



USAID
FROM THE AMERICAN PEOPLE

ANALYSIS OF THE INTEGRATION OF MSES IN VALUE CHAINS:

microREPORT #72 APPENDIX D: QUESTIONNAIRE

July 2006

This publication was produced for the United States Agency for International Development by the Louis Berger Group, Inc. It was prepared by Shehnaz Atcha (The Louis Berger Group, Inc.), Elizabeth Dunn (Impact LLC, subcontractor to ACDI/VOCA), David Bloom (Harvard University, subcontractor to Louis Berger Group), Banu Akin (ACDI/VOCA), Phillip Church (DevTech, subcontractor to Louis Berger Group), and Shand Evans (The Louis Berger Group, Inc.) under the Accelerated Microenterprise Advancement Project Business Development Services Knowledge and Practice Task Order.

Control Number |__|__|__|__|

14. Map of Respondent Location

15. Date of Interview: (day/month/year) |__|__|/|__|__|/|__|__|

16. INTERVIEW START TIME: |__|__|:|__|__|
Use the 24 hour clock, for example: at 3:30 in the afternoon, use 15:30

17. Name of Interviewer (Enumerator): _____

18. Comments on interview (rescheduled interview, interruptions, etc.)

To be completed at the time of data entry]:
19. Data Entry Person Name: _____

Control Number | | | | |

Section A: Background Information

READ: Hello my name is _____, I work for Research International. We are conducting a study on smallholder vegetable producers in the Northern Highlands of Tanzania. The purpose of this study is to better understand the opportunities and problems of vegetable farmers. The information we gather will be used to help improve agricultural productivity and increase benefits to producers such as you.

For respondents in the “member” sample:

READ: Your name was selected from a list of the members of [ULU/Lishe/MIM association]. We are talking with many farmers in your organization and in several other organizations so that we can learn about vegetable producers. Altogether, we will interview approximately 2000 Tanzanian vegetable producers.

For respondents in the “non-member” sample:

READ: Your name was given to us by _____, who is also a vegetable farmer. That person kindly answered the same questions that I want to ask you. We are interviewing approximately 2000 Tanzanian vegetable producers so that we can learn more about them.

A1. Has your family produced and sold any vegetable products in the past twelve months?

By vegetables, I am referring to crops such as amaranthus, broccoli, cabbage, carrots, cauliflower, Chinese vegetables, celery, cucumber, green peppers, tomatoes, sweet potatoes, onions, eggplant, Irish potatoes, okra, pumpkin, lettuce, garden peas, squash, French green beans, snow peas, sugar snap peas, baby leeks, baby carrots, baby corn, Brussels sprouts, zucchini, etc.

1. Yes

2. No

| |

If answer to A1 = 2 - “no”, thank respondent and discontinue interview.

A2. Who is the person in the household who makes most of the decisions about selling these vegetables?

1. Husband

2. Wife

3. Other (specify): _____

| |

Ask to interview the main decision maker for vegetable sales, as indicated by question A2. If this is a new person, change questions 1 and 7 on the cover page, then begin over again with the introduction and the first two questions.

READ: To determine if your farm matches the types of farms that we want to include in our survey, we would like to ask you about the number of people who have worked with you during the past year to produce the vegetables that you sell. These may be members of your household or workers that you pay. They may work full-time or part-time. I want you to think about your busiest season during the past 12 months. (pause)

A3. Counting yourself, how many members of your household worked with you to produce vegetables during a typical week of your busiest season?

| | | |

A4. How many people who were not members of your household did you employ during a typical week of your busiest season?

| | | | |

If answer to 3 plus 4 is greater than 25—STOP INTERVIEW.

READ: Thank you, but we are interviewing smaller enterprises.

[If answer to 3 plus 4 is less than 25—CONTINUE INTERVIEW.]

Control Number |__|__|__|__|

[READ: Thank you, you are eligible to participate in our survey and we will pay you Tsh 5,000 for your time if you participate. You do not have to talk to me if you do not want to, and if there is any question you do not want to answer, that is okay too. Everything you tell me will be kept private and absolutely confidential. Your answers will be combined with the answers from all of the surveys, so no one will see your individual answers. It is important for you to be as honest and accurate as possible when answering the questions. If you do not know the answers to any of my questions, it is OK to say "I don't know." The interview should take no more than two hours. Do you have any questions?]

A5. Are you willing to participate in the survey?

1. Yes
2. No

|__|

[If answer is "no in A5", indicate reason why not]

Language evaluation: Based on the respondent's ability to understand and answer the first 5 questions, does this respondent speak Kiswahili well enough to conduct the interview in Kiswahili?

1. Yes
2. No

|__|

[If "no", determine which language the respondent can speak most fluently and use that language to conduct the interview. This may require rescheduling the interview.

Indicate the language used: _____

A6. How many years have you been producing and selling vegetables?

|__|__|

A7. Do you have a cell phone that you can use for your farming business?

1. Yes
2. No

|__|

A8. Do you have a landline telephone that you can use for your farming business?

1. Yes
2. No

|__|

A9. Do you have access to email that you can use for your farming business?

1. Yes
2. No

|__|

A10. Do you have access to an internet connection that you can use for your farming business?

1. Yes
2. No

|__|

A11. Do you know the final retail prices that Tanzanian consumers pay for the vegetables that you sell?

1. Yes
2. No

|__|

A12. Do you know the final retail prices that European consumers pay for the vegetables that you sell?

