

# PROJECT MONITORING AND EVALUATION PLAN “PMEP”

West Bank and Gaza Compete Project

**October 31, 2013**

This publication was produced for review by the United States Agency for International Development.  
It was prepared by DAI

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# PERFORMANCE MONITORING AND EVALUATION PLAN

## PURPOSE

Monitoring progress and evaluating results are key management functions in any performance-based management plan. Performance monitoring is an on-going process that allows managers to determine whether or not an activity is making progress towards its intended results. Performance information plays a critical role in planning and managing decisions. Evaluation is the periodic assessment of a project's relevance, performance, efficiency, and impact—both expected and unexpected—in relation to stated objectives. The strength of monitoring and evaluation lies in its ability to provide timely performance information which is used to manage for results and to improve project performance.

Analysis and communication are also important elements of performance management. The project will not only collect performance and impact data; it will add value to the raw data by performing appropriate analysis and providing context for data interpretation, thereby transforming raw data into useful information. Finally, this information is conveyed to relevant internal and external parties through communications (i.e. knowledge sharing) and achieves impact as knowledge is acted upon.

The Compete Monitoring and Evaluation Plan (PMEP) will capture performance data needed to measure progress toward the project's outputs, outcomes, and results. This information will be easily accessible to USAID and project staff to enable continuous monitoring of activities to assess whether planned activities are on track in achieving the intended results, replicating successes or falling short of expectations, and therefore in need of corrective actions.

## EVALUATION METHODOLOGY

The evaluation methodology will focus on systematic collection and analysis of information related to outputs and the impact of The Compete Project.

The M&E system is designed to involve all technical team members and project counterparts. This approach has several benefits.

*Efficiency.* Because technical team members and counterparts have first-hand knowledge of their activities and resulting impacts, they are best suited to efficiently collect and verify basic M&E data in their respective technical areas.

*Ownership.* By being involved in project M&E efforts, technical team members can ensure that the information generated is relevant and consistent with the interests of the project while our counterparts will see the demonstrated success of reforms.

*Feedback.* Having collected and analyzed M&E information, technical team members and counterparts will be aware of project progress and will be able to use M&E information to guide project implementation.

Throughout the life of the project, the linkage between inputs, activities, outputs and goals will be monitored and evaluated through the use of the GEO-MIS application, and through regular documentation of the program activities carried out on an ongoing basis,

To ensure the reliability of data collected for each indicator, the methodology will complement primary data collection with a series of interrelated data collection activities such as structured interviews, focus groups and

field visits. The M&E Specialist will develop assessment instruments and activities enabling program staff to collect and analyze data that is both descriptive and prescriptive.

## **PROJECT OBJECTIVES/RESULTS FRAMEWORK**

A results framework is a planning, communications, and management tool. It conveys the development hypothesis implicit in project goal and objectives as well as the cause-effect relationships between key result areas (KRA), project intermediate results (PIR), and project objectives. Therefore, the RF provides a foundation for work planning and performance monitoring. To ensure a sound foundation, Compete work planning began with a critical review of the RF by Compete technical staff. During the review, technical issues were considered, potential activities and solutions discussed and key results debated. This resulted in a consensus Compete Results Framework that is presented in Annex A.

## **DATA ACQUISITION, ANALYSIS AND REPORTING**

The Compete team will work closely with partner institutions and organizations to collect data on an appropriate periodic basis. Where necessary, new data collection systems will be developed to facilitate the analysis and reporting on PMEP indicators on a quarterly, semi-annual, annual basis as well as for the end-of-project. The project will use simple databases or tally sheets for tracking the indicators and furnish training and assistance for staff and partner organizations to assure that quality data is collected and validation and analyses are completed. Periodic data sampling will be conducted for data quality assurance. Any data limitations discovered will be discussed with partners and USAID. Joint field visits with USAID teams will help gauge information from data collection and analysis against field observations

The project team will organize rapid surveys or data sampling exercises to complete the data provided in the partners' reports or to verify its validity. Periodic impact studies may also be conducted to gain additional information from stakeholders and clients to evaluate project impacts and highlight success stories.

The project's M&E Specialist will ensure that appropriate and reliable data is collected, analyzed, and reported on a periodic basis. Although the M&E Specialist is responsible for this task, active involvement of each sector technical staff and especially Component Leads is required to ensure that the monitoring and evaluation system is effectively integrated into the project as part of its overall management system and approach.

All relevant data provided will be included in Geo-MIS monthly reports as well as quarterly and annual progress reports. A report on the performance indicators will be tailored to USAID internal reporting requirements and will include a comments section which contains a presentation of actual results compared to targets, a discussion of major achievements, and if necessary a discussion of major constraints that hampered the progress in achieving the planned results and ways to address them.

## **CRITICAL ASSUMPTIONS**

In designing the M&E system, we focused on indicators within the manageable interest of the activity. This approach allows the project to measure impacts that can to a large extent, be attributed to the project. The project's ability to demonstrate improvement in these measures is based on the following assumptions:

- Absence of socio-political instabilities, including national and regional political and civil instabilities
- Access to available statistics and cooperation in conducting surveys

- Identifying appropriate partners and private sector bodies willing to comply with USAID Mission Order 21 requirements.

An economist has joined the USAID Compete team to support the Compete technical teams in the economic assessment of the work plan development, activities and interventions. Cost-benefit analysis and feasibility studies for proposed activities will be conducted to insure that correct interventions are selected. Furthermore, economic and quantitative models and techniques will be developed to measure Compete supported impacts on the four sectors.

## **WRITTEN PROCEDURES /PROTOCOLS FOR DATA COLLECTION, ANALYSIS & DOCUMENTATION**

### Baseline Numbers

- Baseline data will be collected only once unless for new indicators.
- Data will be collected through a special form for each sector developed by M&E team and that emphasizes the same source ( primary / secondary ) every time collected, date of collection, method of collection ( interviews / field visits to the targeted companies / questionnaire / simple survey).
- Data will be collected from two sources as much as possible.
- Compete Component Leads/ sector technical staffs are responsible for this task.
- M&E team will review these data to ensure that these numbers meet the five data quality standards: validity, reliability, timelines, precision, integrity.

### Performance / Results Indicators

- Data will be collected according to a specific frequency as shown in the Data Matrix and “Performance Indicators Reference Sheets” “ Annex C & D”
- The frequency has been identified to be on equal intervals and to correspond to specific milestones ( Quarterly, Semiannually, Annually)
- Data will be collected through a special form for each sector developed by M&E team and that emphasizes the same source ( primary / secondary ) every time collected, date of collection, method of collection ( interviews / field visits to the targeted companies / questionnaire / simple survey).
- Data will be disaggregated by industry, gender and geography, and as necessary.
- Compete Component Leads/ sector technical staffs are responsible for this task.
- M&E team will review these data to ensure that these numbers meet the five data quality standards: validity, reliability, timelines, precision, integrity.
- M&E team will enter the collected data into excel sheets through which numbers are aggregated and posted in a protected formulas in to a master list.

### Data Collection Methods:

The Compete team will continue to work closely with partners and beneficiaries to collect data regarding the project’s impact and progress in reaching targets. Component leads and the technical team are responsible for collecting data regarding baselines and actual numbers from beneficiaries. The frequency of data collection is according to the PMP.

- Interviews will be conducted face to face or on the phone.

- Field visits will be conducted at the field.
- Questionnaires, simple surveys are administered by: hand to hand, email, regular mail.
- Sign-in sheets

### Electronic Templates / Forms :

The data will be reported via a template produced by the M&E team and additional support documents should be collected where applicable.

- Data Collection Template for each sector (Baseline Numbers / Company Profile).
- Templates for tracking the targeted results in each sector (OP & Management Indicators).
- Excel sheets to enter the collected data, to be posted to a master list for the all sectors using protected equations and formulas.
- Trade Shows / Exhibitions :
  - Exhibitor follow- up Survey Template
- Workshop, Training, Capacity Building ,Seminar :
  - General Template Sign-In Sheet (List of Attendees)
  - Assessment and Follow –up Template
- Other special templates / forms will be designed by time for the four sectors to evaluate the rest of activities and interventions.

### Data Analysis & Evaluation

- M&E team will develop templates, forms to capture the impact and feedback from the assisted firms on the implemented activities and interventions.
- Component Leads / sector technical staff are responsible for contacting these firms and ensuring data collection.
- M&E team are conducting on going spot check to validate the collected data.
- Data will be screened before carrying out analysis.
- Quantitative: Comparing actual results with targets (Numeric /Percentage).
- Qualitative: general / informative & specific questions will be included in the developed forms & templates.
- All performance results will be reviewed by M&E team, shared with Component leads, approved by Compete COP.
- Data limitation will be highlighted & reported to USAID
- Revisit the people from whom we need the data multiple times to see how they think their skills have improved as a result of Compete activities and interventions with respect to workshop, training, capacity building as well as other activities.

### Documentation

- Hard & soft / scanned copies for all support documents.
- Excel sheets, Geo-MIS, TraiNet, TAMIS.
- All produced reports, bi-weekly, quarterly and annual reports

- All sources & documents related and specific to M&E are available for audit and in any time for the whole project's life. These documents include but are not limited to the following:
  - Compete records.
  - Grants, contracts, SOWs and other agreements.
  - Action Memos.
  - Printed/published material (e.g. brochures).
  - Progress reports from beneficiaries and partners; these should be compared against the agreement between Compete and the partner.
  - STTA reports of consultants.
  - Official declaration from beneficiaries via email, phone, field visits, meetings, etc.
  - Official documentation from ministries, PCBS, etc.
  - Contracts with international buyers/ shipment documentation from beneficiaries.
  - Attendance sheets, online surveys, invitations, and photos (that have dates) regarding workshops, trainings, tradeshow, seminars, and conferences.
- M&E is responsible for this task
- The M&E team will be involved by attending events periodically such as workshops, trainings, seminars, and meetings to make sure those data collection templates are correctly filled, to obtain initial feedback from beneficiaries, and to take photos. This will be followed by distributing an online survey to participants.

### Minimizing Bias & Reducing Errors

- Data collected should and will meet USAID DQ standards.
- The same source each time the data is collected.
- The same data collector each time the data is collected” Multiple Settings” -qualified staff (Technical Staff).
- Errors are identified and reported through a systematic review, spot check review and scan of official / commissioned resources and changes in methodology.
- Training programs will be provided by M&E team for the technical staff to minimize the risks to the accuracy of the data and to enhance the trustworthiness of the data.
- Where a simple survey methodology is required, M&E Specialist will oversee the effort and provide training to ensure a standardized and statically sound process.
- Data will be gathered from the appropriate / knowledgeable people at the targeted companies.
- More than one source as much as possible.
- In case of multiple data sources, Compete senior management will critically review and compare each dataset.
- Simple, clear and direct questions.
- Serious consideration will be taken for the credibility of results as well as the collection of the data.
- Obligation of confidentiality to maximize the likelihood that respondents will cooperate effectively in one hand, and to minimize the burden that we place on them.
- Data collector is not the same as data reviewer ( Name, Signature)
- On-going review & analysis; when collected & before reporting to USAID
- Periodic monitor all aspects of data collection by M&E Specialist
- When using excel sheets, data will be posted from the original sheet/ primary sheet to the final sheet / aggregated sheet by special & protected formulas (all sheets to be protected).
- Corrective actions are taken immediately once errors are discovered and to be reported to USAID at early stage.

- M&E team has the only access to enter, record any data in the developed excel sheets as well as USAID systems “Geo-MIS, TraiNet”.
- Other Users “ Compete Technical Staff” are allowed for “Read Only”.
- M&E Team as well as Sector Technical Staff will ensure meeting these conditions.
- Changes to data reported to USAID must be approved by COR and the reason should be documented.

## **Verification of Data**

After collecting the data, the M&E team will review and make sure that all data required is filled correctly on the template. Templates will then be put in a file called “pending” so as to await verification. The M&E team will decide on the method of verifying the data collected. Methods for verifying data from beneficiaries and partners include:

- Interviews and meetings.
- Field visits with photos of M&E’s presence.
- Spot checks.
- Phone calls.
- Email.

The technical team and/or component leads will join the M&E team in these engagements. Open discussions with the beneficiaries and partners will be conducted where relevant questions are raised and data is checked on the template. Any hard copy received will be scanned after verification. The M&E team will also produce a “Memo to the File” documenting the process of verifying the data. This memo will be reviewed and signed by the M&E team and signed by the technical team.

## **Memo to the File**

The memo to the file is an M&E sheet for verification; the M&E team will document their approach of verification as well as their findings and recommendations.

