AFRICA COUNTRY PRIVATE SECTOR PROFILE AND PROGRESS INDICATORS

as part of

MONITORING AND EVALUATION PLAN

Prepared for
A.I.D./AFR/MDI

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INTRODUCTION TO: COUNTRY PRIVATE SECTOR PROFILE AND PROGRESS INDICATORS

The Monitoring and Evaluation (M&E) Plan project originated from an African Private Enterprise Fund (APEF) mandate. This portion of the project is the initial phase in the design of the Monitoring and Evaluation Plan. The objectives of the Plan are: 1) to profile business climates and levels of activity in individual African countries and to track and measure the effectiveness of USAID Mission and Africa/Market Development and Investment (AFR/MDI) private sector development activity in these countries; and 2) to provide information useful to economic and program planners.

The M&E Plan is to comprise a set of quantitative indicators, business climate characteristics and measures which can be monitored over time, with changes used to analyze private sector growth or decline. However, with each successive step in devising such a model, new complexities and issues have surfaced which have led to a decision to break down the project into steps and phases.

The focus of this report therefore is to:

i) Present a country model including indicators to measure private sector activity and business climates at macro and sectoral levels as well as participants in business activity;
ii) Identify some of the problems, costs, and complexities associated with:
   (a) a single measure-all model
   (b) the informal private sector
   (c) data collection/research for indicators; and
iii) Recommend the next phase of action

METHODOLOGY

A brief study was conducted to identify existing M&E Plans and activity within A.I.D. Particular attention was paid to the model framework, systems of data collection, quantitative indicators used

and their effectiveness in measuring the desired activity, and methods/problems associated with data collection and research.

The next step involved choosing a set of indicators to form a country model that would quantitatively capture overall activity and conditions in the formal private sector. Possible indicators were individually evaluated for each one's significance in the overall private sector development picture of an economy. Subsequently, some secondary sources of information were previewed to identify data items already being tracked and readily available for A.I.D. and Mission use. Finally, some recommendations for action were detailed.

RESULTS

Existing M&E Plans and Activities

No comprehensive M&E plan or effort was identified among the organizations visited. The A.I.D. Center for Development Information and Evaluation (CDIE) offered as its best example a M&E plan which had been put together to monitor and evaluate a Community and Child Health Project and its impact in Bolivia. The Plan is interesting but has little relevance to a private sector M&E Plan. The Latin American Bureau did some tracking of its countries via its annual Action Plans, but its efforts are focused at the project level and include only two or three "general" indicators. The World Bank seems to do some monitoring and evaluation, especially in the agricultural sector, but not with any focus as to developments in the private sector or who contributes to and profits from business growth.

Formal and Informal Sector

In measuring private sector development activity and growth, it was necessary to pay attention to the separation of the formal and informal sectors. Even though there is only a limited amount of existing quantitative data which primarily measures activity and results in the formal sector, this sector is more visible and can be more easily defined, accounted for, and researched. However, across Africa, the informal sector employs a large and significant number of people and accounts for a sizeable portion of the supply of produce, goods and services. Very little quantitative information exists on the informal sector and the majority of

studies focus on the dynamics of the sector rather than on quantifying information. Hence, at this stage, informal judgments and first approximation estimates on this sector will have to suffice.

In order to simplify the task and move on with developing some indicators for measurement, it was decided to approach the private sector from two angles - formal vs informal - and to present two sets of indicators, one for the formal sector and the other for the informal sector.

Data Sources

Even though there is an abundance of information and studies on various aspects and sectors of the African economies, only a limited number of quantitative data items were identified for the model. Further, these data items represented only the formal sector. However, it must be noted that only a couple of sources were researched, including completed Africa/MDI Manual for Action in the Private Sector (MAPS), World Bank Development Reports, Congressional Presentations and Foreign Economic Trade Reports.