1. Yes
2. No

|__|

Control Number |__|__|__|__|

Section B: Marketing Practices

READ: Now I want to learn about the different ways that you sell your vegetables. You might sell your products in only one way, or you might sell them in more than one way. You might make your sales as an individual or you might sell your products with a group of producers, or you might do both. I would like for you to think about all of the different ways that you have sold your vegetables in the past 12 months or since the last hot season. I am going to read a list of different ways that farmers sell vegetables. For each different way to sell products that I name, please tell me if you have sold your vegetables in that way in the past 12 months.

For B1 read the list A – K in the table below B2.
 For each answer where B1 = “1, Yes”, then ask question B2.
 For each answer where B1 = “2, No” write “777” in B2.

- B1. In the past 12 months, have you sold any of your vegetables...
1. Yes
 2. No
- B2. When you sold [Read ways to sell which received a “Yes” in B1] in the past 12 months, did you make your sale as an individual, as part of a group of producers, or some of both (both individually and in a group).
1. As an individual
 2. As part of a group
 3. Both as an individual AND as part of a group

	B1.	B2.
A. Directly to the final consumer		
B. To a market vendor in a local or regional (wet) market		
C. To a market vendor in a (wet) market in Dar		
D. To a market vendor in a (wet) market in Nairobi		
E. To a Tanzanian intermediary or broker (dalali)		
F. To a Kenyan buyer who buys vegetables here and transports them to Kenya		
G. To an exporter located in Tanzania who sells outside of Tanzania		
H. To an importer located outside of Tanzania		
I. To a supermarket or shop		
J. To a restaurant, hotel, school, hospital, or other institution		
K. Other (specify)		

If respondent has only one way to sell products, skip to B5.

- B3. You have told me that the different ways that you have sold your horticulture products in the past 12 months are [Read “yes” responses to B1]. Of these different ways, which one provided you with the largest value of sales (sales revenue) in the past 12 months?
 Letter A—K from table |__|
- B4. Which way to sell provided you with the second largest value of sales in the past 12 months?
 Letter A—K from table |__|
- B5. I am going to read all of the different ways to sell vegetables again. [Read ALL of the alternatives in the table]. Even if you did not sell in that way in the past year, which one of these ways to sell do you think is the most favorable for a producer such as you?
 Letter A—K from table |__|
- B6. What is the reason that your answer in B5 is most favorable for a producer such as you?

Control Number |__|__|__|__|

Do not read alternatives. Write the response on the lines. The team leader will then choose the number below that corresponds most closely to respondents answer

1. Higher unit profits: Price per item is higher
2. Higher total sales: Total value of sales revenue is higher
3. Dependable sales: Sales are more reliable, predictable; sales vary less over time
4. Many buyers: Buyers are easier to find
5. More assistance: Buyers are more helpful to producers
6. Less time: Sales are closer and/or more convenient, take less time or travel
7. Better information: Information about this market is more available and/or easier to obtain
8. Other (specify): _____

|__|

B7. In the past 12 months, have you sold any vegetables that you did not produce yourself?

1. Yes
2. No

|__|

If "2-No" ==> skip question B8 and go directly to B9.

Read all the options in B8 and B9 and ask the respondent to choose one option.

B8. How much of the value of your sales in the past 12 months came from selling products produced by others, as compared to the products you produced yourself?

1. Almost none of my sales come from selling products produced by others
2. Less than half of my sales come from selling products produced by others
3. About half of my sales come from selling products produced by others
4. More than half of my sales come from selling products produced by others
5. Almost all of my sales come from selling products produced by others

|__|

B9. Considering all of the money you earned from selling vegetables in the past 12 months, would you say that the amount you earned this year is:

1. More than you earned in the previous year
2. About the same as you earned in the previous year
3. Less than you earned in the previous year

|__|

Control Number |__|__|__|__|

Section C: Information about Top Buyer

Review the answers to B3 and B4 to determine the respondent’s “most important buyer category” from the list of buyer categories in B2. The questions in section C are about the respondent’s Top Buyer within that category. If the respondent ONLY sold vegetables to “A = Directly to the final consumer” then skip Section C and go to question D3 in Section D.

C1. Approximately how many (insert most important buyer category) did you sell vegetables to within the past 12 months?

|__|__|

If there is only 1 buyer, “C1 = 1”, then skip to question C3

C2. Considering all of the [selected type of buyer from table B1] that you sold your products to in the past 12 months, I would like for you to think about the buyer to whom you had the highest value of sales. We will call this your “top buyer”. In the past 12 months, how much of your sales went to your top buyer?

1. Almost none
2. Less than half
3. About half
4. More than half
5. Almost all

|__|

C3. How many years have you sold products to this same (top) buyer?

|__|__|

C4. Think about when you first sold to this buyer. Have your sales to this buyer stayed about the same over time, increased over time, or decreased over time?

1. Same level of sales over time
2. Sales have increased over time (sales are higher now than before)
3. Sales have decreased over time (sales are lower now than before)]

|__|

C5. When you sold vegetables to this buyer within the past 12 months, did you sell as an individual or did you sell as part of a group?

1. As an individual
2. As part of a group
3. Both as an individual AND as part of a group

|__|

For questions C6, C7 and C8 read alternatives A – F and record response.

C6. Are you connected to this buyer in any of the following ways?

