

KISAN PROJECT

MONITORING AND EVALUATION PLAN (2015-2017)

AUGUST 26, 2015

CONTRACT NUMBER AID 367-C-13-00004



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ACRONYMS

ADS	Automated Directives System (USAID Operational Policy)
APO	Agriculture Program Officer, KISAN
AMT	Agriculture Marketing Technician, KISAN Phase II position
AT	Agriculture Technician, KISAN Phase I position
BDSO	Business Development Services Officer, KISAN
BFS	Bureau for Food Security, USAID
CBO	Community Based Organization
CC	Collection Center
CEAPRED	Center for Environmental and Agricultural Policy, Research, Extension and Development
DADC	District Agriculture Development Committee
DADO	District Agriculture Development Office
DAG	Disadvantaged Group
DDC	District Development Committee
DEC	Development Experience Clearinghouse
DEPROSC	Development Project Service Center
DIP	Detailed Implementation Plan
DNA	Disaggregate Not Available
DO	Development Objective
DQA	Data Quality Assessment
FACTSInfo	Foreign Assistance Coordination and Tracking System
FFP	Food for Peace
FINGO	Financial Intermediary Non-Governmental Organization
FTF	Feed the Future
FTFMS	Feed the Future Monitoring System
FY	Fiscal Year
GESI	Gender and Social Inclusion
GIS	Geographic Information System
GON	Government of Nepal
GUC	Grants Under Contract
IM	Implementing Mechanism
IPM	Integrated Pest Management
IR	Intermediate Result
KG	Kilogram
KISAN	Knowledge Based Integrated Sustainable Agriculture and Nutrition
KPI	Key Performance Indicator
LSP	Local Service Provider
MEL	Monitoring & Evaluation and Learning
M&E	Monitoring and Evaluation
MFI	Micro Finance Institution
MOAD	Ministry of Agriculture Development
MPC	Marketing Planning Committee

MSME	Micro, Small, and Medium Enterprise
MT	Metric Ton
NRS	Nepali Rupees
PAHAL	Promoting Agriculture, Health and Alternative Livelihoods
PII	Personally Identifiable Information
PIRS	Performance Indicator Reference Sheet
PMP	Performance Management Plan
PPR	Performance Plan Report
RIDA	Research Inputs and Development Action Ltd.
Rs	Nepalese Rupee
SACCO	Savings and Credit Cooperative
SPPM	Office of Strategic Planning and Performance Management, BFS
TBD	To Be Determined
USAID	United States Agency for International Development
USD	United States Dollar
USG	United States Government
VDC	Village Development Committee
WIKISAN	Winrock International's KISAN project database
ZOI	Zone of Influence

I. INTRODUCTION

Winrock International has been contracted by the United States Agency for International Development in Nepal (USAID/Nepal) to implement the Knowledge-based Integrated Sustainable Agriculture and Nutrition (KISAN) Project. This project is funded by the President's Feed the Future (FTF) Initiative.

The project is implemented in collaboration with two Nepali subcontractors: Development Project Service Center (DEPROSC), and Center for Environmental and Agricultural Policy, Research, Extension and Development (CEAPRED).

Per Contract section C.4.7.7, Winrock is required to write a Monitoring and Evaluation (M&E) Plan in consultation with, and subject to the approval of, the USAID/Nepal Contracting Officer's Representative (COR) for KISAN in Kathmandu. The M&E Plan supports two key objectives: 1) fulfilling USAID/Nepal and FTF M&E requirements for data to assess Project progress and outcomes; and 2) providing feedback to Project staff, partners, and beneficiaries to facilitate learning and adaptive management. Project evaluations will be conducted by a third party contracted by USAID/Nepal or other mechanisms and are not covered in this plan.

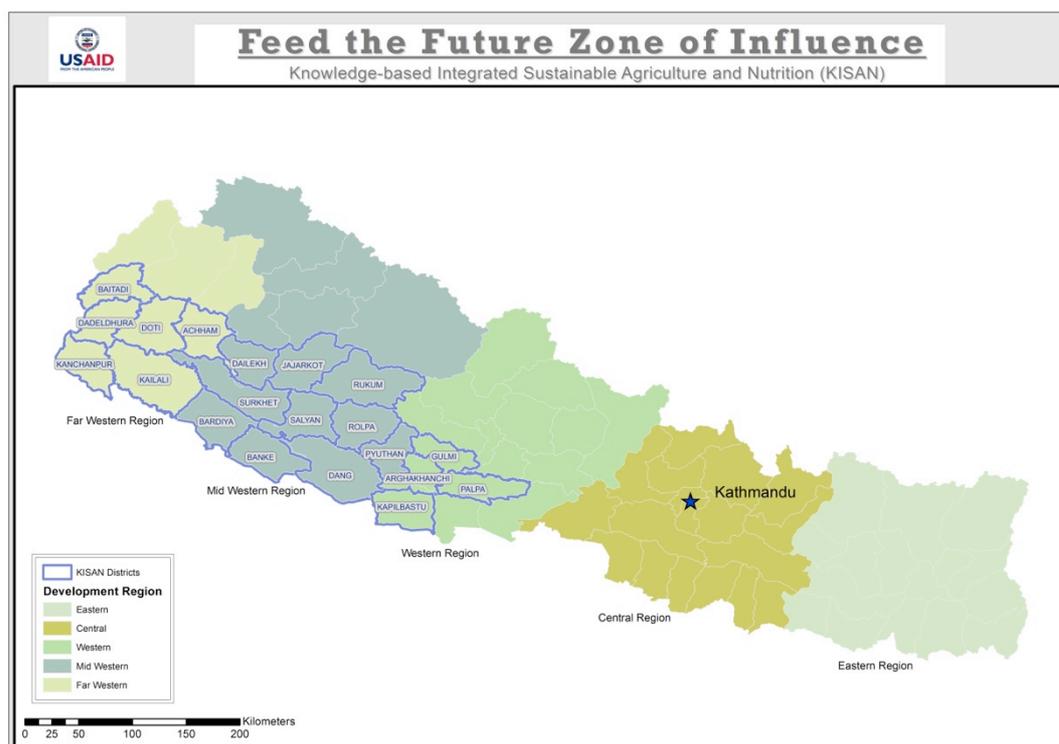
KISAN is USAID/Nepal's largest Feed the Future project. The project design reflects USAID/Nepal's Multi-Year Strategy for Feed the Future implementation and contributes to the Government of Nepal's (GON) Food Security Interim Plan (2011-2014).

KISAN's goal is to sustainably reduce poverty and hunger in Nepal by achieving inclusive growth in the agriculture sector, increasing income of farm families and improving the participation of the private sector in promoting agriculture growth. The Project will be implemented over a five-year period (2013-2017). The FTF zone of influence (ZOI) comprises 20 districts in the Terai and mid-hill districts in the Far-Western, Mid-Western, and Western regions of Nepal (refer to Figure 1).

USAID/Nepal identified these districts based on need (high sub-regional hunger indexes, incidences of asset sales as a coping strategy, levels of outmigration, numbers of female-headed households) and opportunity (potential to increase agricultural productivity and sales). In addition, the Far-Western and Mid-Western Regions were prioritized in the Government's Country Investment Plan. All FTF-funded projects operate in this zone, reflecting FTF's strategy of helping focus and concentrate government, private sector, and donor interventions in the ZOI for greater impact and sustainability.

Originally, USAID/Nepal envisioned combining agriculture and nutrition activities in a single project, hence the reference to "nutrition" in KISAN's project name. Most nutrition activities were subsequently reassigned to a separate project, Suaahara ("good nutrition"). KISAN contributes to nutrition objectives by promoting several nutrient-rich vegetables.

Figure I. Map of Feed the Future Zone of Influence



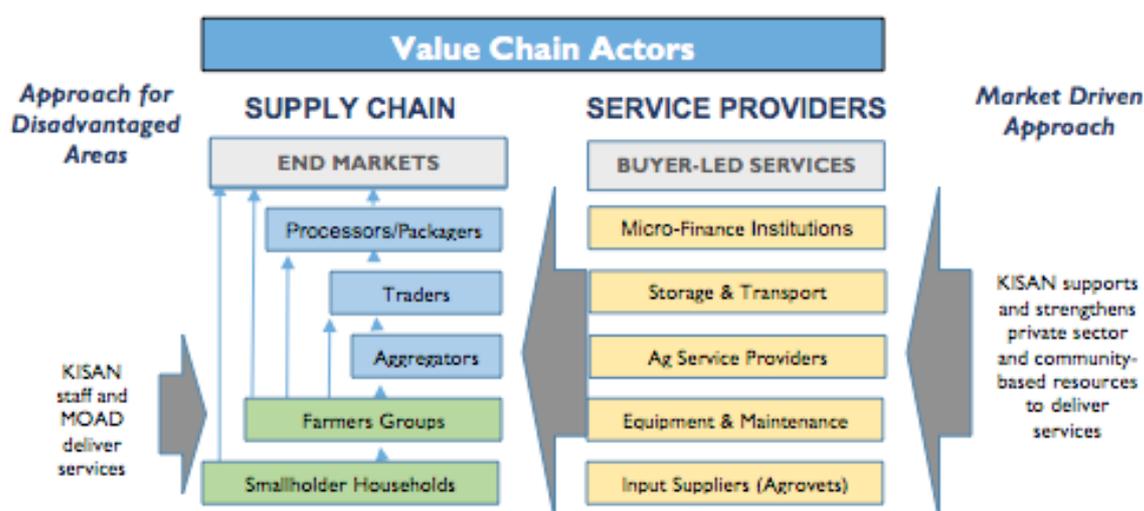
II. PROJECT DESCRIPTION AND THEORY OF CHANGE

KISAN helps subsistence smallholder farmers graduate to commercial agriculture by improving on-farm production and facilitating market development. KISAN focuses on target commodities that are important for food security (rice, maize, and lentils), are high-value (off-season vegetables), and are nutrient-rich.

Market opportunities vary across KISAN's target area. In areas with access to markets, such as the Terai and low-lying hills, KISAN focuses on building the capacities of private sector and community-based service providers to improve the supply of quality inputs, credit, and other services such as land preparation and equipment rental. In parallel, the project facilitates market linkages to improve farmers' access to service providers and buyers. Opportunities to attract buyers and to engage private sector service providers are fewer in more remote regions. Here, KISAN project staff work directly with farmers to achieve higher yields and increase household consumption of vegetables. Figure 2 illustrates KISAN's approach to market development.

Coordination and collaboration with the Government of Nepal (GON) ensures unified messages on recommended agricultural inputs and techniques, and helps coordinate investments in irrigation and collection center infrastructure.

Figure 2. KISAN's Implementation Model



KISAN's project design has evolved since start-up. During the first 2.5 years, KISAN formed over 4,000 farmers groups of over 80,000 farmers across 20 districts. Working with farmers groups allowed project staff to deliver training and market information efficiently, promote farmer-to-farmer learning using Lead Farmers and demonstration plots, and achieve sufficient scale to attract buyers and inputs suppliers. Private sector service providers were integrated into project activities to build and maintain linkages between farmers and input and output markets. KISAN's current approach builds on this foundation and focuses on expanding private sector service delivery mechanisms that can be sustained beyond the life of the Project.

Although KISAN works in selected value chains to help develop markets, KISAN is not a classic "value chain" project. This is a reflection of its focus on food insecure areas and specific commodities. In the most remote and hard to reach districts, market failures preclude working through the private sector. In more accessible areas where farmers represent a substantial potential customer base, more options exist for working through private sector partners. However, the project's defined set of commodities, activities, and Village Development Committees (VDCs) may not align perfectly with private sector interests. KISAN therefore works with the private sector primarily where potential exists to deliver priority services and inputs on a profitable basis.

KISAN'S APPROACH TO MARKET DEVELOPMENT

This section describes KISAN's phased approach to market development. Phase I covered the period 2013-2014. Phase II covers the period 2015-2017 and is the focus of this M&E Plan. The following themes are integrated throughout:

Focused transformational change: A key feature of FTF's approach is to focus and concentrate government, private sector, and donor interventions in the ZOI for greater impact and sustainability. Within this zone, KISAN focuses on villages (VDCs) selected in consultation with GoN.

Aggregation helps smallholders access market services and buyers by achieving economies of scale. KISAN organizes farmers into groups within production pockets (areas) so that they can sell in bulk through collection centers and attract local input suppliers and microfinance institutions.

Sustainability: The FTF strategy emphasizes establishing sustainable service delivery mechanisms that will continue to function beyond the life of the project. Private sector firms that deliver inputs and advisory services on a profitable basis are a potential yet previously untapped source of farmer support.

Entrepreneurship: Transitioning subsistence farmers to commercial agriculture requires training to cultivate entrepreneurial skills and mindset and improve business literacy. In parallel, traders and service providers require business development services to identify and pursue business models that tap the market potential of Nepal's smallholder farmers.

Start small and build on success: Starting small and building on success is an effective strategy across a range of capacity building interventions. At the farm level, individual smallholder farmers instinctively adopt this approach. At a sector level, we have learned in some projects that providing more intensive support to a smaller number of farmers is more effective than providing less intensive training to a larger number of farmers. More intensely supported farmers are more likely to be successful and in turn generate a demonstration effect that ripples throughout their communities. Similarly, efforts to establish new groups and firms or try new approaches and business models will start with the most promising and feasible opportunities, rather than rolling out a new approach at a large scale with respect to the number of participants and geographic reach.

Gender and social inclusion: Engaging women and marginalized or disadvantaged populations in economic opportunities is a priority for USAID and FTF. By working with women and other vulnerable groups, KISAN can increase incomes and improve social status within communities.

HELPING FARMERS MOVE FROM SUBSISTENCE TO COMMERCIAL AGRICULTURE

Phase I: Mobilizing Farmers Groups

Forming farmers groups is a critical first step that enables efficient delivery of training and market linkages, including access to finance, quality inputs, and buyers.

Training to improve on-farm practices: The project team organized farmers into groups of about 20 and trained them over the course of their first year on six modules. For each group, the first training reflected where they were in the crop cycle. Groups mobilized before the start of the crop cycle received training on nursery management and planting techniques such as proper spacing. Those mobilized after the planting season started with training on weeding, integrated pest management, and reducing post-harvest losses. In addition, the initial courses focused on technologies and management practices specific to the target commodities for that season. Some improved technologies and practices taught for the initial crop cycle were transferrable to other crops (across vegetable varieties and between cereals and vegetables).

KISAN asked farmers groups to identify a Lead Farmer from their community. He or she was assisted to start a demonstration plot to show the benefits of improved production methods. KISAN's Agriculture Technicians invited farmers and local inputs suppliers (Agrovets) to Farmer Field Days at the demo plots to talk about what was done differently to achieve better outcomes.

Smallholder Microfinance: Much of the training focused on helping farmers start to think like an entrepreneur. KISAN taught the importance of investing in better inputs to increase yields and sales, and growing crops that buyers want to achieve higher prices and/or sales volumes. KISAN's Microfinance Officers helped newly established farmers groups form savings groups and start saving. This put farmers on the path to becoming credit-worthy, and helped provide small loans for those members who could not otherwise afford improved seed varieties.

Community Funds: KISAN does not provide subsidies to all beneficiary farmers, which is a significant departure from prior donor policies and practices in the Zone of Influence. Instead, KISAN helps farmers groups identify potential sources of GON finance for priority community agriculture infrastructure, such as irrigation and collection centers. Funding sources include VDC block grant funds (15% of which must be allocated for agricultural purposes under current policy) and DADO support (grants and in-kind donations of plastic tunnels and other supplies). Farmers groups must be registered with DADO to qualify – another important reason for focusing on mobilization – an activity that the private sector is unlikely to do. KISAN does provide limited cost-sharing support to some farmer groups to demonstrate new technologies.

Phase II: Deepening Support

KISAN initially planned to “graduate” farmers groups after completing a year of training so that the project team could focus on new farmers groups. Instead, KISAN will continue working with the 80,000+ farmers to deepen their understanding of improved methods and market opportunities. Helping farmers keep Farm Logbooks to plan production, track input costs and sales, and calculate gross margins is a strategic next step in the farmer’s evolution as an entrepreneur. KISAN is coordinating with USAID’s Business Literacy Project to prioritize KISAN farmers, since literacy and numeracy are essential for being able to transact in the market place -- 48,000 of the most vulnerable KISAN farmers will be enrolled in a 12-month business literacy course conducted by DEPROSC. This training is essential for: 1) helping farmers improve record-keeping and production planning in Farm Logbooks, 2) following written instructions on agricultural inputs, and 3) calculating gross margins. These skills give farmers tools to make smart business decisions.

Evolution of a KISAN Smallholder Farmer

Subsistence farmers are risk-averse and cash-strapped. KISAN helps farmers start small and build on success. The description below draws on the experience of Winrock International and project staff who have worked on other agriculture projects in Nepal.

1. Farmers typically start with a few improved technologies and management practices, focusing on those that are no-cost or low-cost, and apply them in a relatively small portion of their farm plot as a pilot test.
2. In parallel, KISAN engages farmers in market development activities, focusing on 1) helping farmers form savings groups to encourage savings and start them on the path to becoming credit-worthy, 2) establishing collection centers to aggregate production to attract buyers, and 3) linking farmers to suppliers of quality inputs.
3. Once the farmer achieves better yields and start to sell – all feasible within the first crop cycle – he/she will increase the area of their farm dedicated to KISAN-recommended vegetables and methods in subsequent cycles. Income earned from sales of high-value vegetables allows them to invest in quality inputs.
4. After a few successful crop cycles, farmers will qualify for and be willing to take out their first formal loan from a microfinance institution (MFI), to purchase plastic tunnels or other more expensive technologies that offer higher returns.

Mobilizing farmers groups in Phase I required considerable KISAN staff time. Working with established farmers groups allows KISAN staff to shift our focus to building the capacities of private sector service providers. KISAN's current assistance to farmers focus on needs-based technical assistance and extension services (or "pings") rather than formal training courses. KISAN anticipates that some farmers will be able to "graduate" from project support, signified by being able to successfully access private sector services. The most successful will have earned the respect of their communities and will be well positioned to: a) become a Lead Farmer who facilitates informal farmer-to-farmer learning and/or b) establish a small business as a Local Service Provider (LSP) or Agrovet.

STRENGTHENING VALUE CHAIN EFFICIENCIES AND RELATIONSHIPS

Phase I: Linkages and Capacity Building

In Phase I, KISAN worked at several critical points throughout selected value chains to build capacities and market linkages.

Collection Centers and Marketing Planning Committees (MPCs): KISAN established new collection centers or linked farmers groups to existing collection centers to aggregate vegetable production and attract buyers. KISAN then strengthened the collection centers as a conduit for market linkages and market intelligence. Working with MPCs and local radio stations, KISAN disseminated market price information through price boards and radio messages so that farmers knew wholesale prices and could negotiate more favorable terms with buyers. In addition, KISAN helped MPCs facilitate Production Planning Meetings attended by wholesale traders, input suppliers, Ministry of Agriculture District (MOAD) staff, and producers. These meetings helped MPCs and input suppliers gauge regional demand for vegetables and competition from Indian imports, coordinate the supply of critical inputs, and identify market opportunities for producers – thereby substantially reducing the risks of ad hoc cropping patterns.

Buyers: KISAN worked to link farmers to buyers. Sales locations and type of buyer varied by commodity. Traders purchased vegetables at collection centers. Where local vegetable production reached a sufficient scale and road infrastructure allowed, some traders purchased at the farm-gate from farmers along key routes. Farmers typically sold cereals to feed mills, rice mills, poultry farms, and lentil packaging firms. With KISAN assistance, farmers also engaged in seed production contracts with seed firms and cooperatives, described below.

Input Supply Chain: Lack of access to quality rice and maize seeds is a critical constraint. KISAN brokered strategic partnerships with 15 seed cooperatives and companies that signed production contracts or established verbal agreements with farmers. Through these, farmers sold quality rice and maize seed back to the companies. To enhance access to a broad range of inputs for KISAN's target vegetables, KISAN also trained Agrovets to stock quality inputs. LSPs recruited from within target communities "shadowed" KISAN's Agriculture Technicians at all formal trainings and Farmer Field Days to build their capacities to advise farmers. To maximize farmers' investments in irrigation, KISAN Irrigation Technicians trained farmers and a network of irrigation repair agents on maintenance to ensure sustainability.

Finance: KISAN's Microfinance Officers helped MFIs (savings and credit cooperatives and FINGOS) mobilize customers by promoting membership campaigns that targeted KISAN's farmers groups.

KISAN provided other business development services (BDS), including but not limited to helping link MFIs to regional development banks and other wholesale lenders to expand the scale of agriculture sector lending in the ZOI.

Phase II: Facilitated Services

KISAN will cultivate strategic partnerships with private sector actors interested in expanding services to farmers in target districts, particularly in areas with greatest market potential. KISAN's Grants under Contract will help leverage private sector investment and buy down some of our partners' risks associated with offering new products and services, doing business with new customers, or expanding into new territories. Follow-up assistance provided to KISAN farmers through grantees and other partners will deepen and reinforce the adoption of improved business and agricultural practices to further increase incomes.

Working through Change Agents

KISAN will reach 18,000 additional households through grants for facilitated services to commercial agribusinesses, like:

- Processors
- Agrovets and mechanization suppliers
- Irrigation suppliers
- Market Planning Committees
- GON extension staff
- Community-based local service providers

One of the key challenges of KISAN's facilitated services approach is that farmers are far less likely to pay for advice than tangible inputs. KISAN will pilot ways to enhance the profitability of extension services, such as encouraging input suppliers and buyers to provide "embedded services". For example, KISAN may provide grants to:

- Rice and lentil processors and millers to hire KISAN Agriculture Technicians and LSPs;
- Input suppliers to improve marketing and provide embedded services through Agrovets; and
- Savings and Credit Cooperatives (SACCOS) and agricultural cooperatives to hire Agriculture Technicians and LSPs to form new farmers groups.

In turn, KISAN will help grantees develop business plans to expand their customer base and provide new services on a profitable basis. KISAN will utilize our geographic information services (GIS) capacity to generate maps that highlight market opportunities. For example, we will equip our MFI partners with maps showing concentrations of farmer savings groups with substantial yields and access to markets. KISAN will also use GIS to help target investments in irrigation infrastructure for greatest impact.

It is important to note that "facilitated services" will not replicate KISAN's Phase I interventions, such as mobilizing farmers groups and providing extensive formal training. The Project must be flexible as it engages potential private sector partners in a joint search for business models and opportunities that support project outcomes.

III. RESULTS FRAMEWORK

USAID/Nepal's Multi-Year FTF Strategy has three integrated components: agricultural productivity, improved nutrition, and skills development (literacy, numeracy, and business/entrepreneurial skills). KISAN focuses on agricultural productivity and the following five outcomes:

Outcome I Farmers receive improved access to increased quality agricultural inputs;

- Outcome 2 Improved capacity of agriculture extension workers, service providers, and farmers;
- Outcome 3 Improved and sustainable agriculture production and post-harvest technologies and practices adopted at the farm level;
- Outcome 4 Improved market efficiency; and
- Outcome 5 Increased capacity of GON and Nepali organizations for agriculture-related technology identification and dissemination.

These outcomes support the FTF objectives of inclusive agriculture sector growth and improved nutritional status, and the overall goal of sustainably reducing poverty and hunger. KISAN's results framework is presented in Figure 2. It shows how KISAN's indicators link to relevant USAID/Nepal and FTF objectives and Intermediate Results (IRs) and FTF's four pillars of food security:

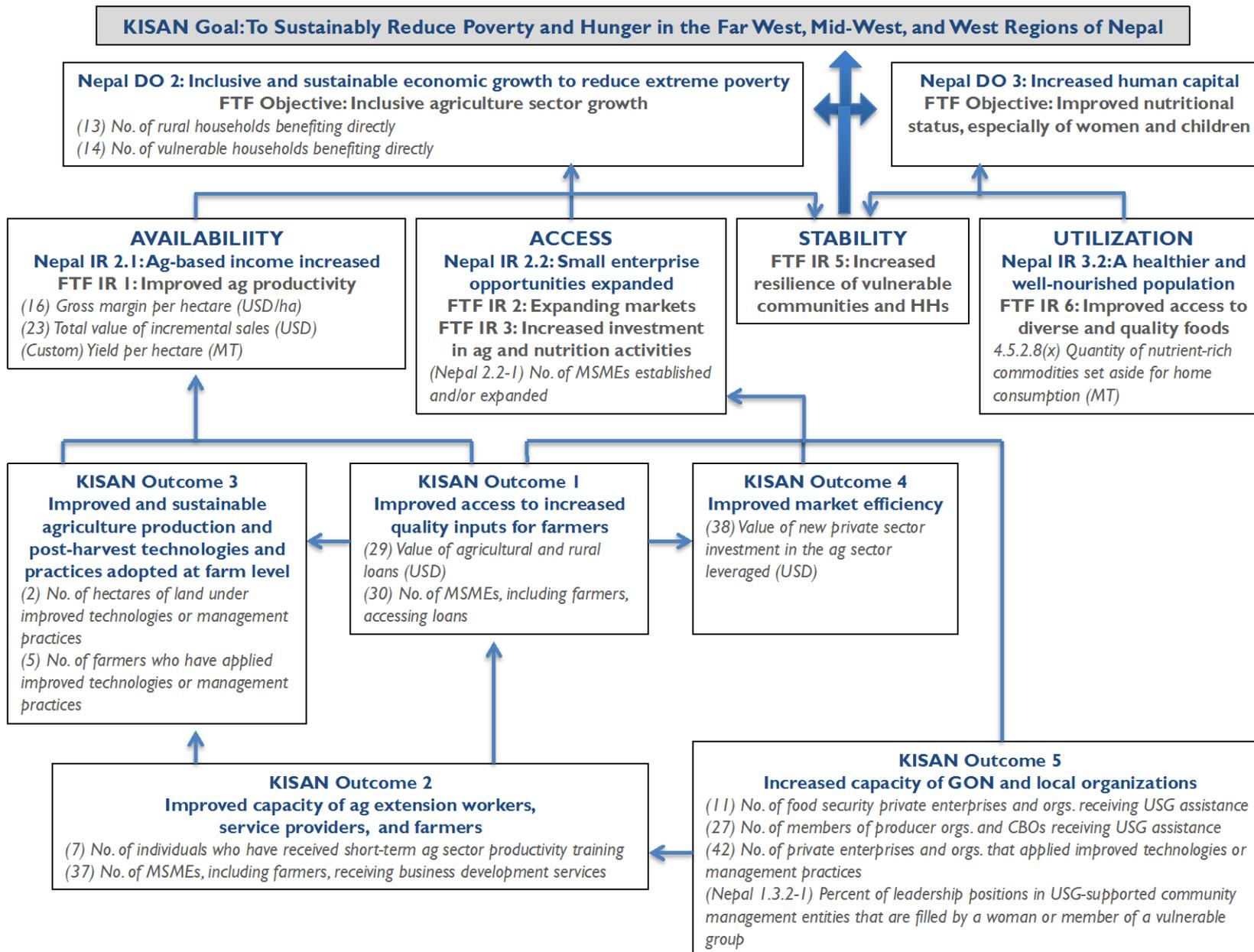
1. *Availability* of food as a result of increased agriculture productivity;
2. *Access* to markets as a result of expanded markets and trade;
3. *Stability* as a result of increased resilience and reduced inequities for vulnerable communities and households; and
4. *Gains* in nutrition as a result of *utilization*.

KISAN used its best judgment to show how the three frameworks link together. At the time KISAN's FY2015-FY2017 M&E Plan was finalized, the USAID/Nepal PMP was undergoing review and revision, including but not limited to identifying how to integrate "stability" and "resilience" to reflect USAID's post-earthquake recovery efforts. Until this is decided, references to "stability" and "resilience" in KISAN's framework reflect FTF's framework. No indicator is identified in the "stability" box because stability is supported by the five indicators listed in the other IR boxes on the same row: increases or decreases in yields, sales, gross margins, consumption, and agro-MSMEs are a practical measure of the stability and resilience aspects of food security.

Refer to Annex A for current stand-alone versions of FTF and USAID/Nepal Results Frameworks and an earlier version of KISAN's framework presented in our Contract SOW. Due to space constraints, the indicator titles and numbers are abbreviated and FTF Sub-IRs are omitted. Full indicator titles and numbers are presented in Table I on the following page.

KISAN notes that the FTF results framework does not include indicators that directly measure "increased private sector capacity to support farmers" in achieving increased yields, sales, gross margins, and/or consumption. Increased private sector capacity is a key outcome for KISAN's Phase II facilitated services approach. Rather than create a new indicator, KISAN will disaggregate the indicators that reflect the number of households, farmers, and organizations assisted between "primary contacts" and "secondary contacts" where feasible. Primary contacts are those assisted by KISAN project staff. Secondary contacts are those assisted by KISAN-supported private sector service providers, input suppliers, buyers, and other value chain actors.

Figure 3. KISAN Results Framework FY15 – FY17



KISAN PERFORMANCE INDICATORS

The project-level performance indicators in Table I represent a streamlined list that aligns with the current FTF Indicator Handbook and USAID/Nepal’s Performance Management Plan (PMP) 2014-2019. It includes all relevant project-level (“Implementing Mechanism”) FTF and USAID/Nepal indicators and omits those FTF and USAID/Nepal dropped in 2014 – thereby reducing KISAN’s indicators from 33 to 18.

These indicators vary in importance as follows:

- KISAN Key Performance Indicators (KPIs) are marked with an asterisk (*): KPIs are referenced in Winrock’s contract and provide a focused set of performance standards for evaluating the Contractor’s overall performance (section C.4.7.12).
- FTF “Required if Applicable” (RiA) outcome indicators: Missions and Implementing Partners are required to include these in PMPs and M&E Plans and report on them to FTF if the project’s activity supports programming under the relevant FTF Intermediate Result.
- FTF “Standard” (S) progress indicators: Missions and Implementing Partners are encouraged but not required to report on these optional, best practice indicators, if they are useful for project management, learning, or for monitoring progress. By including them in the table below, KISAN is committing to reporting on these.

Consistent with Figure I, the table is organized according to USAID/Nepal’s Development Objectives (DOs) and relevant IRs and the five outcomes listed in Winrock’s Contract SOW for KISAN. The indicator numbers reflect FTF’s numbering system unless otherwise noted.

Table I. KISAN Performance Indicators FY15 – FY17	
No.	Indicators
DO2	Inclusive and Sustainable Economic Growth to Reduce Extreme Poverty
4.5.2(13)	Number of rural households benefiting directly from USG interventions (S)
4.5.2(14)	Number of vulnerable households benefiting directly from USG assistance (S)
IR 2.1	Agriculture-Based Income Increased
4.5(16)* Nepal 2.1-2	Gross margin per hectare of selected product (RiA)
4.5.2(23)*	Value of incremental sales (collected at farm-level) attributed to FTF implementation (RiA)
Nepal custom	Yield per hectare of selected product
Outcome I	Farmers receive improved and increased agricultural inputs
4.5.2(29)*	Value of agricultural and rural loans (RiA)
4.5.2(30)	Number of MSMEs, including farmers, receiving USG assistance to access loans (S)

Table I. KISAN Performance Indicators FY15 – FY17

No.	Indicators
Outcome 2	Improved capacity of agriculture extension workers, service providers, and farmers
4.5.2(7)	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (RiA)
4.5.2(37)*	Number of MSMEs, including farmers, receiving business development services from USG assisted sources (S)
Outcome 3	Improved and sustainable agriculture production and post-harvest technologies and practices adopted at farm level
4.5.2(2)*	Number of hectares of land under improved technologies or management practices as a result of USG assistance (RiA)
4.5.2(5)*	Number of farmers and others who have applied improved technologies or management practices as a result of USG assistance (RiA)
IR 2.2	Small Enterprise Opportunities Expanded
Nepal 2.2-1	Number of medium, small, and micro-enterprises established and/or expanded as a result of USG assistance.
Outcome 4	Improved market efficiency
4.5.2(38)*	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation (RiA)
Outcome 5	Increased capacity of GON and local organizations
4.5.2(11)	Number of food security private enterprises (for profit), producers organizations, water users associations, women’s groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance (RiA).
4.5.2(27)	Number of members of producer organizations and community based organizations receiving USG assistance (S)
4.5.2(42)*	Number of private enterprises, producers organizations, water users associations, women’s groups, trade and business associations and community-based organizations (CBOs) that applied improved technologies or management practices as a result of USG assistance (RiA)
DO3	Increased Human Capital
IR 3.2	A Healthier and Well-Nourished Population
4.5.2.8(x)	Total quantity of targeted nutrient-rich value chain commodities set aside for home consumption by direct beneficiary producer households
DOI	More Inclusive and Effective Governance
Nepal 1.3.2-1	Percent of leadership positions in USG-supported community management entities that are filled by a woman or member of a vulnerable group (cross-cutting)

Refer to Annex B for a summary table of data disaggregation requirements and “who” and “what” counts, Annex E for detailed Performance Indicator Reference Sheets (PIRS), and Annex H for targets.

IV. KISAN'S MONITORING APPROACH

The M&E Plan supports two key objectives: 1) fulfilling USAID/Nepal and FTF M&E requirements for data to assess KISAN progress and outcomes; and 2) providing feedback to KISAN staff, partners, and beneficiaries to facilitate learning and adaptive management. Project evaluations will be conducted by a third party contracted by USAID/Nepal or other mechanism and not covered in this plan. References to M&E in this document generally refer to “monitoring and learning”. The following sections describe M&E staff resources and roles and responsibility, approach to data collection and analysis, and geo-enabled data management.

M&E STAFF RESOURCES

KISAN's resources will be expanded in FY15 and titles, job descriptions, and processes will be revised to reflect a new emphasis on learning and adaptive management. The core M&E Team includes:

- Kathmandu: the M&E Director¹, M&E Manager, GIS and Data Quality Assessment (DQA) Expert, and M&E Consultant².
- Field: the Regional M&E Manager, four M&E Officers, and 20 District M&E Associates cum Accountants (replacing interns).

The BFS/SPPM M&E Advisor assigned to Nepal is another important resource. He has encouraged the M&E Team to reach out to him and his colleagues as needed to ensure KISAN's M&E approach meets USAID and FTF M&E requirements. The COR will be copied on all communications with the BFS.

Monitoring is a shared responsibility across the KISAN Team. The following Project staff and private sector partners have a role in monitoring, data collection, and using performance data to promote a culture of learning, continuous improvement, and evidence-based decision-making.

Table II. KISAN M&E Roles and Responsibilities

Position	Monitoring and Learning Responsibilities
KISAN M&E Staff in Kathmandu and US	
M&E Director	<ul style="list-style-type: none"> ▪ Manages M&E staff. ▪ Ensures that monitoring approaches are feasible and that individuals tasked with monitoring responsibilities have what they need to perform their duties. ▪ Ensures that findings are shared and discussed across the team to close feedback loops and support project learning and adaptive management. ▪ Coordinates with USAID/Nepal's M&E Contractors. ▪ Reviews M&E deliverables prior to submission. ▪ Ensures high quality M&E system, procedures, and products, including indicator tracking, analysis and reporting.

¹ Recruitment of the M&E Director is underway. In the meantime, the Operations Director is serving as interim M&E Director.

² Lorene Flaming, a senior international M&E Consultant who Winrock has on retainer to provide technical assistance at the request of KISAN.

Table II. KISAN M&E Roles and Responsibilities

Position	Monitoring and Learning Responsibilities
M&E Manager	<ul style="list-style-type: none"> ▪ Oversees data collection and analysis. Designs and updates data collection forms. ▪ Designs and conducts trainings, using a training-of-trainers approach. ▪ Helps facilitate field surveys to collect KISAN’s outcome indicator data. ▪ Writes Terms of Reference (TOR) for M&E job announcements.
GIS/DQA Expert	<ul style="list-style-type: none"> ▪ Oversees data management in WIKISAN and implements data quality assessment measures. ▪ Oversees WIKISAN development by subcontractors (a Database Specialist and Developer). ▪ Compiles data for KISAN Performance Reports. ▪ Submits data to the Feed the Future Management System (FTFMS) and complies with the Open Data Policy. ▪ Assists with data analysis and ad hoc requests for KISAN data. ▪ Oversees geo-referencing activities and ensures compliance with Federal Geographic Data Committee (FGDC) standards. ▪ Generates maps to portray KISAN activities and results.
M&E Consultant	<ul style="list-style-type: none"> ▪ Provides technical assistance as needed to design and implement KISAN’s monitoring systems and field surveys to collect KISAN’s outcome indicator data. ▪ Builds M&E capacity within the team through mentoring and training. Tasks listed below will be increasingly shared with the M&E Director and other M&E staff as capacities grow within the team. ▪ Writes key M&E documents, such as the M&E Plan, survey reports, IM Performance Narrative, and M&E components of Annual Work Plans and Performance Reports. ▪ Writes M&E-related clauses of KISAN’s Contract SOW and grant agreements and helps write TORs for KISAN M&E staff. ▪ Helps ensure the Project is evaluation-ready by assessing staff understanding of KISAN’s Theory of Change, KPIs (including who and what counts), and quality of backup documentation and data. ▪ Facilitates M&E integration: supports periodic project learning discussions and designs scorecards to ensure that KISAN’s feedback mechanisms, results data, and indicators inform work plan, project design, and day-to-day management decisions. ▪ Subject to request of the COP, identifies and conducts case studies and documents lessons learned. ▪ Serves as a liaison between the Project, USAID/Kathmandu COR and Food Security Team, BFS/SPPM M&E Advisor, Winrock International, and 3rd party evaluators on M&E issues.

