**CIAT – A4NH – Value Chain for Nutrition Project**

**SME survey 2015**

**for Bean Value Chains in Uganda and Kenya**

Section 0: Introduction and Identification

INTRODUCTION TO THE SME OWNER/OPERATOR TO BE INTERVIEWED:

My name is [NAME] and I am working with CIAT. We are gathering information about Small and Medium Sized Enterprises (SMEs) involved in the trading, storing, processing, wholesaling and/or retailing of beans and bean products across Uganda and Kenya. Based on the results of this survey, the second phase of this project (in 2016) will design, implement and evaluate key interventions to add economic and nutritional value to the activities of selected SMEs. If you agree to participate in this interview, we will ask you about all aspects of your enterprise. The interview is expected to take 30 minutes.

Any information you provide that can identify you will be kept strictly confidential by the parties conducting this study. These parties will use data for statistical purposes only.

Your participation is voluntary and you may choose not to answer any or all questions for any reason. In other words, you have the alternative to not participate and there will be no consequences for nonparticipation. You may contact Nicola Francesconi, the person in charge of the field work at CIAT, +221 33 869 9800 or email g.n.francesconi@cgiar.org, if you have questions, concerns or complaints about the study or your rights as a participant. If you have any questions for me, please feel free to ask at any time.

|  |  |
| --- | --- |
| 0-1. Survey number |  |
| 0-2. Name of enterprise |  |
| 0-3. Address of enterprise  (District, town, street) |  |
| 0-4. Telephone number of enterprise  (of the Proprietor, in case you are interviewing an employee) |  |
| 0-5. Name of interviewee |  |
| 0-6. Position of interviewee in enterprise | Added options1. Owner 2. Hired 3. Other |
| 0-7. Email address of interviewee |  |
| 0-8. Cell phone number of interviewee |  |

|  |  |
| --- | --- |
| 0-9. Interviewer: | |
| 0-10. Supervisor: | |
| 0-11. Date: | |
| 0-12. Start time: | 13. End time: |

**WHAT TYPOLOGY of RESPONDENT?**

**0-13 Shopkeepers/retailers selling most of his/her bean products directly to individual consumers**

**0-14 Tier 1 Supplier: wholesalers, traders, etc. selling most of their bean products to shopkeepers/retailers**

**0-15 Tier 2 Supplier: traders, middlemen, farmer groups selling their bean products to tier 1.**

**The typology and the highlighted table are Interchanged for ease of design in the tablet**

0-16. Who are your three main suppliers of beans and bean products?

(Always ask this question, even to Tier 2 suppliers)

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| 1. Name | | 1. Phone number | 1. Location/address | 1. Typology |
| 1. |  |  |  | 1. Individual farmers 2. Farmer group/org/coop 3. Middleman/trader/broker 4. Wholesalers 5. Shopkeepers/Retailers 6. Self-supplier/fully integrated business 7. Other |
| 2. |  |  |  | 1. Individual farmers 2. Farmer group/org/coop 3. Middleman/trader/broker 4. Wholesalers 5. Shopkeepers/Retailers 6. Self-supplier/fully integrated business 7. Other |
| 3. |  |  |  | 1. Individual farmers 2. Farmer group/org/coop 3. Middleman/trader/broker 4. Wholesalers 5. Shopkeepers/Retailers 6. Self-supplier/fully integrated business 7. Other |

**Section A: General information of the enterprise**

A-1. How would you describe the ownership structure of your enterprise? (*choose only one of the following)*

|  |  |
| --- | --- |
| 1 | Incorporated Co. |
| 2 | Limited Liability Company |
| 3 | Co-operative |
| 4 | Partnership |
| 5 | Family run |
| 6 | Sole Proprietor |
| 7 | Other |

A-2. Is your enterprise registered with or licensed by public institutions (chamber of commerce, municipalities, ministries, etc.)?