Formal Private Sector Indicators (Refer to Appendix A)

The indicators presented in the model are self-explanatory and are intended to portray a picture of the private sector itself and country climate in which it operates, as well as the level of activity and its size in relation to the total private economy. Wherever applicable and useful, major quantitative data items have been broken down to capture activity and/or contribution at the sectoral level. The model should be updated annually by Missions, and with time, the information should begin to show trends and areas of activity (or inactivity) in the economy and in particular sectors.

Swaziland and Lesotho (Refer to Appendix B1 & B2)

A grid of data sources (for data items in our model) for these two countries shows the available data and information sources. These two countries were chosen because of the additional information on their economies and private sectors that is available from completed MAPS studies.

Notes:
(i) Though MAPS conducts similar studies in different

countries, it seems that the type, amount, quality and presentation of information varies from country to country. The Swaziland MAPS report contained figures for several data items in our model, while the Lesotho MAPS study contained more limited information.

(ii) Some of the other sources, eg. Congressional Presentation and World Bank Development Report contained figures that had been updated in different years, leading to possible problems in comparability. Some figures, eg. population and GDP figures varied by source.

Informal Private Sector Indicators (Refer to Appendix C)

The indicators presented in this model are similar to those in the formal sector model, but are modified to reflect the informal sector and some of its complexities. As previously mentioned, no information on the informal sector was available in any of the sources identified. In addition, discussions with Mr. Fred O' Regan (an informal sector expert) confirmed that most studies and information on the informal sector focus on the dynamics of the sector, rather than on gathering quantitative data items. He agreed that measuring the informal sector via a model as presented may be useful, but also stressed the prohibitive costs in time and money needed to collect such information. He confirmed the numbers would be rough "guesstimates" and in some cases would have no accuracy or validity, rendering it problematical for planners.

Mr. O'Regan has kindly agreed to write a short summary on his thoughts about the informal sector and the complexities, problems, and costs associated with attempts to capture information via quantitative indicators as in the presented model. He will also make his recommendations on a course of action for presenting information useful to development strategists.

Monitoring and Evaluation Indicators for AID/Mission Programs

It was decided that a model to monitor AID/Mission programs and activity and to evaluate impact on the private sector would be developed in another phase of this project at a later date. The immediate focus would be limited to a single country (and sectoral level) private sector profile as a first step.

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RECOMMENDATIONS

1) The current model country profile should be reviewed by MDI to assess whether each indicator in itself, and the model as a whole will serve as a useful tool in shaping country strategies, monitoring progress, and evaluating "what works." Taken as a whole, information in the profile should provide grounds for making better decisions as to interventions that reflect "what works" . . . and what opens doors of economic opportunity. Assuming a general consensus is reached to continue in this direction, all additions, revisions or deletions should be incorporated into the model and a final outline produced.

2) A more comprehensive study should be conducted on existing secondary sources of information and the data available through these sources. The model should be presented to a research team in the U.S. who will work for a period of two months (September and October 1989). The cost for two researchers for 40 work days each plus U.S. transportation and incidental expenses will be approximately U.S.$20,000-25,000.

   The researchers will:

   i) carry out detailed research into existing secondary information sources, with particular attention to the data items in the model country profile. A detailed inventory should be kept of the data sources, data items, frequency of data collection, current and/or planned activity, and people and organizations involved in information collection, research, or management. Information sources researched should include those with the World Bank, IFC, IMF, OECD, EEC, UN (eg.UNCTAD,UNDP), AID and US State and Commerce Departments (eg. CDIE, country desks and commercial sections of embassies), OPIC, CIDA, Brookings Institute, African Development Bank, developmental institutions of other countries (which might have some data in the U.S.), and any private developmental organizations.

ii) fill in the actual figures for data items in the formal private sector model which should be displayed on a Lotus 1-2-3 spreadsheet. This exercise should be carried out for six countries - 3 countries in which MAPS work has been completed, and 3 countries in which MAPS has not been scheduled.