Table II. KISAN M&E Roles and Responsibilities

Position	Monitoring and Learning Responsibilities
MS Access Database Consultant	<ul style="list-style-type: none"> ▪ Takes weekly backup of WIKISAN and documents properly; ▪ Suggests WIKISAN design refinements to the M&E Team; ▪ Develops the survey database in MS Access and the user interface for data entry based on the survey instruments, in consultation with the M&E Team and Survey Firm’s database consultant; ▪ Prepares detailed documentation of the system design, including an entity relationship diagram, and updates as needed to reflect changes in survey questions; and ▪ Analyzes WIKISAN and survey data, including checking for errors (such as outliers and duplicates) and notifying the M&E Team as needed to resolve errors; ▪ Prepares data tables and ad hoc reports using MS Access, ODBC, and MySQL database and develops and documents related queries.
Communications Manager	<ul style="list-style-type: none"> ▪ Oversees development of KISAN success stories, in collaboration with the M&E Team.
KISAN M&E Staff in Field	
Regional M&E Manager	<ul style="list-style-type: none"> ▪ Recruits Cluster M&E Officers. ▪ Trains District M&E Associates and Technical Team members on monitoring and data collection. ▪ Maintains back-up documentation records. ▪ Conducts spot checks to verify data entered by M&E Associates.
M&E Cluster Officers (x4)	<ul style="list-style-type: none"> ▪ Recruits District M&E Associates. ▪ Helps train District M&E Associates and Technical Team members on monitoring and data collection. ▪ Conducts spot checks to verify data entered by M&E Associates.
District M&E Associates cum Accountants (x20)	<ul style="list-style-type: none"> ▪ Enters data collection forms completed by Field Team into WIKISAN.
KISAN Technical Field Team and Managers	
Regional Manager	<ul style="list-style-type: none"> ▪ Oversees M&E Cluster Officers and monitoring data collection at regional and district levels. ▪ Provides logistical support for survey teams. ▪ Summarizes challenges and accomplishments for monthly, quarterly, and annual performance reports.
Senior Agriculture Marketing Officer	<ul style="list-style-type: none"> ▪ Collects monitoring data from MPCs and collection centers.
Regional Communications and Coordination Officer	<ul style="list-style-type: none"> ▪ Supports the Field Team in providing quality inputs for performance reports and success stories.
Business Advisory Services Manager	<ul style="list-style-type: none"> ▪ Conducts BDS-related spot checks and verification.
Training Manager	<ul style="list-style-type: none"> ▪ Supports planning, management, and implementation of M&E training activities. ▪ Tracks farmer training topics to inform the design of KISAN’s survey forms.

Table II. KISAN M&E Roles and Responsibilities

Position	Monitoring and Learning Responsibilities
Cluster Managers (x3)	<ul style="list-style-type: none"> Summarizes challenges and accomplishments for monthly, quarterly, and annual performance reports.
Input Manager and Seed Lead	<ul style="list-style-type: none"> Tracks activities with Agrovets and Seed Buyers related to improving the supply of agricultural inputs in the FTF ZOI.
Mechanization Specialist	<ul style="list-style-type: none"> Promotes improved technologies related to mechanization and reports on related activities.
Commodity Specialist for Cereals	<ul style="list-style-type: none"> Helps track lentil farmers and reports on activities related to increasing yields and sales of lentils.
Agricultural Marketing Technicians (AMTs) and Agriculture Program Officers (APOs)	<ul style="list-style-type: none"> Assesses and reports on farmer group needs for Phase II support in their district. Completes <i>Needs Assessment Checklists</i> and submits for entry into WIKISAN. Provides needs-based follow-up technical assistance to farmers. Provides capacity building support to Local Service Providers (LSPs), who will increasingly assume responsibility for providing technical assistance. Tracks marketing-related BDS to collection centers and Marketing Planning Committees (MPCs) and helps collect MPC data on number of customers and incremental sales. Helps conduct farmer interviews for surveys in conjunction with a third party.
Business Development Service Officers (BDSOs)	<ul style="list-style-type: none"> Tracks business development (BDS) services to firms and organizations. Helps conduct firm interviews for surveys/census in conjunction with a third party.
Credit MFI Coordinator and Access to Credit Supervisor	<ul style="list-style-type: none"> Tracks BDS services to SACCOs, MFIs, and other banks and submits data on KISAN-supported banks for tracking in WIKISAN. Tracks savings group activities undertaken by KISAN farmers.
District Coordinators (DCs)	<ul style="list-style-type: none"> Reviews completed data collection forms for accuracy prior to the District M&E Associates entering data into WIKISAN. Summarizes district challenges and accomplishments for monthly, quarterly, and annual performance reports.
Private Sector Partners and Beneficiaries	
Farmers	<ul style="list-style-type: none"> If literate, encouraged to maintain a Farmer Logbook that tracks data required to calculate gross margins, incremental sales, adoption of improved technologies and practices, and home consumption of nutrient-rich crops. If illiterate, may be selected for training by the Business Literacy Project. If randomly selected for a survey, participates in interviews about on-farm practices and marketing.
KISAN Grantees	<ul style="list-style-type: none"> Provides data on KISAN's secondary contacts for tracking in WIKISAN. These are mostly farmer clients they support under their grant agreement.
Local Service Providers (LSPs)	<ul style="list-style-type: none"> Tracks trainings for farmers groups and follow-up technical assistance to farmers. Upon request, assists farmers with recording information and calculating gross margins in Farmers Logbook.

Table II. KISAN M&E Roles and Responsibilities

Position	Monitoring and Learning Responsibilities
Agrovets	▪ Retail dealers of agricultural inputs and often members of MPCs. A potential source of data for triangulation.
Marketing Planning Committees (MPCs)	▪ Tracks market prices and MPC member sales through collection centers. A source of data for triangulation.

DATA COLLECTION

KISAN reports on indicators using data collected from direct beneficiaries in the field by Project staff, partners (Grantees) and third parties. KISAN's performance indicators are measured quantitatively. A variety of data collection techniques will be employed for monitoring, including but not limited to random sample surveys for farmer's outcomes, a sample survey/census for firm/organization's outcomes, and project records for outputs.

KISAN's data collection activities have been substantially expanded in 2015 to collect credible baseline and FY14 results data, and ensure that FY15 and future year results data are of high quality and submitted to USAID in a timely manner in accordance with the USAID reporting cycle and of a high standard. In addition, greater emphasis will be placed on using feedback mechanisms to guide technical assistance.

INDICATOR MEASUREMENT AND DISAGGREGATION

KISAN's indicators are listed in Table I. The table in Annex B summarizes "who" and "what" counts and includes KISAN-specific references to help the Project Team understand how FTF M&E guidance applies to KISAN activities. Overarching measurement principles include:

- Beneficiaries (individuals, groups, and firms) are counted each year they receive *significant* USG assistance.
- An intervention is *significant* if one can reasonably expect changes in behaviors or other outcomes for these individuals based on the level of services and/or goods provided.
- Only *direct beneficiaries* are counted. These include farmers, SMSEs, and groups supported by KISAN staff (*primary contacts*), and those trained by change agents or private sector service providers (*secondary contacts*) under an intentional cascade approach.
- Spontaneous spillover of improved practices to neighbors (indirect beneficiaries) does not count.
- Results must be realized during the reporting year (October through September).

FTF and USAID/Nepal data disaggregation requirements are fairly extensive and must be carefully considered while designing data collection forms to ensure compliance. Disaggregation requirements for each indicator are listed in Annex B (summary table) and Annex E (PIRS). Overarching requirements include the following:

- FTF requires reporting of disaggregates for all indicators. Targets should also be set at a disaggregated level.
- USAID/Nepal requires reporting of disaggregates for beneficiaries by age (5-year increments), gender, caste/ethnic affiliation (Dalit, Muslim, Brahmin/Chhetri, Newar, Janajati, and other), education, and occupation (KISAN Contract Section C.4.7.3).

Data entry fields in FTFMS reflect FTF disaggregation requirements. KISAN has identified additional disaggregation in Annex B that would be useful for tracking information that was previously tracked by KISAN's former custom indicators. KISAN will coordinate with the FTFMS administrator at USAID/Nepal to discuss additions to the disaggregation fields.

SAMPLING APPROACH: TEAM AND METHODOLOGY

Due to the size of KISAN's rural household beneficiary population – over 83,000 farmers in FY15 – data collection on a census basis is impractical and costly. Representative sampling of direct beneficiaries will be the primary methodology for collecting data on farm-level outcome indicators.

The primary sampling technique will be stratified sampling. Stratification involves dividing up the total population of Project beneficiaries into sub-populations (strata) based on common characteristics. Each stratum is then sampled independently to obtain results specific to that group. Stratification helps ensure an accurate, representative and statistically rigorous sample.

This section describes the sampling approach used for KISAN's Baseline and FY14 Survey, and recommended changes for FY15 surveys and beyond.

Baseline and FY14 Results Survey

On March 12, 2015, KISAN and USAID agreed that KISAN would collect baseline data in conjunction with its FY14 survey in April 2015. Winrock International conducted the survey in collaboration with two Nepali subcontractors: Full Bright Consultancy and The PHD Group. The Survey Team comprised 84 members, including 61 KISAN M&E and technical staff (APOs and BDSOs) responsible for oversight and conducting interviews, 8 Full Bright consultants responsible for database development, data entry, and providing assistance with DQA and data analysis; and 15 PHD enumerators who helped round out the Interview Teams in selected districts.

For this survey, KISAN's farmer beneficiary population was divided into four strata based on ecological zone (Terai and hills) and development region (Midwest Region and West and Far West Regions combined), to reflect different growing conditions, degrees of access to markets, and KISAN farmer mobilization dates.

To ensure a representative sample, KISAN used a two-stage cluster sampling approach. Approximately 240 potential interviewees are required per strata to achieve a sample size that produces statistically significant data. This reflects a margin of error of 10 percent, a confidence level of 95 percent, an estimated 20 percent nonresponse rate, and accounts for the design effect of using clusters based on

villages (2). KISAN randomly selected 12 VDCs³ (rural villages) per strata and 20 interviewees per VDC. The two-stage cluster sampling was conducted as follows:

1. Systematic sampling: The total number of VDCs in the strata were divided by 12 to identify the interval (for example, $58/12 = 5$). All VDCs in the strata were listed, a random starting point is chosen between 1 and 5, and each 5th VDC was selected.
2. Simple random sample: A simple random sample of 20 beneficiaries in each selected VDC was identified.

Refer to the KISAN Baseline and FY14 Results Survey Final Report (June 2015) for additional information on the survey approach and findings.

FY15 Survey and Beyond

KISAN will use a similar approach for future surveys, with the following changes:

- KISAN will reduce the number of strata to the two ecological zones (hills and Terai), as farmer mobilization dates across the development regions are less likely to influence project outcomes in subsequent years (all participating farmers will have experienced multiple crop cycles since they started KISAN training).
- Winrock will increase the participation of third parties in conducting interviews, so that each interview team comprises a 3rd party enumerator (the primary interviewer) and a KISAN staff member. This approach seeks to address concerns about bias (leading questions), reduce other forms of bias resulting from incomplete knowledge of KISAN activities and local markets, contain survey costs within KISAN's budget constraints, and facilitate project learning and feedback for key members of the field team. This approach will be discussed with USAID/Nepal and BFS/SPPM during the FY14 Survey debrief in early July 2015.
- KISAN will collect FY15 data in a single survey scheduled for September-October 2015. Starting in FY16, a survey will be used twice each fiscal year for all farm-level indicators related to technology adoption, incremental sales, gross margins, consumption, and loans. The first will be in December and January and the second will be in late August and September, to sync with crop cycles and the USAID fiscal year.

From FY15 and beyond, the farmer survey and firm/organization sample survey/census will be conducted simultaneously and results will be reported in a single document and entered into FTFMS at the same time. Refer to Annex C for the data collection method and timing for all KISAN indicators.

³ The Government of Nepal uses the term "VDC" to refer to both "Village Development Committee" and its corresponding rural village. VDCs are distinguished from "municipalities" in Government of Nepal strategies. "VDC" is used in this report to refer to target villages.

DATA COLLECTION FORMS

KISAN M&E staff members based in Kathmandu are responsible for developing data collection forms, conducting pre-tests to ensure they are understandable to users, and revising as needed (M&E Director, M&E Manager, GIS/DQA Expert, and M&E Consultant). They fall into three categories:

- **Questionnaires:** Questionnaires focus on collecting survey data for outcome indicators that comprise KISAN's KPIs. They are designed based on FTF guidance documents and customized to reflect KISAN interventions and beneficiary populations. KISAN submitted the farmer survey firm/organization census questionnaires and detailed Field Guides with the KISAN Project Baseline and FY2014 Results Survey: Final Report (June 2015).⁴ They will be revised as needed prior to each survey or census based on feedback received from enumerators about format and wording, new data requirements, and to collect evidence on issues identified as a project learning priority. Questionnaires will be piloted in the field and submitted to USAID for comment prior to conducting survey training.
- **Output Monitoring Forms:** KISAN collects data on Project beneficiaries and activities that contribute to output indicators using monitoring forms. The most important is the Intake Form for direct project beneficiaries. This is used for all farmers, firms, and organizations assisted by the project team (primary contacts). KISAN will design a similar but simpler form to capture information on the secondary contacts reached through our private sector partners (grantees). Data are entered into WIKISAN and used to track: 1) training and technical assistance output indicators; and 2) beneficiary populations for the purpose of defining sampling frames and selecting random samples for surveys and spot checks.
- **Feedback Checklists:** As KISAN transitions from Phase I to Phase II activities, field staff will use needs assessment checklists to solicit feedback from farmers groups, firms, and organizations on priorities for follow-up technical assistance. In addition, for each survey or census KISAN will incorporate questions into the questionnaires to solicit feedback on project assistance and support project learning about the implementation context, factors driving farmers' decisions, and the effectiveness of project approaches. For example, in the FY14 survey KISAN asked farmers to rank their constraints to achieving increased yields and sales. For future surveys, KISAN anticipates asking additional questions related to credit, irrigation, and household labor, as we recognize that the project team could benefit from a deeper understanding of farmers' perceptions and market conditions.

Monitoring forms will be updated and new forms will be developed as needed. In addition, the M&E Field Guide will be updated to help ensure that staff engaged in data collection understand the data collection forms and schedule monitoring and verification activities at appropriate times, taking into consideration the cropping calendar.

⁴ The Field Guides are in Annexes G and I of the Survey Report. KISAN was unable to copy the questionnaires into a Word document without losing the formatting, so we submitted them separately.

Data sources, collection methods, responsible party, and collection and reporting frequency for KISAN's performance indicators are specified in Annex C (summary table) and Annex E (Performance Indicator Reference Sheets).

DATA MANAGEMENT IN WIKISAN

Winrock has established a geo-enabled, web-based, single-entry data management and reporting system named "WIKISAN" to track, analyze, and manage project data. WIKISAN allows for instant access queries and real-time reporting of performance data. WIKISAN uses an application design that employs an ultra-thin client architecture that supports low-bandwidth, dial-up connections and all web browsers (regardless of operating system), for multiple languages. It simplifies issues of data flow and management by decentralizing the data entry process, and making data available on-line for immediate access by Winrock, KISAN staff, Project partners, and USAID/Nepal. WIKISAN users are granted different degrees of access based on their level of responsibility and accountability. The GIS and DQA Expert manages WIKISAN, based in KISAN's Kathmandu office. Backup documentation, such as data collection forms, is kept in the District Offices.

DATA ANALYSIS

KISAN will use largely quantitative analysis to assess outputs and outcomes, supplemented by qualitative analysis as needed to understand factors driving Project performance and to document lessons learned. Survey data will be stored in a customized Access database, scrubbed using DQA queries based on expected ranges and relationships, and extracted for final results calculations in Excel spreadsheets. Formulas are drawn from FTF guidance documents and referenced in Annex B. Data will be geo-referenced at district, village, and ward levels. Geo-referenced data will be exported from WIKISAN to a GIS to enable geo-spatial analysis and mapping of Project results and factors that influence Project performance. Refer to Annex C for a summary of the frequency of analysis and reporting by indicator.

INTERNAL DATA QUALITY MEASURES

Quality control will be facilitated by a comprehensive training program and data collection tools for each person responsible for data collection. In addition, KISAN will implement data quality assessment (DQA), verification, and validation measures to ensure that KISAN is evaluation- and audit-ready. USAID/Nepal's FTF project portfolio, including KISAN, underwent its first DQA in December 2014, conducted by Research Inputs and Development Action Ltd. (RIDA).⁵ KISAN has addressed relevant findings in this M&E Plan.⁶ RIDA will continue to be responsible for conducting future DQAs on FTF indicators.

⁵ KISAN noted several erroneous findings in the 2014 DQA report and provided this feedback to RIDA. They remain in the final report. KISAN will request an opportunity to comment on 3rd party findings in future project reviews and evaluations, and recommends that the review process include a step to ensure that comments are addressed in the report where appropriate to correct misrepresentations before the report is finalized.

⁶ The key recommendation related to KISAN in the 2014 DQA was to replace the interns tasked with entering output indicator data into WIKISAN with long-term staff, to reduce the risk of data entry errors. This change is

DQA CHECKLIST

USAID Performance M&E TIPS no. 18 specifies the criteria USAID uses to assess data quality. KISAN's M&E Director is responsible for ensuring that project performance data meets the five data quality criteria listed below:

- 1. VALIDITY – Data should clearly and adequately represent the intended result.**
 - a. Does the information collected measure what it is supposed to measure?*
 - b. Do results collected fall within a plausible range?*
 - c. Is there reasonable assurance that the data collection methods being used do not produce systematically biased data (e.g. consistently over- or under-counting)?*
 - d. Are sound research methods being used to collect the data?*
- 2. RELIABILITY – Data should reflect stable and consistent data collection processes and analysis methods over time.**
 - a. When the same data collection method is used to measure/observe the same thing multiple times, is the same result produced each time?*
 - b. Are data collection and analysis methods documented in writing and being used to ensure the same procedures are followed each time?*
- 3. TIMELINESS – Data should be available at a useful frequency, should be current, and should be timely enough to influence management decision making.**
 - a. Are data available frequently enough to inform program management decisions?*
 - b. Are the data reported the most current practically available?*
 - c. Are the data reported as soon as possible after collection?*
- 4. PRECISION – Data have a sufficient level of detail to permit management decision-making.**
 - a. Is the margin of error less than the expected change being measured?*
 - b. Has the margin of error been reported along with the data (for statistical samples)?*
 - c. Is the data collection method/tool being used to collect the data fine-tuned or exact enough to register the expected change?*
- 5. INTEGRITY – Data collected should have safeguards to minimize the risk of transcription error or data manipulation.**
 - a. Are data collected by qualified personnel and these personnel are properly supervised?*
 - b. Are safeguards in place to minimize and detect data transcription errors and duplicate data?*
 - c. Is there independence in key data collection, management, and assessment procedures?*
 - d. Are mechanisms in place to prevent unauthorized changes to the data?*
 - e. Are source documents maintained and readily available?*

KISAN recognizes that additional criteria may be needed for some of the DQA questions to ensure that the user can adequately assess the five primary criteria. KISAN will use a DQA checklist to conduct internal DQAs for KISAN's KPIs. These will be adapted from the checklist in TIPS. In addition, Winrock

reflected in the new M&E staffing structure. Interns have been replaced with District M&E Associates cum Accountants.

will incorporate these requirements into the Statement of Work (SOW) for any firm subcontracted to assist with conducting surveys.

VERIFICATION

KISAN’s M&E Team will verify beneficiary information in WIKISAN using spot checks, assisted by a subcontractor as needed. *Verification of data means that the reviewer follows a specific datum to its source, confirming that it has supporting documentation and is accurate—as is done in audits (TIPS no. 18).*

VALIDATION

Data collection forms will be reviewed by field managers prior to the data being entered into WIKISAN to identify gaps and errors, particularly values that appear to be outside of the expected range. The M&E Field Guide will include clear indicator definitions and expected ranges (i.e. tables of average crop yields/income). In addition, field managers will test field staff and those involved in data entry periodically to assess their understanding of the measurement guidelines. The GIS and DQA Expert will run queries to identify data gaps and outliers, and work with data collectors to address data issues as needed.

DATA LIMITATIONS AND MITIGATION MEASURES

KISAN’s data collection plan relies on many different people across our Field Team, private sector partners, and beneficiaries to record and collect complete and accurate information on project activities, outputs, and outcomes. Following is a summary of potential risks and data limitations for monitoring and sample survey approaches. A similar table will be included in all survey reports and used to assess data limitations, based on the unique implementation conditions and findings of each survey.

Table III. KISAN Monitoring and Data Limitations and Mitigation Measures

Potential Risks and Data Limitations	Mitigation Measure
Original baseline inadequate: The Nepal FTF baseline survey conducted by a third party contracted by USAID/Nepal did not produce credible data for KISAN’s performance indicator baselines.	New baseline: KISAN conducted its own survey in April 2015 to collect baseline data and FY14 results data. For all farm-level indicators, the baseline was defined on a farmer-by-farmer basis as the 12 months leading up to their first KISAN training.
Survey Design	
Sampling error: The variability across potential samples within a population that result in differences between the sample statistics used to estimate the population parameters (indicators) and the actual population statistics (the results that would have been documented if a census of the entire population was conducted)	Sample size: The sample size will reflect a conservative design factor of 2 (which doubled the size beyond that required based on the margin of error and confidence level alone), as recommended by the Bureau for Food Security Advisor.
Measuring small changes: The increase in yields and gross margins for cereals may be small compared to the margin of error (10 percent). Consequently, it may be difficult to capture improvements in cereals.	Margin of error: FTF allows for a relatively large margin of error of 10 percent. KISAN will use this and include a discussion in the survey design document to assess the potential limitation, based on the scale of changes measured in the baseline and FY14 survey.

Table III. KISAN Monitoring and Data Limitations and Mitigation Measures

Potential Risks and Data Limitations	Mitigation Measure
<p>Statistical significance: Ideally, for each indicator or commodity disaggregate, the survey sample will capture at least 96 relevant beneficiaries for each strata. For gross margins, this requires knowing the number of KISAN farmers growing each target commodity.</p>	<p>Sample size: The sample size will be determined using a appropriate sample size calculator (an Excel spreadsheet created for this purpose) and the number will be reviewed by the BFS/SPPM M&E Advisor to confirm that it is sufficient. In addition, KISAN will start tracking in WIKISAN the beneficiary population for each target commodity for the purpose of identifying indicator-specific sampling frames, as needed (some sampling frames can cover multiple indicators).</p>
<p>Selection bias: This bias occurs if the survey sample does not accurately represent the beneficiary population.</p>	<p>Random sampling: The Survey Designer will randomly select from among KISAN’s target VDCs and beneficiary farmers in the project database (WIKISAN), using the methodology described earlier and recommended by the Bureau for Food Security Advisor.</p>
<p>Access-related bias: Some KISAN beneficiaries selected on a random sample basis will be extremely difficult to reach, particularly those in the hills, which will make it costly or otherwise impractical to include them in surveys.</p>	<p>Cluster approach: KISAN will use a stratified, cluster approach to minimize the data collection burden. Access bias does not appear to pose a significant risk, as the survey team will be expected to reach all randomly selected beneficiaries, irrespective of the extra time it may take in harder to reach areas.</p>
Survey Implementation	
<p>Recall error: Some performance indicators require beneficiaries to remember fairly large, complex sets of data involving many actions that span several months or longer (such as gross margin calculations). Beneficiaries will have difficulty answering survey questions accurately and completely due to memory issues.</p> <p>Farmers have the most difficulty recalling quantities for vegetables consumed or given as gifts to neighbors, since they harvest on an ongoing basis in small increments. It affects the yields reported and consumption figures. This is less of an issue for the value of sales, though volume of sales is more difficult to remember.</p>	<p>Memory aids and clear communication</p> <ul style="list-style-type: none"> ▪ Farmers will be encouraged to record key information in Farmer Logbooks. KISAN will coordinate with the Business Literacy Project to ensure that training topics focus on relevant logbook content. KISAN Technical Assistants and LSPs will provide additional support when they visit farmer groups. KISAN will acknowledge farmers who keep reasonably good records with an “Entrepreneur Certificate”. Other incentives will be identified in consultation with project partners, such as Agrovets. ▪ To mitigate confusion over the assessment period, it will be explained using Nepal dates and reference a significant holiday that coincides with the end of the fiscal year.
<p>Measurement error – response bias</p> <p>This bias occurs if interviewees misrepresent their practices and results because they want to present themselves or the project in a favorable light. It may be more likely if they know the interviewer and/or the interviewer is employed by the project.</p> <p>The case for involving KISAN project staff in survey interviews is that: 1) it helps ensure that the interviewers are able to accurately interpret farmers’ responses, seek clarification, and calculate gross margins, and 2) it helps avoid confusion with other donor-funded projects on the part of interviewees.</p>	<p>Striking a suitable balance: To mitigate the risk of response bias related to social desirability:</p> <ul style="list-style-type: none"> ▪ KISAN staff will be teamed with a 3rd party enumerator who will serve as the primary interviewer for each interview. ▪ Participating KISAN staff will be assigned to a district other than their own so that they are not known to the farmer. ▪ Survey forms will be designed to avoid leadings questions. ▪ Survey training will emphasize the importance of data quality (“no data is better than bad data”) and cover effective interview techniques, including but not limited to how to avoid leading questions.

Table III. KISAN Monitoring and Data Limitations and Mitigation Measures

Potential Risks and Data Limitations	Mitigation Measure
<p>Nonresponse bias: Some individuals chosen for the sample will be unwilling or unable to participate in the survey. This introduces a selection bias if this subset of the beneficiary population is substantially different than the rest of the population.</p>	<ul style="list-style-type: none"> ▪ KISAN staff will inform randomly selected farmers a few days in advance that interviews will be conducted in their village. In addition, the cluster approach allows enumerators to interview several farmers within a VDC over the course of a few days, which maximizes opportunities to interview the farmer. KISAN's nonresponse rate for our baseline and FY14 survey was low (5% of the sample of 960 farmers). Many of these were people who had moved away or were no longer active in the agriculture sector. This form of bias does not appear significant.
<p>Ongoing Monitoring Challenges</p>	
<p>Monitoring selection bias: KISAN's Field Team will complete needs assessment checklists when they meet with farmers groups. Not all beneficiaries will participate and some visits will be conducted in response to beneficiary requests, not a random sample approach.</p>	<ul style="list-style-type: none"> ▪ Monitoring data will largely be used for feedback on trends and issues and to triangulate findings generated by formal surveys. It will not be used to generate performance data for indicators that require a sample survey approach.
<p>Low level of literacy and numeracy skills in beneficiary universe. Record-keeping requires literacy and numeracy skills that many subsistence farmers do not have.</p>	<p>USAID's Business Literacy Program</p> <ul style="list-style-type: none"> ▪ BLP will target 48,000 KISAN farmers for a 12-month business literacy training course, focusing on those with low levels of literacy and numeracy. The first batch of trainings started in November 2014 and will be complete by the end of FY15. KISAN has reviewed the curriculum and noted that it omits critical content; for example, on gross margins. KISAN will work with BLP to strengthen content and coordinate activities at the VDC level to achieve greater synergy between the two projects. ▪ KISAN's survey forms will note if information is provided by documentation or recall methods.
<p>Lack of data collection experience: In FY15, KISAN will work increasingly through private sector partners (grantees) to deliver services to farmers and groups. These partners' record-keeping skills are likely to be generally weak. They will almost certainly have no experience monitoring and reporting on donor-funded activities. They may also fail to understand how beneficiary/customer data can be used to support their own business decisions and be reluctant to take on the administrative burden of monitoring grant-funded activities.</p>	<ul style="list-style-type: none"> ▪ KISAN will use a sample survey approach rather than a direct monitoring approach to collect performance data for secondary contacts. ▪ Grantees' monitoring requirements will focus on collecting and reporting critical beneficiary data for tracking in WIKISAN. This will ensure that a suitable sampling frame and random sample can be identified for KISAN's outcome indicators. ▪ KISAN will incorporate M&E requirements into grant agreements, provide training to support compliance, and conduct spot checks to verify beneficiary data. ▪ KISAN will develop graphs and other tools for sharing results with beneficiaries to build capacity in using data to inform business decisions.

Table 3 will be updated on an ongoing basis, as data limitations and issues are identified.

COORDINATION WITH M&E CONTRACTORS

USAID/Nepal contracted Research Input and Development Action (RIDA), a local consulting firm, to support M&E activities for Feed the Future activities in Nepal. Table 2 describes the basic terms of cooperation with KISAN and RIDA.

Table IV. KISAN Coordination with RIDA

M&E Tasks	RIDA	KISAN M&E Team
Establishing baseline values	<ul style="list-style-type: none"> ▪ n/a 	<ul style="list-style-type: none"> ▪ Conduct a baseline survey for KISAN's KPIs that require baseline data
Establishing targets	<ul style="list-style-type: none"> ▪ n/a 	<ul style="list-style-type: none"> ▪ Set KISAN's FTF indicator targets
Project monitoring	<ul style="list-style-type: none"> ▪ Conduct Data Quality Assessments (DQAs) ▪ Review monitoring survey designs ▪ Conduct M&E capacity assessments of KISAN consortium members 	<ul style="list-style-type: none"> ▪ Develop WIKISAN ▪ Conduct comprehensive performance monitoring ▪ Perform data collection, analysis, verification and validation
Reporting	<ul style="list-style-type: none"> ▪ Review data for progress reports and annual FTFMS data entry ▪ Advise on FTFMS data entry 	<ul style="list-style-type: none"> ▪ Enter KISAN data into FTFMS ▪ Prepare Quarterly and Annual Progress Reports and submit to RIDA and USAID/Nepal.
Evaluation	<ul style="list-style-type: none"> ▪ Conduct studies related to FTF programming in the ZOI 	<ul style="list-style-type: none"> ▪ Provide access to KISAN data and resources ▪ Assist with data collection, as requested

Winrock will provide 3rd party reviewers with access to the KISAN database (WIKISAN), survey and census data, project documents, and project staff, and will cooperate fully during reviews, assessments, and evaluations.

TRAINING

The M&E Team based in Kathmandu will work closely with the Training Manager to update and deliver monitoring related training for new and existing Project staff and partners. Training will be conducted using a training-of-trainers approach. Curriculum will cover the following:

- FTF and KISAN's Theory of Change,
- Monitoring for learning and adaptive management,
- FTF indicator definitions and measurement criteria, and
- Data collection, verification, and entry – including roles and responsibilities, processes, and methods.

All trainees will be tested to ensure they understand the material and can perform data-related tasks effectively. In addition, managers will conduct spot checks to assess competence and understanding on

an ongoing basis, and provide additional training as needed. Where feasible, the M&E Team will work with managers to identify incentives for staff members who achieve high data quality as it relates to their role.

TRACKING CHANGES TO KISAN'S M&E PLAN

KISAN's M&E Manager will maintain a log in Excel of all project-specific instructions and guidance document updates from USAID/Nepal and FTF regarding indicators, data collection, and reporting to ensure that changes are implemented in a timely manner. The log will also serve to document changes for evaluations, audits, contract modifications, and updates to the M&E Plan. It will identify the USAID staff member communicating the change, method of communication (e-mail, meeting notes, phone/Skype call, guidance document), nature of request, request date, KISAN follow-up actions, responsible party/parties, any issues, and implementation date.

KISAN's M&E Director will review all updates to relevant USAID guidance documents upon publication and update the M&E Plan on an ongoing basis to stay current. This includes the USAID/Nepal PMP and Multi-Year Strategy for FTF Implementation and FTF Guidance documents. Starting in 2016, the M&E Plan will be submitted to USAID each year, in conjunction with the Annual Work Plan, and all significant changes will be clearly shown using the "track changes" feature in Word and "accepted" upon COR approval.

V. REPORTING

The M&E Manager and GIS/DQA Expert will generate disaggregated data tables for reporting purposes and work closely with Communications staff and other involved in writing Performance Reports, identify issues for follow up action, and document successes and lessons learned. Following is a description of KISAN's USAID reporting requirements.

KISAN's reporting requirements are specified in Contract clause C.4.7.8 (refer to Annex F). This section focuses on the M&E Team's contributions to performance reports.

For each report, Winrock must submit two hard copies and one electronic copy in Microsoft Word format to the COR, one hard copy to the Contracting Officer, and one electronic copy to USAID Development Experience Clearinghouse (DEC).

QUARTERLY AND ANNUAL PERFORMANCE REPORTS

KISAN will generate Performance Reports on a quarterly and annual basis, in accordance with USAID's reporting cycle and fiscal year. Reports will be submitted 30 days after the end of each quarter:

January 30 th	Quarter 1 (October–December Quarter)
April 30 th	Quarter 2 (January-March)
July 30 th	Quarter 3 (April-June)
October 30 th	Quarter 4 and Annual Report (October-September)

KISAN M&E staff will provide data and facilitate analysis for the following elements:

- A comparison of actual accomplishments against goals specified in the Annual Work Plan and M&E Plan. Reasons why activities were delayed or goals were not met, if applicable.
- Cumulative quantitative M&E data, including information on progress towards targets, and explanations of any issues related to data quality.
- Analysis of disaggregated information by sex and caste ethnicity, including gender and social inclusion (GESI) results.
- Environmental compliance.
- Lessons learned and success stories.
- Major challenges and constraints faced during the performance period.

Additional reporting requirements will be addressed by other KISAN staff. Refer to Annex F for a complete list of reporting requirements in KISAN's contract.

MONTHLY REPORTS AND SUCCESS STORIES

The M&E Team will contribute to the following content of Monthly Reports, using feedback generated through KISAN's ongoing monitoring practices and case studies undertaken to explore issues more deeply:

- Problems encountered and proposed remedial actions;
- Project achievements (results) and success stories (specific examples);
- Effectiveness of activities, tools, and methods, including good practices that are replicable in other projects;
- Lessons learned about challenges, barriers, and effective/ineffective approaches and methods; for example, targeting and capacity building of excluded and vulnerable groups.

KISAN Cluster Teams are responsible for identifying potential success story topics, vetting them with the Communications Team, collecting information from stakeholders, and submitting two stories per month per cluster. The Communications Team will edit as needed.

KISAN impacts a large number of people in a variety of ways. Success stories will include *numbers* to show quantitative improvements, *qualitative* information on participant's experience and resulting livelihood improvements, *quotes*, and *photos or video*. The Communications Team has prepared a detailed Success Story Guide for field staff, presented in Annex L.

FTFMS AND AIDTRACKER

The Feed the Future Monitoring System (FTFMS) database collects and stores data on baselines, targets, and results for FTF-funded projects. It is used by USAID missions to track progress at the Implementing Mechanism (IM) level and generate annual mission-wide Performance Plan and Report (PPRs) in

FACTSInfo⁷. The FTFMS and PPR reporting schedules are the same. October 1 each year, the USAID/Nepal will open (unlock) the database for data entry and send KISAN a notification e-mail. KISAN will compile a spreadsheet and enter data into FTFMS by the annual deadline (approximately November 15), using the FTFMS Excel worksheet in Annex I. Note that USAID/Nepal will transition from FTFMS to AidTracker Plus in FY15 or FY16. KISAN's data reporting requirements will be updated accordingly. In the meantime, the following checklist of KISAN's FTFMS responsibilities applies:

- ✓ **Enter Data:** Enter actual FY results for each FTF indicator. Contact jspears@usaid.gov and copy KISAN's COR for assistance with any access issues that may occur.
- ✓ **Enter Deviation Narratives:** Enter a deviation narrative for any indicators for which actual performance is 10 percent above or below the target. As KISAN's FY13-FY15 targets were established before baseline data was available, this is place to comment on the target level. Deviation narratives may be short (two or three sentences), but must directly address the deviation. USAID/Nepal and BFS will carefully review each narrative and will request more information if they do not address the deviation.
- ✓ **Enter Indicator Comments:** Provide details, explain unique circumstances, and/or describe data collection challenges. Refer to the Performance Indicator Reference Sheet (PIRS) in Annex E to determine if specific narrative is required for the indicator.
- ✓ **Enter IM Performance Narrative** (1-2 pages) using the template provided in Annex J. Ensure the data in the narrative is consistent with the data submitted online, and that the narrative adds value to the numbers by helping tell the story of KISAN achievements.
- ✓ **Submit Data** to USAID/Nepal using three methods: 1) FTFMS database, 2) e-mail FTFMS Excel file (Annex I), and 3) e-mail FTF Portfolio Review Table (Annex K).

KISAN will enter baseline and FY14 survey results in late June 2015, along with FY16-2017 targets at the indicator and disaggregate levels. All targets are subject to USAID/Nepal approval and can not be adjusted once agreed. Thereafter, KISAN will enter FY results into FTFMS by the mid-November deadline. Refer to the current version of the FTFMS Guidance for additional information on data entry and automatic calculations performed by FTFMS on selected indicator data (such as adjusted baselines for incremental sales). Contact RIDA for questions about FTFMS data entry at mail@ridanepal.org.

