Total for first month	Total for 15 months
1	Wheat flour	kg	8	10,000.00	80,000.00	1,200,000.00
2	Sugar	kg	50	120.00	6,000.00	90,000.00
3	Edible oil	liter	25	160.00	4,000.00	60,000.00
4	Rice (imported)	kg	25	160.00	4,000.00	60,000.00
5	Spaghetti/Pasta	kg	25	160.00	4,000.00	60,000.00
6	Macaroni	K	25	100.00	2,500.00	37,500.00
7	Coffee	Kg	5	380.00	1,900.00	28,500.00
8	Laundry soap	Pcs	30	45.00	1,350.00	20,250.00
9	Tea	Packet	10	40.00	400.00	6,000.00
10	Match	Box	100	18.00	1,800.00	27,000.00
	Total	-	-	-	105,950.00	1,589,250.00
	Net profit				6,065.00	158,440.00
	Net income from 16 subsequent months					164,505.00

Source: Source: Computed based on KII with IGA operators and observations, (February, 2024)

6.4.6.5. Cost-Benefit Analysis of Tailoring

One of the potential IGAs in Chifra for the survivors was identified to be tailoring. The following assumptions/pre-conditions should be in place for the success and sustainability of the Tailoring Services IGA:

- Participant should receive adequate training that equips them with skills for providing quality tailoring services.
- Participants should obtain trainings on entrepreneurship, business development, marketing and customer handling skills,

- The initial investment cost for fixed asset for sewing machine, cutting table, chairs, tables scissors, meter, L- scale, cutters and the like should be provided in grant form to ease the financial difficulty that the IGA participants would face if they are to take loan for the purchase of the machine and other equipment and tools,
- Based on the nature of the service system, the feasibility analysis is done for the first month and for the subsequent 15 months of project life,

Taking into account the above assumptions, and given the project provides a grant fund for to cover the fixed asset cost, the tailoring skills can be feasible and create employment opportunity for any interested IGA participant. At full capacity operation, the profit to be generated at initial month of the business is estimate at **Birr 2,520.00** and a total net income of **Birr 56,070.00** after 16 months of operation.

Table 29: Cost-Benefit Analysis of tailoring

Inputs	Units	Quantity	Unit cost	Total cost month	Total annual cost
Fixed cost					
Sewing machine singer	Number	1	37,000.0	37,000.00	
Cutting table	No.	1	3,000.00	3,000.00	
Chairs	No.	3	500.00	1,500.00	
Fabric scissors	No.	2	300.00	600.00	
Meter	No.	2	200.00	400.00	
L - scale		2	350.00	700.00	
Cutter	pcs	1	300.00	300.00	
Sub-total				43,500.00	
Variable cost					
Thread	Packet	3	800.00	2,400.00	36,000.00
Machine oil	liter	0.5	250.00	250.00	3,750.00
Energy cost	Month	1	500.00	500.00	7,500.00
Sub-total				4,200.00	47,250.00
Total production cost				47,700.00	47,250
Income/Revenue from sewing services	Unit	Quantity per week	Unit price	Total revenue (first month)	Total revenue (15 months)
Pajama	Pcs	15	200.00	3,000.00	45,000.00
Children's clothes	Pcs	4	300.00	1,200.00	18,000.00
Women clothes	Pcs	4	250.00	1000.00	15,000.00
Schools uniform	Pcs	4	200.00	800.00	12,000.00
Pillow cover	Pcs	24	30.00	720.00	10,800.00
Total	-	-	-	6,720.00	100,800.00
Net income	-	-	-	2,520.00	53,550.00
Net annual income in 16 months	-	-	-	-	56,070.00

Source: Computed based on KIIs with IGA operators and observations, (February, 2024)

6.4.7. Source of Finance

FGD participants agree that many of these survivors are unable to access the necessary funds on their own to engage in the IGAs. There were no pro-poor saving and lending institutions affiliated to the government, NGOs or private sector. The government and private banks operating in the areas are inaccessible to resource poor loan seekers. Tsedey Bank in Amhara Region and Afar

Micro Finance Institution in Afar Region are the only feasible and accessible financial institution in the respective regions. Discussants indicated that these institutions have high interest rate, require collaterals, lack of confidence and trust from borrowers and the same outlook from the institutions are the key barriers to survivors and other vulnerable community members in accessing financial services.

Study participants recommended projects like RSSGBV; local government sector offices such as Labour and Skill Development, Women Children and Social Affairs and local administrations should work in concerted efforts to access the IGA participants to financial services. These stakeholders should make collaborative efforts to avail working capital in the form of revolving fund that can be managed by Tsedey and Afar MFI. Negotiating on a minimum loan interest rate with local MFIs and the manner of management of the revolving fund beyond the project life are emphasized by study participants.

6.4.8. Vocational Skills in High Demand

The general discussion participants selected the most relevant vocational skill areas for wage and self-employment to include food preparation and catering and ICT. In addition, FGD and KIIs participants mentioned vocation skills such as weaving, tailoring and embroidery, auto-mechanic, masonry, carpentry, finishing and furnishing works, dry and liquid soaps production, as relevant vocational skills that can be taken up by SGBV survivors and at risk people.

Discussants affirmed that with adequate trainings in some of these vocational skills, trainees can seek start own business for self-employment. Discussants stated that food preparation and catering and ICT are promising vocational skill training options for individuals seeking self-employment in the woreda. Discussants further indicated that ICT can present good opportunity for wage employment in the town in some of the government offices. However, discussants emphasized the existence of gaps for wage employment in the Chifra for food preparation and catering in Chifra, unless trainees move to other cities like Samera, Desse, Kombolcha, Adama, Bishoftu, Addis Ababa and the like distant cities.

6.4.9. Market Risks

The market study assessed potential risks such as market access, distribution channels, price changes, access to inputs, access to working places, customer base, financial access, as well as the heightened competition from new market players, interest and capacity of IGA operators. Moreover, the study has assessed government policies, economic trends, societal perceptions, technological advancements, environmental issues, legal restrictions, and other risks that could impact the IGA participants.

The findings revealed that there are minimal potential risks, indicating that the IGA participants will have minimal risks, and can effectively and sustainably operate and manage the IGA of their choice to generate the projected income as outlined in the feasibility study.

6.4.10. Potential Barriers of the IGAs

Discussant mentioned that the survivors have physical and emotional problems that need medical and psychosocial treatment. Discussants indicated the existence of no report regarding severe physical damage or emotional and traumatic cases as result of the SGBV. Thus, the discussant has the opinion that the SGBV survivors and others at risk can engage in the IGAs of their choice with the necessary technical and financial supports.

There are no overt and significant socio-cultural and economic barriers that uniquely affect these people if they engage in any livelihood improvement of their choice in Chifra Woreda and Afar

Region. There would be minimum effects of stigma and discrimination as a result of the misfortune they have faced. The community in the region has progressive and empathetic worldview, behavior and practices adequate enough to understand the context of SGBV survivors.

Hard skills required to undertake the selected IGAs and soft skills in the forms of entrepreneurship, business plan development, market linkage, financial shortage in the form of starting capital can be barriers unless solutions are sought in advance. Shortage of working space for some of the IGAs can be a problem. In addition, the current deterioration of peace and security in the country and neighboring Amhara Region can be potential barrier.

The other critical potential barriers are related to the working culture, attitude and awareness of the IGA participants and those support providers. Even though Chifra has a relatively functional office structure and bureaucratic system, the communities are better informed and active, the overall working culture and commitment and determination could be barriers to ensure self-reliance for survivors of SGBV and other vulnerable people.

The general doubt among the IGA operators and support service providers on the possibility of starting from small scale operation and growing and expanding could be another barrier. These outlooks need improvement and break through if the IGAs are to be functional, feasible, profitable and sustainable.

