

## Economic Growth Indicator Reference Sheets

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Current as of FY 2020 Past Performance Reporting

## EG.2 Trade and Investment

<a href="#">EG.2-1</a>	Person hours of USG-supported training completed in trade and investment
<a href="#">EG.2.1-1</a>	Number of WTO Trade Facilitation Agreement provisions supported by USG assistance
<a href="#">EG.2.1-2</a>	Average time (in hours) to trade goods along trade corridor receiving USG assistance
<a href="#">EG.2.2-1</a>	Number of firms receiving USG-funded technical assistance to export
<a href="#">EG.2.2-2</a>	Number of firms receiving USG assistance that have obtained certification with (an) international quality control institution(s) in meeting minimum product standards
<a href="#">EG.2-12</a>	Number of private sector enterprises with increased access to finance due to USG assistance

USAID EMD Standard Indicator Definitions

Indicator	<b>Person-hours of USG-supported training completed in trade and investment</b>
Definition	<p>This indicator uses the following equation to express the number of USG-supported training hours that were completed by training participants:</p> $\text{Hours of USG-supported training course} \times \text{Number of people completing that training course}$ <p>Support from the USG: This indicator counts training hours that were delivered in full or in part as a result of USG assistance. USG support may include provision of funds to pay teachers, providing hosting facilities, or other key contributions necessary to ensure training was delivered. This indicator does not automatically count any course for which the USG helped develop the curriculum, but rather focuses on delivery of courses that was made possible through full or partial funding or in-kind assistance from the USG.</p> <p>People: Only people who complete the entire training course are counted for this indicator.</p> <p>Training: Training is defined as sessions in which participants are educated according to a defined curriculum and set learning objectives. Sessions that could be informative or educational, such as meetings, but do not have a defined curriculum or learning objectives, are not counted as training.</p> <p>Trade and investment is defined as the policies, laws, regulations, and administrative practices affecting international trade and investment and the public and private sector institutions that support sustained, locally driven improvements in the trade environment that benefit both men and women; and the collection of services, technologies, equipment, and techniques used to enhance private sector response to international trade and investment opportunities.</p>
Primary SPS Linkage	EG.2
Linkage to Long-Term Outcome or Impact	Training in trade and investment should improve the participants' capacity to facilitate increased trade and investment, and ultimately, broad-based economic growth in the target country/countries.
Indicator Type	Output
Reporting Type	Number
Use of Indicator	Training indicators account for the expenditure of USG funds to build country capacity in Mission performance monitoring; can be used for USTR Annual Report, AGOA reports, and other relevant reports.
Reporting Frequency	Annual
Data Source	Official reports from implementing partners

USAID EMD Standard Indicator Definitions

Bureau Owner(s)	<p><b>Agency:</b> USAID  <b>Bureau and Office:</b> DDI/EMD  <b>POC:</b> Paul Fekete, (202) 712 1163, pfekete@usaid.gov</p> <hr/> <p><b>Agency:</b> State; <b>Office:</b> W-GDP; <b>POC:</b> Sandrine Rukundo, rukundos@state.gov</p>
Disaggregate(s)	Sex (Male and Female)

USAID EMD Standard Indicator Definitions

Indicator	<b>Number of World Trade Organization Trade Facilitation Agreement provisions supported with USG assistance</b>
Definition	<p>The World Trade Organization (WTO) Bali Ministerial Conference concluded on December 7, 2013 with agreement on a package of issues designed to streamline trade, boost developing countries' trade, and spur economic growth, particularly in least developed countries (LDCs)—the Trade Facilitation Agreement (TFA). The TFA contains 13 articles with a combined total of 41 specific provisions. The maximum number of provisions that could be reported against this indicator would therefore be 41. These include provisions for expediting the movement, release and clearance of goods, including goods in transit. The TFA also sets out measures for effective cooperation between customs and other appropriate authorities on trade facilitation and customs compliance issues. The TFA further contains provisions for technical assistance and capacity building in this area.</p> <p>Refer to this WTO page (<a href="https://www.wto.org/english/tratop_e/tradfa_e/tradfa_e.htm">https://www.wto.org/english/tratop_e/tradfa_e/tradfa_e.htm</a>) for more information and the full text of the TFA.</p> <p>USG assistance may include training, technical assistance, information collection and dissemination, public-private dialogue, hardware or information systems, the delivery of which was made possible in part or full by USG funding or in-kind assistance.</p>
Primary SPS Linkage	EG.2.1
Linkage to Long-Term Outcome or Impact	Provisions of the TFA all support trade facilitation, ultimately spurring the growth of the host country's/countries' participation in global value chains in value terms, and therefore its/their broad-based economic growth.
Indicator Type	Output
Reporting Type	Number
Use of Indicator	Mission performance monitoring; can be used for USTR Annual Report and other relevant reports.
Reporting Frequency	Annual
Data Source	Official reports from implementing partners
Bureau Owner(s)	<p><b>Agency:</b> USAID</p> <p><b>Bureau and Office:</b> DDI/EMD</p> <p><b>POC:</b> Paul Fekete, (202) 712 1163, pfekete@usaid.gov</p>
Disaggregate(s)	New and continuing

