

## Development Wheel (DEW) SLIPP Achievement Table

	Log frame Indicators	Baseline Values for indicators, 2007	Progress against Indicators at the end of project, 2012	Comments
<b>Overall Objective:</b> To reduce poverty amongst poor and marginalised communities in Northern Bangladesh	30% increase in sales amongst targeted producers/MSEs in Mymensingh and Netrokona	Average sales price BDT 73538/producer	34% increase in sales i.e. BDT 98488/producer	Targeted producers have increased sales despite erratic price fluctuation
	15% increase in income amongst targeted producers in Mymensingh and Netrokona (assuming that some profit will be reinvested)	Average income price BDT 12624/producer	38% increase in income i.e. BDT 17436/producer	Targeted producers have reduced costs of production, increased productivity and improved access to resources which lead to a 38% increase in income
	20% increase in employment amongst targeted producers in Mymensingh and Netrokona	Average hire labor 32 man-days/producer	32% increase in employment i.e. 42 man-days/producer	Targeted producer have increased employment through improved cultivation practice such as increased cropping intensity, changed in cropping pattern, improved on-farm management, etc

	More sustainable livelihoods (increase in education, improved nutrition and health etc)	Lack of sustainable livelihoods	More sustainable livelihoods amongst producers: Have improved nutritional intake, quality healthcare and sanitation, increased education	<ul style="list-style-type: none"> <li>• Nutritional Intake has improved in all sectors especially in Fish and Duck</li> <li>• The beneficiaries have improved the quality of healthcare by now using hospitals, Pharmacy and qualified doctors instead of village doctors</li> <li>• In terms of Education, 100% families with 1 child are sending them to school, while those with 2 children, 93% are going to school; while those with 3 children, only 67% are going to school</li> <li>• 13% improved their latrine from traditional to semi-pucca, 12% from semi-pucca to hygienic latrine</li> </ul>
	More sustainable businesses in the targeted area (increase in repeat sales)	Lack of sustained demand from producers  Lack of repeat sales/customers	70% of the Service providers have a steady sustainable customer base and demand with repeat sales.	Most group members/producers used to buy from the same shop.
<b>Purpose :</b> To increase the ability of marginalized MSEs and their producers to benefit equitably from trade	Increased understanding of the importance of Business Services (BS) amongst targeted producers/MSEs	No targeted producers/MSEs understand the importance of business services	All targeted producers/MSEs understand the importance of business services	All Producers are accessing services either directly or through embedded transactions. Services include information on inputs usage & management, knowledge on improved cultivation practices, post harvest processess, market information, etc
	100% increase in demand for BS by targeted producers/MSEs	0% No producers/MSEs have demand of Business Services	Demand for Business Services has been increased by 100%	

	Better quality BS offered to producers/MSEs in Mymensingh and Netrokona	Lack of quality and more affordable BS available to producers	349 trained private service providers providing quality and affordable BS to producers	349 private service providers (against target scale 60 private service providers) trained to provide cost effective services to the producers and have increased their sales by 25%
	100% increase in take up of BS amongst targeted producers/MSEs	0% No producers/MSEs use BS	100% increase uptake of BS amongst producers	Producers have been linked to appropriate trained service providers so they can access a wide range of services. This continues after the project has come to an end.
	Improved relationships between targeted producers/MSEs and other supply chain actors	No direct link and relationship between producers and other supply chain actors	The producer groups have established linkage with supply chain actors-input sellers, output traders, etc	3 lead input selling companies continue their initiative to create an institutional infrastructure of business support services for the producers through their retailers' network.
	30% increase in producers/MSEs sales in selected supply chains	Average sales price BDT 73538/producer	34% increase in sales i.e. BDT 98488/producer	As mentioned at overall objective level
<b>Output 1: Increased understanding of the supply chains and support markets for selected sub-sectors</b>	All targeted stakeholders understand the need and value of BS	Targeted stakeholders do not understand the need and value of BB	Targeted stakeholders have recognized the need and Value of BS and reflected in their practices	For Example: <ul style="list-style-type: none"> <li>• Trained private service providers have linked with producer groups and organized need-based technical and business training to producers.</li> <li>• Trained private service providers and producers have established linkages with Public Service providers (PSPs) and involved them in training workshops and mentoring support.</li> <li>• Producers have linked with output market actors. Traders have started buying products from farm gate.</li> </ul>
	All targeted stakeholders understand the issues, opportunities and constraints in the selected market sectors	Targated stakeholders have never implemented/engaged of this approach and scale yet.	All targeted stakeholders have improved understanding about the issues, opportunities and constraints in the selected market sectors	

	Research reports summarised and disseminated to all key stakeholders	No research reports summarised and disseminated	All research reports- scoping study, sub-sector analysis/market research, policy research, baseline study, and intervention design disseminated amongst key stakeholder	All research reports- disseminated through training workshops, meetings, website, publications, etc
	3 sectors/sub-sectors selected for the focus of this project	Scoping study conducted to identify the sub-sectors	Vegetable, fish and duck sub-sectors selected through scoping study	Three sub-sectors selected by using sub-sector selection criteria as per value chain/market development approach-used weighted ranking matrix.
	Research findings inform the progress and activities of the project.	Thorough researches were conducted to ascertain the market scenario of the selected sub-sectors and map the service markets	Research findings were consulted in fine-tuning the intervention strategies and to develop M&E system and tools to track the project progress and monitor activities	Project Management Team (PMT) and International Consultants fine-tuned the research findings and developed the Project Management Handbook including intervention strategies and M&E tools.
<b>Output 2:</b> Increased capacity of local partners to develop and implement market development interventions	Increased project management and BS skills of partner staff, project staff and consultant trainers	Lack of skill: Partners had never managed/ operated this type of project.	Partner staffs, project staffs and consultant trainers have improved skill on project management and Business services	International consultants conducted series of training on project management & BS skills and value chain/Market development approach.
	Increased training skills of partner staff, project staff and local consultants	Lack of training skill amongst partner staff, project staff and local consultants	Project and partner staff and local CSOs have skills and capacity to train the target beneficiaries and other stakeholders efficiently and effectively	Both International and National consultants conducted training on TOT-improved business and technical skill.