6.4.11. Key Stakeholders of the Selected and Prioritized IGAs

The following stakeholders are expected to support the engagement of SGBV survivors and other at risk in IGAs:

At least five signatory bodies are the apparent stakeholders for the IGA intervention. Plan International in Ethiopia (PIE) as the implementing NGO, Chifra Town Administration office, Women Children and Social Affairs, NRM and Livestock Development and Labor and Skill Development Offices are key partners and signatory bodies. In addition, the following stakeholder have functional and sectoral mandate of providing technical, material and professional supports. Thus, non-signatory stakeholders include:

Table 30: List of potential stakeholders in Chifra

<ul style="list-style-type: none"> • Chifra Primary Hospital and Health Center in the town, • One Stop Center (OSC) in Chifra primary hospital • Chifra woreda Land Administration Office • Chifra Town Land Management Office • Chifra Woreda Cooperatives and Market Promotion Office, • Chifra Woreda Heath Office, • Chifra Woreda Police Office, • Chifra Woreda Justice Office • 	<ul style="list-style-type: none"> • Chifra Woreda Water and Sewerage Office, • Hotels, big and mini-restaurants • Goat producers and traders • Improved poultry producer in Kombolcha, Mersa and Desse • Asayta TVET • Kombolcha Poly Technique • Desse Poly Technique • NGOs such as Plan International in Ethiopia, GIZ,

7. GENDER RELATION & HOUSEHOLD POWER DYNAMICS

The market assessment followed gender-responsive approaches at different stages and steps of the study by identifying and prioritizing the different needs, priorities, constraints and challenges women and men face to enable the project implementation addresses gender differences during the design, implementation, monitoring and evaluation of the different IGAs. The study followed Women's Economic Empowerment (WEE) Approach as a general framework. The study collected and analyzed data in WEE's lens and determined mechanisms through which the project implementation will enhance the capacity of SGBV survivors and other vulnerable women to participate equally in existing markets.

Thus, access of women in general and SGBV survivors in particular to and control over productive resources, their access to decent work, control over their own time, lives and body; and increased voice, agency and meaningful participation in economic decision-making at all levels were assessed. Furthermore, the identification and prioritization of IGAs, the feasibility analysis of the selected and prioritized IGAs, investment/production cost, sources of financing, working space, profitability of the IGAs and recommendations for financial decision-making were considered from gender perspective.

Regarding gender relations and household power dynamics, the study findings across the four study areas indicate the narrowing of gender-based power imbalance in households, positively impacting the ability of women in general and SGBV survivors in particular to engage in IGAs of their choice, earn income, and improve their livelihoods and own assets. The tendency of husbands or male partners taking away financial or material resources without the consent of women has declined in recent years. Access to and control over household resources and financial decision-making are becoming a joint affair of husbands and wives in the current contexts of households in all study areas. For example, FGD participants in Were Illu stated that; *"In our community, decision-making within households is now a joint effort between both male and female members. Women and girls have taken on a more active role in managing household resources together with men counterparts in a consultative manner. This shift in dynamics has led to more effective decision-making and has minimized potential obstacles that could hinder smooth and peaceful coexistence among family members"*.

In general, all the FGD and KII findings established the diminishing gender-based power inequality in terms of household asset control that could hinder the success of women participation in IGAs, generate income and own and control assets in both rural and urban areas. Discussions revealed the presence of favorable power dynamics within households. Reported evidences show the prevalence of equal access and control over household resources, asset management, financial decision-making, and related issues.

Similarly, FGD and KII findings across the four study areas reveal that men or husbands are supporting the participation of women in IGAs in both urban and rural areas. Discussants attribute the key factors for the current change in community behavior and practices to improvement in awareness and rise in cost of living. Discussants indicated that living cost is getting expensive from time to time. Thus, husbands encourage the engagement of wives in any sort of IGA to supplement household income. For instance, KII discussant from Lalibela Women Children and Social Affairs Office heard saying; *"It is not only in urban areas, but also in rural areas that husbands encourage wives to engage in some sort of IGAs and generate household income. Two factors including the overall improvement in societal awareness and cost of living the contributing factors the current change in behavior."*

However, the views of some of the study participants show existence of longstanding gender gaps that put women at disadvantage positions. The discussants indicated that gender-based power imbalance still persist calling for addressing through education and awareness-rising for both men and women, strengthening legal protection system and maintaining law and order. These discussants have the view that societal tolerance and silence on SGBV due to low concern and fear of repercussions from perpetrators, ineffective legal protection and presence of armed groups exacerbate SGBV. For example, a KII participant from OSC in Lalibela General Hospital indicated that; *“SGBV is perpetrated usually by someone known to the survivors. However, survivors or family members don’t report due to fear of repercussion from the perpetrators or retribution from the victims’ family members. Thus, the majority of SGBV remain unreported and perpetrators move around freely”*.

It is also the views of the study team that women and men generally face similar constraints and challenges in operating IGAs and small businesses. However, the constraints and challenges are stronger against women than men. The usual constraints and challenges women uniquely face include insufficient capital, lack of land and work space, low access to credit and financial services, low marketing and entrepreneurship skills, low access to technologies and resultant effects of low skills in using them, poor market information, hardship in accessing and using transportation facilities. Even though women and men may have similar chance of facing these constraints and challenges, gender disparities give comparative advantage to men over women in most cases.

The assessment established that IGAs and other small-scale businesses are usually operated by women in all study areas. Men mostly participate in the value chain of such activities as collectors, distributors and wholesalers. Men take over the IGAs at the point where more capital and resources are required and profit margins are higher showing the existence of strong gender disparity.

In line with the above general and specific findings, the practical field assessment ensured the selection and prioritization of IGAs with high opportunities for women empowerment outcomes taking into account criteria such as higher relevance for women, high chance of employability and manageability by women, low entry barrier for women, technology and equipment required are controllable by women, high return/benefit for women. The study established that high proportions of women are already working in the specific IGAs and have adequate experience and the possibility of acquiring the needed skills for the specific IGAs through training. The market assessment findings established the existence of high potentials for expansion and growth of the selected and prioritized IGAs.

The selected IGAs have minimum socio-cultural and economic factors that impede the engagement of SGBV survivors and other vulnerable women, access and control of financial and other resources. With tailored trainings for skills development as well as education and awareness on entrepreneurship, business plan development, marketing and the like soft skills, the current capacities of the SGBV survivors, PwDs and other vulnerable women are adequate to undertake the IGAs and take financial decisions competently.

It is strongly suggested that the RSSGBV should work on education and awareness enhancement on SGBV along the implementation of selected and prioritized IGAs. The study recommends utilizing a male engagement approach by the project to promote gender equality. Besides the implementation of the IGAs, effective responses to GBV through engaging men need utmost consideration to end GBV.

It is widely acknowledged that investing in changing male behavior is just as important as empowering women. Male engagement reduces violence, minimizes backlash against a violence against women and their IGAs, men can become more effective as change agents, support the social

reintegration of survivors who are often ostracized by their husbands/families e.g. in conflict situations where women have endured rape

The project can train and involve the men counterparts of the women IGA participants to actively engage them and support their wives or female partners in the operation of IGAs. The training and awareness enhancement can help men gain a better understanding of gender dynamics, the importance of challenging traditional norms, the need to support women in childcare responsibilities, the benefits of joint decision-making, equal sharing of household duties, the prevention of early marriages, and the elimination of GBV. Men who adopt more equitable behaviors within their households can also be recognized as "men's champions" in public campaigns and community events. Engaging men in critical reflection and dialogue on masculine behaviors is also essential for challenging and transforming ingrained gender norms and beliefs.

Overall, the male engagement approach has been proven effective in promoting equitable decision-making within households, sharing household workloads, ensuring access to and control over productive resources, encouraging participation in leadership roles, and mitigating gender-based violence. By following such a synchronization model that places equal emphasis on male engagement and women's empowerment, the project can effectively support women's empowerment and advance gender equality.

8. PERSON WITH DISABILITY

Disability is a complex and multi-faceted concept, and approaches to defining and measuring disability have evolved during the last few decades. The International Classification of Functioning, Disability and Health (ICF) conceptualize disability as an umbrella term covering impairments, activity limitations, and participation restrictions. Further, the United Nations Convention on the Rights of Persons with Disabilities (UNCPRD) indicates that persons with disabilities include those who have long-term physical, mental, intellectual or sensory impairments which, in interaction with various barriers, may hinder their full and effective participation in society on an equal basis with others.