COMPLIANCE WITH USAID'S OPEN DATA POLICY (ADS 579)

USAID's Open Data Policy (ADS 579), published October 2014, requires contractors and recipients of USAID assistance awards (e.g. grants) to submit all datasets created or collected with USAID funding to the Development Data Library (DDL) at <http://www.usaid.gov/data>. This policy applies to both structured and unstructured data. Examples cited in ADS 579.3.2 include baseline surveys; project

⁷ The Foreign Assistance Coordination and Tracking System (FACTSInfo) centralizes and consolidates all Department of State and USAID foreign assistance planning, budgeting, and performance reporting.

performance monitoring data and datasets from which indicator values are derived; and supporting documentation (codebooks, data dictionaries, forms, templates, and data gathering tools, explanations of redactions, notes on data quality, data limitations, or data context, and data gathering methodologies). The DDL requirement does not apply to performance reporting data that partners submit to USAID portfolio management tools. Data submitted to FTFMS may therefore be exempt. This will be clarified with KISAN's COR.

KISAN will establish procedures to inventory Project datasets and ensure that the data Winrock submits does not inadvertently violate someone's privacy or security. All data collection forms will include a statement that informs the Project participant of the Open Data Policy and a signature line for obtaining informed consent. Names, contact information, household-specific GIS coordinates, and other private information will be redacted prior to submitting datasets to the DDL. KISAN's GIS and DQA Expert will coordinate with KISAN's COR and Winrock's Open Data Policy point person to ensure compliance.

Winrock's Program Officer or Program Associate for KISAN will submit all final KISAN reports (such as progress reports and consultant reports) upon USAID acceptance or approval to the Development Experience Clearinghouse (DEC) at <https://dec.usaid.gov>. Winrock will ensure they are compliant with ADS 508, USAID's Privacy Program for protecting personally identifiable information, prior to posting.

SOCIAL MEDIA AND OTHER MEASURES FOR SHARING PROJECT INFORMATION

Social media such as Facebook and Twitter are rapidly being adopted in Nepal. KISAN will not maintain a social media presence and instead will provide materials, such as photos, videos, and success stories for the USAID/Nepal Facebook page. In addition, USAID/Nepal will have access to KISAN's performance data at any time through WIKISAN.

In addition, KISAN will share data and information with the Suaahara nutrition project, the Promoting Agriculture, Health and Alternative Livelihoods (PAHAL) Food for Peace project, and other FTF stakeholders. Where appropriate and feasible, KISAN will also collaborate with social science researchers on field research activities in the FTF Zone of Influence (ZOI) related to gender, rural livelihoods, value chains, and climate change adaptation and resilience. Additional communications activities are described in the KISAN Communications and Outreach Plan (December 2013).

VI. KNOWLEDGE MANAGEMENT

In alignment with USAID/Nepal and the Bureau of Food Security's vision for project monitoring and learning, KISAN will design new mechanisms for using project data to provide feedback to project staff, private sector partners, and farmers. These mechanisms will be integrated into a broad range of project activities to support learning and behavior change.

MAXIMIZING LEARNING OPPORTUNITIES

For the KISAN Team, the M&E Director will lead efforts to promote a results-oriented culture that emphasizes continuous learning and improvement. They will identify participatory processes to ensure

that results data are discussed among managers and field staff to reflect on what is working and not working, to assess assumptions in KISAN's Theory of Change, to discuss any surprises in the data collected, and to brainstorm about potential solutions. These internal assessments will be done on a quarterly basis at a minimum, and to the extent feasible in routine team meetings. In addition, the team will review performance data at an annual project planning retreat and make adjustments to the Work Plan, subcontract SOWs, and job descriptions as needed to ensure alignment with KISAN's implementation strategy and Theory of Change.

For KISAN beneficiaries, efforts will be made to maximize project learning opportunities. For example, during KISAN's FY2014 survey, interviewers calculated gross margins in local units (ropani and kattha) for each farmer and discussed the findings. These discussions help farmers make comparisons between crops with and without KISAN's recommended technologies and practices. To engage a larger number of farmers than those in the survey sample in discussions about farm-level outcomes, the GIS/DQA Expert will generate graphs that show trends in increased yields, incremental sales, and gross margins. KISAN will hold focus group discussions with farmers groups to discuss the range of experience and outcomes within each group. This will allow farmers to gain a clearer sense of what is possible to achieve across different farming scenarios in their village (they can directly observe changes in their neighbors' yields, but not gross margins). Data sharing and discussions also set the stage for farmer-to-farmer learning. Farmers can question their more successful peers to discover what they are doing differently to achieve better outcomes. In turn, project staff can better understand how farmers are making decisions about farming practices, and discover farmers' adaptations that enhance the likelihood of applying improved technologies and practices.

For KISAN's partners, Project staff will identify ways to use customer data to inform business decisions, such as those related to inventory management. Customer data can also be used for marketing purposes; for example, posting yields and gross margins with and without improved inputs.

MOTIVING BEHAVIOR CHANGE

In addition to facilitating learning, measuring results provides a strong motivator for behavior change. Research across other fields (such as energy efficiency and hand washing in hospitals) has demonstrated that people are more likely to change what they do when they know they are being measured and receive a score on how their behavior compares to their peers and neighbors. USAID-funded Education for Income Generation project staff received similar feedback from project participants, who reported that it made a difference that they were told that someone would return to their farm to check on their yields after they had an opportunity to implement new practices. This important function and benefit of project data has been underutilized to date, and will be significantly expanded.

A DEEPER DIVE INTO UNDERSTANDING THE DRIVERS OF CHANGE

Going beyond routine monitoring, KISAN will identify farming and market issues that warrant more in-depth investigation, focusing on those that are critical to achieving desired results. KISAN will combine practical, proven approaches with efforts to better understand and document critical aspects of the

implementation context and farmers and firm's choices. *Learning* is now flagged as an important project outcome.

For example, KISAN invests in improving access to finance. For farmers, this begins with starting to save and accessing loans from informal groups, and evolves to include accessing loans from formal microfinance institutions (MFIs). Despite access, many farmers hesitate to borrow money. *Why?* While risk may be a factor, anecdotal evidence suggests that a prevailing stigma around borrowing money may be a more significant factor. Many rural people believe that borrowing money signifies that you are “poor”, rather than the more positive association of being “credit worthy”. This belief may be a significant factor KISAN needs to address to increase farmers’ willingness to borrow funds so that they can invest in the kinds of technologies that offer larger returns (such as irrigation). We can’t know without further investigation, and plan to use focus groups and one-on-one interviews with farmers to assess obstacles to finance.

ANNEX A: FTF AND USAID/NEPAL RESULTS FRAMEWORKS

The following figures present FTF’s Results Framework with varying levels of detail related to food security pillars, indicators, and Sub-IRs.

Figure 4. FTF Results Framework with Food Security Pillars

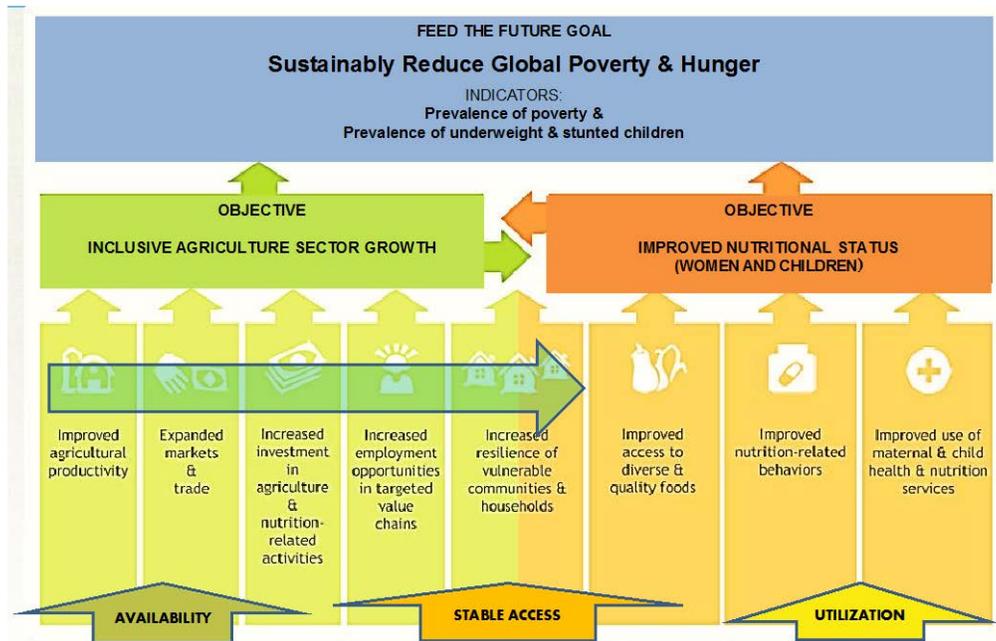
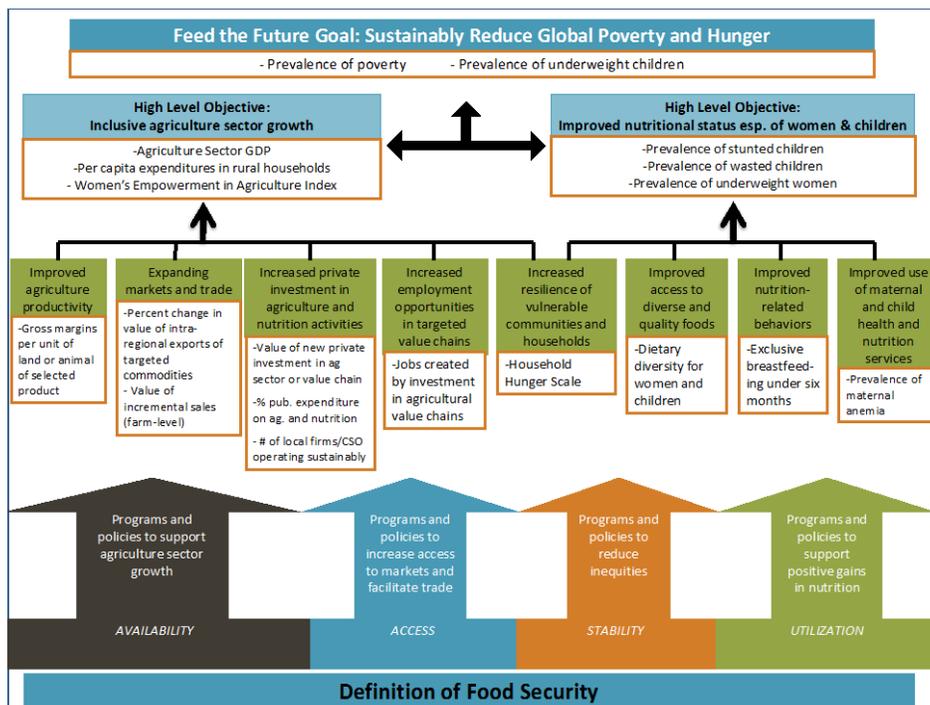
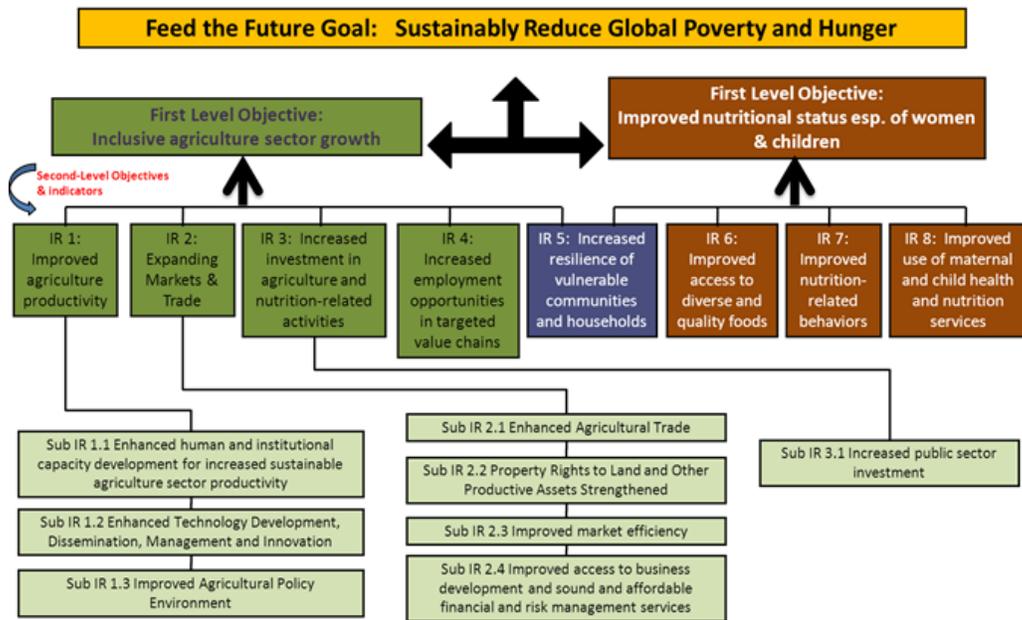


Figure 5. FTF Results Framework with Selected Indicators



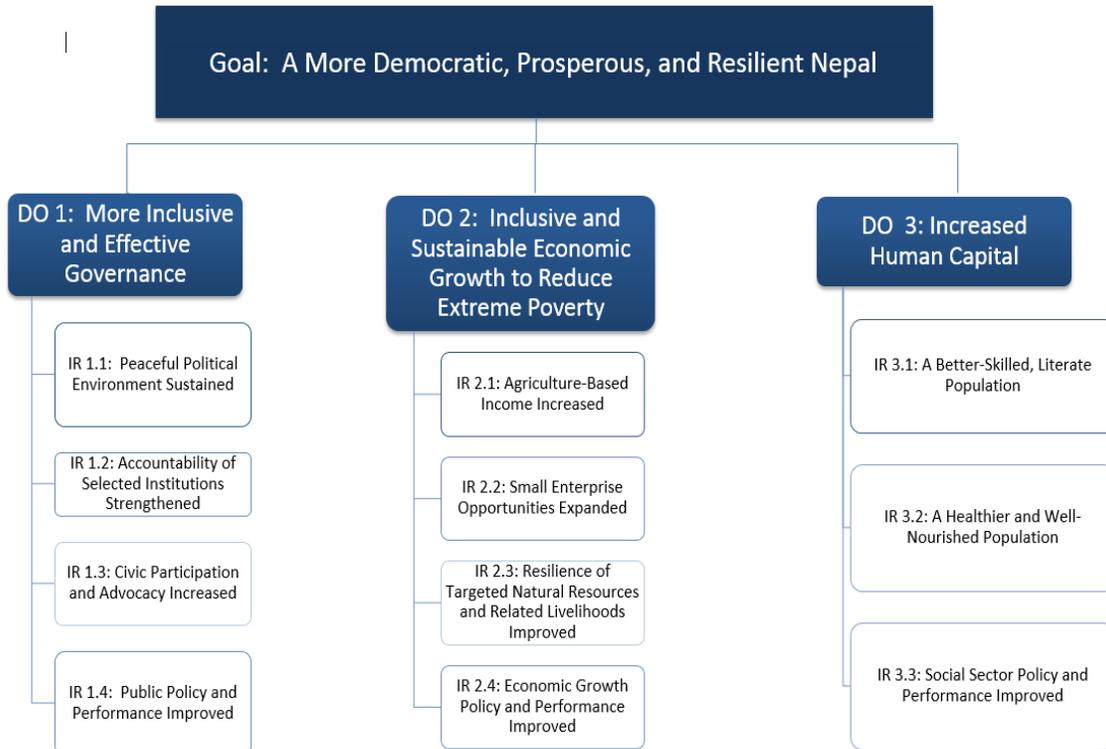
Source: for both figures: Salik Farooqi, USAID BFS/Washington, “FTF M&E Framework,” slides presented on February 5, 2015 in Kathmandu for USAID/Nepal’s FTF Implementing Partners.

Figure 6. FTF Results Framework with Sub-IRs



Source: "Monitoring and Evaluation under Feed the Future," FTF M&E Guidance Series: Overview, Volume I, February 2014.

Figure 7. USAID/Nepal Results Framework in PMP



ANNEX B: FTF INDICATOR MEASUREMENT GUIDANCE

The following table summarizes guidance on indicator measurement and data disaggregation from the FY14 FTFMS Guidance (September 2014), FTF Indicator Handbook (October 2014), FTF Agricultural Indicators Guide (September 2013), USAID/Nepal PMP: 2014-2019, and KISAN Contract (AID-367-C-13-00004). It will be updated as needed to reflect current USAID guidance.⁸

To help ensure correct reporting of results, the table summarizes “who” and “what” counts and includes KISAN-specific references to help the Project Team understand how the guidance applies to KISAN activities. Overarching principles include:

- Beneficiaries (individuals, groups, and firms) are counted each year they receive *significant* USG assistance.
- An intervention is *significant* if one can reasonably expect changes in behaviors or other outcomes for these individuals based on the level of services and/or goods provided.
- Only *direct beneficiaries* are counted. These include farmers, SMSEs, and groups supported by KISAN staff (*primary contacts*), and those trained by private sector service providers (*secondary contacts*) under an intentional cascade approach.
- Spontaneous spillover of improved practices to neighbors (indirect beneficiaries) does not count.
- Results must be realized during the reporting year (October through September).
- Targets reflect what can reasonably be measured and documented, not necessarily actual results.

Regarding disaggregation:

- FTF requires setting targets for and reporting on disaggregates for all indicators, except custom indicators.
- USAID/Nepal requires reporting of disaggregates for beneficiaries by age (5-year increments), gender, caste/ethnic affiliation (Dalit, Muslim, Brahmin/Chhetri, Newar, Janajati, and other), education, and occupation (KISAN Contract Section C.4.7.3).
- The FTF Portfolio Review Table requests data disaggregated by commodity (rice, lentil, maize, and vegetables) for the number of farmers assisted (for KISAN, this is equal to the “number of rural households benefitting”) and the indicators related to application of improved technologies and practices (number of farmers and hectares).

⁸ FTF guidance documents are available at www.feedthefuture.gov and www.agrilinks.org.

Regarding statistical significance:

- When presenting survey data, show the number of responses received for each indicator by strata to help assess statistical significance.
- Note that an answer of “zero” counts as a response for indicators related to yields, sales, loans, and technology adoption.
- For gross margins, farmers must have sold a portion of their yield for a given commodity to be included in the gross margin calculation and considered a respondent for the purpose of assessing statistical significance.

The indicators are grouped by type: output indicators that are tracked by KISAN in WIKISAN on an ongoing basis and have a baseline of zero; and outcome indicators that require a survey or census to establish baselines and measure results. For outcome indicators, the additional guidance column clarifies calculation methodologies and identifies data quality queries.

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)		
Indicators and Disaggregation	Counting Guidance	Additional Guidance
Output indicators with a baseline of zero (do not require a survey)		
4.5.2(13) Number of rural households benefiting directly from USG interventions		
<p><u>Duration</u></p> <ul style="list-style-type: none"> ▪ New ▪ Continuing <p><u>Gendered HH type</u></p> <ul style="list-style-type: none"> ▪ Adult Female no Adult Male ▪ Adult Male no Adult Female ▪ Male and Female Adults ▪ Child No Adults <p><u>Commodity*</u></p> <ul style="list-style-type: none"> ▪ Rice ▪ Maize ▪ Lentils (pulses) ▪ Horticulture (KISAN vegetables) 	<p><u>Who Counts</u></p> <ul style="list-style-type: none"> ▪ “Rural HHs” reside in an area governed by a Village Development Committee (VDC). If GoN converts the VDC to a municipality after KISAN started working in it, the status of HHs for FTF reporting purposes remains unchanged. ▪ Count each HH <i>once</i> that contains at least one individual beneficiary who comes into direct contact with the set of interventions (goods or services) provided by the activity during the reporting year. ▪ Farmers who have “graduated” remain direct beneficiaries for the duration of the project. ▪ KISAN examples include farmers, members of community organizations, and Local Service Providers (LSPs) that reside in a VDC. Agrovets and other firms that reside in a municipality do not count. <p><u>Exclusions</u></p> <p><i>Spontaneous</i> sharing of knowledge between beneficiaries and their neighbors does not count because it is not a deliberate KISAN service delivery mechanism (this is <i>spillover</i> and neighbors are <i>indirect beneficiaries</i>).</p>	<p><u>KISAN Activities and Links to Other Indicators</u></p> <ul style="list-style-type: none"> ▪ For FY14, this was largely comprised of individuals trained under 4.5.2(7) by KISAN Project staff: farmers, Local Service Providers (LSPs), and GoN agriculture extension workers (primary beneficiaries). Individuals generally received assistance through participation in KISAN-supported groups. ▪ Starting in FY15, KISAN will also count individuals and members of groups (both primary and secondary contacts) who receive support (“pings”) that deepens their knowledge and skills. ▪ Avoid double-counting: (a) HHs that have more than one beneficiary; and (b) farmers who receive more than one type of assistance or are in more than one type of group: <ul style="list-style-type: none"> – training [4.5.2(7)], – business support services [4.5.2(37)], or – as members of producers organization [4.5.2(27)]. <p>Each individual and group beneficiary will have a unique number in WIKISAN, and these will be linked for tracking purposes.</p>

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
4.5.2(14) Number of vulnerable households benefiting directly from USG assistance		
<p><u>Duration</u></p> <ul style="list-style-type: none"> ▪ New ▪ Continuing <p><u>Gendered HH type</u></p> <ul style="list-style-type: none"> ▪ Adult Female no Adult Male ▪ Adult Male no Adult Female ▪ Male and Female Adults ▪ Child No Adults 	<p><u>Who Counts:</u> As of March 23, 2015, USAID/Nepal defines vulnerable households as those that meet one or more of the following criteria:</p> <ul style="list-style-type: none"> ▪ Living on less than \$1.25 per person per day; ▪ Disadvantaged caste groups and ethnic and religious minorities (e.g. Dalits, Janajatis, and Muslims); ▪ Affected by natural disasters (e.g. flood, landslide, drought, or earthquake) during the project intervention period. 	<p><u>Rationale for Change:</u></p> <p>USAID/Nepal’s June 2014 PMP and KISAN’s contract SOW cite several examples of vulnerable groups, but “vulnerable HHs” was not clearly defined for FTF projects in Nepal.</p> <p>As of July 2015, KISAN has a target in its contract that states that “at least 30% of beneficiaries must be from female-headed households”. This is a gender inclusion indicator, not a vulnerable HH indicator.</p>
4.5.2(7) Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (required)		
<p><u>Sex of recipient</u></p> <ul style="list-style-type: none"> ▪ male ▪ female <p><u>Type of individual</u></p> <ul style="list-style-type: none"> ▪ Producer (farmers) ▪ Government worker (extension agents) ▪ In a private sector firm (processors, service providers, and manufacturers, such as LSPs, Agrovets, and other KISAN Grantees) ▪ In a civil society organization (NGOs, CBOs, research or academic, such as MPCs, collection centers, and water users associations) 	<p><u>Who Counts</u></p> <ul style="list-style-type: none"> ▪ Count only individual beneficiaries trained under a deliberate service delivery strategy (they may be primary or secondary contacts). ▪ Count an individual only once per reporting year, regardless of number of trainings or topics. <p><u>What Counts</u></p> <ul style="list-style-type: none"> ▪ Count trainings that are intentional, structured, and intended to impart knowledge or skills. <p><u>Exclusions</u></p> <ul style="list-style-type: none"> ▪ Spontaneous spillover of improved practices to neighbors does not count because it is not deliberate (these are indirect beneficiaries). ▪ Excludes nutrition-related trainings. ▪ Extension services or issue/problem-based technical assistance does not count as a training (however, if significant it can make the farmer a direct beneficiary). 	<p><u>KISAN Activities and Links to Other Indicators</u></p> <ul style="list-style-type: none"> ▪ Starting in FY15, KISAN will count both primary and secondary contacts. KISAN did not have secondary contacts prior to FY15. ▪ Training mobilizes farmers and others for Project interventions and sets the stage for adoption of better practices under 4.5.2(5).

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
4.5.2(37) Number of MSMEs, including farmers, receiving business development services from USG assisted sources		
<p><u>Size</u></p> <ul style="list-style-type: none"> ▪ Micro (1-10 FTE workers) ▪ Small (11-50 FTE) ▪ Medium (51-100 FTE) <p><u>MSME Type</u></p> <ul style="list-style-type: none"> ▪ Agricultural producer (farmers) ▪ Input supplier (Agrovets) ▪ Trader ▪ Output processor (feed mills) ▪ Non-agriculture ▪ Other (seed companies, MPCs, MFIs⁹) <p><u>Sex of recipient</u> Male, female, joint, or n/a</p> <p><u>Contact type</u></p> <ul style="list-style-type: none"> ▪ Primary ▪ Secondary 	<p><u>Who Counts</u></p> <ul style="list-style-type: none"> ▪ The MSMEs listed under disaggregation, including individual farmers. <p><u>What Counts</u></p> <ul style="list-style-type: none"> ▪ Services may be provided by the Project team or KISAN-supported service providers. ▪ Services may include business planning, procurement, off-farm production techniques, quality control and marketing, loans, support for market access, input supply, technology and product development, training and technical assistance, finance, infrastructure, and policy advocacy. ▪ <i>BDS-related</i> “pings” or other assistance. <p><u>Exclusions</u></p> <p>Support for farming practices does not count.</p>	<p><u>KISAN Activities</u></p> <ul style="list-style-type: none"> ▪ For farmers and MPCs, BDS focuses on improving post-harvest handling and sorting, market linkages, market intelligence (prices), access to loans, and record keeping (tracking inputs and technologies and calculating gross margins). ▪ For other KISAN partners, the goal of BDS is to build capacity within the private sector to support farmers, thereby creating sustainable service delivery mechanisms and secondary beneficiaries. BDS includes developing business plans, providing training of trainers (TOT), and other assistance to expand the scale of private sector operations in the FTF zone of influence (ZOI).
4.5.2(11) Number of food security private enterprises (for profit), producers organizations, water users associations, women’s groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance (required)		
<p><u>MSME Type</u></p> <ul style="list-style-type: none"> ▪ Private enterprises (agrovets) ▪ Producer organizations (farmers groups and seed cooperatives) ▪ Water users associations ▪ Women’s groups ▪ Trade and business associations (collection centers/MPCs) ▪ CBOs <p><u>Duration</u></p> <ul style="list-style-type: none"> ▪ New ▪ Continuing 	<p><u>Who Counts</u></p> <ul style="list-style-type: none"> ▪ Include only organizations KISAN has made a targeted effort to build their capacity or enhance their organizational functions -- such as member services, storage, processing and other downstream techniques, and management, marketing and accounting. ▪ Includes primary and secondary contacts that are a firm or group. <p><u>Exclusions</u></p> <ul style="list-style-type: none"> ▪ Excludes individual farmers and producers who do not employ anyone. ▪ Excludes MFIs. 	<p><u>Links to Other Indicators</u></p> <ul style="list-style-type: none"> ▪ This indicator counts all firms/groups receiving KISAN assistance, whereas 4.5.2(37) measures only firms/groups receiving BDS support. ▪ 4.5.2(27) defines “producer organization” and counts <i>individual</i> group members (but not firm members). ▪ The disaggregates are the same for 4.5.2(42), which tracks collectively applied improved technologies and practices.

⁹ E-mail dated 4/17/15 from Salik Farooqi of BFS: If KISAN is providing targeted support to the MFI to strengthen their capacity to lend to farmers and other value chain actors (e.g. input suppliers), e.g. by assisting them to develop new loan products that respond to farmers' constraints and reduce risk to MFI, you can count them. This, of course, is a reverse of the response I provided earlier. In the final analysis, we think that in this case, not counting assistance to MFIs under this indicator would be too restrictive. But, please note that the important aspect here is that capacity building for the MFI has to both

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
4.5.2(27) Number of members of producer organizations and community based organizations receiving USG assistance		
<p><u>Type of organization</u></p> <ul style="list-style-type: none"> ▪ Producer: any group involved in agriculture including input suppliers, transporters, farmers, processors, etc. that is organized around adding value to agricultural production. KISAN examples: producer groups and agricultural cooperatives. ▪ CBO (except producer groups): an organization involved in supporting any agricultural activity (including post-harvest transformation), based in the community, whose members are principally from the community. KISAN examples: savings and credit cooperatives (SAACOs), community-based micro-finance institutions (not all MFIs), collection centers, and marketing planning committees. <p><u>Sex of member</u></p> <ul style="list-style-type: none"> ▪ Male ▪ Female 	<p><u>Who counts</u></p> <ul style="list-style-type: none"> ▪ Any person within the agricultural value chain who is a member of one of the USG-assisted organizations listed under disaggregation. ▪ Count each individual <i>once</i> per year, regardless of the number of groups they are in. ▪ According to FTF indicator measurement policy, all farmers groups count. ▪ Excludes value chain actors who are not organized into a group, such as Agrovets, Local Service Providers, and some farmers. <p><u>What counts</u></p> <ul style="list-style-type: none"> ▪ Assistance to expand coverage, services provided, information, etc. Examples are organizational capacity building, training, other technical assistance, provision of supplies and materials, encouragement and motivation for improvements, etc. <p>Includes but is not limited to training and issue/problem based technical assistance (“pings”) that benefits the <i>group</i> (not just the individual).</p>	<p><u>KISAN Activities and Links to Other Indicators</u></p> <ul style="list-style-type: none"> ▪ Includes farmers who have been organized into producer groups and trained under 4.5.2(7), who receive follow-up support (“pings”) that deepens their knowledge and skills after training has ended, and who receive business support services under 4.5.2(37). ▪ Excludes members of <i>firms</i> assisted under 4.5.2(11). ▪ Avoid double-counting members of farmers groups and collection centers/MPCs.

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
Outcome Indicators Requiring a Survey or Census		
4.5(16) Gross margin per hectare of selected product*		
<p><u>Commodities</u></p> <ul style="list-style-type: none"> ▪ Rice ▪ Maize ▪ Lentils ▪ Tomato ▪ Cauliflower ▪ Cabbage ▪ Cucumber ▪ Bitter gourd <p>To minimize the burden of data collection and analysis, FTF only requires gross margin calculations for five products. Data collection will focus on those expected to have the highest gross margins and the largest number of farmers growing.</p> <p><u>Sex (decision-maker):</u></p> <ul style="list-style-type: none"> ▪ Male ▪ Female ▪ Joint ▪ Association <p>Disaggregate first by commodity, then by sex.</p>	<p><u>For each commodity</u></p> <p>Input five data points for each commodity into FTFMS, disaggregated by sex. It will automatically calculate gross margins.</p> <ol style="list-style-type: none"> 1. <i>TP: Total production</i> 2. <i>VS: Total value of sales (USD)</i> 3. <i>QS: Total quantity (MT) of sales</i> 4. <i>IC: Total recurrent cash input costs</i> 5. <i>Area: Total units of production (ha)</i> $\frac{[(VS/QS) \times TP] - IC}{Area} = GM$ <ul style="list-style-type: none"> ▪ Report all data points in the year the crop is sold, not planted. ▪ For each data point (including hectares), sum all crop cycles for each commodity for the reporting year. ▪ Cash input costs only. ▪ For those farmers who sell some of their yield, include costs for portion of production that is not sold. <p><u>Exclusions</u></p> <ul style="list-style-type: none"> ▪ Omit household labor and land costs. ▪ Omit sales of byproducts. ▪ Omit all data from farmers with more than 5 hectares. ▪ Omit all data from farmers who had no sales of that crop.¹⁰ 	<p><u>DQA</u></p> <ul style="list-style-type: none"> ▪ Unit of measure for sales quantity/volume must match that for incremental sales under 2.5.2(23). Actual sales figures may vary because gross margins are not calculated for all commodities and omit sales of byproducts. ▪ For any given farmer or producer, the reporting year sales (value and volume) of a specific commodity should be the same or similar for both incremental sales and gross margin (AIH, p. 60). ▪ In FY14, FTFMS listed “vegetables” as one commodity. This will be modified to allow reporting gross margins by vegetable. ▪ Refer to the Expected Ranges table for inputs, yields, and costs. <p><u>Analysis for each commodity</u></p> <ul style="list-style-type: none"> ▪ Convert sales data collected in NPR to USD using the average interbank rate for the year. For example: FY13: <u>99,8015</u> USD/NPR and FY14: <u>97,8818</u> USD/NRP (source: OANDA). ▪ Extrapolate from the strata sample to the strata population for each of the five GM factors. ▪ Using the sum of the four strata’s results for each GM factor, calculate the project-wide GM using the formula at the left. This will be compared to the baseline.

¹⁰ Reference: AIH p. 59 and confirmed by Salik Farooqi on 6/12/15 in phone conversation with Lorene Flaming.

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
<p>4.5.2(23): Value of incremental sales (collected at farm-level) attributed to FTF implementation Units: Volume (Metric Tons) and Value (USD)*</p>		
<p><u>Target Commodities</u></p> <ul style="list-style-type: none"> ▪ Rice ▪ Rice seed ▪ Maize ▪ Maize seed ▪ Lentils (pulses) ▪ Lentil seed ▪ Horticulture (tomato, cauliflower, cabbage, cucumber, bitter melon, bottle gourd, eggplant, chili pepper, onion, long bean). <p>The adjusted baseline sales calculation requires knowing the number of beneficiaries for each target commodity.</p> <p><u>Farm Size*</u></p> <ul style="list-style-type: none"> ▪ <0.5ha ▪ 0.5 – 2 ha ▪ >2 ha <p>*For report narratives only, not for FTFMS.</p>	<p><u>Who Counts</u></p> <ul style="list-style-type: none"> ▪ Only smallholders supported by KISAN (direct beneficiaries). ▪ USAID/Nepal uses FTF's upper limit for a "smallholder": 5 hectares or less of arable land. <p><u>What Counts</u></p> <ul style="list-style-type: none"> ▪ Sales of <i>targeted commodities only</i>, including byproducts (KISAN-supported vegetables). Sales of <i>all KISAN target commodities</i> should be included (not only those for which gross margins are calculated). ▪ Sales must be by farmers, but do not need to be at the farm-gate. ▪ Note: In theory, increased sales by farmers who are assisted by a KISAN-supported MPC or other service provider involved in marketing count – the farmer does not need to be trained by KISAN to benefit. Some farmers, especially in the hills, may have had no sales prior to being linked with a collection center. <p><u>Exclusions</u></p> <ul style="list-style-type: none"> ▪ Sales by companies, such as seed companies and agrovets. <p><u>Formulas</u></p> <p>Sales: Total sales reported (USD) # of Interviewees in strata N: strata beneficiary population</p> <p>a) $(Sales_1 / Interviewees_1) \times N_1 = \text{Strata Sales}_1$</p> <p>b) $SS_1 + SS_2 + SS_3 + SS_4 = \text{Total Project Sales}$</p> <p>c) Total Project Sales/Total Beneficiaries</p> <p>d) Adjusted Baseline (applicable starting in FY15) = (Baseline Average Sales per Beneficiary x no. of New Beneficiaries) + Total Baseline Sales.</p> <p>e) Incremental Sales = FY Sales – Adjusted Baseline Sales.</p>	<p><u>DQA for each target commodity:</u></p> <ul style="list-style-type: none"> ▪ Sales volume can not exceed yield. ▪ For any given farmer, sales volume and value for a <i>single target commodity</i> should be the same for incremental sales and gross margin indicators, unless byproducts are sold. ▪ For each strata and project-wide, sales volume and value for a <i>single target commodity</i> should be the same for incremental sales and gross margin indicators, unless byproducts are sold. ▪ Incremental sales will be larger than the sum of sales reported for gross margin calculations because gross margins are not calculated for all target commodities. <p><u>Analysis</u></p> <ul style="list-style-type: none"> ▪ Refer to currency conversation rates under gross margin. ▪ See formulas at left for strata sales (extrapolated from sample), total project sales (sum of four strata), average sales per beneficiary, adjusted baseline sales, and incremental sales. ▪ The number of interviewees includes farmers who reported zero sales. ▪ FTFMS will automatically adjust the baseline sales value to account for the annual increase in the number of beneficiaries. The formula is provided at left for reference only (d). The number of beneficiaries is the same for baseline and FY14.

