Impact Assessment of Livelihood Development Program of Lupin Human Welfare and Research Foundation for the year FY 2022-23

- Desh Bandhu Jan Utkarsh Pariyojana (DBJUP) Livelihood Project
- Support of Livelihood Alternatives for Disadvantaged Families

May 2025

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Overview of the Engagement

Scope of Work for the Impact Assessment

LHWRF seeks to conduct an impact assessment of its livelihood projects implemented in FY 2022 - 23:

- Project 1: Desh Bandhu Jan Utkarsh Pariyojana (DBJUP) Livelihood Project for 800 families (Dhule and Pune in Maharashtra; Bharatpur and Alwar in Rajasthan)
- Project 2: Support of livelihood alternatives for 300 disadvantaged families (Dhule in Maharashtra)

LHWRF has engaged Sattva Consulting to conduct the impact assessment of the projects. Sattva leveraged the impact evaluation framework developed by the Development Assistance Committee (DAC) of the Organization for Economic Cooperation and Development (OECD) to conduct the impact assessment.

Objective of the impact assessment study will be met by:
- Understanding the **relevance** of the projects in the context of the needs of beneficiaries
- Assessing the **effectiveness** of the projects in achieving its objectives and desired outcomes
- Evaluating the **impact** created by the projects
- Assessing the **sustainability** and sustainability plans of the projects
- Recommendations to **strengthen** the projects

Introduction to LHWRF Livelihood Projects

Context

The projects aimed to develop sustainable livelihood solutions for vulnerable communities through interventions focused on irrigation, vegetable cultivation, livestock rearing, skilling and enterprise development.

The projects were implemented across 4 districts of 2 States:

- Bharatpur and Alwar districts of Rajasthan (40 villages)
- Dhule and Pune districts of Maharashtra (114 villages)

The interventions focused on the following Sustainable Development Goals (SDGs):

Key Highlights

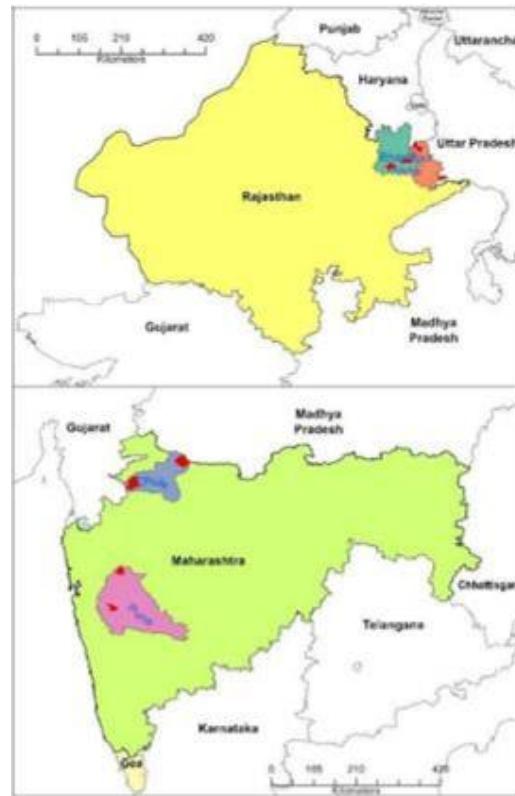**Year**
2022-2023

Target beneficiaries
1150 Households belonging to vulnerable and poorest of poor categories

Geographies
9 blocks and 154 villages across 4 districts in 2 States – Rajasthan and Maharashtra

Geographical Spread

As per data provided by Lupin team

Project-Wise Geographical Spread FY 2022-23

Project Name	Beneficiaries	Districts	Blocks	Villages
Desh Bandhu Jan Utkarsh Pariyojana (DBJUP) Livelihood Project	800 HHs	4	7	58
Support of Livelihood Alternatives for Disadvantaged Families	300 HHs	1	4	95

As per data provided by Lupin team

Details of Projects for Impact Assessment

Project 1: Desh Bandhu Jan Utkarsh Pariyojana (DBJUP) Livelihood Project

Locations: Bharatpur and Alwar (Rajasthan); Dhule and Pune (Maharashtra)

Beneficiaries: 800 Households

Objective: To develop sustainable livelihood solutions for vulnerable communities (Poorest of the Poor) through optimum utilization of natural resources, gainful employment from agriculture and allied activities and diversifying income opportunities. Project included 5 different models of implementation – vegetable cultivation with irrigation support, backyard poultry, goat rearing, cattle induction, skilling and enterprise development (farm and non-farm).

Project 2: Support of Livelihood Alternatives to Disadvantaged Families

Locations: Dhule (Maharashtra)

Beneficiaries: 300 Households

Objective: To increase the annual income of disadvantaged families through the support of goat & backyard poultry units and allied support.

As per data provided by Lupin team

Objective and Methodology of Impact Assessment

Impact Assessment Study - Objective

The objective of the study focused on assessing Relevance, Effectiveness, Impact and Sustainability of the interventions:

Relevance
of the projects in the current context and based on needs of the beneficiaries

Effectiveness
of the processes deployed to achieve sustainable livelihoods, increased income, and access to resources / buyers / markets for marginal farmers

Impact
created by undertaking project activities including training, handholding, provision of resources, facilitating access to schemes and institutions, stakeholder engagement, etc.

Sustainability
of the projects resulting from the support provided from a longevity perspective

As per proposal by Sattva

Impact Assessment Study - Methodology

The Assessment followed a four-phased approach consisting of: *Design, Data Collection, Analysis, & Reporting*

Phase I: Design

- Review of project documents
- Develop research questions
- Map relevant indicators
- Develop Data Collection Tools (DCTs)
- Translate the DCTs

Phase II: Data collection

- Create data collection and field plan
- Onboard and train data enumerators
- Pilot DCTs on the field
- Finalize DCTs and collect data
- Monitor data collection

Phase III: Data analysis

- Clean and transcribe data
- Analyse data
- Triangulate primary and secondary insights information
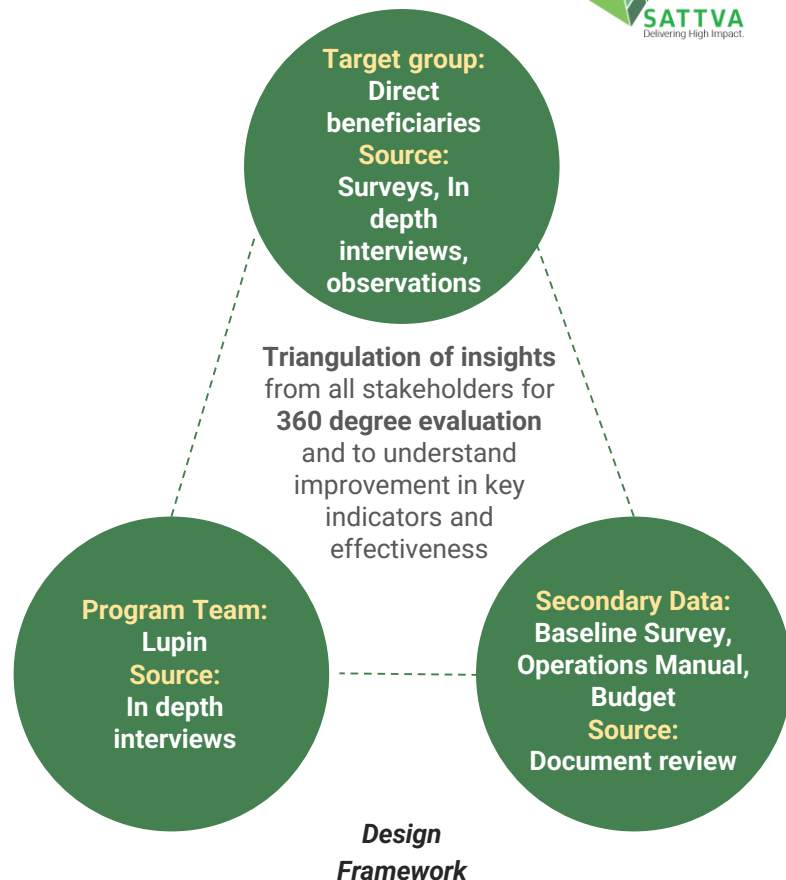- Visualize data post analysis
- Generate relevant insights

Phase IV: Reporting

- Create preliminary insights from data
- Create draft presentation on insights and collect feedback from Lupin
- Creating the final presentation based on study findings

As per proposal by Sattva

Research Design and Data Collection

Research Design and Selection of Sample Size

Methodology	The study incorporated **quantitative and qualitative analysis** based on **convenience sampling** where data was collected from a representative population of the beneficiaries to provide a snapshot of the outcome and the characteristics associated with it, at a specific point in time. The study also includes a cost-benefit analysis of the projects.
Stakeholders	The study triangulates the insights from all stakeholders and secondary information to understand the gaps and provide a **360-degree assessment** across all stakeholders.
Research framework & indicators	Sattva used the **OECD DAC framework** and indicators to measure key outputs and outcomes. In addition, the framework also aimed to assess the effectiveness of systems and processes implemented by the intervention.
Reporting	The final report provides **key insights** and recommendations based on the analysis and triangulation of information collected from various sources.

Target group: Direct beneficiaries Source: Surveys, In depth interviews, observations

Triangulation of insights from all stakeholders for **360 degree evaluation** and to understand improvement in key indicators and effectiveness

Program Team: Lupin Source: In depth interviews

Secondary Data: Baseline Survey, Operations Manual, Budget Source: Document review

Design Framework

Data Collection – Quantitative (1/3)

Quantitative Data Collection was conducted on **25% of the total beneficiaries** in each project, ensuring equitable representation of beneficiaries under each model of implementation and in each district / block.

	District	Block	Villages	Project / Model	Sample Collected
Rajasthan	Bharatpur	Pahari	Nagla Kala	Project 1, Model 4	10
			Satvadi	Project 1, Model 2	2
				Project 1, Model 3	1
				Project 1, Model 5	4
		Roopbas	Khansurajpur	Project 1, Model 3	15
			Pandri	Project 1, Model 2	9
				Project 1, Model 3	8
				Project 1, Model 5	2
	Alwar	Laxmangarh	Daulatpura	Project 1, Model 5	12
			Sorai	Project 1, Model 5	9
		Rajgarh	Ghewar	Project 1, Model 3	8
			Ramsinghpura	Project 1, Model 2	8
			Talab	Project 1, Model 3	13
			Roopbas	Project 1, Model 2	3
				Project 1, Model 3	2
Total (Rajasthan)					**106**

Key Highlights for Rajasthan

The quantitative evaluation was conducted with:

106
Farmers

10
Villages across 4 blocks

5
Field team members from Sattva including 1 Field Manager

Data Collection – Quantitative (2/3)

District	Block	Villages	Project / Model	Sample Collected
Pune	Junnar	Godre	Project 1, Model 2	4
			Project 1, Model 3	8
			Project 1, Model 4	0
			Project 1, Model 5	6
		Hadsar	Project 1, Model 3	4
			Project 1, Model 4	1
		Nimgiri	Project 1, Model 2	2
			Project 1, Model 3	1
		Khaire	Project 1, Model 2	5
		Kotamvaadi	Project 1, Model 3	4

Maharashtra

District	Block	Villages	Project / Model	Sample Collected
Dhule	Sakri	Dongarpada	Project 1, Model 4	2
		Kalamba	Project 1, Model 2	31
		Machmal	Project 1, Model 1	17
		Pimpalgaon kh.	Project 1, Model 3	3
		Deur Khurd	Project 2, Poultry Support	1
	Shirpur	Chilare	Project 1, Model 5	4
		Kangai	Project 1, Model 5	3

Key Highlights for Maharashtra

The quantitative evaluation was conducted with:

176
Farmers

34
Villages across 4 blocks

7
Field team members from Sattva including 1 Field Manager

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Data Collection – Quantitative (3/3)

District	Block	Villages	Project / Model	Sample Collected
		Amdad	Project 2, Goat Support	5
		Babulwadi	Project 2, Goat Support	6
		Borvihir	Project 2, Goat Support	6
		Hadsune	Project 2, Goat Support	5
		Horpada	Project 2, Goat Support	6
		Sitane	Project 2, Goat Support	4
		Vinchur	Project 2, Goat Support	5
		Junvane	Project 2, Poultry Support	2
		Kauthi	Project 2, Poultry Support	5
		Lonkhedi	Project 2, Poultry Support	1
Dhule	Dhule	Ratanpura	Project 2, Poultry Support	2
			Project 2, Goat Support	1
		Balhane	Project 2, Goat Support	1
		Vharpala	Project 2, Goat Support	1
		Akalad	Project 2, Poultry Support	1
		Babulawadi	Project 2, Poultry Support	4
		Bhadane	Project 2, Poultry Support	3
		Chaugaon	Project 2, Poultry Support	3
		Damangaon	Project 2, Poultry Support	0
		Deur BK	Project 2, Poultry Support	5
		Deur Khu	Project 2, Poultry Support	2
		Gartad	Project 2, Poultry Support	4
		Hendrun	Project 2, Poultry Support	7
			Project 2, Goat Support	1
Total (Maharashtra)				**176**

(Maharashtra — District: Dhule)

Planned sample collection in Rajasthan - 101
Actual sample collection in Rajasthan - 106

Planned sample collection in Maharashtra - 179
Actual sample collection in Maharashtra - 176

Total planned sample collection - 280
Total actual sample collection - 282

Data Collection – Qualitative

Qualitative Data Collection was conducted with **7 farmers (beneficiaries) and 4 Lupin team members**, ensuring equitable representation of beneficiaries under each model of implementation and in each district / block.