3) Fill in the actual figures for data items in the informal sector model, to the extent practicable. Keep in mind that forthcoming recommendations from Mr. O'Regan and other MDI advisors may subsequently change the model itself.

4) The section of the M&E Plan that will gauge the impact of AID/Mission and MDI programs should be designed in a separate phase of the project. LAI will propose a scope for this work within two weeks, stating plans for a report to be produced by October 20 on impacts of MDI consultancies and other AFPE Fund activities and a scheme to monitor MDI systematic collection of data on Fund operations.

GENERAL COMMENTS

The model presented does not attempt to answer all questions related to activity in the private sector, nor does it attempt to capture all activity in the economy. The information in the model is intended to present African leaders, country development strategists, economic and program planners, the American public and Congress with a rapid assessment of private sector activity and climate for business in the economy as a whole and at the sectoral level. A portion of the model contains information that is qualitative in nature, and the model should be used as a tool to direct and focus research efforts. The quantitative and qualitative information attempts to provide some insight into the actual market conditions and trends in particular sectors of the private sector.

Several of the indicators included in the model have been broken down to show how different sectors contribute to the overall economy. Changes in the figures at the sectoral level will not provide the answers as to why these changes occurred. However, they will direct the strategist to particular areas that might

offer grounds for project interventions or private business investment, eg., policy changes in a specific industry or sector, privatization in a sector, a particular business start-up (loss), or a new export program. The data can also lead strategists to look more closely at issues such as wealth generation and distribution, employment and informal sector impact and opportunity.

During the course of this effort, it was found that:

1) There was within A.I.D. neither a comprehensive M&E Plan, nor an organization that tracked private sector development in a quantitative, systematic manner;

2) There is no inventory detailing the kind, extent, or quality of quantitative information that exists on African economies; and

3) MAPS studies provided a good overview of private sector activities in African countries, but could omit a number of key indicators useful to country program strategists.

ACTIONS RESULTING FROM M&E PLAN REVIEW

A draft of this report was reviewed at a meeting held on August 17, 1989. The discussions centered on i) the origins of the M&E Plan and the reasons and objectives of the project ii) the users and uses of such information and iii) the model as presented in this report and the next phase of action.

It was decided that work would proceed on the design of the country profile for the M&E Plan because it would be a useful tool in focusing on the private sector and growth areas, which in turn could help prioritize and target future private sector development activity.

The next steps of action include:

1) An MDI staff review of the **formal** private sector indicators as presented in this report, in order to come up with a "final" version of the country profile model, before data research and collection efforts begin;

2) Design of a scope of work by MDI and Labat-Anderson, Inc. (LAI) for CDIE consideration and collaboration. The scope of work will seek CDIE expertise in modifying the indicators and model and will request its support and involvement with MDI and (LAI) in data research and collection. After CDIE becomes involved, LAI may take on additional staff to aid in data research and collection efforts if required;

3) Initial work to begin on designing the section of the M&E Plan that will measure impact of MDI/Mission programs.

APPENDIX A

COUNTRY PRIVATE SECTOR PROFILE AND PROGRESS INDICATORS
FORMAL SECTOR

NOTE: Information to be collected on an Annual Basis
(Calendar year ending December 31, 19)

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
I. Population						
(i) Total Population						
(a) Whose livelihood depends on Formal Sector						
(b) Whose livelihood depends on Informal Sector						
(ii) Total Working-Age Population						
II. Per Capita Income						
(a) of total population						
(b) of population in the Formal Sector						

III. Contribution to Employment

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(i) Total Employment (Gov't, Private, & Parastatal) (#)						
(ii) Private Sector Employment (#)(%)						
- Estimated Informal Sector employment						
(iii) Employment by Primary Sector [1]						
Agribusiness (all agriculture) — Private(#/%)						
Manufacture/Industry — Public(#/%)						
Banking and Financial Services						
Services						
Other						
(iv) Employment by Geographic Location [2]						
Urban						
Small						
Large						
Towns						
Rural						
(v) Employment by Size of Company [3]						
Medium						
Large # of employees						
Small						
Micro						