## **Additional Documents for Verification:**

The M&E team will gather the following from the beneficiary and/or partner **if possible:**

- ✓ Sales and financial records of direct beneficiaries.
- ✓ Contracts with international buyers.
- ✓ Shipment documentation.
- ✓ Formulas for calculating the increase in exports and sales.
- ✓ Disposition papers (goods delivery receipt, handover memos) with signature of beneficiary and technical team/  
Purchase orders of equipment for indicator : Number of hectares under improved technologies or management practices and indicator : Number of fresh herb farmers adopting IPM
- ✓ Disposition papers (goods delivery receipt, handover memos) with signature of beneficiary and technical team/  
Purchase orders of equipment for stone and marble indicator: Number of Palestinian firms adopting new technologies or investing in new equipment (New technologies include, but are not limited to: Installation of new equipment / Maintenance of filter presses/ Upgrading equipment/ Adding new manufacturing line).
- ✓ Client records for indicator : Number of new or improved Palestinian products produced by assisted Ag firms

- ✓ Official declaration from Ministry of Agriculture and/or from beneficiary for indicator: Percentage increase in area under cultivation for export crops (hectares)
- ✓ Progress reports from partners showing analysis of liters produced for indicator: Additional liters produced by farmers adopting olive oil demo technologies.
- ✓ Photos before and after Compete’s intervention for indicator: Number of new or improved assisted tourism sites and trails.
- ✓ Progress reports of start-ups and contracts developed for indicator : Number of assisted ICT start-ups that have developed products or signed contracts
- ✓ Registration certificate for indicator : Number of new ICT start-up companies established

### Percent Increase in Employment

The M&E team will meet with new employees or workers at the enterprise. They should receive an official document from the beneficiary/partner that includes a list of all the new employees with their ID numbers and their age.

### Proportion of Female Participants

This indicator will be calculated by considering the proportion of females of two management indicators: percent increase in employment **and** individuals who have received USG supported short-term agricultural sector productivity or food security training.

### **Following Verification**

After verifying the data, the M&E team will conduct a meeting twice a week to discuss if the information are relevant, reliable, and if they meet the 5 USAID data quality standards (Validity, Reliability, Timeliness, Precision, and Integrity)

One M&E coordinator will review the information and the other will enter into USAID’s Geo-MIS system. The data collected will also be reflected on the PMP and updated by the M&E team on a quarterly basis. In each official report (quarterly and annual reports), there is a section for M&E which reflects all actual numbers, achievements, impact, evaluation and recommendations, and lessons learned.

Both a soft copy and a hard copy will be available for all the data and their support documents. The hard copies will be in a box file, which will be put in the M&E archive. The soft copies will be saved in a folder on the P:/ Drive in which only the M&E team has access to. The USAID information management systems including Geo-MIS and Trainet will have passwords that only the M&E team is aware of. The rest of the staff can be provided with a read-only copy per their request.

### **Geo-MIS & TraiNet**

Data will be entered in to Geo-MIS as well as on TraiNet once the verification process is completed and the Memo to the file is prepared, reviewed and approved.

Milestones per each activity will hold a weighted average and will be updated on Geo-MIS “Completion Percentage “according to the following:

- Completion of milestones
- Progress reports and technical team notifications

- Field visits & verification

## Reporting

- All relevant data provided by Compete Project will be included in Geo-MIS quarterly reports, annual progress reports as well as TraiNet.
- Geo-MIS reporting will be presented in terms of incremental numeric data per quarter. M&E is responsible for this task

## OVERVIEW OF INDICATORS, BASELINES, AND TARGETS

The indicators, baselines, and targets are presented in a consolidated format in Annex B. Each indicator directly contributes to one or more Project Intermediate Results (see Results Framework: Annex A). Each indicator linked into one Program Element Code and also classified as Output/ Outcome indicator.

While the indicators included below are intended to be reported on over the life of the project, it is likely that adjustments will be necessary over time. Annually, Compete will review the PMEP in coordination with USAID and modify indicators based on the needs and direction of the project.

### Baselines and Targets

Component leads and technical staff gathered baseline data for all indicators included in the PMEP at two levels: (1) through CIBER Assessments and (2) via Compete stakeholder-level surveys to track project impact on its beneficiaries. Both levels of baseline data will inform the finalization of project benchmarks and targets proposed in this PMEP.

Baseline surveys of project stakeholders will be conducted following PMEP design and project indicator validation.

Secondary data sources will be tracked by the Compete M&E team from both Palestinian and international sources, published by other organizations to supplement the Compete stakeholder data and to monitor change over time. Annual M & E Surveys of stakeholders will be conducted by the Compete Team, including in the final year to track beneficiary –level results, recommend program adjustments and report on achievement of project targets.

## DATA QUALITY PLAN

It is important that in the data collection process, appropriate standards for data quality are in place. In order to measure and attribute results accurately – for both reporting and management needs-- the M&E Specialist will ensure that collected data should and will meet USAID DQ Standards. The M&E Specialist will also be responsible for carrying out annual Data Quality Assessment reviews as well as ensuring the quality of any data collected by implementing partners to ensure that data utilized for tracking project performance are valid, reliable, and timely in accordance with ADS 203.3.5.1.

Data output is only as good as the data that enters the system, so it is imperative to have quality measures and controls in place up front. Training programs will be provided by M&E team for the technical staff to minimize the risks to the accuracy of the data and to enhance the trustworthiness of the data.

The project will use simple, clear and direct questions. Data collection will utilize uncomplicated, user-friendly tools (such as questionnaires) to ensure that consistent and high-quality data are collected. When program indicators are informed by multiple data sources, the M&E Specialist and Compete senior management will critically review and compare each dataset. For results and indicators where a simple survey methodology is required, M&E Specialist will oversee the effort and provide training to ensure a standardized and statistically sound process.

All data collected will be checked for integrity and accuracy. After data are entered into a program-wide access database and stored in TAMIS, simple validation checks built into the systems will be used to check for missing data, outliers, or other data consistency issues. Typically, to confirm accuracy of data entry, project M&E staff will check 100% of hard copies against entered and compiled data.

### **Criteria:**

#### ***Validity***

The data adequately represents the program's performance and will be gathered from the appropriate/knowledgeable people at the targeted companies. The primary sources contained in the Compete Records will include interviews and field visits to the targeted beneficiaries, questionnaire results, simple surveys and review of secondary sources. Data contained in the documents is complete and directly measures the activity, well represents the program users, indicates no bias or incentive to misrepresent results, and is gathered by well-trained staff including the M& E Specialist, M& E Coordinator and sector technical team. Furthermore, the data collection method leaves little room for error as Compete project will ensure methodology and calculation with checks and balances that are in place through the design of electronic templates / forms. Corrective actions will be taken immediately once errors are discovered and any changes in the data will be reported to USAID at early stage, approved by COR and the reason should be documented. M&E team has the only access to enter, record any data in the developed excel sheets as well as USAID systems "Geo-MIS and TraiNet" for reporting on indicators and disaggregating the data by industry, gender and geography. From these databases the GEO-MIS will be updated regularly on a monthly or quarterly basis depending on the indicators or activities and their reporting requirements. Any errors been identified will be corrected by methods that might include quantitative analysis, in- depth and on-going review, and spot checks as well as ensuring safeguards are in place to prevent unauthorized changes to the data.

#### ***Reliability***

Data is collected using stable and consistent processes, preferably from the same source each time. The same collection tool is used for each collection period: (example) the OP Indicator - Number of private sector firms that have improved management practices as a result of USG assistance wherein the Compete M&E team will visit targeted firms to conduct interviews or questionnaires during each collection period to track the intended results and provide updates.

Measures are in place to limit bias and reduce errors include the use of specific and meaningful references, standardize measurement instruments as well as procedures / close ended questions pose by same data collector who will collect information from the same source . The data is reviewed, analyzed and compared once collected either quarterly or semiannually before reporting to USAID at early stage.

### ***Timeliness***

Data is current and collected frequently. Data is collected on either quarterly, semi-annually and annually basis through primary sources that include interviews and field visits to the targeted beneficiaries, questionnaire results, simple surveys and review of secondary sources that contains Official statistics by Palestinian Central Bureau of Statistics (PCBS) and published data by international donors, Pal Trade, producers unions, trade associations and the regulating Ministries of the four targeted sectors are being collected. The most current data is available on file and data reporting procedures contain a written schedule for data collection.

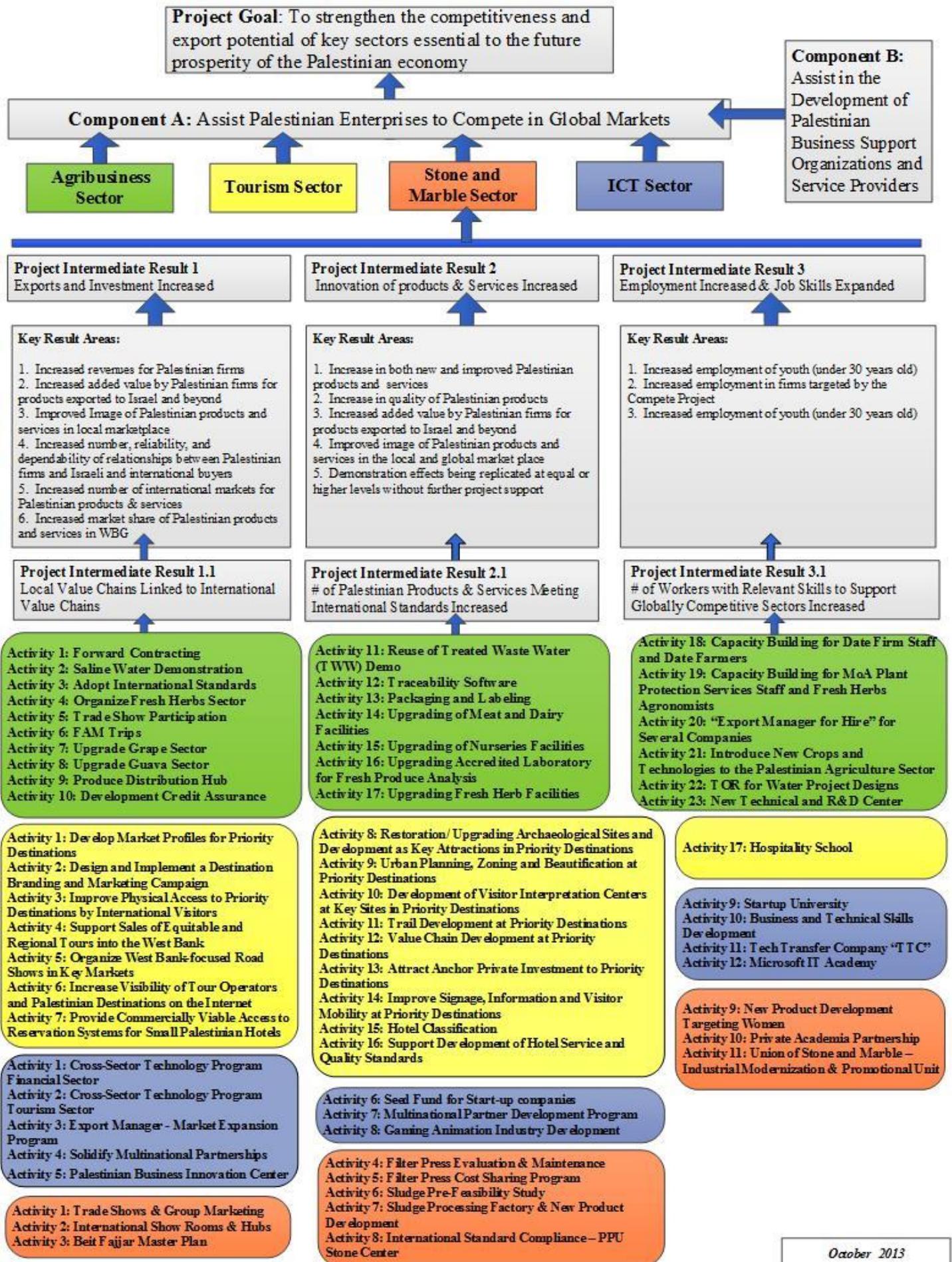
### ***Precision***

Data has an acceptable margin of error. An acceptable margin of error has been set based on historic data and externally commissioned and secondary reports. Errors are identified and reported through a systematic review, spot check review, and scan of official / commissioned resources and changes in methodology. Any increase in accuracy would be more costly than the value of the information it provides.

### ***Integrity***

Data are free of manipulation. Written procedures are in place to reduce the ability to manipulate the data. The Compete Project will focus and carefully design quality templates / questionnaires to reduce any error and bias. Data is reviewed by M&E Specialist and M&E Coordinator in coordination with Component Leads and under direction and consultation with Compete COP. Data comes from a reliable sources and the Compete Project will rely on both project records with direct control over data quality and written procedures; and PCBS as the primary source.