USAID EMD Standard Indicator Definitions

Indicator	<b>Average time (in hours) to trade goods along trade corridor receiving USG assistance</b>
Definition	<p>This indicator measures the average time taken to trade goods in target value chains along the main, defined trade corridor receiving USG assistance from the point of origin to the destination. The trade corridor should (1) span at least two countries to count for this indicator, and (2) receive USG assistance in the year of reporting. The corridor may cover land or sea, or a combination of both.</p> <p>To collect data on the cost and days to trade across borders, implementing partners(s) will need to work with transporters and shippers involved in the trade of targeted value chains to note departure and arrival days and times, and delays at the border(s), whether land, sea, or airports. If a procedure can be accelerated for an additional cost, the fastest legal procedure is chosen. Procedures that can be completed in parallel are measured as simultaneous. The indicator includes the waiting time between procedures, including during unloading of cargo. In the narrative accompanying the indicator in the PPR, the reporting OU should briefly define the trade corridor reported against, and the good(s)/container size selected to calculate the average time. The corridor and good(s) selected for this indicator should remain constant throughout a project's or activity's performance period, i.e. across PPRs, to the extent feasible.</p> <p>USG assistance may include training, technical assistance, information collection and dissemination, public-private dialogue, hardware or information systems, the delivery of which was made possible in part or full by USG funding or in-kind assistance.</p>
Primary SPS Linkage	EG.2.1
Linkage to Long-Term Outcome or Impact	Reducing the time to trade goods along trade corridors reduces the cost to traders, facilitating growth in both the value and participation in international trade, and ultimately broad-based economic growth in the host country/countries.
Indicator Type	Outcome
Reporting Type	Number
Use of Indicator	Mission performance monitoring; Washington reporting
Reporting Frequency	Annual
Data Source	Official reports from implementing partners
Bureau Owner(s)	<p><b>Agency:</b> USAID</p> <p><b>Bureau and Office:</b> DDI/EMD</p> <p><b>POC:</b> Paul Fekete, (202) 712 1163, pfekete@usaid.gov</p>

USAID EMD Standard Indicator Definitions

Disaggregate(s)	<p>Domestic transport, border compliance, documentary compliance, other:</p> <p>Domestic transport captures the time associated with transporting the shipment within a country, to be aggregated for all countries the corridor spans.</p> <p>Border compliance captures the time associated with compliance with the economy's customs regulations and with regulations relating to other inspections that are mandatory in order for the shipment to cross the economy's border, as well as the time and cost for handling that takes place at its port or border, to be aggregated for every border the corridor crosses.</p> <p>Documentary compliance captures the time associated with compliance with the documentary requirements of all government agencies of the origin economy, the destination economy and any transit economies.</p> <p>Other captures time incurred for all other reasons not falling under one of the previous disaggregates.</p>
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USAID EMD Standard Indicator Definitions

Indicator	<b>Number of firms receiving USG-funded technical assistance to export</b>
Definition	<p>This indicator is defined as the number of firms that received training, technical assistance and/or information from USG-funded trade promotion-related entities.</p> <p>Firms can be formal or informal. If multiple owners, managers or workers in a single firm receive technical assistance over the reporting period, the reporting operating unit should count that as one benefiting firm for the reporting period.</p> <p>USG funding: For the purpose of this indicator, OUs can count technical assistance that was delivered in full or in part as a result of USG assistance. This includes delivery of technical assistance made possible through full or partial funding or in-kind support from the USG.</p> <p>Typically, activities that build export capacity include trade shows, buyer/seller matchmaking programs, market analysis and information, trade finance assistance, and guidance on how to comply with foreign country customs regulations and procedures.</p> <p>One important component of technical assistance to help nations increase their level of exports is counseling and advice to host-country firms on the steps, procedures, and benefits from trading internationally. Trade promotion efforts help to increase private sector capacity to trade and bolster assistance programs aiming to improve and reform of a country's trade enabling environment.</p>
Primary SPS Linkage	EG.2.2
Linkage to Long-Term Outcome or Impact	Technical assistance for building export capacity should increase firms' capacity to export goods and services, thereby increasing broad-based economic growth in the host country/countries.
Indicator Type	Output
Reporting Type	Number
Use of Indicator	Mission performance monitoring; can be used for USTR Annual Report, AGOA reports, and other relevant reports.
Reporting Frequency	Annual
Data Source	Attendance and other records of implementing partners that provide technical assistance
Bureau Owner(s)	<p><b>Agency:</b> USAID</p> <p><b>Bureau and Office:</b> DDI/EMD</p> <p><b>POC:</b> Paul Fekete, (202) 712 1163, pfekete@usaid.gov</p>
Disaggregate(s)	New/continuing: New firms are those that did not receive assistance reportable under this indicator in the previous reporting period; continuing firms are those that received assistance reportable under this indicator in the previous reporting period.

