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FOR SUSTAINABLE TRADE®

BUILDING BUSINESSES AND LIVELIHOODS THROUGH
SUSTAINABLE SME FINANCE

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FAST SIAMT

Building a Common Framework for Impact Assessment

I. FAST SIAMT Highlights

➔ Common Impact Measurement **Framework**



➔ Targets **SME – Agriculture Sector**



➔ Integration of **IRIS** (SME level metrics) and **COSA** (farmer level metrics)



➔ Provides basis for regular benchmarking and industry level reports

I. FAST SIAMT

FAST **Shared Impact Assessment and Measurement Toolbox** (SIAMT) is a common framework for monitoring and measuring the impact of investing in **SMEs** that are actively engaged in **sustainable agriculture value chains**.

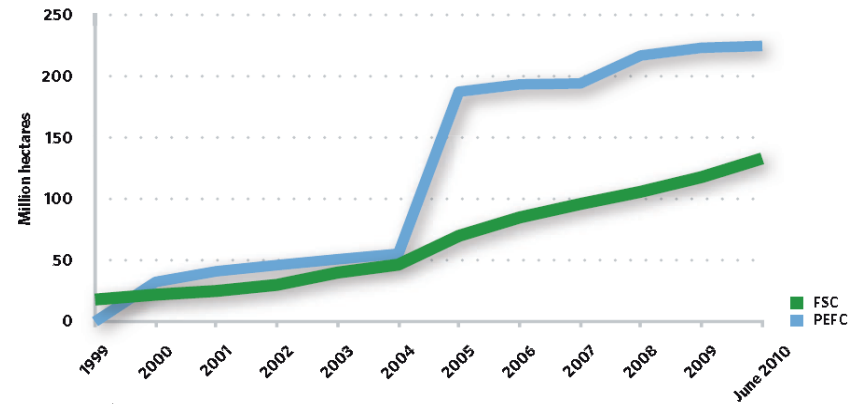
FAST SIAMT aims at contributing to:

- Support Investors' decision making by strengthening their **information capacity** regarding **sustainable agriculture markets**
- Promote transparency and financial inclusion among industry stakeholders by providing market, **performance and impact** information of the **SME finance industry**

The Sustainable Agriculture Opportunity

Forestry

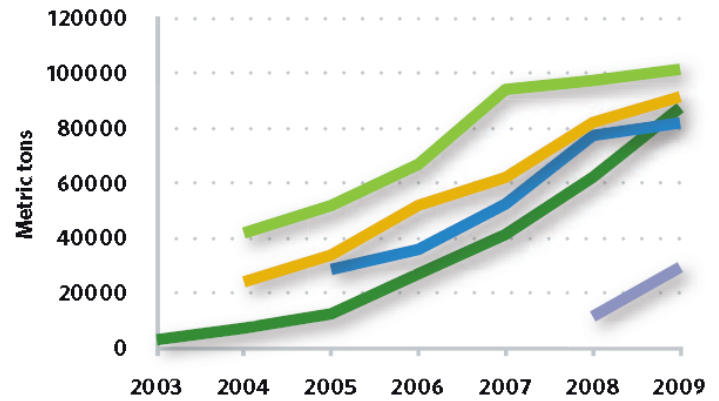
Figure 3.4: Growth of certified forest area, 1999-2010.



Source: FSC, April 2010; PEFC, 2009, p. 4; <http://register.pefc.cz/statistics.asp>.

Coffee

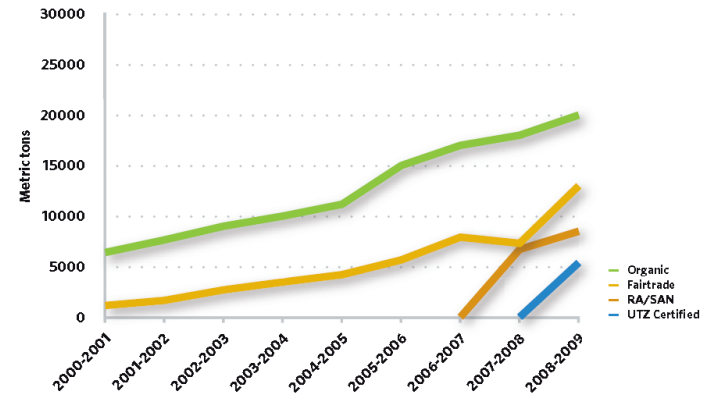
Figure 3.19: Sales of sustainable green coffee, 2003-2009.



