

<p><b>STANDARD SECTOR INDICATOR CODE:</b> AG-029 FTF  (FTF Code: 4.5.2-37)</p>	<p><b>Business Development Services:</b> Number of MSMEs, including farmers, receiving business development services from Peace Corps. (AG-029 FTF)</p>	
<p><b>AGRICULTURE SECTOR</b></p>	<p><b>Sector Schematic Alignment</b> <i>Note: This indicator belongs to the “Markets” Project Area and “Business Development Services” Project Activities/Training Package (PA/TP) within the AG Sector but is borrowed by the following Project Activities/Training Packages within the ENV Sector.</i></p> <p><b><u>AG Sector (“Home” of the SSI)</u></b> <b>PA/TP:</b> Business Development Services</p> <p><b><u>ENV Sector</u></b> <b>PA/TP:</b> Business Development Services</p>	
<p><b>Type:</b> Output</p>	<p><b>Unit of Measure:</b> MSMEs (includes farmers)</p>	<p><b>Disaggregation:</b></p> <p><b>MSME Type:</b> Agricultural producer, Input supplier, Trader, Output processors, Non-agriculture, Other</p> <p><b>Sex of MSME owner/producer*:</b> Male, Female, Joint, n/a</p> <p><b>Size of MSME:</b> Micro, Small, Medium, as defined below.</p> <p><i>*Most enterprises are likely to be small and even single proprietorships, in which case the sex of the proprietor should be used for disaggregation. For larger enterprises, the sex of the majority of the ownership should be used. When the ownership cannot be ascertained, the sex of the majority of the senior management should be used. If the senior management of the MSME cannot be ascertained, than n/a (not available should be used).</i></p>
<p><b>Definitions:</b></p> <p><b>Peace Corps assistance/training may include but is not limited to:</b> financial aid, workshops, demonstrations, lessons, service delivery, or activities conducted by any agency or organization of the U.S. government or any contractor working at the direction of the U.S. government. These activities typically are conducted to provide participants with knowledge and/or skills, technical assistance, learning opportunities, services or expand coverage for services, etc.</p> <p><b>Size of enterprise</b>—based on number of full time-equivalent (FTE) employees during the previous month. Enterprise classifications are:</p> <ul style="list-style-type: none"> <li>– Micro (1-10 employees)</li> <li>– Small (11-50 employees)</li> <li>– Medium (51-100 employees)</li> </ul> <p>MSMEs include producers, such as farmers, ranchers, fishers, etc. Producers should be classified as micro, small or medium enterprise based on the number of FTE employees hired (permanent or seasonal) during the previous 12</p>		

months. If a producer does not hire any permanent or seasonal labor, the producer should be considered a micro-enterprise.

**Development services** may include among other things, business planning, procurement, technical support in production techniques, quality control and marketing, micro-enterprise loans, etc. .

**Clients** may be involved in agricultural production, agro-processing, community forestry, fisheries, input suppliers, or other small businesses receiving USG assistance.

**Enterprise focused-service include but are not limited to:**

- **Market Access:** These services identify/establish new markets for small enterprise (SE) products; facilitate the creation of links between all the actors in a given market and enable buyers to expand their outreach to, and purchases from, SEs; and, enable SEs to develop new products and produce them to buyer specifications.
- **Input Supply:** These services help SEs improve their access to raw materials and production inputs; facilitate the creation of links between SEs and suppliers; and, enable the suppliers to both expand their outreach to SEs and develop their capacity to offer better, less expensive inputs.
- **Technology and Product Development:** These services research and identify new technologies for SEs; look at the capacity of local resource people to produce, market and service those technologies on a sustainable basis; and, develop new and improved SE products that respond to market demand.
- **Training and Technical Assistance:** These services develop the capacity of enterprises to better plan and manage their operations and improve their technical expertise; develop sustainable training and technical assistance products that SEs are willing to pay for; and, they foster links between service providers and enterprises.
- **Finance:** These services help SEs identify and access funds through formal and alternative channels that include supplier or buyer credits, equity financing, venture capital, credit unions, banks, etc. These services also assist buyers in establishing links with commercial banks (letters of credit, etc.), helping them finance SE production directly.
- **Infrastructure:** These services establish sustainable infrastructure (refrigeration, storage, processing facilities, transport systems, loading equipment, communication centers, and improved roads and market places) that enables SEs to increase sales and income.
- **Policy/Advocacy:** These services carry out subsector analyses and research to identify policy constraints and opportunities for SEs; to facilitate the organization of coalitions, trade organizations, associations of business people, donors, government officials, academics, etc. to effect policies that promote the interests of SEs