USAID EMD Standard Indicator Definitions

Indicator	<b>Number of firms receiving USG assistance that have obtained certification with (an) international quality control institution(s) in meeting minimum product standards</b>
Definition	<p>Firms can be formal or informal. If multiple owners, managers or workers in a single firm receive technical assistance over the reporting period, the reporting operating unit should count that as one benefiting firm for the reporting period.</p> <p>International quality control institutions: An international quality control institution can be a domestic institution that certifies to international standards. The most common set of international standards is ISO 9,000. This quality standard was first introduced in 1987 by the International Organization for Standards (ISO). Many national quality control institutions have adopted ISO standards. ISO 9000 is used in over 100 countries as a quality assurance standard. These standards specify how management operations should be carried out to insure that domestic suppliers and exporters design, produce, and deliver products and services that meet predetermined standards. Proven adherence to these standards throughout a value chain assures export customers of the quality and performance an exporter may claim for the goods and services this exporter sells. For more information on ISO 9,000, please refer to their website:  <a href="http://www.iso.org/iso/home/standards/management-standards/iso_9000.htm">http://www.iso.org/iso/home/standards/management-standards/iso_9000.htm</a></p> <p>In the narrative accompanying this indicator, OUs should specify the certification(s) they are reporting about.</p>
Primary SPS Linkage	EG.2.2
Linkage to Long-Term Outcome or Impact	Internationally recognized certification of product standards should increase firms' export revenues and sources, thereby increasing broad-based economic growth in the host country/countries.
Indicator Type	Outcome
Reporting Type	Number
Use of Indicator	Mission performance monitoring; Washington reporting
Reporting Frequency	Annual
Data Source	Official reports from implementing partners
Bureau Owner(s)	<p><b>Agency:</b> USAID</p> <p><b>Bureau and Office:</b> DDI/EMD</p> <p><b>POC:</b> Paul Fekete, (202) 712 1163, pfekete@usaid.gov</p>
Disaggregate(s)	None

Indicator	<p><b>Number of private sector enterprises with increased access to finance due to USG assistance</b></p>
Definition	<p>This indicator sums the total number of private sector enterprises accessing debt (cash and in-kind loans) and non-debt (equity financing) during the reporting year as a result of USG-assistance to producers, input suppliers, transporters, processors, other Micro, Small, and Medium Enterprises (MSMEs), and larger enterprises that are in a targeted value chain and are participating in a USG-funded activity. USG assistance may consist of:</p> <p>utilization of new or existing private sector partnerships on shared objectives that are jointly designed and jointly resourced that include increasing access to finance for private sector enterprises, including Global Development Alliances (GDAs) or other partnership agreements</p> <p>risk sharing via creation of development credit guarantees, direct loans, political risk insurance and direct equity support for investment funds with the U.S. Development Finance Corporation (DFC)</p> <p>provision of technical assistance to investors, investment funds, or investees which may include: development of financial proposals, pipelines and financial products; investor-investee matchmaking, investment facilitation or transaction support; or accelerator/incubator support</p> <p>Provision of seed funding, first-loss capital, operations support to small and growing businesses</p> <p>Pay for Results structures, including Development Impact Bonds, results-based contracts, reimbursable grants</p> <p>Debt: This includes enterprises receiving cash loans and in-kind lending. For cash loans, this only includes loans made by financial institutions and not by informal groups such as village savings and loan groups that are not formally registered as a financial institution. However, the loans counted can be made by any size financial institution from microfinance institutions through national commercial banks, as well as any non-deposit taking financial institutions and other types of financial non-governmental organizations (NGOs). In-kind lending is the provision of services, inputs, or other goods up front, with payment usually in the form of product (value of service, input, or other goods provided plus interest). For in-kind lending, USAID may facilitate in-kind loans of inputs or equipment usage via implementing partners or partnerships. NOTE: formal leasing arrangements should be captured in non-debt financing section below, or transport with repayment in kind.</p> <p>Non-Debt: Count any financing received other than cash loans and in-kind lending. Examples include: equity, convertible debt, or other equity-like investments, which can be made by local or international investors; and leasing, which may be extended by local banks or specialized leasing companies.</p> <p>Enterprise size: USAID defines microenterprise as those with 10 or fewer employees (full-time equivalent or FTE). Given the diversity of contexts and sectors in which USAID works, what may be considered a small and medium enterprise can vary. OUs may apply what makes sense for the context, however, generally speaking, a small enterprise is one with 11-49 employees (FTE) and a medium enterprise is 50-249 employees (FTE) averaged over a year to account for seasonal or cyclical hiring.</p> <p>Women owned, managed OR controlled enterprise: To qualify an enterprise as women owned, managed or controlled, operating units may use one or more of three criteria.</p> <p>Ownership test: To qualify, one or more women must have 51 percent ownership and is unconditional and direct.</p> <p>Managed test: The woman must hold the highest officer position, manage it on a full-time basis, and devote full-time to the business concern during the normal working hours of the business concern in the same or similar line of business.</p> <p>Controlled test: The management and daily business operations of the concern must be controlled by one or more women. Control means that both the long term decision making and the day-to-day management and administration of the business operations must be conducted by one or more women.</p>
Primary SPS Linkage	EG.2 Trade and Investment
Linkage to Long-Term Outcome or Impact	Increased access to finance demonstrates improved inclusion in the financial sector and appropriate financial service offerings across sectors.
Indicator Type	Outcome
Reporting Type	Number
Use of Indicator	This will be used in the annual Micro, Small and Medium Enterprise Results Report provided to congress on an annual basis as stipulated in the Section 258 of the WEEE Act.
Reporting Frequency	Annual
Data Source	Activity participants, including firms