0.No\_\_\_\_\_\_\_\_ 1.Yes\_\_\_\_\_\_\_\_\_

A-3. What are the activities/services carried out by your enterprise concerning beans? (*multiple answers are possible*)

|  |  |  |
| --- | --- | --- |
| 1 | Brokering deals | 0.No 1.Yes |
| 2 | Purchasing and selling | 0.No 1.Yes |
| 3 | Sorting | 0.No 1.Yes |
| 4 | Storing (warehousing facilities) | 0.No 1.Yes |
| 5 | Processing | 0.No 1.Yes |
| 6 | Services to suppliers (credit mkt info, transportation, inputs) | 0.No 1.Yes |
| 7 | Other | 0.No 1.Yes |

A-4. Do you also deal with amaranth (in any form: leaves, grains, flour, etc.)? 0.NO 1.YES

A-5. If yes (A-4), what form of Amaranth do you deal with? (multiple answers are possible)

1. Leaves 0.No 1.Yes
2. Grain 0.No 1.Yes
3. Flour 0.No 1.Yes
4. Other 0.No 1.Yes

A.6. When did the enterprise begin its operations?

*(In case you cannot specify, make an approximation)*

|  |
| --- |
|  |

|  |
| --- |
|  |

Year: Month:

|  |  |
| --- | --- |
| A-7. | When did the enterprise begin to deal with beans? |

*(if you started to deal with beans from the very beginning, then just put the same year and month as in A.6)*

*(In case you cannot specify, make an approximation)*

|  |
| --- |
|  |

|  |
| --- |
|  |

a. Year b.Month:

|  |  |
| --- | --- |
|  | A-8. During which of the last 12 months did the enterprise operate  *(we only refer to operations regarding beans)* |

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Month | |  |  |  | 1. Yes |  | Month | |  |  |  | 1. Yes |
|  | |  |  |  | 0. No |  |  | |  |  |  | 0. No |
| 1 | Sept. 14 | | |  |  |  | 7 | March 15 | | |  |  |
| 2 | Oct. 14 | | |  |  |  | 8 | April 15 | | |  |  |
| 3 | Nov. 14 | | |  |  |  | 9 | May 15 | | |  |  |
| 4 | Dec. 14 | | |  |  |  | 10 | June 15 | | |  |  |
| 5 | Jan. 15 | | |  |  |  | 11 | July 15 | | |  |  |
| 6 | Feb. 15 | | |  |  |  | 12 | Aug. 15 | | |  |  |

**Section B: CHARACTERISTICS OF THE PROPRIETOR**

*(Consider only the main active proprietor of the enterprise, in case there is more than one;* or the “president” if the SME is a cooperative**;** *do not considered hired managers)*

B-1. Characteristics of the Proprietor

|  |  |
| --- | --- |
| 1. Age |  |
| 2. Sex (1. Male; 2. Female…..) |  |
| 3. Marital Status [Code 6] |  |
| 4. Highest educational level attained [Code 7] |  |
| 5.Total number of years (completed) of formal education received: |  |
| 6. Have you lived abroad for more than 6 months in the past? | 0.No 1.Yes |
| 7. Have you received any other training specific to your work? | 0.No 1.Yes |
| 8. if yes (7), where? | 1. In country 2. Other African country 3. Outside Africa |
| 9. Do you belong to a ... |  |
| a. Professional/Enterprise/ Market Association? [Code 8] |  |
| b. Labor Union? [Code 8] |  |
| c. Revolving scheme or “merry go round” for insurance and credit?  [Code 8] |  |
| d. Saving and credit cooperatives (SACCOs) [Code 8] |  |

|  |  |  |
| --- | --- | --- |
| Code 6: Marital status | Code 7: Educational level | Code 8: level of participation |
| 1. Married | 1. No formal education | 1. Yes, active member |
| 1. Common-law-relationship (Co-habitation) | 1. Primary | 2. No, does not belong |
| 1. Divorced/Separated | 1. Junior high school/ordinary level | 3. Yes, non-active member |
| 1. Widowed | 1. Senior high school | 4. No, does not exist |
| 5. Never Married/single | 1. Vocational Training College |  |
|  | 1. Training College |  |
|  | 1. University |  |
|  | 1. Other |  |

Please allow us to move this section to immediately after 0-8 for ease of flow?

**Section C: FINANCIAL ASPECTS**

C-1. During the past 12 months, did you apply for a loan to finance your business (including the bean business)?