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	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
IV. Contribution to GDP						
(i) Total GDP (#)						
(ii) Private Sector Contribution to GDP (#) (%)						
(iii) Contribution to GDP by Primary Sector						
Agribusiness (all agriculture) Private (#/%)						
Manufacture/Industry Public (#/%)						
Banking and Financial Services						
Services						
Other						
V. Contribution to New Investment						
(i) Total New Investment (#)						
(ii) Private Sector Contribution to New Investment (#) (%)						
(iii) Contribution to New Investment by Primary Sector						
Agribusiness (all agriculture) Private (#/%)						
Manufacture/Industry Public (#/%)						
Banking and Financial Services						
Services						
Other						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
VI. Private Sector Contribution to Fiscal Revenue (Taxes)						
(i) Total Fiscal Revenue						
(ii) Total Private Company/Business Taxes (#) (a) As % of Total Fiscal						
(iii) Total Public Sector Contribution to Fiscal Revenue (#) (%)						
(iv) Company/Business Taxes from Primary Sectors Agribusiness (all agriculture) Private(#/%) Manufacture/Industry Public(#/%) Banking and Financial Services Services Other						
VII. Foreign Exchange and Exports						
(i) Major Exports & Contribution to Foreign Exchange						
(ii) Total Private Sector Exports & Contribution to Total Foreign Exchange (#)(%)						
(iii) Total Government Exports and Contribution to Total Foreign Exchange (#) (%)						
(iv) Total Exports						

VIII. Private Sector Company Profile

(i) Number of Business Registrations (Cumulative)

By Size

- Large
- Medium
- Small
- Micro

Employment and Capitalization

By Primary Sectors

- Agribusiness (all agriculture)
- Manufacture/Industry
- Banking and Financial Services
- Services
- Other

By Ownership

- Foreign
- Domestic
- Joint

By Geographic Location

- Urban
  - Small
  - Large
- Towns
- Rural

By Structure

- Partnership
- Corporation
- Single Owner

MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov'l, Cong. Presentations, Embassy	Other
(ii) New Businesses (Registered in Calendar Year)						
Name & Sector/Industry						
Ownership/Structure						
Size						
Employment						
Capitalization						
Volume of Sales						
Geographic Location						
Export Strategy [5]						
Reasons for Start-up [6]						
Obstacles External to Firm [7]						
Government Policies, Regulations, Practices, Taxes						
Controls (eg, Wages, Prices, Import/Export)						
Presence of State-Owned Enterprise						
Access to Foreign Exchange						
Restrictions on Investment and Capital Flows, Repatriation						
Property Rights						
Labor Law						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(iii) Significant Loss of Business						
Name & Sector/Industry						
Ownership/Structure						
Size - Employment						
Geographic Location						
Reasons for Loss [9]						
Obstacles External to Firm [9]						
Government Policies, Regulations, Practices, Taxes						
Controls (eg, Wages, Prices, Import/Export)						
Presence of State-Owned Enterprise						
Access to Foreign Exchange						
Restrictions on Investment and Capital Flows, Repatriation						
Property Rights						
Labor Law						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
IX. Business Associations/Networks						
(i) Total Number						
(ii) By Primary Sector						
Agribusiness (all agriculture)						
Manufacture/Industry						
Banking and Financial Services						
Services						
Other						
(iii) By Geographic Location						
Urban						
Town						
Rural						

	How Active									
	Very	Somewhat	Negligible	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(iv) Functions of Large Associations - Public policy (eg, prices, taxes, privatization, licensing, interest rates) - Benefits for business (eg, subsidies, exceptions to rules) - Trade/investment news and services - Business training\advisory services									
(v) Functions of Small/Medium Associations - Public policy (eg, prices, taxes, privatization, licensing, interest rates) - Benefits for business (eg, subsidies, exceptions to rules) - Trade/investment news and services - Business training\advisory services									

1. Primary Sectors should be broken down into appropriate subsectors depending on the importance of a particular industry/sector in the individual country.