1. Yes
2. No

A. Buyer is a relative or family member	
B. Buyer is a neighbor	
C. Buyer is a member of your church or mosque	
D. Buyer is a member of a group or association that you belong to	
E. Buyer is a friend	
F. Other connection (specify):	

C7. I am going to read you some statements about your top buyer and ask you to answer by saying whether you agree, disagree, or neither agree nor disagree with each statement

Control Number | | | | |

1. Agree
2. Neither agree nor disagree
3. Disagree

A. This buyer can be trusted to look out for the interests of farmers like you in your business dealings.	
B. This buyer can be trusted to be fair with farmers like you.	
C. This buyer is concerned with the welfare of farmers like you.	
D. This buyer will help farmers like you if we need it.	
E. This buyer will take advantage of farmers like you if you are not careful.	
F. This buyer can be trusted to keep agreements made with farmers like you.	

C8. READ: Please tell me about the kinds of agreements you make with this buyer before the day that you actually deliver (supply) the vegetables to the buyer. I am going to read a list of items and you tell me if you always make agreements with the buyer in advance, sometimes make agreements in advance, or never make agreements in advance.

1. Always make agreements in advance of delivering the vegetables
2. Sometimes make agreements in advance
3. Never make agreements in advance

A. Do you ever make agreements with the buyer in advance about the kinds (types) of vegetables you will supply to the buyer?	
B. Do you ever make agreements with the buyer in advance about the quantity of vegetables you will supply to the buyer?	
C. Do you ever make agreements with the buyer in advance about the dates that you will supply vegetables to the buyer?	
D. Do you ever make agreements with the buyer in advance about the price the buyer will pay for the vegetables?	
E. Do you ever make agreements with the buyer in advance about the quality that the buyer will accept, for example in ripeness, size, shape, color, amount of damage, etc?	
F. Do you ever make agreements with the buyer in advance the types of pesticides (insecticides, herbicides, fungicides) that you will use when growing the vegetables?	

If all answers to C8 are “3-Never make agreements in advance” then skip to question C13

C9. For those things that you and the buyer made agreements/arrangements in advance about in the past 12 months, did you make any of these agreements in writing?

1. Yes
2. No | | |

C10. Do you trust this buyer to meet these agreements?

1. Yes
2. No | | |

C11. In the past 12 months, has this buyer ever failed to meet any of these agreements?

1. Yes

Control Number | | | | |

2. No | |

C12. In the past 12 months, have you ever failed to meet any of these agreements?

- 1. Yes
- 2. No | |



C13. In the past 12 months, about how many times have you met with or communicated with this buyer or the buyer's representative (e.g., employee, agent, assistant) in each of the following ways?

- 1. Daily
- 2. Several times during the week
- 3. Weekly
- 4. Monthly
- 5. Several times during the year
- 6. About once a year
- 7. Not at all

A. Face-to-face meetings	
B. Cellular telephone call	
C. Landline telephone call	
D. Email or internet	
E. Fax	
F. Mail/courier/package	
G. Indirectly, through group representatives	

C14. Do you know where this buyer sells the products that you supply?

- 1. Yes
- 2. No | |



C15. Does the buyer sell the products that you supply in the following places?

- 1. Yes
- 2. No

A. Tanzania	
B. Kenya	
C. Elsewhere in Africa	
D. Europe/Ulaya	
E. UK/Uingereza	
F. Saudi Arabia	
G. India	
H. China or Japan	
I. USA/Marekani	

C16. Do you know what price your buyer charges when he/she sells the product?

- 1. Yes
- 2. No | |

Section D: Business Services

For D1, D2, and D3, read each alternative in the table and record response in the appropriate column.

- D1. In the past 12 months, has your top buyer provided you with any of the following kinds of assistance?
1. Yes
 2. No
- D2. In the past 12 months, have any of your other buyers provided you with any of the following kinds of assistance?
1. Yes
 2. No
- D3. In the past 12 months, have you received any of the following types of assistance from some source other than your buyers?
1. Yes
 2. No

	Top Buyer D1	Other Buyers D2	Other Source D3
A. Cash advances or cash credit for production			
B. Advances of inputs (e.g., seeds, fertilizer, pesticides), supplies, materials, and/or equipment			
C. Assistance, advice, or training in farming (production) techniques			
D. Assistance, advice, or training in how to obtain certification for “Good Agricultural Practices”, EurepGAP, BRC, organic practices, or other type of certification			
E. Marketing assistance or help finding other buyers			
F. Management and/or business training			
G. Training in group management or leadership skills			
H. Credit for personal needs or emergencies			
I. Other type of assistance (specify):			

D3A.[For any type of assistance where D3 = “I - Yes” record name or type of Other Source.

- A. _____
- B. _____
- C. _____
- D. _____
- E. _____
- F. _____
- G. _____
- H. _____
- I. _____

Control Number |__|__|__|__|

Section E: Relationships Between Producers

E1. Have you been a member of the following associations?

[Only respondents in Lushoto should answer 1 or 2]

1. Lishe Trust
2. ULU

[Only respondents in Arusha/Moshi should answer 3 – 8 for MIM established associations]

3. Kimnyaki
4. Midawe
5. Enaboishu
6. Machame 1
7. Machame 2
8. Lyamungo
9. Hakuna hapo juu [None of the above] |__|

nue

E1A. How long have you been a member of this group? [months] |__|__|

E2. I would like to ask you questions about (ULU/Lishe Trust/MIM only). Which of the following activities do the members of this group do together?