USAID EMD Standard Indicator Definitions

Bureau Owner(s)	Bureau and Office: DDI/PSE POC: Ayla Francis (ayfrancis@usaid.gov)
Disaggregate(s)	<b>Financing recipient size:</b> Micro, Small Medium Large enterprises <b>Ownership gender</b> Female owned, controlled or managed Other: male owned, jointly owned or unknown

## EG.4 Financial Sector

<a href="#">EG.4.2-1</a>	Total number of clients benefiting from financial services provided through USG-assisted financial intermediaries, including non-financial institutions or actors
<a href="#">EG.4.2-4</a>	Number of days of USG-funded training provided to support microenterprise development
<a href="#">EG.4.2-5</a>	Number of days of USG funded technical assistance provided to support microenterprise development

USAID EMD Standard Indicator Definitions

Indicator	<b>Total number of clients benefiting from financial services provided through USG-assisted financial intermediaries, including non-financial institutions or actors</b>
Definition	<p>Archived in the FY18 Master Indicators List (MIL) of Foreign Assistance Indicators, EG.4.2-1 has been reactivated in the FY19 MIL to report USAID results for the Women’s Global Prosperity and Development (W-GDP) Initiative. W-GDP is a White House led, interagency Initiative. All USAID and State Department operating units (OU) are required to report results as applicable.</p> <p>The total number of clients (e.g. borrowers, savers, and clients accessing other services, such as, business/agriculture related insurance) served by the USG-assisted intermediaries. Clients may belong to enterprises of differing scale (individual, micro, small, medium and large) as well as different agriculture or business sectors</p> <p>In the context of enterprise development, Financial Services includes the provision of loans, the acceptance of savings deposits, extension of business/agriculture related insurance and payments services, such as, the provision or cashing of money orders, and other similar services benefiting female and male clients. A financial intermediary is typically an institution, such as a bank. A non-financial institution could be an NGO.</p> <p>Clients should be counted only once per reporting year regardless of the number of financial services received during the year.</p>
Primary SPS Linkage	EG.4.2 Financial Sector Capacity
Linkage to Long-Term Outcome or Impact	This is a standard output indicator in a results framework in which economic opportunity and empowerment are objectives. This indicator measures financial inclusion and depth of access to financial markets.
Indicator Type	Output
Reporting Type	Number
Use of Indicator	The results of this indicator will be used to report on W-GDP interagency sub-metrics, such as, “The number of women accessing financial services through USG programs”.
Reporting Frequency	At least annually. Some project reporting cycles may require more frequent reporting.
Data Source	Project records; implementing partner submissions for periodic agency reports such as the microenterprise results report.
Bureau Owner(s)	Agency: State; Office: W-GDP; POC: Sandrine Rukundo, rukundos@state.gov
Disaggregate(s)	Disaggregated by sex: males and females

USAID EMD Standard Indicator Definitions

Indicator	<b>Number of days of USG-funded training provided to support microenterprise development</b>
Definition	<p>This indicator captures the amount of training provided either to employees of microenterprises supported by USG assistance, or training completed by the management and/or staff of financial intermediaries supporting microenterprises that receive USG assistance. This indicator uses the following equation to express the number of USG-supported training days that were completed by training participants:</p> <p>Days of USG supported training course x Number of people completing that training course</p> <p>Support from the USG: This indicator counts training days that were delivered in full or in part as a result of USG assistance. This could include provision of funds to pay teachers, providing hosting facilities, or other key contributions necessary to ensure training was delivered. This indicator does not automatically count any course for which the USG helped develop the curriculum, but rather focuses on delivery of courses that was made possible through full or partial funding from the USG.</p> <p>Training: Training is defined as sessions in which participants are educated according to a defined curriculum and set learning objectives. Sessions that could be informative or educational, such as meetings, but do not have a defined curriculum or learning objectives are not counted as training.</p> <p>A financial intermediary is typically an institution that facilitates the channeling of funds between lenders and borrowers indirectly. That is, savers (lenders) give funds to an intermediary institution (such as a bank), and that institution gives those funds to spenders (borrowers). This may be in the form of loans or mortgages. In the context of finance and development, financial intermediaries generally refer to private sector intermediaries, such as banks, private equity, venture capital funds, leasing companies, insurance and pension funds, and micro-credit providers.</p> <p>Inclusive financial markets are defined as supporting equitable access to essential financial services (credit, savings, insurance, leasing, remittances and payment services) of diverse providers (including banks, credit unions, NGOs, non-bank financial institutions, buyers, and suppliers) to low-income families and female and male-owned micro-scale enterprises/activities.</p>
Primary SPS Linkage	EG.4.2 Financial Sector Capacity
Linkage to Long-Term Outcome or Impact	Technical assistance supports institutional capacity building that increases financial inclusion, a key goal for long term sustainability.
Indicator Type	Output
Reporting Type	Number (of days)
Use of Indicator	Training indicators account for the expenditure of USG funds to build country capacity. This will be used to demonstrate financial inclusion and depth of access to finance.
Reporting Frequency	At least annually. Some project reporting cycles may require more frequent reporting.
Data Source	Attendance records of implementing partners that conduct training.
Bureau Owner(s)	<p>Agency: USAID  Bureau: E3/PCM  POC: Holly Te, hote@usaid.gov</p> <p>Agency: State; Office: W-GDP; POC: Sandrine Rukundo, rukundos@state.gov</p>
Disaggregate(s)	<p>1) Sex (Male/Female); and one or more of the following:</p> <p>2) Employees of microenterprises; and/or</p> <p>3) Management and/or staff of financial intermediaries that support microenterprises</p>