2. The definition of Urban and Rural will vary by individual country. The breakdown as shown is based on the following Africa Bureau definition:

Urban Small:	Secondary cities and population centers of 250,000+
Urban Large:	Large metropolitan centers of 1,000,000+
Town:	Provincial centers, market towns, and other population centers of about 10,000 to 25,000
Rural:	Population centers of about 10,000 or less

3. Size--definition will vary depending on the size of the private sector in each country. Could be defined by # of employees, capitalization and/or volume of business.

4. Currency figures denoted by (#) will be reported in U.S dollars and local currency.

5. This information will have to be collected using a field survey of a selected sample.

6. See Note 5.

7. See Note 5.

8. See Note 5.

9. See Note 5.

APPENDIX B1

COUNTRY PRIVATE SECTOR PROFILE AND PROGRESS INDICATORS
FORMAL SECTOR SWAZILAND

NOTE: Information to be collected on an Annual Basis
(Calendar year ending December 31, 19)

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
I. Population						
(i) Total Population		✓				
(a) Whose livelihood depends on Formal Sector						
(b) Whose livelihood depends on Informal Sector						
(ii) Total Working-Age Population		✓				
II. Per Capita Income						
(a) of total population		✓				
(b) of population in the Formal Sector						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
III. Contribution to Employment						
(i) Total Employment (Gov't, Private, & Parastatal) (#)		✓				
(ii) Private Sector Employment (#)(%)	✓					
- Estimated Informal Sector employment						
(iii) Employment by Primary Sector [1]	✓					
Agribusiness (all agriculture) — Private(#/%)	✓					
Manufacture/Industry — Public(#/%)	✓					
Banking and Financial Services	✓					
Services						
Other						
(iv) Employment by Geographic Location [2]						
Urban						
Small						
Large						
Towns						
Rural						
(v) Employment by Size of Company [3]	✓(P)					
Medium						
Large — # of employees						
Small						
Micro						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
IV. Contribution to GDP						
(i) Total GDP (#) [4]						
(ii) Private Sector Contribution to GDP (#) (%)						
(iii) Contribution to GDP by Primary Sector						
Agribusiness (all agriculture) — Private (#/%)						
Manufacture/Industry — Public (#/%)						
Banking and Financial Services						
Services						
Other						
V. Contribution to New Investment						
(i) Total New Investment (#)	✓			✓		
(ii) Private Sector Contribution to New Investment (#) (%)	✓			✓		
(iii) Contribution to New Investment by Primary Sector						
Agribusiness (all agriculture) — Private (#/%)						
Manufacture/Industry — Public (#/%)						
Banking and Financial Services						
Services						
Other						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
VI. Private Sector Contribution to Fiscal Revenue (Taxes)						
(i) Total Fiscal Revenue	✓			✓		
(ii) Total Private Company/Business Taxes (#)						
(a) As % of Total Fiscal	✓			✓		
(iii) Total Public Sector Contribution to Fiscal Revenue (#) (%)						
(iv) Company/Business Taxes from Primary Sectors						
Agribusiness (all agriculture) — Private (#/%)						
Manufacture/Industry — Public (#/%)						
Banking and Financial Services						
Services						
Other						
VII. Foreign Exchange and Exports						
(i) Major Exports & Contribution to Foreign Exchange	✓(P)			✓(P)		
(ii) Total Private Sector Exports & Contribution to Total Foreign Exchange (#)(%)						
(iii) Total Government Exports and Contribution to Total Foreign Exchange (#) (%)						
(iv) Total Exports		✓		✓		