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
4.5.2.8(x): Total quantity of targeted nutrient-rich value chain commodities set aside for home consumption by direct beneficiary producer households		
<p><u>Commodity</u></p> <ul style="list-style-type: none"> ▪ Okra ▪ Cabbage ▪ Cauliflower ▪ Spinach ▪ Bitter gourd ▪ Carrots ▪ Pumpkin <p>Note: This is a new indicator for FY15. Prior to this, KISAN did not promote carrots and pumpkin because they are not high-value.</p>	<p><u>What Counts</u></p> <ul style="list-style-type: none"> ▪ Include nutrient-rich crops set aside for home consumption or given away to other households for home consumption (it's a common practice in Nepal to share food with neighbors who are less well off).¹¹ ▪ Total volume (MT) of qualifying crops (listed in the left column). ▪ Count the nutrient-rich crops irrespective of where they are grown (kitchen garden or farm). ▪ Count the nutrient-rich crops irrespective of whether the farmer applied KISAN's recommended technologies and practices. <p><u>Formulas</u></p> <p>Consumption: MT reported consumed # of Interviewees in strata N: strata beneficiary population (Consumption_i/Interviewees_i) x N_i = Strata Consumption_i SC₁ + SC₂ + SC₃ + SC₄ = Total Project Consumption</p>	<p><u>DQA for each target commodity:</u></p> <ul style="list-style-type: none"> ▪ Consumption should equal production less sales and losses. ▪ Expect percentage consumed to be higher in more remote areas with less access to markets. <p><u>Analysis</u></p> <ul style="list-style-type: none"> ▪ See formulas at left for strata consumption (extrapolated from sample) and total project consumption (sum of four strata). ▪ According to the "FTF Baseline Cheat Sheet" provided RIDA, a baseline is not required for this indicator because it measures the total (not incremental) quantity set aside for home consumption.
4.5.2(29): Value of Agricultural and Rural Loans*		
<p><u>Type of loan recipient</u></p> <ul style="list-style-type: none"> ▪ Producers (farmers) ▪ Local traders/assemblers (middlemen) ▪ Wholesalers/processors (e.g. feed mills, seed companies) ▪ Others (LSPs, Agrovets) <p><u>Sex of recipient:</u> Individual loan recipient, proprietor, majority ownership, majority of senior management, or cannot be ascertained (n/a)</p> <ul style="list-style-type: none"> ▪ male ▪ female ▪ joint ▪ n/a 	<p><u>What Counts (all must apply)</u></p> <ul style="list-style-type: none"> ▪ Sum of cash loans disbursed to KISAN's existing direct beneficiaries (farmers/producers, input suppliers, transporters, processors, and other MSMEs). ▪ Loans made in rural areas, for targeted agricultural value chains, with USG assistance. ▪ Loans made by any size registered financial institution (includes NGOs). <p><u>Exclusions</u></p> <ul style="list-style-type: none"> ▪ Omit portions of loans used for non-agricultural purposes. ▪ Omit wholesale loans made to MFIs for on-lending.¹² ▪ Omit loans by informal groups such as village savings and loan groups that are not formally registered as an MFI. 	<p><u>No Baseline</u></p> <p>The FTF Baseline Cheat Sheet provided by RIDA indicates that no baseline is required. This measures total value of loans received by direct beneficiaries (not incremental value).</p> <p><u>Data Source</u></p> <p>KISAN determined that this data is best collected through a survey, because it is extremely time-consuming to collect loan data on a farmer by farmer basis from banks and the time can be better spent providing technical assistance. Producers loans will come from farmer survey. Data for all other recipients will come from the firm/organization sample survey/census.</p>

¹¹ Confirmed in a conversation with Salik Farooqi of BFS on 6/12/15.

¹² E-mail from Salik Farooqi of BFS on 4/14/15: "You should not count the loans disbursed by the regional development banks to SACCOs and MFIs."

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
4.5.2(30): Number of MSMEs, including farmers, receiving USG assistance to access loans		
<p><u>Size</u> Micro (1-10 FTE workers or farm HH) Small (11-50 FTE) Medium (51-100 FTE)</p> <p><u>Sex of recipient</u> male female joint n/a</p>	<p><u>Who Counts</u></p> <ul style="list-style-type: none"> Count each MSME/farmer <i>once</i> who received at least one loan during the reporting year, even if multiple loans are accessed. <p><u>What Counts</u> (differs from loan value indicator)</p> <ul style="list-style-type: none"> Loans from <i>any financial institution</i>, formal or informal, with repayment in <i>cash or in kind</i>. Includes <i>in-kind lenders</i> of equipment, other agricultural inputs, or transport. The loan may be used <i>for any purpose</i> (does not need to be used for agriculture); however, the loan must be part of KISAN's scope, intent, and targets to count non-ag lending.¹³ 	<p>Data will come from both the farmer survey and firm/org survey. Farmers will largely gain access through informal savings groups. Firms will largely gain access through MFIs.</p> <p>KISAN anticipates that some of our farmers who have joined informal savings groups that we helped form or have joined savings and credit cooperatives (SACCO) that we've supported will choose to borrow money for non-ag purposes. In addition, we know that it's common for rural people to take out loans and use them for multiple purposes (agriculture and school fees, perhaps).</p>
4.5.2(38): Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation		
None	<p><u>What Counts</u></p> <ul style="list-style-type: none"> Only <i>capital investments</i> in assets for privately-led, <i>for-profit</i> agricultural activities managed by a formal company, CBO or NGO. The firm can be involved in any aspect of an agriculture value chain. "Leveraged" means that the investment is made by a firm or organization that receives BDS support from KISAN or KISAN-supported service providers. Examples: Investments by banks or agrovets to expand branches or warehouse facilities or upgrade computers count. <p><u>Exclusions</u></p> <ul style="list-style-type: none"> Excludes grants, operating capital for inputs or inventory, and investments by individuals such as farmers. Examples: 1) Investments by agrovets to increase inventory do not count because it is not a capital investment. 2) Investments by farmers to buy a tractor do not count because they are not a formal company. 	<p><u>Comments</u></p> <ul style="list-style-type: none"> Firms and organizations who receive BDS support under 4.5.2(37) will be the primary contributors to this indicator. Producers are unlikely to contribute because they rarely make capital investments. <p><u>Formulas</u> Loans: Reported loan total for strata (USD) # of Interviewees in strata N: strata beneficiary population (Loans_i/Interviewees_i) x N_i = Strata Loans_i SL₁ + SL₂ + SL₃ + SL₄ = Total Project Loans</p> <p><u>No Baseline</u> The FTF Baseline Cheat Sheet provided by RIDA indicates that no baseline is required. This measures total value of investment during the fiscal year (not incremental value).</p>

¹³ E-mail from Salik Farooqi of BFS, dated 4/17/15.

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
4.5.2(2): Number of hectares of land under improved technologies or management practices as a result of USG assistance*		
<p><u>Technologies and Practices</u></p> <ul style="list-style-type: none"> ▪ Crop genetics (improved seeds with respect to yields, nutrition, or climate resilience). ▪ Cultural practices (seedling production and transplanting, planting density, moulding, mulching). ▪ Pest management (IPM, improved pesticides and application). ▪ Disease management (improved fungicides and application). ▪ Soil-related fertility and conservation (fertilizers, organic matter, erosion control). ▪ Irrigation (drip, sprinkler, lift). ▪ Water management (water harvest tank, tube well, plastic pond). ▪ Climate adaptation (no or low-till practices for carbon sequestration, practices to increase predictability and productivity under climate variability). ▪ Other (improved mechanical and physical land preparation) ▪ Total w/one or more <p><u>Sex (decision maker)</u></p> <ul style="list-style-type: none"> ▪ Male ▪ Female ▪ Joint ▪ Association <p><u>Commodity</u></p> <ul style="list-style-type: none"> ▪ Rice ▪ Lentil ▪ Maize ▪ Vegetables <p>Duration disaggregates (“new” and “ongoing”) dropped in October 2014 FTF Indicator Handbook, p. 102.</p>	<p><u>What Counts</u></p> <ul style="list-style-type: none"> ▪ Includes application of new technologies and significant improvements to existing technologies recommended by KISAN. <p><i>For each farm:</i></p> <ul style="list-style-type: none"> ▪ Count “the number of ha with at least one technology applied” for each farm. This is the most important number for technology adoption. ▪ Double-counting occurs based on the number of crop cycles: the hectare is counted each time it is cultivated during the reporting year with at least one KISAN-recommended improved technology or practice. ▪ The number of technologies does not matter here. ▪ Example: if a farmer bought improved rice seeds and in a later crop cycle inter-cropped cucumber and bitter gourd in the same area, this area would be counted twice. It doesn’t matter how many improved technologies or practices are applied to the rice or the vegetables – it only matters that at least one was for each crop cycle. <p><i>For each technology (disaggregation):</i></p> <ul style="list-style-type: none"> ▪ Double-counting is based on the number of technologies applied during the year (by double-count we mean that the same hectare can be reported for more than one technology). ▪ Each hectare can only be counted once for each technology, even if it is applied to more than one crop. ▪ The number of crop cycles on a given hectare does not matter. ▪ Only if the same technology is applied on two different areas of the farm will hectares be summed for a technology. ▪ Example: if a farmer harvests two cucumber crops in a year using an improved seed variety, proper spacing, and IPM – 1) the no. of ha planted in cucumber will be counted twice for “total number of ha with at least one technology applied” aggregate; and 2) the number of hectares will be reported for each of the three technologies/practices disaggregates. 	<p><u>DQA Guidance</u></p> <ul style="list-style-type: none"> ▪ The sum of the sex disaggregates should equal the number of ha with one or more technologies applied. ▪ The number of ha with a technology applied to a given crop should equal the area under cultivation for that crop (it can not be greater, and we wouldn’t expect a farmer to apply a technology or practice to only part of a crop). ▪ For the “at least one technology applied” disaggregate, the number of ha can not be greater than the total area under cultivation (or the total area that is suitable for agriculture) times the number of crop cycles. ▪ Interviewees have difficulty understanding how to record this information. Provide extra training that includes testing trainees on scenarios. Requires data cleaning. <p><u>Analysis</u></p> <ul style="list-style-type: none"> ▪ Calculate both 1) the number of hectares with at least one technology applied, and 2) the number of hectares by technology category. The technologies are grouped by category in the interview form. <p><u>Formulas</u></p> <p>Hectares: Ha reported for strata # of Interviewees in strata N: strata beneficiary population (Hectares₁/Interviewees₁) x N₁ = Strata Hectares₁</p> <p>SH₁ + SH₂ + SH₃ + SH₄ = Total Project Hectares</p> <p><u>Baseline</u></p> <p>In the FY14 survey, KISAN collected data on baseline practices to determine which FY14 practices were a result of KISAN assistance. However, KISAN is not required to report baseline data.</p>

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
4.5.2(5): Number of farmers and others who have applied improved technologies or management practices as a result of USG assistance*		
<p><u>Sex (decision maker)</u></p> <ul style="list-style-type: none"> ▪ Male ▪ Female ▪ Joint ▪ Association <p><u>Value chain actor type:</u></p> <ul style="list-style-type: none"> ▪ Producers (farmers) ▪ Others (individual processors, rural entrepreneurs, traders, transporters, and LSPs). <p><u>Commodity</u></p> <ul style="list-style-type: none"> ▪ Rice ▪ Lentil ▪ Maize ▪ Vegetables <p>Duration disaggregates (“new” and “ongoing”) dropped in October 2014 FTF Indicator Handbook, p. 102.</p>	<p><u>What Counts (must be a KISAN-recommended technology or practice):</u></p> <ul style="list-style-type: none"> ▪ Technologies and practices listed under 4.5.2(2). ▪ Marketing and distribution (contract farming, input purchasing, sales, and market information systems). ▪ Post harvest handling and storage (packing, transportation, decay and insect control e.g. super bags, temperature and humidity control, quality control, sorting and grading). ▪ Value-added processing (improved packaging, food and chemical safety, preservation). ▪ Other (mechanical and physical land preparation, IT, record-keeping e.g. farmer logbooks, budgeting, financial management). <p><u>Who Counts (individuals only)</u></p> <ul style="list-style-type: none"> ▪ A beneficiary is counted <i>once</i> regardless of the number of technologies applied during the reporting year. ▪ If more than one beneficiary in a HH is applying improved technologies, count each beneficiary (KISAN generally counts only one beneficiary per HH). ▪ Do not include beneficiaries who are part of a group unless they <i>individually</i> apply the technology or practice. <p><u>Exclusions</u> Firms, organizations, and GoN staff.</p>	<p><u>Formulas</u></p> <p>FT: Number of farmers reporting application of at least one improved technology in strata # of Interviewees in strata N: strata beneficiary population $(FT_i / \text{Interviewees}_i) \times N_i = \text{Strata farmers applying}_i$ $SFT_1 + SFT_2 + SFT_3 + SFT_4 = \text{Project total number of farmers applying}$</p> <p><u>Baseline</u></p> <p>In the FY14 survey, KISAN collected data on baseline practices to determine which FY14 practices were a result of KISAN assistance. However, KISAN is not required to report baseline data.</p>

Table V. KISAN Indicator Measurement Guidance (FY15-FY17)

Indicators and Disaggregation	Counting Guidance	Additional Guidance
<p>4.5.2(42): Number of private enterprises, producers organizations, water users associations, women’s groups, trade and business associations and community-based organizations (CBOs) that applied improved technologies or management practices as a result of USG assistance*</p>		
<p><u>Type of organization</u></p> <ul style="list-style-type: none"> ▪ Private enterprise (agrovets) ▪ Producers organization (farmers groups and cooperatives) ▪ Water users association ▪ Women’s groups ▪ Trade and business (collection centers and MPCs) ▪ CBOs (SAACOs based in VDCs that largely focus on agriculture) <p>Duration disaggregates (“new” and “ongoing”) dropped for all technology-related indicators in 2014 (The FTF PIRS has not yet been updated to reflect this decision).</p>	<p><u>Who counts</u></p> <ul style="list-style-type: none"> ▪ Each group counts <i>once</i> per year (not by technology). ▪ See list under disaggregation. ▪ Enterprises include processors, input dealers, storage and transport companies, etc. ▪ According to FTF indicator measurement policy, all farmers groups count. <p><u>What counts</u></p> <ul style="list-style-type: none"> ▪ Includes only technologies and practices applied at the organization level (not by individuals). <p>Improvements include management (financial, planning, human resources), member services, procurement, technical innovations (processing, storage), quality control, marketing, etc.</p>	<p><u>Formulas</u></p> <p>GT: Number of firms/groups reporting application of at least one improved technology in strata # of Interviewees in strata N: strata beneficiary population $(GT_1 / \text{Interviewees}_1) \times N_1 = \text{Strata firms/groups applying}_1$ $SFT_1 + SFT_2 + SFT_3 + SFT_4 = \text{Project total number of firms/groups applying}$</p> <p><u>Baseline</u></p> <p>In the FY14 survey, KISAN collected data on baseline practices to determine which FY14 practices were a result of KISAN assistance. However, KISAN is not required to report baseline data.</p>

Measurement guidance for USAID/Nepal custom indicators is provided in the PIRS in Annex E.

ANNEX C: DATA COLLECTION SOURCES AND METHODS

The following table identifies data collection sources, collection methods, and collection and reporting frequency for each indicator. Data collection methods include: 1) monitoring forms completed by field staff in the course of mobilization, training, and follow-on support activities, and 2) biannual surveys conducted on a random sample basis. For all beneficiaries, data is geo-referenced to identify the district, village (VDC), and ward. Refer to Table 2 for a list of KISAN staff and partners engaged in monitoring-related activities.

Farm-level data for KISAN's target commodities will be collected twice each year as soon as possible after the winter and summer harvest seasons (approximately January and September). Outcome indicator data will be reported in the 2nd Quarterly Report submitted on April 30th and the Annual Report submitted on October 31st. Refer to Annex C for the crop calendar.

Indicators are listed in the same order as Table 1. Titles have been abbreviated to save space. KPIs are indicated with an asterisk (*).

Table VI. KISAN Performance Data Collection Plan

Number and Type	Indicators	Data Source (Forms/Tools)	Data Collection Method	Collection & Reporting Frequency
4.5.2(13) Output	Number of rural households benefiting	Recipient HH Form and others listed below	Consolidated from relevant output indicators tracked in WIKISAN	Continuous Quarterly
4.5.2(14) Output	Number of vulnerable households benefiting	Recipient HH Form and others listed below	Consolidated from relevant output indicators tracked in WIKISAN	Continuous Quarterly
4.5(16)* Npl 2.1-2 Outcome	Gross margin per hectare	Farmer Questionnaire	Sample Survey	Twice/Year
4.5.2(23)* Outcome	Value of incremental sales (farm-level)	Farmer Questionnaire	Sample Survey	Twice/Year
Nepal Custom	Yield per hectare	Farmer Questionnaire	Sample Survey	Twice/Year
4.5.2(29)* Outcome	Value of agricultural and rural loans	Farmer and Firm/Org Questionnaires	Sample Survey	Twice/Year
4.5.2(30) Outcome	Number of MSMEs, including farmers, accessing loans	Farmer and Firm/Org Questionnaires	Sample Survey	Twice/Year
4.5.2(7) Output	Number of individuals who have received short-term agricultural training	Training Form	Reported by AMTs, LSPs, & Grantees and tracked in WIKISAN	Continuous Quarterly

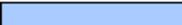
Table VI. KISAN Performance Data Collection Plan

Number and Type	Indicators	Data Source (Forms/Tools)	Data Collection Method	Collection & Reporting Frequency
4.5.2(37) Output	Number of MSMEs, including farmers, receiving BDS	Training Form BDS Checklist Credit Checklist	Reported by BDSOs, Microfinance staff, and Grantees and tracked in WIKISAN	Continuous Quarterly
4.5.2(2)* Outcome	Number of hectares of land under improved technologies or management practices	Farmer Questionnaire	Sample Survey	Twice/Year
4.5.2(5)* Outcome	Number of farmers and others who have applied improved technologies or management practices	Farmer Questionnaire	Sample Survey	Twice/Year
Nepal 2.2-1 Outcome Nepal Custom	Number of MSMEs established and/or expanded	BDS Checklist	Reported by BDSOs and Grantees and tracked in WIKISAN	Farmers: Twice/Year. Other MSMEs: Continuous Quarterly
4.5.2(38)* Outcome	Value of new private sector investment in the agriculture sector leveraged	Firm/Org Questionnaire	Sample Survey	Twice/Year
4.5.2(11) Output	Number of food security enterprises and organizations receiving USG assistance	Training Form BDS Checklist Credit Checklist	Reported by BDSOs, Microfinance staff, and Grantees and tracked in WIKISAN	Continuous Quarterly
4.5.2(27) Output	Number of members of producer organizations and CBOs receiving USG assistance	Training Form BDS Checklist Credit Checklist	Reported by AMTs and Grantees and tracked in WIKISAN.	Continuous Quarterly
4.5.2(42)* Outcome	Number of private enterprises and organizations that applied improved technologies or management practices	Firm/Org Questionnaire	Firm and Organization Sample Survey/Census	Twice/Year
4.5.2.8(x) Outcome	Total quantity of targeted nutrient-rich commodities set aside for home consumption	Farmer Questionnaire	Sample Survey	Twice/Year
Nepal 1.3.2-1	Percent of leadership positions in USG-supported community management entities that are filled by a woman or member of a vulnerable group (cross-cutting)	Organization Form	Organization Sample Survey/Census. Reported by AT and Tracked in WIKISAN (FY2016-17 results).	Annually

ANNEX D: CROP CALENDAR FOR SELECTED COMMODITIES

Figure 8. Crop Calendar

Crop	Growing period Days	Summer/Rainy Season			Winter						Spring/Dry Season				
		May	June	July	August	Sept	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	June
Hills	Days														
Maize for Home	90-115														
Maize for seed	90-145														
Tomatoes	120-150														
Cauliflower	75-120														
Cabbage	70-100														
Cucumber	35-80														
Eggplant	60-80														
Chillies	60-120														
Long bean	50-70														
Bitter gourd	40-100														
Terai															
Maize for feed	90-115														
Lentil for Dal	98-148														
Lentil seed	98-148														
Rice	125-150														
Rice seed															
Tomatoes	120-150														
Cauliflower	75-120														
Cabbage	70-100														
Cucumber	35-80														
Egg plant	60-100														
Chillies	60-120														
Long bean	50-70														
Bitter gourd	40-100														
Bottle gourd	40-100														
Onion	60-150														
USAID Fiscal Years															

 Transplanting & Seeding
 Harvest

Source for Growing Period: MOAD Agriculture Diary 2014-15

ANNEX E: PERFORMANCE INDICATOR REFERENCE SHEETS (PIRS)

Following are Performance Indicator Reference Sheets (PIRs) for all KISAN's indicators, drawing from related PIRS in the USAID/Nepal PMP and FTF Indicator Handbooks. They provide detailed information on the indicator description, plan for data collection and analysis, data quality issues, and targets. Much of this information is also summarized in the tables presented in Annexes B and C.

KISAN Performance Indicator Reference Sheet – USAID/Nepal 2.2-1

Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.

Mission DO 2: Inclusive and sustainable economic growth to reduce extreme poverty

Mission IR 2.2: Small enterprise opportunities expanded

Linkage(s) to other Results Statements: FTF IR 2: Expanding markets, and FTF IR 3: Increased investment in agriculture and nutrition activities

Performance Indicator 2.2-1: Number of medium, small, and micro-enterprises established and/or expanded as a result of USG assistance.

Performance Plan and Report Indicator: No Yes **If yes, for which Fiscal Year(s):** 2015 **If yes, link to foreign assistance framework:** Custom. **Indicator Type:** Outcome.

PERFORMANCE INDICATOR DESCRIPTION

Precise Definition(s): Total number of micro, small, and medium enterprises (MSMEs) established or expanded.

An enterprise can be considered “established” if it routinely sells for profit a product or service in the marketplace. MSMEs include producers (farmers). “Expanded” refers to an established enterprise that increases the value of sales by 10 percent or more from the previous reporting period.

Size is defined by number of full-time equivalent (FTE) employees (permanent and/or seasonal) during the previous 12 months: micro (1-10), small (11-50), and medium (51-100). A producer who does not hire any labor is a micro-enterprise (1 employee).

Unit of Measure: enterprise

Disaggregated by: Size: micro, small, medium, sex of owner/producer, age of owner/producer, caste/ethnicity of owner/producer, district. Youth is disaggregated by age groups: 15-19, 20-24, 25-29. Marginalized Groups are composed of: Dalit, Janajati, Muslim.

Rationale or Management Utility, Integration Approach: This indicator measures directly USAID/Nepal’s Sub-IR “Small enterprise opportunities expanded. USAID/Nepal requested that it be included in KISAN’s indicator list, as KISAN works to expand opportunities for SMSEs in the agriculture sector.

PLAN FOR DATA COLLECTION BY KISAN

KISAN Activities: KISAN provides grants and business development services (BDS) to private sector service providers and input suppliers to establish sustainable service delivery mechanisms for farmers in the FTF Zone of Influence (ZOI). KISAN also works to increase access to formal and informal loans. In addition, KISAN has helped broker seed production contracts between farmers and seed companies to increase the supply of quality seed in the market. New SMSEs established as a result of KISAN support may include Agrovets, Local Service Providers, and farmers who move from subsistence to commercial agriculture. SMSEs expanded will include farmers who increase sales by more than 10% over the previous fiscal year.

Data Source: Interviews with SMSEs.

Method of Data Acquisition: KISAN BDS checklists completed at the time technical assistance is provided and/or survey questionnaire. Data on incremental sales, collected through surveys, will be used to track expansion of farm enterprises.

Frequency and Timing of Data Acquisition: From businesses, collected on an ongoing basis and reported quarterly as part of monitoring. From farmers, collected and reported biannually using a survey.

Individual(s) Responsible for Data: KISAN Business Advisory Services Manager, Business Development Service Officers, and Survey Teams.

Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Expert, M&E Manager

Location of Data Storage: WIKISAN
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None (New KISAN indicator for FY15)
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Potential Data Limitations and Significance: Most KISAN-supported SMSEs are farmers, many of whom are illiterate and do not keep farm records. Data will be collected by interviews and rely on recall.
Actions Taken or Planned to Address Data Limitations: Data will be collected at least twice per year to keep recall periods reasonably short.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: Data will be analyzed by KISAN's M&E Team in preparation for reporting via Performance Reports and Survey Reports.
Mission/Team Review: Annually
BASELINE AND TARGETS
Baseline Timeframe: Year 1
Rationale for Targets: Refer to KISAN target table in Annex H.
Other Notes (optional):
GEOGRAPHIC DIMENSION
Data Reporting Units: District, VDC
Baseline Units: District
THIS SHEET WAS LAST UPDATED ON: 8/26/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(13)

Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.

Mission DO 2: Inclusive and Sustainable Economic Development

Mission IR 2.1: Agriculture-Based Income Increased

Mission Sub-IR 2.1.1: Agriculture productivity increased

Linkage(s) to other Results Statements: FTF Objective: Inclusive agriculture sector growth.

Performance Indicator 4.5.2(13): Number of rural households benefiting directly from USG interventions (S)

Performance Plan and Report Indicator: No ___ Yes X **If yes, for which Fiscal Year(s):** 2015 **If yes, link to foreign assistance framework:** _____ **Indicator Type:** Output

PERFORMANCE INDICATOR DESCRIPTION

Precise Definition(s):

A household is a beneficiary if it contains at least one individual who is a beneficiary. An individual is a direct beneficiary if s/he comes into direct contact with the set of interventions (goods or services) provided by the activity. The intervention needs to be significant, meaning that if the individual is merely contacted or touched by an activity through brief attendance at a meeting or gathering, s/he should not be counted as beneficiary. Individuals who receive training or benefit from activity-supported technical assistance or service provision are considered direct beneficiaries, as are those who receive a ration or another type of good. (An indirect beneficiary, on the other hand, does not necessarily have direct contact with the activity but still benefits, such as the population who uses a new road constructed by the activity or the individuals who hear a radio message but don't receive any other training or counseling from the activity.)

- In Nepal, "rural HHS" reside in an area governed by a Village Development Committee (VDC). If GoN converts the VDC to a municipality after KISAN started working in it, the status of HHs for FTF reporting purposes remains unchanged.
- Count each HH *once* that contains at least one individual beneficiary who comes into direct contact with the set of interventions (goods or services) provided by the activity during the reporting year.
- Farmers who have "graduated" remain direct beneficiaries for the duration of the project.
- KISAN examples include farmers, members of community organizations, and Local Service Providers (LSPs) that reside in a VDC. Agrovets and other firms that reside in a municipality do not count.

Unit of Measure: Rural Household

Disaggregated by:

Duration: New, Continuing. *Rural households reported as benefiting should be those benefiting in the current reporting year. Any households that benefited in a previous year but were not benefiting in the reporting year should not be included. Any household that benefited in the previous year and continues to benefit in the reporting year should be counted under "Continuing." Any household that benefited for the first time during the current reporting year should be counted under "New." No household should be counted under both "Continuing" and "New."*

Gendered Household type: Adult Female no Adult Male (FNM), Adult Male no Adult Female (MNF), Male and Female Adults (M&F), Child No Adults (CNA).

Commodity: Rice, maize, lentils, vegetables.

Rationale or Management Utility, Integration Approach: Tracks scale of access to USG assistance in KISAN's target VDCs.

PLAN FOR DATA COLLECTION BY
<p>KISAN Activities: For FY14, this was largely comprised of individuals trained under 4.5.2(7) by KISAN Project staff: farmers, Local Service Providers (LSPs), and GoN agriculture extension workers (primary beneficiaries). Individuals generally received assistance through participation in KISAN-supported groups.</p> <p>Starting in FY15, KISAN will also count individuals and members of groups (both primary and secondary contacts) who receive support (“pings”) that deepens their knowledge and skills.</p>
<p>Data Source: Training records and checklists.</p>
<p>Method of Data Acquisition: Activity records, surveys, training participant lists, etc.</p>
<p>Frequency and Timing of Data Acquisition: Collected on an ongoing basis and reported quarterly</p>
<p>Individual(s) Responsible for Data at USAID: KISAN COR</p>
<p>Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Expert, M&E Manager</p>
<p>Location of Data Storage: WIKISAN.</p>
DATA QUALITY ISSUES
<p>Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): RIDA conducted the DQA in Oct-Nov 2014 and submitted a Final Report in March 2015.</p>
<p>Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.</p>
<p>Known Data Limitations and Significance: There are no significant limitations with tracking KISAN’s primary contacts. It’s more challenging to track secondary contacts assisted by KISAN’s grantees.</p>
<p>Actions Taken or Planned to Address Data Limitations: Grantee agreement will specify monitoring requirements and grantees will be provided with data collection firms to ensure a uniform approach.</p>
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
<p>Data Analysis: Data will be analyzed by KISAN’s M&E Team in preparation for reporting via Performance Reports and Survey Reports.</p>
<p>Mission/Team Review: Annually</p>
BASELINE AND TARGETS
<p>Baseline Timeframe: Baseline = 0</p>
<p>Rationale for Targets: Refer to KISAN target table in Annex H.</p>
<p>Other Notes:</p>
GEOGRAPHIC DIMENSION
<p>Data Reporting Units: District, VDC</p>
<p>Baseline Units: n/a</p>
CHANGES TO PERFORMANCE INDICATOR
<p>Changes to Indicator: USAID/Nepal requested disaggregation by crop for the FY14 FTF Portfolio Review.</p>
THIS SHEET WAS LAST UPDATED ON: 8/26/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(14)
Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 2: Inclusive and Sustainable Economic Development
Mission IR 2.1: Agriculture-Based Income Increased; IR 5: Increased resilience of vulnerable communities and households.
Mission Sub-IR 2.1.1: Agriculture productivity increased
Linkage(s) to other Results Statements: FTF Objective: Inclusive agriculture sector growth.
Performance Indicator 4.5.2(14): Number of vulnerable households benefiting directly from USG assistance (\$)
Performance Plan and Report Indicator: No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): <u>2015</u> If yes, link to foreign assistance framework: _____ Indicator Type: Output
PERFORMANCE INDICATOR DESCRIPTION
<p>Precise Definition(s): A household is a beneficiary if it contains at least one individual who is a beneficiary. An individual is a direct beneficiary if s/he comes into direct contact with the set of interventions (goods or services) provided by the activity. The intervention needs to be significant, meaning that if the individual is merely contacted or touched by an activity through brief attendance at a meeting or gathering, s/he should not be counted as beneficiary. Individuals who receive training or benefit from activity-supported technical assistance or service provision are considered direct beneficiaries, as are those who receive a ration or another type of good. (An indirect beneficiary, on the other hand, does not necessarily have direct contact with the activity but still benefits, such as the population who uses a new road constructed by the activity or the individuals who hear a radio message but don't receive any other training or counseling from the activity.)</p> <p>As of March 2015, USAID/Nepal defines vulnerable households as those that meet one or more of the following criteria:</p> <ul style="list-style-type: none"> ▪ Living on less than \$1.25 per person per day (landless would likely fall under this category); ▪ Disadvantaged caste groups and ethnic and religious minorities (e.g. Dalits, Janajatis, and Muslims); ▪ Affected by natural disasters (e.g. flood, landslide, drought, or earthquake) during the project intervention period.
Unit of Measure: Number of households
<p>Disaggregated by:</p> <p><u>Duration:</u> New, Continuing. <i>Vulnerable households reported as benefiting should be those benefiting in the current reporting year. Any households that benefited in a previous year but were not benefiting in the reporting year should not be included. Any household that benefited in the previous year and continues to benefit in the reporting year should be counted under "Continuing." Any household that benefited for the first time during the current reporting year should be counted under "New." No household should be counted under both "Continuing" and "New."</i></p> <p><u>GenderedHouseholdtype:</u> Adult Female no Adult Male (FNM), Adult Male no Adult Female (MNF), Male and Female Adults (M&F), Child No Adults (CNA)</p>
Rationale or Management Utility, Integration Approach: Inclusive agriculture sector growth is dependent on equitable access, and it is a key tenet of Feed the Future to bring in typically marginalized groups.
PLAN FOR DATA COLLECTION BY KISAN
<p>KISAN Activities: For FY14, this was largely comprised of individuals trained under 4.5.2(7) by KISAN Project staff: farmers, Local Service Providers (LSPs), and GoN agriculture extension workers (primary beneficiaries). Individuals generally received assistance through participation in KISAN-supported groups.</p> <p>Starting in FY15, KISAN will also count individuals and members of groups (both primary and secondary contacts) who receive support ("pings") that deepens their knowledge and skills. The individuals and member of groups that meet the vulnerable criteria will be counted.</p>
Data Source: Training records and checklists.
Method of Data Acquisition: Activity records, surveys, training participant lists, etc.

Frequency and Timing of Data Acquisition: Collected on an ongoing basis and reported quarterly
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Expert, M&E Manager
Location of Data Storage: WIKISAN.
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): RIDA conducted the DQA in Oct-Nov 2014 and submitted a Final Report in March 2015.
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: There are no significant limitations with tracking KISAN's primary contacts. It's more challenging to track secondary contacts assisted by KISAN's grantees.
Actions Taken or Planned to Address Data Limitations: Grantee agreement will specify monitoring requirements and grantees will be provided with data collection firms to ensure a uniform approach.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: Data will be analyzed by KISAN's M&E Team in preparation for reporting via Performance Reports and Survey Reports.
Mission/Team Review: Annually
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0
Rationale for Targets: Refer to KISAN target table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District, VDC
Baseline Units: n/a
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: Although USAID/Nepal's June 2014 PMP and KISAN's contract SOW cite several examples of vulnerable groups, KISAN's target focused on female-headed HHs only (30% of beneficiary HHs will be female-headed). USAID/Nepal changed the definition in consultation with implementing partners. Female-headed HHs were dropped from the list because in Nepal they often receive remittances from male family members working overseas and are less vulnerable than other HHs. This target mistakenly remains in KISAN Contract modification no. 7 (June 2015) and should be flagged for removal and replaced with a more relevant gender-inclusion target.
THIS SHEET WAS LAST UPDATED ON: 8/25/2015

KISAN Performance Indicator Reference Sheet – 4.5(16)

Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.

Mission DO 2: Inclusive and Sustainable Economic Development

Mission IR 2.1: Agriculture-based income increased

Linkage(s) to other Results Statements: FTF IR 1: Improved agricultural productivity

Performance Indicator 4.5(16): Gross margin per hectare of selected product (RiA)

Performance Plan and Report Indicator: No ___ Yes X If yes, for which Fiscal Year(s): 2015 If yes, link to foreign assistance framework: _____ **Indicator Type:** Outcome

PERFORMANCE INDICATOR DESCRIPTION

Precise Definition(s): The gross margin is the difference between the total value of production of the agricultural product (crop, milk, eggs, fish) and the cost of producing that item, divided by the total number of units in production.

For each commodity: Input five data points into FTFMS, disaggregated by sex. It will automatically calculate gross margins.

6. *TP: Total production*

7. *VS: Total value of sales (USD)*

8. *QS: Total quantity (MT) of sales*

9. *IC: Total recurrent cash input costs*

10. *Area: Total units of production (ha)*

$$\frac{[(VS/QS) \times TP] - IC}{\text{Area}} = \text{GM}$$

- Report all data points in the year the crop is sold, not planted.
- For each data point (including hectares), sum all crop cycles for each commodity for the reporting year.
- Cash input costs only.
- For those farmers who sell some of their yield, include costs for portion of production that is not sold.

Exclusions

- Omit household labor and land costs.
- Omit sales of byproducts.
- Omit all data from farmers with more than 5 hectares.
- Omit all data from farmers who had no sales of that crop.

Unit of Measure: USD/hectare (convert NPR to USD)

Disaggregated by:

Commodities: rice, maize, lentils, tomato, cauliflower, cabbage, cucumber, bitter gourd, long bean. To minimize the burden of data collection and analysis, FTF only requires gross margin calculations for five products. Data collection will focus on those expected to have the highest gross margins and the largest number of farmers growing.

Sex (decision-maker): Male, Female, Joint, Association.

Disaggregate first by commodity, then by sex.

Rationale or Management Utility, Integration Approach: Gross margins measure profit or net income on a per hectare basis. A farmer could increase income but not profit if input costs are high, or increase yields but not profit if market prices are low. Gross margins help farmers think like an entrepreneur.

PLAN FOR DATA COLLECTION BY KISAN

Activities: KISAN promotes improved technologies and practices and cultivation of high-value vegetables and helps link farmers to markets. These interventions should lead to higher gross margins for farmers traditionally engaged in subsistence cereal production.

Data Source: Farm records and farmer recall.

Method of Data Acquisition: Random sample surveys.

Frequency and Timing of Data Acquisition: Twice yearly.

Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DOA Specialist. M&E Manager
Location of Data Storage: KISAN survey database in "M&E OneDrive" (Winrock's cloud storage)
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: Most KISAN farmers are illiterate and do not keep detailed farm records; consequently surveys rely on farmer recall.
Actions Taken or Planned to Address Data Limitations: KISAN is coordinating with the Business Literacy Program to target KISAN farmers. Surveys are conducted twice per year allow for a reasonable recall period.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline is defined uniquely for each farmer. It is the 12 months prior to their first KISAN training.
Rationale for Targets: Refer to KISAN targets table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: District
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: As of June 2015, vegetable gross margins are disaggregated by commodity.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(23)
Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 2: Inclusive and Sustainable Economic Development
Mission IR 2.1: Agriculture-based income increased
Mission Sub IR 2.1.2: Value chains strengthened
Linkage(s) to other Results Statements: FTF IR 1: Improved agricultural productivity
Performance Indicator 4.5.2(23): Value of incremental sales (collected at farm-level) attributed to FTF implementation (RiA)
Performance Plan and Report Indicator: No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): 2015 If yes, link to foreign assistance framework: Indicator Type: Outcome
PERFORMANCE INDICATOR DESCRIPTION
<p>Precise Definition(s): This indicator will collect both volume (in metric tons) and value (in US dollars) of purchases from smallholders of targeted commodities for its calculation. The value of incremental sales indicates the value (in USD) of the total amount of agricultural products sold by farm households relative to a base year and can be calculated based on the total value of sales of a product (crop, animal or fish) during the reporting year minus the total value of sales in the base year. Note that quantity of sales is part of the calculation for gross margin under indicator #4.5-4 and in many cases this will be the same or similar to the value here.</p> <p>Who Counts: Only smallholders supported by KISAN (direct beneficiaries). USAID/Nepal uses FTF’s upper limit for a “smallholder”: 5 hectares or less of arable land.</p> <p>What Counts: Sales of <i>targeted commodities only</i>, including byproducts (KISAN-supported vegetables). Sales of <i>all KISAN target commodities</i> should be included (not only those for which gross margins are calculated). <u>Sales must be by farmers, but do not need to be at the farm-gate.</u> <u>Note:</u> In theory, increased sales by farmers who are assisted by a KISAN-supported MPC or other service provider involved in marketing count – the farmer does not need to be trained by KISAN to benefit. Some farmers, especially in the hills, may have had no sales prior to being linked with a collection center.</p> <p>Exclusions: Sales by companies, such as seed companies and Agrovets.</p> <p><i>For each strata and project-wide, sales volume and value for a single target commodity should be the same for incremental sales and gross margin indicators, unless byproducts are sold. Incremental sales for all target commodities will be larger than the sum of sales reported for gross margin calculations because gross margins are not calculated for all target commodities.</i></p>
Unit of Measure: Value of sales (USD) and Volume (Metric tons). Convert sales data collected in NPR to USD using the average interbank rate for the year. For example: FY13: <u>99.8015</u> USD/NPR and FY14: <u>97.8818</u> USD/NRP (source: OANDA).
Disaggregated by: Gender (male, female), District, target commodity: rice, rice seed, maize, maize seed, lentils, lentil seed, horticulture (tomato, cauliflower, cabbage, cucumber, bitter melon, bottle gourd, eggplant, chili pepper, and onion). Disaggregate by farm size for report narratives (not FTFMS): <0.5ha, 0.5 – 2 ha, >2 ha.
Rationale or Management Utility, Integration Approach: Value (in US dollars) of purchases from smallholders of targeted commodities is a measure of the competitiveness of those smallholders. This measurement also helps track access to markets and progress toward commercialization by subsistence and semi-subsistence smallholders. Improving markets will contribute to the key objective of increase agricultural productivity and production, which in turn will reduce poverty and thus achieve the goal. Lower level indicators help set the stage to allow markets and trade to expand.
PLAN FOR DATA COLLECTION BY KISAN
Activities: KISAN promotes improved technologies and practices and cultivation of high-value vegetables and helps link farmers to markets. These interventions should lead to higher gross margins for farmers traditionally engaged in subsistence cereal production.
Data Source: Farm records and farmer interview.
Method of Data Acquisition: Random sample surveys.
Frequency and Timing of Data Acquisition: Twice yearly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DOA Specialist. M&E Manager
Location of Data Storage: KISAN survey database in “M&E OneDrive” (Winrock’s cloud storage)

DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): RIDA conducted the DQA in Oct-Nov 2014 and submitted a Final Report in March 2015.
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): unknown
Known Data Limitations and Significance: Farmers tend to remember the amount of income earned, especially since cash income is so significant for households that have been largely subsistence.
Actions Taken or Planned to Address Data Limitations:
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline is defined uniquely for each farmer. It is the 12 months prior to their first KISAN training.
Rationale for Targets: Refer to KISAN targets table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: District
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: None.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – 4.5(16)
Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 2: Inclusive and Sustainable Economic Development
Mission IR 2.1: Agriculture-based income increased
Linkage(s) to other Results Statements: FTF IR 1: Improved agricultural productivity
Performance Indicator (Nepal custom): Yield per hectare of selected product (MT/ha)
Performance Plan and Report Indicator: No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): <u>2015</u> If yes, link to foreign assistance framework: _____ Indicator Type: Outcome
PERFORMANCE INDICATOR DESCRIPTION
<p>Precise Definition(s): The yield is a measurement of volume of an agricultural product (Cereal, vegetable) that was harvested per unit of land area. The total production of a crop (MT) is divided by the area (hectare) to calculate the yield.</p> <p>For each commodity: Two data points are required, disaggregated by sex.</p> <p>11. TP: Total production (MT) 12. Area: Total units of production (ha)</p> <p>TP / Area = Yield</p> <ul style="list-style-type: none"> ▪ Report all data points in the year the crop is harvested; ▪ For each data point (including hectares), sum all crop cycles for each commodity for the reporting year. <p><u>Exclusions</u></p> <ul style="list-style-type: none"> ▪
Unit of Measure: Metric Ton per hectare
<p>Disaggregated by:</p> <p><u>Commodities:</u> rice, maize, lentils, tomato, cauliflower, cabbage, cucumber, bitter gourd. To minimize the burden of data collection and analysis.</p> <p><u>Sex (decision-maker):</u> Male, Female, Joint, Association.</p> <p>Disaggregate first by commodity, then by sex.</p>
Rationale or Management Utility, Integration Approach: Yield measures average production of a crop in MT on a per hectare basis. In addition to looking at gross margin, farmers also need to know if their agricultural productivity.
PLAN FOR DATA COLLECTION BY KISAN
Activities: KISAN promotes improved technologies and practices and cultivation of high-value vegetables and cereal. These interventions should lead to higher yield.
Data Source: Farm records and farmer recall.
Method of Data Acquisition: Random sample surveys.
Frequency and Timing of Data Acquisition: Twice yearly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DOA Specialist, M&F Manager
Location of Data Storage: KISAN survey database in “M&E OneDrive” (Winrock’s cloud storage)
DATA QUALITY ISSUES

Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None (New indicator)
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: Most KISAN farmers are illiterate and do not keep detailed farm records; consequently surveys rely on farmer recall.
Actions Taken or Planned to Address Data Limitations: KISAN is coordinating with the Business Literacy Program to target KISAN farmers. Surveys are conducted twice per year allow for a reasonable recall period.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline is defined uniquely for each farmer. It is the 12 months prior to their first KISAN training.
Rationale for Targets: Refer to KISAN targets table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: Districts
Baseline Units: Districts
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator:
THIS SHEET WAS LAST UPDATED ON: 8/25/2015

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(29)
Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 2: Inclusive and Sustainable Economic Development
Mission IR 2.1: Agriculture-based income increased
Linkage(s) to other Results Statements: KISAN Outcome 1: Improved access to increased quality inputs for farmers
Performance Indicator 4.5.2(29): Value of Agricultural and Rural Loans (RiA) (WOG)
Performance Plan and Report Indicator: No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): <u>2015</u> If yes, link to foreign assistance framework: Indicator Type: FTF considers this an output. For KISAN, it's an outcome.
PERFORMANCE INDICATOR DESCRIPTION
<p>Precise Definition(s):</p> <p><u>What Counts (all must apply)</u></p> <ul style="list-style-type: none"> ▪ Sum of <i>cash</i> loans <i>disbursed</i> to KISAN's existing direct beneficiaries (farmers/producers, input suppliers, transporters, processors, and other MSMEs). Recipients do not need to be trained or otherwise assisted by KISAN to be considered a direct beneficiary. ▪ Loans made in rural areas, for targeted agricultural value chains, with USG assistance. ▪ Loans made by any size <i>registered</i> financial institution (includes NGOs but not informal savings groups). <p><u>Exclusions</u></p> <ul style="list-style-type: none"> ▪ Omit portions of loans used for non-agricultural purposes. ▪ Omit wholesale loans made to MFIs for on-lending. <p>Omit loans by informal groups such as village savings and loan groups that are not formally registered as a financial</p>
<p>Unit of Measure: USD Convert loan data collected in NPR to USD using the average interbank rate for the year. For example: FY13: <u>99.8015</u> USD/NPR and FY14: <u>97.8818</u> USD/NRP (source: OANDA).</p>
<p>Disaggregated by:</p> <p><u>Type of loan recipient</u></p> <ul style="list-style-type: none"> ▪ Producers (farmers) ▪ Local traders/assemblers (middlemen) ▪ Wholesalers/processors (e.g. feed mills, seed companies) ▪ Others (LSPs, Agrovets) <p><u>Sex of recipient:</u> Based on individual loan recipient, proprietor, majority ownership, majority of senior management, or cannot be ascertained (n/a)</p> <ul style="list-style-type: none"> ▪ male ▪ female ▪ joint ▪ n/a
<p>Rationale or Management Utility, Integration Approach: An increase in the value of loans disbursed shows improved access to finance and increased investment in agriculture.</p>
PLAN FOR DATA COLLECTION BY KISAN
<p>Activities: KISAN works to improve access to finance by helping farmers groups form joint savings groups to start them on the path to becoming credit worthy. KISAN works with MFIs to help them understand economic opportunities in the agriculture sector and link them to KISAN farmers and agribusinesses.</p>
<p>Data Source: Farmer interview.</p>
<p>Method of Data Acquisition: Random sample surveys.</p>
<p>Frequency and Timing of Data Acquisition: Twice yearly.</p>
<p>Individual(s) Responsible for Data at USAID: KISAN COR</p>
<p>Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DOA Specialist. M&E Manager</p>
<p>Location of Data Storage: KISAN survey database in "M&E OneDrive" (Winrock's cloud storage)</p>

DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: Most KISAN farmers are illiterate and do not keep detailed farm records; consequently surveys rely on farmer recall.
Actions Taken or Planned to Address Data Limitations: KISAN is coordinating with the Business Literacy Program to target KISAN farmers. Surveys are conducted twice per year allow for a reasonable recall period.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline is defined uniquely for each farmer. It is the 12 months prior to their first KISAN training.
Rationale for Targets: Refer to KISAN targets table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: District
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: None.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(30)	
Project Goal:	To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 2:	Inclusive and Sustainable Economic Development
Mission IR 2.1:	Agriculture-Based Income Increased and IR2.2: Small Enterprises opportunities expanded
Linkage(s) to other Results Statements:	FTF IR3: Increased investment in agriculture and nutrition activities
Performance Indicator 4.5.2(30):	Number of MSMEs, including farmers, receiving USG assistance to access loans (S)
Performance Plan and Report Indicator:	No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): <u>2015</u> If yes, link to foreign assistance framework: _____ Indicator Type: Output
PERFORMANCE INDICATOR DESCRIPTION	
Precise Definition(s):	
<u>Who Counts</u>	<ul style="list-style-type: none"> ▪ Count each MSME/farmer <i>once</i> who received at least one loan during the reporting year, even if multiple loans are accessed.
<u>What Counts</u> (differs from loan value indicator)	<ul style="list-style-type: none"> ▪ Loans from <i>any financial institution</i>, formal or informal, with repayment in <i>cash or in kind</i>. ▪ Includes <i>in-kind lenders</i> of equipment, other agricultural inputs, or transport. ▪ The loan may be used <i>for any purpose</i> (does not need to be used for agriculture); however, the loan must be part of KISAN’s scope, intent, and targets to count non-ag lending.
Unit of Measure:	Individual recipients.
Disaggregated by:	
<u>Size</u>	Micro (1-10 FTE workers or farm HH) Small (11-50 FTE) Medium (51-100 FTE)
<u>Sex of recipient</u>	male female joint n/a
Rationale or Management Utility, Integration Approach:	Lack of access to finance is a constraint to increasing investment in improved inputs and technologies required to achieve increased ag productivity and marketing.
PLAN FOR DATA COLLECTION BY KISAN	
KISAN Activities:	Access to finance activities.
Data Source:	Farmer and Firm/Organization Questionnaires
Method of Data Acquisition:	Sample surveys.
Frequency and Timing of Data Acquisition:	Twice per year.
Individual(s) Responsible for Data at USAID:	KISAN COR
Individual(s) Responsible for Providing Data to USAID:	KISAN GIS/DQA Expert, M&E Manager
Location of Data Storage:	KISAN survey database in “M&E OneDrive” (Winrock’s cloud storage)

DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: People are reluctant to discuss loans, as many perceive a stigma with borrowing, believing that it indicates that they are “poor” rather than “credit worthy”.
Actions Taken or Planned to Address Data Limitations: KISAN is working on changing perceptions about loans.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: Data will be analyzed by the survey data analyst, with oversight from the M&E Consultant.
Mission/Team Review: Annually
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0 for new borrowers.
Rationale for Targets: Refer to KISAN target table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: n/a
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: None.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(7)

Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.

Mission DO 2: Inclusive and Sustainable Economic Development

Mission IR 2.1: Agriculture-Based Income Increased

Mission Sub IR 2.1: Agriculture productivity increased

Linkage(s) to other Results Statements: FTF IR1: Improved agriculture sector productivity

Performance Indicator 4.5.2(7): Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (required)

Performance Plan and Report Indicator: No ___ Yes X **If yes, for which Fiscal Year(s):** 2015 **If yes, link to foreign assistance framework:** _____ **Indicator Type:** Output

PERFORMANCE INDICATOR DESCRIPTION

Precise Definition(s):

Who Counts

- Count only individual beneficiaries trained under a deliberate service delivery strategy (they may be primary or secondary contacts).
- Count an individual only once per reporting year, regardless of number of trainings or topics.
- Starting in FY15, KISAN will count both primary and secondary contacts. KISAN did not have secondary contacts prior to FY15.

What Counts

- Count trainings that are intentional, structured, and intended to impart knowledge or skills.

Exclusions

- Spontaneous spillover of improved practices to neighbors does not count because it is not deliberate (these are indirect beneficiaries).
- Excludes nutrition-related trainings.
- Extension services or issue/problem-based technical assistance does not count as a training (however, if significant it can make the farmer a direct beneficiary).

Unit of Measure: Individual trainees.

Disaggregated by:

Sex of recipient

- male
- female

Type of individual

- Producer (farmers)
- Government worker (extension agents)
- In a private sector firm (processors, service providers, and manufacturers, such as LSPs, Agrovets, and other KISAN Grantees)
- In a civil society organization (NGOs, CBOs, research or academic, such as MPCs, collection centers, and water users associations)

Rationale or Management Utility, Integration Approach: Training is an important driver for increasing application of improved technologies and management practices. Training mobilizes farmers and others for Project interventions and sets the stage for adoption of better practices under 4.5.2(5).

PLAN FOR DATA COLLECTION BY KISAN
KISAN Activities: Formal training. There will be significantly less formal training starting in FY2015. Support will be in the form of extension services provided by the private sector and project staff.
Data Source: Training Form.
Method of Data Acquisition: Reported by AMTs, LSPs, & Grantees and tracked in WIKISAN
Frequency and Timing of Data Acquisition: Continuously/Quarterly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Expert, M&E Manager
Location of Data Storage: WIKISAN.
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): RIDA conducted a DQA in Oct-Nov 2014 and submitted a Final Report in March 2015.
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: There are no significant limitations with tracking KISAN's primary contacts. It's more challenging to track secondary contacts assisted by KISAN's grantees.
Actions Taken or Planned to Address Data Limitations: Grantee agreement will specify monitoring requirements and grantees will be provided with data collection firms to ensure a uniform approach.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: Data will be analyzed by KISAN's M&E Team in preparation for reporting via Performance Reports.
Mission/Team Review: Annually
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0 (this is an output indicator).
Rationale for Targets: Refer to KISAN target table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: n/a
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: None.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(37)

Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.

Mission DO 2: Inclusive and Sustainable Economic Development

Mission IR 2.2: Small Enterprise opportunities expanded

Linkage(s) to other Results Statements: FTF IR3: Expanding Markets

Performance Indicator 4.5.2(37): Number of MSMEs, including farmers, receiving business development services from USG assisted sources.

Performance Plan and Report Indicator: No ___ Yes X If yes, for which Fiscal Year(s): 2015 If yes, link to foreign assistance framework: _____ **Indicator Type:** Output

PERFORMANCE INDICATOR DESCRIPTION

Precise Definition(s):

Who Counts

- Agricultural producer (farmers)
- Input supplier (Agrovets)
- Trader
- Output processor (feed mills)
- Non-agriculture
- Other (seed companies, MPCs, MFIs)

What Counts

- Services may be provided by the Project team or KISAN-supported service providers.
- Services may include business planning, procurement, off-farm production techniques, quality control and marketing, loans, support for market access, input supply, technology and product development, training and technical assistance, finance, infrastructure, and policy advocacy.
- *BDS-related* “pings” or other assistance.

Exclusions

Support for farming practices does not count.

Unit of Measure: Individual borrowers.

Disaggregated by:

Size

- Micro (1-10 FTE workers)
- Small (11-50 FTE)
- Medium (51-100 FTE)

MSME Type

- Agricultural producer (farmers)
- Input supplier (Agrovets)
- Trader
- Output processor (feed mills)
- Non-agriculture
- Other (seed companies, MPCs, MFIs)

Sex of recipient

Male, female, joint, or n/a

Contact type

- Primary
- Secondary

Rationale or Management Utility, Integration Approach: BDS is an important driver for expanding small enterprise opportunities and markets.

PLAN FOR DATA COLLECTION BY KISAN

KISAN Activities: For farmers and MPCs, BDS focuses on improving post-harvest handling and sorting, market linkages, market intelligence (prices), access to loans, and record keeping (tracking inputs and technologies and calculating gross margins). For other KISAN partners, the goal of BDS is to build capacity within the private sector to support farmers, thereby creating sustainable service delivery mechanisms and secondary beneficiaries. BDS includes developing business plans, providing training of trainers (TOT), and other assistance to expand the scale of private sector operations in the FTF zone of
Data Source: Training Form, BDS Checklist, Credit Checklist
Method of Data Acquisition: Reported by BDSOs, Microfinance staff, and Grantees and tracked in WIKISAN.
Frequency and Timing of Data Acquisition: Continuously/Quarterly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Expert, M&E Manager
Location of Data Storage: WIKISAN.
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: There are no significant limitations with tracking KISAN's primary contacts. It's more challenging to track secondary contacts assisted by KISAN's grantees.
Actions Taken or Planned to Address Data Limitations: Grantee agreement will specify monitoring requirements and grantees will be provided with data collection firms to ensure a uniform approach.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: Data will be analyzed by KISAN's M&E Team in preparation for reporting via Performance Reports and Survey Reports.
Mission/Team Review: Annually
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0 (this is an output indicator).
Rationale for Targets: Refer to KISAN target table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: n/a
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: None.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

USAID/Nepal Performance Indicator Reference Sheet – 4.5.2(2)

Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.

Mission DO 2: Inclusive and Sustainable Economic Development

Mission IR 2.1: Agriculture-based income increased

Mission Sub IR 2.1.1: Agriculture productivity increased

Linkage(s) to other Results Statements: KISAN Outcome 3: Improved and sustainable agriculture production and post-harvest technologies and practices adopted at farm level.

Performance Indicator 4.5.2(2): Number of hectares under improved technologies or management practices as a result of USG assistance (RiA) (WOG)

Performance Plan and Report Indicator: No ___ Yes X **If yes, for which Fiscal Year(s):** 2015 **If yes, link to foreign assistance framework:** _____ **Indicator Type:** Outcome

PERFORMANCE INDICATOR DESCRIPTION

What Counts

- Includes application of new technologies and significant improvements to existing technologies recommended by KISAN.

For each farm:

- Count “the number of ha with at least one technology applied” for each farm. This is the most important number for technology adoption.
- Double-counting occurs based on the number of crop cycles: the hectare is counted each time it is cultivated during the reporting year with at least one KISAN-recommended improved technology or practice.
- The number of technologies does not matter here.
- Example: if a farmer bought improved rice seeds and in a later crop cycle inter-cropped cucumber and bitter gourd in the same area, this area would be counted twice. It doesn’t matter how many improved technologies or practices are applied to the rice or the vegetables – it only matters that at least one was for each crop cycle.

For each technology (disaggregation):

- Double-counting is based on the number of technologies applied during the year (by double-count we mean that the same hectare can be reported for more than one technology).
- Each hectare can only be counted once for each technology, even if it is applied to more than one crop.
- The number of crop cycles on a given hectare does not matter.
- Only if the same technology is applied on two different areas of the farm will hectares be summed for a technology.

Example: if a farmer harvests two cucumber crops in a year using an improved seed variety, proper spacing, and IPM – 1) the no. of ha planted in cucumber will be counted twice for “total number of ha with at least one technology applied” aggregate; and 2) the number of hectares will be reported for each of the three technologies/practices disaggregates.

Unit of Measure: Number of hectares

Disaggregated by:

Technologies and Practices

- Crop genetics (improved seeds with respect to yields, nutrition, or climate resilience).
- Cultural practices (seedling production and transplanting, planting density, moulding, mulching).
- Pest management (IPM, improved pesticides and application).
- Disease management (improved fungicides and application).
- Soil-related fertility and conservation (fertilizers, organic matter, erosion control).
- Irrigation (drip, sprinkler, lift).
- Water management (water harvest tank, tube well, plastic pond).
- Climate adaptation (no or low-till practices for carbon sequestration, practices to increase predictability and productivity under climate variability).
- Other (improved mechanical and physical land preparation)
- Total w/one or more

Sex (decision maker): Male, Female, Joint, Association

Commodity: Rice, Lentil, Maize, Vegetables

Rationale or Management Utility, Integration Approach: Tracks application of improved technologies and management practices that lead to increased yields, sales, and gross margins.
PLAN FOR DATA COLLECTION BY KISAN
KISAN Activities: During Phase 1, KISAN trained farmers on improved technologies and management practices. In Phase II, KISAN will provide follow-up support to farmers and build the capacity of private sector service providers to support this outcome.
Data Source: Farmer interview.
Method of Data Acquisition: Random sample surveys.
Frequency and Timing of Data Acquisition: Twice yearly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DOA Specialist. M&E Manager
Location of Data Storage: KISAN survey database in "M&E OneDrive" (Winrock's cloud storage)
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): RIDA conducted the DQA in Oct-Nov 2014 and submitted a Final Report in March 2015.
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: No significant issues. Farmers can easily remember what technologies or management practices they applied.
Actions Taken or Planned to Address Data Limitations: n/a
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0
Rationale for Targets: Refer to KISAN targets table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: District
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: Duration disaggregates ("new" and "ongoing") dropped in October 2014 FTF Indicator Handbook, p. 102. Disaggregation by commodity added in April 2015 (Rice, Lentil, Maize, Vegetables)
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(5)
Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 2: Inclusive and Sustainable Economic Development
Mission IR 2.1: Agriculture-based income increased
Mission Sub IR 2.1.1: Agriculture productivity increased
Linkage(s) to other Results Statements: KISAN Outcome 3: Improved and sustainable agriculture production and post-harvest technologies and practices adopted at farm level.
Performance Indicator 4.5.2(5): Number of farmers who have applied improved technologies or management practices as a result of USG assistance (RiA) (WOG)
Performance Plan and Report Indicator: No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): 2015 If yes, link to foreign assistance framework: Indicator Type: Outcome
PERFORMANCE INDICATOR DESCRIPTION
<p><u>What Counts (must be a KISAN-recommended technology or practice):</u></p> <ul style="list-style-type: none"> ▪ Technologies and practices listed under 4.5.2(2). ▪ Marketing and distribution (contract farming, input purchasing, sales, and market information systems). ▪ Post harvest handling and storage (packing, transportation, decay and insect control e.g. super bags, temperature and humidity control, quality control, sorting and grading). ▪ Value-added processing (improved packaging, food and chemical safety, preservation). ▪ Other (mechanical and physical land preparation, IT, record-keeping e.g. farmer logbooks, budgeting, financial management). <p><u>Who Counts (individuals only)</u></p> <ul style="list-style-type: none"> ▪ A beneficiary is counted <i>once</i> regardless of the number of technologies applied during the reporting year. ▪ If more than one beneficiary in a HH is applying improved technologies, count each beneficiary (KISAN generally counts only one beneficiary per HH). ▪ Do not include beneficiaries who are part of a group unless they <i>individually</i> apply the technology or practice. <p><u>Exclusions</u> Firms and organizations.</p> <p>Unit of Measure: Number of individuals</p> <p><u>Sex (decision maker)</u> : Male, Female, Joint, Association</p> <p><u>Value chain actor type:</u> Producers (farmers), Others (individual processors, rural entrepreneurs, traders, extension agents).</p> <p><u>Commodity:</u> Rice, Lentil, Maize, Vegetables.</p> <p>Rationale or Management Utility, Integration Approach: Technological change and its adoption by different actors in the agricultural supply change will be critical to increasing agricultural productivity</p>
PLAN FOR DATA COLLECTION BY KISAN
KISAN Activities: During Phase 1, KISAN trained farmers on improved technologies and management practices. In Phase II, KISAN will provide follow-up support to farmers and build the capacity of private sector service providers to support this outcome.
Data Source: Farmer interview.
Method of Data Acquisition: Random sample surveys.
Frequency and Timing of Data Acquisition: Twice yearly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DOA Specialist.. M&E Manager
Location of Data Storage: KISAN survey database in “M&E OneDrive” (Winrock’s cloud storage)
DATA QUALITY ISSUES

Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): RIDA conducted the DQA in Oct-Nov 2014 and submitted a Final Report in March 2015.
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: No significant issues. Farmers can easily remember what technologies or management practices they applied.
Actions Taken or Planned to Address Data Limitations: n/a
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0
Rationale for Targets: Refer to KISAN targets table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: District
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: Duration disaggregates (“new” and “ongoing”) dropped in October 2014 FTF Indicator Handbook, p. 102. Disaggregation by commodity added in April 2015 (Rice, Lentil, Maize, Vegetables)
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(38)
Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 2: Inclusive and Sustainable Economic Development
Mission IR 2.2: Small enterprise opportunities expanded
Linkage(s) to other Results Statements: KISAN Outcome 4: Improved market efficiency
Performance Indicator 4.5.2(38): Value of new private sector investment in the agriculture sector or food chain leveraged by ETF implementation (RiA)
Performance Plan and Report Indicator: No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): <u>2015</u> If yes, link to foreign assistance framework: _____ Indicator Type: Outcome
PERFORMANCE INDICATOR DESCRIPTION
<p>What Counts</p> <ul style="list-style-type: none"> ▪ Only <i>capital investments</i> in assets for privately-led, <i>for-profit</i> agricultural activities managed by a formal company, CBO or NGO. ▪ The firm can be involved in any aspect of an agriculture value chain. ▪ “Leveraged” means that the investment is made by a firm or organization that receives BDS support from KISAN or KISAN-supported service providers. ▪ Examples: Investments by banks or agrovets to expand branches or warehouse facilities or upgrade computers count. <p>Exclusions</p> <ul style="list-style-type: none"> ▪ Excludes grants, operating capital for inputs or inventory, and investments by individuals such as farmers. <p>Examples: 1) Investments by agrovets to increase inventory do not count because it is not a capital investment. 2) Investments by farmers to buy a tractor do not count because they are not a formal company.</p>
Unit of Measure: USD
Disaggregated by: District
Rationale or Management Utility, Integration Approach: Increased investment is the predominate source of economic growth in the agricultural and other economic sectors. Private sector investment is critical because it indicates that the investment is perceived by private agents to provide a positive financial return and therefore is likely to lead to sustainable increases in agricultural production. Agricultural growth is critical to achieving the FTF goal to “Sustainably Reduce Global Poverty and Hunger”.
PLAN FOR DATA COLLECTION BY KISAN
KISAN Activities: KISAN supports the growth of agribusinesses in target value chains and helps link them to finance to encourage investments in improved technologies and management practices.
Data Source: Firm and organization interview.
Method of Data Acquisition: Sample Survey/Census
Frequency and Timing of Data Acquisition: Twice yearly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DOA Specialist. M&E Manager
Location of Data Storage: KISAN survey database in “M&E OneDrive” (Winrock’s cloud storage)
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None.
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: No significant issues.
Actions Taken or Planned to Address Data Limitations: n/a

PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0
Rationale for Targets: Refer to KISAN targets table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: District
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator:
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(11)

Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.

Mission DO 2: Inclusive and Sustainable Economic Development

Mission IR 2.1: Ag-based Income Increased

Mission Sub-IR 2.1.2: Value chains strengthened

Linkage(s) to other Results Statements: FTF IR1 Improved Agriculture Productivity; FTF IR 2: Expanding Markets

Performance Indicator 4.5.2(11): Number of food security private enterprises (for profit), producers organizations, water users associations, women’s groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance (RiA).

Performance Plan and Report Indicator: No ___ Yes X **If yes, for which Fiscal Year(s):** 2015 **If yes, link to foreign assistance framework:** _____ **Indicator Type:** Output

PERFORMANCE INDICATOR DESCRIPTION

Precise Definition(s):

Who Counts

- Include only organizations KISAN has made a targeted effort to build their capacity or enhance their organizational functions -- such as member services, storage, processing and other downstream techniques, and management, marketing and accounting.
- Includes primary and secondary contacts that are a firm or group.

Exclusions

- Excludes individual farmers and producers who do not employ anyone.
- Excludes MFIs.

Unit of Measure: firms and organizations

Disaggregated by:

MSME Type

- Private enterprises (agrovets)
- Producer organizations (farmers groups and seed cooperatives)
- Water users associations
- Women’s groups
- Trade and business associations (collection centers/MPCs)
- CBOs

Duration

- New
- Continuing

Rationale or Management Utility, Integration Approach: Tracks scale of access to USG assistance in KISAN’s target VDCs.

PLAN FOR DATA COLLECTION BY KISAN

KISAN Activities: For FY14, this was largely comprised of individuals trained under 4.5.2(7) by KISAN Project staff: farmers, Local Service Providers (LSPs), and GoN agriculture extension workers (primary beneficiaries). Individuals generally received assistance through participation in KISAN-supported groups. Starting in FY15, KISAN will also count individuals and members of groups (both primary and secondary contacts) who receive support (extension “pings”) or BDS that deepens their knowledge and skills.

Data Source: Training Form, BDS Checklist, Credit Checklist

Method of Data Acquisition: Reported by BDSOs, Microfinance staff, and Grantees and tracked in WIKISAN

Frequency and Timing of Data Acquisition: Continuously/Quarterly

Individual(s) Responsible for Data at USAID: KISAN COR

Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Expert, M&E Manager

Location of Data Storage: WIKISAN.
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): RIDA conducted a DQA in Oct-Nov 2014 and submitted a Final Report in March 2015.
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: There are no significant limitations with tracking KISAN's primary contacts. It's more challenging to track secondary contacts assisted by KISAN's grantees.
Actions Taken or Planned to Address Data Limitations: Grantee agreement will specify monitoring requirements and grantees will be provided with data collection firms to ensure a uniform approach.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: Data will be analyzed by KISAN's M&E Team in preparation for reporting via Performance Reports and Survey Reports.
Mission/Team Review: Annually
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0 (this is an output indicator).
Rationale for Targets: Refer to KISAN target table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: n/a
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: None.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(27)

Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.

Mission DO 2: Inclusive and Sustainable Economic Development

Mission IR 2.1: Ag-based income increased; **IR 2.2:** Small Enterprise Opportunities Expanded

Linkage(s) to other Results Statements: FTF IR 1: Improved agriculture productivity; FTF IR 2: Expanding Markets

Performance Indicator 4.5.2(27): Number of members of producer organizations and community based organizations receiving USG assistance (S)

Performance Plan and Report Indicator: No ___ Yes X **If yes, for which Fiscal Year(s):** 2015 **If yes, link to foreign assistance framework:** **Indicator Type:** Output

PERFORMANCE INDICATOR DESCRIPTION

Precise Definition(s):

Who counts

- Any person within the agricultural value chain who is a member of one of the USG-assisted organizations listed under disaggregation.
- Count each individual *once* per year, regardless of the number of groups they are in.
- According to FTF indicator measurement policy, all farmers groups count.
- Excludes value chain actors who are not organized into a group, such as Agrovets, Local Service Providers, and some farmers.
- Avoid double-counting members of farmers groups and collection centers/MPCs.

What counts

- Assistance to expand coverage, services provided, information, etc. Examples are organizational capacity building, training, other technical assistance, provision of supplies and materials, encouragement and motivation for improvements, etc.
- Includes but is not limited to training and issue/problem based technical assistance (“pings”) that benefits the *group* (not just the individual).

Unit of Measure: group members

Disaggregated by:

Type of organization

- Producer: any group involved in agriculture including input suppliers, transporters, farmers, processors, etc. that is organized around adding value to agricultural production. KISAN examples: producer groups and agricultural cooperatives.
- CBO (except producer groups): an organization involved in supporting any agricultural activity (including post-harvest transformation), based in the community, whose members are principally from the community. KISAN examples: savings and credit cooperatives (SAACOs), community-based micro-finance institutions (not all MFIs), collection centers, and marketing planning committees.

Sex of member

- Male
- Female

Rationale or Management Utility, Integration Approach: Tracks scale of access to USG assistance in KISAN’s target VDCs.

PLAN FOR DATA COLLECTION BY KISAN

KISAN Activities: Includes farmers who have been organized into producer groups and trained under 4.5.2(7), who receive follow-up support (“pings”) that deepens their knowledge and skills after training has ended, and who receive business support services under 4.5.2(37).

Data Source: Training Form, BDS Checklist, Credit Checklist

Method of Data Acquisition: Reported by AMTs and Grantees and tracked in WIKISAN.

Frequency and Timing of Data Acquisition: Continuously/Quarterly.

Individual(s) Responsible for Data at USAID: KISAN COR

Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Expert, M&E Manager

Location of Data Storage: WIKISAN.
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015. This is not a KPI.
Known Data Limitations and Significance: There are no significant limitations with tracking KISAN's primary contacts. It's more challenging to track secondary contacts assisted by KISAN's grantees.
Actions Taken or Planned to Address Data Limitations: Grantee agreement will specify monitoring requirements and grantees will be provided with data collection firms to ensure a uniform approach.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: Data will be analyzed by KISAN's M&E Team in preparation for reporting via Performance Reports.
Mission/Team Review: Annually
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0 (this is an output indicator)
Rationale for Targets: Refer to KISAN target table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: n/a
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: None.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2(42)
Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 2: Inclusive and Sustainable Economic Development
Mission IR 2.1: Agriculture-based income increased
Mission Sub-IR 2.1.2: Value chains strengthened
Linkage(s) to other Results Statements: KISAN Outcome 5: Increased capacity of GON and local organizations
Performance Indicator 4.5.2(42): Number of private enterprises, producers organizations, water users associations, women’s groups, trade and business associations and community-based organizations (CBOs) that applied improved technologies or management practices as a result of USG assistance (RiA) (WOG)
Performance Plan and Report Indicator: No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): <u>2015</u> If yes, link to foreign assistance framework: _____ Indicator Type: Outcome
PERFORMANCE INDICATOR DESCRIPTION
<p>Precise Definition(s):</p> <p><u>Who counts</u></p> <ul style="list-style-type: none"> ▪ Each group counts <i>once</i> per year (not by technology). ▪ See list under disaggregation. ▪ Enterprises include processors, input dealers, storage and transport companies, etc. ▪ All farmers groups count <p><u>What counts</u></p> <ul style="list-style-type: none"> ▪ Includes only technologies and practices applied at the organization level (not by individuals). <p>Improvements include management (financial, planning, human resources), member services, procurement, technical innovations (processing, storage), quality control, marketing, etc.</p>
Unit of Measure: Number of firms and organizations
<p>Disaggregated by:</p> <p><u>Type of organization</u></p> <ul style="list-style-type: none"> ▪ Private enterprise (agrovets) ▪ Producers organization (farmers groups and cooperatives) ▪ Water users association ▪ Women’s groups ▪ Trade and business (collection centers and MPCs) ▪ CBOs (SAACOs based in VDCs that largely focus on agriculture)
Rationale or Management Utility, Integration Approach: Indicates capacity development within firms and organizations.
PLAN FOR DATA COLLECTION BY KISAN
KISAN Activities: KISAN trains farmers on improved technologies and management practices, leading to higher yields.
Data Source: Interviews
Method of Data Acquisition: Random Sample Survey
Frequency and Timing of Data Acquisition: Twice yearly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DOA Specialist. M&E Manager
Location of Data Storage: KISAN survey database in “M&E OneDrive” (Winrock’s cloud storage)
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): RIDA conducted the DQA in Oct-Nov 2014 and submitted a Final Report in March 2015.

Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: None.
Actions Taken or Planned to Address Data Limitations:
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0
Rationale for Targets: Refer to KISAN targets table in Annex H.
Other Notes:
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: District
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator:
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – FTF 4.5.2.8(x)
Project Goal: To sustainably reduce poverty and hunger in the Far West, Mid-West, and West regions of Nepal.
Mission DO 3: Increased Human Capital
Mission IR 3.2: Total quantity of targeted nutrient-rich value chain commodities set aside for home consumption by direct beneficiary producer households
Linkage(s) to other Results Statements: FTF IR 6: Improved access to diverse and quality foods
Performance Indicator 4.5.2.8(x): Total quantity of targeted nutrient-rich value chain commodities produced by direct beneficiaries that is set aside for home consumption (RiA)
Performance Plan and Report Indicator: No ___ Yes <u>X</u> If yes, for which Fiscal Year(s): <u>2015</u> If yes, link to foreign assistance framework: _____ Indicator Type: Outcome
PERFORMANCE INDICATOR DESCRIPTION
<p>Precise Definition(s): Includes nutrient-rich crops set aside for home consumption or given away to other households for home consumption (it’s a common practice in Nepal to share food with neighbors who are less well off).</p> <p>This is a beneficiary-based outcome indicator for nutrition-sensitive value chain interventions that aim in part to improve nutrition through increased consumption of a nutrient-rich value chain commodity among direct beneficiary households (i.e. the “own production to food consumption” agriculture to nutrition pathway.) The indicator measures how much of the total produced by a direct beneficiary producer of a USG-funded value-chain-activity-promoted nutrient-rich commodity is set aside for consumption by household members. It complements the Feed the Future population-based indicators that capture actual consumption of targeted nutrient-rich commodities among the women of reproductive age and children 6-23 months in the zone of influence (ZOI).</p> <p>Commodities included in this indicator must meet three criteria.</p> <p><u>First</u>, increased production of the commodity must be being promoted through a USG-funded value chain activity. These value chain activities may also include social and behavior change components, but commodities being promoted <i>solely</i> through social and behavior change interventions should not be counted under this indicator. Also, the indicator is not appropriate for home or community garden or sustainable intensification agriculture interventions aiming to increase the diversity of products produced by the household, in whole or in part for household consumption, because collecting the data required for this indicator would likely be very challenging.</p> <p><u>Second</u>, the value chain commodity must have been selected for nutrition objectives, in addition to any poverty-reduction or economic-growth related objectives.</p> <p><u>Third</u>, the commodity must be nutrient-rich. A commodity is defined as nutrient-rich if it meets any of the following criteria:</p> <ol style="list-style-type: none"> 1. Is bio-fortified 2. Is a legume, nut or seed 3. Is an animal-sourced food, including dairy products (milk, yogurt, cheese), eggs, organ meat, flesh foods, and other miscellaneous small animal protein (e.g. grubs, insects) 4. Is a dark yellow or orange-fleshed root or tuber 5. Is a fruit or vegetable that meets the threshold for being a “high source” of one or more micronutrients on a per 100 gram basis.
Disaggregated by: <u>Nutrient-rich Commodity:</u> okra, cabbage, cauliflower, spinach, bitter gourd, carrots, and pumpkin.
Rationale or Management Utility, Integration Approach: Complements the gross margin and incremental sales indicators, by tracking the outcome of improved consumption associated with increased yields that are not sold. This indicator is particularly important in the hills, where target beneficiaries have less access to markets.
PLAN FOR DATA COLLECTION BY KISAN
KISAN Activities: During Phase 1, KISAN trained farmers on improved technologies and management practices. In Phase II, KISAN will provide follow-up support to farmers and build the capacity of private sector service providers to support this outcome.
Data Source: Farmer interview.
Method of Data Acquisition: Random sample surveys.

Frequency and Timing of Data Acquisition: Twice yearly.
Individual(s) Responsible for Data at USAID: KISAN COR
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Specialist. M&E Manager
Location of Data Storage: KISAN survey database in "M&E OneDrive" (Winrock's cloud storage)
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): None.
Date of Future Data Quality Assessments: RIDA has been contracted to conduct DQAs for FTF indicators. It is not known which KISAN FTF indicators will be selected and FY 2015 DQA is planned for November 2015.
Known Data Limitations and Significance: Farmers find it difficult to recall the amount of vegetables they consume, because they eat them as they ripen and don't necessarily store them in measurable units.
Actions Taken or Planned to Address Data Limitations: Under consideration.
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis: All data will be compared against established baselines. Monitoring performance data will be analyzed Annually; evaluation data as appropriate. Summary of data will be sent to USAID/Nepal as per contractual agreement
Presentation of Data: The data will be tabulated
Initial Review Conducted by:
Team Review:
BASELINE AND TARGETS
Baseline Timeframe: Baseline = 0
Rationale for Targets: Refer to KISAN targets table in Annex H.
GEOGRAPHIC DIMENSION
Data Reporting Units: District
Baseline Units: District
CHANGES TO PERFORMANCE INDICATOR
Changes to Indicator: FTF introduced this indicator at the end of FY14. KISAN reported FY14 data in FTFMS, along with the baseline, because we were able to collect both in our survey.
THIS SHEET WAS LAST UPDATED ON: 8/25/15

KISAN Performance Indicator Reference Sheet – USAID/Nepal 1.3.2-1

Goal: A more democratic, prosperous and resilient Nepal

DO 1: More inclusive and effective governance

IR 1.3: Civic participation and advocacy increased

Linkage(s) to other Results Statements: 2.3 Resilience of Targeted Natural Resources and Related Livelihoods Improved; 3.1 A Better-Skilled, Literate Population; 3.3 Social Sector Policy and Performance Improved; FTF IR5: Increased resilience of vulnerable communities and HHs.

Performance Indicator 1.3.2-1: Percent of leadership positions in USG-supported community management entities that are filled by a women or members of a vulnerable group.

Performance Plan and Report Indicator: No ___ Yes X If yes, for which Fiscal Year(s): 2015 If yes, link to foreign assistance framework: Custom Indicator Type: Outcome

PERFORMANCE INDICATOR DESCRIPTION

Precise Definition(s):

Community management entities are defined as: a group of people associated with particular purpose for the public interest, such as school management committees, health services management committee, forest users group, farmer groups/cooperatives, market planning committees, trade and business associations, water user groups, self-help groups, working groups, forums, or mechanisms to carry out actions as per the mandate.

USAID generally defines *marginalized or vulnerable communities or groups* as those who have traditionally been excluded from power and access to resources, and may include indigenous peoples, tribal peoples, other minorities, LGBT populations, women and girls, youth, individuals with disabilities, or other similar groups. USAID/Nepal defines *vulnerable households* for FTF indicator 4.5.2(14) as those that meet one or more of the following criteria: 1) Living on less than \$1.25 per person per day; 2) Disadvantaged caste groups and ethnic and religious minorities (e.g. Dalits, Janajatis, and Muslims); and/or 3) Affected by natural disasters (e.g. flood, landslide, drought, or earthquake) during the project intervention period. Since this indicator focuses on gender and vulnerable groups (not households), KISAN will count women and members of disadvantaged caste groups and ethnic and religious minorities (e.g. Dalits, Janajatis, and Muslims). Household income is not a criterion for a member of a vulnerable group.

Leadership position: To be counted in this indicator, women or members of a vulnerable group should be in a position to share information and represent community management entity members in public forums; to help define the issues, problems, and solutions that the entity works on; and to influence decisions and outcomes associated with the entity or its initiatives.

Examples:

- Persons serving as executive or head administrators of community management entities (in title).
- Persons representing the entity in official consultations with the GoN and others.

Unit of Measure: Percent

Disaggregated by: District

Rationale or Management Utility, Integration Approach (optional):

The leadership of women and members of vulnerable groups in community management entities is posited as an important mechanism for increasing the gender and social sensitivity of these entities' policies and operations, and for improving the overall strength and sustainability of such entities by ensuring focus on a broader set of issues relevant to service delivery and other functions. Furthermore, in a country like Nepal where previous marginalization of women and vulnerable groups means that they are not ordinarily represented in leadership positions, the increased representation of members of these sectors of the population can have an impact on social stereotyping, assumptions and roles. For young women and youth from vulnerable communities, observing more women and vulnerable peoples in leadership roles can have an empowering effect as well.

PLAN FOR DATA COLLECTION BY KISAN

KISAN Activities: Support to establish and/or build the capacity of farmers groups (which may also function as cooperatives, savings groups, and/or water users associations) and marketing planning committees

Data Source: KISAN-supported community management entities

Method of Data Acquisition: Organization Form and Sample Survey/Census

Frequency and Timing of Data Acquisition: Sample Survey
Individual(s) Responsible for Providing Data to USAID: KISAN GIS/DQA Specialist, M&E Manager.
Location of Data Storage: WIKISAN and/or KISAN survey database in "M&E OneDrive" (Winrock's cloud storage)
DATA QUALITY ISSUES
Date of Most Recent Data Quality Assessment and Name(s) of Reviewer(s): none (new indicator)
Date of Future Data Quality Assessments: As this is not an FTF indicator, any DQA would be conducted by the Mission or its M&E contractor. The date is to be determined.
Potential Data Limitations and Significance (optional): There may be some limitation about receiving accurate data from the community management entities.
Actions Taken or Planned to Address Data Limitations (optional):
PLAN FOR DATA ANALYSIS, REVIEW, & REPORTING
Data Analysis (optional): KISAN will analyze survey data.
Mission/Team Review (optional):
BASELINE AND TARGETS
Baseline Timeframe (optional): No baseline required.
Rationale for Targets (optional): KISAN based the targets on existing data on the number of women in leadership positions in farmers groups. KISAN set targets starting in FY2016, since this indicator was introduced in KISAN's M&E Plan at the end of FY2015 (August 2015).
Other Notes (optional): None
GEOGRAPHIC DIMENSION
Data Reporting Units: District and FTF Zone of Influence (West, Mid West, and Far West regions)
Baseline Units (optional): District and FTF Zone of Influence (West, Mid West, and Far West regions)
THIS SHEET WAS LAST UPDATED ON: 8/7/2015 Amy Prevatt, USAID; 8/25/2015 KISAN

ANNEX F: KISAN CONTRACT CLAUSES RELATED TO M&E AND REPORTING

Following are M&E related excerpts from modification no. 7 of the KISAN Contract Statement of Work (SOW), dated April 2, 2015 and pending USAID approval. This annex will be updated as needed to reflect subsequent contract modifications.

C.4.5 Gender and Social Inclusion

The Contractor must abide by USAID ADS 205 to guide the integration of Gender Equality and Female Empowerment in the implementation of this program. As per Section 205.3.6, the policy requires developing rigorous monitoring and evaluation plan and reporting. The Contractor must target regions with high rates of male outmigration and large numbers of female-headed households. In addition to prioritizing women, ethnic and religious minorities, and other disadvantaged groups, at least 30% of beneficiaries must be from female-headed households.¹⁴

The Contractor must consider vulnerable individual, gender and social inclusion in all interventions and program cycle. Participation of women, excluded and disadvantaged groups must be prioritized at all decision making levels (e.g. proportionate representation of disadvantaged groups within trainers and inclusion of marginalized groups in cooperatives). Priority must be given to farming techniques (e.g. smaller tractors and treadle pumps) and marketing approaches that are more female-friendly and contribute to empowerment.

The Contractor must also consider land leasing opportunities for landless beneficiaries. To further integrate the landless, women, youth, ethnic minorities and other vulnerable groups, the Contractor must coordinate with the local organization awarded with Component C of the FTF initiative. Additionally, the Contractor must provide one room, office or cubicle in each of their offices so that a component C implementer employee may co-locate with the Contractor. Component C includes empowering literacy, life skills, and entrepreneurial training.

C.4.7.3 Geographic and Management Information Systems Deliverables

Deliverable 1: Geo-enabled Monitoring and Evaluation Data

As per USAID Forward policy, one of USAID Nepal's topline indicators is spatially portraying all of its activities. The provision of geo-enabled impact data will allow the Contractor and USAID to understand how the project's impacts are accruing across the project area and identify gaps or deficiencies to inform project strategy. To meet this requirement, the Contractor will develop a data collection and performance monitoring system so as to be able to report geo-enabled monitoring and evaluation data to USAID/Nepal as described below.

USAID/Nepal requires the Contractor to follow the guidance as described below to report results for "geo-visualization in program management functions by the USAID/Nepal Mission and Washington,"

The essential question of "where?" is to be answered within the context of (a) baseline, (b) results (c) beneficiaries (d) outputs (e) activities and (f) resources and providing answers for those aspects while reporting. This approach of providing spatial dimension to the parameters portraying the USAID activity and reporting is termed as "geo-enabled performance reporting."

The spatial units for reporting all aggregate results will be current Village Development Committees (VDCs) and municipalities. Further up-scaling by administrative/geographic units should provide district and national level results. However, the activities shall be referenced by their geographic coordinates in addition to the geographic names and administrative units. For activities that leave an impact or output on the ground (such as renovation of a school building, construction of a bridge, management of a community forest), the Contractor or sub-contractor must capture coordinates or delineate the outline

¹⁴ As of March 23, 2015, USAID/Nepal clarified its definition for "vulnerable households" to focus on HH income, disadvantaged caste groups and ethnic and religious minorities, and victims of natural disasters (see e-mail from Amy Prevatt). Female-headed households were omitted because they are not necessarily the most vulnerable, as they often receive remittances from men working abroad. With respect to gender inclusion, it may make more sense to have a target for the number of direct beneficiaries who are women, rather than female-headed households. This should be addressed in Contract modification no. 8.

using suitable means, and provide information as either coordinates or a GIS shape file. Photographs prior to intervention, during and after, and organized per framework, should be part of the deliverables.

The geo-enabled monitoring and evaluation plan for this activity prepared by the Contractor must be approved by USAID/Nepal. USAID/Nepal will monitor the implementation of this plan. The plan must be reflected in the M&E plan.

The disaggregation of the data by administrative/geographic unit of VDC and district should be clearly mentioned in the reference sheet.

USAID/Nepal will ask the Contractor to geo-enable the results that can be reported for a particular geographic location and then provide geo-enabled performance information in every reporting period. Those indicators which require no geo-enabling will be reported under the category of “non-geo-enabled.” The Contractor should consider the following 6 components for geographic reporting:

- **Baseline**
 - Is there going to be a baseline study done for the objectives? If so, does that study aggregate the data by district or Village Development Community (VDC)? Please note that baseline data disaggregated to proper spatial units is a deliverable.
- **Results:**
 - What results did the project achieve in the districts for each VDC where the project is implemented?
- **Beneficiaries**
 - Please provide USAID/Nepal a breakdown of beneficiaries by age, gender, ethnic affiliation, education and occupation where appropriate, for each VDC in the districts where activities are implemented. In doing so, it is the Contractor’s responsibility to protect the identity of individual beneficiaries. USAID/Nepal will only need beneficiary numbers.
- **Output: Infrastructure and other outputs that impact results**
 - Is there any construction or renovation of infrastructure advancing Project objectives? If yes, then provide USAID/Nepal with the details including: District, VDC, settlement, coordinates (latitude /longitude) and cost incurred with photographs taken prior to, during and after the construction/renovation (including intended objective and beneficiaries of such infrastructure). If the activity is a linear feature (fencing, canal, road, drainage, power line, etc.) then a series of coordinates or a GIS shape file is required. A proper geo-database is the deliverable.
 - If the activity is land-based and covers an area (such as natural resource management unit, landscape unit, lake, forest, agricultural land, national park, etc.) the outline of the area where the activity is implemented should be captured and provided to USAID/Nepal in a proper geo-database format with relevant photographs prior to, during, and after the intervention.
- **Time bound activities**
 - What are the activities carried out for this objective? Where were those activities taking place and when? Please provide a list of relevant activities, their location (VDC and settlement along with coordinates), dates and partners and/or sub-contractors involved. Any activity that leads to an output and a result should be structured to capture the relevant period of time – especially the reporting period.
- **Resources**
 - How much money was spent for each VDC for this objective? Provide us with these figures by the agreed reporting deadline.

All performance data has an inherent geographical dimension. USAID/Nepal seeks to capture all performance data in its in-house GIS system. To facilitate the conversion of the performance data from this award into USAID/Nepal's GIS system, a template will be developed by the Contractor or will be provided to the Contractor by USAID/Nepal.

All data must be collected in a fashion that:

- meets the VDC and Municipality level of disaggregation for the indicators selected in the Monitoring and Evaluation plan;
- uses standard geographic names determined by the Government of Nepal (a list is available from USAID); and
- able to be arranged in a standard database format that can be easily shared between software systems (i.e., the data has unique field names, can be easily converted to a csv or other common file type).

USAID/Nepal, may provide guidance to assist the Contractor although these basic standards are commonly accepted best practices.

Deliverable 2: Geospatial and Other Data

If the Contractor has used, in whole or in part, U.S. government funds in any way to collect, purchase, or acquire any spatial or non-spatial data to meet Project objectives then the spatial (GIS) and non-spatial data both are deliverables of the project. In this situation, under this award, the Contractor must:

- Document digital spatial data according to Federal Geographic Data Committee (FGDC) Level 1 metadata standards (see www.fgdc.gov);
- Deliver to USAID digital copies of spatial data with accompanying metadata; and
- Make spatial data available to the public at the cost of reproduction.

Free tools are available to create this meta data at the following link:

<http://www.fgdc.gov/metadata/geospatial-metadata-tools>

Regulations

The deliverables described above are guided and regulated by the following USG regulations, circulars and executive orders:

1. Executive Order 12906: Signed by the President of United States for sharing and coordinating the production, use and sharing of geospatial data;
2. OMB Circular A-16: An elaboration on EO 12906;
3. USAID's Automated Directives System (ADS) 507: Freedom of Information Act;
4. USAID's ADS 551: Data Administration; and
5. USAID's ADS 557: Public Information.

C.4.7.7 Monitoring and Evaluation (M&E) Plan

The Contractor must develop a Monitoring and Evaluation (M&E) Plan in coordination with the USAID/Nepal COR. Due to the nature of this Project, the Contractor must disaggregate indicators to measure Project efforts to narrow gaps between men and women and different caste and ethnic groups. The Contractor must work with the COR to ensure that the M&E Plan aligns with the USAID/Nepal Performance Management Plan (PMP) and all FTF M&E guidance, including FTF reporting requirements. Data collected by the Contractor must be compiled, verified, compared to targets, validated, reported on directly to the Project COR, and also entered into the Feed the Future Monitoring System (FTFMS). The Contractor must also work closely with the FTF M&E local contractor and any other M&E contractor that USAID/Nepal tasks with assessing baseline conditions and results.

The Contractor shall prepare a Monitoring and Evaluation Plan that aligns with the following key USAID guidance documents:

- FTF Results Framework
- FTF Indicator Handbook (most updated version)
- FTF Agricultural Indicators Guide (most updated version);
- FTF M&E Guidance Series; and
- USAID/Nepal PMP: 2014-2019.

The M&E Plan shall include the following minimum content:

1. Results Framework and Theory of Change, drawing on the USAID/ Nepal Feed the Future Multi-Year Strategy: 2011-2015 and subsequent guidance from USAID/Nepal on KISAN's technical approach.
2. A streamlined list of project indicators that align with relevant FTF and Mission PMP indicators, including a subset of Key Performance Indicators (refer to Table in section C.4.7.12 for proposed KPIs).
3. Detailed definition of each indicator, based on the guidance documents listed above and subsequent Bureau of Food Security (BFS) FTF guidance.
4. Source, method, and frequency of data collection, verification, and validation.
5. Description of how the performance data will be analyzed and used by the project team to facilitate learning and adaptive management.
6. Description of data quality assessment, including methods and frequency, and documentation measures that ensure the project is evaluation and audit ready.
7. Disaggregation of performance data consistent with guidance in the documents listed above. Per USAID/Nepal policy, all person-level indicators for which data are collected (either through quarterly/annual reports, surveys, or evaluations) should be disaggregated by sex, age, and caste/ethnicity.
 - Caste/ethnicity should be disaggregated by Dalit, Muslim, Brahmin/Chhetri, Newar, Janajati, and Other.
 - Age should be disaggregated by five-year increments: 15-19, 20-24, 25-29, 30-34, etc.
 - Further disaggregation may be appropriate and will be specified in the approved M&E Plan.
8. A plan for obtaining credible baseline data.
9. Measures to ensure compliance with USAID's Open Data Policy (ADS 579 issued October 2014), including but not limited to submitting data to the Development Data Library (DDL), and submitting 508 compliant reports to the Development Experience Clearinghouse (DEC).
10. Targets for each indicator.
11. Plans for documenting project results that can be used for publicizing success, including photos and video recordings.
12. M&E staffing plan and potential use of subcontractors.

In compliance with USAID evaluation policy, rigorous evaluations will be used to improve program management, justify assistance resources with empirical evidence and data, ensure accountability, and test the underlying development hypotheses. USAID/Nepal will also organize independent performance and/or impact evaluations (not funded or managed through this contract), which will require the Project to coordinate with external evaluators.

C.4.7.8 Performance Reports

a. Quarterly Performance Reports

The Contractor must submit quarterly reports, within 30 days after the end of the quarter being reported on, program performance reports to USAID/Nepal. The Contractor must submit two hard copies and one electronic copy in Microsoft Word format of the quarterly report to the COR, and one hard copy to the Contracting Officer. Reports must cover the periods October – December, January – March, and in April-June, in line with KISAN's calendar. The Contractor will submit an Annual Performance Report according to the Calendar as follows:

- Y 1 02/14/13 to 06/30/13 =4.5 months
- Y 2 07/01/13 to 06/30/14 =12 months
- Y 3 07/01/14 to 09/30/15 =15 months
- Y 4 10/01/15 to 09/30/16 =12 months
- Y 5 10/01/16 to 08/13/17 =10.5 months

Quarterly performance reports must clearly and concisely present the following information:

- A comparison of actual accomplishments with the targets established for the period. If the output of the program can be readily quantified, such quantitative data will be related to cost data for computation of unit costs.
- Reasons why established goals were not met, if applicable.
- Information on management issues, including administrative problems or problems with

- implementing partners or community groups.
- Anticipated future problems, delays, or conditions or constraints that may adversely impact implementation of the program.
- Information on security issues, especially as these affect program integrity and safety of implementing partners and community groups.
- Other pertinent information including the status of finances and expenditures and, when appropriate, analysis and explanation of cost overruns or high unit costs.
- Information and recommendations on activities under Windows of Opportunity that would help improve the program impact.
- Information on new activities that may have an environmental impact and mitigation measures undertaken.
- As a component of the Quarterly Performance Report, the Contractor must document all consultants or short-term technical assistance who performed work on the project during the reporting quarter in a Consultancy Trip Report. The Consultancy Trip Report will include the name(s) of the consultants or short-term technical assistance individuals, their itinerary, the purpose of the trip and a brief summary of the results of the trip. Each Consultancy Trip Report is to be one page or less for each trip (numerous individuals can be on one Consultant Trip Report).
- Plans for the next quarter.

Lengthy reports are neither required nor desired.

b. Annual Performance Report

The Contractor will submit an Annual Performance Report covering the period October to September each year in lieu of a fourth Quarterly Performance Report (July to September). Annual Performance Reports must be submitted within 30 days of the end of the reporting period. The Contractor must submit two hard copies and one electronic copy in Microsoft Word format of the Annual Performance Report to the COR, one hard copy to the Contracting Officer, and one electronic copy to USAID Development Clearinghouse.

Annual Performance Reports must contain the following information:

- A comparison of actual accomplishments against goals established for the period in the Annual Work Plan and Monitoring and Evaluation Plan. Reasons why activities were delayed or established goals were not met, if applicable.
- Cumulative quantitative Monitoring and Evaluation data, including information on progress towards targets, and explanations of any issues related to data quality.
- Analysis of disaggregated information by sex and caste ethnicity including gender equality and social inclusion results (expected and unexpected GESI results)
- Information on the status of finances, including expenditure data based on the budget, and accruals; and, when appropriate, analysis and explanation of cost overruns or high unit costs.
- Information on management issues, including administrative problems or problems with collaborating or implementing partners.
- Anticipated future problems, delays, or conditions that may adversely impact implementation of the program.
- Information on security issues, especially as these affect program integrity and safety of cooperating and implementing partners.
- Information on environmental compliance.
- Information on new opportunities for program expansion.
- Lessons learned and success stories.
- Information on major challenges and constraints faced during the performance period.
- Prospects for the next year's performance.
- The Contractor must draft an annual Internship Report as a component of the Annual Report.
- The Internship Report must not exceed 5 pages in length and must include contact information for each intern, a description of the work each intern has done and will be doing (if applicable), along with feedback from the interns regarding their experience and any suggestions for improvement of the internship program.
- Other pertinent information.

c. Monthly Report

The Contractor must provide a concise monthly report on or before the last business day of each month following the issuance of the original contract dated February 14, 2013. This monthly report will be required for the first six months. After six months, the COR will provide technical direction regarding the future frequency of such reports (which will not be more frequent than monthly).

These reports must briefly detail:

- a) a summarization of the country situation;
- b) program highlights, achievements, and major activities;
- c) budget information (including amounts obligated, contractor funds obligated to program and grant activities, and funds disbursed);
- d) a summary of grant implementation and appraisal;
- e) problems encountered and proposed remedial actions;
- f) status of previously identified implementation issues.

The format will be determined in consultation with the COR, and is likely to be restricted to no more than 10 pages.

d. Draft Final Report

This draft report must include:

- a) the achievements of the projects, including the aspects that did not work well b. good practices that are replicable in other projects;
- b) effectiveness of different activity tools and methods; d. recommendation for similar interventions in future;
- c) collection of success stories;
- d) case studies highlighting changes or approaches/methods that were effective;
- e) challenges and obstacles that the program faced and the measures that were helpful in dealing with challenges.
- f) case studies highlighting successes and challenges of targeting and capacity building of excluded and vulnerable groups; what approaches work and what does not work.

e. Final Report

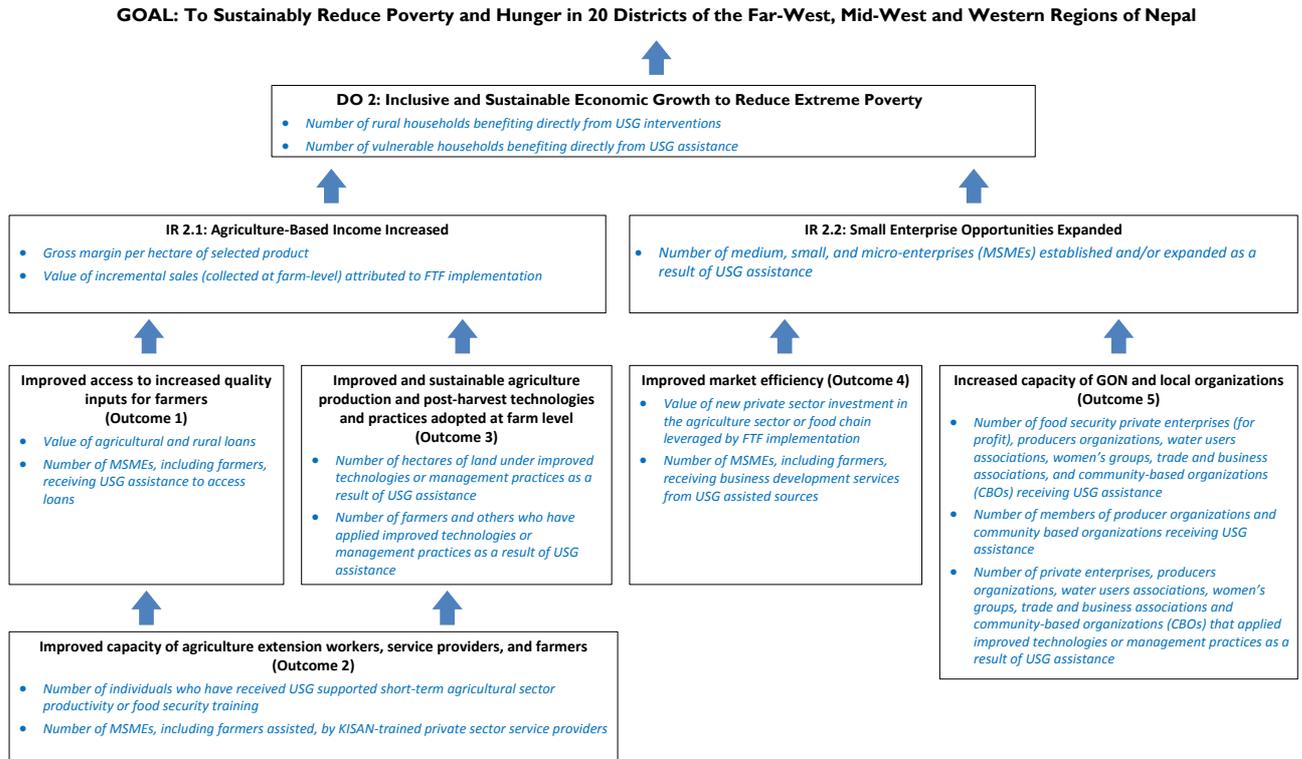
This final report must include:

- a) the achievements of the projects, including the aspects that did not work well
- b) good practices that are replicable in other projects;
- c) effectiveness of different activity tools and methods;
- d) recommendation for similar interventions in future;
- e) collection of success stories;
- f) case studies highlighting changes or approaches/methods that were effective;
- g) challenges and obstacles that the program faced and the measures that were helpful in dealing with challenges;
- h) case studies highlighting successes and challenges of targeting and capacity building of excluded and vulnerable groups; what approaches work and what does not work.
- i) a one-page and a three-page outreach/publicity document summarizing successes, stories and results of the overall project.

The actual format for a final report will be determined in consultation with the COR.

C.4 SCOPE OF WORK

Figure 9. KISAN Results Framework in Contract SOW



ANNEX G: KISAN FY15 M&E WORK PLAN

The M&E FY15 Work Plan presented here is an update of the KISAN Revised Annual Work Plan Year 3 (March-September, 2015) submitted to USAID on March 2, 2015. Dates have been adjusted to reflect the FY14 survey schedule and subsequent earthquake-related work challenges.

M&E activities focus on two key objectives: 1) fulfilling USAID/Nepal and FTF data requirements and reporting on progress; and 2) providing feedback to project staff, partners, and beneficiaries to facilitate learning and adaptive management. Project evaluation will be conducted by a third party contracted by USAID/Nepal.

Monitoring and learning resources: M&E resources will be expanded in FY15 and job descriptions and processes will be revised to reflect a new emphasis on learning and adaptive management. The core M&E Team includes:

- **Kathmandu (Center):** the M&E Director¹⁵, M&E Manager, GIS/Data Quality Assessment (DQA) Expert, MS Access Database Consultant and M&E Consultant¹⁶.
- **Field:** the Regional M&E Manager, four M&E Officers, and 20 District M&E Associates cum Accountants (replacing interns).

The BFS/SPPM M&E Advisor assigned to Nepal has encouraged the M&E Team to reach out to him and his colleagues as needed to ensure that KISAN data collection, analysis and, in general, M&E meet FTF requirements. The COR will be copied on all communications with BFS/SPPM.

Activity M&E.1 Maintain web-based interactive monitoring and evaluation database (WIKISAN) and update as needed. WIKISAN consolidates performance indicator data, decentralizes data entry to the district level, and allows managers to easily access data to track progress. It also supports data quality assurance (DQA) activities and geo-enabled performance reporting. It is modified as needed to: a) respond to USAID requests for new indicators or disaggregation, and b) correct data issues by debugging and incorporating new tools for data cleaning.

Benchmark(s): WIKISAN system maintained

Resources: GIS Specialist, M&E Manager, MY SQL Database Specialist (Consultant) and Developer (Consultant), MS Access Database Specialist (Consultant)

Dates: Ongoing

Activity M&E.2 Revise the M&E Plan. The M&E Team will revise the M&E Plan to align with the USAID/Nepal PMP, BFS/FTF M&E guidance documents, Contract SOW, and guidance received from the COR and BFS/FTF M&E Advisor. This includes but is not limited to streamlining indicators, updating targets, writing the theory of change, and identifying M&E staffing needs.

Benchmark(s): M&E Plan approved

¹⁵ Recruitment of the M&E Director is underway in June 2015. In the meantime, the Operations Director is serving as interim M&E Director.

¹⁶ A senior international M&E Consultant who Winrock has on retainer to provide technical assistance at the request of KISAN.

Resources: M&E Consultant

Dates: Mid-August, 2015 (revised to prioritize baseline and FY2015 survey)

Activity M&E.3 Update data collection forms to align with indicators in M&E Plan. All data collection forms will be reviewed and revised as needed to ensure alignment with the agreed indicators and disaggregation requirements. For example, the farmer intake form that is completed at the time of mobilization will be revised to document baseline conditions. In addition, new forms will be created.

Benchmark(s): Forms revised as needed

Resources: GIS Specialist, M&E Manager, and M&E Advisor (consultant)

Dates: August 2015

Activity M&E.4 Design, produce, and disseminate Farm Logbooks and Entrepreneur Certificates. KISAN-supported farmers have been encouraged to keep logbooks since farmer mobilization activities began. The M&E Team estimates that approximately 25 percent maintain a logbook. The project will increase support to farmers related to recordkeeping. A branded logbook will be designed, produced, and disseminated to farmers. It will include simple forms to help them record crops, inputs, technologies, number of hectares, yields, and sales more completely and accurately. Farmers who keep good records will be acknowledged with an Entrepreneur Certificate.

Benchmark(s): Farm logbooks disseminated

Resources: The M&E Manager and Training Manager

Dates: September 2015

Activity M&E.5 Hire new M&E staff. The M&E Team will hire staff to fill the following new positions: 4 Cluster M&E Officers and 20 District M&E Associates. Existing staff and interns who have performed well will be considered first. Interns will be replaced with District M&E Associates upon completion of their six-month terms. Some interns may have their terms extended to allow time for recruitment of a more qualified person.

Benchmark(s): M&E positions filled with qualified staff

Resources: Operations Director, M&E Manager, Regional M&E Manager, and District Coordinators

Dates: June-July 2015

Activity M&E.6 Training on data collection, entry, and quality analysis. The M&E Team will train project and partner staff on data collection forms, farm logbooks, geo-referencing tools (GPS and Google Earth), data entry into WIKISAN, data quality assurance, and backup documentation requirements. A TOT will be used, overseen by the Central M&E Team based in Kathmandu. Training will be provided as soon as possible after hiring or partnering. Refresher courses will be provided as needed based on data quality issues identified through the DQA process (such as spot checks and database queries).

Benchmark(s): New project staff members, partners, and farmers are trained in a timely manner and receive refresher training as needed

Resources: The M&E Manager and GIS/DQA Specialist will train the Regional M&E Manager and Cluster M&E Officers (x4), who in turn will train District Coordinators,

Project Officers, District M&E Associates, Agricultural Technicians, LSPs, and Savings and Loan Cooperatives

Dates: Ongoing

Activity M&E.7 Routine monitoring and data collection for feedback. Project and partner staff involved in mobilizing and training farmers will collect baseline information from farmers using the initial intake form. Thereafter, those involved in providing technical assistance will record information on priority constraints and challenges and technical assistance requests from meetings with farmer groups, using a paper checklist form.

Benchmark(s): Monitoring data assessed and findings incorporated into Performance Reports and Work Plans as an important source of feedback and learning.

Resources: Central M&E Team, Regional M&E Manager, and Cluster M&E Officers

Dates: Monthly and Quarterly

Activity M&E.8 Spot checks and Data Quality Analysis (DQA). DQA is conducted at multiple levels. In the field offices, Agriculture Program Officers (APOs), Business Development & Supervisor Officers (BDSOs), and District Coordinators (DCs) review and approve completed data collection forms for accuracy. The central M&E Team, Regional M&E Manager, and Cluster M&E Supervisors will conduct spot checks through field visits and database queries for DQA and verification.

Benchmark(s): Project data and backup documentation is complete, accurate, and otherwise evaluation and audit-ready

Resources: Field based managers and M&E staff

Dates: Ongoing

Activity M&E.9 Geo-enabled data maintained. In accordance with USAID Forward Policy, USAID/Nepal requires KISAN to geo-reference the following project data: (a) baseline, (b) results, (c) beneficiaries, (d) outputs, (e) activities, and (f) resources. WIKISAN data will be imported to a GIS database and will be disaggregated at VDC and district levels. In turn, the GIS database will be used to generate maps for project reports and to respond to ad hoc requests from USAID/Nepal.

Benchmark(s): Data in GIS database is complete and updated on a quarterly basis, and as needed to respond to ad hoc requests from USAID/Nepal or KISAN managers

Resources: GIS/DQA Expert

Dates: Ongoing

Activity M&E.10 Data entered into USAID's FTFMS and TraiNet databases. The GIS/DQA Expert will enter results data into FTFMS on an annual basis and training related data into TraiNet on a quarterly basis.

Benchmark(s): Specifications for WIKISAN, disaggregated reports, tools for data cleaning (as required by USAID)

Resources: GIS Specialist

Dates: January 30, April 30, July 30, and October 30 (TraiNet) and October 30 each year (FTFMS).

Activity M&E.11 Survey to collect baseline data and FY14 results and update data in FTFMS. The M&E Advisor will work with the central M&E Team to design a survey to collect baseline data and FY14 results. Baseline data collection efforts will focus on gross margins, sales, and consumption of nutrient rich crops. FY15 results will focus on the five Key Performance Indicators (KPIs); however, data for other indicators will be collected where feasible. The survey design will reflect guidance provided by the BFS/FTS M&E Advisor on identifying a representative sample population and the BFS/FTS M&E Guidance Series: Volume 2 Baseline Guidance (March 2014) and Volume 3 Sampling (March 2014). The survey design and schedule will be submitted to the COR for review prior to implementation. Data collection may be outsourced to a competent local M&E firm. The Baseline and FY14 Survey Report will be submitted to the COR for review prior to updating in FTFMS. Baselines, results, and targets will be adjusted accordingly.

Benchmark(s): Survey design and schedule approved and implemented and FTFMS updated

Resources: Central M&E Team, M&E Advisor (consultant), and Local Survey Firm (subcontractor)

Dates: March-July 2015

Activity M&E.12 Survey to collect FY15 results data. Using the survey design and forms developed for the FY14 survey, the M&E Team will oversee a survey to collect FY15 results data. The Local Survey Firm subcontracted to perform the prior survey will be used for data collection, provided that they performed well. The FY15 Survey Report will be submitted to COR for review prior to updating the FTFMS and finalizing the Annual Report.

Benchmark(s): FY15 data available for Annual Report and FTFMS

Resources: Central M&E Team, M&E Advisor (consultant), and Local Survey Firm (subcontractor)

Dates: Late August-October 2015 for data collection, analysis, and reporting in Annual Report.