0. NO 1. Yes (If no skip to C-4)

C-2. If yes (C-1), describe the largest loan obtained during the last 12 months to finance your bean business?

|  |  |
| --- | --- |
|  | 1. Largest loan |
| 1. What was the amount of the loan? (L$) |  |
| 1. Who was the lender? [Code 10] |  |
| 1. What did you use the loan for? [Code 11] |  |
|  |  |

|  |  |
| --- | --- |
| Code 10: Lenders | Code 11: Loan use |
| 1. Commercial Bank | 1. Raw materials/inputs/supply |
| 1. Credit Union | 2. Salaries |
| 1. Cooperative Bank 2. SACCO | 3. Buildings |
| 5. Community Development Fund | 4. Equipment |
| 6. Self-Start Fund | 5. Other |
| 7. Micro finance |  |
| 8. Other Public Program |  |
| 9. National Development Foundation |  |
| 10. Other NGO |  |
| 11. Small business Lender Association |  |
| 12. Input supplier |  |
| 13. Family or friends |  |
| 14. Local money lender |  |
| 15. Informal merry go round or revolving scheme  16. Other |  |

|  |
| --- |
|  |
|  |

C-3. Have you ever fallen behind in repaying a loan (that benefited your bean business) during the past 12 months? (1.Yes; 0. No)

C-4. Do you have (formal) insurance coverage for your business (including the bean business)? 0. No 1.Yes

C-5. If yes, how much do you pay for (formal) insurance coverage on a yearly basis? L$\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Section D: TRANSACTIONS**

D-1. Did you deal (buy and sell) with the following products over the last 12 months?

1. Dry beans? 0.NO 1.YES
2. Beans that are specifically/consciously sold as seeds (not only as grains)? 0.NO 1.YES
3. Green (fresh) beans? 0.NO 1.YES
4. Pre-cooked beans? 0.NO 1.YES
5. Bean flour? 0.NO 1.YES
6. Canned beans? 0.NO 1.YES
7. Other bean products? 0.NO 1.YES

D-2. Did you provide any of these services to your bean buyers or suppliers over the past 12 months?

1. Transportation services? 0.NO 1.YES
2. Credit? 0.NO 1.YES
3. (consciously provided) Information, advise or training? 0.NO 1.YES
4. Inputs or equipment? 0.NO 1.YES

D-3. What is the total value of beans and bean products you procured and sold over the last 12 months? (annual turn-over)

*(If you don't know, please make an approximation)*

L$ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

D-4. Please describe the performance of your bean business **over the last month (or 30 days)**

(only for bean products):

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| 1. Kg  procured | 3. Total procurement  Value (L$) | 4. KG sold | 5.Total sales value (L$) | 7. Kg of lost products | |
| D-5. Please indicate when bean buying prices are particularly high and low:   |  |  |  | | --- | --- | --- | | **Months** | **High Price** | **Low Price** | | a.August | 0.No 1.Yes | 0.No 1.Yes | | b.July | 0.No 1.Yes | 0.No 1.Yes | | c.June | 0.No 1.Yes | 0.No 1.Yes | | d.May | 0.No 1.Yes | 0.No 1.Yes | | e.April | 0.No 1.Yes | 0.No 1.Yes | | f.March | 0.No 1.Yes | 0.No 1.Yes | | g.February | 0.No 1.Yes | 0.No 1.Yes | | h.January | 0.No 1.Yes | 0.No 1.Yes | | i.December | 0.No 1.Yes | 0.No 1.Yes | | l.November | 0.No 1.Yes | 0.No 1.Yes | | m.October | 0.No 1.Yes | 0.No 1.Yes | | n.December | 0.No 1.Yes | 0.No 1.Yes |   D-6. What is the average difference in price between high and low season?  ( Select one of the following choices)   1. Average bean price during high season is about double (i.e. 100% higher) than the average price during the low season 2. Average bean price during high season is about 50% higher than the average price during the low season 3. Average bean price during the high seasons is about 25% higher than the average price during the low season 4. Average bean price during the high seasons is more or less the same, or just slightly higher than the average price during the low seasons.     D-7. Please Indicate when bean procurement is particularly high or low:  (What are the months during which you procure a lot and a little beans and bean products?)   |  |  |  | | --- | --- | --- | | **Months** | **High Procurement** | **Low Procurement** | | a.August | 0.No 1.Yes | 0.No 1.Yes | | b.July | 0.No 1.Yes | 0.No 1.Yes | | c.June | 0.No 1.Yes | 0.No 1.Yes | | d.May | 0.No 1.Yes | 0.No 1.Yes | | e.April | 0.No 1.Yes | 0.No 1.Yes | | f.March | 0.No 1.Yes | 0.No 1.Yes | | g.February | 0.No 1.Yes | 0.No 1.Yes | | h.January | 0.No 1.Yes | 0.No 1.Yes | | i.December | 0.No 1.Yes | 0.No 1.Yes | | l.November | 0.No 1.Yes | 0.No 1.Yes | | m.October | 0.No 1.Yes | 0.No 1.Yes | | n.December | 0.No 1.Yes | 0.No 1.Yes |   Added a column for none, procurement may not occur in all months  D-8. Please indicate when bean sales are particularly high or low:   |  |  |  | | --- | --- | --- | | **Months** | **High Sales** | **Low Sales** | | a.August | 0.No 1.Yes | 0.No 1.Yes | | b.July | 0.No 1.Yes | 0.No 1.Yes | | c.June | 0.No 1.Yes | 0.No 1.Yes | | d.May | 0.No 1.Yes | 0.No 1.Yes | | e.April | 0.No 1.Yes | 0.No 1.Yes | | f.March | 0.No 1.Yes | 0.No 1.Yes | | g.February | 0.No 1.Yes | 0.No 1.Yes | | h.January | 0.No 1.Yes | 0.No 1.Yes | | i.December | 0.No 1.Yes | 0.No 1.Yes | | l.November | 0.No 1.Yes | 0.No 1.Yes | | m.October | 0.No 1.Yes | 0.No 1.Yes | | n.December | 0.No 1.Yes | 0.No 1.Yes |   How do we treat the average months, the ones that are neither high nor low?  Do we add a column for average, or all months be treated as either high or low?  D-9. How do your bean sales over the last 12 months compare to those of the previous year?  [Code 14] \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | | | |
| D-10. If they increased or decreased, by which percentage did they change?  [Code 15] \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ | | | | |

|  |  |
| --- | --- |
| Code 14: Tendency of sales | Code 15: Percentage of change  (make examples: let’s assume that last year you sold 100 bags in total, how many did you sell the year before?) |
| 1.   Increased | 1. Less than or equal to 25% |
| 2.   Decreased | 2. Between 26% and 50% |
| 3.   Did not vary (go to D-10)  4. The bean business started less than 2 years ago. | 3. Between 51% and 75% |
|  | 4. Between 76% and 100% |
|  | 5. More than 100% |

D-11. From whom have you procured your bean supply over the past 12 months?

|  |  |  |  |
| --- | --- | --- | --- |
|  | |  | % of procurement |
| 1 | Individual farmers | |  |
| 2 | Farmer groups/coops/ass. | |  |
| 3 | Itinerant collectors/hawkers/brokers middlemen/traders | |  |
| 4 | Wholesalers (no direct sales to final consumers) | |  |
| 5 | Retailers (shops, market-stands, etc., selling directly to final consumers) | |  |
| 6 | (Inter)national importers | |  |
| 7 | Other | |  |
|  | |  | 100% |

D-12. How have you procured your bean supply overt the last 12 months?

|  |  |  |  |
| --- | --- | --- | --- |
|  | |  | % of Sales |
| 1 | No previous agreement, full payment on the spot | |  |
| 2 | No previous agreement and delayed payment (in multiple tranches) | |  |
| 3 | Previous verbal agreement, full payment on the spot | |  |
| 4 | Previous verbal agreement, delayed payment (in multiple tranches) | |  |
| 5 | Written orders/contract, full payment on the spot | |  |
| 6 | Written order/contract, delayed payment (in multiple tranches) | |  |
| 7 | Other | |  |
|  | |  | 100% |

D-13. To whom have you sold your bean products over the last 12 months?

|  |  |  |  |
| --- | --- | --- | --- |
|  | |  | % of procurement |
| 1. | Individual consumers | |  |
| 2. | Farmer groups/coops/ass. | |  |
| 3. | Itinerant middlemen/traders/hawkers/brokers | |  |
| 4. | Retailers (shops, market stands, etc. selling directly to consumers) | |  |
| 5 | Wholesalers (no direct sales to consumers) | |  |
| 6. | Institutions (schools, hospitals, hotels and restaurants etc.) | |  |
| 7. | (Inter)national exporters | |  |
| 8. | Other | |  |
|  | |  | 100% |

D-14. How have you sold your bean supply over the past 12 months?

|  |  |  |  |
| --- | --- | --- | --- |
|  | |  | % of Sales |
| 1 | No previous agreement, full payment on the spot | |  |
| 2 | No previous agreement and delayed payment (in multiple tranches) | |  |
| 2 | Previous verbal agreement, payment on the spot | |  |
| 3 | Previous verbal agreement, delayed payment (in multiple tranches) | |  |
| 5 | Written orders/contract, payment on the spot | |  |
| 6 | Written order/contract, delayed payment (in multiple tranches | |  |
| 7 | Other | |  |
|  | |  | 100% |