Source: Pay, 2009; Giovanucci and Pierrot, 2010; FLO Annual Reports 2004-2009; Rainforest Alliance/SAN, 2009; UTZ Certified, 2009; UTZ Certified Annual Report, 2007; 4C, 2009.

Cocoa

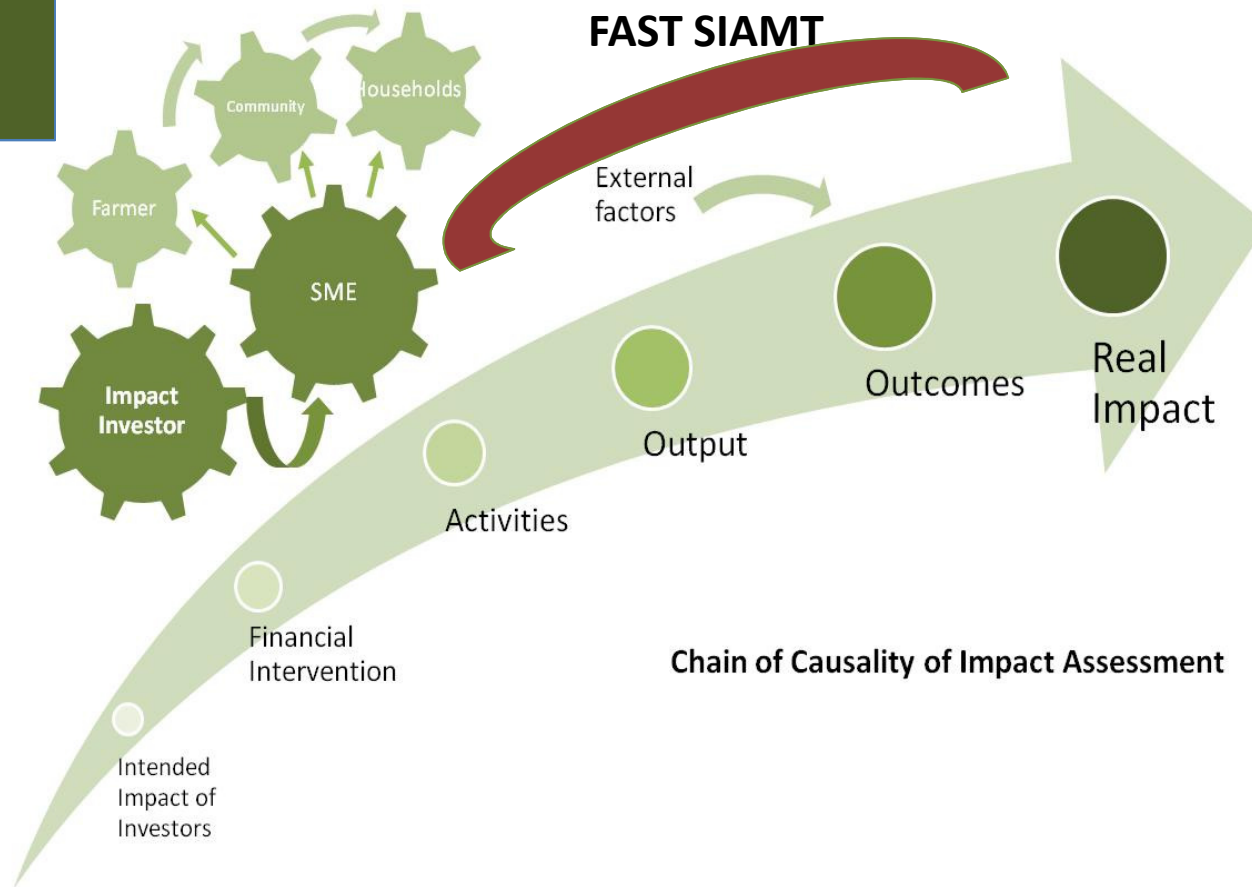
Figure 3.51: Time series of cocoa exports by sustainability initiative, 2000-2009 (metric tons).