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
VIII. Private Sector Company Profile						
(i) Number of Business Registrations (Cumulative) By Size				✓(P)		
Large — Employment and Capitalization						
Medium — Employment and Capitalization						
Small — Employment and Capitalization						
Micro — Employment and Capitalization						
By Primary Sectors						
Agribusiness (all agriculture)						
Manufacture/Industry						
Banking and Financial Services						
Services	✓(P)			✓(P)		
Other						
By Ownership						
Foreign						
Domestic						
Joint						
By Geographic Location						
Urban						
Small						
Large						
Towns						
Rural						
By Structure						
Partnership						
Corporation						
Single Owner						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov'l, Cong. Presentations, Embassy	Other
(ii) New Businesses (Registered in Calendar Year)						
Name & Sector/Industry						
Ownership/Structure						
Size						
Employment						
Capitalization						
Volume of Sales						
Geographic Location						
Export Strategy [5]						
Reasons for Start-up [6]						
Obstacles External to Firm [7]						
Government Policies, Regulations, Practices, Taxes						
Controls (eg, Wages, Prices, Import/Export)						
Presence of State-Owned Enterprise						
Access to Foreign Exchange						
Restrictions on Investment and Capital Flows, Repatriation						
Property Rights						
Labor Law						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(iii) Significant Loss of Business						
Name & Sector/Industry						
Ownership/Structure						
Size - Employment						
Geographic Location						
Reasons for Loss [8]						
Obstacles External to Firm [9]						
Government Policies, Regulations, Practices, Taxes						
Controls (eg, Wages, Prices, Import/Export)						
Presence of State-Owned Enterprise						
Access to Foreign Exchange						
Restrictions on Investment and Capital Flows, Repatriation						
Property Rights						
Labor Law						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
IX. Business Associations/Networks						
(i) Total Number						
(ii) By Primary Sector						
Agribusiness (all agriculture)						
Manufacture/Industry						
Banking and Financial Services						
Services						
Other						
(iii) By Geographic Location						
Urban						
Town						
Rural						

	How Active									
	Very	Somewhat	Negligible	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(iv) Functions of Large Associations									
- Public policy (eg, prices, taxes, privatization, licensing, interest rates)									
- Benefits for business (eg, subsidies, exceptions to rules)									
- Trade/investment news and services									
- Business training\advisory services									
(v) Functions of Small/Medium Associations									
- Public policy (eg, prices, taxes, privatization, licensing, interest rates)									
- Benefits for business (eg, subsidies, exceptions to rules)									
- Trade/investment news and services									
- Business training\advisory services									

1. Primary Sectors should be broken down into appropriate subsectors depending on the importance of a particular industry/sector in the individual country.

2. The definition of Urban and Rural will vary by individual country. The breakdown as shown is based on the following Africa Bureau definition:

Urban Small:	Secondary cities and population centers of 250,000+
Urban Large:	Large metropolitan centers of 1,000,000+
Town:	Provincial centers, market towns, and other population centers of about 10,000 to 25,000
Rural:	Population centers of about 10,000 or less

3. Size--definition will vary depending on the size of the private sector in each country. Could be defined by # of employees, capitalization and/or volume of business.

4. Currency figures denoted by (#) will be reported in U.S dollars and local currency.

5. This information will have to be collected using a field survey of a selected sample.

6. See Note 5.

7. See Note 5.

8. See Note 5.

9. See Note 5.

APPENDIX B2

COUNTRY PRIVATE SECTOR PROFILE AND PROGRESS INDICATORS
FORMAL SECTOR LESOTHO

NOTE: Information to be collected on an Annual Basis
(Calendar year ending December 31, 19)

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
I. Population						
(i) Total Population		✓				
(a) Whose livelihood depends on Formal Sector						
(b) Whose livelihood depends on Informal Sector		✓				
(ii) Total Working-Age Population		✓				
II. Per Capita Income						
(a) of total population						
(b) of population in the Formal Sector						