D-15. Did you use brokers/intermediaries to sell bean products over the past 12 months? 0. NO 1.YES

D-16. If yes (D-15), what percentage of the bean supply did you sell through brokers/intermediaries over the past 12 months? %\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

D-17. Did you use brokers/intermediaries to procure bean products over the past 12 months? 0. NO 1.YES

D-18. If yes (D-17), what percentage of the bean supply did you procure through brokers/intermediaries over the past 12 months? %\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Section E: Product Quality/Safety**

E-1. Do you use pesticides/chemicals or other products to avoid contamination and spoilage of your bean supply?

0.No 1.Yes

E-2. Do you use plastic bags to sell your beans and bean products? 0.No 1.Yes

E-3. Do you face the following problems in your bean business?

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |  |  |  |  |  |  | YES | NO |  |
| 1 | The bean supply is not uniform (different, mixed varieties, different sizes and colors)  *This question does not apply to supplies of mixed beans.* |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |
| 2 | The bean supply is damaged (discolored, broken, shrunk, rotten, etc.) |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 3 | The bean seeds are germinated (sprouted) |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |
| 4 | Presence of foreign bodies in bean supply (stones, crop residues, etc.) |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |
| 5 | The bean seeds are infected/contaminated by weevils, pests, etc. |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |
| 6 | The bean seeds are moldy |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |
| 7 | Pesticides or other chemical residues in the bean supply |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |
| 8 | Other |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |

E-4. If you answered yes to E-3.1, who is causing uniformity problems in your bean supply?

*(select only one from the list below)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |
| 1 | Farmers |
|  | Farmer organizations |
| 3 | Brokers/traders |
| 4 | Transporters |
| 5 | Storer, warehouse owners |
| 6 | Processors |
| 7 | Wholesalers |
| 8 | Other |

E-5. If you answered yes to E-3.2, who is causing damages to your bean supply?

*(select only one from the list below)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |
| 1 | Farmers |
|  | Farmer organizations |
| 3 | Brokers/traders |
| 4 | Transporters |
| 5 | Storer, warehouse owners |
| 6 | Processors |
| 7 | Wholesalers |
| 8 | Other |

E-6. If you answered yes to E-3.3, who is causing germination in your bean supply?

*(select only one from the list below)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |
| 1 | Farmers |
| 2 | Farmer organizations |
| 3 | Brokers/traders |
| 4 | Transporters |
| 5 | Storer, warehouse owners |
| 6 | Processors |
| 7 | Wholesalers |
| 8 | Other |

E-7. If you answered yes to E-3.4, who is to be blamed for the presence of foreign bodies in your bean supply?

*(select only one from the list below)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |
| 1 | Farmers |
| 2 | Farmer organizations |
| 3 | Brokers/traders |
| 4 | Transporters |
| 5 | Storer, warehouse owners |
| 6 | Processors |
| 7 | Wholesalers |
| 8 | Other |

E-8. If you answered yes to E-3.5, who is to be blamed for infection/contamination in your bean supply?

*(select only one from the list below)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |
| 1 | Farmers |
| 2 | Farmer organizations |
| 3 | Brokers/traders |
| 4 | Transporters |
| 5 | Storer, warehouse owners |
| 6 | Processors |
| 7 | Wholesalers |
| 8 | Other |

E-9. If you answered yes to E-3.6, who is to be blamed for molds in your bean supply?

*(select only one from the list below)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |
| 1 | Farmers |
| 2 | Farmer organizations |
| 3 | Brokers/traders |
| 4 | Transporters |
| 5 | Storer, warehouse owners |
| 6 | Processors |
| 7 | Wholesalers |
| 8 | Other |

E-10. If you answered yes to E-3.7, who is to be blamed for pesticides/chemical residues in your bean supply?

*(select only one from the list below)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |
| 1 | Farmers |
| 2 | Farmer organizations |
| 3 | Brokers/traders |
| 4 | Transporters |
| 5 | Storer, warehouse owners |
| 6 | Processors |
| 7 | Wholesalers |
| 8 | Other |

E-11. If you answered yes to E-3.8, who is to be blamed for other problems in your bean supply?