Source: FLO Annual Reports 2000-2009; ICCO, 2006; Liu, 2008; CBI Monitor, 2009; TCC Cocoa Barometer, 2009.

I. FAST SIAMT

Theory of Change



II. FAST SIAMT 1.0

4 Core Elements

1. Core Impact Issues

- 15 core aspects to focus impact measurement at SME & Farmer
- They are social, economic and environmental
- Each core issue has key indicators

Examples:

- Agriculture productivity
- Generation of Value Added
- Reliable and equitable supply chains and market access

- Organization capacity (SME)
- Financial Sustainability (SME)
- Risk mitigation and adaptation

- Ecosystems integrity
- Natural resources management
- Employment creation
- Safe, fair and equitable employment

II. FAST SIAMT 1.0

4 Core Elements

2. Indicators

- A total of **112** organized by core issues
- Referred to the SME and Farmer
- **FAST Core Indicators:** 21 at SME level and 22 at Farmer level

3. Data Collection Protocols

- Indicator data entries, calculations, reporting format, and a leading question
- **User-friendly excel collection tool for SMEs**

4. Glossary

- A list of **83** terms and definitions mentioned in FAST SIAMT aligned with IRIS

II. FAST SIAMT 1.0

FAST Core Indicators

SME Level

- 21 indicators
- Direct report from SMEs and FI clients
- 17 included in IRIS
- Being shortlisted to a smaller core group

FARMER Level

- 22 indicators
- Field level research: Cases studies
- High level alignment with COSA

II. FAST SIAMT 1.0

FAST Core Indicators at SME level

From the 21 indicators, the following are those most in use (& to be used) by FAST Lenders and their SMEs clients:

1. Sales Volume
2. Profitability
3. % Certified
4. Organic practices and principles
5. Land under conservation management
6. Agriculture techniques used at SME level
7. Employment
8. Outreach
9. Child labour policy
10. SME provision of credit to farmers
11. Total Payments to Farmers
12. Price premium

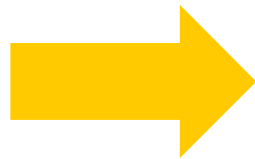
II. FAST SIAMT 1.0

Example FAST Core Indicators (SME) & alignment with IRIS

FAST SIAMT Core Indicator at SME Level			Related IRIS Indicator (s)		
Indicator Name	Definition	Data Entries	Name	ID	Definition
Sales volume	% of production sold of the total produced or harvested	Amount of the total product sold of target crop during the reporting period	Units/Volume Sold	PI1263	<p>Amount of the product or service sold by the organization during the reporting period.</p> <p>This metric should be reported in conjunction with Unit of Measure (PD1602).</p>

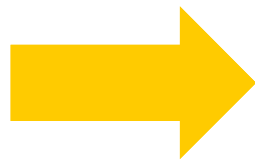
III. Adoption and implementation of FAST SIAMT-SME level

WHO?



