1. **Description**

A1. Name\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_A2. Sex\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ A3.VLocation (district/ village) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ A4. Cell phone\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ A5. Age\_\_\_\_\_\_\_\_\_\_ A6. Years of schooling\_\_\_\_\_\_\_\_\_ A7. Years of doing this business\_\_\_\_\_\_\_\_\_\_\_\_\_ A8. Source of initial capital (own/ loan/gift/ other) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**B. Inputs and services**

List and rank in terms of importance in total business income

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| B1. Specify input and service types | B2. SPECIES / CROPS- indicate which ones, then tick relevant one for each input and service type | | | | | | B3. RANK |
| Code1: ­­­­­­­­­­\_\_\_\_\_\_\_\_\_ | | Code2: ­­­­­­­­­­\_\_\_\_\_\_\_\_\_ | Code3: ­­­­­­­­­­\_\_\_\_\_\_\_\_\_ | | Code4: ­­­­­­­­­­\_\_\_\_\_\_\_\_\_ |
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|  |  | |  |  | |  |  |
| RANK FOR THE SPECIES/ CROPS |  | |  |  | |  |  |
| CODES for inputs & services types:   1. Feed 2. Chemicals 3. Animal health inputs / services 4. Breeding inputs / services 5. Credit / insurance 6. Training / extension 7. Fish seed / fingerlings | | 8. Forage seed  9. Farming / processing equipment  10. Ice  11. Storage  12. Transport  13. Packaging  14. Processing inputs  15. Others, specify: | | | CODES for species & crops:  1. Fish  2. Cattle  3. Pig  4. Small ruminants  5. Chicken  6. Other livestock species, specify:  7. Crops  8. Other, specify: | | |

**Other business (TICK)**

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| B4. Operating a restaurant |  | B5. Livestock or fish producer |  | B6. Sale of non-food consumer goods |  |
| B7. Processing – (e.g. slaughter, filleting, dairy processing, fish drying/smoking) |  | B8. Business related to crops |  | B9. Other, specify: |  |

**C: Input purchases and suppliers**

Indicate the following input purchasing details in the table below for the **last 12 months**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| C1. Input type | C2. In which unit is the input purchased? Use this unit for the entire row | C3. Volume purchased (in unit) | C4. Month of purchase (1=Jan 12=Dec) for | | | C5. Main Input supplier | | C6. Mode of payment | | C7. Cost of delivery (per unit) | C8. Input purchase price per unit for | |
| a. Smallest Volume | | b. Largest volume | a.Supplier code | b.Name | a. Smallest  volume purchased | b.. Largest volume purchased |
|  |  |  |  | | 3 |  |  |  | |  |  |  |
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|  |  |  |  | |  |  |  |  | |  |  |  |
| CODES for inputs types:   1. Feed 2. Chemicals 3. Animal health inputs 4. Breeding inputs 5. Fish seed / fingerlings 6. Forage seed 7. Farming / processing equipment 8. Ice   9. Processing inputs  Others, specify: | | | | UNIT CODES:   1. kg 2. tonnes 3. litre   other, specify  MODE OF PAYMENT CODES:   1. buyer pays cash 2. buyer pays after set period of time (week or month) 3. buyer pays in advance 4. no payments   Other, specify | | | | | INPUT SUPPLIER CODES:  1=Company (specify\_\_)  2=Wholesalers  3=Retailers  4=Other (Specify)\_\_\_\_  TRANSPORT MODE CODE  1=Small vehicle  2=Bicycle  3=Motor cycle  4=Hand / animal cart  5=Lorry  6=Other (Specify)\_\_\_\_ | | | |

**Input sales and marketing arrangement with buyers**

Indicate the following input sales details in the table below for the **last 12 months**.