According to UNICEF's 2020 survey data, an estimated 8.5 million people in Ethiopia are living with some form of disability, accounting for approximately 9.3% of the country's total population. A more recent report, "Site Assessment and Village Assessment Survey of Disability Inclusion Snapshot Report" conducted by UNHCR from August - September 2023, highlighted the primary obstacles faced by individuals with difficulties in Ethiopia include seeing, hearing, walking, communicating, and understanding.

The current market assessment reveals the existence of a significant number of disability cases within the communities of the study areas, naturally and man-made, particularly as a result of recent conflicts in the study woredas. These disabilities encompass a range of issues such as seeing and hearing impairments, mental and other physical disabilities, all exacerbated by a lack of support and sociocultural and economic challenges. A KII discussant from Woldya city administration reported that; *"The number of PwDs registered for support has tripled since the recent conflict in the area. The majority of the recent reported cases are new PwDs affected by the conflict in one way or the other. Those naturally affected PwDs do not report for support due to fear of stigma and discrimination. Thus, if house-to-house census and registration are to be done, the size of PwDs and the magnitude of the problem are quite alarming"*.

The table below displays the number of PwDs registered at the women and children office in the respective study woreda in search of supports. The table shows that high proportion (41.7%) being

from Woldya, followed by Lalibela (31.8%) and Were Illu (23%). The least PwDs, (only 3.5%) were registered from Chifra. The data could be one of the indicatives of the impact of the recent conflict in the north regarding the prevalence of disability in the respective area.

Table 31: People with disabilities per study Woreda

No.	Study area	Male		Female		Total	
		N	%	N	%	N	%
1	Woldya	957	28.3	455	13.4	1412	41.7
2	Lalibela	502	14.8	577	17.0	1079	31.8
3	Were Illu	304	9.0	475	14.0	779	23.0
4	Chifra	69	2.0	50	1.5	119	3.5
	Total	1832	54.1	1557	45.9	3389	100.0

Source: Woreda Offices of Women, Child and Social Protection (Feb, 2024)

The study indicated that people with disabilities in the study woredas are disadvantaged in the labour market. There is a significant gap in labour market participation between men and women with disabilities and their non-disabled peers. Survey data indicate that those most excluded from the labour market are people with mental health difficulties or intellectual impairments.

Furthermore, the study indicates that individuals with disabilities and their households are at a higher risk of living in poverty compared to the general population. Key informants from PwDs described that; *“Disability contributed to, or exacerbate poverty by causing a loss of income due to obstacles in the job market, as well as by incurring additional expenses related to living with a disability, such as increased medical, housing, and transportation costs”*. Almost all study participants agree that individuals with disabilities have been disproportionately affected by socio-economic impacts of the recent conflicts and are at the greatest risk of experiencing extreme poverty.

Key informants representing PwDs emphasized that while disabilities may pose challenges in certain activities, individuals with disabilities are fully capable of participating in various economic endeavors, including in the selected IGAs. For instance, *one of the PwDs emphasized that; “PwDs possess the interest and potentials to engage in processing and marketing activities, thus it is possible to enable them to earn a living and sustain themselves”*. The majority of study participants agree that potential IGAs such as shoat fattening, poultry production, marketing of handmade products, small-scale trading, vegetable cultivation, and handicrafts are feasible and can be effectively managed by PwDs.

The study has emphasized the significance of recognizing the needs, readiness, physical and mental conditions, and various types of disabilities of PwDs when engaging them in IGAs. It is crucial to assess the suitability of IGAs for PwDs to ensure their successful participation and integration into such activities.

To mention some of the disability-friendly IGAs identified during assessments in consultation PwDs include:

Shoat Fattening: The study demonstrated the potential to involve individuals with disabilities, especially those with hearing impairments and other physical limitations, in IGAs that do not require excessive physical exertion and mobility. One such IGA is shoat fattening, which is relatively manageable for individuals with hearing impairments and other physical limitations when it comes to collecting and preparing feed for the animals. However, in order to effectively carry out these activities, financial support is crucial. Training in livestock maintenance, which includes

vaccination, de-worming, and fattening, is also necessary. Moreover, resources such as feed, housing for goats and sheep, and other essential supplies must be made available to ensure the success of these initiatives.

Poultry Productions: Hens have the potential to generate short-term income through egg production. Individuals with physical disabilities, partial vision impairments, and hearing difficulties can receive training in poultry maintenance, including vaccination and feeding, and financial support to start their own poultry business.

Petty trades: PwDs who have limited physical disabilities can successfully operate small businesses such as selling consumable goods including vegetables trade, kiosk and other petty trades from small shops or working places. This can not only provide them with a steady income but also grant them a sense of independence. In order to run a successful business, it is crucial for PwDs to have basic numeracy and literacy skills, receive training on IGAs, have access to products for sale, and have a designated selling point or workspace.

Vocational skills (weaving, leather works, tailoring, embroidery, pottery, jewelry, basket making, etc.): the study identified that PwDs except those with eye problems can be trained in these vocational skills. It is important to ensure that PwDs have a genuine interest in the skills being taught. Additionally, access to necessary materials from existing markets (such as fabric, needles, and bamboo), financial support, and suitable workspaces are essential for their success.

ICT: Except those with visual impairment, PwDs can be trained in ICT and embark on good professional life. St. Lalibela Poly Technique College is a good example in this regard. It has already trained over 10 PwDs in ICT, trainees has successfully completed their courses. After training, concerned sector offices should support the PwDs start professional life. As per the findings from the existing poly technique colleges and TVET, the trainees need a minimum of 6 months and average 1 year training duration to acquire adequate skills in ICT to get employment.

According to the study participants, individuals with disabilities are often overlooked and under-supported by local governments when it comes to engaging in IGAs. This lack of attention can lead to feelings of stigma and discrimination among disabled individuals. Essential supports such as financial assistance, job placement, working places, healthcare, psychological support, follow-up services, and training are severely lacking for people with disabilities.

One of the most crucial considerations in the IGAs of Persons with Disabilities is selecting an IGA that aligns with the genuine desires of the PwDs. It is imperative to involve PwDs in the decision-making process, as they should have the autonomy to choose which IGAs to pursue. This decision can be challenging for many PwDs who lack experience in managing their own IGAs or assets. Furthermore, the chosen IGA must be one that PwDs can physically handle and sustain in the long run. Providing adequate support and guidance throughout this decision-making process is crucial to ensure the success of the chosen IGA.

Overall, the strong correlation between disability and poverty in the surveyed woredas has established the existence of a vicious cycle. PwDs encounter numerous obstacles and setbacks that hinder their progress and overall welfare. Concurrently, the prevalent poverty and ongoing conflict exacerbate the causes and effects of disability. In order to disrupt this cycle, it is imperative for the local government, NGOs, and communities to implement a comprehensive strategy that addresses the socio-economic needs, promote inclusive targeting, emphasis on vocational skills trainings, financial and work place support, wage employment opportunities and uphold the rights of PwDs while addressing the underlying causes of poverty.