USAID EMD Standard Indicator Definitions

Indicator	<b>Number of days of USG funded technical assistance provided to support microenterprise development</b>
Definition	<p>This indicator captures data pertaining to the provision of days of technical assistance provided in support of microenterprises under the following categories: 1) employees of microenterprises(strengthening microenterprise productivity); and/or 2) management and/or staff of financial intermediaries that support microenterprises; and/or 3) TA in the operation and registration of micro or small enterprises provided to counterparts or stakeholders (policy environment). The provision of goods or services to developing countries and other foreign assistance recipients in direct support of a development objective-as opposed to the internal management of the foreign assistance program. Services could include the transfer of knowledge and/or expertise by way of staff, skills training, research work and financing to support quality of program implementation and impact, support administration, management, representation, publicity, policy development and capacity building. Technical assistance includes both human and institutional resources. Technical assistance does not include financial assistance. One day equals 8 hours.</p> <p>1) Strengthening microenterprise productivity is defined as supporting the start-up and expansion of self-employment and micro/small enterprises owned and operated by low-income people. 2) A financial intermediary is typically an institution that facilitates the channeling of funds between lenders and borrowers indirectly. That is, savers (lenders) give funds to an intermediary institution (such as a bank), and that institution gives those funds to spenders (borrowers). This may be in the form of loans or mortgages. In the context of finance and development, financial intermediaries generally refer to private sector intermediaries, such as banks, private equity, venture capital funds, leasing companies, insurance and pension funds, and micro-credit providers. 3) The policy environment for micro and small enterprises is defined as reducing national and local barriers to registering and operating micro/small enterprises by improving the policies, laws, regulations, and institutions affecting these enterprises.</p>
Primary SPS Linkage	EG.4.2 Financial Sector Capacity
Linkage to Long-Term Outcome or Impact	Technical assistance supports institutional capacity building that increases financial inclusion, a key goal for long term sustainability.
Indicator Type	Output
Reporting Type	Number of days of technical assistance provided in each reporting period. Rounded up or down
Use of Indicator	To convey the coverage and capacity building contribution of USG programs. This will be used to demonstrate financial inclusion and depth of access to finance.
Reporting Frequency	At least annually. Some project reporting cycles may require more frequent reporting.
Data Source	Reporting by implementing partners
Bureau Owner(s)	<p>Agency: USAID  Bureau: E3/PCM  POC: Holly Te, hote@usaid.gov</p> <p>Agency: State; Office: W-GDP; POC: Sandrine Rukundo, rukundos@state.gov</p>

USAID EMD Standard Indicator Definitions

Disaggregate(s)	<ol style="list-style-type: none"><li>1) Sex (Male/Female); and one or more of the following:</li><li>2) Owners and Employees of microenterprises; and/or</li><li>3) Management and/or staff of financial intermediaries that support microenterprises; and/or</li><li>4) Counterparts or stakeholders</li></ol>
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## EG.5 Private Sector Productivity

<a href="#">EG.5-2</a>	Full-time equivalent employment of firms assisted under USG programs
<a href="#">EG.5-3</a>	Number of microenterprises supported by USG assistance
<a href="#">EG.5.2-1</a>	Number of firms receiving USG-funded technical assistance for improving business performance
<a href="#">EG.5.2-2</a>	Number of private sector firms that have improved management practices or technologies as a result of USG assistance
<a href="#">EG.5-3</a>	Number of microenterprises supported by USG assistance
<a href="#">EG.5-12</a>	Number of small and medium-sized enterprises supported by USG assistance
<a href="#">EG.5.15</a>	Percentage change in sales of firms receiving USG-funded assistance
<a href="#">EG.5.1-19</a>	Value (in USD) of investment associated with USG assistance to improve the business enabling environment
<a href="#">EG.5.1-20</a>	Percentage of beneficiary firms that formalize, in association with USG assistance to improve the business enabling environment