# ANNEX A: COMPETE RESULTS FRAMEWORK



## ANNEX B: BASELINES AND TARGETS

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
4.5.2	Agricultural Sector Productivity	4.5.2-36	OP Indicator	Value of exports of targeted agricultural commodities as a result of USG assistance	35,926,562	5,000,000	10,000,000	20,000,000
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C08	OP Indicator	Number of assisted Information and Communication Technology (ICT) start-ups that have developed products or signed contracts	0	10	20	20
4.2.2	Trade and Investment Capacity	4.2.2-C11	OP Indicator	Number of new or improved assisted tourism sites and tourism trails	0 <sup>1</sup>	0	5	6 <sup>2</sup>
4.6.2	Private Sector Capacity	4.6.2-C02	OP Indicator	Percent of hotels adopting nationally-adopted, USAID-introduced hotel classification	87 <sup>3</sup>	0	40%	70% <sup>4</sup>

<sup>1</sup> A National Tourism Working Group will agree on the sites offering highest potential for tourism growth, to conduct an assessment, develop site records, Prioritize intervention to commence implementation.

<sup>2</sup> Decreased the Target from 10 to 6 -Delays with the contractual approvals; the reformulation of our strategy to develop competitive destinations will impact the number of sites to be intervened.

<sup>3</sup> Hotel Classification system will be under development and will be launched in FY13.

<sup>4</sup> Decreased the Target from 90% to 70% -Adoption of the hotel classification system is time consuming and requires investment. While hotels might be committed to the process, they have up to 6 months to adapt their practices after assessment. This means that a hotel assessed on month 10 could actually be adopting the process by FY4. It is expected that by the end of FY4, 90% of hotels will be adopting the classification system

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
4.2.2	Trade and Investment Capacity	4.2.2-C12	OP Indicator	Value of exports through group and specialized Palestinian stone and marble marketing companies and consortia	0 <sup>5</sup>	0	2,250,000	6,000,000
4.7.3	Agricultural Sector Productivity	4.7.3-C05	OP Indicator	Number of hectares under improved technologies or management practices as a result of USG assistance	0 <sup>6</sup>	2000 donums= 200 hectares	5000 donums= 500 hectares	10000 donums= 1000 hectares <sup>7</sup>
4.5.2	Agricultural Sector Productivity	4.5.2-C02	OP Indicator	Number of new or improved Palestinian products produced by assisted Palestinian agribusiness firms	0 <sup>8</sup>	5	35 <sup>9</sup>	50
4.5.2	Agricultural Sector Productivity	4.5.2-7	OP Indicator	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	N/A		100	200
4.2.2	Trade and Investment Capacity	4.2.2-C02	Management Indicator	Percent increase in exports of assisted Palestinian agribusiness firms	35,926,562	5%	28%	56%
4.2.2	Trade and Investment Capacity	4.2.2-C03	Management Indicator	Percent increase in exports of assisted Palestinian tourism firms	56,674,923 <sup>10</sup>	0%	5%	8%

<sup>5</sup> Group and specialized marketing companies did not exist. There are no sales connected to group marketing.

<sup>6</sup> The baseline considered as zero in order to introduce new technologies and practices.

<sup>7</sup> The target is based on the assumption that the water projects will be implemented.

<sup>8</sup> The baseline considered as zero in order to develop new or improve products and services.

<sup>9</sup> Increasing the target from 30 to 35 due to new activities in FY13 (guava, seedless grapes and potatoes).

<sup>10</sup> Bed Nights\* Average Expenditure West Bank = 863,947\*65.6 = 56,674,923

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
4.2.2	Trade and Investment Capacity	4.2.2-C04	Management Indicator	Percent increase in exports of assisted Palestinian Information and Communication Technology (ICT) firms	5,075,600	3%	5%	7%
4.2.2	Trade and Investment Capacity	4.2.2-C05	Management Indicator	Percent increase in exports of assisted Palestinian stone and marble firms	20,573,475 <sup>11</sup>	0%	26%	29%
4.2.2	Trade and Investment Capacity	4.2.2-C06	Management Indicator	Percent increase in sales of assisted Palestinian Information and Communication Technology (ICT) firms	8,308,269	3%	5% <sup>12</sup>	7%
4.2.2	Trade and Investment Capacity	4.2.2-C07	Management Indicator	Percent increase in sales of assisted Palestinian stone and marble firms	30,046,475 <sup>13</sup>	0%	18%	20%
4.2.2	Trade and Investment Capacity	4.2.2-C08	Management Indicator	Number of new markets accessed by assisted Palestinian agribusiness firms	7 <sup>14</sup>	0	4	4
4.2.2	Trade and Investment Capacity	4.2.2-C09	Management Indicator	Number of new markets accessed by assisted Palestinian Information and Communication Technology (ICT) firms.	2 <sup>15</sup>	0	3	5

<sup>11</sup> Stone and Marble sector is supporting group marketing companies and consortiums in different forms. The baseline is reflected to capture current and potential future group marketing consortiums.

<sup>12</sup> Decreasing the target from 12% to 5% in FY13 and from 15% to 7% in FY14.

<sup>13</sup> Stone and Marble sector is supporting group marketing companies and consortiums for export.

<sup>14</sup> US, UK, EU, GCC, Saudi Arabia, Jordan and Israel.

<sup>15</sup> US and Israel.

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
4.2.2	Trade and Investment Capacity	4.2.2-C10	Management Indicator	Number of new markets accessed by assisted Palestinian stone and marble firms	6 <sup>16</sup>	0	4	5 <sup>17</sup>
4.2.2	Trade and Investment Capacity	4.2.2-C13	Management Indicator	Number of new Information and Communication Technology (ICT) contracts executed with international buyers/firms for Palestinian products or services	0	6	8	10
4.2.2	Trade and Investment Capacity	4.2.2-C14	Management Indicator	Percentage increase of overnight stays in Palestinian hotels from key tourism source markets	252,574 <sup>18</sup>	0	5%	10%
4.5.2	Agricultural Sector Productivity	4.5.2-C01	Management Indicator	Percent increase in sales of assisted Palestinian agribusiness firms	103,000,000 <sup>19</sup>	5%	16%	29%
4.5.2	Agricultural Sector Productivity	4.5.2-C03	Management Indicator	Percentage increase in area under cultivation for export crops (hectares)	360	10%	17.5% <sup>20</sup>	25% <sup>21</sup>
4.5.2	Agricultural Sector Productivity	4.5.2-C04	Management Indicator	Additional liters produced by farmers adopting olive oil demo technologies	7,200 <sup>22</sup>	12000	60,000	100,000 <sup>23</sup>

<sup>16</sup> US, UAE, Israel, Jordan, China and Qatar.

<sup>17</sup> Increased the target from 1 to 5 - The improved image, booth designs and presentation at International trade shows, is attracting buyers from new countries, which we are tracking.

<sup>18</sup> Russia 98,330 , Poland 90,752 , UK 18,878 and Germany 44,614 – Baseline will be modified based on HILTOA's selection of 4 key markets.

<sup>19</sup> Increasing the baseline to include the sales of guava, seedless grapes and potatoes.

<sup>20</sup> Increasing the target from 15 to 17.5% of the area under cultivation to include grapes, guava and potatoes

<sup>21</sup> based on the assumption that the water projects will be implemented

<sup>22</sup> On previous USAID's EDIP pilot project in Asira, additional liters produced before the supplementary irrigation: 7200 (60 demo\*2 dunums \* 60 liters).

<sup>23</sup> This indicator has been dropped because it was developed to capture liters based on supplemental irrigation. There are no other activities to feed this indicator.

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
4.5.2	Agricultural Sector Productivity	4.5.2-C05	Management Indicator	Number of fresh herb farmers and sharecropper adopting integrated pest management (IPM)	0	20	253 <sup>24</sup>	340 <sup>25</sup>
4.5.2	Agricultural Sector Productivity	4.5.2-C06	Management Indicator	Number of new agribusiness contracts executed with international buyers/firms for Palestinian products or services	0	6	10	15
4.6.2	Private Sector Capacity	4.6.2-C01	Management Indicator	Percent increase in number of bed nights in Palestinian hotels	863,947	0	5%	9%
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C01	Management Indicator	Percent increase in employment of assisted Palestinian agribusiness firms	1,690 <sup>26</sup>	0	5%	10%
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C02	Management Indicator	Percent increase in employment of assisted Palestinian tourism firms	2,251 <sup>27</sup>	0	2%	4%
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C03	Management Indicator	Percent increase in employment of assisted Palestinian Information and Communication Technology (ICT) firms	339 <sup>28</sup>	10%	20%	25% <sup>29</sup>

<sup>24</sup> Fresh herb farmers will implement integrated pest management because none of them were implementing IPM before.

\*253 fresh herb farmers out of 440 (the number is cumulative).

<sup>25</sup> This indicator has been dropped because it was created to cover the fresh herb sector; and the IPM was adopted by the sector so there is nothing new to feed this indicator.

<sup>26</sup> The baseline considered as 1690 because Agribusiness sector is targeting fresh produce and process industries.

<sup>27</sup> The baseline considered as 2251 because Tourism sector is only targeting existing hotels.

<sup>28</sup> The baseline considered as 339 because ICT sector is only targeting software development companies.

<sup>29</sup> Decreased the target from 30% to 25% - Without the ability to work with ICT companies in Gaza, it is very hard to achieve the target number of 30%, for example, employability program can generate 50 new jobs in both West Bank and Gaza, while West Bank alone can do only 25.

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C04	Management Indicator	Percent increase in employment of assisted Palestinian stone and marble firms	471 <sup>30</sup>	0	9%	13% <sup>31</sup>
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C06	Management Indicator	Number of training courses developed and delivered through the USAID -established hospitality school	0	0	20 <sup>32</sup>	4 <sup>33</sup>
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C07	Management Indicator	Number of Palestinian tourism and hospitality establishments adopting new technology and tools. (such as booking platforms, payment gateways, market access information and corporate social media presence)	0 <sup>34</sup>	5	5	10
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C09	Management Indicator	Number of new Information and Communication Technology (ICT) start-up companies established	0	2	5	15

<sup>30</sup> The baseline considered as 471 because Stone and Marble sector is supporting second tier stone factories represented by group marketing companies and consortium.

\*With more group marketing consortiums, production will increase which will lead to an increase in exports, market accessed and employment.

<sup>31</sup> The number is based on a project involving female women employees and the women's union.

<sup>32</sup> Hospitality School plan, and in service training modules will be under development and will be delivered in FY13.

\* Will have in-service training commencing in December 2012, 1 x train the trainer, supervisor training, 6 x reception training, 6 x food and beverage training and 6 x house-keeping

<sup>33</sup> Decreased the target from 16 to 4- Tourism specialized courses that include separate track and the Hospitality school is expected to be functioning early FY2015.

<sup>34</sup> New tech solutions and training programs will be developed in FY12 to be implemented throughout the life of the project.

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C10	Management Indicator	Number of Palestinian stone and marble firms adopting new technologies or investing in new equipment	0	0	30 <sup>35</sup>	4 <sup>36</sup>
GNDR-2			Management Indicator	Proportion of female participants in USG-assisted program designed to increase access to productive economic resources (assets, credit, income or employment)	N/A <sup>37</sup>	NA	22%	24%
4.6.2	Private Sector Capacity	4.6.2-C03	Management Indicator	Number of assisted private sector organizations and private sector service providers receiving USG assistance	N/A	NA	15	15 <sup>38</sup>
4.6.2	Private Sector Capacity	4.6.2-C04	Management Indicator	Number of new services provided by targeted business service providers and business service organizations to targeted sectors by the Compete Project	N/A		2	4

<sup>35</sup> This is based on the stone sector implementing at least 30 filter presses each new year, subject to change according to USAID recommendations

<sup>36</sup> Decreased the target from 30 to 4 - This number was based on New Filter Press Program out side of the Hebron Industrial Zone, targeting other cities such as Bethlehem and Nablus. Since we do not have a mandate to proceed with an additional 30 new filter presses, then this number will change. We are targeting 4 companies to adopt new technology and/or invest in new machines to upgrade their business.

<sup>37</sup> This indicator would pull data only from the following two indicators

1- Percent increase in employment of assisted Palestinian firms

2- Number of individuals who have received USG supported short-term agricultural sector productivity or food security training

<sup>38</sup> Decreased the target from 25 to 15 - Number of representative organizations working in the Palestinian Areas are limited, Compete expects to serve similar number of organizations in FY2014.