9. SWOT ANALYSIS OF THE STUDY AREAS

9.1. Strengths and Opportunities

Lalibela	Woldya
<ul style="list-style-type: none"> • Lalibela Town Administration Office of Lalibela Town and relevant sector offices have understood the plight of the SGBV survivors and other people at risk. The office and the concerned sector office have been making concerted efforts to support the affected and most at risk people. All expressed their strong commitment and readiness to support initiatives that work towards rehabilitating the survivors and at risk people and improving their livelihood situations. • Lalibela is tourist site and the existence of the airport and constant tourist flow present high transport and market potential for the prioritized IGAs and other livelihood improvement opportunities. Lalibela houses the Rock-Hewn Churches and endowed with spectacular topography that make the town more attractive to tourists. The findings from observation and discussion with sector offices and community members reveal that annually, many thousands foreign and domestic tourists flow to the area. • Lalibela is known for hosting series of holidays and festivals such as New Year, Bezakulu, Epiphany, Easter and Ashendye festivals. These festivals have the strongest connotation in the town, open huge domestic market opportunities, famous for attraction of thousands of foreign and domestic tourists presenting huge opportunities for the selected IGAs. • There is a road under construction from Lalibela to Sekota and then to Mekele. The road is expected to reduce the distance from Lalibela to Mekele through Sekota and open a wider market for products from Lalibela, Lasta and surrounding areas. With the completion of the road Mekele is going to closer than 	<ul style="list-style-type: none"> • Woldya has five entrance and exit passages. The in and out-lets include Gondar, Dessie, Afar, Lalibela-Gashena, Mekele directions. Despite the challenges they pose in relation to exposure to SGBV and other vulnerabilities, these entrance and exit corridors have plenty of market opportunities. They are indicative that many heavy trucks and all sorts of vehicles with guests come to the city for a night or longer period. As a result, the city has huge daily transactions and business turn over that support livelihood improvement of many thousands of households. • Woldya is a big city with huge market opportunities for the selected IGAs. The city has over hundred thousand population. The city hosts a university with over 7,000 students. It is the capital of the North Wallo Zone housing many zone offices and urban departments. The city presents huge market opportunities for the selected and prioritized IGAs. FGD and KII participants reflected that even under maximum operation, hundreds of such e IGAs are far from meeting the market needs of the city. • Woldya City Development Office and relevant sector offices have aware of the plight of the SGBV survivors and other people at risk. The office and the concerned sector office have been making concerted efforts to support the affected and most at risk people. All expressed their strong commitment and readiness to support initiatives that work towards rehabilitating the survivors and at risk people and improving their livelihood situations. • An increase in the domestic demand for small ruminant meat is leading to a change in the importance and scale of sheep and goat production in study area as well as all over the country. Economic opportunities exist for small ruminant producers to supply animals to both domestic markets and exporters.

<p>Bahir Dar or Desse.</p> <ul style="list-style-type: none"> • An increase in the domestic demand for small ruminant meat is leading to a change in the importance and scale of sheep and goat production in study area as well as all over the country. Economic opportunities exist for small ruminant producers to supply animals to both domestic markets and exporters. • Pulses production in Lasta and surrounding areas is sufficient for <i>baltina</i> production. Even though Lasta is not self-sufficient in production of cereals, the area has sufficient production of pulses. Thus, <i>baltina</i> production can rely sufficiently on raw materials of the area. FGD and KII discussants concluded that local pulses production is sufficient in terms of quantity and quality. Only pepper is to be imported from other areas. • The existence of St. Lalibela Poly Technique College is one of the strongest opportunities that the project can use. All the skill trainings required for the selected and prioritized IGAs can take place in the poly technique college. • Lalibela Town has huge potentials for the selected and prioritized IGAs. IGAs are at nascent stage in the town. Limited efforts were made so far. As other areas, in the country, many IGAs were not tried and failed. Thus, with proper supports and capacity building intervention the SGBV project IGAs have high chance of succeeding in the selected and prioritized IGAs. • The government is willing to avail working space in the form of sheds to the different IGAs and farm plots for vegetable production IGAs. 	<ul style="list-style-type: none"> • Pulses production in areas such as Guba Lafto Woreda and surrounding highland areas is sufficient for <i>baltina</i> production. Thus, there is no requirement to go to distant areas to obtain raw materials for <i>baltina</i> production. Discussants concluded that local pulse production is sufficient in terms of quantity and quality. Only pepper is to be imported from other areas. • Existence of adequate technical manpower at Woldya City level. The technical manpower in women children and social affair, labour and skill development, natural resource management, livestock development and OSC, women safe house/ shelter are adequate in number and quality to provide follow-up, technical, advisory and counseling supports in collaboration with PIE • The government is willing to avail working space in the form of sheds to the different IGAs. • Woldya and its surrounding woredas have a wealth of agricultural production. Animals, crops, vegetables, and fruits are abundantly produced and readily available in the local market for the different IGAs • The agro-ecology of Woldya is suitable for production and fattening of shoats. Thus, IGA participants have opportunity of engaging in either sheep or goats fattening and production or both at the same time. • The existence of Woldya Poly Technique College is one of the strongest opportunities that the project can use. All the skill trainings required for the selected and prioritized IGAs can take place in the poly technique college.
<p>Were Illu</p>	<p>Chifra</p>
<ul style="list-style-type: none"> • The district is one of the productive areas viable for the successful operation of IGAs. • Presence of skilled, trained, and experienced professionals in the sector office who offer essential support for the 	<ul style="list-style-type: none"> • Chifra is on the main road and easily accessible to big cities like Samera, Mille and Kombolcha and distant cities like Adama, Bishoftu and Addis Ababa. Chifra is a center for Zone 4 and Zone 1 of Afar as well as for Bati, Kombolcha, Woldya, Wara Babo, Hayik.

<p>selected and prioritized IGAs These professionals can provide ongoing technical and advisory supports.</p> <ul style="list-style-type: none"> • The existence of Were Illu Technical and Vocation Education Training (TVET) institution is one of the strongest opportunities that the project can use. If the EDF left the compound and the institution resumed its normal operation, all the skill trainings required for the selected and prioritized IGAs can take place in the TVET. The training center is equipped with the human and necessary machines and equipment needed to train IGA participants effectively. • An increase in the domestic demand for small ruminant meat is leading to a change in the importance and scale of sheep and goat production in study area as well as all over the country. Economic opportunities exist for small ruminant producers to supply animals to both domestic markets and exporters. • SGBV have access to loan services through a regional microfinance institution called Tsedey Bank, which is dedicated to providing this service. The local government has also implemented supportive policies and strategies to assist IGAs. • The district benefits from having access to inputs that are mainly sourced from within the district itself, which are essential for operating the selected and prioritized IGAs. Were Illu Woreda has a wealth of agricultural production. Animals, crops, vegetables, and fruits are abundantly produced and readily available in the local market for the different IGAs • The district is renowned for its agricultural productions, including crops, vegetables, fruits, and livestock, which are key inputs for different IGA. • There are plenty of open spaces within the 	<p>Many travellers pass thorough or pass nights in the town. Relatively there is easily accessible transportation facility.</p> <ul style="list-style-type: none"> • Adequate goat population for production and fattening are in Chifra Woreda. The goats from Chifra and Ewa Woredas are the most suitable local breeds for production and fattening in the area. • The woreda has two perennial rivers that flow in the woreda. Mille River and a perennial tributary (Woama Stream) and more than 11 seasonal streams account for surface water resource of the Woreda. By diverting the perennial flow at small scales along the Mille and Woama Rivers, agro pastoralists cultivate maize as the main staple food crop, while vegetables like tomato and onion and to some extent fruits such as mango, papaya and avocado are produced for marketing. • There are four major rangeland potentials in Chifra Woreda to support livestock production in the woreda. The rangelands include: Artao-Duba Rangeland North East to Mille River, Mille-Guruale Rangeland west of Mille River, Weama-Worasso Rangeland South East to Mille River and Wanaba-Geri Rangeland located to South West of Mille River. • An increase in the domestic demand for small ruminant meat is leading to a change in the importance and scale of sheep and goat production in study area as well as all over the country. Economic opportunities exist for small ruminant producers to supply animals to both domestic markets and exporters. • Chifra is one of the biggest urban centers in Afar Region with huge market opportunities for the selected IGAs. IGAs are at nascent stage in the city, as many IGAs were not tried and failed as other places. Thus, with proper supports and capacity building intervention, the selected and prioritized IGAs have high chance of succeeding. • Urban Development Office of Chifra Town, woreda administration office and relevant sector offices have strong awareness on the
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<p>town that can be utilized as workspaces for certain IGAs.</p> <ul style="list-style-type: none"> Urban Development Office of Were Illu Town, woreda administration office and relevant sector offices have strong awareness on the plight of SGBV survivors and other people at risk and ready to provide unreserved support to the IGA initiatives. The local administration offices and concerned sector offices have been making concerted efforts to support the affected and most at risk people. They expressed strong commitment to cooperate with RSSGBV Project in the implementation of the IGAs. Existence of adequate manpower at woreda and kebele level. The technical manpower in women children and social affair, labour and skill development, natural resource management, livestock development and OSC, women safe house/ shelter are adequate in number and quality to provide follow-up, technical, advisory and counseling supports in collaboration with PIE 	<p>plight of SGBV survivors and other people at risk and ready to provide unreserved support to the IGA initiatives. The local administration offices and concerned sector offices have been making concerted efforts to support the affected and most at risk people. They expressed strong commitment to cooperate with RSSGBV Project in the implementation of the IGAs.</p> <ul style="list-style-type: none"> Existence of adequate manpower at woreda and kebele level. The technical manpower in women children and social affair, labour and skill development, natural resource management, livestock development, OSC, women safe house/ shelter are adequate in number and quality to provide follow-up, technical, advisory and counseling supports in collaboration with PIE Chifra Town and Woreda Administration Offices are willing to avail working space in the form of sheds to the different IGAs. Poultry production and livestock production and fattening are the strategic direction of the government. Thus, the regional, zone and woreda administrations and sector offices are expected to accord high priority to the livestock IGAs. Communities in Chifra are enlightened relatively compared to other areas in the region. In addition, in relative terms, the government structures in the woreda are functional and supportive of the IGAs recommended.
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9.2. Gaps and Challenges