|  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| C9.Input type | C10. In which unit is the input sold? Use this unit for the entire row | C11.Volume sold (in unit) | | C12. Month of sale (1=Jan 12=Dec) for | | C13.Main type of input buyers | C14.Distance (km) to main buyer | | C15. Input selling price per unit for | |
| a. Smallest Volume | b. Largest volume | a.Smallest  volume sold | b.Largest volume sold |
|  |  |  | |  |  |  |  | |  |  |
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|  |  |  | |  |  |  |  | |  |  |
| CODES for inputs types:   1. Feed 2. Chemicals 3. Animal health inputs 4. Breeding inputs 5. Fish seed / fingerlings 6. Forage seed 7. Farming / processing equipment 8. Ice   9. Processing inputs  Others, specify: | | | UNIT CODES:   1. kg 2. tonnes 3. litre   other, specify  MODE OF PAYMENT CODES:   1. Buyer pays cash 2. Buyer pays after set period of time (week or month) 3. Buyer pays in advance 4. In kind payment   Other, specify: | | | | | INPUT BUYERS CODES:   1. Small scale farmers 2. Large scale farmers 3. Other Input Dealers 4. Farmer groups   Other, specify: | | |

**D. Services supplied (excluding credit)**

List below details on the services you provided for **the last 12 months**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| D1. Service type | D2. Frequency sold / provided per month | | D3. Month of sale (1=Jan 12=Dec) for | | D4. Main service Buyers | D5. Price per service |
| A.Frequency | B.Unit | A. low business | B. high business |
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|  |  |  |
| --- | --- | --- |
| CODES for service types:   1. Feed related services 2. Animal health services 3. Breeding services 4. Training / extension 5. Storage service 6. Transport service 7. Packaging service 8. Processing service 9. Others, specify | UNIT CODES:   1. day 2. week 3. month   other, specify  MODE OF PAYMENT CODES:   1. Buyer pays cash 2. Buyer pays after set period of time (week or month) 3. Buyer pays in advance 4. In kind payment   Other, specify: | SERVICE BUYERS CODES:   1. Small scale farmers 2. Large scale farmers 3. Other Input Dealers 4. Farmer groups   Other, specify: |

**Indicate the time you spent, labour and other costs per month, in relation to the provision of services, for the last 12 months.**

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| D6. Service type (use code above) | D7. Number of days per month business owner spent providing the service when: | | D8. Average labour monthly costs when: | | D9. Average other monthly costs when: | |
| a. low business | b. high business | a. low business | b. high business | a. low business | b. high business |
|  |  |  |  |  |  |  |
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**E. Credit provision**

|  |  |
| --- | --- |
| E1. Do you provide loans for livestock or fish activities? (1=Yes, 2=No)  (if not continue to section F) |  |
| E2. To whom do you provide these loans? |  |
| E3. Number of loans presently provided? |  |
| E4. Amount of loans (range) |  |
| E5. Purpose of loans |  |
| E6. Common duration of loans |  |
| E7. Peak month(s) for loan requests (1=Jan, 12=Dec) |  |
| E8. Low season for loan requests (1=Jan, 12=Dec) |  |
| E9. Conditions for loans |  |
| E10. Rejection rates (loans given / no. of people applying) |  |
| E11. Interest rates (% and unit) |  |
| E12. Frequency of non-repayment |  |
| E13. Consequences of non-repayment |  |
| E14. What is the source of finance for the loans? |  |
| E15. What are your costs to provide these loans? |  |

**F. Employment**

How many people are employed in your business?

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
| Status | Category | Skilled\* | | | Unskilled | | |
| F1. No. people | F2. No. of days/ yr | F3. No. of hrs/ day | F4. No. people | F5. No. of days/yr | F6. No. of hrs/day |
| 1. Household | a.Adult males |  |  |  |  |  |  |
| b.Adult females |  |  |  |  |  |  |
| c.Children <15yr |  |  |  |  |  |  |
| 1. Hired | a.Male |  |  |  |  |  |  |
| b.Female |  |  |  |  |  |  |

\*Note: Skilled labour is positions such as managers, skilled technical people.