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
4.7.3	Strengthen Micro-Enterprise Productivity	4.7.3-C11	Management Indicator	Percentage increase in number of firms that received services from business service organizations and business service providers as a result of USG assistance	1756		10%	10% <sup>39</sup>
4.2.2	Trade and Investment Capacity	4.2.2-C15	Management Indicator	Percentage increase in revenues of business service organizations from new services delivered to their members as a result of USG assistance	2,394,236		10%	20%
2-2	Strengthen Micro-Enterprise Productivity	IR 2-2	Management Indicator	Number of businesses started by youth with USG assistance that are still in operation one year later				8
2.3.1	Strengthen Micro-Enterprise Productivity	IR 2.3-1	Management Indicator	Number of businesses started by youth with USG assistance				10
2.3-3	Trade and Investment Capacity	IR 2.3-3	Management Indicator	Total number of start-up capital raised by youth				120,000
2.2	Strengthen Micro-Enterprise Productivity	IR 2.2	Management Indicator	Number of people gaining employment or better employment as a result of participation in USG-funded programs				113

<sup>39</sup> Decreased the target from 20% to 10% - Compete expects an additional 10% increase in the number of companies currently served in the market because of historic experience in service providers and the slow growth of small companies active in the Palestinian economy.

PE Code	PE Name	Indicator Code	Indicator Type	Indicator Name	Baseline Value	Planned Value for FY12	Planned Value for FY13	Planned Value for FY14
6.3.1	Gender	6.3.1 C	Management Indicator	Increase in exports and/or sales by women-owned businesses and cooperatives as a result of U.S. Government assistance in the Agriculture, Stone and Marble, and Tourism sectors.				
6.3.1	Gender	6.3.1 D	Management Indicator	Number of women participants in training and capacity building courses that improve skills in the ICT and Tourism sectors.				

## ANNEX C: DATA MATRIX

#	OP Indicators	Data Source	Frequency of Data Collection	Data Collection Method	Method of Analysis
1	Value of exports of targeted agricultural commodities as a result of USG assistance	Compete Records, sales and financial records of direct beneficiaries.	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
2	Number of assisted ICT start-ups that have developed products or signed contracts	Compete records	Bi-annually	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
3	Number of new or improved assisted tourism sites and tourism trails	Primary: Compete records	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
4	Percent of hotels adopting nationally-adopted, USAID-introduced hotel classification	Primary: Compete records, hotel records Secondary: PCBS	Annually	Compete records (through hotel classification working group)	Quantitative & Qualitative Analysis
5	Value of exports through group and specialized Palestinian stone and	Compete Records Marketing Company	Quarterly	Compete records (interviews, field visit,	Quantitative & Qualitative Analysis

#	OP Indicators	Data Source	Frequency of Data Collection	Data Collection Method	Method of Analysis
	marble marketing companies and consortium	Records		simple survey...)	
6	Number of hectares under improved technologies or management practices as a result of USG assistance	Compete Records	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
7	Number of new or improved Palestinian products produced by assisted Palestinian agribusiness firms	Primary: Compete records, and client records of enterprises	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
8	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	Compete Records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative
9	Percent increase in exports of assisted Palestinian firms	Primary: Compete records, sales and financial records of direct beneficiaries; Secondary: data from the PCBS, stakeholder trade associations	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative Analysis / Comparison
10	<i>Specific to Agriculture, ICT and Stone and Marble:</i> Percent increase in sales of assisted Palestinian firms	Primary: Compete records, sales and financial records of direct beneficiaries; Secondary: data from the PCBS, stakeholder trade associations	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative Analysis / Comparison
11	Market diversification – Number of new markets accessed by assisted Palestinian firms	Primary: Compete records Secondary: data from the PCBS, stakeholder trade associations	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative Analysis / Comparison
12	Percent increase in employment of assisted Palestinian firms (breakdown employment of youth and women)	Primary: Compete records, payroll records of enterprises Secondary: data from the	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative Analysis / Comparison

#	OP Indicators	Data Source	Frequency of Data Collection	Data Collection Method	Method of Analysis
		PCBS, stakeholder trade associations			
13	Percentage increase in area under cultivation for export crops (hectares)	Primary: Compete records, and client records of enterprises	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative Analysis / Comparison
14	Additional liters produced by farmers adopting olive oil demo technology	Compete Records	Annually	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
15	Number of fresh herb farmers adopting integrated pest management (IPM) (cumulative)	Compete Records	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
16	Number of new Agribusiness contracts executed with international buyers / firms for Palestinian products or services.	Compete Records	Bi-annually	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
17	Percent increase in number of bed night in Palestinian hotels	PCBS	Annually	Compete records through PCBS	Quantitative & Qualitative Analysis
18	Percentage increase of overnight stays in Palestinian hotels from key tourism source markets (draft target markets: Russia, Poland, UK and Germany)	PCBS	Annually	Compete records through PCBS	Quantitative & Qualitative Analysis
19	Number of training courses developed and delivered through USAID established hospitality school	Primary: Compete record ,	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
20	Number of Palestinian tourism and hospitality establishments adopting new technology and tools. (such as booking platforms, payment gateways, market access information and corporate social media presence)	Primary: Compete records, Secondary: Individual activities stakeholders	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
21	Number of new ICT contracts executed with international buyers /	Primary Compete Records Secondary: International	Quarterly	Compete records (interviews, field visit,	Quantitative Analysis

#	OP Indicators	Data Source	Frequency of Data Collection	Data Collection Method	Method of Analysis
	firms for Palestinian products or services.	buyers		simple survey...)	
22	Number of new ICT start-ups companies established	Primary: Compete records, sales records of enterprises; Secondary: data from the PCBS, stakeholder trade associations	Bi-annually	Compete records (interviews, field visit, simple survey...)	Quantitative Analysis
23	Number of Palestinian stone and marble firms adopting new technologies or investing in new equipment	Primary: Compete records, and client records	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative Analysis
24	Proportion of female participants in USG-assisted program designed to increase access to productive economic resources (assets, credit, income or employment)	1-Percent increase in employment of assisted Palestinian firms 2-Number of individuals who have received USG supported short-term agricultural sector productivity or food security training	Bi-Annually	Compete records (interviews, field visit, simple survey...)	Quantitative Analysis / Comparison
25	Number of assisted private sector organizations and private sector service providers receiving USG assistance	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
26	Number of new services provided by targeted business service providers and business service organizations to targeted sectors by the Compete Project	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
27	Percentage increase in number of firms that received services from business service organizations and business service providers as a result	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis

#	OP Indicators	Data Source	Frequency of Data Collection	Data Collection Method	Method of Analysis
	of USG assistance				
28	Percentage increase in revenues of business service organizations from new services delivered to their members as a result of USG assistance	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
29	Number of businesses started by youth with USG assistance that are still in operation one year later	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
30	Number of businesses started by youth with USG assistance	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
31	Total number of start-up capital raised by youth	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
32	Number of people gaining employment or better employment as a result of participation in USG-funded programs	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
	Increase in exports and/or sales by women-owned businesses and cooperatives as a result of U.S Government assistance in the Agribusiness, Stone and Marble and Tourism sectors	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis
	Number of women participants in training and capacity building courses that improve skills in the ICT and Tourism sectors	Compete records	Quarterly	Compete records (interviews, field visit, simple survey...)	Quantitative & Qualitative Analysis

## ANNEX D: INDICATOR REFERENCE SHEETS

Performance Indicator Reference Sheet #1
<p><b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.</p>
<p><b>Project Intermediate Result – PIR :</b>  <b>PTR 1 : Exports and Investment Increased</b>  <b>PIR 2: Innovation of Products and Services Increased</b>  <b>PIR 3 : Employment Increased and Job Skills Expanded</b></p>
<p><b>USAID- OP Indicator: Value of exports of targeted agricultural commodities as a result of USG assistance</b></p>
Description
<p><b>Precise Definition:</b> This indicator will measure the value of regional and non-regional exports in U.S. dollar attributable to USG assistance. Exports should be counted against the baseline of existing export levels from the previous year (existing exports before USG intervention for the first year, or additional exports for subsequent years). Exports can include those within and outside of neighboring regions, so as to avoid loss of counter-seasonal exports, which often leave the proximate region. The commodities to be counted are those that are targeted in the work plans and/or contracts of the implementing partners.</p> <p><b>Unit of Measure:</b> U.S. Dollar</p> <p><b>Disaggregated by: Product</b>  <u>By Commodity Type:</u></p> <ul style="list-style-type: none"> <li>• Horticulture</li> <li>• Animal Products</li> <li>• Cereals</li> <li>• Oilseed</li> <li>• Dry Grain Pulses &amp; Legumes</li> <li>• Roots, Tubers, &amp; Other Staples</li> <li>• Other</li> </ul> <p><u>Trade Type:</u></p> <ul style="list-style-type: none"> <li>• Regional trade (value of exports sent within the region)</li> <li>• Non-regional trade (value of exports going outside of region)</li> </ul> <p><b>Justification/Management Utility:</b> This indicator will measure the value of regional and non-regional exports in U.S. dollar attributable to USG assistance</p>
Plan for data acquisition by The Compete Project
<p><b>Data collection method:</b> Compete records (interviews, field visit, simple survey...)</p> <p><b>Data Source(s):</b> Compete records, sales and financial records of direct beneficiaries.</p> <p><b>Frequency/Timing of data acquisition:</b> Collected Quarterly</p> <p><b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost</p> <p><b>Responsible individuals:</b> Component Lead, M&amp;E Specialist</p>
Data Quality Issues
<p><b>Date of initial data quality assessment:</b> May 1<sup>st</sup>, 2016</p> <p><b>Known data limitations and significance (if any):</b> N/A</p>

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

**Plan for Data Analysis, Review and Reporting**

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Quarterly

**Reporting of data:** Quarterly

**Other notes**

**Performance Indicator Values**

<b>Baseline</b>	<b>35,926,562</b>
<b>Target</b>	
<b>Year 2012</b>	<b>5,000,000</b>
<b>Year 2013</b>	<b>10,000,000</b>
<b>Year 2014</b>	<b>20,000,000</b>

<b>Performance Indicator Reference Sheet # 2</b>		
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.		
<b>Project Intermediate Result – PIR :</b>		
<b>PIR 2: Innovation of Products and Services Increased</b>		
<b>PIR 3: Employment and Skills Development Increased</b>		
<b>USAID OP Indicator: Specific to ICT: Number of assisted ICT start-ups that have developed products or signed contracts.</b>		
<b>Description</b>		
<b>Precise Definition:</b> Number of Products that were developed due to a USAID grant, or Technical Assistance, or Additional Contracts signed between the Palestinian Firms and International Customers		
<b>Unit of Measure:</b> Number		
<b>Disaggregated by:</b> Location		
<b>Justification/Management Utility:</b> ICT assisted start-ups measured by products developed and signed contracts.		
<b>Plan for data acquisition by The Compete Project</b>		
<b>Data collection method:</b> Compete records (interviews, field visits. Simple survey...)		
<b>Data Source(s):</b> Primary: Compete records		
<b>Frequency/Timing of data acquisition:</b> Collected Bi-annually		
<b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost		
<b>Responsible individuals:</b> Component Lead, M&E Specialist		
<b>Data Quality Issues</b>		
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2016		
<b>Known data limitations and significance (if any):</b> N/A		
<b>Actions taken or planned to address data limitations:</b> N/A		
<b>Date of future data quality assessments:</b> Annual		
<b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project’s efforts		
<b>Plan for Data Analysis, Review and Reporting</b>		
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met.		
<b>Presentation of data:</b> Number and narrative		
<b>Review of data:</b> Bi-Annually		
<b>Reporting of data:</b> Bi-annually		
<b>Other notes</b>		
<b>Performance Indicator Values</b>		
<b>Year</b>		<b>Target</b>

<b>Baseline</b>	-
<b>Target</b>	
<b>2012</b>	<b>10</b>
<b>2013</b>	<b>20</b>
<b>2014</b>	<b>20</b>

## Performance Indicator Reference Sheet # 3

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Exports and Investment Increased.**

**PIR 2: Innovation of Products and Services Increased**

**PIR 3: Employment and Skills Development Increased**

**USAID OP Indicator: Specific to Tourism – Number of new or improved assisted tourism sites and tourism trails**

### Description

**Precise Definition:** Tourism success depends substantially on the quality and presentation of the tourism products it can competitively bring to the international market. Supporting key interventions on priority sites that offer the highest tourism potential to ensure the visitor experiences that these sites can offer and reflects the increasingly demanding visitor requirements and trends will support an increase in visitor numbers and in increased length of stay in the destination. A key focus will remain to be a strong emphasis on sustainability through business and economic benefits to stakeholders including local communities.

**Unit of Measure:** Number

**Disaggregated by:** Location of sites

**Justification/Management Utility:** Measures effectiveness of program interventions to improve tourism sites (site development and management). The type of intervention will include signage, zoning of sites, sight master plans, evening experiences, interpretation, marketing materials and site presentation

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Primary: Compete records

**Frequency/Timing of data acquisition:** Bi-Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2014

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

**Plan for Data Analysis, Review and Reporting**

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Bi-Annually

**Reporting of data:** Bi-Annually

**Other notes**

A National Tourism Working Group will agree on the sites offering highest potential for tourism growth, to conduct an assessment, develop site records, Prioritize intervention to commence implementation.