III. Contribution to Employment	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(i) Total Employment (Gov't, Private, & Parastatal) (#)						
(ii) Private Sector Employment (#)(%)		✓				
- Estimated Informal Sector employment						
(iii) Employment by Primary Sector [1]						
Agribusiness (all agriculture) Private(#/%)						
Manufacture/Industry Public(#/%)						
Banking and Financial Services						
Services						
Other						
(iv) Employment by Geographic Location [2]						
Urban				✓(OD)		
Small						
Large						
Towns						
Rural				✓(OD)		
(v) Employment by Size of Company [3]	✓(P)					
Medium						
Large # of employees						
Small						
Micro						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Congressional Presentations, Embassy	Other
IV. Contribution to GDP						
(i) Total GDP (#) [4]		✓				
(ii) Private Sector Contribution to GDP (#) (%)	✓					
(iii) Contribution to GDP by Primary Sector						
Agribusiness (all agriculture) Private(#/%)	✓					
Manufacture/Industry Public(#/%)	✓(P)					
Banking and Financial Services						
Services						
Other						
V. Contribution to New Investment						
(i) Total New Investment (#)						
(ii) Private Sector Contribution to New Investment (#)(%)						
(iii) Contribution to New Investment by Primary Sector						
Agribusiness (all agriculture) Private(#/%)						
Manufacture/Industry Public(#/%)						
Banking and Financial Services						
Services						
Other						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
VI. Private Sector Contribution to Fiscal Revenue (Taxes)						
(i) Total Fiscal Revenue	✓			✓		
(ii) Total Private Company/Business Taxes (#)						
(a) As % of Total Fiscal	✓			✓		
(iii) Total Public Sector Contribution to Fiscal Revenue (#) (%)						
(iv) Company/Business Taxes from Primary Sectors						
Agribusiness (all agriculture) — Private(#/%)						
Manufacture/Industry — Public(#/%)						
Banking and Financial Services						
Services						
Other						
VII. Foreign Exchange and Exports						
(i) Major Exports & Contribution to Foreign Exchange						
(ii) Total Private Sector Exports & Contribution to Total Foreign Exchange (#)(%)	✓(P)					
(iii) Total Government Exports and Contribution to Total Foreign Exchange (#) (%)						
(iv) Total Exports		✓				

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
VIII. Private Sector Company Profile						
(i) Number of Business Registrations (Cumulative)	√(P)			√(?)		
By Size						
Large — Employment and Capitalization						
Medium						
Small						
Micro						
By Primary Sectors						
Agribusiness (all agriculture)				√(P)		
Manufacture/Industry						
Banking and Financial Services						
Services						
Other						
By Ownership						
Foreign						
Domestic						
Joint						
By Geographic Location						
Urban						
Small						
Large						
Towns						
Rural						
By Structure						
Partnership						
Corporation						
Single Owner						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(ii) New Businesses (Registered in Calendar Year)						
Name & Sector/Industry						
Ownership/Structure						
Size						
Employment						
Capitalization						
Volume of Sales						
Geographic Location						
Export Strategy [5]						
Reasons for Start-up [6]						
Obstacles External to Firm [7]						
Government Policies, Regulations, Practices, Taxes						
Controls (eg, Wages, Prices, Import/Export)						
Presence of State-Owned Enterprise						
Access to Foreign Exchange						
Restrictions on Investment and Capital Flows, Repatriation						
Property Rights						
Labor Law						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(iii) Significant Loss of Business						
Name & Sector/Industry						
Ownership/Structure						
Size - Employment						
Geographic Location						
Reasons for Loss [8]						
Obstacles External to Firm [9]						
Government Policies, Regulations, Practices, Taxes						
Controls (eg, Wages, Prices, Import/Export)						
Presence of State-Owned Enterprise						
Access to Foreign Exchange						
Restrictions on Investment and Capital Flows, Repatriation						
Property Rights						
Labor Law						

	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
IX. Business Associations/Networks						
(i) Total Number						
(ii) By Primary Sector						
Agribusiness (all agriculture)						
Manufacture/Industry						
Banking and Financial Services						
Services						
Other						
(iii) By Geographic Location						
Urban						
Town						
Rural						