1. Yes
2. No

A. Sell products together	
B. Buy supplies and materials together	
C. Negotiate prices as a group	
D. Transport products together	
E. Operate a retail location together	
F. Advertise and search for customers together	
G. Help each other learn new farming techniques	
H. Seek technical farming advice from other sources	
I. Borrow and lend money to each other	
J. Help each other in the fields, such as with planting, cultivating, and/or harvesting vegetables	
K. Rent equipment or machinery together	
L. Borrow money from outside the group	
M. Other (specify)	
N. Other (specify)	
O. Other (specify)	

E3. Which one of the above activities is the most helpful to your enterprise? |__|

Control Number |__|__|__|__|

- E4. Which of the above activities is the second most helpful activity to your enterprise?
- E5. Have you ever been one of the leaders of the group?
1. Yes
2. No
- E6. Are you currently one of the leaders of the group?
1. Yes
2. No
- E7. How often does the leadership of the group change?
1. Once a year or more often
2. Every 2 years
3. Every 3 years
4. Every 4 years
5. Every 5 years or less often
6. It does not change
- E8. Are the leaders elected directly by the group members?
1. Yes
2. No
- E9. Is there a paid manager for the group?
1. Yes
2. No
- E10. Does the group maintain written records?
1. Yes
2. No
- E11. Is financial information about the group made available to all group members, such as information on how group funds are used and details about financial agreements with buyers?
1. Yes
2. No
- E12. What is the most important source of funding for the group?
1. [From members' dues]
2. [From the group's activities, such as sales, fees or percentages]
3. [From other sources within the community]
4. [From sources outside the community]
5. [Other (specify)]
6. [Other (specify)]
- E13. Who originally founded the group?
1. Central government
2. Local government
3. Local leader
4. Community members
5. Buyer
6. Donor agency
7. Other (specify): _____
8. Other (specify) : _____

Control Number | | | | |

E14. In the past two years, have group members received any training in leadership and/or group management skills?

- 1. Yes
- 2. No | | |

E15. About how many members are in the group? | | | | |

E16. About how many members of the group can speak Kiswahili well?

- 1. None
- 2. Some, but less than half
- 3. About half
- 4. Most, but not all
- 5. All | | |

E17. About how many members of the group can read a letter without assistance?

- 1. None
- 2. Some, but less than half
- 3. About half
- 4. Most, but not all
- 5. All | | |

For question E18 it may help to break down the hours by each activity and then add up the total. Be careful not to double count time.

E18. How many hours in the past month did you spend involved with your group on the following activities? This time might be spent];

- Working as a leader
- Attending group meetings
- Organising, transporting and distributing group sales
- [Other activities related to your group (not including 1-3) | | | | |

E19. Thinking about the time you spend on these group activities, would you say the amount of time is:

- 1. An acceptable amount of time
- 2. Too much time | | |

For question E20 read options A – E and record answers in the table below.

E20. In general, do you agree or disagree with the following statements?

- 1. Agree
- 2. Neither agree nor disagree
- 3. Disagree

A. Most people in the group can be trusted.	
B. In this group one has to be alert or someone is likely to take advantage of you.	
C. Most people in this group are willing to help if you need it.	
D. In this group people generally do not trust each other in matters of lending or borrowing money.	
E. The members of the group generally trust the leaders to make decisions that will benefit the group.	

For E21 read statements A – H and record the answer in the table below.

Control Number |__|__|__|__|

E21. I am going to read a list of problems that groups might have with their leaders. Please tell me whether this group has ever had any of these problems.

1. Yes
2. No

A. Leaders did not inform members about purchase orders from buyers	
B. Leaders did not share purchase orders fairly	
C. Leaders lied about the price received for the product	
D. Leaders did not share the advance payments fairly	
E. Leaders stole money from group funds	
F. Leaders threatened or forced group members to do things that group members did not want to do	
G. Other (specify)	
H. Other (specify)	

E22. We understand that the active members” of the association attend meetings, pay membership fees, and sell their vegetables with the group, have you been an “active” member of the association during the past two months?

1. Yes
2. No

|__|

If E22 = “1 – Yes” skip E23 and go to E24.

E23. What is the most important reason that you were not an active member in the past two months?

1. [I have not had vegetables to sell]
2. [The prices received by the group were too low]
3. [The prices received by the group were too low]
4. [Too much of my harvest is rejected (does not meet the quality standards) for the group sales]
5. [I don’t trust the leaders or other group members to be honest and fair]
6. [It takes too much time to be an active member]
7. [The membership fees and member expenses are too high]
8. [I was ill or busy doing something else]
9. [Other (specify)]._____

|__|

E24. Are you a member of any other kind of group for vegetable producers? By this I mean any kind of group whose members work together in some way to support their vegetable businesses, such as by selling their vegetables together, buying supplies together, transporting their products together, helping with planting or harvesting in each others’ fields, seeking technical advice together, finding buyers together, renting a commercial location together, etc.

1. Yes
2. No

|__|

If E24 = “1 – Yes” write the name of the group _____, then go to E26.

[If E1 = “9 – None of the Above” **AND** If E24 = “2 – No” go to E25.

E25. Are you aware of any producer associations that vegetable producers such as yourself could join?

1. Yes
2. No

|__|

If E25 = “2 – No” go to Section F.

Control Number | | | | |

If E25 = "1 – Yes" go to E25A and E25B, then go to Section F.

E25A. What is the name of one group in your area that you are most familiar with (know the most about)? [Write full name]

E25B. What is the most important reason that you have not joined this group? (only one answer should be recorded).