**Performance Indicator Values**

<b>Baseline</b>	-
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>5</b>
<b>2014</b>	<b>6</b>

## Performance Indicator Reference Sheet # 4

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Exports and Investment Increased.**

**PIR 2: Innovation of Products and Services Increased**

**USAID OP Indicator: Specific to Tourism – Percent of hotels adopting nationally-adopted, USAID introduced hotel classification**

### Description

**Precise Definition:** Creating clarity regarding the quality and standards of facilities, products and services that are offered to visitors, guest and tourists, the classification allows for the correct positioning of hotel businesses in the marketplace, and in doing so prevents the negative consequences that can result from the lack of such a quality system, which include disappointment in the standards offered, negative word of mouth and a potential loss of business in the medium to long term. Guests and the travel industry acting on their behalf need to know what level of service to expect from a hotel, hotel entrepreneurs need to know what is expected of them, so that they can direct their investments and operations accordingly.

**Unit of Measure:** Percent

**Disaggregated by:** Location of hotel

**Justification/Management Utility:** By increasing the length and diversity of tourist stays, per tourist spending shall increase significantly by project end.

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records through hotel classification working group

**Data Source(s):**

Primary: Compete records, hotel records

Secondary: PCBS

**Frequency/Timing of data acquisition:** Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2016

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annually

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

<b>Presentation of data:</b> Percent and Narrative	
<b>Review of data:</b> Annually	
<b>Reporting of data:</b> Annually	
<b>Other notes</b>	
Hotel Classification system will be under development and will be launched in FY13.	
<b>Performance Indicator Values</b>	
<b>Baseline</b>	-
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>40%</b>
<b>2014</b>	<b>70%</b>

<b>Performance Indicator Reference Sheet # 5</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 1: Exports Increased</b>
<b>USAID OP Indicator: Specific to Stone and Marble: Value of exports through group and specialized Palestinian Stone and Marble marketing companies and consortium.</b>
<b>Description</b>
<b>Precise Definition:</b> Value of exports through specialized Palestinian marketing companies will be tracked to capture the importance of such intervention to the stone and marble sector. This is a new concept that Compete project is implementing. <b>Unit of Measure:</b> Number <b>Disaggregated by:</b> Location, type of products / tools offered and available  <b>Justification/Management Utility:</b> Value of exports through specialized Palestinian marketing companies
<b>Plan for data acquisition by The Compete Project</b>
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...) <b>Data Source(s):</b> Compete records & Marketing company records  <b>Frequency/Timing of data acquisition:</b> Collected Quarterly <b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost <b>Responsible individuals:</b> Component Lead, M&E Specialist
<b>Data Quality Issues</b>
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2016 <b>Known data limitations and significance (if any):</b> N/A <b>Actions taken or planned to address data limitations:</b> N/A <b>Date of future data quality assessments:</b> Annual <b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts
<b>Plan for Data Analysis, Review and Reporting</b>
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met. <b>Presentation of data:</b> Number and narrative <b>Review of data:</b> Quarterly <b>Reporting of data:</b> Quarterly
<b>Other notes</b>
Group and specialized marketing companies did not exist. There are no sales connected to group marketing.
<b>Performance Indicator Values</b>

<b>Baseline</b>	-
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>2,250,000</b>
<b>2014</b>	<b>6,000,000</b>

## Performance Indicator Reference Sheet # 6

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### **Project Intermediate Result – PIR :**

**PIR 1: Palestinian Exports and Investment Increased**

**PIR 2: Innovation of Products and Services Increased**

**PIR 3: Employment and Skills Development Increased**

**USAID OP Indicator: *Specific to Agriculture* – Number of hectares under improved technologies or management practices as a result of USG assistance**

### **Description**

**Precise Definition:** This indicator measures the area ( in hectares) of land or water ( for fisheries) first brought under new technology. Technologies to be counted here are agriculture-related technologies and innovations including those that address climate change adaptation and mitigation.

Relevant technologies include:

- Mechanical and physical: New land preparation, harvesting, processing and product handling technologies, including biodegradable packaging.
- Chemical: Fertilizers, insecticides, and pesticides safe storage application and disposal of agricultural chemicals, effluent and wastes, and soil amendments that increase fertilizer-use efficiency.
- Management and cultural practices: Information technology, conservation agriculture, improved/ sustainable agricultural production and marketing practices, increased use of climate information for planning disaster risk strategies in place, climate change mitigation and energy efficiency, and natural resource management practices (e.g. ecological fishery reserves, improved fishing gear, establishment of fishery management plans). Integrated Pest Management (IPM), and Integrated Soil Fertility Management (ISFM), and Post- Harvest Handling (PHH) related to agriculture should all be included as improved technologies or management practices.

**Unit of Measure:** Number (Hectares)

**Disaggregated by:** Subsector, location, type of USG assistance (TA, training, grant)

**Justification/Management Utility:** Measures exposure to supply chain efficiencies, particularly but not exclusively with respect to agricultural production and post-harvest handling.

### **Plan for data acquisition by The Compete Project**

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Bi-Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

<b>Data Quality Issues</b>	
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2016	
<b>Known data limitations and significance (if any):</b> N/A	
<b>Actions taken or planned to address data limitations:</b> N/A	
<b>Date of future data quality assessments:</b> Annual	
<b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts	
<b>Plan for Data Analysis, Review and Reporting</b>	
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met.	
<b>Presentation of data:</b> Number and narrative	
<b>Review of data:</b> Bi-Annually	
<b>Reporting of data:</b> Bi-Annually	
<b>Other notes</b>	
The baseline considered as zero in order to introduce new technologies and practices.	
<b>Performance Indicator Values</b>	
<b>Baseline</b>	<b>0</b>
<b>Target</b>	
<b>2012</b>	<b>200</b>
<b>2013</b>	<b>500</b>
<b>2014</b>	<b>1000</b>

<b>Performance Indicator Reference Sheet # 7</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 1: Palestinian Exports Increased and Investment Increased</b> <b>PIR 3: Employment Increased and Job Skills Expanded</b>
<b>USAID- OP Indicator: Number of new or improved Palestinian products produced by assisted Palestinian agribusiness firms</b>
<b>Description</b>
<b>Precise Definition:</b> Number of new or improved Palestinian products or services produced by assisted Palestinian agribusiness firms.  <b>Unit of Measure:</b> Number <b>Disaggregated by:</b> Sector, subsector, location of enterprise  <b>Justification/Management Utility:</b> Measures success in establishing vertical relationships in supply and value chains. Points to potential for or existence of repeat sales.
<b>Plan for data acquisition by The Compete Project</b>
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...) <b>Data Source(s):</b> Primary: Compete records, and client records of enterprises  <b>Frequency/Timing of data acquisition:</b> Quarterly <b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost <b>Responsible individuals:</b> Component Lead, M&E Specialist
<b>Data Quality Issues</b>
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2016 <b>Known data limitations and significance (if any):</b> N/A <b>Actions taken or planned to address data limitations:</b> N/A <b>Date of future data quality assessments:</b> Annual <b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts
<b>Plan for Data Analysis, Review and Reporting</b>
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met. <b>Presentation of data:</b> Number and narrative <b>Review of data:</b> Quarterly <b>Reporting of data:</b> Quarterly
<b>Other notes</b>
The baseline considered as zero in order to develop new or improve products and services.

<b>Performance Indicator Values</b>	
<b>Baseline</b>	<b>0</b>
<b>Target</b>	
<b>2012</b>	<b>5</b>
<b>2013</b>	<b>35</b>
<b>2014</b>	<b>50</b>

## Performance Indicator Reference Sheet #8

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR

#### PIR 3 : Employment Increased and Job Skills Expanded

**USAID- OP Indicator: Number of individuals who have received USG supported short term agricultural sector productivity or food security training**

#### Description

**Precise Definition:** the number of individuals to whom significant knowledge or skills have been imparted through interactions that are intentional, structured, and purposed for imparting knowledge or skills should be counted as training. This include farmers, ranchers, ranchers, fishers and other primary sector producers who receive training in a variety of best practice in productivity, post-harvest management, linking to markets, etc. it also include rural entrepreneurs, processors, managers and traders receiving training in application of new technologies, business management, linking to markets, etc. Training to extension specialists, researchers, policymakers and others who are engaged in the food, feed and fiber system and natural resources and water management. In-country and off-shore training are included. Include training on climate risk analysis, adaption, mitigation, and vulnerability assessments, as it relates to agriculture. Delivery mechanisms can include a variety of extension methods as well as technical assistance activities.

**Unit of Measure: Number**

**Disaggregated by:** Sector, subsector, gender

**Justification/Management Utility: Measures the Number of individuals who have received USG supported short term agricultural sector productivity or food security training**

#### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Quarterly

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

#### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2016

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

#### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are

being met.

**Presentation of data:** Number and narrative

**Review of data:** Quarterly

**Reporting of data:** Quarterly

**Other notes**

**Performance Indicator Values**

**Baseline**

-

**Target**

**2012**

-

**2013**

**100**

**2014**

**200**

<b>Performance Indicator Reference Sheet # 9</b>	
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.	
<b>Project Intermediate Result – PIR :</b>	
<b>PIR 1: Palestinian Exports Increased</b>	
<b>Project Level Indicator: Percent increase in exports of assisted Palestinian firms</b>	
<b>Description</b>	
<b>Precise Definition:</b> Percent change in the dollar amount of goods and services sold by Palestinian firms in external (export) markets.	
<b>Unit of Measure:</b> Percent	
<b>Disaggregated by:</b> Sector, subsector, location of enterprise	
<b>Justification/Management Utility:</b> Measures the competitiveness of Palestinian firms in increasingly complex and competitive external markets. Indicates quality improvements.	
<b>Plan for data acquisition by The Compete Project</b>	
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...)	
<b>Data Source(s):</b> Primary: Compete records, sales and financial records of direct beneficiaries; Secondary: data from the PCBS, stakeholder trade associations	
<b>Frequency/Timing of data acquisition:</b> Quarterly	
<b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost	
<b>Responsible individuals:</b> Component Lead, M&E Specialist	
<b>Data Quality Issues</b>	
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2013	
<b>Known data limitations and significance (if any):</b> N/A	
<b>Actions taken or planned to address data limitations:</b> N/A	
<b>Date of future data quality assessments:</b> Annual	
<b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project’s efforts	
<b>Plan for Data Analysis, Review and Reporting</b>	
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met.	
<b>Presentation of data:</b> Percent and Narrative	
<b>Review of data:</b> Quarterly	
<b>Reporting of data:</b> Quarterly	
<b>Other notes</b>	
<b>Performance Indicator Values</b>	
<b>Agriculture</b>	
<b>Baseline</b>	<b>35,926,562</b>
<b>Target</b>	

<b>2012</b>	<b>5%</b>
<b>2013</b>	<b>28%</b>
<b>2014</b>	<b>56%</b>
<b>Tourism</b>	
<b>Baseline</b>	<b>56,674,923</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>5%</b>
<b>2014</b>	<b>8%</b>
<b>ICT</b>	
<b>Baseline</b>	<b>5,075,600</b>
<b>Target</b>	
<b>2012</b>	<b>3%</b>
<b>2013</b>	<b>5%</b>
<b>2014</b>	<b>7%</b>
<b>Stone and Marble</b>	
<b>Baseline</b>	<b>20,573,475</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>26%</b>
<b>2014</b>	<b>29%</b>

<b>Performance Indicator Reference Sheet # 10</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 1: Palestinian Exports Increased</b>
<b>Project-level Indicator: <i>Specific to Agribusiness, ICT and Stone and Marble:</i> Percent increase in sales of assisted Palestinian firms</b>
<b>Description</b>
<p><b>Precise Definition:</b> Percent change in the dollar amount of goods and services sold by Palestinian firms.</p> <p><b>Unit of Measure:</b> Percent</p> <p><b>Disaggregated by:</b> Sector, subsector, location of enterprise,</p> <p><b>Justification/Management Utility:</b> Measures the overall competitiveness of Palestinian firms. Reflects consistent use of best business practices and technologies.</p>
<b>Plan for data acquisition by The Compete Project</b>
<p><b>Data collection method:</b> Compete records (interviews, field visit, simple survey...)</p> <p><b>Data Source(s):</b> Primary: Compete records, sales and financial records of direct beneficiaries; Secondary: data from the PCBS, stakeholder trade associations</p> <p><b>Frequency/Timing of data acquisition:</b> Quarterly</p> <p><b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost</p> <p><b>Responsible individuals:</b> Component Lead, M&amp;E Specialist</p>
<b>Data Quality Issues</b>
<p><b>Date of initial data quality assessment:</b> May 1<sup>st</sup>, 2013</p> <p><b>Known data limitations and significance (if any):</b> N/A</p> <p><b>Actions taken or planned to address data limitations:</b> N/A</p> <p><b>Date of future data quality assessments:</b> Annual</p> <p><b>Procedures for future data quality assessments:</b> The M&amp;E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&amp;E files to support the significance of the revision and attribution to the project’s efforts</p>
<b>Plan for Data Analysis, Review and Reporting</b>
<p><b>Data Analysis:</b> The M&amp;E Specialist will analyze the data over time to see if project targets are being met.</p> <p><b>Presentation of data:</b> Percent and Narrative</p> <p><b>Review of data:</b> Quarterly</p> <p><b>Reporting of data:</b> Quarterly</p>
<b>Other notes</b>
<b>Performance Indicator Values</b>