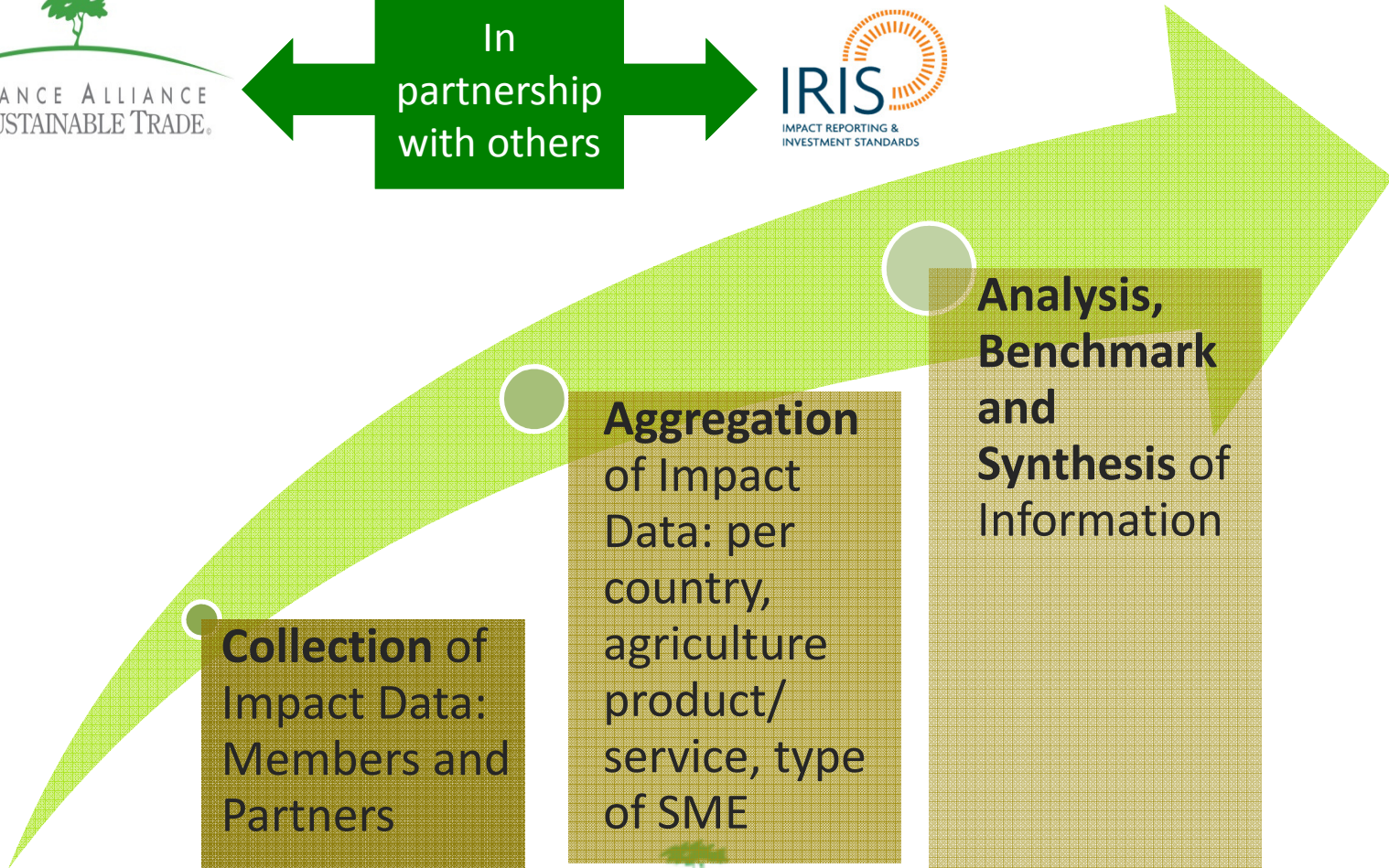
- Supporting **11** FAST FI in the roll out
- **SMEs** members and partners willing to track their performance and contribute their data
- **Intermediaries** partners in field

HOW?



- Development of an excel data collection tool for those in need (FIs and SMEs)
- Training for use of collection tool applied to FAST Core Indicators (SME) level
- Definition of ToR of data contribution and deliverables to contributors (FI and SMEs)
- Establishment of data sharing MoU with partners, such as IRIS

III. Adoption and implementation of FAST SIAMT-SME level



IV. FAST Agriculture SME- Market and Impact Database

SME performance reports

Agriculture market performance reports

Peer reports and benchmarks





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THANK YOU

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