1. I have not had vegetables to sell.
2. The prices received by the group were too low.
3. The group did not have enough orders/I was not permitted to sell with the group.
4. Too much of my harvest is rejected (does not meet the quality standards) for the group sales.
5. I don't trust the leaders or other group members to be honest and fair.
6. It takes too much time to be an active member.
7. The membership fees and member expenses are too high.
8. I was ill or busy doing something else.
9. Other (specify)] | | |

E26. I would like to ask you questions about (group name provided in E24). Which of the following activities do the members of this group do together?

1. Yes
2. No

A. Sell products together	
B. Buy supplies and materials together	
C. Negotiate prices as a group	
D. Transport products together	
E. Operate a retail location together	
F. Advertise and search for customers together	
G. Help each other learn new farming techniques	
H. Seek technical farming advice from other sources	
I. Borrow and lend money to each other	
J. Help each other in the fields, such as with planting, cultivating, and/or harvesting vegetables	
K. Rent equipment or machinery together	
L. Borrow money from outside the group	
M. Other (specify)	
N. Other (specify)	
O. Other (specify)	

E27. Which one of the above activities is the most helpful to your enterprise? | | |

E28. Which of the above activities is the second most helpful activity to your enterprise? | | |

E29. Have you ever been one of the leaders of the group?
 1. Yes
 2. No | | |

Control Number | | | | |

E30. Are you currently one of the leaders of the group?

- 1. Yes
- 2. No

| |

E31. How often does the leadership of the group change?

- 1. Once a year or more often
- 2. Every 2 years
- 3. Every 3 years
- 4. Every 4 years
- 5. Every 5 years or less often
- 6. It does not change

| |

E32. Are the leaders elected directly by the group members?

- 1. Yes
- 2. No

| |

E33. Is there a paid manager for the group?

- 1. Yes
- 2. No

| |

E34. Does the group maintain written records?

- 1. Yes
- 2. No

| |

E35. Is financial information about the group made available to all group members, such as information on how group funds are used and details about financial agreements with buyers?

- 1. Yes
- 2. No

| |

E36. What is the most important source of funding for the group?

- 1. From members' dues
- 2. From the group's activities, such as sales, fees or percentages
- 3. From other sources within the community
- 4. From sources outside the community
- 5. Other (specify) _____
- 6. Other (specify) _____

| |

E37. Who originally founded the group?

- 1. Central government
- 2. Local government
- 3. Local leader
- 4. Community members
- 5. Buyer
- 6. Donor agency
- 7. Other (specify): _____
- 8. Other (specify): _____

| |

E38. In the past two years, have group members received any training in leadership and/or group management skills?

- 1. Yes
- 2. No

| |

Control Number |__|__|__|__|

E39. About how many members are in the group?

|__|__|__|

E40. About how many members of the group can speak Kiswahili well?

1. None
2. Some, but less than half
3. About half
4. Most, but not all
5. All

|__|

E41. About how many members of the group can read a letter without assistance?

1. None
2. Some, but less than half
3. About half
4. Most, but not all
5. All

|__|

For question E42 it may help to break down the hours by each activity and then add up the total. Be careful not to double count time.

E42. How many hours in the past month did you spend involved with your group on the following activities? This time might be spent;

- Working as a leader
- Attending group meetings
- Organising, transporting and distributing group sales
- Other activities related to your group (not including 1-3)

|__||__|__|

E43. Thinking about the time you spend on these group activities, would you say the amount of time is:

1. An acceptable amount of time
2. Too much time

|__|

For question E44 read options A – E and record answers in the table below.

E44. In general, do you agree or disagree with the following statements?

1. Agree
2. Neither agree nor disagree
3. Disagree

A. Most people in the group can be trusted.	
B. In this group one has to be alert or someone is likely to take advantage of you.	
C. Most people in this group are willing to help if you need it.	
D. In this group people generally do not trust each other in matters of lending or borrowing money.	
E. The members of the group generally trust the leaders to make decisions that will benefit the group.	

Control Number |__|__|__|__|

For E45 read statements A – H and record the answer in the table below.

- E45. I am going to read a list of problems that groups might have with their leaders. Please tell me whether this group has ever had any of these problems.
1. Yes
 2. No

A. Leaders did not inform members about purchase orders from buyers	
B. Leaders did not share purchase orders fairly	
C. Leaders lied about the price received for the product	
D. Leaders did not share the advance payments fairly	
E. Leaders stole money from group funds	
F. Leaders threatened or forced group members to do things that group members did not want to do	
G. Other (specify)	
H. Other (specify)	

If information for two groups have already been recorded go to Section F. If non-member go to question E46 to ask questions about second group.

- E46. Are you a member of any other kind of group for vegetable producers?
1. Yes
 2. No

|__|

If E46 = "1 – Yes" write the name of the group _____ then go to E47.

If E46 = "2 – No" go to Section F.