Lalibela	Woldya
<ul style="list-style-type: none"> There is a significant decline in flow of tourist to Lalibela. About two and half years during the COVID-19 outbreak and another two and half years of the northern Ethiopia conflict have affected the tourism sector of the town. The extended conflict in Amhara Region between local armed groups and the government in recent times is further affecting flow of tourists to the area. The current instability in Amhara region can 	<ul style="list-style-type: none"> The current insecurity and instability in the region can be a formidable challenge to undertake these IGAs and any other livelihood improvement activities in Woldya and other parts of the region. The steady rise in cost living and national inflation may not permit the project to allocate adequate start-up capital to enable the IGA participants became effective and successful.

<p>be a formidable challenge to undertake these IGAs and any other livelihood improvement activities in Lalibela and other parts of the region.</p> <ul style="list-style-type: none"> • The steady rise in cost living and national inflation may not permit the project to allocate adequate start-up capital to enable the IGA participants became effective and successful. • Lalibela is a pocket area not on any of the main roads. That is, there is no main road that passes through the town. Thus, transportation from and to the town requires extra efforts, which can be a constraint for some of the IGAs. • Unlike the rural population of the area, the town residents have no safety net and other supports from the government and NGOs working in the woreda. It is quite recent that Productive Safety Net Program (PSNP) has started interventions. The PSNP has covered a limited number of beneficiaries in two kebeles of the town. • High expectations by local administrations and sector offices for support and capacity building from such project. Military command posts have the tendency of asking different supports which are beyond the capacity of such projects. Such relationships obstruct smooth implementation of interventions. • Targeting can face a serious challenge unless the right commitment and concerted efforts are exerted from all the concerned bodies. Unless the right IGA participants with interest, commitment and informed decision are targeted to engage in the IGA of their choice, the whole exercise can be futile, success and sustainability can be compromised. • Most of the poultry diseases are fatal and the key prevention is through timely vaccination. Unless timely proactive measures are in place, lack of drugs for timely vaccines for 	<ul style="list-style-type: none"> • Unlike the rural population of the area, the town residents have no safety net and other supports from the government and NGOs working in the woreda. It is quite recent that Productive Safety Net Program (PSNP) has started interventions. The PSNP has covered a limited number of beneficiaries in two kebeles of the town. • High expectations by local administrations and sector offices for support and capacity building from such project. Military command posts have the tendency of asking different supports which are beyond the capacity of such projects. Such relationships obstruct smooth implementation of interventions. • Gender gaps are evident in Lalibela as it is the cases in other parts of Ethiopia. Income status and dependence on the income of husbands or male partners perpetuate the prevailing gender gaps. The strong entry point for improving women gender status seems empowering them economically. Economic empowerment expected to solve so man cause and effect relation gender imbalance between women and men. • Feed ranked first as a key constraint for fattening sheep and goats and poultry production. Feed shortage is one of the limiting factors for increasing production and productivity of small ruminant and poultry in most of the agro-ecological zones in Ethiopia. • Shortage of working space and water shortage for the different IGAs, especially for vegetable production, shoat fattening, and poultry production can be challenges. • Targeting can face a serious challenge unless the right commitment and concerted efforts are exerted from all the concerned bodies. Unless the right IGA participants with interest, commitment and informed decision are targeted to engage in the IGA of their choice, the whole exercise can be futile, success and sustainability can be
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poultry production can be a challenge.	<p>compromised.</p> <ul style="list-style-type: none"> Most of the poultry diseases are fatal and the key prevention is through timely vaccination. Unless timely proactive measures are in place, lack of drugs for timely vaccines for poultry production can be a challenge.
Were Illu	Chifra
<ul style="list-style-type: none"> Limited access to adequate working spaces: Without proper working spaces provided for the Income Generating Activity (IGA), operators may resort to rented spaces. Such strategy can lead to increased expenses, decreased income, and reduced profitability. Challenges related to diseases and pests affecting crops, vegetables, and livestock (such as sheep): Outbreaks of diseases, pests, and infestations can result in a complete loss of IGA commodities, such as sheep and vegetables, for producers. The steady rise in cost living and national inflation may not permit the project to allocate adequate start-up capital to enable the IGA participants became effective and successful. If society becomes aware that the selection of IGA participants is a result of the violence and abuse they have experienced, it is likely that these participants will be stigmatized and discriminated against by certain members of the community. High expectations by local administrations and sector offices for support and capacity building from such project. Military command posts have the tendency of asking different supports which are beyond the capacity of such projects. Such relationships obstruct smooth implementation of interventions. Security concerns exist at both the woreda and regional levels. The current security situation in the study woreda is particularly concerning, with tight restrictions in place. If security does not improve over time, operators of income-generating activities (IGAs) will encounter difficulties in 	<ul style="list-style-type: none"> The woreda population has working culture yet to be developed and entrepreneurship awareness and skills are emerging. Thus, poultry production and goat fattening may take time to take-off in business-like production and management. Baltina and consumable trade are new to the area needing extensive education and awareness raising in entrepreneurship, business skills development to become profitable. The current insecurity and instability in the neighboring regions such as Amhara as well as the tension between Chifra Woreda and Neighboring woredas in north Wollo can be pose challenges. The steady rise in cost living and national inflation may not permit the project to allocate adequate start-up capital to enable the IGA participants became effective and successful. Unlike the rural population of the area, the town residents have no safety net and other supports from the government and NGOs working in the woreda. It is quite recent that Productive Safety Net Program (PSNP) has started interventions. The PSNP has covered a limited number of beneficiaries in two kebeles of the town. High expectations by local administrations and sector offices for support and capacity building from such project. Military command posts have the tendency of asking different supports which are beyond the capacity of such projects. Such relationships obstruct smooth implementation of interventions.