**G. Future Plans and business constraints**

‘Area’ below is defined as the entreprise catchment area (customers location)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| G1. How many other enterprises are conducting a similar business in this area? | | | |  |
| G2. How many are of these are owned by men and how many by women? | | | | M:  F: |
| G2. How have the following changed over the past 5 years?  *(1=Increased, 2=Remained constant, 3=decreased)*   1. Number of suppliers doing similar business of similar scale in this area 2. Number of suppliers doing similar business of larger scale in this area 3. Number of suppliers doing similar business of smaller scale in this area 4. Volume of business in general 5. Quality requirements 6. Costs of doing business 7. Prices of the inputs | | | |  |
| G3. Did you expand your business during the last 12 months? (1=Yes, 2=No).  If no, go to G5 | | | |  |
| G4. If Yes, indicate how (code a) | | | |  |
| G5. Do you plan to expand your business during the next 12 months? (1=Yes, 2=No). If no, go to G7 | | | |  |
| G6. If yes, indicate the **reasons for planned expansion** [code b] | | | |  |
| G7. If no, indicate the **reasons why no plan of expansion** [code c] | | | |  |
| G8. What do you view as the 3 most **important constraints to your business**? Code d (***Rank)*** | | | |  |
| **a. How was business expanded?** | **b. reasons for planned expansion** | **c. reasons why no plan of expansion** | **d. major constraints in your business** | |
| 1= increased number of customers  2= increased products and services  Other, specify in cell | 1 = increased demand for products and/or services sold or provided by the business  2 = inputs more easily available  3= inputs less costly  4 = policy environment more conducive to business  5= farmers get more support from government services or NGOs  Other, specify in cell | 1 = demand for inputs and/or services stagnant  2 = inputs not available  3 = inputs too costly  4 = policy environment not conducive  Other, specify in cell | 1 = few farmers are aware of the inputs and/or services being offered  2= few farmers are willing or able to pay for the inputs and/or services being offered  3 = livestock production is too variable/ seasonality in production  4= small size of farmer’s herds/ flocks  5= farmers are far away and dispersed  6= inputs for the business are not widely available  7= inputs for the business are too costly  8 = policy environment not conducive  9= lack of transport  10= poor road  11= lack of storage and/or high storage costs  12= price fluctuations  13= business faces unfair competition (e.g. government subsidies)  Other, specify in cell | |

**H. Collective action**

H1. Are you a member of an association related to your input / service supplier business? (1=Yes, 2=No)? \_\_\_\_\_

If YES,

H2. What are the benefits that you derive from membership?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

H3. What are the costs of membership?\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Do you collaborate with other input suppliers on …. AND how often:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Item** | Response | How often? | | |
| (1=Yes, 2=No) | OFTEN (at least once a month) | OCCASIONALLY (at least once every 6 months) | RARELY OR NEVER |
| H4. Buying of inputs |  |  |  |  |
| H5. Providing large product volumes to specific buyers |  |  |  |  |
| H6. Agreeing on prices paid or areas served |  |  |  |  |
| H7. Transport |  |  |  |  |
| H8. Agreeing on quality standards used |  |  |  |  |
| H9. Access to credit |  |  |  |  |
| H10. Price information |  |  |  |  |
| H11. Information on market conditions |  |  |  |  |
| H12. Other, specify |  |  |  |  |

1. **Constraints and opportunities**

What is the SINGLE most important constraint to

|  |  |
| --- | --- |
|  | Constraint |
| I1. Successful purchase (quality, quantity, other? |  |
| I2. Successful sale (quality, quantity, other? |  |
| I3. Your making more money from your livestock/fish/animal business |  |

What is the SINGLE most important opportunity to

|  |  |
| --- | --- |
|  | Opportunity |
| I4. Make more money from your livestock/fish/animal business |  |

**J. Responses to constraints and opportunities**

**J1.** To overcome the constraints, or exploit opportunities, what has been tried already?

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