Format of Case Studies with Farmers (Beneficiaries)

Demographic Details	Name, age, gender, location, marital status, social category, education qualification, project under which support was provided by Lupin
Pre-Project	Primary income source, secondary income source, challenges, need for the project
During Project	Challenges
Post Project	Challenges, impact, future aspirations

Format of In-Depth Interviews (IDI) with Lupin team

Basic Details	Name, designation, work location, experience with Lupin, role in the project
Relevance	Questions on baseline study, beneficiary needs and identification, location selection, project design
Effectiveness	Questions on process for project delivery, quality of project delivery
Impact	Questions on baseline vs endline delta, impact on income diversification, improvement in awareness / access, increase in income
Sustainability	Questions on scalability and replicability of the projects

Key Highlights

The qualitative evaluation was conducted with:

7 Beneficiaries
- Project 1 (Models 1, 2, 3, 4, 5) - 5 beneficiaries
- Project 2 (Goat and Poultry units) - 2 beneficiaries

4 Lupin Team Members
In-depth interviews with 4 members from Lupin district / block teams across Rajasthan and Maharashtra

Case studies of the beneficiaries will be provided separately. 16

Detailed Insights from Data Collection

Relevance:

Whether the projects were relevant and to what extent the objectives and design respond to the target group's needs (e.g. Lack of knowledge on agricultural practices, available govt. schemes and marketing techniques led to low yield and poor prices for farmers' produce; therefore farmers needed support on agriculture, irrigation, livestock)

Challenges faced by farmers prior to the project:

1. **Socio-economic disadvantages** - low education level and lack of financial resources to procure livestock or agri inputs, especially for landless or small landholder farmers and those from marginalised groups such as ST, SC, BPL families.

2. **Water scarcity / lack of irrigation facilities** - led to low production and yield as farmers grow crops in only 1-2 seasons.

3. **Migration** - mostly due to seasonal agriculture activities and limited landholding, especially amongst tribal farmers of Dhule after Kharif season.

4. **Dependence on wage labour** - low or irregular earnings and limited employment options, especially for landless farmers, artisans and livestock rearers.

5. **Dependence on local markets and buyers** - low prices offered for produce, leading to financial losses.

6. **Lack of knowledge and awareness on best practices** - such as breed specifications and fodder management for livestock rearing, accessing the right markets for sale of milk and livestock products, etc.

Process and quality of project design by Lupin:

1. **Baseline Survey conducted for Project 1 only** - experience of working in the area and understanding of the region informed beneficiary selection for Project 2. Emphasis was given on BPL households, low education levels, landless or small landholder farmers, poorest of the poor, and tribal population (in the case of Dhule and Pune, MH).

2. **Interventions focused on Agriculture, Livestock and Irrigation** - Taking into consideration the local need, interventions were tailored to suit the needs of farmers facing irrigation issues, dependent on wage labor, low agricultural income, etc. Different intervention models were designed catering to different income-generation activities based on the beneficiaries' needs.

3. **Migration of tribal population taken into consideration** - Tribal belt is more concentrated in Shripur block. People usually migrate to bordering states of MP and Gujarat, after the Kharif season. Reasons for migration are mostly due to seasonal agriculture activities and small landholding, which does not yield sustainable income therefore need for alternative income sources is high.

4. **Livelihood asset ownership** - Emphasis was given to farmers with no prior ownership of livelihood assets, no vegetable cultivation, etc.

Relevance:

Whether the projects were relevant and to what extent the objectives and design respond to the target group's needs (e.g. Lack of knowledge on agricultural practices, available govt. schemes and marketing techniques led to low yield and poor prices for farmers' produce; therefore farmers needed support on agriculture, irrigation, livestock)

What's going well:

99%
Farmers on average expressed a **need to participate** in the projects; with majority (89%) saying participation was **necessary to enhance their income**. Almost half the farmers under Project 1 (49%) mentioned that the project was needed to **enhance knowledge and skill sets**, and a majority of farmers under Project 2 (86%) mentioned that the project was important for **learning about animal nutrition and feeding practices**.

Areas of Improvement:

Baseline Survey - Conducted for Project 1 however the final report did not capture information on all households selected for intervention.

Baseline survey was not conducted for Project 2.
A thorough Baseline Survey is important for each project to identify gaps, contextualise the project design and effectively monitor and evaluate the impact of interventions.

Effectiveness:

Whether the projects achieved planned objectives (e.g. Farmers reported learning advanced farming techniques, gained access to irrigation facilities, diversified sources of income, learnt about improving market access, etc.)

Process and Quality of Project Delivery:

1. Access to market linkages was identified as a gap under Project 1, and Lupin team mitigated this by connecting with Saras dairy, **collectivisation of farmers to share costs of logistics, and connecting poultry farmers with smaller hotels**.

2. Slightly more than half the farmers under Project 2 (51%) reported receiving access to markets and buyers; however the remaining reported not having access therefore more focus could be given to **setting up robust market linkages** to ensure sustainability of the project.

3. Theory of Change and M&E frameworks - While outcomes for the projects were defined as part of the logframe during design stage, and daily tracking of activities and fortnightly meetings were conducted, supporting documentation could not be provided - suggesting potential to **improve record keeping as part of M&E**.

4. Risks and mitigation strategies - risk identification relied on the experience of field teams, suggesting need for **documentation, tracking and reporting of risks and mitigation**.

5. The project team **proactively gathered and resolved feedback** received from the community, such as on market linkages and training format / frequency, indicating high level of course-correction during implementation.

What's going well:

82-96%
farmers said they **received guidance and resources** on irrigation, vegetable cultivation, livestock management, and skill training under **Project 1**; majority farmers also stated that they faced no challenges during the training.

76%
farmers said they **received guidance and resources** on livestock management under **Project 2**; majority farmers also stated that they faced no challenges during the training.

Areas of Improvement:

84%
farmers under **Project 2** mentioned that they did not have **insurance** for livestock; while this was not part of the services provided by Lupin, there is scope to include livestock insurance in all future projects.

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Impact:

Assessing the extent to which the projects have generated significant positive or negative, intended or unintended impact (e.g. Farmers reported an increase in overall income, improved crop yield, adoption of best practices, etc.)

What's going well:

Increase in income under Project 1

Significant increase in income from agriculture, **vegetable cultivation, goat / poultry farming, cattle induction, and skill training** under Models 1 - 5. A high number of respondents began generating income from vegetable cultivation only after participating in the project. A high number of respondents also began earning from livestock for the first time under the project, as they did not own livestock prior due to lack of finances.

Increase in income under Project 2

Income from sale of animal products has increased after the project. Importantly, only 43 respondents out of 82 owned goat / poultry before joining the project, indicating that the project focused on farmers with lack of financial resources to procure livestock assets.

Increase in asset value across both projects

Project 1:
- Majority farmers reported improvement in **land under irrigation** and **land under vegetable cultivation** due to the support received from Lupin.
- 94% reported increase in **livestock value** due to the provision of cattle under Model 3.
- 97% reported increased **milk production**.

Project 2:
- 50% reported increase in **poultry herd size**
- 90% reported increase in **goat herd size**, indicating the high success rate of goat rearing intervention.

Data on change in income levels and asset value is provided in subsequent sections (Analysis of Projects 1 and 2)

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Impact:

Assessing the extent to which the projects have generated significant positive or negative, intended or unintended impact (e.g. Farmers found the project useful in helping them receive better prices for their produce through FPOs, and in gaining access to govt schemes)

What's going well:

Almost all farmers expressed that the **projects were immensely beneficial** in providing livestock, irrigation facilities and other agri inputs as well as knowledge on best practices, access to markets and guidance / training under each projects.

89 - 92%
farmers reported **increased access to markets and buyers for dairy products and non-farm goods** under Models 3 and 4 due to the support received from Lupin.

Sustainability:

Assessing to what extent the impact of the projects is likely to continue (e.g. All farmers continue to apply the techniques learnt in the project while expressing desire for a similar intervention to address water shortage)

What's going well:

100%
respondents under Models 1, 3, 4 and 5 (Project 1) are **still using the support and training provided** under the project (irrigation system, new skills gained, livestock acquired etc).

74%
respondents under Project 2 are **still using the support and training** provided by the project on livestock rearing.

74%
respondents under Project 1 reported that they **reinvested earnings** from the project into improving or expanding their business activities.

87%
respondents under Project 2 **expressed interest in expanding livestock business** in the coming year.

Areas of Improvement:

27%
respondents under Project 2 reported facing **challenges in livestock management** after the project; 28% said they require follow-up support.

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Analysis of Project 1:
Desh Bandhu Jan Utkarsh Pariyojana (DBJUP)
Livelihood Project

Project 1 - Demographics

No. of Respondents - District and Model wise (n=200)

	Alwar	Bharatpur	Dhule	Pune
Model 1	0	0	17	0
Model 2	11	11	27	15
Model 3	23	24	3	17
Model 4	0	10	2	1
Model 5	21	6	7	5
Total	55	51	56	38
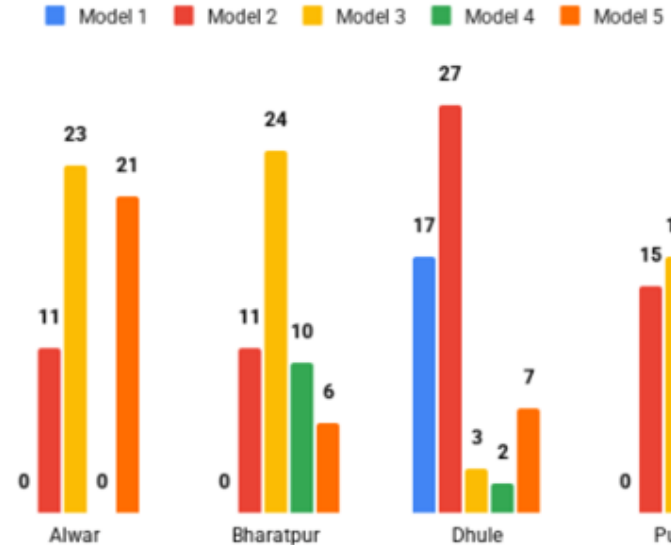
Grand Total = 200 respondents

Project 1 - Demographics

No. of Respondents - Model wise (n=200)

Model 1	Model 2	Model 3	Model 4	Model 5
17	64	67	13	39

Category of Respondents (n=200)