<p>purchasing inputs and marketing their products locally and beyond. Security challenges may result in a shortage of inputs or increased prices, as road blockages and travel restrictions can occur.</p> <ul style="list-style-type: none"> • Were Illu is a pocket area not on any of the main roads. That is, there is no main road that passes through the town. Thus, transportation from and to the town requires extra efforts, which can be a constraint for some of the IGAs. • Targeting can face a serious challenge unless the right commitment and concerted efforts are exerted from all the concerned bodies. Unless the right IGA participants with interest, commitment and informed decision are targeted to engage in the IGA of their choice, the whole exercise can be a futile, success and sustainability can be compromised. • Lengthy bureaucratic processes and diverse and stringent requirements within local governments affiliated Tsedey Bank may hinder the timely provision of loans services. • The community has a weak saving culture, with reports indicating a lack of emphasis on saving. Without promoting and improving this habit, the sustainability and success of the IGAs will be compromised. 	<ul style="list-style-type: none"> • Feed ranked first as a key constraint for fattening sheep and goats and poultry production. Feed shortage is one of the limiting factors for increasing production and productivity of small ruminant and poultry in most of the agro-ecological zones in Ethiopia. • Targeting can face a serious challenge unless the right commitment and concerted efforts are exerted from all the concerned bodies. Unless the right IGA participants with interest, commitment and informed decision are targeted to engage in the IGA of their choice, the whole exercise can be a futile, success and sustainability can be compromised. <p>Most of the poultry diseases are fatal and the key prevention is through timely vaccination. Unless timely proactive measures are in place, lack of drugs for timely vaccines for poultry production can be a challenge.</p> <ul style="list-style-type: none"> • Challenges related to shoat and poultry diseases can result in a complete loss of IGA commodities, such as goat and poultry IGAs
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10. CONCLUSION AND RECOMMENDATIONS

10.1. Conclusion

A market assessment was conducted for a project titled; “Response to Survivors of Conflict-induced Sexual and Gender-Based Violence (RSSGBV)” in Ethiopia. The study followed Women's Economic Empowerment (WEE) Approach as a general framework. Effective WEE happens when women enjoy their rights to control, make decisions about and benefit from resources, assets, income and their own time, and when they have the ability to manage risk and improve their economic status and well-being. The study collected and analyzed data in WEE's lens and determined the mechanisms through which the project implementation can enhance the capacity of SGBV survivors and other vulnerable women to participate equally in existing markets; their access to and control over productive resources, access to decent work, control over their own time, lives and body; and increased voice, agency and meaningful participation in economic decision-making at all levels. The study proposed actionable recommendations to safeguard effective economic empowerment for SGBV and other vulnerable women.

The market assessment established the possibility of planning and implementing 25 IGAs across the four target areas with uncontested potentials of feasibility and profitability. The selected and prioritized IGAs for Lalibela are handcrafts (weaving and leather works), sheep fattening, poultry production, *baltina* production and vegetables production including onion, tomato and cabbage. The IGAs for Woldya include sheep fattening, goat fattening, poultry production, *baltina* production, *injera* selling and mini-restaurant, tea and coffee. The IGAs in Were Illu are sheep fattening, poultry production, mini-restaurant, coffee and tea and vegetables production including onion, tomato and cabbage, while those in Chifra include goat fattening, poultry production, *baltina* retailing, tailoring and consumable goods retailing.

The findings of market assessment have come to an unequivocal conclusion that the design and implementation of the selected and prioritized IGAs in the four study areas are worth undertakings. All the 25 IGAs were found to be feasible and profitable. By taking into account the possible scenarios and assumption outlined for each IGA in the respective study areas, with effective and uninterrupted implementation of the IGAs during the 16 months of the RSSGBV Project duration, all the IGAs have the potential of generating significant income and enable participants economically self-sufficient. Except the weaving and tailoring, all the other IGAs have the potential of generating significant net profit starting from the initial stages. The weaving and tailoring IGAs need a significant investment for purchase of machines, equipment and tools and need support in the form of grant to enable smooth take-off.

The market assessment further reveals that the implementation of the IGAs will add value in all aspects. If managed properly, the partnership among the different signatory bodies and the different government stakeholders and communities in the four target areas will present the opportunities of learning from and replication for similar interventions in accessing SGBV survivors and other people at risk to self and wage employment. The partnership, cooperation and collaboration between the different bodies are quite important to bring the changes and improvement anticipated. Community members, sector offices, community-based structures and local administrations as well as other development practitioners across the four project target areas will have the opportunities of acquired important skills, experiences and lessons from the implementation of the scheme. If given proper attention, the identified strengths and opportunities, implementation gaps and challenges and recommendations proposed would be sources of learning and experiences for the implementation of the project and similar interventions in the future.

In addition, the findings of the market assessment revealed the possibility of different market driven vocational skills on which the project target groups can be trained for wage and self-employment. The vocational skills include food preparation and catering, tailoring, embroidery and beauty salon for Lalibela, leather works and pottery for Woldya, weaving and food preparation for Were Illu and food preparation and catering and ICT for Chifra.

The study identified different potential barriers against the engagement of SGBV survivors and other women at risk and PwDs in the selected and prioritized IGAs. They indicated that the target groups have physical and emotional problems that need medical and psychosocial treatment. Hard skills required to undertake the selected IGAs and soft skills in the forms of entrepreneurship, business plan development, market linkage, financial shortage in the form of starting capital can be barriers unless solutions are sought in advance. Shortage of working space for some of the IGAs can be a problem. In addition, the current deterioration of peace and security in the country and neighboring Amhara Region can be potential barrier.

The other critical potential barriers are related to the working culture, attitude and awareness of the IGA participants and those support providers. Even though Chifra has a relatively functional office structure and bureaucratic system, the communities are better informed and active, the overall working culture and commitment and determination could be barriers to ensure self-reliance for survivors of SGBV and other vulnerable people.

Furthermore, the general doubt among the IGA operators and support service providers on the possibility of starting from small scale operation and growing and expanding could be another barrier. These outlooks need improvement and breakthrough if the IGAs are to be functional, feasible, profitable and sustainable.

10.2. Recommendations

Based on the findings of the study, the following recommendations are forwarded to GIZ, implementing partners, government and community stakeholders:

1. Targeting is one of the key activities of IGA interventions. Discussants across the different study areas indicated the existence of common trend of a formal letter from projects to the concerned sector offices to select and send IGA participants. We recommend that the RSSGBV should avoid such trend. The project is advised to follow some crucial steps and procedures in identifying and targeting the participants of the different IGAs. Establish identification and targeting taskforce comprising local administration, relevant sector offices, community representatives and the project. Set eligibility criteria for targeting and strictly adhere to its implementation.
2. Most participants give low attention to their aspiration, experience and capacity in selecting the specific IGA they wish to engage in. The important issues like the potentials and opportunities that IGA has or the challenges it poses are never assessed and analyzed. Their priority seem to focus on when and how to access financial support to just start an IGA as soon as possible. The RSSSGV project and concerned stakeholders are advised to break this vicious cycle. Participants should take part in the specific IGAs in which they have interest and experience. Identification of interest and experience and confirmation of these with IGA participants should take place as the first and foremost priority. Such identification and confirmation should be done through repeated face-to-face counseling and advisory sessions.
3. SGBV survivors and other vulnerable women and girls are the main focus of the IGA interventions. However, many study participants have the concern that making these targets

overt/public has the risk of exposing them to stigma and discrimination. Therefore, targeting should be implemented strategically. It should embrace a mix of survivors and those at risk and vulnerable groups. The project should be framed as interventions addressing the problems and needs of vulnerable women and girls.