USAID EMD Standard Indicator Definitions

Indicator	<b>Full-time equivalent employment of firms receiving USG assistance</b>
Definition	<p>OUs should use the following formula to calculate the final number to report: total of A/B for all assisted firms, where</p> <p>A (Annual hours worked for the firm) = Sum of (hours worked per year for position type x Number of people working in that position in the firm) for the year                      B (Full time workload) = 8 hours per day x 260 days per year = 2080 hours per year</p> <p>When calculating A (annual hours worked for the firm), reporting OUs should include all position types, regardless of workload (part or full-time), duration (1 day up to all year), or formality of the firm. When collecting this information, it often is easier to calculate the total hours worked by all employees of a firm for an average month. Then multiply that number by 12 to get the annual hours worked (A). If the implementing partner cannot conduct a census of all assisted firms, data collected from a randomly selected (and therefore statistically representative) sample of assisted firms is acceptable for this indicator. If this reporting method is used, implementing partners should provide statistical information, such as sample size and estimated error, in their reporting to USAID.</p> <p>For the purposes of this indicator, “assisted firms” are defined as firms receiving USG-funded assistance for improvement of their business, whether formal or informal.</p> <p>Reporting OUs should note that this indicator measures the size of assisted firms as defined by employment in the reporting period, not change in employment from the previous year or other reporting period.</p>
Primary SPS Linkage	EG.5
Linkage to Long-Term Outcome or Impact	Employment, in all its types and durations, is an important mechanism for transmitting economic benefits from private investment and firm growth to the income of the poor—in other words, for broad-based economic growth in the host country/countries.
Indicator Type	Outcome
Reporting Type	Number
Use of Indicator	Mission performance reporting; can be used for AGOA report, Central America Strategy, and other relevant reports.
Reporting Frequency	Annual
Data Source	Official reports from implementing partners

USAID EMD Standard Indicator Definitions

Bureau Owner(s)	<p><b>Agency:</b> USAID  <b>Bureau and Office:</b> DDI/EMD  <b>POC:</b> Anastasia de Santos, (202) 712 5837, adesantos@usaid.gov</p> <p>Agency: State; Office: W-GDP; POC: Sandrine Rukundo, rukundos@state.gov</p>
Disaggregate(s)	Sex (Female, Male)

USAID EMD Standard Indicator Definitions

Indicator	<b>Number of firms receiving USG-funded technical assistance for improving business performance</b>
Definition	<p>Firms can be formal or informal. If multiple owners, managers or workers in a single firm receive technical assistance over the reporting period, the reporting operating unit should count that as one benefiting firm for the reporting period.</p> <p>Technical assistance includes the transfer of knowledge and/or expertise by way of staff, formal or informal skills training, and research work to support quality of program implementation and impact, support administration, management, representation, publicity, policy development and capacity building. The technical assistance should have the explicit goal of improving business performance in terms of profit and revenue or employment through improving management or workers' generic financial or management practices, or industry or market-specific knowledge and practices. Technical assistance includes both human and institutional resources. Technical assistance does not include financial assistance.</p> <p>USG funding: For the purpose of this indicator, OUs can count technical assistance that was delivered in full or in part as a result of USG assistance. This may include providing funds to pay teachers, providing training facilities, or other key contributions necessary to ensure training is delivered. This indicator does not automatically count any course for which the USG helped develop the curriculum, but rather focuses on delivery of capacity-building or courses made possible through full or partial funding or in-kind support from the USG.</p>
Primary SPS Linkage	EG.5.2
Linkage to Long-Term Outcomes	Technical assistance should improve firm productivity, profits and employment, and therefore broad-based economic growth in the host country/countries.
Indicator Type	Output
Reporting Type	Number
Use of Indicator	Mission performance monitoring; Washington reporting
Reporting Frequency	Annual
Data Source	Official reports from implementing partners
Bureau Owner(s)	<p><b>Agency:</b> USAID</p> <p><b>Bureau and Office:</b> DDI/EMD</p> <p><b>POC:</b> Anastasia de Santos, (202) 712 5837, adesantos@usaid.gov</p>
Disaggregate(s)	Formal and informal firms; New/continuing. New firms are those that did not receive assistance reportable under this indicator in the previous reporting period; continuing firms are those that received assistance reportable under this indicator in the previous reporting period.

USAID EMD Standard Indicator Definitions

Indicator	<b>Number of private sector firms that have improved management practices or technologies as a result of USG assistance</b>
Definition	<p>This indicator measures the number of firms receiving USG assistance that improved their management practices (e.g. financial management, strategic planning, marketing, or sales) or technologies (e.g. acquisition of better equipment or software, or better application of technology) in the past year. In the narrative reporting for this indicator, OUs should briefly explain how they define improved management practices or technologies.</p> <p>Assisted firms can be formal or informal. If multiple owners, managers or workers in a single firm receive technical assistance over the reporting period, the reporting OU should count that as one beneficiary firm for the reporting period.</p> <p>If the implementing partner cannot conduct a census of all assisted firms, data collected from a randomly selected (and therefore statistically representative) sample of assisted firms is acceptable for this indicator. If this reporting method is used, implementing partners should provide statistical information, such as sample size and estimated error, in their reporting to USAID.</p> <p>Disaggregates are formal and informal firms, where formality is defined as being registered with the national or local Ministry of Commerce, or equivalent; and digitally improved firms and otherwise improved firms, where digital technology describes the platforms, processes, and range of technologies and tools that underpin modern information and communications technology (ICT), including the internet and mobile phone platforms as well as advanced data infrastructure and analytical approaches. Digital management practices refer to management practices relevant to digital technology.</p>
Primary SPS Linkage	EG.5.2
Linkage to Long-Term Outcome or Impact	Firms improve their productivity, and in turn their competitiveness, by adopting improved management practices and technologies. This in turn leads to increased profits and employment, and therefore broad-based economic growth in the host country/countries.
Indicator Type	Outcome
Reporting Type	Number
Use of Indicator	Mission performance monitoring; Washington reporting
Reporting Frequency	Annual
Data Source	Official reports from Implementing Partners
Bureau Owner(s)	<b>Agency:</b> USAID <b>Bureau and Office:</b> DDI/EMD <b>POC:</b> Anastasia de Santos, (202) 712 5837, adesantos@usaid.gov
Disaggregate(s)	Formal and informal firms (see definition above)
Disaggregate Aggregation - For DIS:	Formal+Informal=Parent; Digitally improved+otherwise improved=Parent