Don't Know	General	OBC	SC	ST
1%	9%	30%	10%	52%
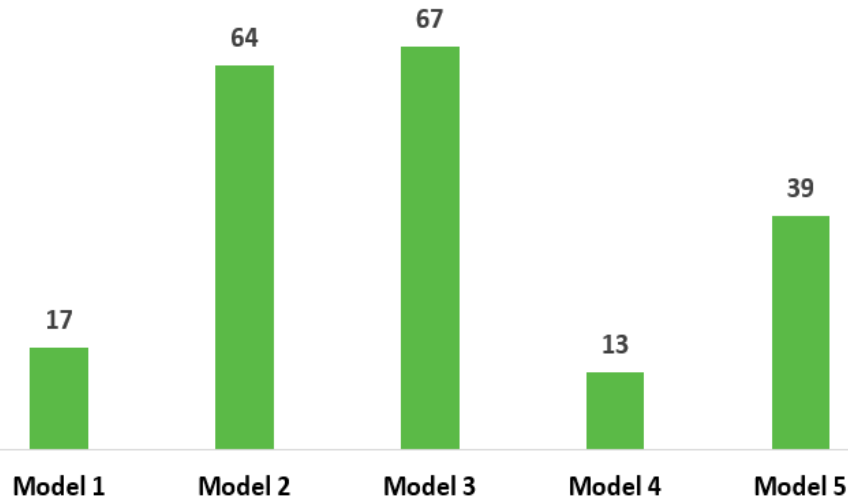
Out of 200 respondents, majority were under Models 2 and 3
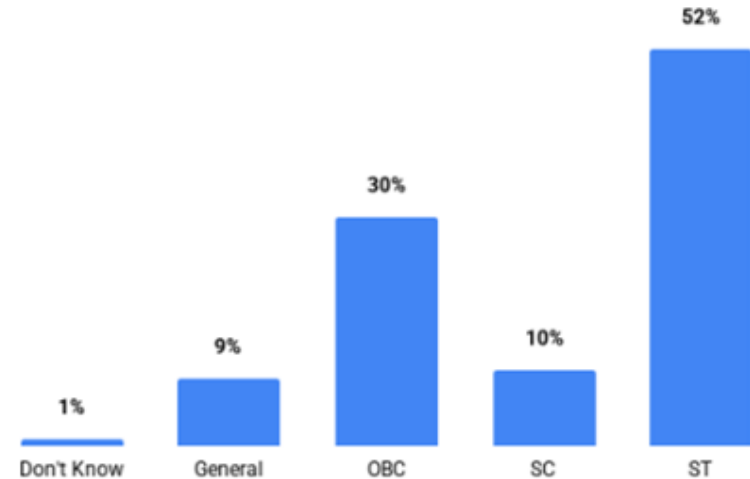
Out of 200 respondents, majority belong to ST category

Project 1 - Demographics

Annual Income Level of the Respondent's family in 2024 (n=200)

- Below INR 30,000 — 5.5%
- INR 30,000 - 50,000 — 14.0%
- INR 50,000 - INR 1 Lakh — 25.0%
- Above 1 Lakh — 55.5%
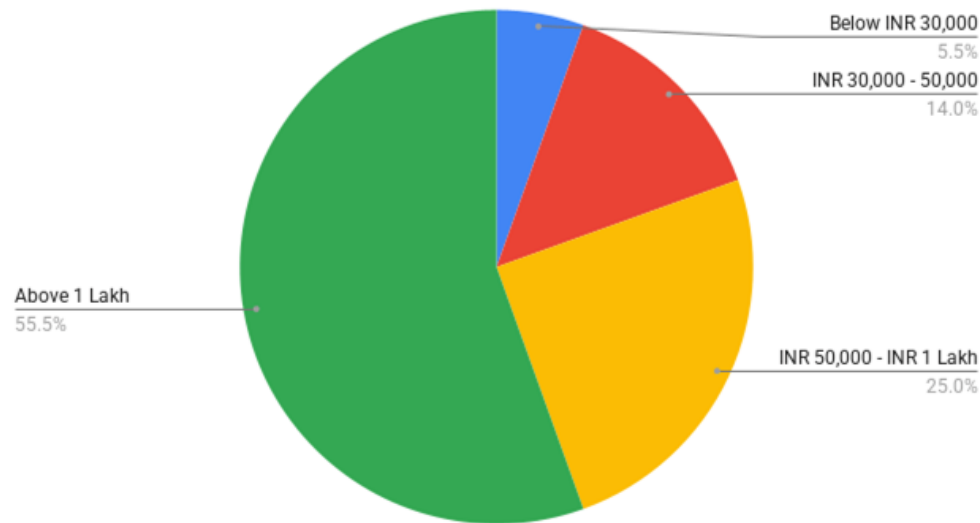
Out of 200 respondents, 56% respondents earn more than INR 1 lakh annual income after the project

Area under cultivation in acres (n=110)*

0 - 0.1	0.11 - 0.6	0.61 - 1.0	1.1 - 2	2 - 4	More than 4 acres
9	10	22	46	21	2
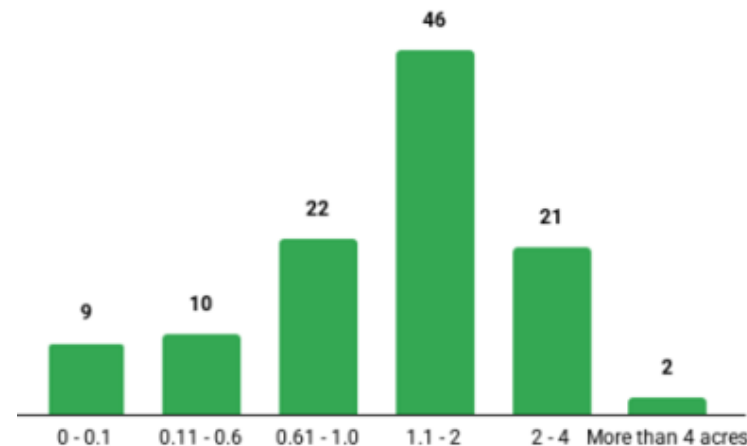
Out of 110 respondents, avg land area under cultivation was 1.53 acres

* n is less than 200 here as remaining responses were not accurate;y remembered / received from respondents

Project 1 - Relevance

Need for Participation in Project (n=200)

All respondents expressed a need to participate in the project. The chart below highlights the reasons cited. **92% mentioned participation was necessary to enhance their income.**

92%	Opportunity to increase income
48%	Opportunity to improve agricultural productivity
49%	Enhance skillset and knowledge
43%	Access to financial support / resources
4%	Influence from peers / community
10%	Other
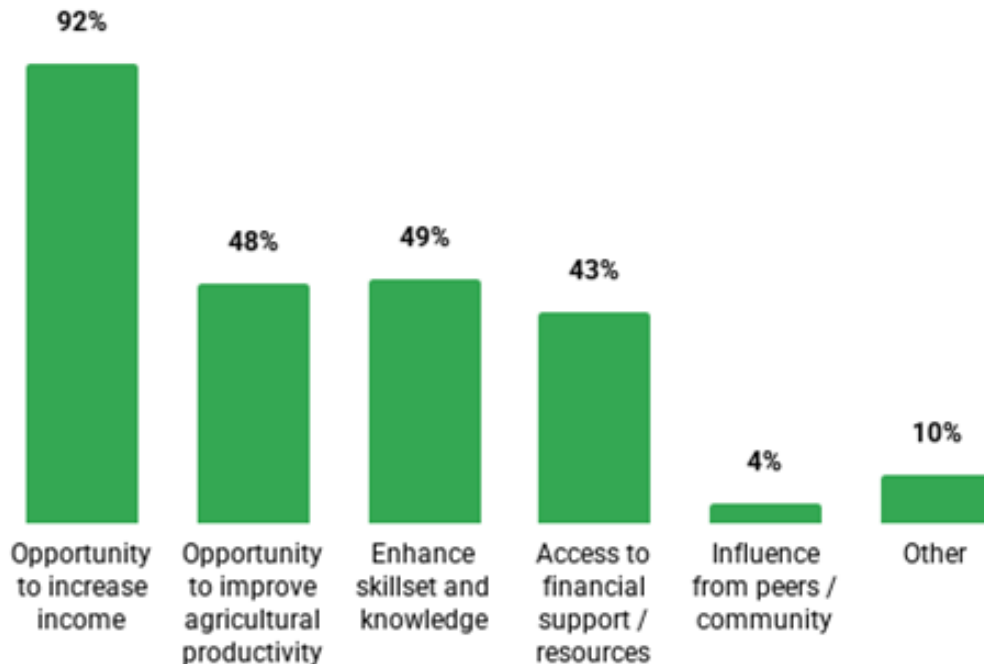
'Other' includes:
- Opportunity to increase livestock assets and specific agri inputs
- Aspiration to start business
- Avoid migration
- Avoid daily-wage labor
- Improve quality of life

Guidance / Training for <u>Irrigation Systems</u> under Model 1 (n=17) and Model 2 (n=60)
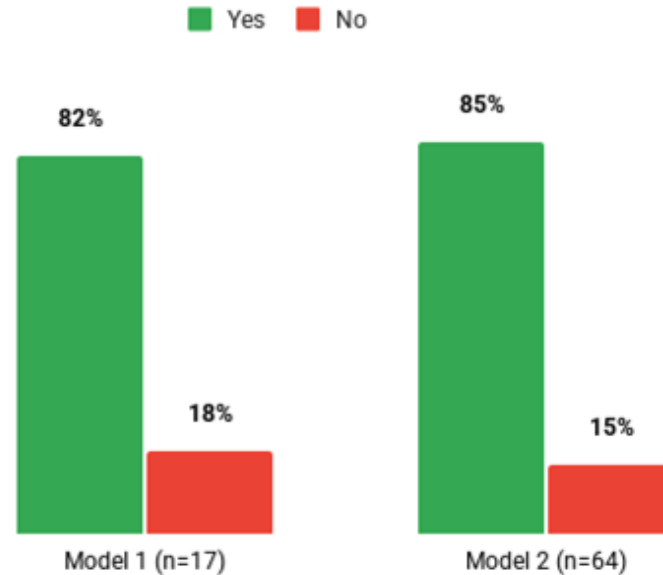
82% respondents under Model 1 and 85% under Model 2 said that they were given guidance / training on maintaining and using the irrigation systems

Project 1 - Effectiveness

Support for <u>Vegetable Cultivation</u> under Model 1 (n=17) and Model 2 (n=64)
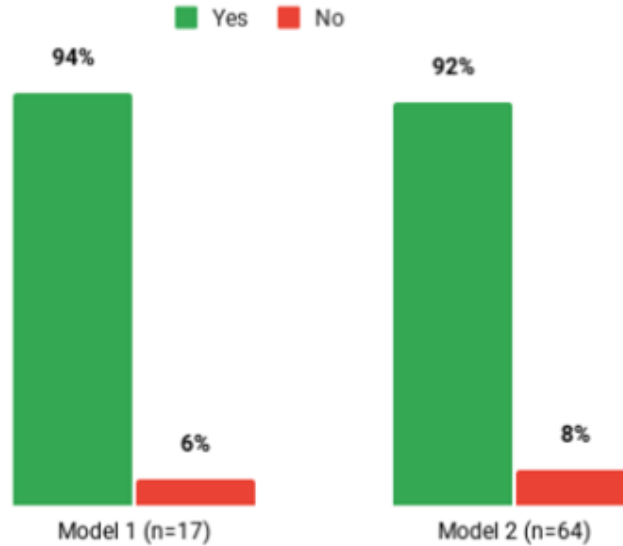
Over 92% of respondents across both models reported receiving support for vegetable cultivation.