<b>Agriculture</b>	
<b>Baseline</b>	<b>103,000,000</b>
<b>Target</b>	
<b>2012</b>	<b>5</b>
<b>2013</b>	<b>16%</b>
<b>2014</b>	<b>29%</b>
<b>ICT</b>	
<b>Baseline</b>	<b>8,308,269</b>
<b>Target</b>	
<b>2012</b>	<b>3%</b>
<b>2013</b>	<b>5%</b>
<b>2014</b>	<b>7%</b>
<b>Stone and Marble</b>	
<b>Baseline</b>	<b>30,046,475</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>18%</b>
<b>2014</b>	<b>20%</b>

<b>Performance Indicator Reference Sheet # 11</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 1: Palestinian Exports Increased</b> <b>PIR 2: Innovation of Products and Services Increased</b>
<b>Project-level Indicator: Market diversification – Number of new markets accessed by assisted Palestinian firms</b>
<b>Description</b>
<b>Precise Definition:</b> Number of international markets where assisted Palestinian firms sell products and services.  <b>Unit of Measure:</b> Number <b>Disaggregated by:</b> Sector, subsector, location of enterprise  <b>Justification/Management Utility:</b> Measures improved market linkages and international market access.
<b>Plan for data acquisition by The Compete Project</b>
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...) <b>Data Source(s):</b> Primary: Compete records Secondary: data from the PCBS, stakeholder trade associations  <b>Frequency/Timing of data acquisition:</b> Quarterly <b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost <b>Responsible individuals:</b> Component Lead, M&E Specialist
<b>Data Quality Issues</b>
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2013 <b>Known data limitations and significance (if any):</b> N/A <b>Actions taken or planned to address data limitations:</b> N/A <b>Date of future data quality assessments:</b> Annual <b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project’s efforts
<b>Plan for Data Analysis, Review and Reporting</b>
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met. <b>Presentation of data:</b> Number and narrative <b>Review of data:</b> Quarterly <b>Reporting of data:</b> Quarterly
<b>Other notes</b>
<b>Performance Indicator Values</b>

<b>Agriculture</b>	
<b>Baseline</b>	<b>7</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>4</b>
<b>2014</b>	<b>4</b>
<b>ICT</b>	
<b>Baseline</b>	<b>2</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>3</b>
<b>2014</b>	<b>5</b>
<b>Stone and Marble</b>	
<b>Baseline</b>	<b>6</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>4</b>
<b>2014</b>	<b>5</b>

<b>Performance Indicator Reference Sheet # 12</b>	
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.	
<b>Project Intermediate Result – PIR :</b>	
<b>PIR 3: Employment Increased and Job Skills Expanded</b>	
<b>Project-level Indicator: Percent increase in employment of assisted Palestinian firms (breakdown employment of youth and women)</b>	
Description	
<b>Precise Definition:</b> Percent change in the number of full and part-time employees of Palestinian firms. Same definition for firms as above.	
<b>Unit of Measure:</b> Percent	
<b>Disaggregated by:</b> Sector, subsector, location of enterprise, gender	
<b>Justification/Management Utility:</b> Points to sustainable competitive growth among Palestinian firms.	
Plan for data acquisition by The Compete Project	
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...)	
<b>Data Source(s):</b> Primary: Compete records, payroll records of enterprises; Secondary: data from the PCBS stakeholder trade associations	
<b>Frequency/Timing of data acquisition:</b> Collected Bi-annually	
<b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost	
<b>Responsible individuals:</b> Component Lead, M&E Specialist	
Data Quality Issues	
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2013	
<b>Known data limitations and significance (if any):</b> N/A	
<b>Actions taken or planned to address data limitations:</b> N/A	
<b>Date of future data quality assessments:</b> Annual	
<b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts	
Plan for Data Analysis, Review and Reporting	
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met.	
<b>Presentation of data:</b> Percent and Narrative	
<b>Review of data:</b> Bi-Annually	
<b>Reporting of data:</b> Bi-Annually	
Other notes	
Performance Indicator Values	
Agriculture	
<b>Baseline</b>	<b>1690</b>

<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>5%</b>
<b>2014</b>	<b>10%</b>
<b>Tourism</b>	
<b>Baseline</b>	<b>2251</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>2%</b>
<b>2014</b>	<b>4%</b>
<b>ICT</b>	
<b>Baseline</b>	<b>339</b>
<b>Target</b>	
<b>2012</b>	<b>10%</b>
<b>2013</b>	<b>20%</b>
<b>2014</b>	<b>25%</b>
<b>Stone and Marble</b>	
<b>Baseline</b>	<b>471</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>9%</b>
<b>2014</b>	<b>13%</b>

## Performance Indicator Reference Sheet # 13

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

**Project Intermediate Result – PIR :**

**PIR 1: Palestinian Exports and Investment Increased**

**PIR 3: Employment and Skills Development Increased**

**Project-level Indicator: *Specific to Agriculture: Percent increase in area under cultivation for export crops (hectares)***

### Description

**Precise Definition:** Increase with the implementation of the Compete project area and surfaces of cultivation (hectares), crop diversification and international standards to access new markets and maintain current markets.

**Unit of Measure: Percent**

**Disaggregated by:** Subsector, location, type of enterprise, type of USG assistance (TA, training, grant)

**Justification/Management Utility:** Measures the competitiveness of Palestinian firms in increasingly complex and competitive external markets. Indicates quality improvements.

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Primary: Compete records, and product records of enterprises;

**Frequency/Timing of data acquisition:** Collected Bi-Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Bi- Annually

**Reporting of data:** Bi-Annually

### Other notes

### Performance Indicator Values

<b>Baseline</b>	<b>360</b>
<b>Target</b>	
<b>2012</b>	<b>10%</b>
<b>2013</b>	<b>17.5%</b>
<b>2014</b>	<b>25%</b>

## Performance Indicator Reference Sheet # 14

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Palestinian Exports and Investment Increased**

**PIR 2: Innovation of Products and Services Increased**

**Project-level Indicator: *Specific to Agriculture* – Additional liters produced by farmers adopting olive oil demo technology**

### Description

**Precise Definition:** This indicator will capture increase in Liter of olive oil produced by adopting olive oil demo technology

**Unit of Measure:** Number

**Disaggregated by:** Subsector, location, type of enterprise, type of EGC assistance (TA, training, grant, referrals)

**Justification/Management Utility:** Measures exposure to supply chain efficiencies, particularly but not exclusively with respect to agricultural production and post-harvest handling.

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Annually

**Reporting of data:** Annually

### Other notes

Based on previous USAID's EDIP pilot project in Asira, additional liters produced before the supplementary irrigation= 7200 (60 demo\*2 dunums \* 60 liters).

<b>Performance Indicator Values</b>	
<b>Baseline</b>	<b>7200</b>
<b>Target</b>	
<b>2012</b>	<b>12,000</b>
<b>2013</b>	<b>60,000</b>
<b>2014</b>	<b>100,000</b>

## Performance Indicator Reference Sheet # 15

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

**Project Intermediate Result – PIR :**

**PIR 2: Innovation of Products and Services Increased**

**PIR 3: Job Skills Expanded**

**Project-level Indicator: Specific to Agriculture - Number of fresh herb farmers adopting integrated pest management (IPM)**

### Description

**Precise Definition:** Number of fresh herb farmers and laborers adopting integrated pest management (IPM) technology

**Unit of Measure:** Number

**Disaggregated by:** Subsector, location, type of USG assistance (TA, training, grant)

**Justification/Management Utility:** Measures exposure to supply chain efficiencies, particularly but not exclusively with respect to agricultural production and post-harvest handling.

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Bi-annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Bi-Annually

**Reporting of data:** Bi-annually

### Other notes

Fresh herb farmers will implement integrated pest management because none of them were implementing IPM before.

<b>Performance Indicator Values</b>	
<b>Baseline</b>	<b>0</b>
<b>Target</b>	
<b>2012</b>	<b>20</b>
<b>2013</b>	<b>253</b>
<b>2014</b>	<b>340</b>

<b>Performance Indicator Reference Sheet # 16</b>	
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.	
<b>Project Intermediate Result – PIR :</b>	
<b>PIR 1: Exports Increased</b>	
<b>Project-level Indicator: <i>Specific to Agribusiness:</i> Number of new agribusiness contracts executed with international buyers / firms for Palestinian products or services.</b>	
<b>Description</b>	
<b>Precise Definition:</b> This indicator will capture number of new contracts executed with international buyers / firms for Palestinian products or services.	
<b>Unit of Measure:</b> Number	
<b>Disaggregated by:</b> Location	
<b>Justification/Management Utility:</b> Number of new contracts executed with international buyers / firms for Palestinian products or services.	
<b>Plan for data acquisition by The Compete Project</b>	
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...)	
<b>Data Source(s):</b> Compete records (contracts)	
<b>Frequency/Timing of data acquisition:</b> Collected Bi-annually	
<b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost	
<b>Responsible individuals:</b> Component Lead, M&E Specialist	
<b>Data Quality Issues</b>	
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2013	
<b>Known data limitations and significance (if any):</b> N/A	
<b>Actions taken or planned to address data limitations:</b> N/A	
<b>Date of future data quality assessments:</b> Annual	
<b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts	
<b>Plan for Data Analysis, Review and Reporting</b>	
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met.	
<b>Presentation of data:</b> Number and narrative	
<b>Review of data:</b> Bi-Annually	
<b>Reporting of data:</b> Bi-annually	
<b>Other notes</b>	
<b>Performance Indicator Values</b>	
<b>Baseline</b>	-
<b>Target</b>	

<b>2012</b>	<b>6</b>
<b>2013</b>	<b>10</b>
<b>2014</b>	<b>15</b>

## Performance Indicator Reference Sheet # 17

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### **Project Intermediate Result – PIR :**

**PIR 1: Palestinian Exports Increased**

**PIR 3: Employment Increased**

**Project-level Indicator: Specific to Tourism – Percent increase in number of bed night in Palestinian hotels**

### **Description**

**Precise Definition:** Supporting the sector in expanding the product offering and in target market development, will provide a more compelling proposition among the highest potential source markets to overnight in Palestine. While many external factors impact overnights (only one in six visitors to Palestine spend a night in Palestine) increasing service standards across all hotels is imperative to the growth and sustainability of overnight visitor numbers.

**Unit of Measure:** Percent

**Disaggregated by:** Location of hotel, nationality of hotel guest

**Justification/Management Utility:** Measures effectiveness of program interventions to increase the time tourists spend in Palestine. Points to longer stays by tourists in Palestine leading to increased tourism revenue

### **Plan for data acquisition by The Compete Project**

**Data collection method:** Compete records through PCBS

**Data Source(s):** PCBS

**Frequency/Timing of data acquisition:** Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### **Data Quality Issues**

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annually

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### **Plan for Data Analysis, Review and Reporting**

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Percent and Narrative

**Review of data:** Annually

**Reporting of data:** Annually

### **Other notes**

<b>Performance Indicator Values</b>	
<b>Baseline</b>	<b>863,947</b>
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>5%</b>
<b>2014</b>	<b>9%</b>

## Performance Indicator Reference Sheet # 18

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Palestinian Exports Increased**

**PIR 2: Innovation of Products and Services Increased**

**Project-level Indicator: Percentage increase of overnight stays in Palestinian hotels from key tourism source markets  
(draft target markets: Russia, Poland, UK and Germany)**

### Description

**Precise Definition:** Currently the destination receives visitors from many source markets however; an arrival figure from the most lucrative source markets that are traveling for the types of products and experiences the destination offers are comparatively low and therefore offers the most strategic opportunity for tourism growth. Supporting the increase of tourism arrivals from the most strategic and lucrative source markets will ensure the highest conversion to visits and the highest potential in regards to income from tourism

**Unit of Measure:** Percent

**Disaggregated by:** Country

**Justification/Management Utility:** Measures improved market linkages and international market access.

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records through PCBS

**Data Source(s):** PCBS

**Frequency/Timing of data acquisition:** Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the

significance of the revision and attribution to the project's efforts

**Plan for Data Analysis, Review and Reporting**

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Percent and narrative

**Review of data:** Annually

**Reporting of data** Annually

**Other notes**

**Performance Indicator Values**

<b>Baseline</b>	<b>252,574</b>
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**Target**

<b>2012</b>	<b>0</b>
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<b>2013</b>	<b>5</b>
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<b>2014</b>	<b>10%</b>
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## Performance Indicator Reference Sheet # 19

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

**Project Intermediate Result – PIR :**

**PIR 2: Innovation of Products and Services Increased**

**PIR 3: Increase Employment and Skills Development**

**Project-level Indicator: Specific to Tourism – Number of training courses developed and delivered through the USAID – established hospitality school**

### Description

**Precise Definition:** Increasing the volume and availability of the hospitality labor force and supporting the most critical areas in need of enhancement of skills and services to the industry through the provision of professional training that matches industry standards and increases the attractiveness of hospitality careers to Palestinians.

