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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 numberOptional. Please include country code (Cell number and landline number (if available)) | TEXT Cell: +92 \_\_\_\_\_\_\_\_\_\_\_\_\_\_  Landline: +92\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  |
| EmailIf 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 [ ]  BalochiOther  |
| 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 farmOnly 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 = 0Minimum 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 chainmanagement (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 consumptionAnswer 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 PakistanAnswer 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 countryAnswer 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 countryAnswer 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 provided. The list can also be found in Appendix B.2Please 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 anyIndustry 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