Project 1 - Effectiveness

Support for <u>Livestock Management </u>under Models 1, 2, 3 and 5 (n=180)

> **Out of the total beneficiaries under Project 1, 188 respondents belong to Models 1, 2, 3 and 5.**
> **Of this, 180 (96%) respondents said that they have <u>received support</u> for livestock management.**
> **Of the 180 respondents, majority said they received training on Animal Nutrition and Feeding Practices.**
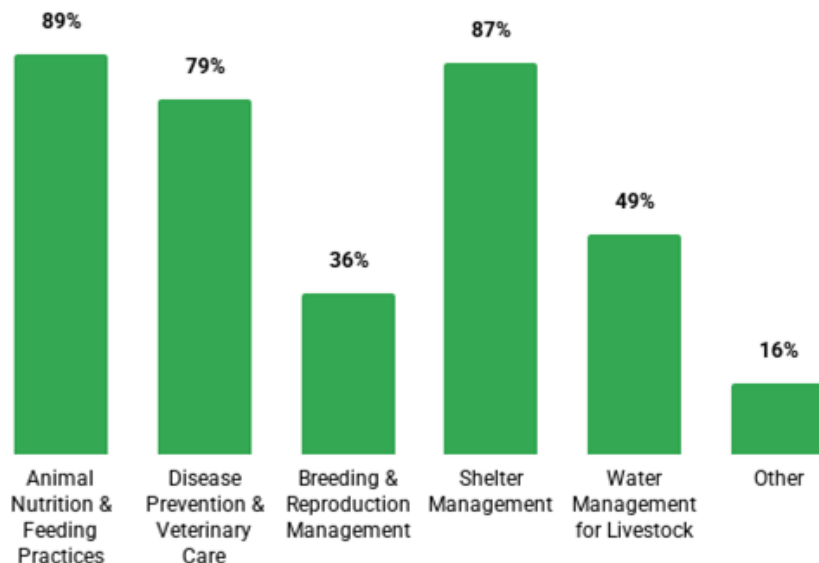
'Other' includes:
- Livestock insurance
- Small items such as cane, water tub, etc
- Do not remember

Support for <u>Skill Development</u> under Model 4 (n=12)

Of the 13 respondents under Model 4, 12 respondents reported receiving skill training through the project. The chart below illustrates the types of skill training received by these 12 respondents.
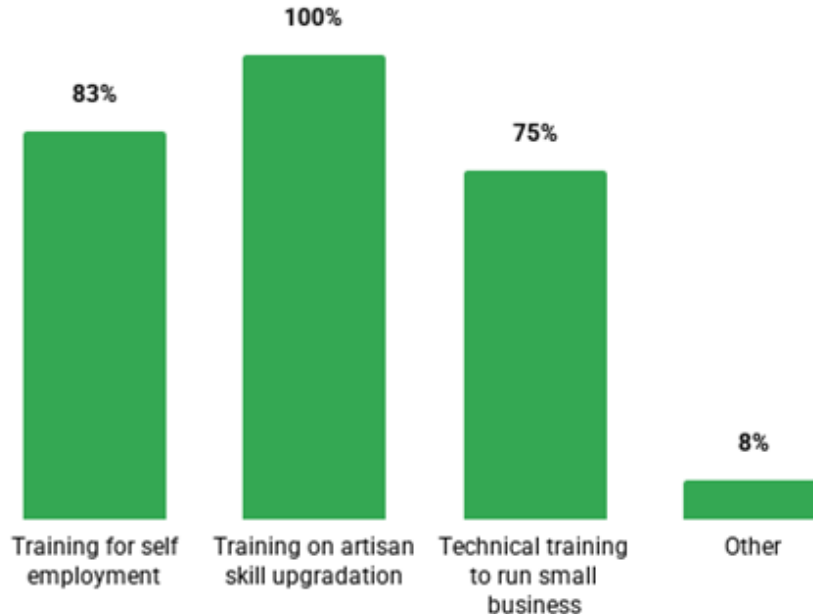
'Other' includes:
Training on specific
artisan skill

Project 1 - Effectiveness

Challenges:
Out of 200 respondents, 93% reported not facing any challenges in Project 1, while 7% did encounter a few. The chart below represents the breakdown of these responses across each model.
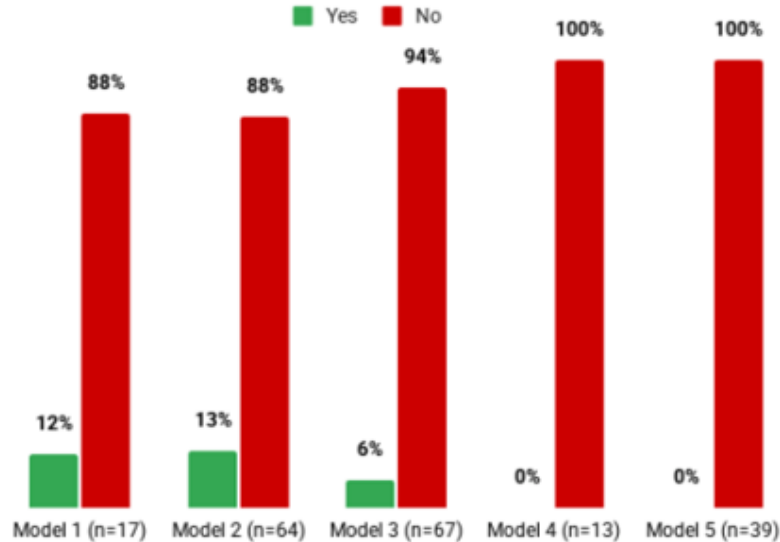
Challenges faced:
- Language barrier
- Loss of livestock / poor livestock health due to lack of access to medicines and doctor
- Difficulty in understanding technical concepts
- Distance of training venue from home
- Hot weather

Out of 200 respondents under Project 1, challenges were faced by recipients of Models 1, 2 and 3 only.

Project 1 - Impact

Model 1
No. of Respondents at each income level (<u>agri Income</u>) <u>before and after</u> the project (n=17)

Legend: ■ Before ■ After

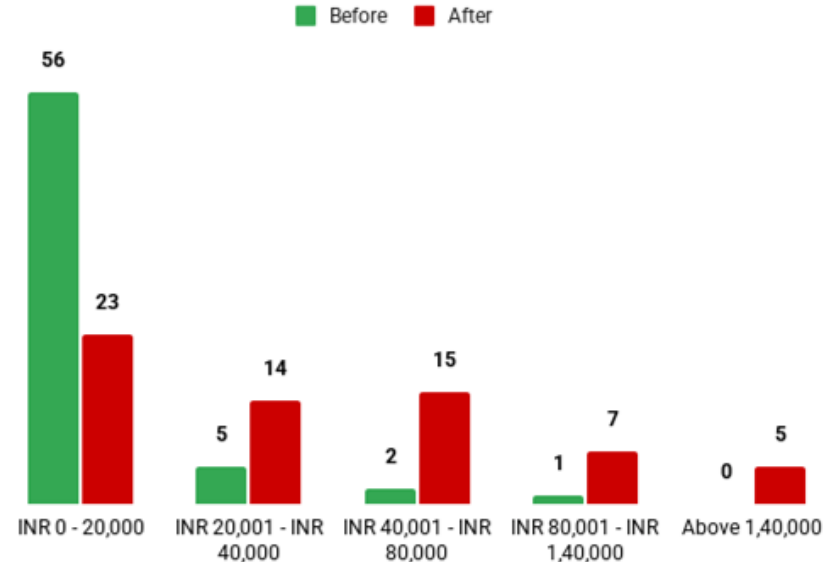| Income level	Before	After
INR 0 - 20,000	9	1
INR 20,001 - INR 40,000	8	2
INR 40,001 - INR 80,000	0	5
INR 80,001 - INR 1,40,000	0	8
Above 1,40,000	0	1
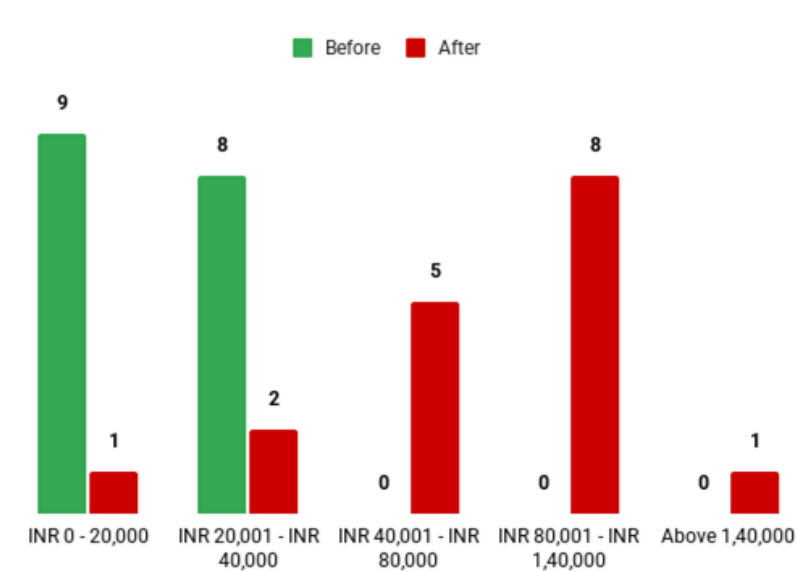
Avg annual income before: INR 23,058

Avg annual income after: INR 80,000

Change in avg annual income: INR 56,942

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Model 1
No. of Respondents at each income level (<u>vegetable cultivation</u>) <u>before and after</u> the project (n=17)
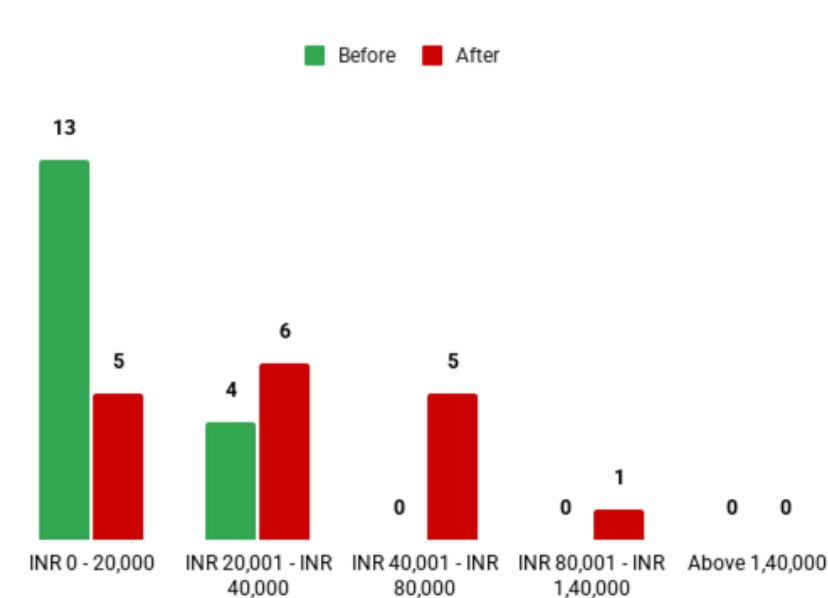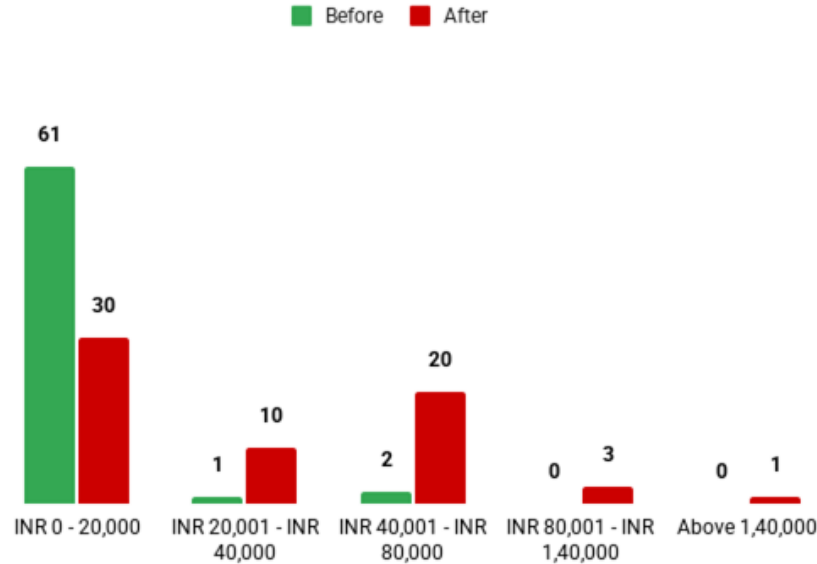

