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| **SME Data Form**  **GRASP Pakistan**  *General Instructions / Guidelines for Filling the form are on Last Page. Component specific guidelines are provided within.* | | | | |
| **GRASP Profile** | | | | |
| **Enterprise Name** | | **Form filling date:** | | |
| **Province** | | |
| **Name of Data Collector** | | **District** | | |
| **Position/Title** | | **UC** | | |
| **Organization** | | **Village (if applicable)** | | |
| **Intervention details** *(This section will be filled by relevant GRASP Partner only)* | | | | |
| **GRASP ID -** | | **Falls under indicator -** | | |
| **Specific details of support to be provided under GRASP:** | | | | |
| **MODULE A: CONTACT INFORMATION** | | | | |
| All answers will be held in total confidence by the GRASP and will only be used for tracking, reporting or research purposes by the project. Neither your name nor your company or respective information will be used in any published document.  I consent to the GRASP using the information provided to help it extend quality support to SMEs and evaluate the effectiveness of its services and activities within project ambit. | | | | SINGLE-SELECT GDPR  01 Yes 02 No |
| Please enter your first and last name | | TEXT  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | |
| Gender | | SINGLE-SELECT  01 Man 02 Woman 03 Other | | |
| Disability | | SINGLE-SELECT  01 Yes 02 No | | |
| Year of birth & CNIC Number | | NUMERIC: INTEGER | | |
| Telephone number Optional. Please include country code (Cell number and landline number (if available)) | | TEXT Cell: +92 \_\_\_\_\_\_\_\_\_\_\_\_\_\_    Landline: +92\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | |
| Email If applicable. | | TEXT | | |
| Province | SINGLE-SELECT  01 Sindh 02 Balochistan | | | |
| District | SINGLE-SELECT:  01 Hyderabad 02 Karachi 03 Khairpur 04 Matiari 05 Mirpurkhas 06 Tharparkar 07 Shaheed Benazirabad 08 Sanghar 09 Tando Allahyar 10 Tando Muhammad Khan 11 Thatta  12 Sajjawal | | 13 Musakhel 14 Zhob 15 Pishin 16 Quetta 17 Nushki 18 Kharan 19 Kech 20 Panjgur 21 Lasbela 22 Khuzdar  22 \_\_\_\_\_\_\_  23 \_\_\_\_\_\_\_ | |
| How many years of education do you have? | NUMERIC: INTEGER | | | |
| Can you read and write? | | SINGLE-SELECT  01 Yes 02 No | | |
| What is your preferred language of Communication?  Select Multiple if applicable | | English Urdu Sindhi  Pashto  Brahvi  Balochi  Other | | |
| Please select the type of entity you represent | | SINGLE-SELECT  01 Farm (Primary agricultural production of all sizes) 02 Agri-business (Including trading, processing and marketing) 03 Cooperative or other business support organization  04 All of above  05 Other | | |
| Please indicate if any of these characteristics apply to the business | | SINGLE-SELECT  01 Multinational corporation or subsidiary 02 One-person business (Single ownership/sole proprietor) 04 Farming business 05 Cooperative 06 Social enterprise 07 Import/export agent 08 Partnership (from 2 to 20 partners) 09 Private limited company (up to 50 shareholders) | | |
| Do you have a business setup / office at more than one geographic location? | | SINGLE-SELECT  01 Yes 02 No | | |
| Is your Business Registered? | | SINGLE-SELECT  01 Yes 02 No | | |
| If answer to above is Yes, indicate the relevant Authority/Department with which business is registered | | TEXT | | |
| Is Business registered with Tax Department? | | SINGLE-SELECT  01 Yes 02 No | | |
| Do you conduct financial Audit of Business? | | SINGLE-SELECT  01 Yes 02 No | | |
| **MODULE B1: FARM INFORMATION** | | | | |
| **B.A TYPE AND SIZE** | | | | |
| What is your status on this farm? If "Other", stop the interview and ask for the owner | | SINGLE-SELECT  01 Land owner 02 Leased or renter 03 Sharecropping 04 Shared (cooperative owned) 05 Worker 07 Other | | |
| Please indicate your ownership type | | SINGLE-SELECT  01 Absentee ownership (rent it out) 02 Owner-operator: family farming only 03 Owner-operator: family and hired labour 04 Owner-operator: hired labour only 05 Owner Operator: Sharecropping | | |
| Do you have a registered title of the property? | | SINGLE-SELECT  01 Yes 02 No -09 Do not know | | |
| Please indicate how you operate the land | | SINGLE-SELECT  01 Family labour only 02 Family and hired labour 03 Hired labour only 04 Sharecropping  05 All of above | | |