- E47. I would like to ask you questions about (group name provided in E46). Which of the following activities do the members of this group do together?
1. Yes
 2. No

A. Sell products together	
B. Buy supplies and materials together	
C. Negotiate prices as a group	
D. Transport products together	
E. Operate a retail location together	
F. Advertise and search for customers together	
G. Help each other learn new farming techniques	
H. Seek technical farming advice from other sources	
I. Borrow and lend money to each other	
J. Help each other in the fields, such as with planting, cultivating, and/or harvesting vegetables	
K. Rent equipment or machinery together	
L. Borrow money from outside the group	
M. Other (specify)	
N. Other (specify)	
O. Other (specify)	

Control Number |__|__|__|__|

- E48. Which one of the above activities is the most helpful to your enterprise? |__|
- E49. Which of the above activities is the second most helpful activity to your enterprise? |__|
- E50. Have you ever been one of the leaders of the group?
1. Yes
2. No |__|
- E51. Are you currently one of the leaders of the group?
1. Yes
2. No |__|
- E52. How often does the leadership of the group change?
1. Once a year or more often
2. Every 2 years
3. Every 3 years
4. Every 4 years
5. Every 5 years or less often
6. It does not change |__|
- E53. Are the leaders elected directly by the group members?
1. Yes
2. No |__|
- E54. Is there a paid manager for the group?
1. Yes
2. No |__|
- E55. Does the group maintain written records?
1. Yes
2. No |__|
- E56. Is financial information about the group made available to all group members, such as information on how group funds are used and details about financial agreements with buyers?
1. Yes
2. No |__|
- E57. What is the most important source of funding for the group?
1. From members' dues
2. From the group's activities, such as sales, fees or percentages
3. From other sources within the community
4. From sources outside the community
5. Other (specify) _____
6. Other (specify) _____ |__|
- E58. Who originally founded the group?
1. Central government
2. Local government
3. Local leader
4. Community members
5. Buyer
6. Donor agency

Control Number | | | | |

7. [Other (specify): _____

8. Other (specify): _____ | |

E59. In the past two years, have group members received any training in leadership and/or group management skills?

- 1. Yes
- 2. No | |

E60. About how many members are in the group? | | | |

E61. About how many members of the group can speak Kiswahili well?
 1. None
 2. Some, but less than half
 3. About half
 4. Most, but not all
 5. All | |

E62. About how many members of the group can read a letter without assistance?
 1. None
 2. Some, but less than half
 3. About half
 4. Most, but not all
 5. All | |

For question E63 it may help to break down the hours by each activity and then add up the total. Be careful not to double count time.

E63. How many hours in the past month did you spend involved with your group on the following activities? This time might be spent;
 Working as a leader
 Attending group meetings
 Organizing, transporting and distributing group sales
 Other activities related to your group (not including 1-3) | | | |

E64. Thinking about the time you spend on these group activities, would you say the amount of time is:
 1. An acceptable amount of time
 2. Too much time | |

For E65 read statements A – E and record the answer in the table below.

E65. In general, do you agree or disagree with the following statements?
 1. Agree
 2. Neither agree nor disagree
 3. Disagree

A. Most people in the group can be trusted.	
B. In this group one has to be alert or someone is likely to take advantage of you.	
C. Most people in this group are willing to help if you need it.	
D. In this group people generally do not trust each other in matters of lending or borrowing money.	
E. The members of the group generally trust the leaders to make decisions that will	

Control Number |__|__|__|__|

benefit the group.

For E66 read statements A – H and record the answer in the table below.

- E66. I am going to read a list of problems that groups might have with their leaders. Please tell me whether this group has ever had any of these problems.
1. Yes
 2. No

A. Leaders did not inform members about purchase orders from buyers	
B. Leaders did not share purchase orders fairly	
C. Leaders lied about the price received for the product	
D. Leaders did not share the advance payments fairly	
E. Leaders stole money from group funds	
F. Leaders threatened or forced group members to do things that group members did not want to do	
G. Other (specify)	
H. Other (specify)	

Section F: Upgrading Practices

Slowly read name of each crop in table below, recording answers to F1. Then go back and ask F2 and F3. If F1. is “2-No” then do not ask F2. or F3. Record answers to F1, F2 and F3 in the table below F3.

- F1. Which of the following crops have you cultivated in the past five years?
1. Yes
2. No
- F2. Which of these crops were new to you this year? In other words, did you plant any of these crops for the first time during the past 12 months (since the last dry season)?
1. Yes
2. No
- F3. Do you know which agrochemicals are currently approved for the crops you have cultivated in the last five years?
1. Yes
2. No

Type of Crop	F1.	F2.	F3.
Mnavu [Amaranthus]			
Brokoli [Broccoli]			
Brussels sprouts			
Kabichi [Cabbage]			
Kabichi nyekundu [Red cabbage]			
Karoti [Carrots]			
Karoti changa [Baby carrots]			
Mahindi machanga [Baby corn]			
Kolimaua [Cauliflower]			
Sukuma wiki [Collards]			
Tango [Cucumber]			
Seleri [Celery]			
Chinise [Chinese vegetables]			
Bilinganya (Nyanya chungu) [Eggplant (brinjal)]			
Maharage machanga [French green beans]			
Maharage [Green beans]			
Njegere [Garden peas]			
Pilipili hoho [Green or red peppers (sweet peppers)]			
Pilipili kali [Hot peppers (long)]			
Pilipili mbuzi [Cachucha peppers]			
Liki [Leeks]			
Liki changa [Baby leeks]			
Letusi [Lettuce]			
Bamia [Okra]			
Vitunguu [Onions]			
Paseli [Parsley]			
Viazi ulaya [Potatoes (Irish)]			
Viazi vitamu [Sweet potatoes]			
Njegere [Snow peas]			
Njegere [Sugar snap peas]			

Control Number |__|__|__|__|

Maboga [Squash]			
Aina ya maboga [Patti pan squashes]			
Nyanya [Tomatoes]			
Balungi [Turnips]			
Zukini [Zucchini (Baby marrow)]			

F4. Which of the following is your most important source of information on approved agrochemicals?