Avg annual income before: INR 8,823

Avg annual income after: INR 39,235

Change in avg annual income: INR 30,412

Project 1 - Impact

Model 1
No. of Respondents at each income level (<u>poultry farming</u>) <u>before and after</u> the project (n=17)
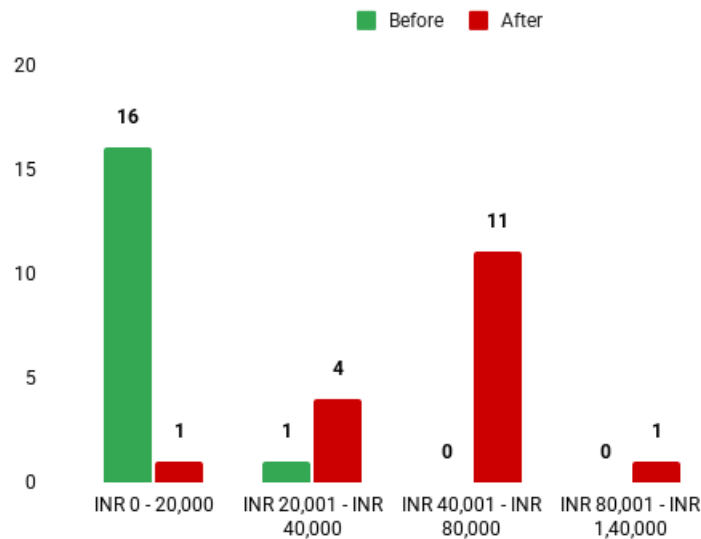
Avg annual income before: INR 3,000

Avg annual income after: INR 49,411

Change in avg annual income: INR 46,411

Project 1 - Impact

Avg increase in income in <u>overall Model 1</u> from all interventions (n=17)

Legend: ■ Before ■ After

	Model 1 Agri	Model 1 Vegetable Cultivation	Model 1 Poultry	Average Increase in Model 1
Before	23,058	8,823	3,000	11,627
After	80,000	39,235	49,411	56,215
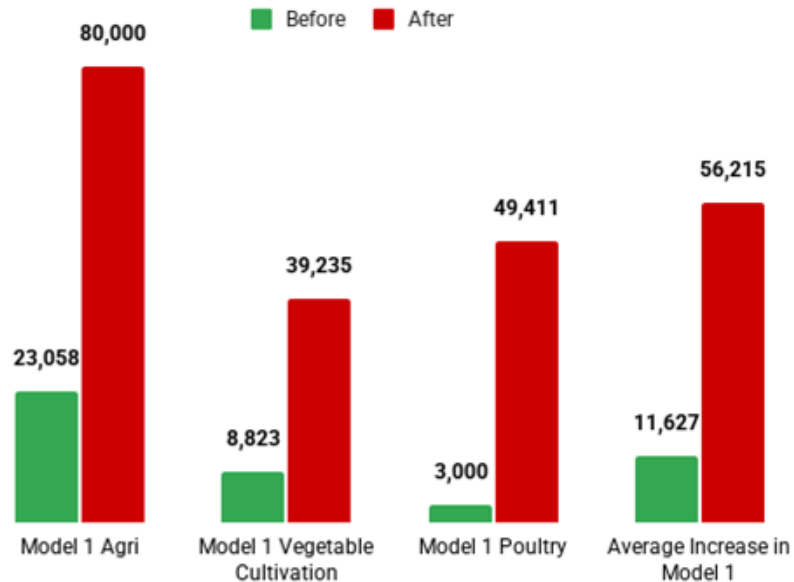
Avg annual income before: INR 11,627

Avg annual income after: INR 56,215

Change in avg annual income: INR 44,588

Model 2
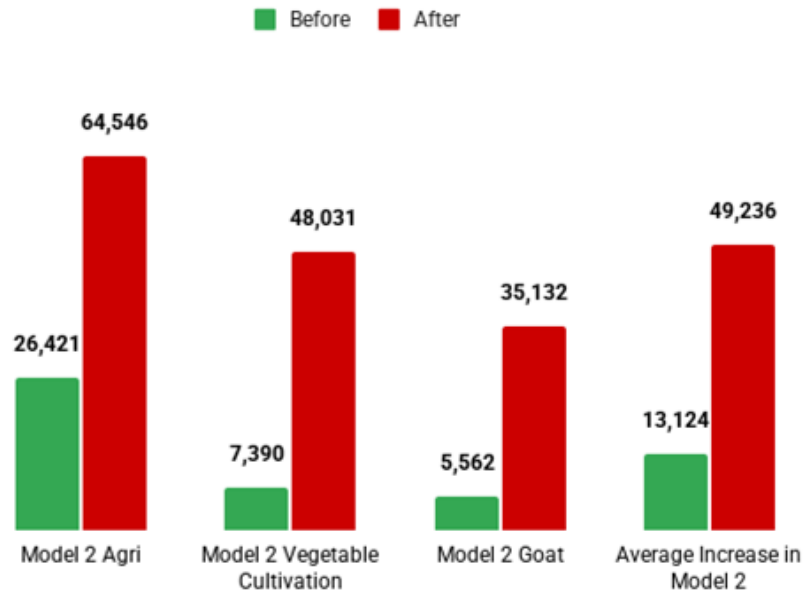**No. of Respondents at each income level (<u>agri Income</u>) <u>before and after</u> the project (n=64)**
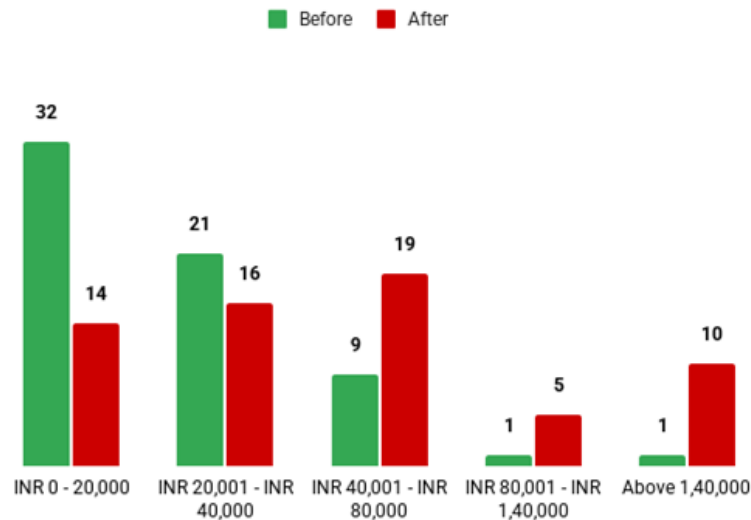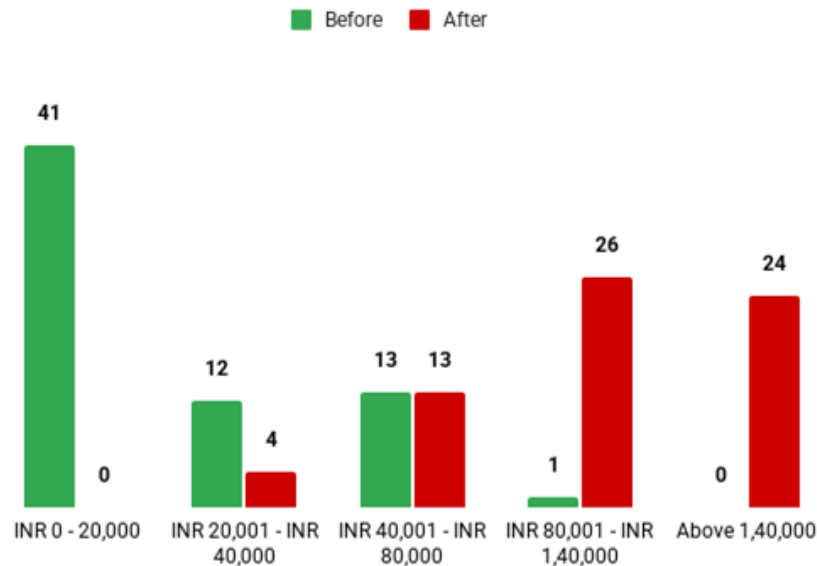

Avg annual income before: INR 26,421

Avg annual income after: INR 64,546

Change in avg annual income: **INR 38,125**

Model 2
No. of Respondents at each income level (<u>vegetable cultivation</u>) <u>before and after</u> the project (n=64)

Avg annual income before: INR 7,390

Avg annual income after: INR 48,031

Change in avg annual income: **INR 40,641**

Model 2
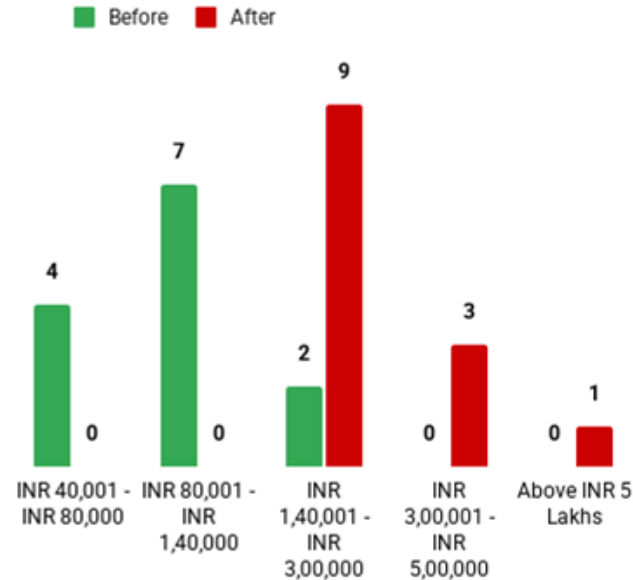**No. of Respondents at each income level (<u>goat farming</u>) <u>before and after</u> the project (n=64)**

Avg annual income before: INR 5,562

Avg annual income after: INR 35,132

Change in avg annual income: **INR 29,570**

Project 1 - Impact

Avg increase in income in <u>overall Model 2</u> from all interventions (n=64)

Legend: ■ Before ■ After

	Before	After
Model 2 Agri	26,421	64,546
Model 2 Vegetable Cultivation	7,390	48,031
Model 2 Goat	5,562	35,132
Average Increase in Model 2	13,124	49,236

Avg annual income before: INR 13,124

Avg annual income after: INR 49,236

Change in avg annual income: INR 36,112

Project 1 - Impact

Model 3
No. of Respondents at each income level (<u>cattle rearing</u>) <u>before and after</u> the project (n=67)

Legend: ■ Before ■ After

Income level	Before	After
INR 0 - 20,000	41	0
INR 20,001 - INR 40,000	12	4
INR 40,001 - INR 80,000	13	13
INR 80,001 - INR 1,40,000	1	26
Above 1,40,000	0	24

Avg annual income before: INR 19,119

Avg annual income after: INR 1,23,104

Change in avg annual income: INR 1,03,985

42

Project 1 - Impact

Model 4
No. of Respondents at each income level (<u>skilling / enterprise development</u>) <u>before and after</u> the project (n=13)