| How many hectares of land do you operate? Include main and any subsidiary plots, adding them together. Convert from local land measure to hectares please.  01 Hectare = 2.47 Acres | | NUMERIC: INTEGER | | |
| How many people are currently living in this household? Include N/A if not applicable | | NUMERIC: INTEGER | | |
| Of the people who are living in this household, how many are exclusively engaged on the farm/Business?  Include N/A if not applicable | | TEXT | | |
| Of the household members exclusively engaged on the farm/Business, How many are paid? | | NUMERIC: INTEGER | | |
| Of the people who are living in this household, how many are working part-time on the farm/Business? Include N/A if not applicable | | NUMERIC: INTEGER | | |
| Of the household members working parttime on the farm/Business, How many are paid? | | NUMERIC: INTEGER | | |
| What proportion (out of 100) of your household's food consumption needs are met by food made on your farm/business? Include N/A if not applicable | | NUMERIC: INTEGER | | |
| How many full-time employees does this farm/business currently employ? Please exclude the contribution of family, seasonal and part time workers. | | NUMERIC: INTEGER | | |
| Of the full time Employees, how many are male and female? | | NUMERIC: INTEGER  Male:  Female: | | |

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| **B.B PRODUCTION** | |
| Please indicate what types of products you sell | MULTI-SELECT  01 Fruit 02 Vegetables 03 Livestock 04 Other |
| Please indicate the Vegetables you sell | MULTI-SELECT: ORDERED  01 Onion  02 Tomato  03 Other |
| Please indicate the Fruits you sell | MULTI-SELECT: ORDERED  01 Banana  02 Mango  03 Dates  04 Grapes  05 Olive  06 Other |
| Are you a livestock farmer/business | SINGLE-SELECT  01 Yes 02 No *in case No, skip following four questions* |
| Please indicate type and number of animals / chicken if you have an animal / poultry farm  Only GRASP targeted value chain | MULTI-SELECT  01 Goat \_\_\_\_\_\_\_\_\_\_\_ 02 Sheep \_\_\_\_\_\_\_\_\_\_\_ 03 Cow \_\_\_\_\_\_\_\_\_\_\_ 04 Buffalo \_\_\_\_\_\_\_\_\_\_\_  05 Poultry \_\_\_\_\_\_\_\_\_\_\_  06 \_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_  07 Other \_\_\_\_\_\_\_\_\_\_\_ |
| Please indicate the meat you sell | MULTI-SELECT: ORDERED  01 Beef  02 Chicken  03 Lamb/mutton  04 Other |
| Please indicate the dairy you sell | MULTI-SELECT: ORDERED  01 Milk  02 Cheese  03 Butter  04 Yogurt  05 Eggs  06 Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Please indicate the Other Animal Products you Sell | MULTI-SELECT: ORDERED  01 Wool 02 Hide 03 Live Animal 04 Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |

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| **MODULE B2: AGRIBUSINESS INFORMATION** | | | | |
| B.A ESTABLISHMENT TYPE AND EMPLOYMENT INFORMATION | | | | |
| How many seasonal workers do you employ? If no seasonal workers, enter value = 0  Minimum One month employment is considered as seasonal. | | | | NUMERIC: INTEGER |
| If you employ seasonal workers, what is the peak season to employ them? Please indicate Months | | | | TEXT |
| **B.B SECTOR, PRODUCTION, AND MARKET LINKAGES** | | | | |
| What is your establishment's main sector of activity? (main source of income) | | | | SINGLE-SELECT  01 Fruits 02 Vegetables 03 Livestock |
| Please indicate and rank the THREE main FRUITS where you operate | | | | MULTI-SELECT  01 Apple  02 Apricot  03 Banana  04 Ber (jujube)  05 Citrus  06 Dates  07 Grapes  08 Guava  09 Mango  10 Melons  12 Pears  13 Plums  14 Pomegranate  15 Olive  16 Other |
| Please indicate and rank the THREE main VEGETABLES where you operate | | | | MULTI-SELECT: ORDERED  01 Cabbage  02 Carrots  03 Cauliflower  04 Chilies  05 Lady Finger/Okra  06 Onions  07 Peas  08 Potatoes  09 Radish  10 Spinach  11 Squash (Tinda)  12 Tomatoes  13 Turnip  14 Garlic  15 Other |
| Please indicate and rank the THREE main LIVESTOCK where you operate | | | | MULTI-SELECT  01 Cattle  02 Camels  03 Cow  04 Buffalo  05 Goats  06 Sheep  07 Poultry  08 Other |
| Please select the TYPE of product that represented the largest proportion of annual sales | | | | SINGLE-SELECT: CASCADING  01 Cattle  02 Buffalo  03 Sheep  04 Goats  05 Potato  06 Tomato  07 Onions  08 Garlic  09 Cauliflower  10 Cabbage  11 Carrot  12 Turnips  13 Radish  14 Peas  15 Spinach  16 Olives  17 Mango  18 Banana  19 Grapes  20 Dates  21 Dairy  22 Meat  23 Wool & Hide  24 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Currently, what is the product or service that represents the largest proportion of annual sales? Please be as specific as possible, e.g. yogurt production, fruit juices, Beef, mutton etc | | | | TEXT |