*(select only one from the list below)*

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  |  |  |  |  |  |
|  |  |
| 1 | Farmers |
| 2 | Farmer organizations |
| 3 | Brokers/traders |
| 4 | Transporters |
| 5 | Storer, warehouse owners |
| 6 | Processors |
| 7 | Wholesalers |
| 8 | Other |

E-12. Do you select your bean supplies on the basis of which quality attribute?

(*select only the most important attribute from the following list)*

1. Reduced cooking time
2. Reduced flatulence
3. Taste/traditional recipes/Diet preferences
4. Maturity period (between planting and harvesting)
5. Grain size and/or colour
6. Storability or resistance to spoilage

THOUGHT WE AGREED THAT OPTIONS 1-6 ARE ALL CONSUMER PREFRENCES, WE WERE TO ONLY HAVE THE 3 BELOW?q

1. Availability
2. Purchasing Price/profit margin
3. Other consumer preferences

E-13. Do you sell certified beans? 1.YES 2.NO

E-14. If yes, they are certified by whom?

1. National quality or public health authority 1.Yes 0.No
2. Private certifications/labels 1.Yes 0.No
3. Others 1.Yes 0.No

E-15. Do you sell bio-fortified (e.g. iron enriched) beans? 0. No 1.Yes

E-16. Do you sell bean products that are industrially fortified (or enriched with vitamins, iron, etc.)? 0.No 1.Yes

E-17. Have you ever been inspected by national quality/health authorities? 0. No 1. Yes

E-18. If yes (E-17), how often were you inspected over the last year? 1. Never 2. Once 3. More than once

If yes to E-17, when will option 1 (NEVER) be applicable

Only options 2 and 3 are applicable in my opinion

E-19. Have you or any of your employees ever received any training to control/manage the quality/safety of your bean supply?

0. No 1. Yes

E-20. If yes (E-19), from whom? 1. Government 2. NGO 3. Private sector 4. Other

E-21. if yes (E-19), where were you trained? 1. In country 2. Other African country 3. Outside Africa

E-22. How do you control/manage the quality/safety of your bean supply?

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | | | |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | YES | NO |  |
|  | 1 | Quality control is based on subjective/personal tests | | | | | | | | | | |  |  | 1 | 0 |  |
|  | 2 | The quality of the bean supply is measured against a minimum acceptable standard | | | | | | | | | | |  |  | 1 | 0 |  |
|  | 3 The quality of the bean supply is graded on the basis of a continuous scale of values | | | | | | | | | | | | | | 1 | 0 |  |
|  | 4 | Other | |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

E-23. Do most of your buyers control the quality/safety of your bean products? 1.YES 2.NO

E-24. If yes (E-23), do they:

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
|  |  |  | | | |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | YES | NO |  |
|  |  | 1 | Quality control is based on subjective/personal tests | | | | | | | | | | |  |  | 1 | 0 |  |
|  |  | 2 | The quality of the bean supply is measured against a minimum acceptable standard | | | | | | | | | | |  |  | 1 | 0 |  |
|  |  | 3 The quality of the bean supply is graded on the basis of a continuos scale of values | | | | | | | | | | | | | | 1 | 0 |  |
|  |  | 4 | Other | |  |  |  |  |  |  |  |  |  |  |  | 1 | 0 |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

E-25. Have you rejected any bean supply that was offered to you during the last year? 0. No 1.Yes

E-26. if yes, why? 1. Poor quality 2. Unsafe 3. Unacceptable price 4. Other

E-27. if yes, how often? 1. Rarely 2.Sometimes 3. Frequently

E-28. What varieties of beans are in greatest demand?

|  |  |  |
| --- | --- | --- |
| 1 | K132 (Kawonera) | 1. Yes 0. No |
| 2 | KATB1 (Katheka) | 1. Yes 0. No |
| 3 | KATB9 | 1. Yes 0. No |
| 4 | KATX69 | 1. Yes 0. No |
| 5 | KATX56 | 1. Yes 0. No |
| 6 | NABE 2 | 1. Yes 0. No |
| 7 | NABE 4 | 1. Yes 0. No |
| 8 | NABE 6 | 1. Yes 0. No |
| 9 | NABE 10C | 1. Yes 0. No |
| 10 | NABE 12C (SUG31) | 1. Yes 0. No |
| 11 | NABE 15 | 1. Yes 0. No |
| 12 | NABE 16 | 1. Yes 0. No |
| 13 | Roba 1 | 1. Yes 0. No |
| 14 | Nyayo | 1. Yes 0. No |
| 15 | GLP585 | 1. Yes 0. No |
| 16 | NABE 21 | 1. Yes 0. No |
| 17 | NABE20/GLP2 | 1. Yes 0. No |
| 18 | GLP1004 | 1. Yes 0. No |
| 19 | Other | 1. Yes 0. No |
| 20 | Other | 1. Yes 0. No |
| 21 | Other | 1. Yes 0. No |
| 22 | Other | 1. Yes 0. No |
| 23 | Other | 1. Yes 0. No |