Avg annual income before: INR 1,13,769

Avg annual income after: INR 3,04,230

Change in avg annual income: **INR 1,90,461**

Model 5
No. of Respondents at each income level (goat / poultry farming) before and after the project (n=39)
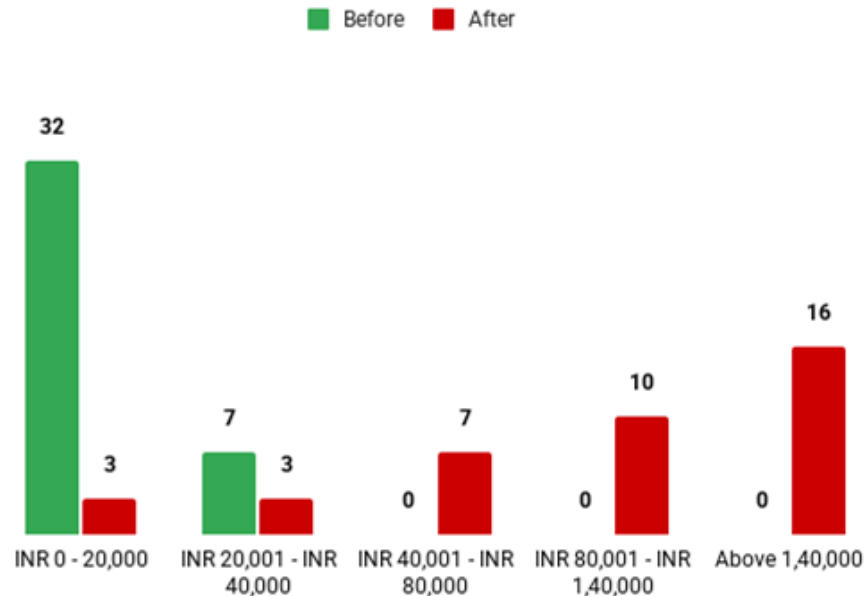
Avg annual income before: INR 6,128

Avg annual income after: INR 1,12,333

Change in avg annual income: INR 1,06,205

Project 1 - Impact

Change in Asset Value (land under irrigation) under Models 1 and 2

Land under Irrigation	Before the project	After the project	Change
Model 1 (n= 17)*	Avg value = 0.29 acres	Avg value = 1.4 acres	1.11 acres
Model 2 (n=43)*	Avg value = 0.58 acres	Avg value = 1.04 acres	0.46 acres

Under both Models 1 and 2, land under irrigation has increased after the project.

* n is 17 for Model 1 and 43 for Model 2, as remaining responses were not remembered / received.

Project 1 - Impact

Change in Asset Value <u>(land under vegetable cultivation)</u> under Models 1 and 2

Land under Vegetable Cultivation	Before the project	After the project	Change
Model 1 (n= 17)*	Avg value = 0.18 acre	Avg value = 0.67 acre	0.49 acres
Model 2 (n=43)*	Avg value = 0.13 acre	Avg value = 0.53 acre	0.40 acres

Under both Models 1 and 2, land under vegetable cultivation has increased after the project.

* n is 17 for Model 1 and 43 for Model 2, as remaining responses were not remembered / received.

Project 1 - Impact

Change in Asset Value <u>(cattle rearing)</u> under Model 3 (n=67)

94% respondents under Model 3 reported that their **livestock value has increased after the project**

97% respondents under Model 3 reported that their **milk production has increased in 2024 compared to previous years**

Project 1 - Impact

Access to buyers or markets for dairy products under <u>Model 3</u> (n=67)

No
10.0%

Yes
90.0%
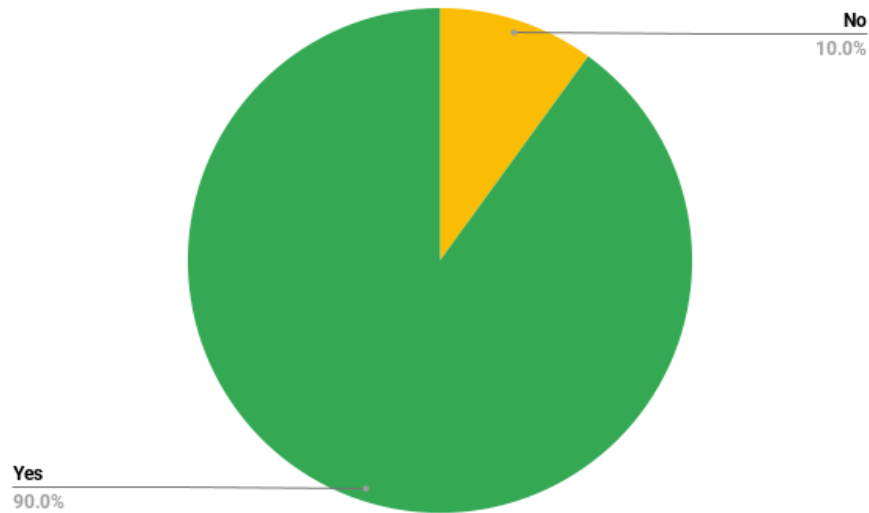
Access to markets or customers for farm / non-farm goods under <u>Model 4</u> (n=13)

No
8.0%

Yes
92.0%
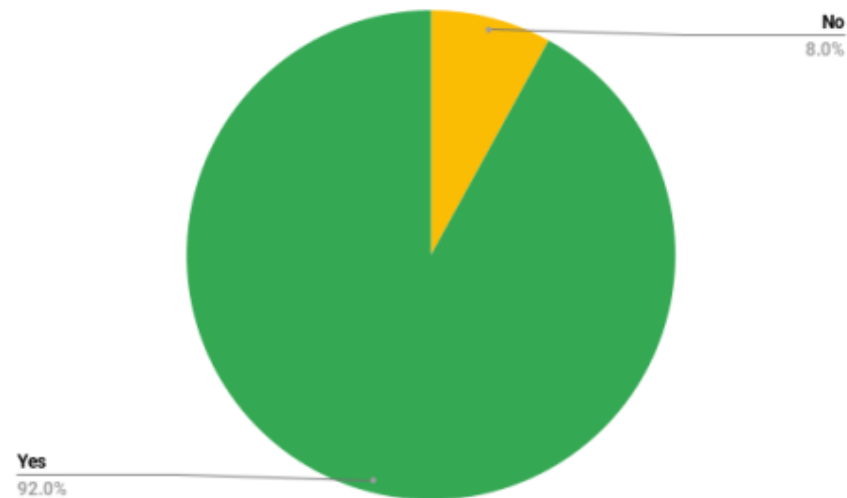
Under both Models 3 and 4, over 90% respondents have reported access to markets / buyers for dairy products and non-farm goods.

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Project 1 - Sustainability

Proportion of respondents still using / not using the support provided by Lupin

100% respondents under Models 1, 3, 4 and 5 are **still using the support / training** provided under the project (such as irrigation system, new skills gained, livestock acquired etc).

6% (4 respondents) under Model 2 are **not using the support / training** due to lack of resources / finances, dysfunctional equipment, and loss of livestock or livestock health issues.

Respondents associating with Community Institutions

Out of 200 respondents, 64% reported not being affiliated with any community institution.

Project 1 - Sustainability
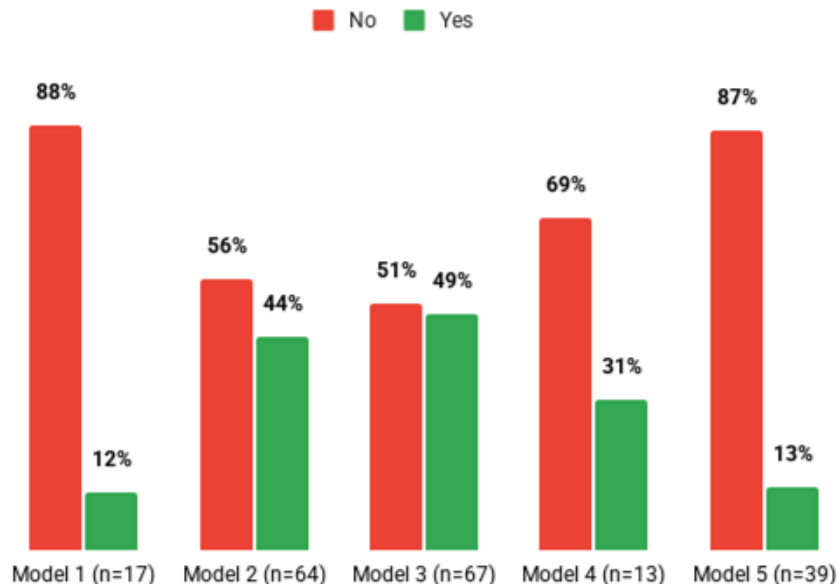
Reinvestment of earnings from the project into improving or expanding business activities (n=200)

Out of 200 respondents, **74%** reported that they reinvested earnings from the project into improving or expanding their business activities. The chart below represents the breakdown of these responses across each model.

Project 1 - Migration
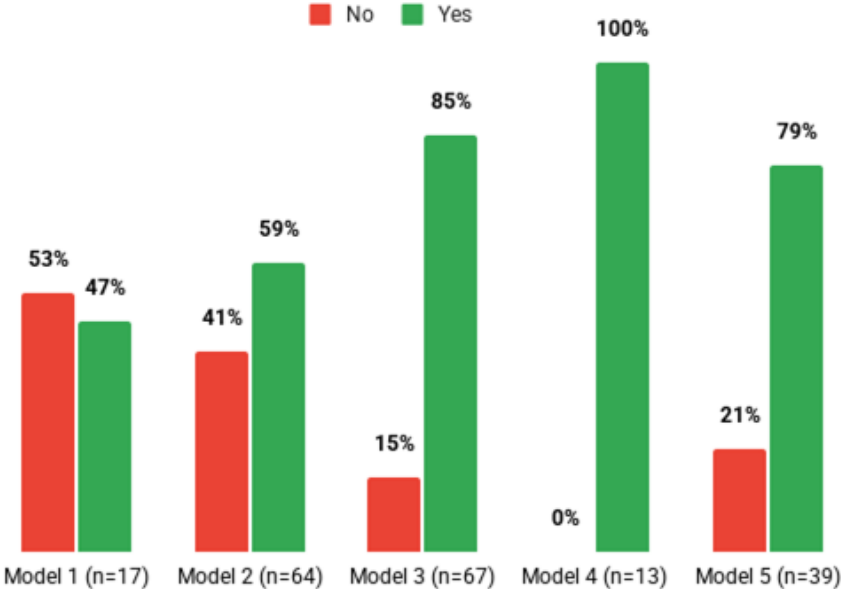
Migration before the project and in the last 2 years

Out of 200 respondents, **15%** reported that at least 1 member in the family migrated due to work, before the project.

Out of 200 respondents, **13%** reported that at least 1 member in the family migrated due to work in the last 2 years.

After the project, of those who reported migrating (n=26):
- 18 reported no change in migration patterns after the project
- 3 reported that migration has reduced after the project
- 5 reported that migration has stopped after the project

Project 1 - Ratings

Almost **97%** of the respondents are familiar with Lupin Ltd / LHWRF

Out of 200 respondents, **more than 50%** of the respondents claim that there is an improvement in their livelihood after the project.