<b>Output 3:</b> Improved cooperation and market linkages	Increased understanding of the importance of networking and collaboration amongst service providers	Lack of understanding and no direct networking and collaboration exist amongst service providers	Strong network and collaboration has been built amongst service providers	Service Providers have networked amongst themselves regularly and joining in the meetings of the District Producer Associations.
	Improved information sharing and networking amongst targeted service providers	No direct network exist so no information sharing amongst service providers	Improved information sharing has been developed through strong network and collaboration amongst service providers	Service Providers have not only established linkage with the producer groups around their respective establishments, but jointly organized training session, exchange trips, agro-fairs, etc for the producers.
	10-20 producer associations established and functioning effectively in Mymensingh and Netrokona	No producer associations exist	101 producer groups/associations have established and functioning effectively	2525 producers (against a 1200 target) have been organised into 101 groups/association and provided with intensive capacity building
	1 Regional producer association established and functioning effectively	No regional producer association exist	4 district level associations and 1 regional level association have established and functioning effectively.	4 district associations are actively interacting with Public and Private stakeholders voicing their issues, demanding that rights are protected, and also negotiating with other market players to ensure a fair trading relationship. They continue to work on issues such as distribution of fertilizers, subsidies, bank loans etc.
	Improved business relationships and market linkages between producers and other supply chain actors	No direct link and relationship between producers and other supply chain actors	The producer groups have established linkage with supply chain actors-input sellers, output traders, etc	3 lead input selling companies continue their initiative to create an institutional infrastructure of business services for producers through their retailers' network.
	30% increase in targeted producers sales in selected supply chains	Average sales price BDT 73538/producer	34% increase in sales i.e. BDT 98488/producer	As mentioned at overall objective level

<b>Output 4:</b> Increased influence over business environment	Increased influence over the insitutional and business environment through more effective networking, lobbying and advocacy.	Producers not organized or confident to influence over the institutional and business environment	Producers have started to influence the institutional and business environment	Throught Increased influence, effective networking, lobbying and advocacy, the associations and group members are represented in government committees and initiatives, such as union level agricultural committee, Integrated Pest Management (IPM) club, Integrated Crop Management (ICM) club, Farmers' Field School (FFS), Local Extension Agent for Fisheries (LEAF), etc
	Improved institutional and policy environment for targeted supply chains	No policy/policy environment improvement yet	Targeted supply chain have improved institutional and policy environment	
<b>Output 5:</b> Improved demand and supply of business services	60 Producers/producer groups (30 in each district) attend focus groups to identify their problems and service providion needs	No producer groups exist	101 producer groups have attended focus group discussions to identify their problems and service needs	These discussions have enabled the project to fine tune its interventions.
	60 producers/producer groups better understand the importance of BS	No producer groups exist	101 producer groups have increased understanding of the importance of BS	AS mentioned at purpose level
	100% increase in demand for BS	0% No producers/MSEs have demand of Business Services	Demand for Business Services has been increased by 100%	
	Higher quality, more appropriate and more affordable BS available to producers	Lack of appropriate and more affordable BS available to producers	349 trained private /public service providers providing appropriate and affordable BS	
	Improved service offer amongst targeted service providers (quality and range of services)	No service providers accessed to improved services	349 private service providers trained and accessed to quality and range of services	
	Improved marketing strategies and promotion	No service providers had access to	349 private service providers now have	
				Service providers conducting meeting & training, providing mentoring

	activities amongst targeted service providers	marketing strategies and promotion activities	access to improved marketing strategies and promotion activities	services and demonstrations as part of improved marketing strategies and promotion activities.
	100% increase in the take up of BS	0% No producers/MSEs use any BS	100% increase in use of BS amongst producers	As mentioned at purpose level
	Increased sustainability of service providers (increased and sustained demand for services from producers as they recognise their value)	Lack of sustained demand from producers  Lack of repeat sales/customers	Service providers have a steady sustainable customer base and demand with repeat sales	Most group members used to buy from the same shop/retailers
<b>Output 6:</b> Increased knowledge and influence	Knowledge and learning is captured on an ongoing basis to inform the development of project activities	Not included in the baseline	A monitoring and evaluation system has been developed and collected and documented project impact and learning on an ongoing basis.	The project and PNGO staff documented producers' and BSP records on regular basis through carefully designed tools as part of their ongoing monitoring and control system. Case studies, anecdotes have also been shared with groups, individual producers, BSPs, associations, government stakeholders and in different forums.
	Project knowledge and learning is disseminated to all relevant stakeholders	Not included in the baseline	Project impact and learning collected and documented on an ongoing basis, and disseminated to relevant stakeholders.	Documents disseminated to the relevant stakeholders through training workshops, website, annual reports, midterm evaluation reports.etc
	Stakeholders revise their attitudes, policies and practice in response to project knowledge and learning	No direct link between stakeholders	Strong network has been built with stakeholders leading to changed in policies and practices	Public and private service providers are working closely with the producers to apply best practices in their work