E-29. What varieties of beans do your suppliers offer you?

|  |  |  |  |
| --- | --- | --- | --- |
| 1 | K132 (Kawonera) | 1. Yes 0. No | Average price offered per Kg (L$): |
| 2 | KATB1 (Katheka) | 1. Yes 0. No | Average price offered per Kg (L$): |
| 3 | KATB9 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 4 | KATX69 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 5 | KATX56 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 6 | NABE 2 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 7 | NABE 4 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 8 | NABE 6 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 9 | NABE 10C | 1. Yes 0. No | Average price offered per Kg (L$): |
| 10 | NABE 12C (SUG31) | 1. Yes 0. No | Average price offered per Kg (L$): |
| 11 | NABE 15 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 12 | NABE 16 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 13 | Roba 1 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 14 | Nyayo | 1. Yes 0. No | Average price offered per Kg (L$): |
| 15 | GLP585 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 16 | NABE 21 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 17 | NABE20/GLP2 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 18 | GLP1004 | 1. Yes 0. No | Average price offered per Kg (L$): |
| 19 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |
| 20 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |
| 21 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |
| 22 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |
| 23 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |

E-30 . What varieties of beans do you actually deal with (buy and sell)?

|  |  |  |  |
| --- | --- | --- | --- |
| 1 | K132 (Kawonera) | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 2 | KATB1 (Katheka) | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 3 | KATB9 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 4 | KATX69 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 5 | KATX56 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 6 | NABE 2 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 7 | NABE 4 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 8 | NABE 6 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 9 | NABE 10C | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 10 | NABE 12C (SUG31) | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 11 | NABE 15 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 12 | NABE 16 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 13 | Roba 1 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 14 | Nyayo | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 15 | GLP585 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 16 | NABE 21 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 17 | NABE20/GLP2 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 18 | GLP1004 | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 19 | Other | 1. Yes 0. No | Average price (per Kg) at which you sell this variety (L$): |
| 20 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |
| 21 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |
| 22 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |
| 23 | Other | 1. Yes 0. No | Average price offered per Kg (L$): |

**Section G: EMPLOYMENT AND HUMAN RESOURCES**

G-1 Number of persons who currently work in the enterprise: n\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(*Including the proprietor)*

*Go to section H if there are no employees*

G-2 Number of persons who were working for the enterprise when established (if not known put NA): n\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

(*Including the proprietor)*

G-3. Distribution of the labor force by occupational category, gender, condition of employment, time of service, and relationship with the entrepreneur or working proprietor **(NUMBER OF PERSONS)**

(*Consider only those who work in the enterprise, do not include the entrepreneur or working proprietor)*

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Occupational category | |  | |  | |
| Employees  (salaried) | | Workers  (wage earner)  or casual labor | |
| Gender |  | 1.Male | 2.Female | 3.Male | 4.Female |
| Condition of employment | a. Full time with contract |  |  |  |  |
| b. Part time with contract |  |  |  |  |
| c. Without contract |  |  |  |  |
| d. Unpaid |  |  |  |  |
| Time of service  over the last 12 months | e. <3 months |  |  |  |  |
| f.3-6 months |  |  |  |  |
| g.7-12 months |  |  |  |  |
| h.1-2 years |  |  |  |  |
| i. > 2 years |  |  |  |  |
| Relationship to the proprietor(s) | l. Relative |  |  |  |  |
| m. Not a relative |  |  |  |  |
| Level of education | a. No formal education |  |  |  |  |
| b. Primary |  |  |  |  |
| c. Junior high school |  |  |  |  |
| d. Senior high school |  |  |  |  |
| e. Vocational College |  |  |  |  |
| f. University |  |  |  |  |
| g. Other |  |  |  |  |
| Age | h. < 15 years |  |  |  |  |
| i. 15 - 30 years |  |  |  |  |
| l. 31 - 45 years |  |  |  |  |
| m. 46 - 60 years |  |  |  |  |
| n. >60 years |  |  |  |  |

|  |
| --- |
| L$/month |

G-4. What is the current (last month) total amount of wages and salaries paid by the enterprise?