Activity by Third Party: Mid-Term Performance Evaluation. In accordance with USAID Evaluation Policy, USAID/Nepal will contract an M&E firm to conduct a mid-term performance evaluation. This activity is included in KISAN's Work Plan to flag potential dates for the project team and COR.

Benchmark(s): KISAN or Nepal FTF Portfolio Mid-Term Evaluation

Resources: Third Party M&E Firm

Suggested Dates: September-October 2015

ANNEX H: KISAN TARGETS

The following table presents targets for FY14-FY17. “FY13 Actual” shows a relatively small number of beneficiaries from training that occurred near the end of FY13. It is included because it contributes to the LOP target. FY14 targets were set prior to having credible baseline data. “Baseline” and “FY14 Actual” data were collected in a joint survey conducted by KISAN in April 2015, and were taken into consideration when setting FY15-FY17 targets. KISAN includes available baseline data for indicators 4.5.2(2) and 4.5.2(5), although the FTFMS “Baseline Cheat Sheet” indicates that these baselines are 0, because the actual baseline data was taken into consideration when KISAN set targets and it is useful to have a record of it in the table. Baseline cells for output indicators are left blank. Refer to Annex M for the Cheat Sheet. Refer to FTFMS for disaggregated targets.

KISAN’s Key Performance Indicators are noted with an asterisk (*).

No.	Indicators and Targets	Baseline	FY13 Actual	FY14 Target	FY14 Actual	FY15 Target	FY16 Target	FY17 Target	LOP	Remarks
DO2	Inclusive and Sustainable Economic Growth to Reduce Extreme Poverty									
4.5.2(13)	Number of rural households benefitting		167	32,800	33,902	82,000	92,000	81,800	100,000	All VDC beneficiaries (farmers) are considered rural
4.5.2(14)	Number of vulnerable households benefitting			15,366	25,987	55,597	62,396	55,624	76,653	Definition changed in FY15.
IR 2.1	Agriculture-Based Income Increased									
4.5(16)*	Gross margin per hectare of selected product (\$)									
	Maize	488			573	579	585	590	590	17% increase in FY 14, 1% increase after
	Pulses (Lentil)	327			387	391	395	399	399	18% increase in FY 14, 1% increase after
	Rice	506			653	660	666	673	673	29% increase in FY 14, 1% increase thereafter
	Bitter Gourd	2,822			4,323	4,366	4,410	4,454	4,454	53% increase in FY 14, 1% increase thereafter
	Cabbage	2,276			2,985	3,014	3,045	3,075	3,075	31% increase in FY 14, 1% increase thereafter
	Cauliflower	3,682			4,029	4,069	4,110	4,151	4,151	9% increase in FY 14, 1% increase thereafter
	Cucumber	3,961			3,855	3,893	3,932	3,971	3,971	1% increase on FY14, 1% increase after
	Tomatoes	3,969			4,590	4,636	4,682	4,729	4,729	16% increase in FY 14, 1% increase thereafter

No.	Indicators and Targets	Baseline	FY13 Actual	FY14 Target	FY14 Actual	FY15 Target	FY16 Target	FY17 Target	LOP	Remarks
4.5.2(23)*	Value of incremental sales (farm-level) (\$)	n/a			3,176,952	9,352,782	12,089,210	12,227,838	36,846,782	In the baseline year, there are no "incremental sales" (by definition). FTFMS automatically calculates an adjusted baseline figure, so this cell is left blank by the project in FTFMS. The "total sales" at baseline is \$8,476,9010 by 86,176 HHs for the four disaggregates below.
	Maize	n/a			395,204	1,055,141	1,220,422	135,696	2,806,463	Total baseline sales is \$679,045 by 20,705 HHs
	Pulses (Lentil)	n/a			-19,895	246,325	488,647	559,112	1,274,189	Total baseline sales is \$593,010 by 11,849 HHs
	Rice	n/a			-63,202	191,201	760,548	1,334,173	2,222,720	Total baseline sales is \$3,981,633 by 28,231 HHs
	Vegetables (12)	n/a			2,864,845	7,860,115	9,619,593	10,198,857	30,543,410	Total baseline sales is \$3,223,222 by 25,391 HHs
Nepal custom	Yield per hectare of selected product (MT/ha)									
	Maize	2.28			2.74	2.88	3.03	3.18	3.18	5% increase each year
	Pulses (Lentil)	0.60			0.41	0.63	0.66	0.70	0.70	5% on baseline and 5% each year thereafter
	Rice	3.49			3.46	3.56	3.73	3.92	3.92	2% on baseline for FY 15 and 5% thereafter
	Bitter Gourd	8.62			13.28	13.94	14.64	15.37	15.37	5% increase each year
	Cabbage	15.65			20.09	21.09	22.15	23.25	23.25	5% increase each year
	Cauliflower	13.07			16.12	16.93	17.78	18.67	18.67	5% increase each year
	Cucumber	13.87			17.92	18.82	19.76	20.74	20.74	5% increase each year
	Tomatoes	14.43			18.41	19.33	20.30	21.31	21.31	5% increase each year
Outcome 1	Farmers receive improved and increased agricultural inputs									
4.5.2(29)*	Value of agricultural and rural loans (\$)	667,615		2,859,074	958,179	1,973,732	2,265,025	2,124,324	7,321,261	See QC sheet for calculation
4.5.2(30)	Number of MSMEs, including farmers, receiving USG assistance to access loans (S)	4,931			6,748	17,822	21,955	21,513	26,300	Around 20% of them were taking formal loan, by LOP over 26% are expected to take loans
Outcome 2	Improved capacity of agriculture extension workers, service providers, and farmers									

No.	Indicators and Targets	Baseline	FY13 Actual	FY14 Target	FY14 Actual	FY15 Target	FY16 Target	FY17 Target	LOP	Remarks
4.5.2(7)	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training		167	33,100	34,348	82,510	92,500	82,305	100,610	See QC sheet for calculation/disaggregation
4.5.2(37)*	Number of MSMEs, including farmers, receiving business development services					82,611	92,624	82,437	100,637	See QC sheet for calculation/disaggregation
Outcome 3	Improved and sustainable agriculture production and post-harvest technologies and practices adopted at farm level									
4.5.2(2)*	Number of hectares of land under improved technologies or management practices	23,563		10,500	7,566	61,274	66,954	57,038	192,831	96% of total hectares are under at least 1 improved technologies
4.5.2(5)*	Number of farmers and others who have applied improved technologies or management practices	32,597		26,240	30,944	75,006	84,138	74,833	91,446	91% of FY 14 farmers applied new technologies. It is expected that this will continue.
IR 2.2	Small Enterprise Opportunities Expanded									
Np 2.2-1	Number of MSMEs established and/or expanded					611	624	637	637	See QC sheet for calculation/disaggregation
Outcome 4	Improved market efficiency									
4.5.2(38)*	Value of new private sector investment in the agriculture sector or food chain leveraged	0		3,190,000	706,831	777,514	855,266	940,792	3,280,404	10% increase on FY 14 and 10% thereafter
Outcome 5	Increased capacity of GON and local organizations									
4.5.2(11)	Number of food security private enterprises (for			250	1,913	4,451	4,714	4,517	4,727	See QC sheet for calculation/disaggregation

No.	Indicators and Targets	Baseline	FY13 Actual	FY14 Target	FY14 Actual	FY15 Target	FY16 Target	FY17 Target	LOP	Remarks
	profit) and organizations assisted									
4.5.2(27)	Number of members of producer organizations and CBOs assisted				33,902	82,060	92,075	81,890	100,090	See QC sheet for calculation/disaggregation
4.5.2(42)*	Number of private enterprises and organizations that applied improved technologies or management practices			150	1,717	3,561	3,771	3,614	3,785	See QC sheet for calculation/disaggregation
Nepal 1.3.2-1	Percent of leadership positions in USG-supported community management entities that are filled by a woman or member of a vulnerable group (cross-cutting)	TBD	n/a	n/a	n/a	n/a	2,180	2,190	2,190	The target does not change significantly because KISAN will largely work with existing farmers groups and MPCs and leadership does not change frequently at this stage in their development.
DO3	Increased Human Capital									
IR 3.2	A Healthier and Well-Nourished Population									
4.5.2.8(x)	Quantity of nutrient-rich commodities set aside for home consumption									
	Cauliflower (Mt)	1,471			1,231	2,977	3,341	2,970	10,519	Based on mt consumption in FY2014
	Cabbage (Mt)	1,233			886	2,143	2,404	2,138	7,571	Based on mt consumption in FY2014
	Bitter gourd (Mt)	504			583	1,410	1,582	1,407	4,982	Based on mt consumption in FY2014
	Okra (Mt)	456			476	1,151	1,292	1,149	4,068	Based on mt consumption in FY2014

KISAN'S CROSS-CUTTING COMMENTS ON DATA

Baseline Surveys: USAID/Nepal contracted FORWARD Nepal to conduct a baseline survey for all FTF activities in June and July 2014. KISAN reviewed FORWARD's data set and noted several issues related to the sample not being representative of KISAN farmers. BFS and USAID/Nepal agreed in March 2015 that KISAN would conduct a joint baseline and FY2014 results survey. KISAN targets set prior to this date were not based on credible baseline data. New farm-level baseline data is based on a random sample of KISAN farmers (specifically the 12-month period before each KISAN farmer started his/her KISAN training) – not a random sample of farmers in the FTF Zone of Influence (Zoi). This approach is appropriate, but it isn't clear if Zoi baseline data would have been higher or lower than KISAN baseline data based on differences in the respective sampling frames.

Truncation: Due to how the crop calendar, KISAN field activities, and the USAID fiscal year line up, KISAN farmers had an average of 6.6 months to contribute to FY2014 results, compared to a 12-month baseline period. This truncation effect, which is typical of an FTF project's first year, affected most of KISAN's FY2014 farm-level results. See the example given for rice. FY2015 results will be more comparable to the baseline (both 12-month assessment periods) and provide a more complete picture. KISAN's final year will also be truncated, since the project ends in August. The FY2017 targets reflect this.

Shift to "Facilitated Services" Approach: In a "facilitated services" approach, a trade-off is expected between short-term gains by farmers (increased yields, sales, and gross margins) and longer-term gains associated with building the capacity of the private sector to deliver services to farmers on a sustainable basis – because capacity building takes time. Going forward, KISAN will have fewer field staff devoted to working directly with farmers, so that we can increase technical assistance to private sector partners (largely grantees). Approximately 18 percent of KISAN's Life of Project (LOP) beneficiaries target of 100,000 households will be assisted by KISAN-supported private sector service providers. This approach is strategic, but is expected to bring down the farm-level outcomes on average (per farmer) compared to what they would be through KISAN's prior direct service delivery model.

KISAN'S INDICATOR-SPECIFIC COMMENTS

Comments on baselines and targets for KISAN's FTF indicators are presented in the following table. These will be entered into FTFMS using the Index numbers shown.

Index	Comments and Deviation Narratives
1	Gross Margins 4.5(16) Deviation: No FY2014 targets were set because it was decided that they would be set based on KISAN's baseline survey conducted in 2015.
2	Gross Margins 4.5(16) Comments: a) The FY2014 cucumber gross margin is lower than the baseline, despite higher yields, due to fluctuations in market prices. Baseline year prices were higher than normal in the West and Far West regions of the Hills. In FY2014, the price in the Terai was much lower than average. b) Out-year GM targets for KISAN's commodities reflect the project team's assumption that secondary contacts supported by KISAN's private sector partners are likely to have lower gross margins than KISAN's primary contacts, given the current level of private sector service delivery capacity and rate of improvement. In addition, the share of KISAN's beneficiary population that is new to selling is expected to rise over time, and these sellers are likely to have lower gross margins than more experienced sellers. c) <i>No FY2014 result is reported for the lentil male disaggreate because only 7 survey respondents reported lentil sales and all were women. This is a consequence of the truncated fiscal year and adverse weather.</i>

Index	Comments and Deviation Narratives
3	Firms/Orgs Assisted 4.5.2(11) Deviation: The FY2014 result (1,913) far exceeds the target (250) because KISAN mistakenly omitted producer groups from the target -- our largest target group. Producer groups are included in the FY2014 results.
4	Firms/Orgs Assisted 4.5.2(11) Comment: KISAN did not set targets for the CBO, WUA, and women's groups disaggregates because the other disaggregates better capture our target beneficiaries: private enterprises, producer organizations and trade and business associations. Although KISAN will expand support for improved irrigation in FY2015, KISAN will work through our existing farmers groups rather than establish new WUAs.
5	Rural HHs benefitting 4.5.2(13) Comment: KISAN trained 49,219 farmers in FY2014 (an <i>output</i>). KISAN limited the FY2014 sampling frame to 33,902 farmers trained by June 15, 2014, in time to contribute to the <i>outcomes</i> measured in the survey. The FY2014 result for this indicator was reduced accordingly, to enable FTFMS to automatically calculate the correct adjusted baseline for incremental sales. Consequently, the number of HHs is under-reported for this indicator.
6	Vulnerable HHs 4.5.2(14) Deviation: When KISAN set the FY2014 target (15,366 HHs), KISAN based it on KISAN farmers who earn less than \$1.25/day at the time they started KISAN training. In March 2015, USAID/Nepal clarified and expanded the criteria for "vulnerable HHs" (see Comment no. 4). The FY2014 result is based on the broader definition; however, we used farmer income reported on the Intake Form (\$/day) as a proxy for average HH income per person.
7	Vulnerable HHs 4.5.2(14) Comment: Based on consultations across the Mission and with Implementing Mechanisms, USAID/Nepal redefined "vulnerable HHs" in March 2015 as HHs meeting one or more of the following criteria: a) living on less than \$1.25/person/day; b) member of a disadvantaged caste group or ethnic and religious minority (e.g. Dalits, Janajatis, and Muslims); and/or c) affected by natural disasters (e.g. flood, landslide, drought, or earthquake) during the project intervention period. FY2015 targets and beyond reflect this new definition.
8	Hectares 4.5.2(2) Deviation: a) KISAN's FY2014 result (7,566 ha) fell short of the target (10,500 ha) because at the time the target was set, KISAN did not understand that results for this indicator accrue in the FY in which the crop is <i>harvested</i> , not necessarily when improvements are <i>applied</i> . Hectares planted in rice and winter vegetables will be counted in FY2015, and these account for a substantial share of KISAN farmers' cultivatable area. Although FTF guidance suggests that this indicator doesn't require a baseline, baseline data collected in our survey show that the number of hectares planted in vegetables using at least one improvement increased by 39% in FY2014 over baseline, despite the truncated fiscal year. b) Expected out year results are substantially higher (over 61,000 ha) than FY2014, since the truncation effect of the first year will cease to be a factor.
9	Hectares 4.5.2(2) Comments: a) Both indicators related to improved technologies and practices misrepresent the scale of change at the <i>aggregate, farm-level</i> because they measure changes in the number of hectares or farmers with "at least one or more improved technologies and practices" applied -- <i>a very low bar</i> . The more interesting question is the change in the <i>average number</i> of improved technologies or practices applied per hectare and farmer. See Comment no. 20 for an example. b) KISAN includes available baseline data for this indicator -- although the FTFMS "Baseline Cheat Sheet" indicates that its baselines is 0 -- because the actual baseline data was taken into consideration when KISAN set targets and it is useful to have a record of it in the table.

Index	Comments and Deviation Narratives
10	Incremental Sales 4.5.2(23) Deviation: No FY2014 target was set because it was decided that it would be set based on KISAN's baseline survey conducted in 2015.
11	Incremental Sales 4.5.2(23) Comments: Farmers had 6.6 months on average to contribute to sales in FY2014 compared to 12 months in their baseline period. Consequently, the FY2014 incremental sales value substantially under-reports progress related to increased sales. The reported FY2014 results for rice and lentil are negative for this reason. In addition, hail storms destroyed lentil crops in FY2014. Despite truncation, project-wide sales increased by <i>61 percent over the adjusted baseline</i> .
12	Members of Producer Orgs 4.5.2(27) Comments: No FY2014 target was set because USAID/Nepal asked KISAN to start tracking this indicator in March 2015. b) The LOP target includes 100,000 members of producer groups (which equals the number of rural households benefitting) plus 90 non-producers (members of KISAN-assisted Marketing Planning Committees who are not farmers).
13	<p>Loan Value 4.5.2(29) Deviation:</p> <p><u>Baselines and Targets:</u> The FY2014 target (\$2,859,074) was set based on a previously prepared 3rd party baseline data collected in June and July 2014. KISAN reviewed the 3rd party baseline data set and noted several issues related to the sample not being fully representative of KISAN farmers. BFS and USAID/Nepal agreed in March 2015 that KISAN would conduct its own baseline survey. , which showed 24% of <u>HHs in the ZOI</u> received a loan and their average loan size was \$305. In contrast, KISAN's baseline survey shows a that 5% of <u>KISAN HHs</u> received a loan and their average loan size was \$263, for a project-wide baseline value of \$667,615.</p> <p><u>Truncated Results:</u> In FY2014, 9% of KISAN HHs received a formal loan and their average loan size was \$225. The total FY2014 loan value is substantially affected by the truncation effect, as KISAN farmers had only 6.6 months of project participation on average in FY2014. Although FTF does not require a baseline for this indicator, KISAN notes that the loan value increased from roughly \$668K to \$958K (44%) in FY2014, despite the truncated fiscal year.</p>
14	Loan Value 4.5.2(29) Comment: This indicator is not particularly relevant given our Theory of Change, especially in the project's initial phase. Although KISAN works with both formal and informal financial institutions to extend access to credit, in FY2014 a considerable share of KISAN's efforts focused on helping all new farmers groups also function as savings groups. This is a critical first step in helping farmers become credit-worthy so that they can eventually access formal sources of credit. This evolution takes longer than a year for most farmers. Consequently, for FY2014 the value of loans indicator is less relevant than the number of farmers accessing loan indicator, since the former excludes informal savings groups. In addition, KISAN notes that FTF opted to drop the " <i>Number of people with a savings account</i> " indicator [4.5.2(25)] in 2014; which would be most relevant during KISAN's initial phase.
15	Loan Access 4.5.2(30) Deviation: No FY2014 target was set because USAID/Nepal asked KISAN to start tracking this indicator in March 2015. FY2014 results are reported nonetheless since we were able to capture this data in our FY2014 survey.

Index	Comments and Deviation Narratives
16	MSMEs/Farmers Receiving BDS 4.5.2(37) Comment: No FY2014 target was set because USAID/Nepal asked KISAN to start tracking this indicator in March 2015. KISAN will report this result in FY2015.
17	New Investment 4.5.2(38) Deviation: When KISAN set the FY2014 target (\$3.19 million), we mistakenly included vendor credit passed on to farmers, estimated to be around \$2.5 million. In contrast, only capital investments are included in our FY2014 result (\$706,831), consistent with the FTF indicator definition. Out year targets reflect the latter.
18	Firms/Orgs Applying Improvements 4.5.2(42) Deviation: KISAN we under-estimated the scale of improvements by private enterprises and trade and business associations.
19	Firms/Orgs Applying Improvements 4.5.2(42) Comment: KISAN did not set targets for the CBO, WUA, and women's groups disaggregates because the other disaggregates better capture our target beneficiaries: private enterprises, producer organizations, and trade and business associations. KISAN did not set an FY2014 target for producers organizations because we did not understand at that time that our efforts to have farmers groups form joint savings groups could be counted as an improved practice ("financial management" and/or "member services"). Out year targets are based on an assumption that 80% of our farmers groups will form savings groups. FY14 results for this disaggregate are under-reported at zero because we do not have credible data for this (we estimate that it's 1,500). Data will be available for FY15 and beyond.
20	Farmers Applying Improvements 4.5.2(5) Deviation: When KISAN set the FY2014 target (26,240), KISAN anticipated that 80% of KISAN farmers would apply at least one improved technology or management practice, whereas 91% of beneficiaries did (30,944). The target was set before KISAN had baseline data. Although FTF guidance suggests that this indicator doesn't require a baseline, baseline data would have informed target-setting.
21	Farmers Applying Improvements 4.5.2(5) Comments: a) KISAN includes available baseline data for this indicator – although the FTFMS "Baseline Cheat Sheet" indicates that its baselines is 0 -- because the actual baseline data was taken into consideration when KISAN set targets and it is useful to have a record of it in the table. b) By setting an extremely low bar of "at least one", this indicator does not adequately capture the scale of change in technology adoption at the aggregate level. Alternative ways of analyzing the data show that: a) KISAN farmers applied an average of 6.5 improvements in FY14, compared to a baseline average of 4 (a 62.5% increase); and b) in FY2014, 81% of KISAN farmers used more than 4 technologies.
22	Consumption of Nutrient-rich Commodities 4.5.2(x) Comment: No FY2014 target was set because BFS introduced this indicator at the end of FY2014. The PIRS is silent on the issue of whether a baseline is required, and the indicator is not listed in the FTFMS Baseline Cheat Sheet. KISAN collected both baseline and FY2014 results for the top four KISAN-supported nutrient-rich vegetables in our survey: bitter melon, cabbage, cauliflower, and okra. No project-wide total is reported. USAID/Nepal's list of nutrient-rich commodities also include spinach, carrots, and pumpkin.

ANNEX I: FTFMS EXCEL SPREADSHEET

A copy of KISAN's FTFMS data entry spreadsheet will be attached once KISAN has submitted all data from the Baseline and FY14 Survey. The spreadsheet will be exported and included here for reference.

Data Entry Status Report as of 19-Aug-2015 02:23:02 AM, Washington DC Time

Current Selection

Prime Partner : Winrock International Institute For Agricultural Development
 Implementing Mechanism : Knowledge-based Integrated Sustainable Agriculture and Nutrition Project (KISAN)
 Data Status : All
 Indicator Type : All

Indicator / Disaggregation	Deviation Narrative	Comment	Baseline Year	Baseline Value	2014		2015	2016	2017
					Target	Actual	Target	Target	Target
Knowledge-based Integrated Sustainable Agriculture and Nutrition Project (KISAN)									
4.5(16,17,18): (4.5-4) Gross margin per hectare, animal or cage of selected product	1	2							
Bitter Gourd				2,821.61		4,322.65	4,366.23	4,409.89	4,453.99
Male				1,937.59		4,244.36			
Female				4,891.08		3,601.88			
Joint				3,421.46		4,680.04			
Association-applied									
Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)				79.44		231.30			

Male			2013	36.88		33.62			
Female			2013	5.19		63.32			
Joint			2013	37.37		134.36			
Association-applied									
Disaggregates Not Available									
Total Production (mt)				777.69		3,301.63			
Male			2013	288.06		510.76			
Female			2013	75.69		683.29			
Joint			2013	413.94		2,107.58			
Association-applied									
Disaggregates Not Available									
Value of Sales (USD)				169,590.11		890,179.29			
Male			2013	54,299.82		133,416.02			
Female			2013	14,873.60		205,902.52			
Joint			2013	100,416.69		550,860.75			
Association-applied									
Disaggregates Not Available									
Quantity of Sales (mt)				563.63		2,690.40			
Male			2013	208.86		429.00			
Female			2013	42.19		566.92			
Joint			2013	312.58		1,694.48			

Association-applied									
Disaggregates Not Available									
Purchased input costs (USD)				9,849.60		92,589.65			
Male			2013	3,432.05		16,147.51			
Female			2013	1,298.93		20,096.67			
Joint			2013	5,118.62		56,345.47			
Association-applied									
Disaggregates Not Available									
Cabbage				2,276.21		2,984.54	3,014.38	3,044.53	3,074.97
Male				2,160.28		3,198.11			
Female				2,043.54		4,231.26			
Joint				2,355.01		2,581.78			
Association-applied									
Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)				215.54		262.40			
Male			2013	56.31		33.20			
Female			2013	14.77		50.69			
Joint			2013	144.46		178.51			
Association-applied									
Disaggregates Not Available									

Total Production (mt)				3,963.05		5,532.98			
Male			2013	891.23		672.73			
Female			2013	165.62		1,291.91			
Joint			2013	2,906.20		3,568.34			
Association-applied									
Disaggregates Not Available									
Value of Sales (USD)				456,921.39		739,878.23			
Male			2013	103,188.74		102,453.81			
Female			2013	24,360.86		202,896.72			
Joint			2013	329,371.79		434,527.70			
Association-applied									
Disaggregates Not Available									
Quantity of Sales (mt)				3,205.32		4,590.04			
Male			2013	682.83		545.24			
Female			2013	123.56		1,133.17			
Joint			2013	2,398.93		2,911.63			
Association-applied									
Disaggregates Not Available									
Purchased input costs (USD)				74,322.43		108,729.95			
Male			2013	13,036.76		20,232.69			
Female			2013	2,470.30		16,836.70			

Joint			2013	58,815.37		71,660.56			
Association-applied									
Disaggregates Not Available									
Cauliflower				3,682.11		4,028.99	4,069.28	4,109.97	4,151.07
Male				4,192.09		3,023.38			
Female				2,514.61		4,556.72			
Joint				3,433.90		4,172.08			
Association-applied									
Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)				320.79		499.60			
Male			2013	118.64		93.09			
Female			2013	12.83		107.10			
Joint			2013	189.32		299.41			
Association-applied									
Disaggregates Not Available									
Total Production (mt)				4,711.42		8,547.23			
Male			2013	1,723.56		1,326.81			
Female			2013	139.84		2,201.70			
Joint			2013	2,848.02		5,018.72			
Association-applied									
Disaggregates Not Available									

Value of Sales (USD)				1,053,852.49		1,904,706.65			
Male			2013	434,766.62		307,232.44			
Female			2013	24,737.31		471,529.98			
Joint			2013	594,348.56		1,125,944.23			
Association-applied									
Disaggregates Not Available									
Quantity of Sales (mt)				3,818.41		7,104.85			
Male			2013	1,419.97		1,060.06			
Female			2013	97.77		1,953.18			
Joint			2013	2,300.67		4,091.61			
Association-applied									
Disaggregates Not Available									
Purchased input costs (USD)				119,132.33		278,505.62			
Male			2013	30,370.34		103,097.19			
Female			2013	3,119.21		43,501.76			
Joint			2013	85,642.78		131,906.67			
Association-applied									
Disaggregates Not Available									
Cucumber				3,960.62		3,854.66	3,893.21	3,932.14	3,971.46
Male				2,195.31		3,273.81			
Female				2,184.94		3,864.52			

Joint				5,681.64		4,030.18			
Association-applied									
Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)				124.25		208.75			
Male			2013	38.45		39.92			
Female			2013	20.44		29.97			
Joint			2013	65.36		138.86			
Association-applied									
Disaggregates Not Available									
Total Production (mt)				1,931.64		4,289.27			
Male			2013	479.63		746.03			
Female			2013	67.53		561.97			
Joint			2013	1,384.48		2,981.27			
Association-applied									
Disaggregates Not Available									
Value of Sales (USD)				394,150.43		774,884.44			
Male			2013	65,258.28		121,091.06			
Female			2013	21,486.32		107,102.24			
Joint			2013	307,405.83		546,691.14			
Association-applied									
Disaggregates Not Available									

Quantity of Sales (mt)				1,402.71		3,684.87			
Male			2013	347.05		629.22			
Female			2013	32.20		440.12			
Joint			2013	1,023.46		2,615.53			
Association-applied									
Disaggregates Not Available									
Purchased input costs (USD)				50,668.95		97,321.55			
Male			2013	5,778.61		12,880.16			
Female			2013	400.96		20,934.55			
Joint			2013	44,489.38		63,506.84			
Association-applied									
Disaggregates Not Available									
Maize				488.00		573.03	578.76	584.55	590.39
Male				595.32		609.99			
Female				366.53		671.07			
Joint				472.29		534.67			
Association-applied									
Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)				1,985.00		2,641.00			
Male			2013	595.00		196.00			
Female			2013	277.00		631.00			

Joint			2013	1,113.00		1,814.00			
Association-applied									
Disaggregates Not Available									
Total Production (mt)				5,613.00		8,130.00			
Male			2013	2,115.00		618.00			
Female			2013	586.00		2,273.00			
Joint			2013	2,912.00		5,239.00			
Association-applied									
Disaggregates Not Available									
Value of Sales (USD)				679,044.00		1,012,690.00			
Male			2013	313,724.00		103,912.00			
Female			2013	58,696.00		268,361.00			
Joint			2013	306,624.00		640,417.00			
Association-applied									
Disaggregates Not Available									
Quantity of Sales (mt)				3,272.00		4,481.00			
Male			2013	1,592.00		449.00			
Female			2013	265.00		1,165.00			
Joint			2013	1,415.00		2,867.00			
Association-applied									
Disaggregates Not Available									

Purchased input costs (USD)				196,200.00		323,980.00			
Male			2013	62,571.00		23,465.00			
Female			2013	28,266.00		100,145.00			
Joint			2013	105,363.00		200,370.00			
Association-applied									
Disaggregates Not Available									
Pulses				327.01		386.85	390.72	394.63	398.57
Male				300.93					
Female				345.59		313.01			
Joint				362.23		453.20			
Association-applied									
Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)				2,573.59		114.56			
Male			2013	1,383.55					
Female			2013	330.72		52.75			
Joint			2013	859.32		61.81			
Association-applied									
Disaggregates Not Available									
Total Production (mt)				1,612.55		86.10			
Male			2013	807.98					
Female			2013	217.90		26.70			

Joint			2013	586.67		59.40			
Association-applied									
Disaggregates Not Available									
Value of Sales (USD)				593,009.67		25,047.48			
Male			2013	299,897.60					
Female			2013	68,916.71		8,979.42			
Joint			2013	224,195.36		16,068.06			
Association-applied									
Disaggregates Not Available									
Quantity of Sales (mt)				986.15		36.09			
Male			2013	506.33					
Female			2013	113.00		10.76			
Joint			2013	366.82		25.33			
Association-applied									
Disaggregates Not Available									
Purchased input costs (USD)				128,101.22		15,438.37			
Male			2013	62,205.53					
Female			2013	18,600.15		5,770.25			
Joint			2013	47,295.54		9,668.12			
Association-applied									
Disaggregates Not Available									

Rice				505.64		653.05	659.58	666.18	672.84
Male				500.80		675.73			
Female				627.92		548.25			
Joint				481.50		618.11			
Association-applied									
Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)				13,035.48		853.27			
Male			2013	7,264.66		359.64			
Female			2013	1,183.29		42.47			
Joint			2013	4,587.53		451.16			
Association-applied									
Disaggregates Not Available									
Total Production (mt)				47,379.19		3,993.33			
Male			2013	26,370.93		1,699.41			
Female			2013	4,816.75		195.94			
Joint			2013	16,191.51		2,097.98			
Association-applied									
Disaggregates Not Available									
Value of Sales (USD)				3,981,632.85		519,847.89			
Male			2013	2,342,718.18		290,932.89			
Female			2013	328,082.80		15,982.63			

Joint			2013	1,310,831.87		212,932.37			
Association-applied									
Disaggregates Not Available									
Quantity of Sales (mt)				20,285.82		2,454.34			
Male			2013	11,802.16		1,274.78			
Female			2013	1,649.84		76.56			
Joint			2013	6,833.82		1,103.00			
Association-applied									
Disaggregates Not Available									
Purchased input costs (USD)				2,708,215.72		288,589.72			
Male			2013	1,596,500.29		144,822.44			
Female			2013	214,839.47		17,620.15			
Joint			2013	896,875.96		126,147.13			
Association-applied									
Disaggregates Not Available									
Tomatoes				3,969.16		4,590.13	4,636.03	4,682.39	4,729.22
Male				3,613.29		4,681.95			
Female				5,277.05		5,199.54			
Joint				4,171.40		4,410.51			
Association-applied									

Hectares planted (for crops); Number of animals (for milk, eggs); or Area (ha) of ponds or Number of crates (for fish)				175.42		297.70			
Male			2013	71.40		37.64			
Female			2013	9.97		54.28			
Joint			2013	94.05		205.78			
Association-applied									
Disaggregates Not Available									
Total Production (mt)				2,911.96		5,880.18			
Male			2013	1,207.44		716.34			
Female			2013	151.43		1,152.15			
Joint			2013	1,553.09		4,011.69			
Association-applied									
Disaggregates Not Available									
Value of Sales (USD)				544,021.15		1,276,994.07			
Male			2013	225,636.58		158,176.42			
Female			2013	41,423.44		273,319.47			
Joint			2013	276,961.13		845,498.18			
Association-applied									
Disaggregates Not Available									
Quantity of Sales (mt)				2,037.78		4,881.82			
Male			2013	953.11		574.88			

Female			2013	112.84		995.29			
Joint			2013	971.83		3,311.65			
Association-applied									
Disaggregates Not Available									
Purchased input costs (USD)				81,128.41		171,664.27			
Male			2013	27,856.98		20,869.97			
Female			2013	2,977.62		34,164.42			
Joint			2013	50,293.81		116,629.88			
Association-applied									
Disaggregates Not Available									
4.5.2(11): Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and CBOs receiving USG assistance	3	4		0	250	1,913	4,451	4,714	4,517
Type of organization				0	250	1,913	4,451	4,714	4,517
Private enterprises (for profit)				0	134	142	341	354	367
Producers organizations				0		1,648	4,000	4,250	4,040
Water users associations									
Women's groups				0					
Trade and business associations				0	96	102	110	110	110

Community-based organizations (CBOs)				0	20	21			
Disaggregates Not Available				0					
New/Continuing				0	250	1,913	4,451	4,714	4,517
New				0	250	1,913	2,538	263	13
Continuing				0			1,913	4,451	4,504
Disaggregates Not Available				0					
4.5.2(13): Number of rural households benefiting directly from USG interventions		5			32,800	33,902	82,000	92,000	81,800
New/Continuing					32,800	33,902	82,000	92,000	81,800
New					32,800	33,902	48,098	10,000	8,000
Continuing							33,902	82,000	73,800
Disaggregates Not Available									
Gendered Household Type					32,800	33,902	82,000	92,000	81,800
Male and Female Adults (M&F)					32,000	33,077	80,005	89,761	79,809
Adult Female no Adult Male (FNM)					400	568	1,374	1,541	1,370
Adult Male no Adult Female (MNF)					400	257	621	698	621
Child No Adults (CNA)									
Disaggregates Not Available									
4.5.2(14): Number of vulnerable households benefiting directly from USG assistance	6	7			15,366	25,987	55,597	62,396	55,624

New/Continuing					15,366	25,987	55,597	62,396	55,624
New					15,366	25,987	32,707	6,800	5,440
Continuing							22,890	55,596	50,184
Disaggregates Not Available									
Gendered Household Type					15,366	25,987	55,597	62,396	55,624
Male and Female Adults (M&F)					15,018	25,358	54,338	60,984	54,365
Adult Female no Adult Male (FNM)					237	433	857	962	858
Adult Male no Adult Female (MNF)					111	196	402	450	401
Child No Adults (CNA)									
Disaggregates Not Available									
4.5.2(2): Number of hectares under improved technologies or management practices as a result of USG assistance	8	9		23,563	10,500	7,566	61,274	66,954	57,038
Technology type				23,563	10,500	7,566	61,274	66,954	57,038
crop genetics			2013	10,585	4,714	5,632	45,616	49,844	42,462
cultural practices			2013	16,775	7,475	7,302	59,139	64,622	55,051
pest management			2013	2,201	981	3,231	26,171	28,597	24,362
disease management			2013	623	278	1,782	14,436	15,774	13,438
soil-related fertility and conservation			2013	16,528	7,365	7,091	57,342	62,757	53,462
irrigation			2013	10,336	4,606	3,946	31,956	34,919	29,747
water management (non-irrigation)			2013	199	89	239	1,932	2,111	1,798

climate mitigation or adaptation			2013	410	183	639	5,177	5,657	4,819
other			2013	14,710	6,914	6,790	54,994	60,092	51,193
total w/one or more improved technology			2013	23,563	10,500	7,566	61,274	66,954	57,038
Disaggregates Not Available									
Sex				23,563	10,500	7,566	61,274	66,954	57,038
Male			2013	10,132	1,506	1,085	8,787	9,602	8,180
Female			2013	2,905	1,933	1,393	11,281	12,327	10,501
Joint			2013	10,526	7,061	5,088	41,206	45,025	38,357
Association-applied									
Disaggregates Not Available									
4.5.2(23): Value of incremental sales (collected at farm-level) attributed to FTF implementation	10	11				3,176,952.40	9,352,782.46	12,089,209.73	12,227,837.95
Total Adjusted Baseline Sales						5,220,967.60	21,190,431.54	22,491,755.27	20,008,921.05
Total Baseline sales				8,476,910.00		8,476,910.00	8,476,910.00	8,476,910.00	8,476,910.00
Total Reporting year sales						8,397,920.00	30,543,214.00	34,580,965.00	32,236,759.00
Total Volume of sales (mt)						33,899.00	129,052.00	146,328.00	136,675.00
Total Number of direct beneficiaries				86,176.00		55,177.00	208,942.00	219,588.00	167,623.00
Maize						395,204.44	1,055,141.43	1,220,421.70	135,695.57
Adjusted Baseline Sales						617,486.56	1,461,463.57	1,510,264.30	151,026.43
Baseline sales			2013	679,045.00	679,045.00	679,045.00	679,045.00	679,045.00	679,045.00