Bar chart:
- No improvement: 2%
- Minimal improvement: 3%
- Moderate improvement: 18%
- Significant improvement: 36%
- Transformational improvement: 43%
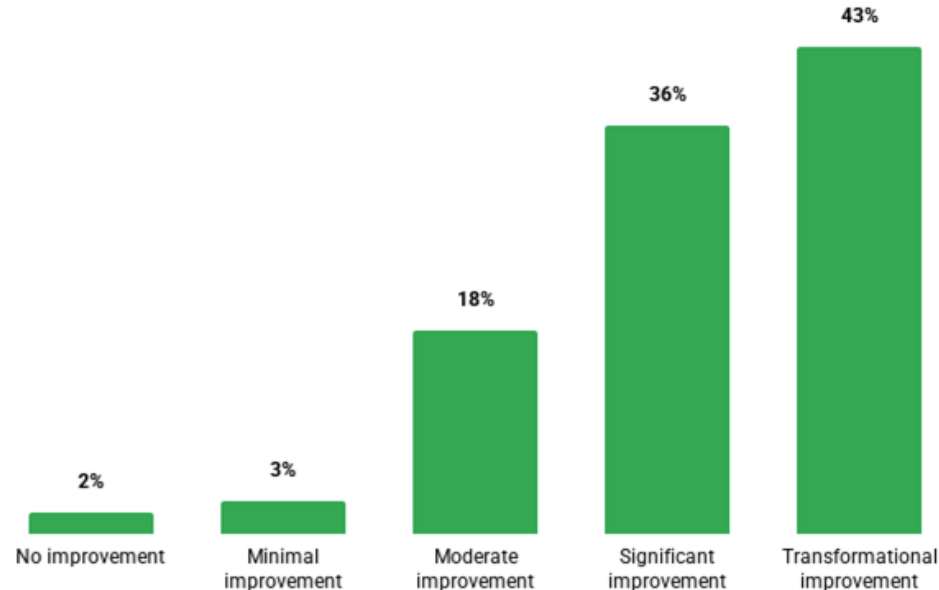
**Analysis of Project 2:
Support of Livelihood Alternatives for Disadvantaged Families**

As per data reported by respondents

Project 2 - Demographics

No. of Respondents (District and Model wise)

District	Goat Support	Poultry Support
Dhule	41	40

Category of Respondents (n=81)

- General 3.7%
- OBC 18.5%
- ST 53.1%
- SC 24.6%
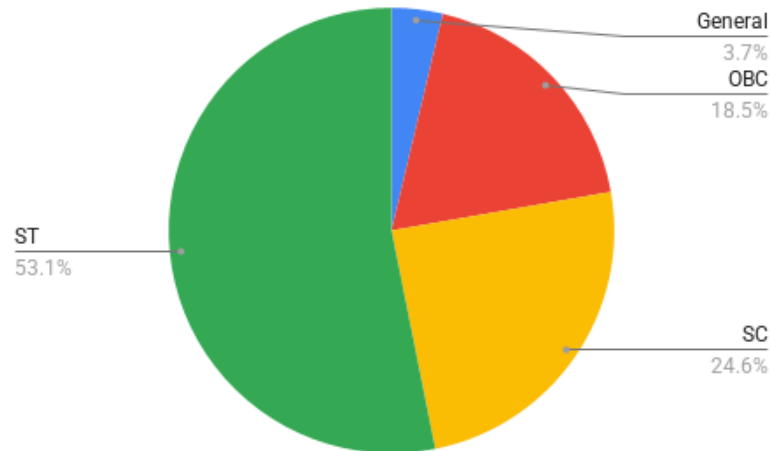
Annual Income Level of the Respondent's family in 2024 after the project (n=81)

Goat   Poultry

- Below INR 30,000: Goat 16, Poultry 13
- INR 30,000 - INR 50,000: Goat 12, Poultry 11
- INR 50,000 - INR 1 Lakh: Goat 9, Poultry 11
- Above INR 1 Lakh: Goat 4, Poultry 5

Goat (n=41)   Poultry (n=40)

Project 2 - Relevance
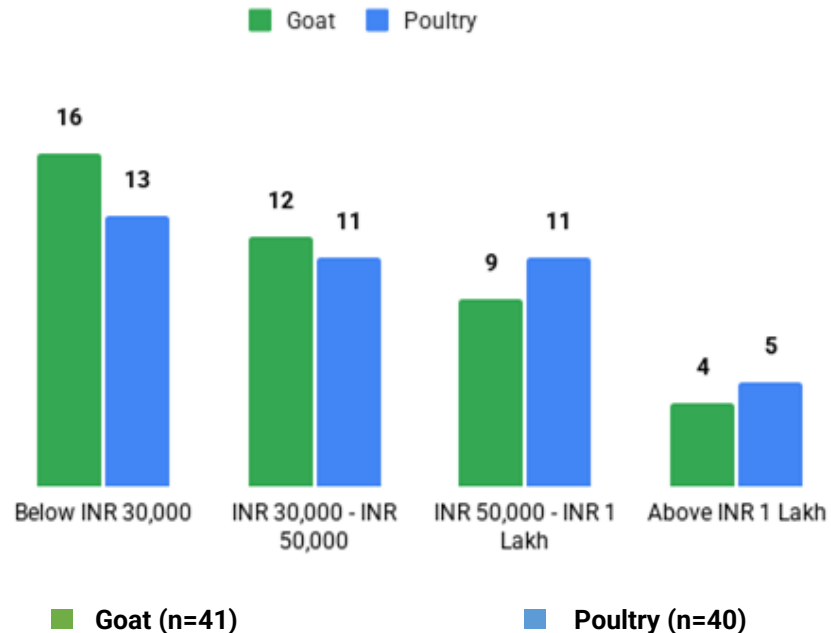
Need for participation in the project (n=81)

Out of 81 respondents, 79 (**98%**) felt the need to participate in the project. **The following are the reasons mentioned:**
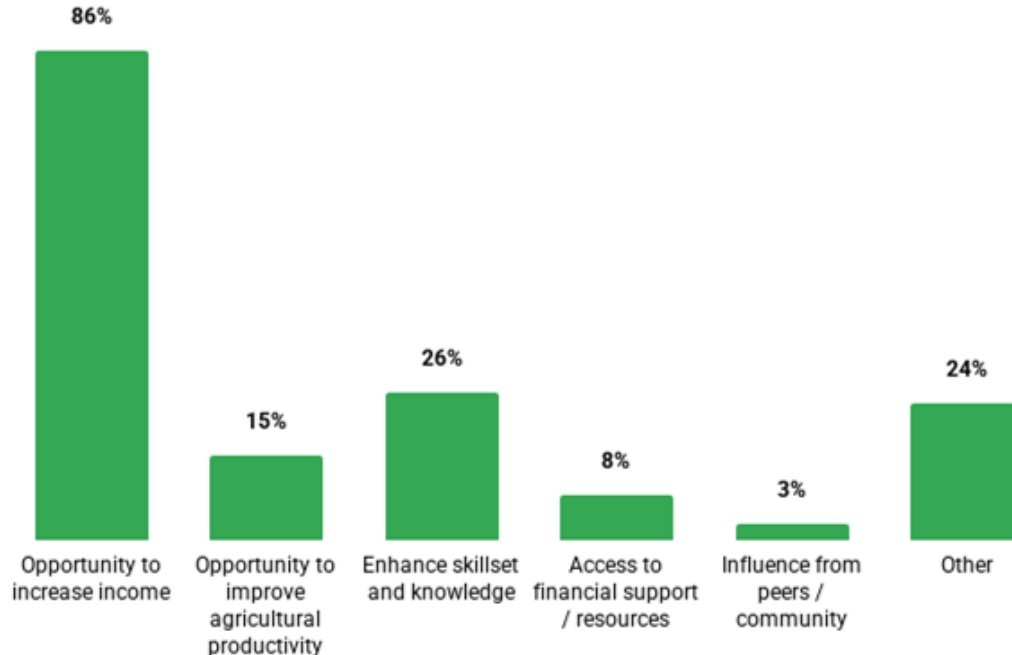
'Other' includes:
- Opportunity to increase livestock assets
- Aspiration to start business
- Avoid migration
- Avoid daily-wage labor
- Improve quality of life

Project 2 - Effectiveness

Training on Livestock Management (n=81)

Out of 81 participants, 62 (**76%**) reported receiving training on livestock management and highlighted the topics covered during the sessions.
Only 11% of respondents mentioned facing challenges during the training, with the primary issue being language barrier.
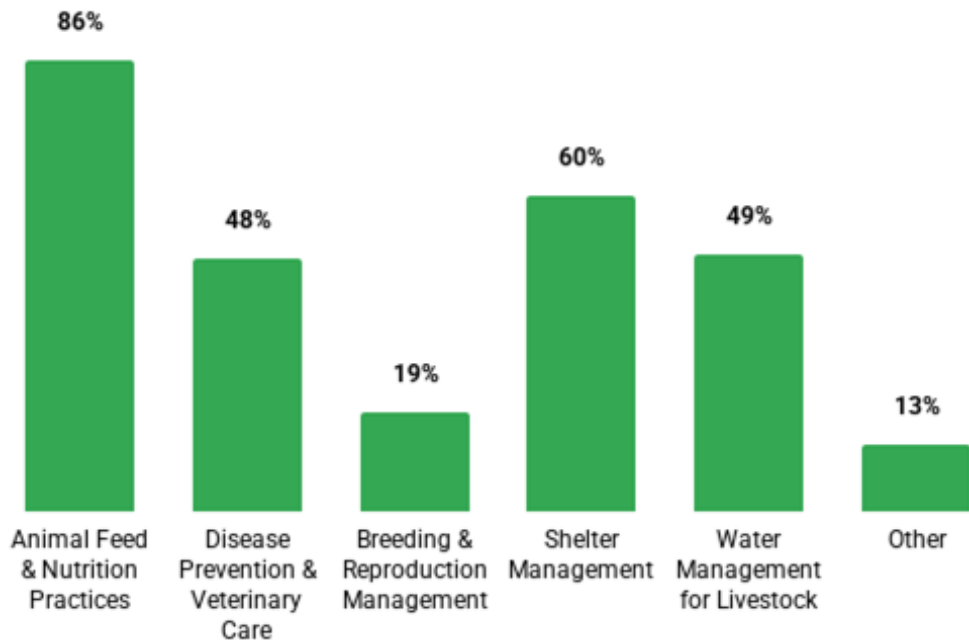
'Other' includes:
- Don't remember or don't know as they did not attend the training / someone else attended the training on their behalf

Project 2 - Effectiveness

Access to markets / buyers (n=81)

Out of 81 participants, **50%** reported that they were able to access markets / buyers for livestock products in 2024 compared to previous years.

The chart below represents the breakdown of these responses across each type of support under this project. Data indicates that Goat Support farmers were slightly more successful in accessing markets.
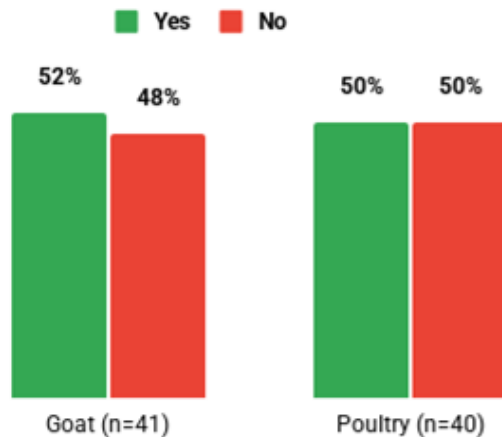
Insurance Availability (n=81)
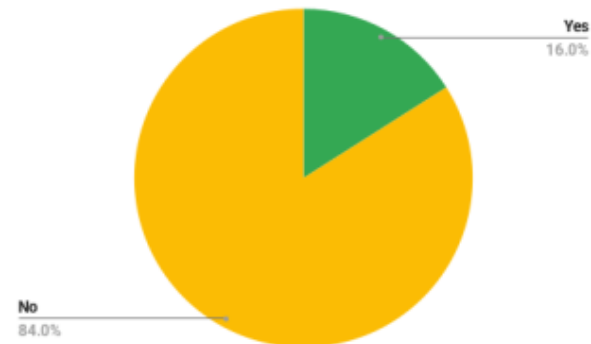
Out of all respondents, it was reported that only 16% have insurance for their livestock. However, insurance under this project was not part of the services provided to beneficiaries by Lupin.

Project 2 - Impact

Annual Income from Sale of Animal Products

Only 43 respondents out of 81 had goat / poultry before joining the project.

	Income from selling animal products **before** the project (n=43)	Income from selling of animal products **after** the project (n=81)	Income from selling animal products after the project for the respondents who already owned livestock before the project (n=43)
Average Income	INR 12,105	INR 26,673 ⬆	INR 27,743 ⬆

Of the total 81 respondents, avg annual income for 43 respondents who already owned goat / poultry was INR 12,105 before the project, which increased to INR 27,743 after the project.

**Change in Asset after the project (n=81)**

Out of the 81 respondents, **71%** reported an **increase in their herd size** following their participation in the project.