In the case that an individual MSME participates in multiple USG supported trainings or activities, the MSME should only be counted as ONE MSME enterprise. The Volunteer should only count distinct and different MSMEs receiving training within the fiscal year period.

**Fiscal year** – October 1 to September 30

**Rationale:** This indicator measures directly the result of access to business development services which contributes to expanding markets and trade. Expansion in markets and trade should increase agricultural productivity, which will help achieve the goal of reducing poverty and hunger.

**Measurement Notes:**

1. **Sample Tools and/or Possible Methods:** Volunteers should use data collection tools to measure progress against project indicators. For this Standard Sector Indicator, a tracking sheet that collects the number of MSMEs, including farmers, receiving business development services will capture the needed data.
2. **General Data Collection for Volunteer Activities:** All Volunteer activities should be conducted with the intention of achieving outcomes—knowledge change (short-term), skills demonstration (intermediate-term), and behavioral changes (intermediate to long term) as defined by the progression of indicators within the objectives of a project framework. The progression of measurement for all Volunteer activities should begin with baseline data being conducted prior to the implementation of an activity (or set of activities), followed by documenting any outputs of the activities and then later at the appropriate time, measurements of specific outcomes (see “Frequency of Measurement”).
3. **Activity-Level Baseline Data Collection:** Because this is an output indicator that does not measure any change, there is no need to take a baseline measurement before reporting the results of this indicator. However, Volunteers should take baseline measurements for any outcome indicators that are related to this output indicator. Refer to the project framework to review related outcome indicators.
4. **Frequency of measurement:** An output indicator only needs to be measured once—in this case, every time the Volunteer provides a development service or assistance to a MSME, the Volunteer will want to keep track of the size, sex of the owner, and number of unique MSMEs who are receive development services and report on it in the next VRF.
5. **Definition of change:** Outputs do not measure any changes.
6. **General Reporting in the VRF:** In the case of output indicators, Volunteers only have one box to fill in on their VRF: “total # (number).”
7. **Reporting on Disaggregated Data in the VRF:** This indicator is disaggregated by multiple categories; “MSME Type”, “Sex of MSME owner” and “Size of MSME”. Due to the functionality of the VRF, the Volunteer will see a table to enter the disaggregated data for the “MSME Type” category. Then the Volunteer will see a box to enter disaggregated data for the “Sex of MSME owner/producer” (male, female, joint, and n/a) and “Size of MSME” (micro, small, and medium). The totals for each disaggregation category (“MSME Type”, “Sex of MSME owner/producer” and “Size of MSME”) **MUST** be equal. **PLEASE NOTE:** Volunteers should check, before submitting their VRF to see if the totals are equal.

**PLEASE NOTE:** After a Volunteer submits their first VRF, the data entered into the “Sex of MSME owner/producer” and “Size of MSME” boxes will be editable, so a Volunteer should make sure that the sum of the “Sex of MSME owner/producer” (male, female, joint and n/a) and “Size of MSME” (micro, small, and medium) **REMAINS** equal to the “New Total” column in the “MSME Type” disaggregation table.

**Data Quality Assessments (DQA):** DQAs are needed for each indicator selected to align with the project objectives. DQAs review the validity, integrity, precision, reliability, and timeliness of each indicator. For more information, consult the Peace Corps MRE Toolkit.

**Alignment with Summary Indicator:** AG. ASSIST. TO ORGS & GROUPS, & ENV. ASSIST. TO INDIVIDUALS