Indicator	<b>Number of microenterprises supported by USG assistance</b>
Definition	Includes microenterprises receiving assistance through a USG-supported value chain or supply chain, as well as microentrepreneurs receiving business development services or embedded services. A microenterprise is defined as a very small enterprise owned and operated by poor people, usually in the informal sector. For USAID program purposes, the term is restricted to enterprises with 10 or fewer workers, including the microentrepreneur and any unpaid family workers. Crop production activities, previously excluded from the scope of the definition, are now included as long as they otherwise qualify on the basis of enterprise size and the economic status of the owner-operator and employees.
Primary SPS Linkage	EG.5 Private Sector Productivity
Linkage to Long-Term Outcome or Impact	Technical assistance supports institutional capacity building that increases financial inclusion, a key goal for long term sustainability.
Indicator Type	Output
Reporting Type	Number
Use of Indicator	Provides a basic measure of the scale of USG efforts to expand access to enterprise services among the poor and otherwise disadvantaged. This will be used to demonstrate financial inclusion and depth of access to finance.
Reporting Frequency	At least annually. Some project reporting cycles may require more frequent reporting.
Data Source	Project
Bureau Owner(s)	Agency: USAID Bureau: E3/PCM POC: Holly Te, hote@usaid.gov  Agency: State; Office: W-GDP; POC: Sandrine Rukundo, rukundos@state.gov
Disaggregate(s)	Male Entrepreneurs Female Entrepreneurs

Indicator	<b>Number of small and medium-sized enterprises supported by USG assistance</b>
Definition	<p>USAID suggests that a small enterprise is generally one with 11-50 employees (FTE) and a medium enterprise is one with 51-250 employees (FTE).</p> <p>This indicator Includes enterprises (as defined above) receiving assistance, including business development services, directly or through a USG-supported value chain or supply chain For USAID program purposes, include the entrepreneur and any unpaid family workers.</p> <p>Women owned, managed OR controlled enterprise: To qualify an enterprise as women owned, managed or controlled, operating units may use one or more of three criteria.  Ownership test: To qualify, one or more women must have 51 percent ownership and is unconditional and direct.  Managed test: The woman must hold the highest officer position, manage it on a full-time basis, and devote full-time to the business concern during the normal working hours of the business concern in the same or similar line of business.  Controlled test: The management and daily business operations of the concern must be controlled by one or more women. Control means that both the long term decision making and the day-to-day management and administration of the business operations must be conducted by one or more women.</p> <p>A jointly-owned family business is one in which family members share ownership relatively equally and drive decision-making on a consensus basis.</p> <p>Crop production activities, previously excluded from the scope of the definition, are now included as long as they otherwise qualify on the basis of enterprise size and the economic status of the owner-operator and employees.</p>
Primary SPS Linkage	EG.5
Linkage to Long-Term Outcome or Impact	Technical assistance supports capacity building and access to financial services for small and medium enterprises. These are vital factors in stable growth of developing countries, in the development of free, open, and equitable international economic systems, and the economic empowerment of the poor, especially women-a key goal for long term sustainability.
Indicator Type	Output
Reporting Type	Number
Use of Indicator	Provides a basic measure of the scale of USG efforts to expand access to enterprise services among the poor and otherwise disadvantaged. This will be used to demonstrate financial inclusion and depth of access to finance
Reporting Frequency	Annual. Some project reporting cycles may require more frequent reporting.
Data Source	Project
Bureau Owner(s)	Agency: USAID Bureau and Office: E3/PCM POCs: Steven Shira: sshira@usaid.gov Autumn Gorman: agorman@usaid.gov

Indicator	<b>Percentage change in sales of firms receiving USG-funded assistance</b>
Definition	<p>"This indicator measures the average percentage change in all beneficiary firms' annual sales over the reporting period, typically for the last 12 months at the point of data collection. This should include both domestic sales and exports. Operating Units (OUs) should ask implementers to collect self-reported sales percentage changes from all beneficiary firms, and submit an average number. OUs should then report for the Performance Plan and Report the unweighted average of these numbers, if they receive reporting from more than one implementing mechanism.</p> <p>Assisted firms can be formal or informal (i.e. regardless of registration status with the national or local Ministry of Commerce, or equivalent)."</p>
Primary SPS Linkage	EG.5 Private sector productivity
Linkage to Long-Term Outcome or Impact	Given data quality issues with measuring firm profit, sales is the best proxy for measuring firm profit. In the aggregate, increased firm profits contribute to broad-based economic growth in the host country/countries.
Indicator Type	Outcome
Reporting Type	Percent/other
Use of Indicator	Mission performance monitoring; Washington reporting for Central America Strategy, USTR annual report, AGOA reports, and other reporting
Reporting Frequency	Annual
Data Source	Official reports from implementing partners
Bureau Owner(s)	Agency: USAID Bureau and Office: E3/TRR POC: Anastasia deSantos adesantos@usaid.gov