This growth was especially notable among those who received support for goat rearing (n=41), with **90%** of them stating that their herd size had increased. In contrast, among respondents who received support for poultry (n=40), only **50%** experienced an increase in their flock size.

These variations suggest that the impact of the project on herd size may differ depending on the type of livestock support provided.

Project 2 - Sustainability

Proportion of respondents still using / not using the support provided

Out of total respondents (n=81), **74%** of respondents are still actively using the support / training provided under the project. The chart below gives the split between Goat and Poultry Support.
Data indicates that Goat Support farmers have been more successful in continuing to use the support / training provided to them.

Legend: ■ Yes ■ No

Goat (n=41): 90% Yes, 10% No
Poultry (n=40): 58% Yes, 43% No

# Project 2 - Sustainability
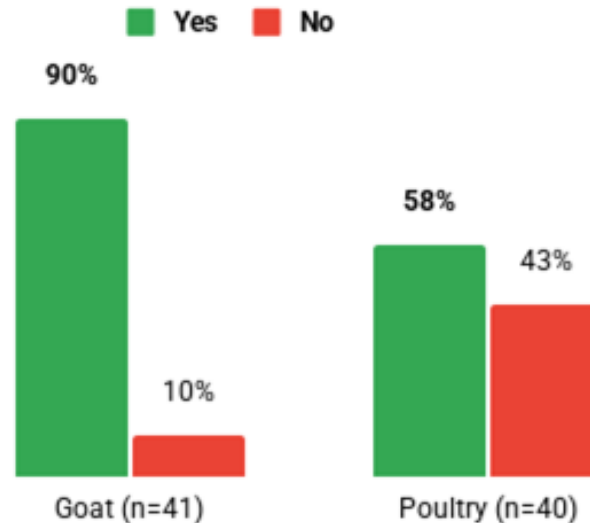
Challenges Faced

Out of 81 respondents, approximately **27%** reported facing challenges related to livestock management even after the project. However, **72%** of those who faced challenges have been <u>able</u> to address them.
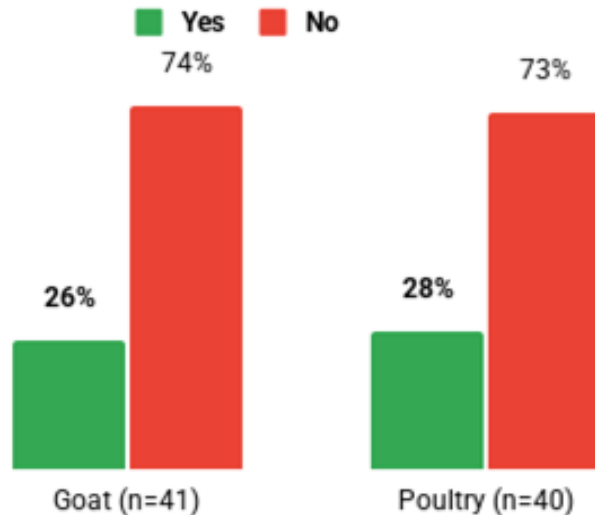
Among those who reported facing challenges (n=22), only **2** respondents under Goat Support and **4** under Poultry Support mentioned that they were <u>**unable**</u> **to resolve these challenges on their own.**

Project 2 - Sustainability

Future Prospects

Out of 81 respondents, 28% respondents mentioned that follow-up support was required after the completion of the project.
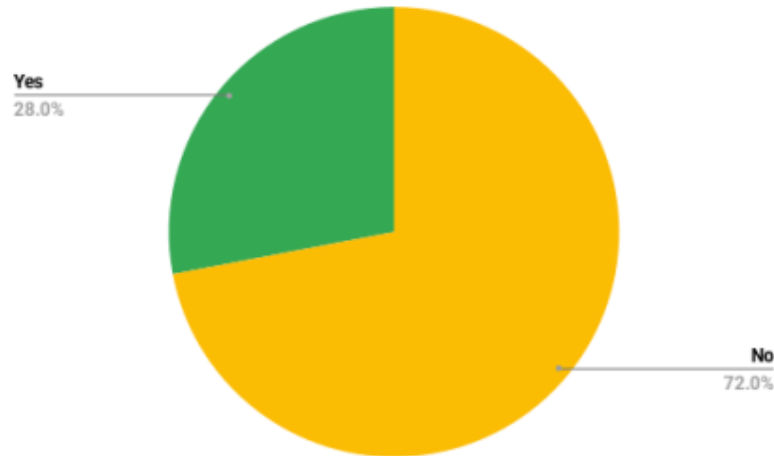
Out of 81 respondents, over 87% of respondents expressed interest in expanding their livestock-based business activities in the coming year.

However, nearly 20% of those who received <u>Poultry Support</u> indicated that they do not plan to grow their business in the next year.

Yes
28.0%

No
72.0%

Yes ■ No ■

95%

80%

5%

20%

Goat (n=41)

Poultry (n=40)

Project 2 - Migration
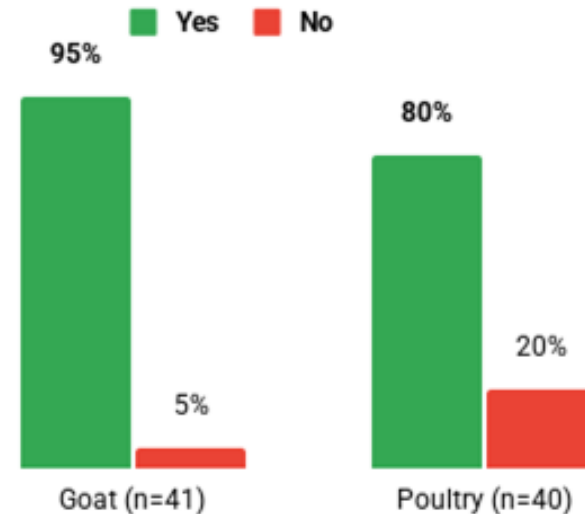
Migration before the project and in last 2 years

Out of 81 respondents, only **16%** of respondents mentioned that at least 1 member of the family had migrated before the project and in the last 2 years.

Migration after the project

Among those who experienced migration in the past two years, majority reported no significant change in migration patterns after the project (as shown in the chart below).

However there are multiple factors that may influence migration patterns.

8%	62%	15%	15%
Migration has increased	No change in migration	Migration has reduced	Migration has stopped
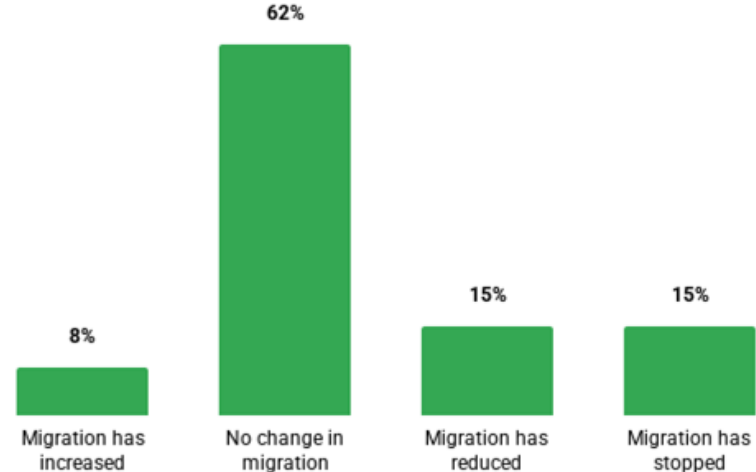
Project 2 - Ratings

Almost **70%** of the respondents are familiar with Lupin Ltd / LHWRF

Out of 81 respondents, **more than 87%** of the respondents claim that there is an improvement (moderate/ significant / transformational) in their livelihood after the project.
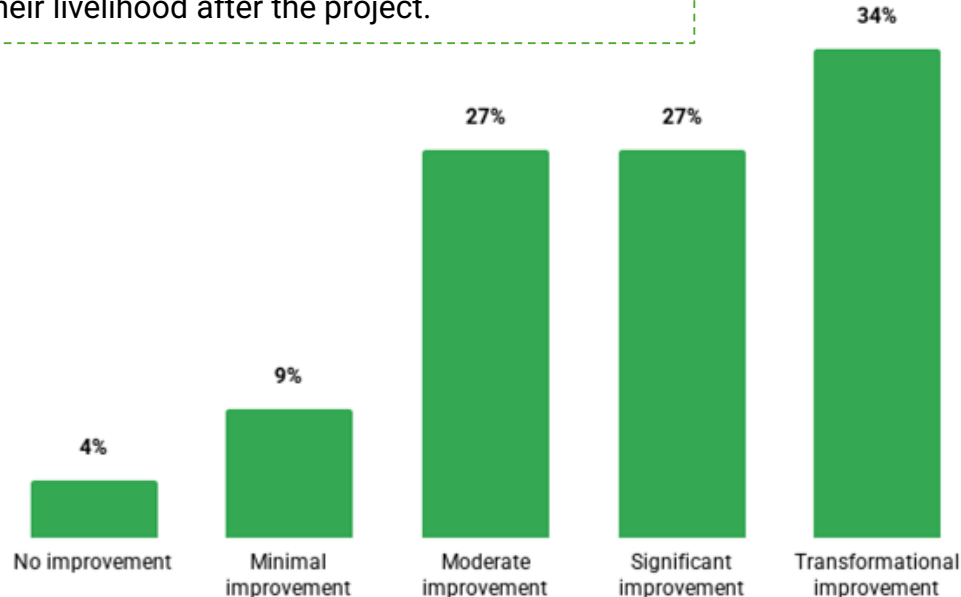
Observations and Recommendations

Field Observations: Feedback from beneficiaries during data collection

"Even when there are no crops in the field, we don't worry about daily expenses due to poultry farming. I have made a profit of approximately 25,000 to 30,000 from each batch of poultry. The chickens have been vaccinated, which has protected them from various diseases."

Sairam Gulab Bagul, Machmal (Dhule)

"Earlier we had to buy milk from outside but now we get so much milk from goats that it takes care of the household expenses."

Hariom, Roopwas (Bharatpur)

"Earlier, whatever crops and vegetables we produced, we had to sell them in the local market at the block level, but now we have started sending them to places like Jaipur and are getting good rates."

Babli Ram Meena, Ramsinghpura (Alwar)

"I needed this project because earlier I used to work for others. But after joining Lupin Foundation, I am running my own business and now I have employed two people."

Rajesh Kumar Sharma, Pahari (Bharatpur)

"There has been an increase in production because earlier we had only one buffalo, now we have three buffaloes."

Ratan Lal, Talab (Alwar)

"I can support myself with poultry farming now without Lupin."

Anjanabai Bhurmal Patel, Ballore (Dhule)

Recommendations: Way Forward

Strengths

Relevance and Impact

- ❖ Strong on-ground presence and focus on social inclusion
- ❖ In-depth engagement of Lupin field team with local communities and proactiveness in resolving issues
- ❖ Positive association of community with Lupin brand
- ❖ Strong focus on training and capacity building with robust follow-up mechanism and course correction
- ❖ Knowledge capital within the team with technical and subject-matter experts at each level for advisory and knowledge sharing
- ❖ Significant improvements in awareness, technical knowledge, access to resources, income levels and asset holdings of beneficiaries across all projects, indicating high impact of initiatives

Recommendations

Relevance, Effectiveness and Sustainability

- ❖ Design-stage documentation such as Theory of Change (ToC), MEL framework, risks and mitigation strategy and exit strategy - recommend to document project KPIs, outputs and outcomes on a centralised dashboard, with regular reporting mechanism to identify levers for change
- ❖ To further enhance project design, recommend end-to-end monitoring of baseline process to ensure accurate and comprehensive data is collected pre-project; design tools and indicators that can be replicated post-project for comparative analysis
- ❖ To enhance sustainability of initiatives, recommend linking beneficiaries to existing or new community institutions (FPOs, VDCs, SHGs) across all projects for collectivisation of input costs and asset maintenance / ownership
- ❖ Scope to enable peer to peer learning and uptake of best practices amongst non-Lupin farmers

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