4. The project is advised to follow a dual strategy of individual and group IGAs based on the interest and preference of IGAs participants. Group IGAs are successful when group members have the interest, know and trust each other and get organized on their own initiatives. Group IGAs should be bounded by legal provisions in relation to joining or quitting groups. One of the most important provisions in group by-law should state that any member who wishes quitting the group should do so without claiming share from group asset, working capital, savings and the like dividends. Such provision ensures group cohesiveness, maintains law and order.
5. If the IGA participants are to be successful, training should be accorded paramount importance. All IGA participants should obtain full package of training to transfer basic skills that enable them start IGA of their choice. In addition to the basic skills, entrepreneurship, business management, bookkeeping, product diversification and marketing skills should be prioritized. The trainings should be practical oriented and demonstrative to be relevant and effective.
6. Taking into account the roles and responsibilities that the target groups could have in household as wives and mothers, the strategy of shortening training period at a time is recommended. However, such strategy has the gap of compromising the quality of training. To address this concern, the study recommends the following: All the identified and prioritized IGAs should have specific training contents and modules tailored to the capacity gaps and needs of participants. As per the contents and modules, provide the initial training on the basic skills required to start IGAs and arrange follow-up trainings at right intervals.
7. Regarding training institutions, we recommend the following:
 - St. Lalibela and Woldya Poly Technique Colleges are recommended for trainees in the respective cities. The colleges should work jointly with the subject-matter specialists in the sector offices, amateur trainers and relevant group enterprises to provide theoretical and practical training sessions and facilitate effective learning and experience sharing.
 - Were Illu TVET has minimum chance of reopening and getting functional at the time of project commencement. Distance factor would make trainees in Chifra inaccessible to training institution in Kombolcha, Asayita and other locations. For the participants in both towns we recommend arranging trainings in the respective locations. Qualified, experienced and competent trainers should lead the sessions with involvement of subject matter specialists in the relevant sector offices.
8. The weaving and tailoring IGAs require a relatively higher starting capital (weaving Birr 27,300.00 and tailoring Birr 43,500.00) for machines, equipment and tools. Both IGAs entail low operational cost with low return. The project is advised to provide grant support to the participants of the two IGAs for purchase of the essential machines, equipment and tools. Other than the two IGAs, the financial support towards the rest of the IGAs should be on revolving fund mechanism. To extend the revolving loan support, the project can establish Guarantee Fund Scheme. We recommend Tsedey Bank for project target areas in Amhara and Afar Micro-finance Institution in Afar for arrangement of guarantee fund scheme with clear Memorandum of Understanding (MoU) to be signed among the financial institutions, local administrations and the project.

9. Adequate and tailored working capital is one of the prerequisites for success of IGAs. Under financing contributes significantly to failure of IGAs, while over financing is indicative of poor planning and budgeting. Thus, the start-up capital for the respective IGA should be tailored to the needs and scope of the IGAs as indicated in the feasibility analysis of each. In addition, it must take into account the market situations prevailing at the time of financing.
10. For practical implementation of savings mobilization and loan taking, the study recommends: If start-up capital is to be provided on loan basis, loan taking should follow the strategy of loan with service charge than the usual interest rate exacted on loans. This strategy will encourage Muslim followers to access financial services. Individual and group saving mobilizations should be encouraged. Both saving and loan taking and repayment objectives, rationales and benefits should have a separate trainings at respective project areas.
11. Besides good training, the success of the IGAs depends on the extent and regularity of follow-up, technical and advisory supports. Thus, mechanisms for strong technical and advisory supports, follow-up and supervision of the IGAs should be in place. The project and relevant sector offices should have clear mandates and defined roles and responsibilities regarding who undertakes the follow-up, technical and advisory supports, when and at what intervals. Actionable visit schedules for follow-up, technical and advisory supports should be in place and should be acted on accordingly by the project and concerned sector offices.
12. Relying on factory produced animal feeds is expensive and not sustainable in the long run. In addition, discussants across all the study areas have doubt on the quality of such feeds. They stated that they are less effective than the local improved feeds that producers/fatteners prepare. Therefore, local production of improved animal feeds is recommended. With adequate training and frequent technical inputs from concerned experts, IGA participants should be encouraged to produce improved animal feeds at home. Training on animal feeds preparation and feeding practices should take into account locally practiced good animal feed practices and incorporate into the training curriculum.
13. The project is advised to work closely with the appropriate sector offices in relation to the specific IGAs. We recommend avoiding the syndrome of working alone or working with one or two partners who are less relevant to the specific interventions. The selected and prioritized IGAs can be categorized into handicrafts (weaving, leather works and tailoring), agriculture and livestock (vegetables, shoat fattening, poultry production) and off-farm IGAs (baltina, injera selling and consumables retailing). For the IGAs related to agriculture and livestock, working closely with the concerned sector offices and for those related to handcraft and off-farm IGAs, working with Women, children and Social Affairs, Labour and Skill and private producers of the stated handicrafts are recommended.
14. The project is advised to follow the principles of transparency and clear communication of planned interventions and budget from the start. These are vital for confidence and trust building and boosting collaboration with communities, local administrations and sector offices. Creating clarity on the duration and scope of the project, the interventions to be implemented, as well as budget allocated for the different interventions should be in place from the start.
15. Following the established mechanisms and procedures followed by government to provide working space to IGAs might not be the right solution for the RSSGBV project IGA participants. The project is striving towards addressing burning needs in emergency context, the special considerations are required to avail working space. Thus, the project should work hand-in-hand with the urban administration of each city and town and respective kebele

administrations, women children and social Affairs, labour and skill development, agriculture and livestock departments to overcome the working space challenges. With the necessary consensus building, common understanding, commitment and concerted efforts of these bodies, the problem of working space can be addressed.

16. The study recommends the participation of PwDs in IGAs of their choice. It is advised that RSSGBV project make utmost efforts to involve PwDs in IGAs such as shoat fattening, poultry production, handcrafts such as weaving, leather works, tailoring and embroidery, retailing baltina products, cotton spinning, production of largo and other detergents. Except those who are visually impaired, PwDs can take part in ICT training courses as long as they have better academic education.
17. The poultry size per IGA participant is recommended to be a minimum of 25 egg-layer pullets. This size is determined based on factors such as availability of space, management capacity, experience and the required start-up capital. This minimum size is in line with government strategy. FGD and KII participants also recommended the size is manageable by low income individuals and enough for generation of reasonable income in one production cycle.

11. ANNEXES

11.1. List of References

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14. Ministry of Finance (MOF), “Final Comprehensive Social Assessment FOR Response – Recovery – Resilience for Conflict-Affected Communities in August 2022,” 2022.
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11.2. Data Collection Tools

11.2.1. Question Guide/Check List for FGD to identify, rank and prioritize IGAs

Name of IGA _____

	Criteria	Weight of criteria and sub-criteria	Scoring and Ranking	
			Score (1-4)*	*Weighted score (= %* score)
I	Feasibility	50%		
A	Economic Feasibility	25%		
1	IGA manageable by survivors and other vulnerable people	6%		
2	IGA demand in Market	7%		
3	Raw Material available	4%		
4	IGA's competitive advantage	5%		
5	IGA has operators	3%		
B	Social Feasibility	17%		
6	Gender responsiveness	4%		
7	Donor and partners support	2%		
8	Availability of support services	2%		
9	Survivors friendly	4%		
10	Pro-poor	3%		
11	Socially acceptable	2%		
C	Environmental Feasibility	8%		
12	Less harm to natural resources	4%		
13	Climate friendly	4%		
II	Impacts	50%		
A	Economic Impact	22%		
14	Jobs creation and income	8%		
15	Productivity/profitability	5%		
16	Poverty reduction	4%		
17	Consumer benefits	5%		
B	Social Impacts	18%		
18	Value added distribution	2%		
19	Food security/nutrition	4%		
20	Producers safety	2%		
21	Women empowerment	6%		
22	Pro-poor	4%		
C	Environmental Impacts	10%		
23	Reduced pollution	4%		
24	Reduced energy cost	3%		
25	Improved biodiversity	3%		
	Total	100%		

* Weighted score can be calculated out of 400 or out of 100 to rank and prioritize IGAs