Indicator	<b>Value (in USD) of investment associated with USG assistance to improve the business enabling environment</b>
Definition	<p>This indicator measures the value (USD) of investment in the reporting period, associated with USG assistance to improve the business enabling environment.</p> <p>Value of investment refers to both domestic and foreign direct investment, and excludes all portfolio investment. In case the investment transaction was in local or other currency, the implementer or Operating Unit (OU) should use the prevailing market exchange rate at the time of the transaction closing to convert to US dollars.</p> <p>Business enabling environment activities include those to improve policies, laws, regulations, and administrative practices affecting the private sector. For a detailed list of included activities, see the Foreign Assistance Standardized Program Structure and Definitions.</p> <p>The relevant USG assistance activities/interventions must be aimed at improving the business climate for the private sector, domestic and/or foreign. They include activities at all levels of government, national and subnational. OUs should describe the nature of the activities and their linkages to improving the business enabling environment in the narrative reporting for this indicator.</p> <p>To facilitate the tracking of impact and association with USG assistance, OUs should disaggregate investment by type (domestic versus foreign direct investment). OUs can use government data (e.g. the relevant industry's contribution to gross domestic product (GDP) and balance of payments) and the implementing partner's data (e.g. press reports or knowledge of facilitated deals).</p>
Primary SPS Linkage	EG.5 Private sector productivity
Linkage to Long-Term Outcome or Impact	A better business enabling environment supports investor confidence and more quality and sustained investment in the economy. Stronger investment contributes to economic growth and poverty reduction, thus bolstering partner countries' ability to finance their own development.
Indicator Type	Outcome
Reporting Type	Number
Use of Indicator	Administrator public messages, Mission performance monitoring; Washington reporting on Financial Self-Reliance.
Reporting Frequency	Annual
Data Source	<ul style="list-style-type: none"> <li>- Official Government Records (e.g. GDP and balance of payments)</li> <li>- Official reports from Implementing Partner(s) (e.g. tracking of deals)</li> </ul>
Bureau Owner(s)	<p>Agency: USAID</p> <p>Bureau and Office: E3/TRR</p> <p>POC: Moussa Traoré, +1 202 712 4213, moutraore@usaid.gov</p>

Indicator	<b>Percentage of beneficiary firms that formalize, in association with USG assistance to improve the business enabling environment</b>
Definition	<p>This indicator measures the percentage of beneficiary firms previously operating in the shadow economy and newly formalized or starting as formal firms through registration during the reporting period, in association with USG assistance to improve the business enabling environment.</p> <p>Business enabling environment activities include those to improve policies, laws, regulations, and administrative practices affecting the private sector. For a detailed list of included activities, see the Foreign Assistance Standardized Program Structure and Definitions. Operating Units (OUs) should describe the nature of the activities and their linkages to improving the business enabling environment in the narrative reporting for this indicator.</p> <p>Beneficiary firms can include all firms receiving direct assistance from USG and those indirectly benefiting from USG assistance to improve the business enabling environment. OUs should describe the nature of beneficiaries (direct and/or indirect) in the narrative reporting for this indicator and avoid double counting beneficiaries belonging to both categories. Firms of all sizes are considered.</p> <p>Formality is defined as being registered with the national or local Ministry of Commerce, or equivalent.</p> <p><b>Numerator: firms previously operating in the shadow economy that formalize or starting as formal firms through registration during the reporting period.</b></p> <p><b>Denominator: all firms registered by the relevant public authority in the reporting period.</b></p>
Primary SPS Linkage	EG.5 Private sector productivity
Linkage to Long-Term Outcome or Impact	A business enabling environment bolsters firm creation. Moreover, it helps increase the benefits for firms operating in the shadow economy to formalize. Formalization, in turn, allows enterprises to create more and better jobs, and contribute to governments' tax revenue. By creating employment, firms spur economic growth, reduce poverty and improve partner countries' ability to finance their own development.
Indicator Type	Outcome
Reporting Type	Percentage
Use of Indicator	Mission performance monitoring; Washington reporting on Financing Self-Reliance.
Reporting Frequency	Annual
Data Source	<ul style="list-style-type: none"> <li>- Official reports from Implementing Partner(s)</li> <li>- Official Government Records (e.g. business registry or tax authority's data)</li> </ul>
Bureau Owner(s)	<p>Agency: USAID</p> <p>Bureau and Office: E3/TRR</p> <p>POC: Moussa Traoré, +1 202 712 4213, moutraore@usaid.gov</p>