	How Active									
	Very	Somewhat	Negligible	MAPS	International Organizations	Private Sources	In-Country Statistics	U.S. Gov't, Cong. Presentations, Embassy	Other
(iv) Functions of Large Associations									
- Public policy (eg, prices, taxes, privatization, licensing, interest rates)									
- Benefits for business (eg, subsidies, exceptions to rules)									
- Trade/investment news and services									
- Business training\advisory services									
(v) Functions of Small/Medium Associations									
- Public policy (eg, prices, taxes, privatization, licensing, interest rates)									
- Benefits for business (eg, subsidies, exceptions to rules)									
- Trade/investment news and services									
- Business training\advisory services									

1. Primary Sectors should be broken down into appropriate subsectors depending on the importance of a particular industry/sector in the individual country.

2. The definition of Urban and Rural will vary by individual country. The breakdown as shown is based on the following Africa Bureau definition:

Urban Small:	Secondary cities and population centers of 250,000+
Urban Large:	Large metropolitan centers of 1,000,000+
Town:	Provincial centers, market towns, and other population centers of about 10,000 to 25,000
Rural:	Population centers of about 10,000 or less

3. Size--definition will vary depending on the size of the private sector in each country. Could be defined by # of employees, capitalization and/or volume of business.

4. Currency figures denoted by (#) will be reported in U.S dollars and local currency.

5. This information will have to be collected using a field survey of a selected sample.

6. See Note 5.

7. See Note 5.

8. See Note 5.

9. See Note 5.

APPENDIX C

COUNTRY PRIVATE SECTOR PROFILE AND PROGRESS INDICATORS
INFORMAL SECTOR

I. Population

(i) Total Population

(ii) Total Working Age Population

(iii) Total Informal Sector Population (Estimated)

II. Employment

(i) Estimated Economically Active in Informal Sector [1] (#)

(ii) Economically active by Primary Sector
- Agribusiness (all agriculture)
- Manufacture/Industry
- Banking and Financial Services
- Services
- Other

(iii) Economically active by Geographic Location
- Urban
  - Micro
  - Small
  - Medium
  - Large
- Towns
- Rural

(iv) Economically active by Size
- Micro # of workers/entrepreneurs
- Small
- Other

III. Per Capita Income of Informal Sector (#) (%)

IV. Informal Sector Economic Activity in Relation to GDP
(#) (%)

V. New Investment

(i) Total New Investment (#)
Estimated New Investment

(ii) Contribution to New Investment by Primary Sector
Agribusiness (all agriculture)
Manufacture/Industry
Banking and Financial Services
Services
Other

VI. Contribution to Fiscal Revenue (Not Applicable)

VII. Contribution to Foreign Exchange (If Applicable)

VIII. Estimated Number of Informal Sector Businesses

(i) Total

(ii) By Primary Sector
Agribusiness (all agriculture)
Manufacture/Industry
Banking and Financial Services
Services
Other

(iii) By Geographic Location
Urban
Micro
Small
Medium
Large
Towns
Rural

IX. Business Start-ups and Losses (in calendar year)

(i) Name & Sector/Industry

(ii) Ownership Structure

(iii) Size - Employment/Economic Activity

(iv) Geographic Location

(v) Reasons for Start-up (and Losses or Missed Economic Opportunity)
- Interest Rates (capital not mobilized)
- Prices (government controls & constraints)
- Licenses/Bureaucracy (interference; other activity)
- Private Property Rights (eg. as basis for collateral)

X. Business Associations/Networks

(i) Total Number

(ii) By Primary Sector
- Agribusiness (all agriculture)
- Manufacture/Industry
- Banking and Financial Services
- Services
- Other

(iii) By Geographic Location
- Urban
- Town
- Rural

1. It has been suggested that an estimate can be derived from:

Total Working Age Population

Less

Total Working in Formal Sector (x family members)