1 = lower, 2 = low, 3 = high, 4 = higher

11.2.2. Question Guide/Checklist for detail market assessment

1. What economic activities are feasible and profitable for SGBV survivors in the study woreda?
2. In the order of importance and priority, identify and list the livelihood opportunity that are profitable, safe, suitable, sustainable, in demand, and feasible for SGBV survivors and vulnerable women in the projects target woredas;
3. Probe in detail the identified and prioritized IGAs: Who are the input suppliers for the specific livelihood opportunities; who are the major service providers/supporters of the specific IGAs? Who are local traders and collectors, retailers and whole sellers of the specific IGAs? Describe the different market routes/channels of the specific commodity; who are the major consumers of the product of the specific commodity?
4. Do you think participants in the mentioned economic activities need training? Where and who can provide such trainings?
5. Assess the most market driven vocational skills in high demand for self and wage employment opportunities for economically disadvantaged groups; determine the materials/tools needed in setting up such vocations/trades;
6. Identify and analyze the most viable and relevant wage employment opportunities for women and youth in conflict affected areas; which training institutions are around for the mentioned skills? Who are the potential employers of the skills and where they are located?
7. What are the potential barriers that women and adolescent girls in general and survivors of SGBV in particular might face in accessing and participating in IGAs and livelihood improvement intervention in the specific study areas?
8. How do you describe the power dynamics of households in the study areas in relation to household members' access and control over household resources, asset management, financial decision making and the like issues?
9. What risks are there for SGBV survivors and people at risk might face to engage in self-employment economic activities or take up wage employment to restore their economic self-reliance and improve social status?
10. Who are the key stakeholders in the woreda to support or negatively influence the engagement of SGBV survivors and other people at risk in livelihood improvement IGAs?
11. What are the strengths and opportunities of the woreda for engagement of SGBV survivors and other people at risk in livelihood improvement IGAs?
12. What gaps and challenges are in the woreda for engagement of SGBV survivors and other people at risk in livelihood improvement IGAs?
13. What recommendations do you suggest to remove barriers and overcome risks that SGBV survivors encounter to engage in self and wage employment?

11.2.3. Feasibility Analysis of IGAs

Items	Unit	Years			
		1 st Year	2 nd Year	3 rd Year	Total
1. Number of rounds of business/month/year	No.				
2. Invest cost of IGA/round/production cycle	Birr				
3. Revenue/round/production cycle	Birr				
4. Profit/round of business/production cycle	Birr				

Cost, Revenue and Profit detail

Items	Unit	Quantity	Unit price	Total
1. Capital cost				
1.1. Shade construction				
1.2. Cost of equipment and materials				
2. Operation cost/round of business/production cycle				
1.1. Total cost of supplies				
1.2. Transportation cost				
1.3. Cost of vet service (if applicable)				
1.4. Cost of feeds (if applicable)				
1.5. Cost of utilities (electricity, water and telephone)				
1.6. Labour cost				
1.7. Commission				
1.8. Tax				
1.9. Miscellaneous expenses				
Total operation cost				
Total expenses (Capital + operation cost)				
Interest on total expense (if loan taken)				
3. Revenue and Profit				
3.1. Total revenue/round of business/production cycle				
3.2. Profitability (Revenue –Total expense)				
3.3. Determine breakeven point				

11.2.4. Secondary Data Collection Format

1. Population

1.1. Total Population of Study Woreda

Age group	Rural			Urban			Total		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
0- 14									
15- 29									
30-49									
50-49									
60 +									
Total									

1.2. Total SGBV survivors and other people at risk

Age group	Rural			Urban			Total		
	Male	Female	Total	Male	Female	Total	Male	Female	Total
0- 14									
15- 29									
30-49									
50-49									
60 +									
Total									

2. Saving and Loan Facilities

- 2.1. Number of producers' cooperatives
- 2.2. Number of multipurpose cooperatives
- 2.3. Number of saving and loan cooperatives
- 2.4. Number of micro-finance institutions

3. Urban Centers and Market Opportunities

- 3.1. How many towns and peri-urban areas are in the woreda?
- 3.2. How many big and medium markets are in the woreda? Do the big and medium markets have all-weather access roads?

4. Training Institutions

- 4.1. How many government training institutions are in the woreda? What are the key training skills they provide?
- 4.2. How many private training institutions are in the woreda? What are the key training skills they provide?
- 4.3. What types of government training institutions are in the reasonable distance outside of the woreda? What are the key training skills they provide?
- 4.4. What types of private training institution are in the reasonable distance outside of the woreda? What are the key training skills they provide?

5. Health Facility in the woreda

- 5.1. Number of health facilities: Health posts_____, Health Centers_____
- 5.2. Is there any One Stop Center (OSC) in the woreda? If yes, what type of services is rendered by the woreda OSC?
- 5.3. Are there health facilities that provide health services to SGBV survivors? To which health facility are they referred to for major treatments? On average how many Km they should travel to reach the referral service?

11.2.5. Observation Checklist

11.2.5.1. Observation of IGAs/Small Businesses

1. Types of Small business or IGA observed

- 1.2. Who undertakes the business (male/ female, etc)?
- 1.3. Skills required to undertake the IGA
- 1.4. Market demand and supply situation
- 1.5. Market channels
- 1.6. Value additions
- 1.7. Standard (quality required) to produce them
- 1.8. Market promotion and branding
- 1.9. Initial capital required
- 1.10. Access to credit service
- 1.11. The potentials, opportunities, constraints and challenges of the IGA

2. Further discussion questions with IGA/Business operator

- 2.2. When was the business started?
- 2.3. How much was start-up capital?
- 2.4. Current status of the business
 - ✓ What types of raw materials do you use?
 - ✓ From where do you get the raw materials?
 - ✓ Current actual weekly/monthly production or sales and potential capacity,
 - ✓ Weekly/monthly revenue generated,
 - ✓ Total number and types of manpower required (temporary and permanent labor),
 - ✓ Energy and its sources
 - ✓ Water supply
 - ✓ Market demand and supply of the product/service
 - ✓ Market channels
 - ✓ Market promotion
- 2.5. What value addition have you done so far?
- 2.6. Who are your customers?
 - ✓ Within the woreda
 - ✓ Outside of the woreda
 - ✓ Do you have whole buyers (within and outside of the woreda).
- 2.7. Have you established business network in and outside the woreda? How did you establish the business networks?
- 2.8. If one wish to establish this business now:
 - ✓ How much initial capital does it needy?
 - ✓ What standard quality does it need to fulfill to undertake such enterprise?
 - ✓ Total capital required
 - ✓ Technical staffs required
 - ✓ Land
 - ✓ License
 - ✓ Access to infrastructure (road, electric power, water supply, internet, etc.)
- 2.9. What: are the opportunities and challenges of the business?
- 2.10. What recommendations you suggest for anyone who wishes to start such business?

11.2.5.2. Observation Checklist for training Institutions

- 1. Location of the buildings/premise**
 - a) Address of the building
 - b) The exact location on the map (GPS coordinates)
 - c) Accessibility of the building using public transportation
 - d) Proximity to points of concentration (landmarks, markets etc.)
 - e) Accessibility of the area for people with disability
 - f) Ease of finding the compound
 - g) Suitability of location in terms of security
 - h) Convenience of neighborhood
- 2. Compound, Space, Buildings, Furniture, equipment and Transport facilities**
 - a) Area estimation of the compound
 - b) Number of blocks and training halls
 - c) Quality of blocks and training halls
 - d) Accessibility of blocks and training halls to PwDs
 - e) Type and number of furniture, equipment and transport facilities
 - f) Quality and physical condition of furniture, equipment and transport facilities
 - g) Availability of standard buildings, training halls, infrastructure and facilities (such as cafeteria, library, toilets and sanitation rooms)
 - h) Availability of utilities (electricity and water)
- 3. Staffing**
 - a) Number of staff
 - b) Gender and age of each staff
 - c) Education level of each staff
 - d) Experience and expertise of each staff, in particular, experience with providing training to vulnerable people
 - e) Digital skills
 - f) Language skills
- 4. Service Delivery**
 - a) Number of years the training institution has been active
 - b) Catchment population or beneficiary population
 - c) Type and number of trainees that have completed training so far
 - d) Convenience of training season, days and hours (is the training institution working on weekends, nights, etc. beyond the normal working hours?)
 - e) Evidence of track record of delivering quality services
 - f) Evidence active service provision at the time of the assessment
 - g) Evidences of partnering with
- 5. Human Resource Governance**
 - a) Availability of staffing organogram,
 - b) Clear roles & responsibilities for staffs,
 - c) Positions are filled by staff as per the organogram
- 6. Partnership Experience**
 - a) Experience of training institution inn working with GOs and NGOs
 - b) Experience of training institution in providing training to disadvantaged people