1. The buyers of my crops and/or the agronomists who work for them
2. The stores and suppliers who sell me the agrochemicals
3. Other producers or a producer group
4. Government agricultural extension experts
5. Public information, such as flyers, newspapers, radio, television, internet
6. Other (specify): _____

|__|

F5. Have any of your vegetables ever been rejected by the buyer for use of unapproved agrochemicals?

1. Yes
2. No

|__|

If F5 = "2-No" then skip question F6 and go to F7.

F6. How many times in the past 12 months have your vegetables been rejected by the buyer for the use of unapproved agrochemicals?

|__|__|

F7. For any of the crops you produced in the past 12 months, did you maintain a written record of your pesticide use?

1. Yes
2. No

|__|

F8. For any of the crops you produced in the past 12 months, did you maintain a written harvest registry, which includes such information as the amount harvested and who you sold the harvest to?

1. Yes
2. No

|__|

F9. Has the water that you use for agriculture ever been tested for microorganisms?

1. Yes
2. No

|__|

F10. Do you have any type of certification to indicate that you follow Good Agricultural Practices, such as certification under EurepGAP?

1. Yes
2. No

|__|

F11. How many months did it take for you to receive certification, starting from when you first began the process until you were completely certified?

|__|__|

Control Number |__|__|__|__|

F12. Are you currently in the process of trying to obtain EurepGAP certification or similar certification for Good Agricultural Practices?

- 1. Yes
- 2. No |__|

F13. Do you know of any other producers like yourself who have received EurepGAP certification or similar certification?

- 1. Yes
- 2. No |__|

F14. Do you know of any buyers in your area who pay higher prices to producers who are certified in Good Agricultural Practices, such as with EurepGAP?

- 1. Yes
- 2. No |__|

F15. Do any of the buyers for your crops provide any of the following kinds of support related to certification in Good Agricultural Practices?

- 1. Yes
- 2. No

F.15 Kinds of Support	
A. Training and/or technical assistance with Good Agricultural Practices such as EurepGAP	
B. Pay some or all of the cost of the certification process	
C. Pay some or all of the cost of the certification process	
D. Give purchase preferences to crops produced by certified producers	
E. Pay higher product prices to certified producers	
F. Supply certified producers with more and/or cheaper agrochemicals and seeds	
G. Help certified producers find other buyers or markets for their products	
H. Other (specify)	

F16. What is the total land area you planted to vegetables in the past 12 months (acres)?

|__|__| . |__|__|

F17. Of the total land you planted to vegetables in the past 12 months, how many of these acres are owned by you or other members of your household?

|__|__| . |__|__|

F18. On how many acres of the land that you planted vegetables, did you use these different types of irrigation systems in the past 12 months?

- A. Rainfall ONLY / no other type of irrigation acres |__|__|
- B. Furrow and pan irrigation acres |__|__|
- C. Natural (gravity) / channel irrigation acres |__|__|
- D. Drip irrigation acres |__|__|
- E. Other (specify) acres |__|__|
- F. Other (specify) acres |__|__|

The total of the entries in F18 should equal the answer to F16. If not, work with respondent to revise estimates for F16 and F18 until they are equal.

Control Number |__|__|__|__|

F19. Do you have any type of certification to indicate that you follow organic practices?

1. Yes

2. No

|__|

If F19 = "1=yes" skip F20 and go to section G

F20. Are you currently working to obtain certification in organic practices?

1. Yes

2. No

|__|

Control Number |__|__|__|__|

Section G: Demographic and Household Information

READ: This is the final set of questions that I have for you, and I want to thank you for your patience up until now. We are almost finished. These last questions are about you and the members of your household.

G1. Counting yourself, and including all adults, young people, and babies, how many people live and eat with you in your household? |__|__|

G2. How many of the people in your household are between the ages of 15 and 60? |__|__|

G3. How many of the people in your household are between the ages of 7 and 14? |__|__|

Verify that answer to G.2 plus G.3 is less than or equal to G.1. If not, resolve.

G4. Of the people between the ages of 7 and 14, how many currently attend school? |__|__|

[Verify that answer to G.4 is less than or equal to G.3. If not, resolve.

For questions G6 – G11 record answers through questions A – C in the table below each question. A “normal” or “typical” month corresponds to the concept of an average (mean). “Income” refers to gross revenue or sales revenue.

READ: Now I have a few questions about the ways that you and the other members of your household earn money. I am interested in all of the sources of income your household received in the last 12 months. In other words, I want to talk about the different types of income earned by anyone in your household since the last hot season. Try to think about the last 12 months from the last hot season until now. I already know that you grow and sell vegetables. I will start by listing this enterprise.

G6. I would like to ask you some questions about the income you and other members of your household received in the past 12 months (or since the last hot season) from the sales of vegetables and other crops.

- A. What types of crops did members of your household receive income from in the past 12 months?
- B. In the past 12 months, how many seasons did members of your household receive income for each type of crop?
- C. What was the typical income per season for each type of crop?

G6.A Type of Crop	G6.B Number of seasons received	G6.C Income in a typical season (Tsh)
a.		
b.		
c.		
d.		
e.		
f.		

Control Number |__|__|__|__|

G7. I would like to ask you some questions about the income you and other members of your household received in the past 12 months (or since the last hot season) from livestock such as income from eggs, milk, cheese, honey, sale of young animals (chicks, calves, etc.), meat sales, manure sales, hides, honey, etc

- A. What types of livestock did your household receive income from livestock in the past 12 months?
- B. In the past 12 months, how many months did your household receive income for each type of livestock?
- C. What was the typical income per season for each type of livestock?