|  |
| --- |
|  |

G-5. Have you ever trained your workers? (Yes… 1; No…0)

**Section H: ASSETS AND INSTALLED CAPACITY**

|  |  |  |  |
| --- | --- | --- | --- |
| H-1. Assets | | a. Type of ownership?  [Code 17] | b. Market Value (*How much would you get if you sell your …)*  L$ |
| 1 | Land (where bean business is located) |  |  |
| 2 | Buildings (where bean business is located) |  |  |
| 3 | Transportation means |  |  |

|  |  |
| --- | --- |
|  | Code 17: Asset ownership |
| 1 | 1. N.A.   Owned |
| 2 | Rented (a fee is paid) |
| 3 | Borrowed (no fee) |
| 4 | Leased (renting for longer term, more formal, contract attached) |
| 5 | Other |

|  |
| --- |
| L$ |

H-2. How much would you get for the sale of all the machinery and equipment that you usually use in your enterprise?

**Section I. Infrastructure And utilities**

|  |  |  |  |
| --- | --- | --- | --- |
| I-1 | How far is your enterprise from the closest city (Nairobi, Kampala, Kisumu or Mukono)? *Km\_\_\_\_\_\_\_\_\_\_\_\_(0 if the enterprise is in the capital city)* |  |  |
| I-2 | How long does it take you to get to the closest city on average? *Minutes\_\_\_\_\_\_\_\_\_\_* |  |  |

I-3. How far is your enterprise from the closest feeder (or main) road? Km\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_(0 if the enterprise is by a main road)

I-4. Is your business housed in a market area? 1.Yes 0.No

I-5. Does your enterprise engage in itinerant sales (or hawking), by sending sellers to actively look for buyers/consumers?

I-6 Does your enterprise use electricity at all? (Yes… 1; No…0)

I-7. If yes, is your enterprise obtaining electricity mostly from the national grid? 1.YES 0.No

I-8 How do you get market information? (Multiple choice question)

1. Telephone landline 0.No 1. Yes
2. Cell phones 0.No 1.Yes
3. Internet 0. No 1. Yes
4. Radio 0.No 1.Yes
5. TV 0.No 1.Yes
6. Newspapers 0.No 1.Yes
7. Other people 0.No 1Yes

**Section L. Competitors**

L-1. How many competitors do you have? How many enterprises/entrepreneurs are procuring and selling beans and bean products in your neighborhood/market? N.\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

L-2. Is your bean business: 1. Larger 2. About the same 3. Smaller **(than that of your competitors, in terms of business turnover)**

L-3. Is your bean business: 1. Larger 2. About the same 3. Smaller **(than that of your competitors, in terms of n. of workers)**

L-5. Have you ever entered a joint venture / strategic alliance (or any form of coordination/cooperation) with your competitors?

1. YES 2.NO

**Section M. BUSINESS DEVELOPMENT SERVICES (BDS)**

M-1. Do you know any of the following Business Development Services?

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Type of services provided | |  |  |  |  |  |  | 1.  Did you use any of the services listed below during the last 12 months? | | |  | 2.  Who provided them? | | | | |  |  |  |  | 4. |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | How much did you pay over the last 12 months?  (L$) |
|  |  |  |  |  |  |  |  | 1 Yes | |  |  | 1 Professional (individual) | | | |  |  |  |  |  |
|  |  |  |  |  |  |  |  | 2 No ***(>>next)*** | | | | 2 Private Company (organization) | | | | |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  | | | | | | | |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  | 3 Business Association | | | | | | |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  | 4 Public Institute | | | | | | | |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  | 5 University/ Research centres  6 NACCRI/KALRO | | | | | | | | |  |
|  |  |  |  |  |  |  |  |  |  |  |  | 7 NGOs / International organization | | | |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  | 8 Do not know | | | |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  | ***(Indicate the most important*** | | | | | | | |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  | ***in case you know more than 1)*** | | | | | | | | |  |
| 1. Legal Aspects | | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Accounting / Taxes | | | | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Management/leadership/governance | | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Processing | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Innovation and Technology | | | | | | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Training | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Distribution | | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Marketing | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Finance | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| 1. Other | | |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

THANK YOU!!!