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

Coffee

Cocoa

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


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

I. FAST SIAMT

Theory of Change

FAST SIAMT

External factors

Outcomes

Real Impact

Activities

Output

Financial Intervention

Intended Impact of Investors

Chain of Causality of Impact Assessment
II. FAST SIAMT 1.0

4 Core Elements

1. Core Impact Issues

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

Examples:

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

- 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
### FAST SIAMT Core Indicator at SME Level

<table>
<thead>
<tr>
<th>Indicator Name</th>
<th>Definition</th>
<th>Data Entries</th>
<th>Related IRIS Indicator (s)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales volume</td>
<td>% of production sold of the total produced or harvested</td>
<td>Amount of the total product sold of target crop during the reporting period</td>
<td>Amount of the product or service sold by the organization during the reporting period.</td>
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**Definition:**
Amount of the product or service sold by the organization during the reporting period. This metric should be reported in conjunction with Unit of Measure (PD1602).
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

Collection of Impact Data: Members and Partners

Aggregation of Impact Data: per country, agriculture product/service, type of SME

Analysis, Benchmark and Synthesis of Information

In partnership with others
IV. FAST Agriculture SME- Market and Impact Database

- SME performance reports
- Agriculture market performance reports
- Peer reports and benchmarks
THANK YOU
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