**Unit of Measure:** Number

**Disaggregated by:** Location and type of intervention

**Justification/Management Utility:** The hospitality school training will increase the volume and availability of service level staff within the labor force, the most critical areas in need of enhancement of the skills and services of the service industry, provision of professional training; and the most appropriate environment that matches industry standards and increase the attractiveness of hospitality careers. Training courses to be provided to develop workforce new to the sector and to build capacity and skills of those already working within the sector could include. Customer relations, safe food handling, menu design, hospitality and guest courtesy, basic first aid, destination management

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Bi-Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Bi-Annually

**Reporting of data:** Bi-Annually

**Other notes**

Hospitality School plan, and in service training modules will be under development and will be delivered in FY13.

**Performance Indicator Values**

<b>Baseline</b>	-
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>20</b>
<b>2014</b>	<b>4</b>

## Performance Indicator Reference Sheet # 20

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

**Project Intermediate Result – PIR :**

**PIR 2: Innovation of Products and Services Increased**

**Project-level Indicator: Specific to Tourism – Number of Palestinian tourism and hospitality establishments adopting new technology and tools. (such as booking platforms, payment gateways, market access information and corporate social media presence)**

### Description

**Precise Definition:** It is recognized that in budgetary terms the Palestinian Territories does not have the resources for "head to head" competition using traditional methods, particularly high cost "advertising", and therefore must concentrate on "smart" lower cost solutions. The vision is that the tourism sector individually, and as a destination, should achieve "effective digital tourism presence and sales capacity". In this regard it is considered that with a strong and comprehensive commitment, the sector and the destination could create a strong market level competitive advantage through the more effective universal use of digital solutions which is now the major route to market for tourism internationally.

**Unit of Measure:** Number

**Disaggregated by:** Location and type of interventions

**Justification/Management Utility:** A hotel classification system has been highlighted as a key tool to create clarity regarding the quality and standards of facilities, products and services that are offered to visitors, guests and tourists. The hotel classification system will be a mandatory activity for all hotels to adopt

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Primary: Compete records

Secondary: Individual activities stakeholders

**Frequency/Timing of data acquisition:** Bi-annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are

being met.

**Presentation of data:** Number and narrative

**Review of data:** Bi-Annually

**Reporting of data:** Bi-Annually

**Other notes**

New tech solutions and training programs will be developed in FY12 to be implemented throughout the life of the project.

**Performance Indicator Values**

**Baseline**

**0**

**Target**

**2012**

**5**

**2013**

**5**

**2014**

**10**

## Performance Indicator Reference Sheet # 21

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Exports Increased**

**PIR 2: Innovation of Products and Services Increased**

**PIR 3: Employment and Skills Development Increased**

**Project-level Indicator: Specific to ICT: Number of new ICT contracts executed with international buyers / firms for Palestinian products or services.**

### Description

**Precise Definition:** Normally when a Palestinian Firm working in the ICT sector and specifically in the outsourcing industry signs an agreement with an international entity to perform a service or a job, this is defined a contract , this will affect number of employment and revenues (in this case it is export)

**Unit of Measure:** Number

**Disaggregated by:** Location

**Justification/Management Utility:** Number of new contracts executed with international buyers / firms for Palestinian products or services.

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records (contracts)

Secondary : International buyers

**Frequency/Timing of data acquisition:** Collected Quarterly

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Quarterly

**Reporting of data:** Quarterly

### Other notes

<b>Performance Indicator Values</b>	
<b>Baseline</b>	<b>-</b>
<b>Target</b>	
<b>2012</b>	<b>6</b>
<b>2013</b>	<b>8</b>
<b>2014</b>	<b>10</b>

<b>Performance Indicator Reference Sheet # 22</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 2: Innovation of Products and Services Increased</b> <b>PIR 3: Employment Increased &amp; Job skills Expanded</b>
<b>Project-level Indicator: Specific to ICT: Number of new ICT start-up companies established</b>
<b>Description</b>
<b>Precise Definition:</b> Number of Newly established startup ( 1-3 years) companies that was formed either directly or indirectly from the compete project assistance  <b>Unit of Measure:</b> Number <b>Disaggregated by:</b> Location  <b>Justification/Management Utility:</b> Number of newly formed startups in the ICT field
<b>Plan for data acquisition by The Compete Project</b>
<b>Data collection method:</b> Compete records (interview, field visit, simple survey...) <b>Data Source(s):</b> Primary: Compete records, sales records of enterprises; Secondary: data from the PCBS, stakeholder trade associations  <b>Frequency/Timing of data acquisition:</b> Collected semi-annually <b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost <b>Responsible individuals:</b> Component Lead, M&E Specialist
<b>Data Quality Issues</b>
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2013 <b>Known data limitations and significance (if any):</b> N/A <b>Actions taken or planned to address data limitations:</b> N/A <b>Date of future data quality assessments:</b> Annual <b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project’s efforts
<b>Plan for Data Analysis, Review and Reporting</b>
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met. <b>Presentation of data:</b> Number and narrative <b>Review of data:</b> Semi-Annually <b>Reporting of data:</b> Semi-annually
<b>Other notes</b>
<b>Performance Indicator Values</b>

<b>Baseline</b>	-
<b>Target</b>	
<b>2012</b>	<b>2</b>
<b>2013</b>	<b>5</b>
<b>2014</b>	<b>15</b>

## Performance Indicator Reference Sheet # 23

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Palestinian Exports Increased**

**PIR 2: Innovation of Products and Services Increased**

**Project-level Indicator: Number of Palestinian stone and marble firms adopting new technologies or investing in new equipment**

#### Description

**Precise Definition:** This indicator measures the number of Palestinian Stone and Marble firms under new technology or investing in new equipment.

**Unit of Measure:** Number

**Disaggregated by:** Sector, location, type of equipment

**Justification/Management Utility:** Number of Palestinian stone and marble firms adopting new technologies or investing in new equipment

#### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records ( interviews, field visits, simple survey...)

**Data Source(s):** Primary: Compete Records, and client records

**Frequency/Timing of data acquisition:** Bi-Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

#### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2013

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

#### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Bi-Annually

**Reporting of data** Bi-Annually

**Other notes**

**Performance Indicator Values**

<b>Baseline</b>	-
<b>Target</b>	
<b>2012</b>	<b>0</b>
<b>2013</b>	<b>30</b>
<b>2014</b>	<b>4</b>

## Performance Indicator Reference Sheet # 24

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

**Project Intermediate Result – PIR :**

**PIR 3: Employment Increased & Job skills Expanded**

**Project-level Indicator: Proportion of female participants in USG assisted program designed to increase access to productive economic resources (assets, credit, income, and activities)**

### Description

**Precise Definition:** This indicator will measure the percentage of female participants under USG assistance. This indicator would pull date from the percent increase in employment and the number of individuals who receive USG supporting short term agricultural sector productivity or food security training.

**Unit of Measure:** Percent

**Disaggregated by:** Sector, Subsector, gender, , type of USG assistance (TA/Training)

**Justification/Management Utility:** Proportion of female participants in USG assisted program designed to increase access to productive economic resources (assets, credit, income, and activities)

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records ( interviews, field visits, simple survey...)

**Data Source(s):** This indicator would pull data from the following 2 indicators:

- 1- Percent increase in employment of assisted Palestinian firms
- 2- 2- Number of individuals who have received USG supported short term agricultural sector productivity or food security training

**Frequency/Timing of data acquisition:** Bi-Annually

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** Component Lead, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2016

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

**Plan for Data Analysis, Review and Reporting**

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Percent and narrative

**Review of data:** Bi-Annually

**Reporting of data:** Bi- Annually

**Other notes**

**Performance Indicator Values**

<b>Baseline</b>	<b>N/A</b>
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**Target**

<b>2012</b>	<b>-</b>
-------------	----------

<b>2013</b>	<b>22%</b>
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<b>2014</b>	<b>24%</b>
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## Performance Indicator Reference Sheet #25

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Exports and Investment Increased**

**PIR 2: Innovation of Products and Services Increased**

**Project-Level Indicator: Number of assisted private sector organizations and private sector service providers receiving USG assistance.**

### Description

**Precise Definition** Work with business service organizations (BSOs) and business service providers (BSPs) that can build linkages, encourage investments, identify and penetrate export markets to enhance their ability to service the four priority sectors: Agribusiness, Tourism, ICT, and Marble and Stone, especially in the light of Palestinian firm's reluctance to pay for professional services such as consulting, training or Information and Communication Technology services.

**Unit of Measure:** Number

**Disaggregated by:** Sector, subsector, location of enterprise

**Justification/Management Utility: Number of assisted private sector organizations and private sector service providers receiving USG assistance.**

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Quarterly

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** DCOP, Technical Team, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2014

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Quarterly

**Reporting of data:** Quarterly

### Other notes

<b>Performance Indicator Values</b>	
<b>Baseline</b>	<b>N/A</b>
<b>Target</b>	
<b>2012</b>	<b>N/A</b>
<b>2013</b>	<b>15</b>
<b>2014</b>	<b>15</b>

## Performance Indicator Reference Sheet #26

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Exports and Investment Increased**

**PIR 2: Innovation of Products and Services Increased**

**Project-Level Indicator: Number of new services provided by targeted business service providers and business service organizations to targeted sectors by the Compete Project.**

### Description

**Precise Definition:** New services provided by targeted business service providers and business service organizations to targeted sectors by the project. Services to be counted here may include, among other things, raising the quality of services provided directly to customers such as a Hotel attested by international certification program, new services provided to members or customers; business planning, procurement, technical support in production techniques and technology, quality control and marketing, transfer of knowledge and/or expertise by way of staff, skills training, research work and financing to support quality of program implementation and impact, support administration, management, representation, publicity, policy development and capacity building. Technical assistance includes both human and institutional resources. Technical assistance does not include financial assistance.

**Unit of Measure:** Number

**Disaggregated by:** Sector, subsector, location of enterprise

**Justification/Management Utility:** Number of new services provided by targeted business service providers and business service organizations to targeted sectors by the Compete Project.

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Quarterly

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** DCOP, Technical Team, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2014

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are

being met.

**Presentation of data:** Number and narrative

**Review of data:** Quarterly

**Reporting of data:** Quarterly

**Other notes**

**Performance Indicator Values**

<b>Baseline</b>	<b>N/A</b>
-----------------	------------

**Target**

<b>2012</b>	
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<b>2013</b>	<b>2</b>
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<b>2014</b>	<b>4</b>
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## Performance Indicator Reference Sheet #27

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

**PIR 1: Exports and Investment Increased**

**PIR 2: Innovation of Products and Services Increased**

**Project-Level Indicator: Percentage increase in number of firms that received services from business service organizations and business service providers as a result of USG assistance**

### Description

**Precise Definition:** Percent increase in Number of firms receiving business services or embedded services from business service organization and business service providers. Services may include, among other things, achieving international standards in delivering services, provide standardize services to members or customers including business planning, procurement, technical support in production techniques, quality control and marketing, transfer of knowledge and/or expertise by way of staff, skills training, research work and financing to support quality of program implementation and impact, support administration, management, representation, publicity, policy development and capacity building. Technical assistance includes both human and institutional resources. Technical assistance does not include financial assistance.

**Unit of Measure:** Percentage

**Disaggregated by:** Sector, subsector, location of enterprise

**Justification/Management Utility:** Percentage increase in number of firms that received services from business service organizations and business service providers as a result of USG assistance

### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Quarterly

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** DCOP, Technical Team, M&E Specialist

### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2014

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are

being met.