Reporting year sales						1,012,691.00	2,516,605.00	2,730,686.00	286,722.00
Volume of sales (mt)						4,482.00	11,137.00	12,084.00	1,269.00
Number of direct beneficiaries			2013	20,705.00		18,828.00	44,562.00	46,050.00	4,605.00
Pulses						-19,895.44	246,325.31	488,646.95	559,112.15
Adjusted Baseline Sales						44,942.44	1,362,536.69	1,378,802.05	1,240,921.85
Baseline sales			2013	593,010.00	593,010.00	593,010.00	593,010.00	593,010.00	593,010.00
Reporting year sales						25,047.00	1,608,862.00	1,867,449.00	1,800,034.00
Volume of sales (mt)						36.00	2,623.00	2,926.00	2,765.00
Number of direct beneficiaries			2013	11,849.00		898.00	27,225.00	27,550.00	24,795.00
Rice						-63,201.51	191,200.71	760,547.86	1,334,172.86
Adjusted Baseline Sales						583,049.51	9,561,504.29	10,711,948.14	10,711,948.14
Baseline sales			2013	3,981,633.00	3,981,633.00	3,981,633.00	3,981,633.00	3,981,633.00	3,981,633.00
Reporting year sales						519,848.00	9,752,705.00	11,472,496.00	12,046,121.00
Volume of sales (mt)						2,454.00	49,690.00	58,452.00	61,375.00
Number of direct beneficiaries			2013	28,231.00		4,134.00	67,794.00	75,951.00	75,951.00
Vegetables						2,864,844.91	7,860,115.01	9,619,593.22	10,198,857.37
Adjusted Baseline Sales						3,975,489.09	8,804,926.99	8,890,740.78	7,905,024.63
Baseline sales			2013	3,223,222.00	3,223,222.00	3,223,222.00	3,223,222.00	3,223,222.00	3,223,222.00
Reporting year sales						6,840,334.00	16,665,042.00	18,510,334.00	18,103,882.00
Volume of sales (mt)						26,927.00	65,602.00	72,866.00	71,266.00
Number of direct beneficiaries			2013	25,391.00		31,317.00	69,361.00	70,037.00	62,272.00

4.5.2(27): Number of members of producer organizations and CBOs receiving USG assistance		12				33,902	82,060	92,075	81,890
Type of organization						33,902	82,060	92,075	81,890
Producer organization						33,902	82,000	92,000	81,800
Non-producer-organization CBO							60	75	90
Disaggregates Not Available									
Sex						33,902	82,060	92,075	81,890
Male						15,086	36,516	40,972	36,440
Female						18,816	45,544	51,103	45,450
Disaggregates Not Available									
4.5.2(29): Value of Agricultural and Rural Loans	13	14		667,615.00	2,859,074.00	958,179.00	1,973,732.00	2,265,025.00	2,124,324.00
Type of loan recipient				667,615.00	2,859,074.00	958,179.00	1,973,732.00	2,265,025.00	2,124,324.00
Producers			2013	486,605.00	2,083,893.00	707,032.00	1,710,123.00	1,976,235.00	1,809,845.00
Local traders/assemblers			2013	91,379.00	471,347.00	182,726.00	203,609.00	213,790.00	224,479.00
Wholesalers/processors			2013	18,684.00		0.00	60,000.00	75,000.00	90,000.00
Others			2013	70,947.00	303,834.00	68,421.00			
Disaggregates Not Available									
Sex of recipient				667,615.00	2,859,074.00	958,179.00	1,973,732.00	2,265,025.00	2,124,324.00
Male			2013	230,802.00	1,327,454.00	209,140.00	296,060.00	339,754.00	318,649.00
Female			2013	59,593.00	628,913.00	241,588.00	394,747.00	453,005.00	424,865.00

Joint			2013	377,220.00	902,707.00	507,451.00	1,282,925.00	1,472,266.00	1,380,810.00
n/a									
Disaggregates Not Available									
4.5.2(30): Number of MSMEs, including farmers, receiving USG assistance to access loans	15			4,931		6,748	17,822	21,995	21,513
Size of MSME				4,931		6,748	17,822	21,995	21,513
Micro			2013	4,931		6,748	17,818	21,990	21,507
Small							4	5	6
Medium									
Disaggregates Not Available									
Sex of owner				4,931		6,748	17,822	21,995	21,513
Male			2013	1,705		1,012	2,673	3,300	3,226
Female			2013	440		1,350	3,567	4,400	4,307
Joint			2013	2,786		4,386	11,582	14,295	13,980
n/a									
Disaggregates Not Available									
4.5.2(37): Number of MSMEs, including farmers, receiving business development services from USG assisted sources		16					82,611	92,624	82,437
Size of MSME							82,611	92,624	82,437
Micro							82,607	92,619	82,431
Small							4	5	6

Medium									
Disaggregates Not Available									
MSME Type							82,611	92,624	82,437
Agricultural producer							82,000	92,000	81,800
Input supplier							120	120	125
Trader							120	125	125
Output processors							13	19	25
Non agriculture							88	90	92
Other							270	270	270
Disaggregates Not Available									
Sex of owner							82,611	92,624	82,437
Male							12,392	13,894	12,366
Female							16,522	18,524	16,487
Joint							53,697	60,206	53,584
n/a									
Disaggregates Not Available									
4.5.2(38): Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation	17				3,190,000.00	706,831.20	777,514.32	855,265.75	940,792.00

4.5.2(42): (4.5.2-28) Number of private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and CBOs that applied improved technologies or management practices as a result of USG assistance	18	19			150	1,717	3,561	3,771	3,614
Type of organization					150	1,717	3,561	3,771	3,614
Private enterprises (for profit)					85	122	273	283	294
Producers organizations						1,500	3,200	3,400	3,232
Water users associations									
Women's groups									
Trade and business associations					65	93	88	88	88
Community-based organizations (CBOs)						2			
Disaggregates Not Available									
New/Continuing					150	1,717	3,561	3,771	3,614
New					150	1,717	1,844	210	10
Continuing							1,717	3,561	3,604
Disaggregates Not Available									
4.5.2(5): Number of farmers and others who have applied improved technologies or management practices as a result of USG assistance	20	21		32,597	26,240	30,944	75,006	84,138	74,833
Producers				32,597	26,240	30,944	74,846	83,973	74,663

Sex				32,597	26,240	30,944	74,846	83,973	74,663
Male			2013	18,733	15,080	13,814	33,411	37,485	33,329
Female			2013	13,864	11,160	17,130	41,435	46,488	41,334
Disaggregates Not Available									
Technology type				32,597	26,240	30,944	74,846	83,973	74,663
crop genetics			2013	20,334	16,368	29,001	70,146	78,700	69,975
cultural practices			2013	29,629	23,851	30,794	74,483	83,567	74,302
livestock management									
wild fishing technique/gear									
aquaculture management									
pest management			2013	5,206	4,190	24,488	59,229	66,452	59,085
disease management			2013	3,247	2,614	14,427	34,895	39,151	34,810
soil-related fertility and conservation			2013	27,853	22,421	29,819	72,124	80,920	71,948
irrigation			2013	18,701	15,054	22,810	55,171	61,899	55,036
water management (non-irrigation)			2013	1,424	1,146	2,112	5,107	5,730	5,095
climate mitigation or adaptation			2013	1,432	1,152	3,617	8,749	9,816	8,728
marketing and distribution			2013	1,018	819	14,127	34,168	38,335	34,085
post-harvest - handling and storage			2013	22,876	18,414	28,662	69,326	77,780	69,156
value-added processing									
other									

total w/one or more improved technology			2013	32,597	26,240	30,944	74,846	83,973	74,663
Disaggregates Not Available									
Others							160	165	170
Sex							160	165	170
Male							104	107	110
Female							56	58	60
Disaggregates Not Available									
Technology type							160	165	170
crop genetics							150	155	159
cultural practices							159	164	169
livestock management									
wild fishing technique/gear									
aquaculture management									
pest management							127	131	135
disease management							75	77	79
soil-related fertility and conservation							154	159	164
irrigation							118	122	125
water management (non-irrigation)							11	11	12
climate mitigation or adaptation							19	19	20
marketing and distribution							73	75	78

post-harvest - handling and storage							148	153	157
value-added processing									
other									
total w/one or more improved technology							160	165	170
Disaggregates Not Available									
4.5.2(7): Number of individuals who have received USG supported short-term agricultural sector productivity or food security training					33,100	34,348	82,510	92,500	82,305
Type of individual					33,100	34,348	82,510	92,500	82,305
Producers					33,100	33,902	82,000	92,000	81,800
People in government							40	20	20
People in private sector firms						446	470	480	485
People in civil society									
Disaggregates Not Available									
Sex					33,100	34,348	82,510	92,500	82,305
Male					8,977	9,315	22,376	25,086	22,321
Female					24,123	25,033	60,134	67,414	59,984
Disaggregates Not Available									

4.5.2.8(TBD3): Total quantity of targeted nutrient-rich value chain commodities produced by direct beneficiaries that is set aside for home consumption									
		22							
Bitter Gourd									
Total Consumption Quantity (mt)			2013	504.00		583.00	1,410.00	1,582.00	1,407.00
Number of Direct Beneficiaries			2013	11,212.00		15,109.00			
Cabbage									
Total Consumption Quantity (mt)			2013	1,233.00		886.00	2,143.00	2,404.00	2,138.00
Number of Direct Beneficiaries			2013	16,036.00		10,751.00			
Cauliflower									
Total Consumption Quantity (mt)			2013	1,471.00		1,231.00	2,977.00	3,341.00	2,970.00
Number of Direct Beneficiaries			2013	18,023.00		15,165.00			
Okra									
Total Consumption Quantity (mt)			2013	456.00		476.00	1,151.00	1,292.00	1,149.00
Number of Direct Beneficiaries			2013	10,212.00		8,528.00			

Index	Comments and Deviation Narratives
1	No FY2014 targets were set because it was decided that they would be set based on KISAN's baseline survey conducted in 2015.

2	<p>a) The FY2014 cucumber gross margin is lower than the baseline, despite higher yields, due to fluctuations in market prices. Baseline year prices were higher than normal in the West and Far West regions of the Hills. In FY2014, the price in the Terai was much lower than average. b) Out-year GM targets for KISAN's commodities reflect the project team's assumption that secondary contacts supported by KISAN's private sector partners are likely to have lower gross margins than KISAN's primary contacts, given the current level of private sector service delivery capacity and rate of improvement. In addition, the share of KISAN's beneficiary population that is new to selling is expected to rise over time, and these sellers are likely to have lower gross margins than more experienced sellers. c) No FY2014 result is reported for the lentil male disaggregate because only 7 survey respondents reported lentil sales and all were women. This is a consequence of the truncated fiscal year and adverse weather.</p>
3	<p>The FY2014 result (1,913) far exceeds the target (250) because KISAN mistakenly omitted producer groups from the target -- our largest target group. Producer groups are included in the FY2014 results.</p>
4	<p>KISAN did not set targets for the CBO, WUA, and women's groups disaggregates because the other disaggregates better capture our target beneficiaries: private enterprises, producer organizations and trade and business associations. Although KISAN will expand support for improved irrigation in FY2015, KISAN will work through our existing farmers groups rather than establish new WUAs.</p>
5	<p>KISAN trained 49,219 farmers in FY2014 (an output). KISAN limited the FY2014 sampling frame to 33,902 farmers trained by June 15, 2014, in time to contribute to the outcomes measured in the survey. The FY2014 result for this indicator was reduced accordingly, to enable FTFMS to automatically calculate the correct adjusted baseline for incremental sales. Consequently, the number of HHs is under-reported for this indicator.</p>
6	<p>When KISAN set the FY2014 target (15,366 HHs), KISAN based it on KISAN farmers who earn less than \$1.25/day at the time they started KISAN training. In March 2015, USAID/Nepal clarified and expanded the criteria for "vulnerable HHs" (see Comment no. 4). The FY2014 result is based on the broader definition; however, we used farmer income reported on the Intake Form (\$/day) as a proxy for average HH income per person.</p>
7	<p>Based on consultations across the Mission and with Implementing Mechanisms, USAID/Nepal redefined "vulnerable HHs" in March 2015 as HHs meeting one or more of the following criteria: a) living on less than \$1.25/person/day; b) member of a disadvantaged caste group or ethnic and religious minority (e.g. Dalits, Janajatis, and Muslims); and/or c) affected by natural disasters (e.g. flood, landslide, drought, or earthquake) during the project intervention period. FY2015 targets and beyond reflect this new definition.</p>
8	<p>a) KISAN's FY2014 result (7,566 ha) fell short of the target (10,500 ha) because at the time the target was set, KISAN did not understand that results for this indicator accrue in the FY in which the crop is harvested, not necessarily when improvements are applied. Hectares planted in rice and winter vegetables will be counted in FY2015, and these account for a substantial share of KISAN farmers' cultivatable area. Although FTF guidance suggests that this indicator doesn't require a baseline, baseline data collected in our survey show that the number of hectares planted in vegetables using at least one improvement increased by 39% in FY2014 over baseline, despite the truncated fiscal year. b) Expected out year results are substantially higher (over 61,000 ha) than FY2014, since the truncation effect of the first year will cease to be a factor.</p>

9	<p>a) Both indicators related to improved technologies and practices misrepresent the scale of change at the aggregate, farm-level because they measure changes in the number of hectares or farmers with “at least one or more improved technologies and practices” applied -- a very low bar. The more interesting question is the change in the average number of improved technologies or practices applied per hectare and farmer. See Comment no. 20 for an example. b) KISAN includes available baseline data for this indicator – although the FTFMS “Baseline Cheat Sheet” indicates that its baselines is 0 -- because the actual baseline data was taken into consideration when KISAN set targets and it is useful to have a record of it in the table.</p>
10	<p>No FY2014 target was set because it was decided that it would be set based on KISAN's baseline survey conducted in 2015.</p>
11	<p>Farmers had 6.6 months on average to contribute to sales in FY2014 compared to 12 months in their baseline period. Consequently, the FY2014 incremental sales value substantially under-reports progress related to increased sales. The reported FY2014 results for rice and lentil are negative for this reason. In addition, hail storms destroyed lentil crops in FY2014. Despite truncation, project-wide sales increased by 61 percent over the adjusted baseline.</p>
12	<p>No FY2014 target was set because USAID/Nepal asked KISAN to start tracking this indicator in March 2015. b) The LOP target includes 100,000 members of producer groups (which equals the number of rural households benefitting) plus 90 non-producers (members of KISAN-assisted Marketing Planning Committees who are not farmers).</p>
13	<p>Baselines and Targets: The FY2014 target (\$2,859,074) was set based on a previously prepared 3rd party baseline data collected in June and July 2014. KISAN reviewed the 3rd party baseline data set and noted several issues related to the sample not being fully representative of KISAN farmers. BFS and USAID/Nepal agreed in March 2015 that KISAN would conduct its own baseline survey. , which showed 24% of HHs in the ZOI received a loan and their average loan size was \$305. In contrast, KISAN's baseline survey shows a that 5% of KISAN HHs received a loan and their average loan size was \$263, for a project-wide baseline value of \$667,615. Truncated Results: In FY2014, 9% of KISAN HHs received a formal loan and their average loan size was \$225. The total FY2014 loan value is substantially affected by the truncation effect, as KISAN farmers had only 6.6 months of project participation on average in FY2014. Although FTF does not require a baseline for this indicator, KISAN notes that the loan value increased from roughly \$668K to \$958K (44%) in FY2014, despite the truncated fiscal year.</p>
14	<p>This indicator is not particularly relevant given our Theory of Change, especially in the project's initial phase. Although KISAN works with both formal and informal financial institutions to extend access to credit, in FY2014 a considerable share of KISAN's efforts focused on helping all new farmers groups also function as savings groups. This is a critical first step in helping farmers become credit-worthy so that they can eventually access formal sources of credit. This evolution takes longer than a year for most farmers. Consequently, for FY2014 the value of loans indicator is less relevant than the number of farmers accessing loan indicator, since the former excludes informal savings groups. In addition, KISAN notes that FTF opted to drop the “Number of people with a savings account” indicator [4.5.2(25)] in 2014; which would be most relevant during KISAN's initial phase.</p>

15	No FY2014 target was set because USAID/Nepal asked KISAN to start tracking this indicator in March 2015. FY2014 results are reported nonetheless since we were able to capture this data in our FY2014 survey.
16	No FY2014 target was set because USAID/Nepal asked KISAN to start tracking this indicator in March 2015. KISAN will report this result in FY2015.
17	When KISAN set the FY2014 target (\$3.19 million), we mistakenly included vendor credit passed on to farmers, estimated to be around \$2.5 million. In contrast, only capital investments are included in our FY2014 result (\$706,831), consistent with the FTF indicator definition. Out year targets reflect the latter.
18	KISAN under-estimated the scale of improvements by private enterprises and trade and business associations.
19	KISAN did not set targets for the CBO, WUA, and women's groups disaggregates because the other disaggregates better capture our target beneficiaries: private enterprises, producer organizations, and trade and business associations. KISAN did not set an FY2014 target for producers organizations because we did not understand at that time that our efforts to have farmers groups form joint savings groups could be counted as an improved practice ("financial management" and/or "member services"). Out year targets are based on an assumption that 80% of our farmers groups will form savings groups. FY14 results for this disaggregate are under-reported at zero because we do not have credible data for this (we estimate that it's 1,500). Data will be available for FY15 and beyond.
20	When KISAN set the FY2014 target (26,240), KISAN anticipated that 80% of KISAN farmers would apply at least one improved technology or management practice, whereas 91% of beneficiaries did (30,944). The target was set before KISAN had baseline data. Although FTF guidance suggests that this indicator doesn't require a baseline, baseline data would have informed target-setting.
21	a) KISAN includes available baseline data for this indicator – although the FTFMS "Baseline Cheat Sheet" indicates that its baselines is 0 -- because the actual baseline data was taken into consideration when KISAN set targets and it is useful to have a record of it in the table. b) By setting an extremely low bar of "at least one", this indicator does not adequately capture the scale of change in technology adoption at the aggregate level. Alternative ways of analyzing the data show that: a) KISAN farmers applied an average of 6.5 improvements in FY14, compared to a baseline average of 4 (a 62.5% increase); and b) in FY2014, 81% of KISAN farmers used more than 4 technologies.
22	No FY2014 target was set because BFS introduced this indicator at the end of FY2014. The PIRS is silent on the issue of whether a baseline is required, and the indicator is not listed in the FTFMS Baseline Cheat Sheet. KISAN collected both baseline and FY2014 results for the top four KISAN-supported nutrient-rich vegetables in our survey: bitter melon, cabbage, cauliflower, and okra. No project-wide total is reported. USAID/Nepal's list of nutrient-rich commodities also include spinach, carrots, and pumpkin.

ANNEX J: NARRATIVES FOR FTFMS

FTFMS requires the following narratives:

- Implementing Mechanism Performance Narrative (KISAN responsibility),
- Indicator deviation narratives/comments (KISAN responsibility), and
- FTF Key Issue narratives (USAID/Nepal responsibility).

Narratives are very important to help interpret FTFMS data and prepare for the annual FTF Portfolio Review. The following templates are from the FY14 FTFMS Guidance document and will be updated as needed to follow current guidance. Refer back to Section IV for guidance on indicator deviation narratives.

IM PERFORMANCE NARRATIVE

KISAN is required to write 1-2 pages that accompany the annual results data, using the outline provided in the box below.

KISAN FY__ Performance Narrative Template

Project Summary *(one short paragraph listing project context, purpose, scope, and goals. Mention the main beneficiaries and key stakeholders/partners— one option is to modify/update the OP narrative.)*

FY__ Performance *(Discuss significant FY results and key FY actions. Describe the main beneficiaries. Why are the results important?)*

Successes and Challenges *(How will the successes lead to desired outcomes? How is the activity adapting to meet the challenges?)*

The narrative should help the Mission tell the story of KISAN's achievements. This is an opportunity to highlight the most compelling results, describe the implementation context and any extenuating circumstances that influenced outcomes, and discuss strategic adaptations that demonstrate continuous improvement in KISAN's approaches. It should focus on key take-away messages that feature the most important FTF indicator results *plus* any additional information that provides a more complete picture -- rather than simply summarize data from the FTFMS table. Refer to KISAN's FY14 IM Narrative (June 2015) and Annex III of the FY14 FTFMS Guidance document for narrative examples. Best practice examples may also be requested from the M&E Specialist assigned to Nepal by BFS SPPM/Washington.

KEY ISSUE NARRATIVE

USAID/Nepal will follow the template below when completing the FTF Key Issue Narrative for the PPR and FTFMS. The template is provided here so that KISAN staff are aware of USAID/Nepal's reporting requirements and can provide suitable content. KISAN should be proactive in helping the Mission tell the story of project achievements.

The template is organized around the ZOI outcomes identified in the 2014 FTF Portfolio reviews. In addition to following the standard PPR Key Issue guidance, the narrative must demonstrate how FY14 data are leading to the FTF ZOI-level outcomes. The FTF Key Issue narratives will be used as a key input to the 2015 FTF Portfolio Reviews and for reporting to Congress. Missions may upload a longer narrative to FTFMS beyond the 10,000-character limit for the PPR.

USAID/Nepal FY14 Key Issue Narrative Template

- 1. FY14 Results:** *(Please describe how FY14 data support each ZOI outcome target. Be sure to identify key FY14 actions taken to support the scaling plans. Mention key projects and implementing mechanisms. Discuss the location of nutrition and Food for Peace activities relative to the FTF ZOI.)*

Outcome Target #1

FY14 Outputs and Intermediate Results
Scaling - FY14 Actions

Outcome Target #2

Outputs and Intermediate Results
Scaling - FY14 Actions

Outcome Target #3

FY14 Outputs and Intermediate Results
Scaling - FY14 Actions

- 2. FY15 Expected Results:** *(Discuss how FTF projects during FY15 will build on FY14 success or address challenges. Mention potential use of field support mechanisms. Explain how new or modified mechanisms in the FY15 mission procurement plan will ensure adequate density of FTF activities in the ZOI needed to implement scaling plans and meet output targets.)*

ANNEX K: FTF PORTFOLIO REVIEW TABLE TEMPLATE

Table VII. KISAN FTF Portfolio Review Table

Indicators	FY14				FY16
	Total	Male	Female	Joint	Target
Number of total farmers KISAN worked with					
Total					
Rice					
Lentil					
Maize					
<i>Vegetables</i>					
Cauliflower					
Cabbage					
Tomato					
Bitter Gourd					
Cucumber					
Long Bean					
Number of farmers applying improved technologies (at least one)					
Total					
Rice Farmers					
Lentil Farmers					
Maize Farmers					
Vegetable Farmers					
Number of hectares under improved technologies (at least one)					
Total					
Rice					
Lentil					
Maize					
Vegetables					
Value of Incremental Sales (USD)					
Total					
Rice					
Lentil					
Maize					
Vegetables					
Adjusted Baseline Sales					
Incremental Sales					

Table VII. KISAN FTF Portfolio Review Table

Indicators	FY14				FY16
	Total	Male	Female	Joint	Target
Gross margin per hectare					
Rice					
Lentil					
Maize					
<i>Vegetables</i>					
Cauliflower					
Cabbage					
Tomato					
Bitter Gourd					
Cucumber					
Long Bean					
Others TBD					
Yield per hectare (in metric tons)					
Rice					
Lentil					
Maize					
Cauliflower					
Cabbage					
Tomato					
Bitter Gourd					
Cucumber					
Long Bean					
Crop Narratives for Slides					
<p>2014 result represents ___% of vegetable farmers KISAN plans to reach in 2016 and achievement of ___% of the \$___ of the incremental sales target for those farmers. We are doing X and Y interventions to reach this target.</p>					
<p>FY 2014 result represents ___% of paddy farmers KISAN plans to reach in 2016 and achievement of ___% of the ___ mt/ha yield target for those farmers. We are doing X and Y interventions to reach this target.</p>					
<p>FY 2014 result represents ___% of maize farmers KISAN plans to reach in 2016 and achievement of ___% of the ___ mt/ha yield target for those farmers. We are doing X and Y interventions to reach this target.</p>					

Source: Provided by Danielle Knueppel, Food Security Team Leader, USAID/Nepal, April 24, 2015.

ANNEX L: SUCCESS STORY GUIDANCE FOR FIELD TEAM

This annex draws upon success story guidance developed in early 2015 by Alex Loken and the KISAN Communications Team for KISAN field staff. It has been reformatted and expanded for the M&E Plan.

In order to write a compelling success story, we need to collect information about the individual, group, or business regarding their background, how they got involved in the project, what they learned and how they applied it, and the results/impact. KISAN impacts a large number of people in a variety of ways and we want to illustrate that through success stories that include *numbers* to show quantitative improvements, *qualitative* information on their experience and improvements in their lives, and *quotes*. It is better to have too much information than not enough.

Success stories can cover topics such as one of KISAN's commodity/value chains, KISAN-promoted technology, production, post-harvest handling, market linkages, agriculture inputs, improved seed production under contract farming arrangements, access to irrigation (MUS), access to credit, agriculture machinery, capacity building, extension services, grant activities, etc.

Success Story Checklist (key components)

Please include the following in the success story:

- ✓ Background information on the beneficiary.
- ✓ How the beneficiary become involved with KISAN.
- ✓ KISAN activities (for example: trainings, demo, workshop, exposure visit, farmers' field day, workshops, etc.) the beneficiary participated in. Specify topics covered.
- ✓ Impacts: Baseline information (conditions before KISAN) and results attributable to KISAN, including both quantitative and qualitative information.
- ✓ Why do the results matter? How did participating in KISAN activities help the beneficiary?
- ✓ Beneficiary's future plans.
- ✓ Quote from the beneficiary.
- ✓ Photo(s) of beneficiary engaged in a KISAN-supported activity. Signed consent to use photo.
- ✓ Project learning: Did KISAN project staff learning anything surprising, interesting, and/or important about how to best support (build the capacity of) farmers and private sector service providers and/or strengthen market linkages?

Beneficiary Background Information

- Name of person interviewed (farmer/farmers group/chairperson/proprietor).
- KISAN start date.
- Address (permanent & temporary).
- No. of household members (male / female).
- Education level of participant.
- Farm size (cultivable land only) in hectares.
- Key occupation or sources of household income.
- What are the main challenges / problems faced by the beneficiary?

- Is the beneficiary from a disadvantaged group (DAG)?
 - Living on less than \$1.25 a day;
 - Disadvantaged caste groups and ethnic and religious minorities (e.g. Dalits, Janajatis, and Muslims); and/or
 - Affected by natural disasters (e.g. earthquake, flood, landslide, or drought) during the project intervention period.
- Involved in a farmers group? If yes,
 - Name of group
 - When did they join?
 - Is the group formally registered?
 - No. of group members (male/female).
- If a firm, when did the beneficiary start working as an LSP/agrovet/seed entrepreneur, etc.?

Nature of KISAN Participation

- How did the beneficiary become involved with KISAN?
- If a farmer, which KISAN activities have they participated in?
 - Training
 - What types of training activities (trainings, TOT, demo, exposure visit, farmer's field day, workshop, agriculture fair, etc.)
 - When?
 - What specific topics were covered and for which crops?
 - Market linkages: Did KISAN link the beneficiary with input suppliers, seed companies, buyers, collection centers, or other private sector businesses?
 - Savings group
 - Formal or informal loan
- If a seed company:
 - Does the company contract with farmers to produce seed? What kind of agreement is made?
 - What % premium is paid by the company to the farmers / seed producers for buy back contract?

KISAN Impacts and Learning

- *Behavior change*: What did the farmer do differently as result of KISAN?
 - What technologies and management practices did they apply as a result of training?
 - What new cereal or vegetable does the beneficiary cultivate?
 - Did they sell to someone new (a new buyer) or through a different venue (collection center)?
 - Did they start saving for the first time? How much over what period of time?
 - Did they borrow money for the first time? How much? From who? For what purpose? Was access to finance critical in helping them grow their business? Interest rate? Are repayments on schedule?
- *Household and community-level impacts*: Show before-and-after KISAN scenarios by providing baseline and current results data for the indicators listed in the table.

- How has the beneficiary’s livelihood improved after participating in KISAN, with respect to income, say in how household resources are used, and/or reduced risk?
- What is the impact on the farmers group or community (for example, of MPC establishment or having a lead farmer)?
- *Leveraging additional resources:* Did the beneficiary receive support from other organizations (GON, DADO, VDC, I/NGO etc.) to expand agriculture production or business activities (for example; Government subsidy for agriculture inputs like seeds)?

Future Plans

- What does the beneficiary plan to do next related to the agriculture sector?
- How is the beneficiary going to use the additional income? For example, will they reinvest some of their earnings in expanding production or purchasing higher quality inputs? Will they invest in their child’s education? Does it allow a male family member to return home from an overseas job?

Several ideas and indicators for KISAN success stories are provided in the following table. Please focus on the most relevant questions from the lists above and below. Add other relevant information as needed to tell a compelling story.

Table VIII. Potential Success Story Topics

KISAN Beneficiary Groups	Potential Success Story Topics	Indicators
Earthquake, landslide, and/or flood assistance	<ul style="list-style-type: none"> ▪ KISAN support to victims of natural disasters to re-establish farming 	<ul style="list-style-type: none"> ▪ See indicators for farmers and farmers groups below.
Financial institutions: SACCOs and MFIs	<ul style="list-style-type: none"> ▪ KISAN strengthens financial institutions through provision of business development services (BDS) to: 1) help them assess ag sector opportunities and risks in the ZOI, 2) expand client base by linking them to KISAN farmers, and/or 2) develop new financial products and services for smallerholder farmers. ▪ Farmers purchase improved inputs or expand production as a result of credit. ▪ SACCOs expand client base by integrating Agrovets and agriculture cooperatives. 	<ul style="list-style-type: none"> ▪ Increase in value of formal and informal agriculture loans (Rp): total and/or average per farmer. ▪ Increase in rural household savings (Rp): total and/or average per farmer. ▪ Agriculture loan repayment rate. <p>Note: This includes any farmer in the Zone of Influence (KISAN’s 20 districts) – not just KISAN-trained farmers. The focus here is on KISAN-supported financial institutions.</p>

MPCs and Collection Centers	<ul style="list-style-type: none"> ▪ Establishment of CC to aggregate yields from KISAN-supported farmers groups to attract buyers. ▪ Establishment of MPC to engage value chain actors and farmers in joint market planning. ▪ Strengthening the capacities of existing CCs and MPCs. <ul style="list-style-type: none"> - How often are meetings held in the MPC? - Who participates? - What is discussed? - What does the MPC apply that it learned from KISAN trainings? ▪ Expanding membership of CCs and MPCs. ▪ Expanding market linkages between CCs/MPCs and traders and wholesalers 	<ul style="list-style-type: none"> ▪ Increase in total volume (kg/month) and value (Rp/month) of vegetables sold through MPC/CC. ▪ Increase in number of members.
Seed companies	<ul style="list-style-type: none"> ▪ KISAN's role in brokering seed production contracts with farmers to increase the supply of quality seeds in the market. ▪ Support provided by seed company to KISAN farmers to improve on-farm practices and access to inputs (inputs and technical services). 	<ul style="list-style-type: none"> ▪ Change in quality of input supplies/services/trainings/demos provided by KISAN grantees or private sector partners to farmers before and after involvement with KISAN.
Agrovets	<ul style="list-style-type: none"> ▪ New Agrovets established in under-served areas. ▪ Existing Agrovets strengthened: 1) provide new and better services and inputs to farmers, 2) expanded farmer client base, or 3) expanded into new VDCs. ▪ Youth, women, or member of disadvantaged group working as an Agrovet. 	<ul style="list-style-type: none"> ▪ Increase in the number of farmers or households served by the LSP/Agrovet/seed company/trader/MPC etc. in a day/week/year. ▪ Number of trainings and topics provided as part of technical assistance by LSP, Agrovet, or Seed Companies, etc..
Local Service Providers (LSPs)	<ul style="list-style-type: none"> ▪ LSP demonstrates capacity to facilitate application of improved technologies and management practices by farmers. ▪ Quotes from farmers that indicate they value and trust advice offered by LSP. ▪ Sustainable LSP business models, such as LSPs employed by Input Suppliers to provide embedded services to farmers. ▪ Youth, women, and members of disadvantaged groups become a successful LSP. 	<ul style="list-style-type: none"> ▪ Expansion in the coverage area of the service provider (number of VDCs and/or VDC names. ▪ Does the service provider (LSP, Agrovet, etc.) charge farmers (customers) a fee for the service? How much? For what services?. ▪ Number of new services, loan products, or inputs offered after KISAN. ▪ Change in private sector partners/grantee's linkages with farmers and other actors in the value chain (input suppliers, wholesale lending base, traders, companies, other stakeholders).
Traders	<ul style="list-style-type: none"> ▪ Improved linkages between KISAN farmers and traders as a result of collection centers that aggregate production for buyers, KISAN outreach to traders, and other interventions. 	

<p>Farmers (individuals and farmers groups)</p>	<ul style="list-style-type: none"> ▪ KISAN empowers farmers with skills and technologies for improved agriculture production and commercialization. ▪ Seasonal and off-season vegetable production with adoption of improved technologies and management practices. ▪ Increased cereal yields (rice, maize, lentils) associated with improved technologies and management practices (such as DSR with seed drill). ▪ Increased incomes through commercial agriculture production. ▪ Improved access to quality inputs. ▪ Improved market linkages: access to buyers. ▪ Improved post-harvest handling technologies adopted and benefits. ▪ Nursery management. ▪ Participation of youth, women, and disadvantaged groups. ▪ Emigrants return home to help on farm as a result of increased incomes made possible through commercialization. 	<p>For KISAN target commodities:</p> <ul style="list-style-type: none"> ▪ Increase in yields (kg/ha). ▪ Increase in household consumption (kg), especially of nutrient-rich vegetables: <ul style="list-style-type: none"> – Okra – Cabbage – Cauliflower – Spinach – Bitter gourd – Carrots – Pumpkin ▪ Increase in sales (Rp per year or crop cycle). ▪ Change in household or business income. ▪ Market development and improved market linkages <ul style="list-style-type: none"> – New buyers and/or markets; – Improved access to quality inputs (seed, fertilizers, pesticides, credit, irrigation, agriculture machinery, etc.); – Improved services from local MPC, collection center, agrovets, lead farmer, etc. – Seed production contracts.
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Success Story Reporting Requirements

The KISAN Cluster Team should submit at least two success stories at the end of each month, being careful to not repeat the same topic and to diversify the districts and beneficiary types featured.

ANNEX M: FTFMS BASELINE CHEAT SHEET

Table IX. FTFMS Baseline Cheat Sheet

SPS #	Type	Indicator	Baseline
4.5-4	Outcome	Gross margin per unit of land, kilogram, or animal of selected product (crops/animals/fisheries selected varies by country) (RiA)	Value prior to project
4.5.2-2	Outcome	Number of hectares under improved technologies or management practices as a result of USG assistance (RiA) (WOG)	0
4.5.2-5	Outcome	Number of farmers and others who have applied new technologies or management practices as a result of USG assistance (RiA) (WOG)	0
4.5.2-7	Output	Number of individuals who have received USG supported short-term agricultural sector productivity or food security training (RiA) (WOG)	New=0; Ongoing (previously collected)=FY10 actual; Ongoing (not previously collected)=blank
4.5.2-11	Output	Number of food security private enterprises (for profit), producers organizations, water users associations, women's groups, trade and business associations, and community-based organizations (CBOs) receiving USG assistance (RiA) (WOG)	New=0; Ongoing (previously collected)=FY10 actual; Ongoing (not previously collected)=blank
4.5.2-13	Output	Number of rural households benefiting directly from USG interventions (S)	New=0; Ongoing (previously collected)=FY10 actual; Ongoing (not previously collected)=blank
4.5.2-14	Output	Number of vulnerable households benefiting directly from USG assistance (S)	New=0; Ongoing (previously collected)=FY10 actual; Ongoing (not previously collected)=blank
4.5.2-23	Outcome	Value of incremental sales (collected at farm-level) attributed to FTF implementation (RiA)	Baseline Year Sales is total sales of commodity prior to project, but baseline for the indicator itself is not applicable
4.5.2-27	Output	Number of members of producer organizations and community based organizations receiving USG assistance (S)	New=0; Ongoing (previously collected)=FY10 actual; Ongoing (not previously collected)=blank

Table IX. FTFMS Baseline Cheat Sheet

SPS #	Type	Indicator	Baseline
4.5.2-28	Outcome	Number of private enterprises, producers organizations, water users associations, women's groups, trade and business associations and community-based organizations (CBOs) that applied new technologies or management practices as a result of USG assistance (RiA) (WOG)	0
4.5.2-29	Output	Value of Agricultural and Rural Loans (RiA) (WOG)	New=0; Ongoing (previously collected)=FY10 actual; Ongoing (not previously collected)=blank
4.5.2-30	Output	Number of MSMEs, including farmers, receiving USG assistance to access loans (S)	New=0; Ongoing (previously collected)=FY10 actual; Ongoing (not previously collected)=blank
4.5.2-37	Output	Number of MSMEs, including farmers, receiving business development services from USG assisted sources (S)	New=0; Ongoing (previously collected)=FY10 actual; Ongoing (not previously collected)=blank
4.5.2-38	Outcome	Value of new private sector investment in the agriculture sector or food chain leveraged by FTF implementation (RiA)	0

Note: The Cheat Sheet does not include the "consumption of nutrient-rich commodities" indicator introduced in late 2014: 4.5.2(x).