| How many metric tons of this main product did you sell in the last full calendar year? | | | | SINGLE-SELECT:  01 01 – 10 Tons  02 10 – 20 Tons  03 20 – 40 Tons  04 40 – 60 Tons  05 60 – 80 Tons  06 80 – 120 Tons  07 120 – 200 Tons  08 200 – 400 Tons  09 400 – 600 Tons  10 More than 600 Tons |
| Does the business alter this main product before selling it? | | | | MULTI-SELECT: YES/NO  01 None. The product is sold in its primary/raw form 02 Cleaning, sorting and weighing 03 Grading 04 Processing (e.g. production of cheese or ghee from milk or sausages from meat) 05 Packaging 06 Marketing and advertising (e.g. labelling, publicity etc.) 07 Blending of varieties 08 Downstream value chain management (bulking, transportation etc.) 09 Other 10 Do not know |
| What type of packaging do you use? Where and who do you source it from? Please be specific and mention name and location of the package supplier. | | | | TEXT |
| *Of your total sales of this main product in the last year, what percentage of this company’s sales were (answer the following questions):* | | | |  |
| Fresh products for immediate consumption Answer format: "38", not "0.38" nor "38%" or any other variation there of.  Check numbers entered for ownership questions are equal to 100 | | | | NUMERIC: INTEGER |
| Processed products sold to buyers in Pakistan for consumption in Pakistan Answer format: "38", not "0.38" nor "38%" or any other variation there of.  Check numbers entered for ownership questions are equal to 100 | | | | NUMERIC: INTEGER |
| Sold to a middleman in Pakistan who then exported the product to a different country Answer format: "38", not "0.38" nor "38%" or any other variation there of.  Check numbers entered for ownership questions are equal to 100 | | | | NUMERIC: INTEGER |
| Exported directly by this business to another country Answer format: "38", not "0.38" nor "38%" or any other variation there of.  Check numbers entered for ownership questions are equal to 100 | | | | NUMERIC: INTEGER |
| Which countries do you export your primary product to? Select all that apply. Leave blank if firm does not export. Be ready to look up the country co de using the list of countries provided. The list can also be found in App endix B.2 | | | MULTI-SELECT  01 Afghanistan 02 China 03 Iran 04 Middle-East 05 Siri Lanka 06 Europe 08 USA 09 Central Asia 10 Canada 11 Australia 12 Turkey 13 Other 14  15  16 N/A | |
| **PAKISTAN TYPE OF AGRIBUSINESS MODULE** | | | | |
| Which statement best applies to this establishment's business activity? | | | MULTI-SELECT  01 INPUT SUPPLIER: provides inputs (goods or services) to be used in production (e.g. fodder, fertilizer, tools, refrigeration, storage, advisory services)  02 COLLECTOR/TRADER: purchases a good with the intention of selling them rather than consuming or using them (e.g. beoparis, arthis, exporters)  03 PROCESSOR: adds value to (transforms) a good and resells. For example: cheese production, slicing/marinating of meat products, sorting, cleaning, slicing fruits and vegetables, fruit juices or jams, etc.  04 Grower / Producer: primary producer / grower of fruit, vegetables and livestock.  05 Other | |
| If "Other", please specify what business activity do you undertake? | | | MULTI-SELECT  01 Farming  02 Input Supplier  03 Trade/Collector  04 Agro-processing  05 Other | |
| If you are an INPUT SUPPLIER, what inputs do you provide to farmers? | | MULTI-SELECT  01 Packaging and labelling material suppliers 02 Green house materials & equipment suppliers 03 Cold storage services 04 Transport and logistic companies 05 Certification/inspection services 06 Seed companies 07 Fertilizer suppliers 08 Agrochemicals (herbicide/ Pesticide/ fungicide) suppliers 09 Training and advisory service providers 10 Irrigation equipment suppliers 11 Genetic material suppliers (e.g. Breeding stock, semen for artificial insemination) 12 Animal breeding services 13 Feed input suppliers (forage/fodder, formulated feeds) 14 Veterinary drugs and vaccines 15 Animal health services (such as primary health services, including vaccinations,parasite removal) and animal care services (e.g. herding) 16 Small equipment and tools suppliers (feeding and watering equipment, pulley hoists, hooks, cheese cutters, hand tools) 17 Labor Supplier / Contractor 18 Large Farming Equipment Supplier/Rental (Tractor, Harvester etc.) 19 Other \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | |
| If you are a COLLECTOR/TRADER, what is your role? | | MULTI-SELECT  01 Beopari (Village Level Trader) 02 Katcha Arthi (Commission Agent) 03 Pharias (Wholesaler) 04 Dodhis (Milk Collection Agents) 05 Exporter 06 Milk Retailers 07 Meat Retailers 08 Other | | |
| If you are a PROCESSOR, what is your main activity in food processing? | MULTI-SELECT  01 Primary agro-processing - Fruits and vegetables: Cut, peel, sort, grade, dry and package fruits and vegetables 02 Secondary agro-processing – Fruits and vegetables: Canned fruits and vegetables 03 Secondary agro-processing – Fruits and vegetables: Juice, purees and pulps 04 Secondary agro-processing – Fruits and vegetables: Sauces, chutneys 05 Secondary agro-processing – Fruits and vegetables: Processed food and snacks (e.g. soup concentrates, powders) 06 Secondary agro-processing – Fruits and vegetables: Vegetable oils 07 Secondary agro-processing – Fruits and vegetables: Sweets (e.g. candied fruit), Dobakery, and confectionery 08 Secondary agro-processing – Fruits and vegetables, other processed food 09 Primary processing of Meat: Deboned, cut, packed meat (such as slaughters and abattoirs) 10 Secondary processing of Meat: Ground meat, smoked meat and sausages 11 Secondary processing of Meat: animal fat and oils 12 Secondary processing of Livestock: Skin/Hides and Wool 13 Primary processing of Milk : Packaging, refrigeration, pasteurization,  14 Secondary processing of Milk : Refined Butter/Desi ghee, Sweets, Yogurt, Butter, Cheese, Packaged Milk. 15 Other | | | |
| Do you offer any of these product differentiation (value-added) features? | MULTI-SELECT  01 None 02 Quality Standards are applied (National and International) 03 Special variety/Unique breed is offered 04 Branding and packaging 05 Organic or contaminant-free products 06 Other | | | |
| If "Other", please specify what product differentiation/value addition features do you offer | TEXT | | | |
| Which new export markets are you interested in?  Leave blank if firm does not want to export to any additional countries. Be ready to look up the country code using the list of countries provide d. The list can also be found in Appendix B.2  Please only choose countries that you are not already exporting to. | MULTI-SELECT  01 Afghanistan  02 China  03 Iran  04 Middle East  05 Central Asia  06 Europe  07 Turkey  08 USA  09 Canada  10 Australia  11 Siri Lanka  12  13  14 N/A | | | |
| Why are you interested in exporting to these export markets? | TEXT | | | |
| To which Provinces are you selling products directly | MULTI-SELECT  01 Sindh  02 Punjab  03 KPK  04 Balochistan  05 Kashmir  06 GB | | | |
| Which province you want to sell in future (Please mention two cities) | MULTI-SELECT  01 Sindh  02 Punjab  03 KPK  04 Balochistan  05 Kashmir  06 GB | | | |
| For the preferred Province(s) for sale, mention two focal cities in each | TEXT | | | |
| Please select top THREE constraints faced by this business | MULTI-SELECT  01 Lack of support to conduct research and development 02 Problems with electricity supply 03 Limited access to land 04 Unreliable input suppliers 05 Low quality of input 06 Limited access to skilled workers 07 Limited access to finance 08 Limited access to information and communication technology 09 Limited access to transport infrastructure 10 Lack of modern storage facilities 11 Scarcity of adequate packaging materials 12 Poor branding/promotion of Pakistani products in domestic market 13 Burdensome government regulations or institutional mismanagement 14 Corruption/Crime 15 Weak dissemination of market information 16 Weak coordination/cooperation with other sector companies 17 Limited Access/Awareness/Adoption of New Technology 18 Volatile commodity market 19 Inflation 20 High Cost of Production 21 High Cost of inputs / raw materials  22 High Cost of Sourcing 23 Uncertain Political and Security Situation 24 Weak Regulatory Environment  25 Lack of Packing and Packaging Materials /Services 26 Lack of Certifications / Quality Standards /Licenses 27 Lack of Product Innovation and value addition 28 Lack of Extension services and coverage 29 Lack of proper infrastructure (sheds, building etc.)  30 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  31 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | | |

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| **MODULE B3: BUSINESS SUPPORT ORGANIZATION INFORMATION** | | |
| Please indicate whether the organization is managed by government or private sector actors | | SINGLE-SELECT  01 Fully or mainly private managed 02 Fully or mainly government managed 03 Jointly public and private |
| If this organization is member-based, how many members does the organization approximately have? | | TEXT |
| Is the organization a cooperative? | | SINGLE-SELECT  01 Yes 02 No |
| In which category your organization mandate fall, plese tick one | | MULTI-SELECT  01 National economic development 02 Business development 03 Business support |
| Please indicate the focus of the organization, if any Industry or sector specific: Organization supporting a specific industry or sector, e.g. manufacturing, coffee, etc. Specific Client Group: Organi zation supporting a specific group of businesses, e.g | | MULTI-SELECT  01 Industry or sector specific 02 Specific client group 03 Function-specific 04 None |
| Which of the following means of irrigation are available to you? | | MULTI-SELECT  01 None (rain-fed or dryland farming) 02 Drip irrigation 03 Canal 04 Own pump/bore/boring/tube well 05 River/pond/stream 06 Water tanker 07 Government tube wells 08 Well 09 Sprinkle irrigation 10 Other |
| What are main three biggest obstacles related to basic infrastructure, processing and storage facilities faced by the farm? (Example: 1. transport, 2. access to land, 3. electricity, technology or water supply, access to storages, etc.). | | TEXT   1. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 2. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ 3. \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Do you have a quality protocol with your buyer for the main product? | | SINGLE-SELECT  01 Never 02 Yes, but not for the main product 03 Sometimes and for all products 04 Always, but not for all products 05 Always, and for all products 06 Do not know |
| Does your client/buyer sometimes reject your products? | SINGLE-SELECT  01. Yes, between 80 and 100% of produce is rejected by our main buyer 02. Yes, between 60 and 80% of produce is rejected by our main buyer 03. Yes, between 40 and 60% of produce is rejected by our main buyer 04. Yes, between 20 and 40% of produce is rejected by our main buyer 05. Yes, but less than 20% of produce is rejected by our main buyer 06. No, none of our produce is ever rejected by buyers 07 Do not know | |
| Does your business’ main product or service hold any of the following type of internationally recognized certificates? | MULTI-SELECT  01 Food safety certificate 02 Labour safety certificate 03 Quality or performance certificate 04 Sustainability certificate 05 Other type of certificate 06 No recognized certificate held 07 Do not know | |
| Does this farm’s main product hold any internationally recognized certificate? If yes, please indicate which one: | MULTI-SELECT: YES/NO  01 Food Safety Certificate  02 Labour Safety Certificate  03 Quality or Performance Certificate  04 Sustainability Certificate  05 Other type of certificate  06 No recognized certificate held  07 BPA  08 ISO 9001: 2015  09 GLOBAL GAP  10 Organic Certification  11 Fair Trade  12 HACCP  13 ISO 22000  14 Environmentally Sustainable  15 Do not know | |

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| **MODULE C: CAPACITY TO COMPETE** | |
| *The following 6 questions are about your main clients. Who are your main clients (direct buyers)? Please indicate a percentage for each. Answers must add to 100%* | |
| Farmers/Farmers' Group (Association, Cooperative) | NUMERIC: INTEGER |
| Traders/Intermediaries | NUMERIC: INTEGER |
| Domestic firm which processes the purchased product | NUMERIC: INTEGER |
| Direct retail (supermarkets, restaurant, hotels) | NUMERIC: INTEGER |
| Direct exports | NUMERIC: INTEGER |
| Other | NUMERIC: INTEGER |

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| **E.A FINANCIAL REQUIREMENTS** | |
| From whom have you borrowed money? | MULTI-SELECT  01 Never borrowed money 02 Agricultural bank (e.g. Zarai Taraqiati Bank Ltd.) 03 Commercial bank 04 NGO 05 Cooperative 06 Other formal institution 07 Informal money lender 08 Trader 09 Other farmers 10 Family and friends 11 Other informal lenders |