**Presentation of data:** Percent and narrative

**Review of data:** Quarterly

**Reporting of data:** Quarterly

**Other notes**

**Performance Indicator Values**

<b>Baseline</b>	<b>1756</b>
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**Target**

<b>2012</b>	
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<b>2013</b>	<b>10%</b>
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<b>2014</b>	<b>10%</b>
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## Performance Indicator Reference Sheet #28

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### **Project Intermediate Result – PIR :**

**PIR 1: Exports and Investment Increased**

**PIR 2: Innovation of Products and Services Increased**

**Project-Level Indicator: Percentage increase in revenues of business service organizations from new service delivered to their members as a result of USG assistance.**

### **Description**

**Precise Definition:** Percent change in the dollar amount of the total income of the Palestinian business service organizations as a result of the new services offered to their members as a result of USG assistance. Services may include, among other things, business matchmaking and planning, Marketing and procurement, technical support in production techniques, quality control and certifications , transfer of knowledge and/or expertise by way of staff, skills training, research work and financing to support quality of program implementation and impact, support administration, management, representation, publicity, policy development and capacity building. Technical assistance includes both human and institutional resources. Technical assistance does not include financial assistance.

**Unit of Measure:** Percentage

**Disaggregated by:** Sector, subsector, location of enterprise

**Justification/Management Utility:** Percentage increase in number of firms that received services from business service organizations and business service providers as a result of USG assistance

### **Plan for data acquisition by The Compete Project**

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Quarterly

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** DCOP, Technical Team, M&E Specialist

### **Data Quality Issues**

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2014

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

### **Plan for Data Analysis, Review and Reporting**

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

<b>Presentation of data:</b> Percent and narrative	
<b>Review of data:</b> Quarterly	
<b>Reporting of data:</b> Quarterly	
<b>Other notes</b>	
<b>Performance Indicator Values</b>	
<b>Baseline</b>	<b>2,394,236</b>
<b>Target</b>	
<b>2012</b>	
<b>2013</b>	<b>10%</b>
<b>2014</b>	<b>20%</b>

<b>Performance Indicator Reference Sheet #29</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 1: Exports and Investment Increased</b> <b>PIR 2: Innovation of Products and Services Increased</b> <b>PIR 3: Employment Increased and Job Skills Expanded</b>
<b>Project-Level Indicator:</b> Number of businesses started by youth with USG assistance that are still in operation one year later.
<b>Description</b>
<b>Precise Definition:</b> This indicator measures the number of startup established, started by youth and still in operation one year after USG assistance. A startup is defined as a company/firm that is newly established and has been in operation within three years. <b>Unit of Measure: Number</b> <b>Disaggregated by:</b> Sex of founder  <b>Justification/Management Utility:</b> Number of businesses started by youth with USG assistance that are still in operation one year later.
<b>Plan for data acquisition by The Compete Project</b>
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...) <b>Data Source(s):</b> Compete records <b>Frequency/Timing of data acquisition:</b> Collected Quarterly <b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost <b>Responsible individuals:</b> DCOP, Technical Team, M&E Specialist
<b>Data Quality Issues</b>
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2014 <b>Known data limitations and significance (if any):</b> N/A <b>Actions taken or planned to address data limitations:</b> N/A <b>Date of future data quality assessments:</b> Annual <b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts
<b>Plan for Data Analysis, Review and Reporting</b>
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met. <b>Presentation of data:</b> Number and narrative <b>Review of data:</b> Quarterly <b>Reporting of data:</b> Quarterly
<b>Other notes</b>

<b>Performance Indicator Values</b>		
<b>Year</b>	<b>Actual</b>	<b>Target</b>
<b>Baseline</b>		
<b>2012</b>		
<b>2013</b>		
<b>2014</b>		<b>8</b>
<b>Last update</b>		

<b>Performance Indicator Reference Sheet #30</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 1: Exports and Investment Increased</b> <b>PIR 2: Innovation of Products and Services Increased</b> <b>PIR 3: Employment Increased and Job Skills Expanded</b>
<b>Project-Level Indicator:</b> Number of businesses started by youth with USG assistance
<b>Description</b>
<b>Precise Definition</b> This indicator measures the percentage of startup established and started by youth. A startup is defined as a company/firm that is newly established and has been in operation within three years. <b>Unit of Measure:</b> Number <b>Disaggregated by:</b> Sex of founder
<b>Justification/Management Utility:</b> Number of businesses started by youth with USG assistance
<b>Plan for data acquisition by The Compete Project</b>
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...) <b>Data Source(s):</b> Compete records <b>Frequency/Timing of data acquisition:</b> Collected Quarterly <b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost <b>Responsible individuals:</b> DCOP, Technical Team, M&E Specialist
<b>Data Quality Issues</b>
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2014 <b>Known data limitations and significance (if any):</b> N/A <b>Actions taken or planned to address data limitations:</b> N/A <b>Date of future data quality assessments:</b> Annual <b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts
<b>Plan for Data Analysis, Review and Reporting</b>
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met. <b>Presentation of data:</b> Number and narrative <b>Review of data:</b> Quarterly <b>Reporting of data:</b> Quarterly
<b>Other notes</b>
<b>Performance Indicator Values</b>

<b>Year</b>	<b>Actual</b>	<b>Target</b>
<b>Baseline</b>		
<b>2012</b>		
<b>2013</b>		
<b>2014</b>		<b>10</b>
<b>Last update</b>		

<b>Performance Indicator Reference Sheet #31</b>		
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.		
<b>Project Intermediate Result – PIR :</b>		
<b>PIR 1: Exports and Investment Increased</b>		
<b>Project-Level Indicator:</b> Total number of start-up capital raised by youth		
<b>Description</b>		
<b>Precise Definition:</b> This indicator measures the amount of money that was invested by youth to support their businesses.		
<b>Unit of Measure:</b> Number		
<b>Disaggregated by:</b> Sex of founder		
<b>Justification/Management Utility:</b> Total number of start-up capital raised by youth.		
<b>Plan for data acquisition by The Compete Project</b>		
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...)		
<b>Data Source(s):</b> Compete records		
<b>Frequency/Timing of data acquisition:</b> Collected Quarterly		
<b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost		
<b>Responsible individuals:</b> DCOP, Technical Team, M&E Specialist		
<b>Data Quality Issues</b>		
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2014		
<b>Known data limitations and significance (if any):</b> N/A		
<b>Actions taken or planned to address data limitations:</b> N/A		
<b>Date of future data quality assessments:</b> Annual		
<b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts		
<b>Plan for Data Analysis, Review and Reporting</b>		
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met.		
<b>Presentation of data:</b> Number and narrative		
<b>Review of data:</b> Quarterly		
<b>Reporting of data:</b> Quarterly		
<b>Other notes</b>		
<b>Performance Indicator Values</b>		
<b>Year</b>	<b>Actual</b>	<b>Target</b>
<b>Baseline</b>		
<b>2012</b>		
<b>2013</b>		

<b>2014</b>		<b>120,000</b>
<b>Last update</b>		

<b>Performance Indicator Reference Sheet #32</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 3: Employment Increased and Job Skills Expanded</b>
<b>Project-Level Indicator:</b> Number of people gaining employment or better employment as a result of participation in USG-funded programs
<b>Description</b>
<b>Precise Definition:</b> Total number of people gaining employment or better employment through their participation in USG funded program. Increased employment and the improvement of employment quality ( e.g., income, stability, working conditions) are the primary goals of the Workforce Development program element. <b>Unit of Measure:</b> Number <b>Disaggregated by:</b> Sex of founder  <b>Justification/Management Utility:</b> Number of people gaining employment or better employment as a result of participation in USG-funded programs
<b>Plan for data acquisition by The Compete Project</b>
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...) <b>Data Source(s):</b> Compete records <b>Frequency/Timing of data acquisition:</b> Collected Quarterly <b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost <b>Responsible individuals:</b> DCOP, Technical Team, M&E Specialist
<b>Data Quality Issues</b>
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2014 <b>Known data limitations and significance (if any):</b> N/A <b>Actions taken or planned to address data limitations:</b> N/A <b>Date of future data quality assessments:</b> Annual <b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project’s efforts
<b>Plan for Data Analysis, Review and Reporting</b>
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met. <b>Presentation of data:</b> Number and narrative <b>Review of data:</b> Quarterly <b>Reporting of data:</b> Quarterly
<b>Other notes</b>
<b>Performance Indicator Values</b>

<b>Year</b>	<b>Actual</b>	<b>Target</b>
<b>Baseline</b>		
<b>2012</b>		
<b>2013</b>		
<b>2014</b>		<b>113</b>
<b>Last update</b>		

## Performance Indicator Reference Sheet #33

**AO 1 :** Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.

### Project Intermediate Result – PIR :

#### PIR 1: Exports and Investment Increased

**Project-Level Indicator:** Increase in exports and/or sales by women-owned business and cooperatives as a result of U.S. Government assistance in the agriculture, stone and marble, and tourism sectors.

#### Description

**Precise Definition:** Increase in dollar amount of goods and services sold by Palestinian firms owned by women in external (export) markets or local market.

**Unit of Measure:** Number

**Disaggregated by:** Sector, subsector, gender and location of enterprise

**Justification/Management Utility:** Increase in exports and/or sales by women-owned business and cooperatives as a result of U.S. Government assistance in the agriculture, stone and marble, and tourism sectors.

#### Plan for data acquisition by The Compete Project

**Data collection method:** Compete records (interviews, field visit, simple survey...)

**Data Source(s):** Compete records

**Frequency/Timing of data acquisition:** Collected Quarterly

**Estimated cost of data acquisition:** Monitoring and Evaluation Team Cost

**Responsible individuals:** DCOP, Technical Team, M&E Specialist

#### Data Quality Issues

**Date of initial data quality assessment:** May 1<sup>st</sup>, 2014

**Known data limitations and significance (if any):** N/A

**Actions taken or planned to address data limitations:** N/A

**Date of future data quality assessments:** Annual

**Procedures for future data quality assessments:** The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project's efforts

#### Plan for Data Analysis, Review and Reporting

**Data Analysis:** The M&E Specialist will analyze the data over time to see if project targets are being met.

**Presentation of data:** Number and narrative

**Review of data:** Quarterly

**Reporting of data:** Quarterly

#### Other notes

#### Performance Indicator Values

Year	Actual	Target
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<b>Baseline</b>		
<b>2012</b>		
<b>2013</b>		
<b>2014</b>		
<b>Last update</b>		

<b>Performance Indicator Reference Sheet #34</b>
<b>AO 1 :</b> Assistance to Palestinian Enterprises to become competitive and improve their access to the Global Markets through strengthening export potential of the targeted sectors to the future prosperity of the Palestinian economy.
<b>Project Intermediate Result – PIR :</b> <b>PIR 2: Innovation of Products and Services Increased</b> <b>PIR 3: Employment Increased and Job Skills Expanded</b>
<b>Project-Level Indicator: Number of women participants in training and capacity building courses that improve skills in the ICT and Tourism sectors</b>
<b>Description</b>
<b>Precise Definition:</b> number of women participants to whom significant knowledge or skills have been imparted through interactions that are intentional, structured, and purposed for imparting knowledge or skills in the ICT and Tourism sectors
<b>Unit of Measure:</b> Number
<b>Disaggregated by:</b> Sector, subsector, gender and location of enterprise
<b>Justification/Management Utility:</b> Number of women participants in training and capacity building courses that improve skills in the ICT and Tourism sectors
<b>Plan for data acquisition by The Compete Project</b>
<b>Data collection method:</b> Compete records (interviews, field visit, simple survey...)
<b>Data Source(s):</b> Compete records
<b>Frequency/Timing of data acquisition:</b> Collected Quarterly
<b>Estimated cost of data acquisition:</b> Monitoring and Evaluation Team Cost
<b>Responsible individuals:</b> DCOP, Technical Team, M&E Specialist
<b>Data Quality Issues</b>
<b>Date of initial data quality assessment:</b> May 1 <sup>st</sup> , 2014
<b>Known data limitations and significance (if any):</b> N/A
<b>Actions taken or planned to address data limitations:</b> N/A
<b>Date of future data quality assessments:</b> Annual
<b>Procedures for future data quality assessments:</b> The M&E Specialist will conduct an annual internal data audit to confirm that there is adequate documentation in the M&E files to support the significance of the revision and attribution to the project’s efforts
<b>Plan for Data Analysis, Review and Reporting</b>
<b>Data Analysis:</b> The M&E Specialist will analyze the data over time to see if project targets are being met.
<b>Presentation of data:</b> Number and narrative
<b>Review of data:</b> Quarterly
<b>Reporting of data:</b> Quarterly
<b>Other notes</b>

<b>Performance Indicator Values</b>		
<b>Year</b>	<b>Actual</b>	<b>Target</b>
<b>Baseline</b>		
<b>2012</b>		
<b>2013</b>		
<b>2014</b>		
<b>Last update</b>		