G7.A. Type of Livestock and Livestock products	G7. B Number of months received	G7.C Income in a typical season (Tsh)

G8. I would like to ask you some questions about the income you and members of your household earned from a small business, such as cooking and selling food (i.e. grilled corn), making and selling home brew, handicrafts (i.e. carvings, jewelry, batik), a store, a car repair business, hair dressing shop, etc. [This should be the income or net revenue of the business after considering the cost of the business. An estimate is fine]

- A. What types of small business did your household receive income from in the past 12 months?
- B. In the past 12 months, how many months did your household receive income for each type of small business?
- C. What was the typical income per month for each small business?

G8.A. Type of Small Business	G8. B Number of months received	G8.C Income in a typical month

G9. I would like to ask you some questions about the income you and members of your household earned from a full or part time job such as driving a taxi for someone else, bookkeeping, working in a packing house, working as a maid, etc.

- A. What types of full or part time jobs did members of your household receive income from in the past 12 months?
- B. In the past 12 months, how many months did members of your household receive income for each type of full or part time job?
- C. What was the typical income per month for each full or part time job? [Should be wage or salary before taxes and other deductions are taken out].

Control Number |__|_|_|_|_|

G9.A. Type of Full or Part time job	G9. B Number of months received	G9.C Income in a typical month

G10. I would like to ask you some questions about the income you and members of your household earned from day labor, occasional labor, or side jobs such as harvesting some else’s crops, construction, etc.

- A. What types of day or occasional labor did members of your household receive income from in the past 12 months?
- B. In the past 12 months, how many months did members of your household receive income for each type of day or occasional labor?
- C. What was the typical income per month for each type of day or occasional labor?

G10.A. Day labor, occasional labor, side jobs	G10. B Number of months received	G10.C Income in a typical month

G11. I would like to ask you some questions about the income you and members of your household earned from pensions, or money from a family member that lives somewhere else.

- A. What types of pension or money from household members that live somewhere else did your family receive income from in the past 12 months?
- B. In the past 12 months, how many months did members of your household receive income from pensions or money from a family member that lives somewhere else?
- C. What was the typical income per month from pensions or money from a household member that lives somewhere else?

G11.A. [Pensions or other remittances]	G11. B [Number of months received]	G11.C [Income in a typical month]

Control Number | | | | |

G12. How old are you? | | |

G13. What was the highest level of school that you completed?

1. Primary
2. Secondary
3. High school
4. College/University
5. Other (specify): _____

| | |

G14. What was the highest grade level that you completed?

Primary

1. Standard 1
2. Standard 2
3. Standard 3
4. Standard 4
5. Standard 5
6. Standard 6
7. Standard 7

Secondary

8. Form 1
9. Form 2
10. Form 3
11. Form 4

High School

12. Form 5
13. Form 6

| | |

G15. If you receive a letter, do you need help in order to read it?

1. Yes
2. No

| | |

G16. What is your mother language?

1. Kiswahili
2. Kimeru
3. Kimaasai
4. Kisambaa
5. Kimbugu
6. Kipare
7. Kichagaa
8. Kidigo
9. Kiarusha
10. Kirangi
11. Other (specify): _____

| | |

G17. Do the most people in your community speak the same language as you do?

1. Yes
2. No

| | |

G18. Around how many times per month do you participate in neighborhood or community activities, such as related to your children's' school, church or mosque, sport's clubs, credit groups, business groups, aid associations, peer groups, welfare group, political parties, prayer groups, etc?

| | | |

Control Number |__|__|__|__|

G19. Around how many other vegetable farmers do you know by name and the location of their farms, and who know the same information about you?

|__|__|__|

G20. Do you see and talk to other vegetable producers who:

1. Yes
2. No

A. Are your relatives?	
B. Attend the same church, mosque, or other religious organization that you do?	
C. You see or meet in the marketplace?	
D. You meet through producer groups or associations?	
E. You meet in some other, (specify).	

G21. In which one of these ways would you say that you have the most frequent and extensive contact with other vegetable producers?

Letters A – E in table G19

|__|

Control Number | | | | |

PRODUCER REFERRALS – NON-MEMBERS ONLY

READ: In order to continue this study, we would like to interview other smallholder vegetable farmers. Would you please give me the names of 3 farmers that you know who also produce and sell vegetables? I will also ask you to take me and introduce me to one or two of these farmers. As I explained at the beginning of this interview, the information that you have shared with me will remain strictly confidential and will be used only in this study. I will not show your answers to anyone. I will not tell your answers to anyone, not even to any of the farmers that you introduce me to.

1. Producer's Name _____
Village/Address _____

Ward _____
Telephone Number _____
Adapted Control Number | | | | | -- | |
Logistical concerns

2. Producer's Name _____
Village/Address _____

Ward _____
Telephone Number _____
Adapted Control Number | | | | | -- | |
Logistical concerns

3. Producer's Name _____
Village/Address _____

Ward _____
Telephone Number _____
Adapted Control Number | | | | | -- | |
Logistical concerns

Control Number |__|__|__|__|

GRATITUDE

READ: Those are all the questions that I have for you and I want to thank you for your patience during this interview. Your answers are very important. When we combine them with the answers from the other vegetable farmers who participate in the survey, we should gain a good understanding of what producers need to become more successful. Because you have taken your time to answer my questions, I have a gratuity of 5,000 Tsh that I want to give to you. [Give payment to respondent] Again, I want to tell you how much I appreciate your collaboration on this important study.

[Signature of Respondent on Receiving Payment for Participating in Survey]