| If you haven’t availed loan - Are you willing to avail loan ? | SINGLE-SELECT  01 Yes 02 No 03 Do not know |
| What are your sources of financing? | MULTI-SELECT  01 Commercial bank 02 Own savings 03 Friends and family 04 Informal money lender 05 Other |
| If "Other", please specify your source of financing.) | TEXT |
| If you have ever taken a loan, what was the purpose of the loan? | MULTI-SELECT  01 Never taken a loan 02 Machinery 03 Buildings 04 Marketing 05 Training 06 Other |
| If "Other", please specify the purpose of the loan. | TEXT |
| **E.B SKILLS AND TRAINING REQUIREMENTS** | |
| How many training sessions have you attended in the last **three** year? | NUMERIC: INTEGER |
| What are the THREE main areas of training you need to improve your agricultural activities? | MULTI-SELECT: ORDERED  01 Selecting and buying inputs 02 Methods of planting 03 Use of fertilizers 04 Pest and disease control 05 Crop rotation 06 Crop diversification (trying new crops) 07 Harvest 08 Post-harvest activities (for example: sorting and drying) 09 Water management 10 Use of new technology 11 Animal health management 12 Housing of livestock 13 Animal nutrition management and feed formulation 14 Animal breeding 15 Value Addition 16 Processing 17 Other |
| What are the top 3 skills that your company is lacking? | MULTI-SELECT  01 Primary production 02 Post-harvest 03 Food safety 04 Logistics 05 Access to domestic markets 06 Business development 07 Strategic management 08 Marketing 09 Finance 10 Digital 11 Export 12 International language  13 Clean and Green Production |

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| **MODULE F: GENDER** | |
| How many full-time female employees does this farm / Business currently employ? Please exclude the contribution of seasonal and part time workers.  The number of permanent female workers must be lower or equal to the number of permanent workers | NUMERIC: INTEGER |
| List all the activities in your enterprise that are typically done by women (examples: watering, weeding, collecting fodder, Finance) | TEXT |
| Which of your business activities are typically done by women? (e.g. drying, sorting, bookkeeping, cleaning, packaging, etc.) | TEXT  1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  3.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| List all the activities in your enterprise that are typically done by men (examples: watering, weeding, collecting fodder, finance) | TEXT  1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  3.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| List all the crops that are managed by women | TEXT  1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  3.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| List all the crops that are managed by men | TEXT  1.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  2.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  3.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| Who is more likely to attend training sessions? | SINGLE-SELECT  01 Men 02 Women 03 Don't know |
| How many of female employees are at Managerial / Supervisory Positions within your business/farm? | NUMERIC: INTEGER |
| Are there any women-only training programmes available in your area? If yes, in which topics and who are the main women- only training providers? Please describe briefly. | TEXT |
| Sales | 01 02 Million or less   02 02 Million to 20 Million   03 20 Million to 650 Million |
| Land | 01 less than 5 Acre   02 05 Acre to 25 Acres   03 25 Acres plus |
| Do you have an expansion plan? | 01 Yes  02 No |
| If yes, please share your expansion plan | 01 Processing  02 Adopting new technology  03 Processing  04 Cold Storage  05 Small Industrial Unit  06 Other |

**General Instructions / Guidelines for Filling the form**

1. To Filled by all Core Partners / POs when identifying different businesses for GRASP
2. No other information is required at this stage
3. Only Tick the relevant options and do not overwrite
4. Put N/A where not applicable
5. Parts of the form are not applicable for very small businesses
6. Provide information to the point, and as asked / required
7. Please fill the other option if your business product is not mentioned
8. Please clarify with the GRASP Business development team where there is a confusion.

Sindh: Ms. Shazia: 0300 1008771 Balochistan: 0333 9511135